

THE Dental Trader

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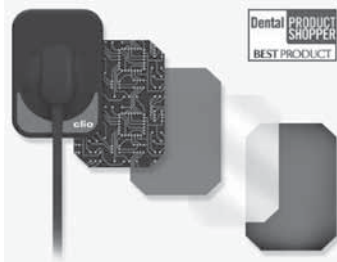
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Handpieces: Retired dentist has handpieces, new and used, for sale. rityb1@yahoo.com for inquires.

2011 Lightwalker Erbium Laser, Light Use. \$15,000. 408-227-0910, jb2thdoc@yahoo.com.

orthodontic office for lease in fair Oaks, orangevale area, low rent. contact 916-220-5718.

Dental office for rent/sale in historic Jamestown. Great location on Main St. 2 ops plumbed. \$700/mo. 209-984-3035.

Sirona Orthophos XG 3 Panoramic X Ray \$10,500 Grover Beach (Central Coast)- 805.904.6979.

AcucamIV (new) camera and 4 docking station for Sale. Make an Offer. 408 858-8017.

For rent: 1-2 operatories in San Francisco avail 1-3 days/wk at \$250/day. Call 415-608-2109.

2015 Cerec omnicam, mill and porc. oven. Light use. \$122,000. jb2thdoc@yahoo.com, 408-227-0910.

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Neodent implant complete surgical kit + 25 implants. Never opened, brand new, original packaging. \$3000 obo. (925) 202-6463.

PLACE A FREE AD TODAY See FAQs page at dentaltrader.com.

Dentist needed for nice private practice in Clovis/fresno 2-3 days. Salary: 40% collection. Please call/text 559-575-2266 or email @ hnphamdds@aol.com.

Silver points for RCT please contact terryfmooreds@gmail.com.

Dental office for rent/sale in historic Jamestown. Great location on Main St. 2 ops plumbed. \$700/mo. 209-984-3035.

Denti-Cal provider needed 1 day a week in small family practice in Hayward; % collection, 1099. Send cover letter and CV by fax to 925-476-5360.

3 operatorial Dental office space for lease available for 2 and 1/2 years in Fremont. \$2000 rent. Text 510 378-0971 or email sthbaydental@att.net.

Oakley-20,000 sq.ft. new Medical-Dental Building suites planned for occupancy Fall 2018 Lease or Purchase Call 925-820-1308 for more information.

Sunnyvale Dental practice wanted. Looking to buy out dental facility or general practice within 15 miles of 94087. gentsunnyvaledentist@gmail.com.

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ASSOCIATE DENTIST WANTED 3-4 Days a week in Turlock, California. License must be in good standing. Salary DOE. Email: sarahkimbui@hotmail.com.

SAN JOSE The practice exceeds \$1.2mil in collections annually! 1,450 sf w/ 5ops. \$850k (DG-723) WPS/800-641-4179.

OAKLAND PILL HILL near Sutter Health Gross \$646K 5 ops 1300 sft ORTHOPHOS XG 3D panorex Asking \$425K Golden State Practice Sales Jim Rodriguez 925-743-9682.



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Paul Maimone Broker/Owner
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KERN COUNTY

SO. EAST KERN COUNTY - (5) Op comput G.P. **VERY LIMITED COMPETITION!** In a free stand bldg. Bldg also avail. Exposure/visibility/signage. Cash/Ins/PPO. Digital CT Scan, Digital X-Rays, soft tissue laser, & a regular Pano. 2016 Gross Collect \$600K+ on a (4) day wk. (24-25) new pts/mos. (4.5) Hygiene days/wk. Seller Retiring.

LOS ANGELES COUNTY

ARCADIA #3 - Beautiful, newly remodeled, (4) op computerized G.P. located in a well known Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO pts. Annual Gross Collect \$300K on a (3) day week.

ARCADIA #4 - (4) op comput G.P. in a smaller prof. bldg. on a main thoroughfare. Annual Gross Collect. \$425K+. Cash/Ins/PPO. Easy Dental s/w & Pano equipped. Digital x-rays. Does no advertising & has no website. 40+ years of Goodwill. Lower overhead with an excellent Lease in place. Seller retiring. **PENDING**

CARSON - (3) op comput. G.P. on a main thoroughfare w **HUGE SIGNAGE!** Newer eqt. Paperless, digital x-rays & pan/ceph. Started from scratch late 2012. Mixed pts. \$2.0K+/mos Cap. Cks. 2016 Collect. \$244K & growing. Seller moving. **NEW**

ENCINO #6 - EMERGENCY SALE! (3) op comput G.P. & implant pract. in a centrally located high rise prof. bldg. on a main thoroughfare. Pt base is Cash/Ins & one PPO. 2016 Gross Collections of \$205K+. Seller has passed away. Priced to sell. **PENDING**

ENCINO #7 - (5) op comput G.P. (4) ops eqt'd/(1) add plumbed. Cash/Ins/PPO. Gross Collect approx. \$270K p.t. (2) days of Hygiene. Refers out: most Endo, Perio, Implant place, Ortho & major O.S. Digital, Paperless, & Waterlase Laser. Seller retiring.

GLENDORA - (3) op comput G.P. (2) ops eqt'd, 3rd op plumbed. Located in a strip ctr, on a main thoroughfare, w excell exposure, visibility & parking. Cash/Ins/PPO w no HMO, no Denti-Cal, no nights & no weekends. Very low overhead. Seller refers out implant place, O.S., some Endo, Perio Surgery & Ortho, & does no advertising. Priced at well below build out & eqt costs. This is a great starting Pract or satellite location. Seller retiring, but is willing to help transition. **NEW**

ORTHO PRACTICE WITH (2) LOCATIONS - (#1) in SFV & (#2) IN EAST VENTURA CTY. Collect. approx. \$700K/yr. Cash/Ins/PPO. (14-15) new starts/mos. 45+ yrs of Goodwill. 500+ Active pts & 550+ in retainers. **Back on the Market.**

PANORAMA CITY #3 - (3) op comput G.P. in a retail ctr @ a major intersection. Excellent exposure, visibility, & signage. Cash/PPO pts. Digital x-rays. Gross collect ~ \$185K p.t. Does no advertising. Sale due to partial disability. **REDUCED**

SAN FERNANDO VALLEY #10 - Located in an Exclusive Area of the Valley. (5) op comput G.P. w high end buildout & decor. Digital x-rays, CT Scan, Laser, Dentrux s/w & (2 to 5) year old eqt. 2016 Gross Collect. \$974K. Cash/PPO/Small Amt HMO. Reasonable overhead w high net! **NEW**

SAN GABRIEL VALLEY FOOTHILLS - (3) op comput G.P. in desirable foothill area. Gross Collect \$350K - \$400K/yr on (3) day wk. (3) days of hygiene. Cash/Ins/& one PPO. Refers out Endo, O.S., Perio, Ortho & Implant Place. Does no advertising. Seller retiring. **NEW**

SOUTH BAY - (2) op comput G.P./Prost. Pract. 75% G.P./25% Prost. 2016 Gross Collect \$445K+ on an easy (3) day wk. Cash/Ins/PPO. Very low overhead, w extremely high net. Digital x-rays. Seller does no advertising. Seller retiring, but willing to transition. **PENDING**

WEST L.A. (MAR VISTA) - Recently remodeled, (4) op comput. G.P. on the very desirable West side. (3) ops eqt'd, 4th plmbd. Located in a strip ctr w excellent exposure. Annual Gross Collect \$250K+ on a p.t. schedule. Growth potential. **SOLD**

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WESTLAKE VILLAGE #5 - (4) ops/(3) fully eqt'd turnkey office. Ground level, street front location, on a main thoroughfare in an upscale demographic area with exposure, visibility & signage. Digital & networked. This location has been a successful dental office for this DDS plus (3) previous DDS. Now it's your turn. Offered at less than buildout & eqt. costs.

WESTLAKE VILLAGE #6 - (4) ops/3 fully eqt'd turnkey office. Located in a highly desirable upscale demographic area with easy access & ample free parking. Location has been a successful dental office since 1979. Office is networked, digital, has central nitrous & 2 1/2 year old eqt. Seller bought a bldg. & is moving. Offered at less than buildout costs.

ORANGE COUNTY

Room for Your Orange County Practice Listing.

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

SAN BERNARDINO COUNTY

VICTORVILLE - (6) op comput. G.P. (3) ops eqt'd. (3) add. plumbed. Located in a one story prof. bldg. on a main thoroughfare. Cash/Ins/PPO & 10% Denti-Cal. Gross Collections approx. \$275K/yr. 30+ years of Goodwill. Seller retiring. **NEW**

SAN DIEGO COUNTY

CLAIREMONT - (3) Op fully eqt'd comput G.P. Located in a one story prof. bldg. on a main thoroughfare w exposure/visibility. Cash/Ins/PPO/ pts base. (2) year old eqt., Practice Web s/w & Digital X-Rays plus regular Pano. 2015 Gross Collect. \$265K+ on a (3) day wk. **SOLD**

SAN LUIS OBISPO COUNTY

CENTRAL CA COAST - High producing & very profitable G.P. with Seller work back. (7) op comput. G.P. located street level in a smaller professional bldg. near the downtown business district. 2016 Collections of \$1.6M. Projecting \$1.8M in 2017. Pract. does no advertising. Averages (12) days of Hygiene/wk. Cash/Ins & one PPO. 78+ yrs of Goodwill. Digital x-rays & digital Orthopantomograph. Refers out Implant placement, diff O.S., all Ortho, all Perio Surgery and most molar Endo. The two Sellers wish to work back for 8-24 mos. to facilitate a successful transition, & to wind down their careers with less administrative demands prior to retiring. This practice is ready to go to the next level & Sellers are anxious to help. **NEW**

VENTURA COUNTY

NEWBURY PARK/T.O. - (4) op comput G.P. & condo for sale. Easy fwy access. Prof. designed. (2) ops eqt'd/(2) add. plumbed. Newer P&C eqt, Dentrux, digital, & paperless. Ave. collect for last (3) yrs \$240K/yr. p.t. Does no advertising. Cash/Ins & PPO. Seller moving & priced to sell. **NEW**

OXNARD #9 - Practice and Condo for sale. (3) op computerized G.P. Located on a main thoroughfare. Cash/Ins/PPO/HMO patients. 2016 Gross Collect \$224K+ p.t. \$4K+/mos Cap Cks. Excellent Buy & Combine, Satellite, or Starter. **PENDING**

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Contra Costa County DANVILLE ALAMO area 3 Ops gross \$400K long established good starter or merger Jim Rodriguez Golden State Practice Sales 925-743-9682.

