

# THE Dental Trader

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

**I am** looking to purchase dental practice in the South Bay Area. From a dentist looking to retire. maan.dpt@gmail.com or 408-612-1556.

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

**Dentist looking** to purchase general practice northern ca, please email myhuynhmyhuynh@yahoo.com.

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

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

**Handpieces: Retired** dentist has handpieces, new and used, for sale. ristyb1@yahoo.com for inquires.

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**\$50 Dental Turbines** Premium Dental Turbines Starting at \$50. Balanced with Ceramic Ball Bearings --- www.premiumhandpieceparts.com.

**Dental Office** Downtown SF for sale/rent. Located on 490 Post St. 4 ops, fully networked with Schick 33 sensor and EagleSoft. \$135000. Call 4158067987.

**3 operatory 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.

**RDA/DA** Looking for experienced, FRIENDLY, and RELIABLE dental assistant to join our team immediately. Email drsonak@gmail.com or call 408-374-1973.



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

**Sacto-Job wanted: Admin.Manager/Consultant/Tx Coordinator** plus. Over 10 yrs exp. PPO/HMO/Denti-cal. GP, OS, implant, ortho experience. Bilingual. Email: Tiffanyng717@yahoo.com.

**3M True Definition Scanner**; purchased new for \$15K in late 2014; like new with all accessories. \$6000 firm; you provide shipping. Dr Hahn 415-433-1970.

**World famous** location office space available for Dr. to build a practice. 3 operatories with ceph/pano in San Francisco. 510-829-6067.

**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.

**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.

**SANTA CRUZ** Approx. 1,000 sq. ft. office w/4 Ops, established 55+ years. 2016 GR \$383K w/adj. net of \$186K, 3 day week. HSPPT- Jim Engel 925-330-2207-#CA427.





Gary Pascua D.D.S. Sales Agent  
CA BRE License #01874248



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Paul Maimone Broker/Owner  
CA Broker #01172430

### 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. **[SOLD]**

**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. **[SOLD]**

**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 starter 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 (CALABASAS)** - Located in an Exclusive Area of the Valley. (5) op comput G.P. w/ high end buildout & decor. Digital x-rays, CT Scan, Laser, Dentrix s/w & (2 to 5) year old eqt. 2016 Gross Collect. \$1M+. 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]**

**SUNLAND** - Practice and Real Estate. (3) op comput G.P., Free Standing Bldg., & two additional store fronts for sale. On major thoroughfare w/ excellent exposure, visibility & pole signage. Cash/Ins/PPO/HMO/Denti-Cal pts. Seller working p.t. Annual Gross approx. \$200K. "Diamond in the Rough." Come build your dream clinic. Seller retiring. **[NEW]**

**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]**

**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. **[PENDING]**

### 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

**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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**SAN JOSE:** Busy, Vibrant Practice. Collections over \$1.1M on a relaxed 4 day work week. ~2850sf w/7 ops \$885k (DG-726) WPS/800-641-4179.

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**TRACY:** 30+ npts/mo, 1600 square feet, 5ops +1 add'l, Seller starting a new career and passing it on to you \$435k (IC-715) WPS/800-641-4179.

**FRESNO. GR** past 3 years averaging \$1.5M. Priced for an expedient sale. Delta PPO, no HMO'S. HSPPT-Dennis Hoover 209-605-9039-#CA445.

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**DENTAL OFFICE LEASE ESCONDIDO CA.** Best location ever-across from Elementary School. Ample free parking and history of walk-by traffic/new patients. Stunning 2000 SF single story, freestanding Dental Building. Spacious, prestigious doctor's office with own entry. Consult room, six ops, two labs, two restrooms, staff room, and beautiful large reception area with bay window and crown ceiling molding. Rate negotiable. Pictures available on request. Contact 760-739-1312, blaney@cox.net.

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**Attention DAs!** if you have at least 15 month of work experience you are eligible to obtain your RDA license by completing our weekend courses, increase your salary, check our 5 star reviews, call Ms Grant (626)345-0005 ADMinstitute.com.

**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.

**Clean out that junk drawer** and turn your unneeded items into CASH by advertising them in The Dental Trader FREE! Visit <http://thedentaltrader.com/faqs.htm> for instructions on placing a free ad today.

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Posted April 26, 2017

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## Robert W. Olson, Jr., APC

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**Cecilia Chen, Esq.** negotiated a 3-months rent abatement for my practice purchase, giving me the much needed capital during the transition period. – D. Aminov, DMD. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.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.

**PRACTICE TRANSITIONS** Law Offices of Wood & Delgado Buying? Selling? Creating a Partnership? Bringing in an Associate? Lease Negotiations? Call today for a FREE Consultation. www.DentalAttorneys.Com 800.499.1474.


**PRACTICE FOR SALE**--Chula Vista. GP with 4 equipped Ops. Digital and new Panorex: SDPS: 760-599-7828

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

**PRACTICE FOR SALE** LOS GATOS AREA Capitation & PPO. 3-Adec equipped ops, Pano, Digital charting. Collects \$420,000+ year with Profits of \$190,000 in 2016. Go to www.PPSsellsDDS.com to learn more.

**Horizon Dental Group** in El Cajon, CA is looking for a semi-retired General Dentist, Endodontist and Pedodontist. please e-mail your CV to horizondental2000@yahoo.com or fax to (619)440-0719.

**SUNLAND** (3) op comput G.P., Free Stand. Bldg., & two add. store fronts for sale. On major thoroughfare w excellent exposure, visibility and signage. Cash/Ins/ PPO/HMO/Denti-Cal. Seller working p.t. Annual Gross approx. \$200K. "Diamond in the Rough". Come build your dream clinic. Seller retiring. D&M Practice Sales 818.591.1401.



**FACTOID:** 30% of all used dental equipment placed for sale on The Dental Trader Ad Board sells before the ads ever appear in print. New items appear daily.

**dentaltrader.com**

**SONOMA COUNTY** PERIO. 2016 GR \$1,997,000 w/\$978,000 adj. net income. 3,000 sq. ft. Building available. HSPPT-Dennis Hoover 209-605-9039-#CA418.

**Nouvag demo** implant systems complete \$1950!!! Handpiece Trading Post 800-445-6719.

**ROHNERT PARK** SELLER passed away Late July. HYG still seeing pts. Net Profit over \$230k and Priced to sell ASAP at only \$370k (CG-735) WPS/800-641-4179.

**Legal Tip** You can save up to \$1,700 by forming your corporation at year-end. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

"There was not a single misstep along the way thanks to your knowledge and guidance. I think that the package was so complete and so well done and not missing anything, that they really had nothing to say except to start the checks when the wait period ended. I expected a fight or at least a tussle, but nothing so far. Thanks again for helping me and my family." Art Fries RHU-Disability Claims Consultant. 800-576-1911 www.afries.com.

**LAFAYETTE** Well-educated, health conscious patient base. 1,000 sf w/ 3 ops 35+ years goodwill \$265k (BG-731) WPS/800-641-4179.

**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.

**Kavo Electric** Handpiece systems with handpiece \$1995!!! Handpiece Trading Post 800-445-6719.

**Chula Vista** Fully Equipped Dental office for Lease with 5 OPS, 1800SFT in East Lake Medical Building. The Owner is Motivated to Lease Below market. 925-577-8512/ eastlake.dental@gmail.com.





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## **PRACTICES FOR SALE—September, 2017**

**POWAY – JUST LISTED!!** High Revenue GENERAL---**SOLD!!**

**SANTEE – NEW LISTING!!** Long-established GP with 4 Ops in approx. 1342 sq.ft. Located in strip center along busy thoroughfare.

**CHULA VISTA – GENERAL** Practice with 4 equipped Ops. Digital with new Panorex. PPO, Cap, DentiCal and Cash.

**IMPERIAL BEACH--NEW!! GENERAL** Practice and **BUILDING** situated on busy thoroughfare near freeway. 4 Ops in approx. 1200 sq. ft.

**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--** (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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SAN DIEGO PRACTICE SALES can also assist you with PRACTICE APPRAISALS, BUY-IN BUY-OUT TRANSACTIONS and LEASE NEGOTIATIONS.

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**SONOMA COUNTY.** 2415 sq. ft. w/5 Ops, Intra-Oral, Digital X-ray, Dentrix software. 2016 GR \$1,315,000. Building available. HSPPT-Gina Miller 707-391-7048-#CA440.

**Dentist Position- Las Vegas,NV(BONUS+Moving Expenses)** Looking for competitive pay,Guaranteed Daily for 3mths,PTO,Paid Holidays, Medical,Dental,401k, CE Credits and MORE! Apply at BDGcareers.com or email your resume to HR@BDGDentalServices.com.

**"In no time CARR** Realty found an ideal location and negotiated a lease for my new endo practice." Dr. Safa SoCal: brian.mills@carrhr.com NorCal: foad.ahmadi@carrhr.com.

**NEED AN EXPERT DENTAL WITNESS?** I offer Forensic & Legal services for any Dental and Lab related cases! (25+years experience CDT, DDS) (626)345-0005 x 3, DrD@ADMInstitute.com.

**SAN JOSE** Starter Practice in desirable, beautiful neighborhood, 6 npts/mo, 3ops in 900sf \$150k (DC-671) WPS/800-641-4179.

**Legal Tip:** Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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**Attention Doctors!** Unlicensed dental assistants must complete DBC approved 8 hour hands-on course in infection control, a DBC approved 2 hour course in (CaDPA) and the completion of a CPR course approved by the ARC or the AHA. This is a legislative mandate by the Dental Board to avoid fines. Contact Ms Grant (888)988-2364, MsGrant@ADMInstitute.com.

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**Associate Dentist Needed** for a Busy Kids Dental Practice in Bakersfield with buy in opportunity Please Email to healthysmilekids@gmail.com.