Need to look something up from a previous edition? Find anything printed in an old edition instantly using the search engine on our Dental Trader Archives page at <http://thedentaltrader.com/archive.htm>.

SACRAMENTO DENTAL OFFICE FOR SALE 6+1 OPS BEAUTIFULLY DESIGNED DIGITAL OVER 1.1 MILLION 2016 neyaztod@yahoo.com.

Chart Sale (Rodeo, CA) - 600 active patients, many inactive patients, phone number, and website for sale. Contact: jergensen@gmail.com or 510.413.8413.

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I have worked with Robert Olson multiple times in the past 5 years, first transitioning from associate to partner, and then partner to full owner. I found him to be honest, thorough and very helpful navigating the “uncharted waters” of business legal workings. Couldn’t imagine working with a better lawyer!

Avvo[®] review, April 29, 2017

Posted by Kevin

Robert W. Olson, Jr., APC

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Cecilia Chen, Esq. always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. –Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

SAN FRANCISCO Spectacular views of Washington Square. 3ops +2 add'l, 1400sf Price Reduced to \$200k (AC-566) WPS/800-641-4179.

FOLSOM OFFICE FOR SALE. 3 ops, digital x-rays, pano machine, great location, near shopping and restaurants. email: folsomofficesale@gmail.com.

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Legal Tip: Sellers Does your lease allow you to assign the option term? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

Oral Surgeon wanted 1-2 days a month to perform all O.S. in my general practice in Sacramento area. Call (916)961-5363 or email fcwebber.dds@gmail.com.

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Thomas Sudbijo DMD (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every step. Call Jeng & Associates 714-858-0536.

SAN FERNANDO VALLEY #10 Located in an Exclusive Area. (5) op comput G.P. w high end buildout & decor. Digital x-rays, CT Scan, Laser, Dentrux s/w & (2 to 5) year old eqt. 2016 Gross Collect. \$974K. Cash/PPO/Small Amt HMO. Reasonable overhead w high net! D&M Practice Sales 818.591.1401.



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East Bay area 3 ops with room for expansion up to 7. Lightly-worked practice with great upside potential. (855) 337-4337 – integritypracticesales.com – BRE #01911548.

PRACTICE FOR SALE SANTEE. Long-established GP with 4 Ops in approx. 1342 sq.ft. In strip center, along major street. SDPS: 760-599-7828.

DENTAL PRACTICES WANTED in El Monte, Arcadia, La Canada Gross \$700K+. Shopping center. Sellers call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfm.com|LCFPracticeSales.com.

Oakland office is seeking a hygienist, near BART station. Send resume to hr@ebmden.com or fax to 510-474-1679.

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LA MESA – JUST LISTED!! Long established GENERAL Practice in Prof Bldg in residential neighborhood. 3 Ops in approx. 1000 sq.ft. FFS and PPO.

RANCHO BERNARDO – GENERAL Practice (established 6 yrs) situated in Professional Bldg, located on the corner of a major intersection. 2 Doctor office; seller has 4 Ops. FFS and PPO.

SAN DIEGO – Retiring from GP with 18 yrs of Goodwill---SOLD!!

SAN DIEGO – (San Carlos area) 3 Ops in approx. 1000 sq.ft., situated in Prof Bldg along Busy street. FFS & PPO with 18 yrs of Goodwill.

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Baldwin Park – Main Street!
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Beverly Hills – 4 Operatory
 ▪ Collecting ~\$500K.
 ▪ Professional Building in highly desirable area.

Lancaster – Shopping Center
 ▪ Gross ~\$225K on 3 days/wk
 ▪ No HMO and No Dential
 ▪ PPO/Cash, ~1,300 sq ft
 ▪ 2 Eq. Ops + 1 Add'l Plumbed

La Puente – Low Rent!
 ▪ Corner Lot in Strip Plaza.
 ▪ 3 Equipped Ops, ~1,400 sq.ft.

Lawndale – Busy street!
 ▪ Equipment & Leasehold
 ▪ Strip Mall, Facing Main Street
 ▪ 5 Belmont Chairs, ~2,240 sq.ft.

Los Angeles – Gross ~\$415K.
 ▪ Freestanding Building facing busy main street.
 ▪ Heavy foot traffic.
 ▪ 5 Eq. Ops, ~1,420 sq.ft.

Pico Rivera – Busy Street!
 ▪ Nearby shopping plaza, major anchor stores.
 ▪ Reasonable rent.
 ▪ 4 Ops, Approx. 1,300 sq.ft.

Pico Rivera – Well Established
 ▪ Gross ~\$440K in 2016.
 ▪ Corner Bldg. 25+ yrs goodwill.
 ▪ Retail Shopping Center.
 ▪ 7 Ops +1 plumbed, ~2,450 sq.ft.

Van Nuys – Shopping Center
 ▪ Starter Practice on main street.
 ▪ 3 Eq. Ops., Approx. 1,100 sq.ft

Dental Practice for Sale Ventura County, CA

Ventura – New Listing!
 ▪ Starter Office located on busy main street.
 ▪ High Visibility. 5 Eq. Ops.
 ▪ Ample Parking.
 ▪ Easy access to freeway.

Dental Practice for Sale Orange County, CA

Brea – Gross ~\$350K
 ▪ Located in Downtown Brea.
 ▪ Cash/PPO, ~2,400 sq.ft.
 ▪ 3 Eq. Ops + 2 Add'l Plumbed

Fullerton – Gross ~\$825K
 ▪ Supermarket Shopping Ctr
 ▪ 3 Equipped Ops, ~1,300 sq.ft.

Garden Grove – Busy Street!
 ▪ Street Front Location! ~1,700 sf
 ▪ 3 Eq. Ops + 3 Add'l Plumbed

Irvine – Leasehold Dental Facility
 ▪ Shopping Center. Close to medical facilities & freeways.
 ▪ 4 Plumbed Ops, ~1,635 sq.ft.

Laguna Hills – Shopping Center!
 ▪ Starter Practice located in busy shopping center on main street.
 ▪ 4 Eq. Ops, Approx. 1,500 sq.ft.

Westminster – Gross ~\$400K
 ▪ GP located on major intersections in small strip center w national anchors.
 ▪ 4 Eq. Ops, ~1600 sq.ft.

Westminster - Freestanding Bldg & Dental Practice for Sale!
 ▪ Gross Over ~\$1 Mil.
 ▪ 2-Story Bldg. 30+ yrs Goodwill.
 ▪ 14 Ep. Ops. + 3 plumbed Ops.

Dental Practice for Sale San Bernardino County, CA

Fontana – New Listing!
 ▪ Gross ~\$310K in 2016
 ▪ Busy intersections in retail shopping center.
 ▪ 3 Eq. Ops + 1 add'l plumbed

Ontario – Seller Retiring!
 ▪ Busy main street. Low Rent!
 ▪ 3 Equipped Ops, ~1,100 sf.

Rialto & Rancho Cucamonga
 ▪ Both Dental Practices are in Large Retail Centers. Lots of goodwill & excellent visibility.
 ▪ **Rialto:** ~3,500 sq.ft., 8 Ops
 ▪ **Rancho:** ~2,100 sq.ft., 5 Ops

Dental Practice for Sale San Diego County, CA

San Diego – Strip Mall
 ▪ Gross ~\$270K on 2 days/wk
 ▪ 3 Eq. Ops + 1 add'l plumbed

Dental Practice for Sale Northern California

Concord - Dental Practice & Real Estate Available
 ▪ 1 Story Building on busy corner, excellent visibility.
 ▪ Mostly Cash/PPO. ~1500 sf
 ▪ 2 Eq. Ops + 2 Add'l Plumbed

Fremont – Starter Practice & Real Estate for Sale
 ▪ Main Shopping Center
 ▪ New Office, Built in 2012
 ▪ 5 Ops. Approx. 2,000 sq.ft.

Modesto – Gross ~\$1 Mil
 ▪ GP located in Strip Mall.
 ▪ Cash/PPO, ~3,200 sq.ft.
 ▪ 7 Eq. Ops + 1 Add'l plumbed

Modesto – Reasonable Rent
 ▪ Gross ~\$315K on 3days/wk
 ▪ 4 Eq. Ops. ~1,300 sq.ft.
 ▪ 50% Medical; 50% Cash/others

San Jose – Gross ~\$1 Mil.
 ▪ Associate Run Practice
 ▪ 4 Ops, Approx. 1,200 sq.ft.

San Jose – Real Estate & Starter Practice for Sale
 ▪ Constructed in 2014.
 ▪ Modern. Retail Center.
 ▪ 6 Eq. Ops, ~2,500 sq.ft.

San Jose - Gross ~\$624K
 ▪ Mostly Cash/PPO. 4 - 5 Ops.
 ▪ Well-run office, 21+ years.
 ▪ In Major Shopping Center.

San Jose – Gross ~\$850K
 ▪ Mostly Dential, 5 Eq Ops.
 ▪ Shopping Center, ~1650 sf.
 ▪ Some PPO/Cash, No HMO.

Turlock – Shopping Center
 ▪ Gross ~\$215K on 5 days/mo
 ▪ Cash/PPO, Off Highway 99

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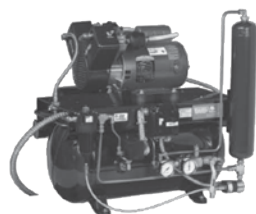
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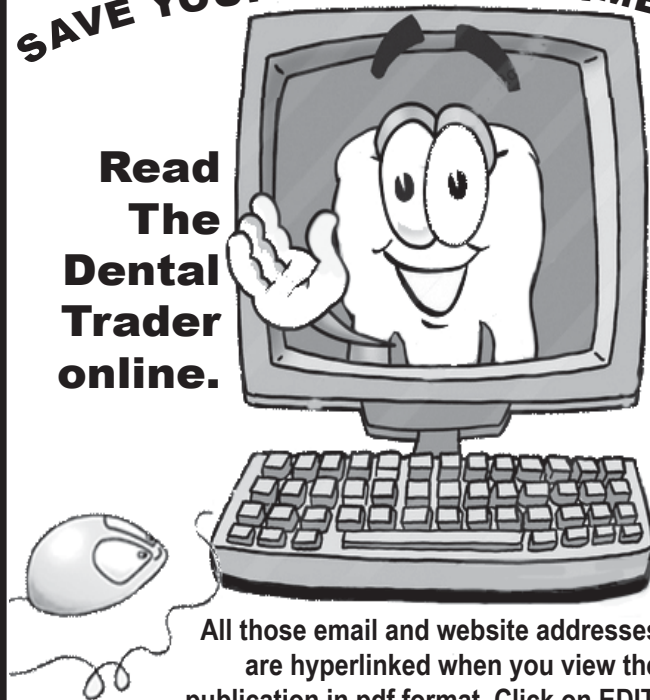
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CASTRO VALLEY – General Dentistry - Well established family practice housed in a warm 1700 sq. ft. office, near shopping and other business. 2015 Gross Revenue of \$530,000 on 4 day reduced schedule, 4 days of Hygiene, Eaglesoft PMS with 6 workstations, Schick Digital X-ray, Fiber Optics & Laser. Age of Equipment is 4-14 years old and in great condition. Owner retiring after 27 years in the community, 20 years at this location. #CA368- Jim Engel - 925-330-2207

CHICO – General Dentistry Practice with 7 Operatories, Dentrux, Dexis Digital X-rays, Pano, Diode Laser, and 3M True Definition. Practice has been established for over 60 years with current and previous owner. 6 days of hygiene per week. 2016 Gross Receipts of \$715K and Adjusted Net Income of \$212K. #CA402- Steve Caudill - 951-314-5542

CONTRA COSTA COUNTY – Endodontic Practice - This professionally designed Endo office has served the community for over 36 years. Gross Revenue of \$672K, with adjusted net over \$300K on 4 days per week. 4 completely furnished treatment rooms with PBS Endo Software, Digital X-ray and Microscopes and packaged tastefully in approx. 1,200 sq. ft. Average age of the equipment is 10 years with other new items. Owner is retiring but will help buyer with introductions to all key referrals. Office space ownership is also available. #CA284- Jim Engel - 925-330-2207

EL DORADO COUNTY – 960 sq. ft. office in Professional building with 4 equipped operatories, intraoral camera, Digital X-rays, and PracticeWorks software. Practice established for 30+ years, 2016 Gross Receipts of \$453K. Neighboring suite of 960 sq. ft. available with 1 year free rent if desire to expand the office space. #CA339- Thomas Wagner - 916-812-3255

EL DORADO COUNTY – 1,200 sq. ft. office with 3 Operatories, equipped with Pano, and EZ 2000 software. 2016 Gross Revenue of \$334K on 3 day week. Great satellite practice! #CA390- Thomas Wagner - 916-812-3255

ELK GROVE – Facility Only Sale – Completely furnished office in a strip shopping center. Seller moved to larger location in Old Elk Grove, approximately 3 miles away. Signage faces Elk Grove Bl., plenty of parking in front of office. A total of 5 Ops with 4 fully furnished. The 4 Ops have touch screen computers, nicely furnished. A separate room has an Orthralix 8500 Pano unit. The 4 Ops share 2 X-ray units that swing into each Op. #CA411- Steve Caudill - 951-314-5542

FOLSOM – 1,650 sq. ft. leased office in high income area, 5 fully equipped Operatories, with Intra-Oral Camera, Dexis Digital X-rays, new Digital Pano, Laser, and Dentrux software. 2016 GR of \$787K in 11 months, very low overhead. Owner relocating. #CA405- Thomas Wagner - 916-812-3255

FOLSOM – Well-designed, state of the art, Digital, paperless, 2,900 sq. ft. office with 9 equipped Operatories, 1 additional plumbed in standalone building (purchase a great location). Intra-oral cameras, Fiber Optics, Schick Digital X-ray, Zoom system, and Eaglesoft software. 2016 GR of \$931K with low overhead on three day work week. Must see to appreciate. Owner relocating. #CA406- Thomas Wagner - 916-812-3255

GREATER EL DORADO HILLS – Beautiful standalone 1,500+ sq. ft. office with 4 Ops, Dentrux software, 2 Schick Digital X-ray sensors, new server & CPUs. Building available with practice. Seller Retiring. #CA407- Thomas Wagner - 916-812-3255

GREATER EL DORADO HILLS – Well-designed 2,400+ sq. ft. office with 6 Ops, Digital X-rays, Ortho phos XG 3D Digital X-ray, Picasso Laser, and Dentrux software. 2016 collections: \$1.8M. Desirable location. Owner relocating/retiring. #CA414- Thomas Wagner - 916-812-3255

GREATER EL DORADO COUNTY – General Practice: Four day per week practice in 1,700 sf with 5 Operatories. Eaglesoft software, 8 computer stations, Digital pan, 2 Digital sensors, and 4 days of hygiene per week. Great location. Owner retiring. #CA343- Thomas Wagner - 916-812-3255

GREATER ROSEVILLE – General Dentistry- 4 Operator practice in highly-desirable area, equipped with IO camera, Schick Digital X-ray, Laser, and Dentrux software. Established for over 20 years, 2015 Gross Receipts of \$945K. #CA350- Thomas Wagner - 916-812-3255

GREATER ROSEVILLE/ROCKLIN/AUBURN – General Dentistry practice in a highly desirable location with 5 Operatories and 2015 collections of \$850,000. Buyer must purchase 1,600+sf facility with practice. Owner is retiring. #CA338- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO – Oral Surgery Practice - 5 Operatories in a 2,282 sq. ft. suite. Practice utilizes Digital X-rays and a Pano. 2016 Gross Receipts of \$798K. Selling doctor is retiring. Call for more information. #CA438- Steve Caudill - 951-314-5542

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GREATER SACRAMENTO – General Dentistry - Well-designed 3,079 sq. ft. office (shared w/2nd dentist – separate practices) in professional building. 7 Ops w/Digital X-ray and Datacon software. Gross Receipts of \$930K w/low overhead. Owner retiring after 35+ years in same location. #CA140-Thomas Wagner - 916-812-3255

GREATER SACRAMENTO – Prosthodontic Practice - 2,099 sq. ft. Prosthodontic office with 5 Operatories, Fiber Optic, Eaglesoft software. Gross Receipts of \$926K on 4 day week. Established at current location for 15 years. #CA377- Thomas Wagner - 916-812-3255

MARIN COUNTY – This Central Marin Village office offers approx. 1,250 sq. ft. with 3 fully equipped treatment rooms. This downtown shopping area location has housed a dental practice for over 70 years, 38 with the present owner. Fee for service. 2014 Gross Receipts of \$370,000 and on pace for same in 2015. Seller owns the building and will offer buyer a favorable lease and help with a smooth transition. Owner is retiring from private practice. #CA302-Jim Engel - 925-330-2207

MILPITAS – General Dentistry Practice. This 1480 SF office is located on a major thoroughfare. 2015 receipts were \$425,000 with an adjusted overhead of just 54%. 4 treatment rooms, Intra Oral Camera, Pano, Kodak Digital X-rays and 3 days of hygiene. #CA398- Dennis Hoover - 209-605-9039.

MOUNTAIN VIEW – Most desirable Mountain View neighborhood on the city's busiest roadway. This Eco Friendly "green" practice schedules 2 days of hygiene per week with 15-20 new patients per month. Housed in 1,150 sq. ft. with 4 treatment rooms, 3 equipped operatories, 6 Computer Workstations, Dentrix software, Dexis Digital X-ray, Laser and I.O. Camera. 2015 Revenue of \$514,000 on 4 day work week. Average age of equipment is 5 years. Owner is relocating out of the area but will help with a smooth transition and ongoing consultation. #CA385- Jim Engel - 925-330-2207

OAKLAND – General Dentistry- Beautiful Office and great City Center location! 12 treatment rooms in 5000 sq. ft. with all the amenities of today's modern office. Gross Revenue of \$1,500,000 with PPO, HMO and FFS patients. Average age of equipment is 4 years and looks brand new! Practice Web software, Digital X-ray, Cone Beam & CAD/CAM. Owner is downsizing but management systems are in place for a new owner and seller will help with a smooth transition. #CA360- Jim Engel - 925-330-2207

OAKLAND – General Dentistry- This is a great neighborhood practice near Laney College, Lake Merritt and just blocks from Downtown. Gross Revenue of \$355,000 with adjusted net of 42% on a 4 day work week. 3 Treatment rooms in approx. 1,000 square feet with Dexis Digital X-ray with Carestream PMS. Average age of equipment is 15 years with some newer items. Owner is retiring after 28 years in this location and will help with a smooth transition. #CA396- Jim Engel - 925-330-2207

SACRAMENTO – General Practice: 40+ year established practice in a professional building in a central Sacramento location. 1,000 sq. ft. with 2 equipped Operatories, 2 additional plumbed. DentalMate software. #CA332-Thomas Wagner - 916-812-3255

SACRAMENTO – Very nice, updated 3 Op office with Eaglesoft software. Located in single story bldg. on mid-central Watt Ave. in Sacramento. Rent less than \$1,900 per month. Practice priced to sell at less than 50% of collections. Seller Retiring due to health issues. #CA400- Thomas Wagner - 916-812-3255

SACRAMENTO – **NEW LISTING** - 1,200 sq. ft. stand-alone office with 3 equipped Operatories, Intra-oral camera and Patient Base software. Practice established 40+ years, owner retiring. #CA408-Thomas Wagner - 916-812-3255

SACRAMENTO – **NEW LISTING** - 1,150 sq. ft. office with 4 Operatories. Equipped with Intra-Oral, Dexis Digital X-ray, Carestream software. Established over 30 years, 2016 Gross Receipts of \$535,000. #CA424- Thomas Wagner - 916-812-3255

SACRAMENTO – **NEW LISTING** - 1,567 sq. ft. office with 4 equipped operatories, 1 additional plumbed, established for 25+ years. 2016 Gross Receipts of \$680K on 4 day work week. Equipped with an Intra-Oral Camera, Digital X-rays, Pano, and Carestream software. Owner is retiring. #CA441-Thomas Wagner - 916-812-3255