**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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**Cecilia Chen, Esq.** is very knowledgeable in dental law, particularly when it comes to partnership buyouts and practice acquisition. - Richard Lindsay, DMD. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.



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**Baldwin Park - Main Street!**  
 ▪ Retail Shopping Center, 18 Ops  
 ▪ EQ & Leasehold, ~4,369 sq.ft.

**Beverly Hills - New Listing!**  
 ▪ General & Specialty Practice facing main street. Modern.  
 ▪ 3 Ops + 1 Plumbed, ~1000 sqft

**Beverly Hills - 4 Operator**  
 ▪ Collecting ~\$500K.  
 ▪ Professional Building in highly desirable area.

**Glendale - New Listing!**  
 ▪ Gross ~\$580K. 4 Ops.  
 ▪ General Practice with Ortho.  
 ▪ Busy high traffic location.

**Lancaster - Shopping Center**  
 ▪ Gross ~\$225K on 3 days/wk  
 ▪ 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. 4 Ops  
 ▪ Reasonable rent. ~1,300 sf

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

**Santa Monica - New Listing!**  
 ▪ Leasehold & Equipment  
 ▪ Renovated. 3 Dental Chairs

**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 - Busy Main Street!**  
 ▪ Starter Office. Shopping ctr  
 ▪ High Visibility. 5 Eq. Ops.  
 ▪ Easy access to freeway.

### Dental Practice for Sale Orange County, CA

**Brea - Gross ~\$350K**  
 ▪ Cash/PPO, ~2,400 sq.ft.  
 ▪ 3 Eq. Ops + 2 Add'l Plumbed  
**Fountain Valley - Shopping Ctr**  
 ▪ Busv intersections, major anchor.  
 ▪ 5 Ops, Approx. 1,625 sq.ft.

**Fullerton - Well Established**  
 ▪ Supermarket Shopping Ctr  
 ▪ 3 Equipped Ops, ~1,300 sq.ft.

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

**Huntington Beach - New Listing**  
 ▪ Walks from shopping mall, major anchor stores.  
 ▪ 3 Ops + 1 Plumbed, 1180 sq.ft.

**Laguna Hills - Shopping Center!**  
 ▪ Starter Practice on main street.  
 ▪ 4 Eq. Ops, Approx. 1,500 sq.ft.

**Westminster - Gross ~\$400K**  
 ▪ Major intersections in strip center with national anchors.  
 ▪ 4 Eq. Ops, ~1,600 sq.ft.

**Westminster - Seller Retiring**  
 ▪ Gross Over \$1 Mil asking for \$350K (exclude ortho)  
 ▪ 2,500 sq.ft., 8 plus Ops.  
 ▪ Great Opportunity for Expansion & Rent or Purchase Real Estate!

**Yorba Linda - New Listing!**  
 ▪ Strip mall facing main street.  
 ▪ 4 Ops, ~1,200 sq.ft.

### Dental Practice for Sale Riverside County, CA

**Hemet - New Listing!**  
 ▪ Major shopping center  
 ▪ 4 Ops, ~1200 sq.ft.

### Dental Practice for Sale San Bernardino County, CA

**Fontana - Gross ~\$310K**  
 ▪ Busv intersections. 3 Ops + 1  
 ▪ Retail shopping center.

**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**  
 ▪ Exposure to Main Road  
 ▪ 3 Ops + 1 plumbed, ~1,200 sf

### 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.

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

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

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

**San Jose - Gross ~\$765K**  
 ▪ Mostly Dential, 5 Eq Ops.  
 ▪ Shopping Center, ~1650 sf.

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

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

**Vacaville - New Listing!**  
 ▪ Part-time Starter Practice.  
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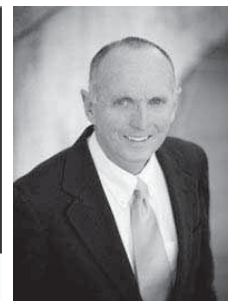
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### Santa Barbara County #1105

Fee-for-service restorative practice  
Beautiful contemporary  
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Seller retiring  
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**Asking \$400,000**

### Orange County #1119

PERIO practice **NEW**  
High tech contemporary office  
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### Fresno County #1091

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Practice fully equipped w/ digital  
X-ray equipment  
Seller retiring  
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### Mid-South Orange County #1114

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**Asking \$452,000**

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\$1,571,000  
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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.



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### NORTHERN CALIFORNIA

**ALAMEDA** – Well established Central Alameda Business District practice boasts 50% adjusted net income on \$416,000 Collections. 2 fully equipped treatment rooms with a 3rd plumbed but not equipped. Office is professional, **SOLD** signed open space within approx. 800 sq. ft. with below market rent. Owner retiring after 20 years in this great, water oriented community but will help with a smooth transition. Great for first time owners or satellite for existing owners! #CA378- Jim Engel - 925-330-2207

**BERKELEY** – Most desirable Berkeley neighborhood practice is 100% fee for service. This Advanced Restorative “spa” practice schedules 4½ days of hygiene with 23 new patients per month. Housed in 1,700 sq. ft. with 4 completely equipped treatment rooms, Dentrax Software, Digital X-ray, Laser, Patient Education and I.O. Camera. 2015 Revenue of \$1,288,000 with adjusted net of \$494,000. Average age of equipment is 10 years. Owner is relocating out of the area but will help with a smooth transition and ongoing consultation. #CA379- Jim Engel - 925-330-2207

**BRENTWOOD** – 1,600 sq. ft. with 4 Operatories in a large upscale strip mall. Dentrax, Digital X-ray, Pano, intra Oral Camera. Endo, Oral Surgery and implants referred out, 4 days of hygiene. Owner willing to work a couple **SOLD** days a week for new owner. 2015 collections \$600K. #CA391- Dennis Hoover - 209-605-9039

**CAMPBELL** – Stunning practice, inside & out! Stand-alone 2050 sq. ft. one block from downtown on main thoroughfare. 2015 Gross Revenue of \$1,000,007 on 3 doctor days, 5 hygiene days with 100% fee for service. **SOLD** 2 treatment rooms, CAD/CAM, Digital Pan and paperless charts linked to 10 computer workstations running MacPractice software. Owner retiring after 32 years in the community, 10 years at this location. Building may also be available for purchase! #CA374- Jim Engel - 925-330-2207

**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, Dentrax, 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 Orthopralix 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 Dentrax 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 available) in 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, Dentrax 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 **SOLD** X-ray, Dentrax 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 Operatory practice in highly-desirable area, equipped with IO camera, Schick Digital X-ray, Laser, and Dentrax 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 - NEW LISTING** – 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

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

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**GREATER SACRAMENTO** - Prosthodontic Practice - 2,099 sq. ft. Prosthodontic office with 5 Operatories, Fiber Optics, 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 on 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, Eaglesoft Charts, 6 Computer Workstations, Dentrax 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** - *NEW LISTING* - 1,567 sq. ft. office with 4 equipped operatories, 1 additional plumbed, established for 25+ years. 2016 Gross Receipts of \$680K on a 4 day work week. Equipped with an Intra-Oral Camera, Digital X-ray, Pano, and Carestream software. Owner is retiring. #CA441- Thomas Wagner - 916-812-3255

**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** - 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

**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, Dentrax/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. Dentrax 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

**SONOMA COUNTY** - *NEW LISTING* - Highly desirable General Practice established over 36 years in Sonoma Wine Country, Santa Rosa. Street exposure of the 2415 sq. ft. office helps drive 13 new patients per month and nearly 8 days of Hygiene per week. 5 fully equipped treatment rooms with updated equipment and ongoing remodeling has kept this beauty sparkling! 2016 Revenue of \$1,315,000 with average adjusted net of 45%. The office utilizes "Dentrax" PMS with 12 workstations and digital sensors. Real Estate is also for sale and buyer will be treated to a smooth transition from the retiring owner. #CA441- Gina Miller - 707-391-7048

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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** Dentrix 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 Dentrix software. 2016 GR of \$807,000 on 3½ days/week. Owner is retiring. #CA416- Thomas Wagner - 916-812-3255

**WINE COUNTRY - NORTHERN CALIFORNIA** - 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

**FRESNO** - *NEW LISTING* - Office is located in the North Fresno Area on a main thoroughfare. Collections for the last 3 years have averaged \$1,505,000 with an adjusted taxable income of \$900,000 plus each year. 4 days of hygiene. Owner is retiring. Priced for an expedient sale. Delta PPO but no HMO'S. #CA445- Dennis Hoover - 209-605-9039

**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, Dentrix 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 in a two office free standing building near hospital. Office is 1,630 sq. ft. with 5 workstations, Digital X-rays, Cerec, Panographic X-ray, EagleSoft. 2015 collections were \$450K with a 52 % overhead. Owner is retiring. #CA388- Dennis Hoover - 209-605-9039

**MODESTO** - *NEW LISTING* - Great history for this Central Valley gem. 35 years at this location, 4 years with current owner who is relocating to the Bay Area. Gross Revenue of \$706,000 on 4 day work week. Great lease rate in 1,100 sq. ft., 3 completely equipped treatment rooms including computer workstations, Dentrix PMS and Dexis Digital Sensor, Fiber Optics and Laser. Updated interior and high-end building on the main thoroughfare. A great practice for a first time buyer or satellite practice for existing owners. #CA451- Jim Engel - 925-330-2207

**SANTA CRUZ** - 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 **SOLD** 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. Dentrix, 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, **SOLD** Dental 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** - Periodontal Practice - This Coastal Orange County Periodontal Practice features 5 equipped operatories, 1 additional plumbed for expansion, with 23 years of goodwill in a great location. Practice utilizes Computer Age software and Pano. 2016 Gross Receipts of \$389K on a 3 day work week and doctor took nearly 2 months of vacation in 2016. Seller is offering a **STRONG TRANSITION PLAN** with referring doctors and staff. Call for detailed information. #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