SAN FRANCISCO – General Practice: This highly regarded practice has an exceptional ground floor location and practice history in the heart of the Financial District. 5 treatment rooms with room for a 6th in 1,760 sq. ft. 2015 Gross Receipts of \$1.2 mil with adjusted net of \$480,000. 5 days of Hygiene, Dentrix/Dexis and 12 workstations, laser and open floor plan with high ceilings throughout. Owner will work back 1-2 days per week if buyer desires. 36 years in practice, 26 years at this location. #CA357-Jim Engel - 925-330-2207

SAN FRANCISCO: FINANCIAL DISTRICT – Periodontal Practice and Condo Unit. This four op office in downtown San Francisco has gross receipts of \$714,000 and a net income of \$363,000 in 2014. The seller is also selling his condo unit occupied by his practice. The condo unit has 1,160 sq. feet with a northwest exposure and beautiful view. Excellent opportunity to work and own your own office space in the downtown area of one of the world's most vibrant cities. #CA274- Dennis Hoover - 209-605-9039

SAN JOSE – GP Chart Sale: Saratoga Avenue lease cannot be renewed and owner wants to retire! 2015 GR of \$550,000.00 on two and a half day work week. Selling all Active and Historical Charts. Computers and some equipment also for sale if needed. Enhance your current practice with an influx of patients and revenue. #CA330- Jim Engel - 925-330-2207

SAN RAMON – Beautiful office on one of the busiest corners in the city. General Dentistry for Children and Adults with an emphasis on Children boasts 5 treatment chairs including a private operatory in 1,700 sq. ft. 2016 revenues of \$440,000 on minimum work week due to illness, but great history in past years. Dentrix PMS with PAPERLESS CHARTS, 9 workstations, Digital Sensor and Digital Pan in a light and bright atmosphere. Seller willing to stay on to help with introductions and beyond. If you like kids, you'll love this practice! #CA439- Jim Engel - 925-330-2207

SAN RAMON – **Facility Only Sale** - This is truly a gorgeous office, boasting 4 completely equipped treatment rooms with high-end Pelton & Crane Equipment, Digital X-ray, Digital Pan and I.O. Cameras. Professionally designed and decorated in approx. 1,654 sq. ft. corner suite. This office is located in Bishop Ranch, home to Fortune 100 & Fortune 500 companies, entrepreneurial & professional business' and healthcare. Priced at less than 1/3 the cost to set up a similar office. #CA370- Jim Engel - 925-330-2207

SANTA ROSA – This 3 Operatory office is part of a larger complex, owner is selling interest in building. 4 days of hygiene seeing 10-12 patients per day, booked 6 months in advance. 2015 Gross Receipts were \$563,000 with \$186,000 Adjusted Net. Practice was started by present owner in 1968, owner is retiring. #CA200- Dennis Hoover - 209-605-9039

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STOCKTON – General Practice: Great West Side location near College and Shopping Mall! 7 treatment rooms in 2052 sq. ft. with a great lease and options to renew. Gross Revenue of \$750,000 with PPO, HMO and FFS patients. Average age of equipment is 2-14 years. Practice Web software & Digital X-ray. Owner is downsizing but management systems are in place for a new owner and seller will help with a smooth transition. #CA361- Jim Engel - 925-330-2207

VACAVILLE – 1,342 sq. ft. office with 4 Operatories, equipped with intra-oral camera, Gendex Digital X-ray, Pano, Laser, **SOLD** Dextrix software. 2016 GR of \$911,000 on 4 day/week, practice established 25+ years. Owner is retiring. #CA389- Thomas Wagner - 916-812-3255

VACAVILLE – 1,400 sq. ft. leased office established 25+ years, with 4 Operatories, equipped with intra-oral camera, Gendex Digital X-ray, and Dextrix software. 2016 GR of \$807,000 on 3½ days/week. Owner is retiring. #CA416- Thomas Wagner - 916-812-3255

WINE COUNTRY – NORTHERN CALIFORNIA – **NEW LISTING** - PERIODONTAL PRACTICE. Located in the beautiful wine country of Northern California, the 2016 receipts were \$1,997,000 with a \$978,000 adjusted net income in this 3,000 sq. ft. office space. Building is also for sale. Sellers are retiring but will remain for the transition. #CA418- Dennis Hoover - 209-605-9039

CENTRAL CALIFORNIA

MODESTO - General Dentistry Practice: This office had receipts of \$918,000 in 2015 with net of \$441,000. The practice has 4 days of hygiene, Digital X-rays, Pano, Dextrix Software, and no associates. 27 years in same location. The office is approx. 2,800 sq. ft. in a two tenant free-standing building. Owner is retiring. #CA380- Dennis Hoover - 209-605-9039

MODESTO - General Dentistry Practice. 4 Ops in a two office free standing building near hospital. Office is 1,630 sq. ft. with Digital X-rays, Cerec, Panoramic X-ray, EagleSoft. 2015 collections were \$450K with a 52 % overhead. Owner is retiring. #CA388- Dennis Hoover - 209-605-9039

MODESTO - Dental Air Space Condominium. This 1,511 square feet dental condo unit is presently under lease in Downey Park Professional Center in Modesto. Total purchase price is \$286,000. Photos and prospectus available upon request. #CA333- Dennis Hoover - 209-605-9039

SANTA CRUZ – **NEW LISTING** - Great Central Coast Santa Cruz Location with soothing interiors, this practice has been established for over 55 years, 16 years with present owner. 4 fully furnished treatment rooms in approx. 1,000 sq. ft. Age of equipment is 5-15 years and includes a Panoramic X-ray. FFS, PPO & DeltaCare. 2016 revenues of \$383,765 with an adjusted net of \$186,000 on a 3 day work week. Great upside potential and owner will work with buyer to insure a smooth transition. #CA427- Jim Engel - 925-330-2207

SOUTHERN CALIFORNIA

ALISO VIEJO – Turnkey Leaseholds Sale w/5 Ops, 3 Equipped in 2,116 sq. ft. located in a very busy retail plaza. Move-in ready with computers, X-rays, sterilization equipment, and instruments for all phases of dentistry. #CA365- Kerri McCullough - 949-300-0312

BAKERSFIELD – This General Dentistry Practice with 5 Operatories has been established for 20+ years. Dextrix, Digital, average equipment age is 5 years old. 2015 GR of \$675K. Seller plans on retiring but will assist with a smooth transition. #CA386- Thanh Tran - 949-533-8308

BURBANK – This General/Prosth/Implant practice with 15 years of goodwill is located in a retail center. 5 Ops, 3 equipped, Digital and Digital X-rays. 2016 GR of \$290K with \$143K Adj. Net on 3 days per week plus one Saturday per month. #CA348- Kerri McCullough - 949-300-0312

CENTRAL ORANGE COUNTY – **NEW LISTING** – General Dentistry Practice with 4 Ops has 3 days of Hyg./wk and 50+ years of goodwill with retiring seller plus previous owner. Practice utilizes Intra-Oral Camera and Pano. Great upside - most specialty procedures are referred out. 2016 GR of \$358K. #CA442- Thanh Tran - 949-533-8308

COASTAL ORANGE COUNTY - **NEW LISTING** – Periodontal Practice - features 5 equipped Ops, 1 add'l plumbed, with 30 years of goodwill. Great location. Computer Age software and Pano. 2016 GR of \$389K on a 3 day work week. Seller will help with smooth transition. #CA417- Kerri McCullough - 949-300-0312

ENCINO – General Dentistry. 4 Ops, Est. for 40+ years in the Valley. EagleSoft with 5 workstations, Digital X-rays, and intra-oral camera. GR of \$450K and \$182K Adj. Net Income. #CA372- Thanh Tran - 949-533-8308

GREATER LOS ANGELES AREA - Periodontal Practice - 5 Ops, Dextrix, Digital X-rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. 2016 GR of \$712K with \$304K Adj. Net. #CA173- Kerri McCullough - 949-300-0312

HUNTINGTON BEACH – This General Dentistry practice with 3 Operatories is located near Huntington Harbour. Strong hygiene program with 4 days of hygiene per week. Dextrix, Digital X-rays and an intra-oral camera. Most specialty work is referred out to local specialists. GR of \$432K. #CA382- Kerri McCullough - 949-300-0312

INLAND EMPIRE – General Dentistry practice with 5 Ops, PracticeWorks dental software, and Digital X-rays. Practice has 4 days of hygiene per week. 2016 GR of \$937K with low overhead. #CA393- Kerri McCullough - 949-300-0312

INLAND EMPIRE – General Dentistry Practice with 7 Ops in a 3,000 sq. ft. suite. State-of-the-Art equipment and technology. GR of \$1.3M, located in newer professional complex, beautiful decor, superb staff, large, loyal patient base and 30 years good will. #CA283- Kerri McCullough - 949-300-0312

LA QUINTA – **NEW LISTING** - General Dentistry practice with 8 Ops in Shopping Center at La Quinta's busiest intersection, 25 years goodwill. Last year's GR \$1.59M, Adj. Net of \$435K. PPO/Cash only, seller works 4 days/wk. with specialist working 1 to 2½ days/mo. State-of-the-art, Digital. Great Opportunity, seller retiring. #CA425- Steve Caudill - 951-314-5542

LANCASTER - **NEW LISTING** – This downtown General Dentistry practice with 9 Ops is located in a free-standing building. Practice utilizes EagleSoft, Digital X-rays, Microscope, CBCT machine, and Digital Pano. 2016 GR of \$593K and \$166K Adj. Net. Building also for sale. #CA437- Kerri McCullough - 949-300-0312

LOS ANGELES WEST SIDE – This General Dentistry practice with 5 Ops, 4 Equipped is located on LA's West side. The practice's busy main street location has great visibility. Open Dental, Digital X-rays. 2016 GR of \$461K with \$185K Adj. Net. #CA415- Kerri McCullough - 949-300-0312

MANHATTAN BEACH – Periodontal Practice- This Manhattan Beach Perio Practice is priced to sell. It features 3 Ops, Dextrix, Dexis Digital X-rays, Laser, and an Intra-Oral Camera. 20+ years of Goodwill in the community. 2016 GR of \$857K. #CA410- Kerri McCullough - 949-300-0312