**FULLERTON** - *NEW LISTING* - General Dentistry Practice with 5 Operatories, 3 Equipped, is located in a shopping center. Practice utilizes PracticeWorks, CEREC, Digital X-rays, and has 4 days of Hygiene per week. Our retiring seller has 30 years of Goodwill in Fullerton. #CA453- Kerri McCullough - 949-300-0312

**GREATER LOS ANGELES AREA** - Periodontal Practice - 5 Ops, Dentrix, 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

**HAWTHORNE FACILITY ONLY** - *NEW LISTING* - Facility Only- 8 Ops (6 furnished), Pano, great location on Hawthorne Blvd., office building, great signage. Busy area, with lots of street traffic, street parking as well. Make offer. #CA433- Steve Caudill - 951-314-5542

**HUNTINGTON BEACH** - This General Dentistry practice with 3 Operatories is located near Huntington Harbour. Strong hygiene program with 4 days of hygiene per week. Dentrix, 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

**LA QUINTA** - 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 Operatories, **SOLD** Dentrix, 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, Dentrix Software, Digital **SOLD** 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

**NEWPORT BEACH** - *NEW LISTING* - General Dentistry Practice with 3 Operatories is located near the hospital and features EagleSoft, Digital X-rays, and Digital Pano. 52 years of Goodwill with seller and previous owner. 2016 Gross Receipts of \$401K. #CA452- Kerri McCullough - 949-300-0312

**NORTH EAST ORANGE COUNTY** - General Dentistry practice with 6 Operatories, EagleSoft dental software, Pano, and **SOLD** 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

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**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

**ORANGE COUNTY** - Orthodontic Practice in an upscale Orange County community with 5 chairs and 36+ years of goodwill. 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, and 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** - 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** - General Dentistry Facility with 4 Ops, 3 Equipped. Seller is practicing here only 12 hrs/wk. 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. 1000 sq. ft, Digital, in a single-story building. 2016 GR \$438K. #CA422- Kerri McCullough - 949-300-0312

**RIALTO** - 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

**SAN PEDRO - NEW LISTING** - General Dentistry with 4 Ops has been est. 6 years with EagleSoft, Digital X-rays and 6 year new equipment. Office is bright and spacious with a modern design. 2016 GR of \$519K and Adj. Net of \$157K. #CA449- Kerri McCullough - 949-300-0312

**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** - General Dentistry with 3 Ops (4th Op. is used as office), is located in a shopping center with 30 years of Goodwill. 2016 GR \$324K. Great opportunity. Hurry, this one won't last. #CA450- Steve Caudill - 951-914-5542

**UPLAND - NEW LISTING** - General Dentistry practice with 4 Ops with Dentrrix, Digital X-rays, Laser, and Digital Pano, in a prof. building. 3 days of hyg./wk. 2016 GR \$863K with \$501K of Adj. Net. #CA446- 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 GR \$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, PT Hygienist, GR of \$559K, Dentist Retiring. #CA278- Russell Okihara - 619-694-7077

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

**SAN DIEGO** - 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 \$521K with \$314K Adj. Net. #HI105- Russell Okihara - 619-694-7077

**HONOLULU, HAWAII** - General Dentistry. 6 Op, 5 equipped, Dentrrix, Dexis, 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 **SOLD** area near shopping and residential. GR over \$1.3M. #HI101- Russell Okihara - 619-694-7077

**OAHU, HAWAII** - General Dentistry. 3 Ops, 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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Timothy Giroux  
DDS/Broker

## ASK THE BROKER

### HEY DENTAL PRACTICE BUYERS, WHERE HAVE YOU GONE???

There is no question that the number of interested buyers for dental practices has dropped dramatically in the past two years. Just last week, I had an open house for an East Bay Area practice that I sold about two and a half years ago. Back in 2014, 30 dentists attended the open house. Last week, I had 6 attendees. While I am confident that the practice will sell, the declining interest is astounding. We are also closing escrow this week on a nice Chico practice that took twice as long as it should have to sell. Our practices in the metropolitan areas will almost always sell at expected valuations, but our practices outside of the large cities will take much longer than normal.

#### What is the reason for this new trend?

**FEAR** is my explanation for this recent phenomenon. Young buyers are fearful of the current economics of dentistry. They have massive debt from dental school, sometimes approaching \$350K. They are concerned about buying a practice and having Delta cut their fee schedule if they are considering a traditional practice model. They look at corporate dentistry as a safer option.

Corporate dentistry is going into the dental schools and recruiting most of these young dentists before they even graduate. They take the fear out of the equation and offer a stable income. This is a great idea for the first year or two following dental school, but the new grads don't seem to realize that once they garner their speed and confidence, they can take home almost double their income if they produced the same amount of dentistry in their own practice!

The truth is that the best way to pay off your debt is to own your own successful practice! Owners are supposed to make a profit from owning a business. Of course, it has to be a well-run business with a decent patient base.

Buying an existing practice from a retiring dentist with a good patient base the best way to fight that fear!

**Young dentists:** Please come back to private practice once you get a couple years of experience! The best part of dentistry is being your own boss, owning your own business and calling your own shots!

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](mailto:wps@succeed.net) or 800.641.4179

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**Cecilia Chen, Esq** has a strong background in real estate and practice purchase and sales. Let us assist you in your next practice transition. Call us for a complimentary consult. Toll Free: 855-850-4111, [Cecilia@practiceatty.com](mailto:Cecilia@practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

**Endodontist Needed** 1-2x a Month in San Francisco GP office. Email resume to [inglesidedentalsf@gmail.com](mailto:inglesidedentalsf@gmail.com) or call 415.333.4232.

**ELK GROVE** Remarkable potential for growth w/ attention to marketing & increased office hours! 1200sf w/3 ops \$270k (EG-716) WPS/800-641-4179.

**Associate Dentist Needed for a Busy Kids Dental Practice in Bakersfield with buy in opportunity** Please Email to [healthysmilekids@gmail.com](mailto:healthysmilekids@gmail.com).

**Part-time associate** dentist position in Sacramento area. Fun, friendly private office. Please call (916)961-5363 or email [fcwebber.dds@gmail.com](mailto:fcwebber.dds@gmail.com).

**PRACTICE FOR SALE RANCHO BERNARDO.** Situated in Prof Bldg. at major intersection. 2 doctors share 8 Op office. SDPS: 760-599-7828.

**Pursuing ownership?** Live Oak Bank can finance your dental practice with customized loan terms and quick credit approvals. 877.890.5867. [www.liveoakbank.com/healthcare](http://www.liveoakbank.com/healthcare).

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**Silicon Valley Orthodontic Practice Available** Compact, well-run practice available due to relocation. Established 23 years in convenient, high traffic location near major routes. 1,100 sq. ft. leasehold with reception, waiting room, 3 chairs, exam room, lab/sterilization area, storage area, private office + bathroom, patient bathroom. 2.5-day doctor week offers ample opportunity to expand. Asking \$186k. Contact Carroll & Company: dental@carrollandco.info. www.carroll.company (650) 362-7004.

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



**AWESOME!**

"Two hours after placing my practice for sale ad on The Dental Trader website, I received my first inquiry. On the first day I had three interested buyers. If you want results, I recommend advertising in The Dental Trader."

Dr. Seo

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**PRACTICE FOR SALE** PROS PRACTICE – SAN MATEO 2016 collected \$775,000 on 3.5 day week. Beautiful 5-op office. Excellent candidate for acquisition by nearby practice. Seller shall work back to assist in orderly transition. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) to learn more.

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**Taylor Liao, Manager** of Kings Two Dental Supply (City of Industry, CA)-What can I say about him? He's the lawyer we go to when we need a lawyer. Dr. Chester Jeng of Law Offices of Jeng and Associates is very personable and knowledgeable in dentistry and law. He's definitely a straight shooter, he tells you what you need to know and also what you probably do not want to hear. He's the one we go to if we need a lawyer. Call Jeng & Associates 714-858-0536.

**PRACTICE FOR SALE--** San Diego GP w/ 18 yrs of Goodwill. 3 Ops in 1020 sq.ft. SDPS: 760-599-7828.

**CENTRAL COAST** (7) op comput. G.P. 2016 Collect \$1.6M. Projecting \$1.75M 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.





# WESTERN PRACTICE SALES

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### BAY AREA

**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**

**BG-731 LAFAYETTE:** Well-educated, health conscious patient base. 1,000 sf w/ 3 ops 35+ years goodwill **\$265k**

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

**BN-736 BERKELEY:** Step into this quality practice and you'll know you belong here! 906sf w/3 ops. **\$495k**

**BG-734 ANTIOCH:** Chance to own your own condo unit with this one! 1,323 sf w/ 4 ops. **\$315** / RE: **TBD**

### BAY AREA CONTINUED

**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-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**

**CG-735 ROHNERT PARK:** Collections over \$600k, Net Profit over \$230k and expertly located near major anchor tenants! **\$370k**

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



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

## NORTHERN CALIFORNIA CONTINUED

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

**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 **\$220k**

**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-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 MIDTOWN SACRAMENTO Facility:** Bring your talent, hang your sign & make it your own! 2000sf w/ 4 ops **\$99k**

**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**

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

## NORTHERN CALIFORNIA CONTINUED

**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**

## CENTRAL VALLEY

**IC-468 SAN JOAQUIN VALLEY:** High-end restorative practice! 6 ops in 2500+sf office. Call for Details! **\$425k**

**IC-715 TRACY:** 30+npts/mo. 1600sf, 5 ops + 1 add'l. Seller starting new career **\$435k**

**IG-687 TURLOCK:** Established quality practice - remarkable opportunity! 2000sf w/ 5 ops **\$298k**

**JN-690 LINDSAY:** Stable, multi-generational, loyal & appreciative patient base. 1700sf w/ 3 ops Practice **\$150k/** Real Estate **\$150k**