NEWPORT BEACH – Facility Only- This Newport Beach Facility features 4 Ops, 3 Equipped, Dextrix Software, Digital X-rays with sensors, High-End Equipment <10 years old, and a modern design. Seller is moving out of the area. #CA420- Thanh Tran - 949-533-8308

NORTH EAST ORANGE COUNTY – General Dentistry practice with 6 Operatories, EagleSoft dental software, Pano, Digital X-rays. Practice has 4 days of hygiene per week. Gross Receipts of \$771K with \$271K Adjusted Net Income. #CA392- Kerri McCullough - 949-300-0312

ORANGE COUNTY – **NEW LISTING** - General Dentistry practice with 4 Ops located on a busy street with plenty of foot traffic. 40+ years of goodwill, 9 years with present doctor. Practice utilizes OpenDental with XDR Digital X-rays. 2016 GR \$533K with \$179K Adj. Net. #CA440- Kerri McCullough - 949-300-0312

ORANGE COUNTY – Endodontic Practice in a highly desirable city with 4 Operatories, 3 Equipped, Cone Beam CT, Microscopes, Dexis Digital X-rays, and a paperless TDO system. Over 20 years of goodwill with a very strong referral base. 2016 GR of \$598K and 317K Adjusted Net. #CA412- Kerri McCullough - 949-300-0312

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ORANGE COUNTY - Orthodontic Practice in an upscale Orange County community with 5 chairs and 36+ years of goodwill. **SOLD** Practice utilizes OrthoTrac Management with paperless charting and Dolphin Imaging. 2016 GR of \$514K with low overhead. #CA409- Kerri McCullough - 949-300-0312

OXNARD - General Dentistry Practice with 4 Ops, Est. for 30+ years in a professional building. Dentrrix, Digital X-rays, Paperless. **SOLD** an intra-oral camera. 6 days of Hyg./week and long-term staff. Seller plans on retiring but will assist with a smooth transition. GR of \$795K. #CA387- Thinh Tran - 949-533-8308

PALM DESERT - *NEW LISTING* - General Dentistry Practice with 8 Ops, 3,200 sq. ft., 2016 GR \$1.1M, Digital X-rays, nice location, building has signage. Owner plus 3 Associates work in the practice. #CA426- Steve Caudill - 951-314-5542

PALM DESERT - General Dentistry Practice with 9 Ops, 8 Equipped. High-end build-out with Dentrrix, Digital X-rays, Pano, and Lasers. Selling doctor works a 4 day week with 2016 GR of \$1.3M and Adjusted Net Income of \$479K. #CA401- Steve Caudill - 951-314-5542

PALM SPRINGS - *NEW LISTING* - General Dentistry Facility with 4 Ops, 3 Equipped. Seller is practicing here only 12 hours per week and there are patients in the practice, included in asking price. PracticeWeb, Digital X-rays. #CA429- Steve Caudill - 951-314-5542

PALM SPRINGS - This General Dentistry practice with 4 Ops has 30 years of goodwill. Good location, Doctor wants to remain and work part time if possible, 2015 GR of \$549K. #CA351- Steve Caudill - 951-314-5542

PLACENTIA - General Dentistry Practice with 3 Ops is new on the market. Est. for 35+ years in this family community. **SOLD** Est. for 35+ years in this family community. 2016 GR \$438K. #CA422- Kerri McCullough - 949-300-0312

RIALTO - *NEW LISTING* - General Dentistry Practice and historic free-standing Building for sale. Over 50 years of Goodwill. Dentrrix and Intra-oral camera. 2016 GR of \$253K. Seller is retiring. #CA421- Kerri McCullough - 949-300-0312

SANTA ANA - *NEW LISTING* - General Dentistry Practice with 4 Ops has 3 days of Hyg./wk. and 50+ years of goodwill with retiring seller plus previous owner. Practice utilizes Intra-Oral Camera and Pano. Great upside - most specialty procedures are referred out. 2016 GR of \$358K. #CA442- Thinh Tran - 949-533-8308

SANTA BARBARA - This General Dentistry Practice is in a beautiful creekside location. Established for 40+ years with 4 Ops in 1,500 sq. ft., 2,600 active patients, and 7 days of hygiene per week. FFS/Delta Premier only. 2016 GR were \$955K on a 4 day work week. #CA291- Kerri McCullough - 949-300-0312

SANTA CLARITA VALLEY - *NEW LISTING* - This large General and Multi-Specialty Practice with 15 Ops and 4 chair Ortho bay is located in a shopping center with great visibility. 11 years of Goodwill, Intra-oral camera, Pano, and Digital X-rays. 100 NP/mo. Accepts most PPO and HMO plans with large CAP check. #CA435- Kerri McCullough - 949-300-0312

SOUTH PASADENA AREA - *NEW LISTING* - General Dentistry practice located in a great corner shopping center on main street with signage. 5 Ops, 4 equipped, 23 years of Goodwill. Digital X-rays. Great opportunity. 2016 GR \$408K. #CA436- Kerri McCullough - 949-300-0312

TEMECULA - *NEW LISTING* - General Dentistry Practice with 5 Ops, 4 Equipped in beautiful wine country, Practice Web, Digital X-rays, Pano. 2016 GR \$548K and \$241K Adj. Net on a short 3 day week. #CA430- Kerri McCullough - 949-300-0312

UPLAND - *NEW LISTING* - *Facility Only* - 4 Ops, 3 equipped, all brand-new equipment. Includes Open Dental software with 4 workstations, hand instruments, handpieces, all large equipment needed and some patients. #CA434- Thinh Tran - 949-533-8308

VALENCIA - This General Dentistry Practice with 5 Ops, 4 Equipped, 1 Plumbed, E4D, Dentrrix, Dexis, and is paperless. 29 years of Goodwill, long-term staff, and 4 days of hyg./week. 2016 Gross Receipts of \$723K with \$358K Adj. Net. #CA413- Thinh Tran - 949-533-8308

VAN NUYS - *NEW LISTING* - General Dentistry/ Multi-Specialty Practice with 6 Ops in a busy retail center. Digital X-rays, paperless. PPO/HMO/Denti-Cal. 2016 GR of \$1.09M with \$384K Adj. Net. #CA431- Kerri McCullough - 949-300-0312

WESTERN SAN FERNANDO VALLEY - Pediatric Dentistry. In an upscale location, this 4 Op practice features EagleSoft, Intra-oral camera, and a Pano. 9 years of goodwill, professional building near hospital. 30 NP/mo. #CA399- Kerri McCullough - 949-300-0312

YUCCA VALLEY - *NEW LISTING* - General Practice for sale. 5 Ops, Retiring seller works a 4 day week with 27 years of Goodwill. Office condo also for sale if desired. 2016 GR \$586K. #CA423- Steve Caudill - 951-314-5542

SAN DIEGO

INLAND NORTH COUNTY SAN DIEGO - *NEW LISTING* - 5 Op General/Prosthodontic Practice, EagleSoft, Digital X-rays, Intra-Oral Cameras, Planmeca 2D Digital Pano, and E4D machine. Great location with 26 years of Goodwill. 2016 GR \$802K with \$316K Adj. Net. #CA432- Russell Okihara - 619-694-7077

LA JOLLA - Quality-driven General Practice, 3 Ops, FFS, Delta Premier, **SOLD** Hygienist, GR of \$559K, Dentist Retiring. #CA278- Russell Okihara - 619-694-7077

NORTH COUNTY SAN DIEGO - 5 Op General Practice, PPO/FFS, **SOLD** Smile and Clean, Prof. Bldg, Convenient Location, Dentist Retiring. GR of \$453K with low overhead. #CA354- Russell Okihara - 619-694-7077

SAN DIEGO - *NEW LISTING* - North County General Practice with 5 Ops, Dentrrix, Digital, and Pano. PPO Practice, convenient Location. 2016 GR \$635K and Adj. Net of \$242K. #CA428- Russell Okihara - 619-694-7077

SAN DIEGO - This General Practice is in a great location, features 3 Ops, EagleSoft, and Digital X-rays in a Professional Building. The space is shared with another dentist, utilizing some common areas. 2016 GR of \$322K. #CA404- Russell Okihara - 619-694-7077

OUTSIDE OF CALIFORNIA

CENTRAL COAST, OREGON - *NEW LISTING* - This well-established 1,080 sq. ft. office with 3 fully equipped Operatories is located in a great Central Coast location with a vibrant local community. Equipped with Digital X-ray and Daisy software. Doctor refers out all Endo, Surgery, and Perio Surgery. Building also available for sale. Owner is retiring. #OR106- Valerie Higgins - 209-627-9347

HONOLULU, HAWAII - *NEW LISTING* - 5 Op General Dentistry Practice in the Pearl City/Waipahu area, Dentrrix, Pano, Dexis, Laser, Excellent Location with ample parking, Highly-profitable, Rare opportunity. Just listed! #HI108- Russell Okihara - 619-694-7077

HONOLULU, HAWAII - *NEW LISTING* - General Dentistry Practice with 4 Ops Plumbed, 2 Equipped, Easy Dental, Excellent Location with Ample Parking, 811 Sq. Ft., Dentist is Retiring, Excellent Opportunity, Priced for Quick Sale. #HI106- Russell Okihara - 619-694-7077

HONOLULU, HAWAII - General Dentistry FFS/ PPO Practice. 6 Ops plumbed, 4 Equipped, Dentrrix. Excellent location with great visibility. Established for 30 years. 2015 GR of \$921K with \$314K Adj. Net. #HI105- Russell Okihara - 619-694-7077

HONOLULU, HAWAII - General Dentistry. 6 Op, 5 equipped, Dentrrix, **SOLD** Pano, Laser and CEREC Blue Cam. In a growing area near shopping and residential. #HI103- Russell Okihara - 619-694-7077

MAUI, HAWAII - *NEW LISTING* - General Dentistry Practice with 3 Ops, Innova, equipped with a Planmeca Panoramic X Ray, excellent location and patient base, dentist retiring, seller is motivated. #HI107- Russell Okihara - 619-694-7077

MAUI, HAWAII - General Dentistry. 7 Ops, 5 equipped. Lots of Goodwill, Computerized, FFS/ PPO with a Modern Design and CEREC. Excellent Location in Central Maui. GR over \$1.3M. #HI101- Russell Okihara - 619-694-7077

OAHU, HAWAII - General Dentistry practice with 3 Operatories. Practice utilizes Dentrrix, Dexis Digital X-rays, located in a shopping center. Established for 28 years, on most major PPOs. GR over \$350K. #HI102- Russell Okihara - 619-694-7077

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When I initially hired Art he evaluated my disability policy and reviewed the coverage with me, making sure I fully understood my benefits and any possible loopholes. When it came time to file my claim he had specific ideas and examples on how to go about that, from the application itself to medical reports to detailed narratives. I feel some of his recommendations, especially the added narrative, made acceptance of my claim more straightforward than it possibly could have been. Art reads and reviews everything one submits to the insurance company prior to doing so. His critique of the application and his availability for any questions along the way, brought much comfort and decreased my uncertainty. After being in this business for many years, Art knows what the insurance companies are looking for and has great advice on the appropriate verbal terms to use to be successful.