## SOUTHERN CALIFORNIA

**KC-678 LOMPOC & SANTA MARIA:** Live & practice along the central coast. Plenty of room for growth, Call for Details! **\$240k**

## SPECIALTY PRACTICES

**BC-709 HAYWARD Ortho:** Provide personalized care to wonderful patient base. 5-8 npt exams/mo, 4 chairs/bay, 1948sf **\$215k**

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### Here when You Need Me

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January 3, 2017  
Art Fries  
917 Jordan Court  
Nipomo, CA 93444-6625

I am writing to attest to what an asset Art Fries has been to my disability process. I am a 55 year old dentist who, due to cervical spinal stenosis, lost feeling in my right hand. Art was recommended by my accountant and has been invaluable throughout the entire process.

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)

*Whether you want peace of mind knowing your disability coverage is sufficient to meet your needs, need to file a partial or full disability claim or are struggling with an existing claim, please call me for a complimentary consultation. The other side may be shadowing you with video surveillance, progress reports and other tools designed to reduce or eliminate your monthly benefits. Call or e-mail me for a **FREE** copy of my book, "**Preparing For Battle**"...a complete guide to the **ISSUES** related to a disability claim.*



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**Cecilia Chen, Esq.** can help you ensure that your practice and family are protected through proper estate planning. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

**Dental-Assistant Needed** PT in San Francisco GP office starting at \$15/hr. Email resume to inglesidedentalsf@gmail.com or call 415.333.4232.

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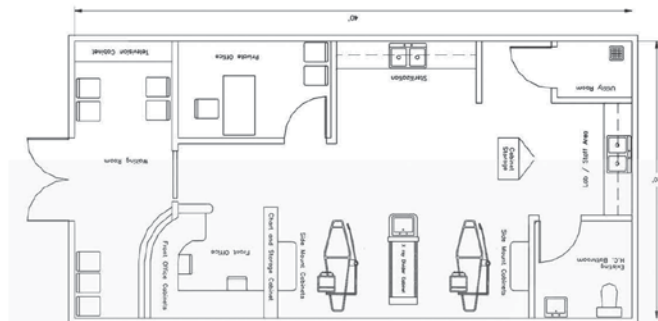
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**Dental Practice** for sale in Van Nuys and take over lease. Current dentist is moving and taking patients with her. Currently space is 6 operatory office. Everything inside office for sale, ie., 6 belmont chair units, compressor, sterilizer, 2 wall mounted belmont xray units. Sale of practice and equipment open to negotiation. Current practice has been at this location for 13 years. Please call 818-787-3053.

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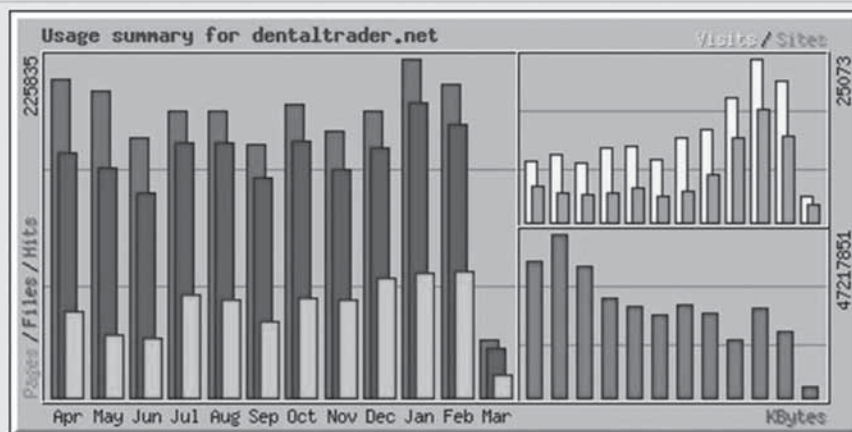
**SONOMA COUNTY:** Well-established practice w/stable pts base. Excellent signage, 3 ops, 940sf w/ newer high-end Equip \$375k (CC-720) WPS/800-641-4179.



# DDS Rank Doubled Our Website Traffic

“Just out of curiosity, I tried the free automated website evaluation from DDS Rank. I instantly got a highly detailed report showing our site’s strengths and weaknesses. I don’t speak “BI-NARY” and some of it was jargon was “over my head” so I contacted the company and was amazed to learn that the “corrections” would not entail lots of expensive blogging, social site

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

**Get your free review now: [www.ddsrank.com/freetest](http://www.ddsrank.com/freetest)**

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**"Dear Art:** Thank you for walking me through each aspect of the claims process. I would absolutely recommend your services to anyone who is filing a personal disability claim as I now understand it is far too complex without an expert." Art Fries RHU-Disability Claims Consultant. 800-576-1911 [www.afries.com](http://www.afries.com).