Going on disability and filing for benefits is an intimidating and stressful process. I felt the insurance company was not working with me, but against me. Having Art on your side gives you an advocate and someone extremely knowledgeable to turn to during an uncertain time. Art has your back through the entire process! Not only that, but he has filing for disability down to a science, one that is thorough and successful.

Sincerely,
DDS (Doctor's name withheld by request)

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PRACTICE FOR SALE GP LA MESA. Long established. 3 Ops in Prof Bldg. Residential neighborhood. Digital. SDPS: 760-599-7828.

Legal Tip Does your attorney offer full service flat rate legal fees? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

Stunning & Exclusive Dental Suite in Thousand Oaks for lease. Spacious 1,350 SF w/ 4 ops, grand private doctor's office, lab, modern sterilization, ample free parking, staff lounge & handicap access. Located in prestigious shopping center; great visibility and signage... must see to appreciate. Previous Dentist is moving to a larger office after enjoying 10 years. A great opportunity for any dentist to move in w/out cost and headache of construction. Available Oct 1. (805)497-3611 mmat26@verizon.net.

RICHMOND Spacious office w/ enormous growth potential! 2000sf w/ 4 ops Practice \$138k / Real Estate \$700k (BG-724) WPS/800-641-4179.

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CENTRAL COAST (7) op comput. G.P. 2016 Collect \$1.6M. Projecting \$1.8M in 2017. No advertising. (12) days of Hygiene/wk. Cash/Ins & one PPO. 78+yrs of Goodwill. Digital x-rays & digital Orthopantomograph. Sellers wish to work back prior to retiring. D&M Practice Sales 818.591.1401.

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SACRAMENTO 1,150 sq. ft. office w/4 Ops, Intra-Oral, Dexis digital x-ray, Carestream software. 2016 GR \$535K. HSPPT- Thomas Wagner 916-812-3255-#CA424.

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DENTAL PRACTICES WANTED in South Bay, San Francisco, Elk Grove \$1 Mil. PPO/Cash. Shopping center is a plus. Sellers call Loc Pham, Broker.

CENTRAL OREGON COAST 1,080 sq. ft., 3 Ops, digital x-ray, Daisy software. Building Available. HSPPT-Valerie Higgins 209-627-9347-#OR106.

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- Estate Planning

"Cecilia helped me and my husband to sell his dental practice during a difficult time in our family. She always made herself available to answer our questions, sometimes working until middle of the night to make sure everything was current, updated and taken care of. We were greatly impressed with her knowledge, advice and professionalism. I highly recommend Cecilia."

— Rina and Frank Woo, DDS

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— D. Aminov, DMD



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8.17

FEATURED CDA SPEAKER!!!! Law Offices of Wood & Delgado Dental Attorney, Jason P. Wood is Presenting "Financing Multiple Dental Practices" at the California Dental Association on Friday, May 5, 2017- 8:30-11:30am. Want to speak with Jason after? Call today to schedule a time. www.DentalAttorneys.com 800.499.1474.

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PRACTICE FOR SALE (San Carlos area) GP with 3 Ops in approx. 1000 sq.ft. In Prof Bldg along busy street. SDPS: 760-599-7828.

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Premium Practice Listings

West Los Angeles #1115

General dental practice
Digital/ laser/ elect. handpieces
Seller retiring
2016 Gross \$568,345
Asking \$450,000

West Los Angeles #1116

C&B,
Implant and Cosmetic restorative
Large suite in great location
Seller retiring
2016 gross \$1,272,301
Asking \$1,150,000

Santa Barbara County #1105

Fee-for-service restorative practice
Beautiful contemporary
High tech office
Seller retiring
2016 gross revenues \$729,812
Asking \$400,000

Long Beach #1117

General practice
Four (4) treatment rooms
Digital X-ray
Seller motivated
2016 gross \$340,000
Asking \$225,000

Fresno County #1091

Outstanding general practice
Six (6) treatment rooms
Practice fully equipped w/ digital
X-ray equipment
Seller retiring
2015 gross \$494,804
Asking \$327,500

Mid-South Orange County #1114

General practice
Prestigious address
Large recently remodeled suite
Seller retiring
2016 gross revenues \$512,708
Asking \$452,000

South Bay #1111

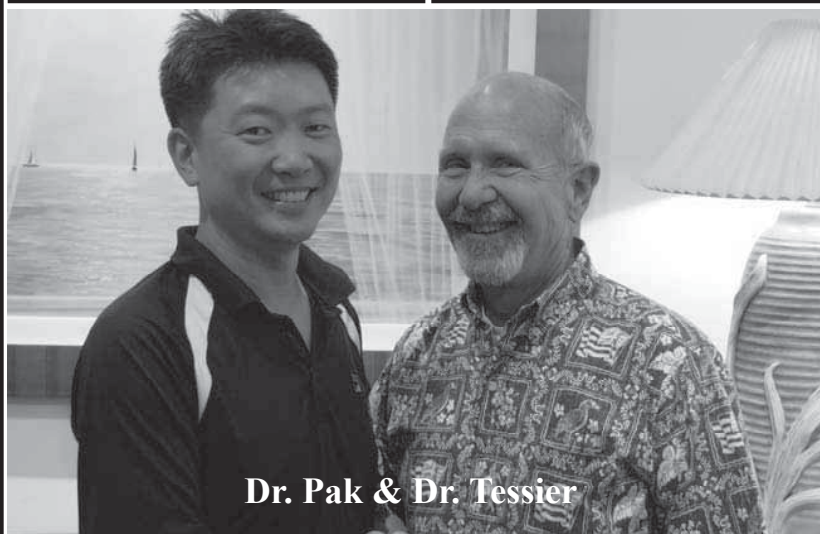
Outstanding fee-for-service
General dental practice
34+ year goodwill
Five (5) treatment rooms
Seller retiring
Asking \$575,000

South Orange County #1110

Restorative general practice
Busy location, 30+ years of goodwill
2016 Gross revenues \$347,172
Seller retiring
Asking \$265,000

South Orange County #1112

General practice
Compelling location
Seller retiring
2016 gross revenues \$332,548
Asking \$259,000



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Rancho Santa Margarita \$ million + practice with lots of upside potential, 8 ops, latest technology, 3053 sq. ft., beautiful office. (855) 337-4337 – integritypracticesales.com – BRE #01911548.

SAN GABRIEL VALLEY FOOTHILLS (3) op comput G.P. in desirable foothill area. Gross Collect \$350K - \$400K/yr on (3) day wk. (3) days of hygiene. Cash/Ins/& one PPO. Refers out Endo, O.S., Perio, Ortho & Implant Place. Does no advertising. Seller retiring. D&M Practice Sales 818.591.1401.

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AC-566 SAN FRANCISCO: Spectacular views of Washington Square. 3 ops +2 add'l, 1400sf **\$200k**

AC-624 SAN FRANCISCO: Wonderful patients, solid income in great stand-alone bldg **\$475k**

AC-640 SAN FRANCISCO: On 23rd Floor of prestigious bldg, 2 ops in 700sf. Seasoned Staff. Seller Retiring **\$175k**

AC-649 SAN FRANCISCO Facility: Richmond District, 3 ops+1 add'l, Equipment less than 5yrs old **\$120k**

AG-645 SAN FRANCISCO: Low Overhead, compact practice ready for expansion or relocation. Retail/Commercial area. 2nd Floor **\$99k**

AG-669 SAN FRANCISCO: RARE opportunity in the heart of the city! 2 ops LOW OVERHEAD! **\$88k**

AN-513 REDWOOD CITY: Practice of your dreams! 900sf w/ 4 ops + 2 add'l **\$350k**

AN-686 SAN FRANCISCO: Office designed w/ patient flow & maximum office efficiency. 1000sf w/ 4 ops **\$825k**

AN-712 SAN FRANCISCO: Easy accessibility, exceptional visibility, free parking & **extremely low rent!** 1000sf w/ 2 ops + 2 add'l **\$89.5k**

BC-662 HAYWARD: Starter practice in the "Heart of the Bay" near hospital, 3 ops in 1056sf **\$75k**

BC-663 DANVILLE: Seller retiring from this family-oriented practice. 4 ops in 1262sf **\$240k**

BC-681 WALNUT CREEK: Remodeled office located in semi-rural community, 1000sf w/ 4 ops **\$432k**

BC-682 CONCORD: Located in desirable, bustling community w/ seasoned, caring staff. 836sf w/ 3 ops **\$224k**

BC-710 WALNUT CREEK: Desirable location in stand-alone, single-story bldg. 1313sf w/ 3 ops \$150k / RE **\$850k**

BG-724 RICHMOND: Spacious office w/ enormous growth potential! 2000sf w/ 4 ops Practice \$138k / Real Estate **\$700k**

BN-504 RICHMOND: Established Practice & Real Estate! 1450sf w/ 2 ops + 2 add'l \$100k / RE **\$700k**

CC-632 SAN RAFAEL: Small town life in vibrant, growing city. 3 ops in 800sf office. Beautiful bldg **\$145k**

CC-661 SAN RAFAEL: Starter practice in beautiful location w/ like-new equipment. 3 ops, 900sf **\$190k**

CC-676 NOVATO: Busy location in well-known retail center. 4 ops w/1900sf **\$600k**

BAY AREA CONTINUED

CC-719 SAN RAFAEL: Panoramic views of Mt. Tamalpais from each operatory window, 4 ops, 1,550sf **\$260k**

CC-720 SONOMA COUNTY: Well-established practice w/ stable pts base. Excellent signage, 3 ops, 940sf w/ newer high-end Equip **\$375k**

CG-616 NAPA: State-of-the-Art practice. Seller moving out of state! **\$425k**

DC-480 SILICON VALLEY: Multi-Specialty practice. 14+ ops in 7500sf. Owner financing available **\$1.075M**

DC-671 SAN JOSE: Starter practice. Desirable area. 6 npts/ mo, 3 ops in 900sf **\$150k**

DC-692 DUBLIN Facility: Modern digital office. 5 ops 1800sf **\$210k w/ Cone Beam Unit or \$165k without**

DG-519 SANTA CLARA Facility: Move-in ready! 2240sf w 6 fully equipped ops **NOW ONLY \$115k**

DG-635 CASTRO VALLEY: Excellent location & stellar reputation! Solo Group Practice **\$650k**

DG-726 SAN JOSE: Busy, Vibrant Practice. Collections over \$1.1M on a relaxed 4 day work week. ~2850sf w/7 ops **\$885k**

DN-665 SANTA CRUZ AREA: Loyal, stable, multi-generational patient base. FFS. 1460sf w/ 4 ops **\$540k**

DN-688 MONTEREY: State-of-the-art equipment & latest technology! 1900 w/ 5 ops **\$1.4mil/RE \$795k**

DN-693 SAN JOSE Facility: Attractive & spacious! Faces one of the city's major thoroughfares. 1080sf w/4 ops **\$150k**

DN-713 CASTRO VALLEY Lease: Well maintained, attractive, "Move-In Ready" dental office. 1500sf w/ 5ops **Call for details!**

DG-723 SAN JOSE: The practice exceeds \$1.2mil in collections annually! 1,450 sf w/ 5ops. **\$850k**

NORTHERN CALIFORNIA

EC-531 GREATER SACRAMENTO: Beautiful! 1750sf w/ 4 ops + 1 add'l office **\$800k for Practice & Real Estate**

EG-673 SACRAMENTO: Beautiful established dental practice lease opportunity! **Call for Details!**

EG-685 LINCOLN/ROCKLIN: Perfect location in amazing community! Retail Shopping Center w/ 4 ops **\$570k**

EG-716 ELK GROVE: Remarkable potential for growth w/ attention to marketing & increased office hours! 1200sf w/3 ops **\$270k.**



Timothy Giroux, DDS



Jon B. Noble, MBA



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NORTHERN CALIFORNIA CONTINUED

EG-722 ROSEVILLE: This WILL sell quickly! PRIME LOCATION in most desirable retail center in town! 1919sf w/ 4 ops **\$1.15M**

EG-727 SACRAMENTO: Steady Income from HMO. Increase office hours & begin advertising to watch the collections skyrocket! 1100sf w/3 ops **\$295k**

EN-625 SACRAMENTO: Looking for an HMO practice in a great Location? 2500sf w/5 ops **\$450k**

EN-626 CARMICHAEL: Lifestyle you just can't be beat! HMO 1250sf w/ 3 ops **\$300k**

EN-627 CARMICHAEL: Remarkable HMO opp. awaits your talent & skill! 1200sf w/3 ops + 1 add'l **\$268k**

EN-628 ORANGEVALE: Great place to work, play & live. HMO 1310sf w/ 4 ops + 1 add'l **\$375k**

EN-654 CITRUS HEIGHTS: Well established & loaded with 30+ years of goodwill! 1300sf, 3 ops + 2 add'l. **\$150k**

EN-660 ROSEVILLE: Highly-esteemed, well-respected, fee-for-service practice w/ loyal patient base. 2950sf w/ 5 ops **\$995k**

EN-664 SACRAMENTO Facility: Great corner location, excellent visibility & easy access! 2300sf w/ 4 ops **\$55k**

EN-689 SACRAMENTO Facility: Bring your talent, hang your sign & make it your own! 2000sf w/ 4 ops **\$150k**

EN-702 SACRAMENTO: Long-established practice w/ emphasis on preventative vs reactive dentistry! 1600sf w 4 ops + 1add'l. **\$495k**

EN-708 SACRAMENTO: Family-oriented practice with appreciative & loyal patient base. 1600sf w 4 ops + 1add'l. **\$150k**

FC-650 FORT BRAGG: Family-oriented practice. 5 ops in 2000sf, 6 npts/mo **\$350k for the Practice & \$400k for the Real Estate**

FC-677 FORT BRAGG: Beautiful, FFS Practice, 4 ops +1 add'l, in 2375sf, Gross \$1M+/yr **\$500k**

GC-472 ORLAND: Live & practice in charming small town community. 1000sf w/ 2 ops. Seller Retiring **\$160k**

GG-453 CHICO: 5000sf w/ 7 ops. Perfect for 1 or more dentists! **\$200k**

GG-454 PARADISE: 2550sf w/ 9 ops. 40 yrs goodwill! Amazing Opportunity! **\$525k**

GN-606 BUTTE COUNTY: Hesitate & you'll miss out on this one-of-a-kind opportunity! 1700sf w/ 4 ops **\$125k**

NORTHERN CALIFORNIA CONTINUED

GN-656 NO. TEHAMA CO: Great Location! Ideal place to work, live & raise a family! 2468sf w/ 5 ops **\$275k**

GN-667 OROVILLE: Great place to work & play! Constant growth attracting an influx of residents! 1000sf w/ 3 ops **\$295k**

GN-668 BUTTE COUNTY: Remodeled in 2010! Well-maintained, long-established professional complex. 1200sf w/ 2 ops **\$95k**

GN-717 YUBA CITY: Seller Retiring. All reasonable offers considered. Building available for purchase! 2400sf w/ 5 ops **\$475k**

HN-213 ALTURAS: Well managed w/consistent revenues! Collected ~\$760 in 2016! 2200sf w/ 3 ops + 1 add'l. **\$195k**

HN-280 NORTHEAST CA: Only Practice in Town! 900sf w/ 2 ops **\$60k**

HN-618 SIERRA FOOTHILLS: Seller Retiring! Huge opportunity for growth by increasing office hours! 750sf w/ 2 ops **\$95k**

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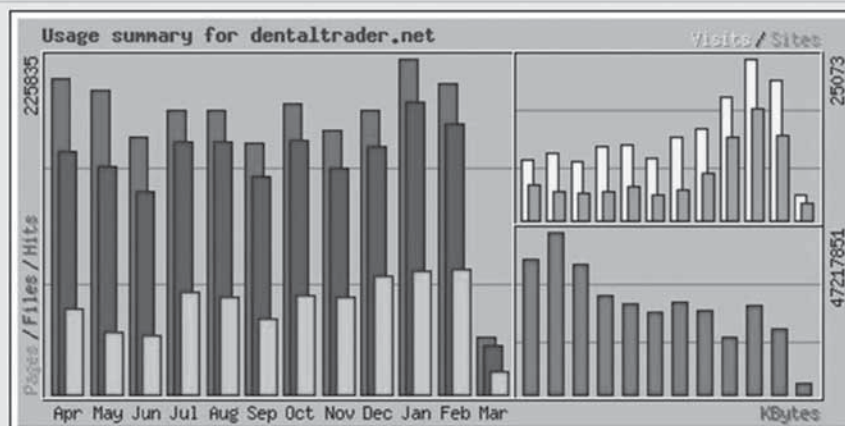
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activity, uploading of videos, adding secondary websites and paying for Google ads (like most SEO companies recommend). Instead DDS Rank recommended a half dozen programming changes to our website. I forwarded their instructions to our webmaster (this was mid-April 2016) and was told to give it six months to take effect. Look at our server logs now!



Summary by Month										
Month	Daily Avg				Monthly Totals					
	Hits	Files	Pages	Visits	Sites	KBytes	Visits	Pages	Files	Hits
Mar 2017	6331	5456	2545	641	2592	3340946	3848	15273	32738	37987
Feb 2017	7448	6507	2991	773	13197	18872257	21645	83769	182216	208553
Jan 2017	7285	6325	2657	808	17187	25868895	25073	82371	196086	225835
Dec 2016	6157	5363	2572	617	12824	16711146	19137	79747	166280	190867
Nov 2016	5924	5053	2162	474	7191	24454475	14241	64878	151599	177733
Oct 2016	6298	5514	2141	420	4792	26890591	13027	66386	170958	195254
Sep 2016	5613	4860	1689	323	3965	23829358	9711	50686	145824	168404
Aug 2016	6163	5487	2088	376	5360	26412057	11679	64741	170116	191070
Jul 2016	6159	5490	2195	370	4428	28593593	11492	68061	170205	190958
Jun 2016	5777	4525	1312	305	4167	37958864	9150	39372	135773	173326
May 2016	6571	4919	1354	330	4420	47217851	10238	41992	152497	203715
Apr 2016	7045	5439	1899	311	5445	39060766	9341	56978	163171	211377
Totals						319210799	158582	714254	1837463	2175079

Almost 6 months to the day we saw a 33% increase in traffic and it continued to climb consistently. After eight months our monthly traffic is up nearly 2.5 fold! From an average of 10,000 visitors to 25,000 visitors a month. That’s doing NOTHING but changing some basic stuff on our website to make us more search engine-friendly. In fact, the revisions were so simple to implement, our webmaster didn’t even charge us for them.

I am not in the habit of endorsing our advertisers and personally believe most SEO companies are selling snake oil but I cannot argue with server log stats. If you haven’t tried the free automated website review well, it may be costing you money. DDS Rank never tried to sell us anything...we came to them and the results speak for themselves. I am still in shock.”

Bruce Carter, Publisher
The Dental Trader

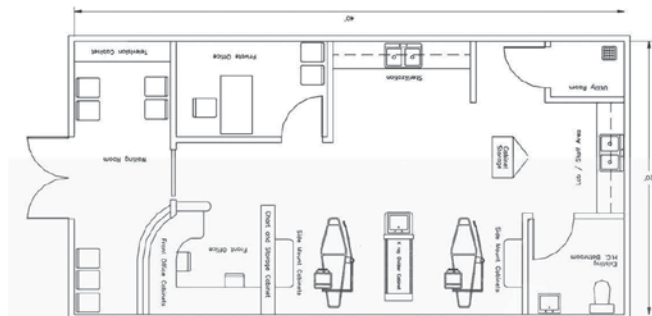
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ASK THE BROKER

Dental Mergers: A guide to your personal ATM machine

Mergers are unquestionably the best return on investment you can make. The success of EVERY transition or merger is based on the assumption that the vast majority of patients will stay with the practice and transfer to the new dentist. This is generally true when the transition is handled properly and both parties understand that the "goodwill" portion of the transaction is the most important aspect. The hard assets, such as equipment, supplies and leasehold improvements have a limited life and will always need to be replaced. However, the patient base is what generates the CONTINUOUS revenue stream.

To clarify, chart sales are not the same as a merger.

Chart sales refer to a simple purchase of the physical charts, but not necessarily receiving any additional help in the transfer of the goodwill. A chart sale might not even include the transfer of the phone number from the previous dentist. In addition, true "chart sales" are done at extreme discounts compared to what the price might be in a traditional practice sale. **Mergers**, on the other hand, assume that the transfer of the goodwill and patient base will be as successful as in a normal practice transition. With a successful merger, the return on investment is normally double the return on investment from a traditional practice transition because the overlapping expenses such as rent, phone, electricity and roughly half of the staff salaries will be eliminated. Therefore, if a normal dental practice profit is approximately 35% of collections, the profit from a merger can be as much as 70% of the collections.

Think about it: If you can add 1,000 patients to your existing practice, the only overhead will come in supplies, lab costs and some staff. This revenue is ongoing year after year and the reason why a merger is like having your own ATM cash machine!

If the return on investment for a merger is twice that of a typical practice transition, shouldn't the price for a merger be twice as much? That would make sense from a business perspective, but the reality is that most buyers feel that they should get a large discount on a merger verses an outright practice purchase. The argument is that they don't need the equipment or the space.

My advice to young buyers or doctors that want to expand their practices is to **unquestionably** pay the market price or more if you have an opportunity for a merger. This is about return on investment, not equipment. Even if you took every piece of equipment to the junk yard, it would still be worth paying over the market price for a merger opportunity. Again, there needs to be cooperation to ensure that the vast majority of patients make the transfer to your location, and when they do, it will be the best return on investment you can make!

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions. Contact Dr. Giroux at wps@succeed.net or 800.641.4179

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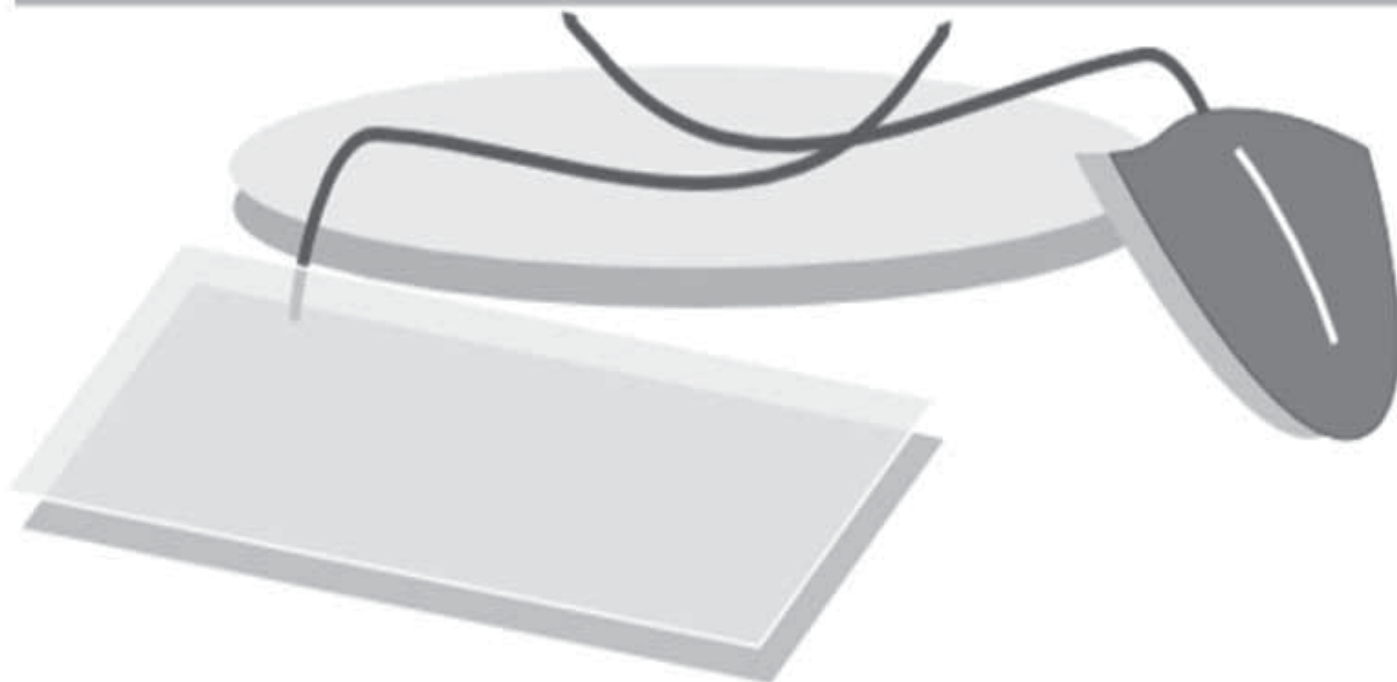
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- 6127 SAN RAFAEL'S NORTHGATE** Collected \$210,000 in 2016 on part-time schedule. Available Profits of \$106,000. 2-Ops.
- 6126 FRESNO** Located at busy intersection. Collected \$616,000 with profits of \$364,000. Attractive 4-Op office.
- 6125 OAKLAND AREA** Firmly entrenched in one of the most vibrant urban settings in SF Bay Area. Collections average \$735,000 per year. High income zip code with well employed Millennials next door. 10+ new patients per month. Digital and paperless.
- 6124 SAN RAMON** 100% Out-of-Network. 5-Ops. 6-days of Hygiene. \$100,000 per year performer.
- 6122 SANTA CLARA** STARBUCKS "LIKE" LOCATION! Best exposure in beautiful strip center. Office just remodeled. 5-Ops. 2016 topped \$700,000 on 4-days with 2017 trending \$1 Million in Production. Perfect platform to operate 6-days a week. Easily tops \$1.2+ Million first year as practice trends to \$2 Million/year.
- 6121 NAPA VALLEY FAMILY PRACTICE** Highly respected community asset. Collections last 5-years have averaged \$1.28 Million per year. Beautiful facility. Condo optional purchase.
- 6120 OAKLAND'S PIEDMONT AREA** Highly coveted area. Right off Highway 13. 3-days of Hygiene. 4-Ops with 5th available. 2016 collected \$650,000+.
- 6119 NORTH BAY ORTHO** Desirable family community. Best technology, cone beam and paperless. Owner works part time. Revenue streams averaged \$775,000/year in past. Strong profits. Does no marketing to local Dental Community.
- 6118 SAN FRANCISCO'S EAST BAY** Forty percent partnership in well positioned and branded practice. 2016 produced \$2.64 Million & collected \$2.53 Million, reflecting 10% improvement over 2015. Full complement of specialties. 300+ new patients in 2016. 6-month Trial Association wherein interested Candidate shall see ability to make \$350,000+ per year.
- 6107 EUREKA** 100% Out-of-Network with insurance industry. 2016 collected \$900,000+ on Doctor's 20-hour week. Doctor's schedule booked 3-months out. 7+ days of Hygiene. Highly respected. Full Price \$250,000. Condo is optional purchase.
- 6098 WEST PETALUMA** Petaluma is the business center of the North Bay! Business parks are growing and young families are drawn to this great family community per unique amenities of this historic river city. Collected \$468,000 with Profits of \$212,500. 4-days of Hygiene.
- 6089 MOUNT SHASTA** Small town living renowned for outdoor lifestyle. 3-day week collected \$950,000. Very strong bottom line. Digital including Pano. Full Price \$350,000.



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Happy Buyers make Happy Sellers

"I purchased a \$1 Million/year practice through PPS. Ray was honest, and his reporting and presentation were extremely accurate. I found other agents misrepresented the practices they were selling, nor did they consider if a buyer was appropriate as they wanted to close the deal. Ray was interested in the right fit. He conducted the transaction in a manner that was beneficial to all. I am very pleased with the practice I acquired from Ray." **Lakshmy Sudeep, DDS, San Jose**

"After years of looking, I have my practice. I investigated opportunities through private sellers and other firms. The practices I investigated through PPS were the most transparent in their presentation and the due diligence performed mirrored the offering packages. I did not find this to be the case with others I investigated. Even though Ray represented the seller, he made sure I had all of the information needed to make my decision. There have been no surprises. I am very pleased and enjoy a busy practice." **Gagan Kohli, DDS, Newark**

"Ray, you were keen to match me with the "right" practice. You discouraged me from purchasing a practice you had for sale because you felt it didn't fit me. While other agents were force-feeding practices on me, you searched for the appropriate one. When this practice came on the market, you contacted me. You told me that you had the one I was looking for. You were absolutely right!" **Joel Boriskin, DDS**

"Ray, thank you for all your work although you represented the seller. Thank you for being fair to me, the buyer, and your comments along the way during the purchasing process. You earned my trust and business. For my next purchase, I would definitely work with you again." **Hyo Kang, DDS, Modesto**

"Ray, you called me in 1990. You had an opportunity in Marin. I was tired of being misled and deceived by brokers "upselling" their listings. After promising a testimonial for years, here it is. I operate a fantastic practice. I purchased a home after acquiring the practice and I live nearby. You were very modest in your assessment of this practice. I thank you from the bottom of my heart." **Richard Creaghe, DDS, San Rafael**



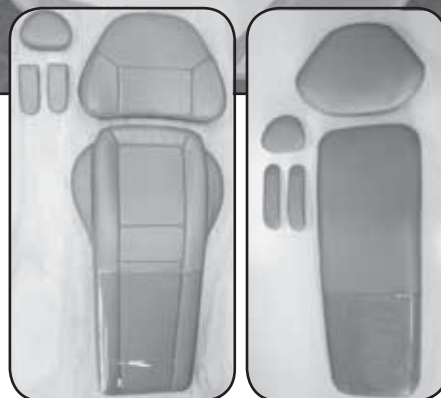
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