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**Endodontist wanted** for 1 to 2 days a month to start in general practice in Sacramento area. Call (916)961-5363 or email [fcwebber.dds@gmail.com](mailto:fcwebber.dds@gmail.com).

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**BRE #01911548**

**Brokers: Bill Kimball, DDS and Darren Hulstine**

**Rancho Santa Margarita, CA:** This beautiful office has it all! Revenue has exceeded \$1.4 million for the last three years. The perfectly laid out ground floor office has 8 operatories in over 3,000 sq. ft. and features the latest technology. The practice is located in a very nice professional building in this upscale Orange County community. Offered at \$1,300,000. Call Jack at (818) 522-9123.

**La Mesa, CA:** Great practice in a 2,200 sq. ft. standalone building with 6 fully equipped ops. Newly completed interior and exterior, with TVs and headphones equipped for patients in each operatory. Collecting just under \$1 million - with room to grow! Give Linda a call at (619) 933-6225 to discuss this wonderful opportunity! Offered at \$825,000. **IN ESCROW - ACCEPTING BACKUP OFFERS!**

**Bakersfield, CA:** Doctor retiring after 37 years with this practice. Stunning aesthetics in a high-tech office with 7 masterfully designed and equipped operatories. The office resides in a professional complex with room for expansion and plentiful parking. Currently, collections are well over one million annually on just three days a week. Estimated buyer's net after debt service is a robust \$455,000! This incredible opportunity is being offered at \$850,000. Call Jack at (818) 522-9123.

**Union City, CA:** Lots of room for expansion in this lightly-worked, Bay Area practice! Dr. can enjoy a private office in a prime location with views and foot traffic from the park across the street and adjacent businesses. Office engineered for patient flow with 3 fully equipped ops (room to expand to 7). Offered at \$495,000. Call Brian at (805) 714-2115. **IN ESCROW - ACCEPTING BACKUP OFFERS!**

**San Diego County, CA:** Beautiful San Diego area office with spa-like amenities, 5 ops, and room to grow. This is the perfect opportunity for a dentist looking to grow a practice – the seller is currently collecting \$285,000 on only two days a week and is also offering the condo for sale. This area is rapidly developing. Enjoy the exceptional lifestyle San Diego has to offer. The practice is being offered for \$245,000 and the condo for \$609,688. Call Linda at (619) 933-6225.

**Tulare County, CA:** Leave the big city behind - but not the \$\$ profit! Doctor retiring after 21 years. 6 ops (5 fully equipped) in 2,559 sq. ft., with a private office and staff lounge. Includes digital pano and CEREC. Population in Tulare County is increasing, with families drawn to a slower-paced lifestyle, affordable housing, and outdoor recreation. Practice collected over \$1.2 million in 2016 and the estimated buyer's net income after paying the loan is an impressive \$505,690. Practice offered for \$995,000 and free standing building also available for sale. Call Brian at (805) 714-2115.

**Central Valley College Town:** Great high-visibility location with easy access to highway, in a prominent shopping center. The practice has been at current location for 15 years. It is generating approximately \$350,000 in gross collections. Well-established business with tenured staff in the second-largest city in Stanislaus County. 6 ops, averaging 50 new patients each month. Call José at (925) 382-9525.



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**New Listing - Placer County, CA:** Fantastic partnership opportunity! Join a large, well-established practice in Colfax, CA. This is a low risk way to earn a good income in the beautiful foothills of the Sierras. This charming town enjoys an ideal climate and is a paradise for outdoor recreation with its nearby lakes, rivers, and mountains. This well-established practice offers the opportunity and schedule to enjoy all that the area has to offer. Call Brian at (805) 714-2115.

**Calabasas, CA :** This attractive practice features 4 ops in 1,100 sq. ft. Upscale Calabasas sits on the edge of the Santa Monica Mountains. Doctor is retiring after 17 years. Currently working 3 days a week, there is room to grow! Offered for \$750,000. Call Jack at (818) 522-9123.

**Canoga Park, CA :** Smaller practice with plenty of potential! 2 ops in 900 sq. ft. Doctor currently working only 2 days per week. Offered for \$250,000. Call Jack at (818) 522-9123.

**New Listing - San Diego, CA:** Located in the heart of the 'Gas Lamp' District of San Diego, this implant practice offers room for growth in a cosmopolitan beach city. Currently cash only. Just blocks from the theater, major hotels, and bay front marinas, this practice is also very near to some large businesses – a great source for new patients. And Petco Park is merely one minute away! Call Linda at (619) 933-6225.

**Toluca Lake/North Hollywood, CA:** This well-established family practice features 7 fully-equipped ops in almost 2,000 square feet. Offered for \$625,000. Call Jack at (818) 522-9123.

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**Coming Soon - Rancho Bernardo:** Beautiful practice collecting over \$1,000,000. Doctor's stunning home also available. Call Linda at (619) 933-6225

**Coming Soon - Sacramento:** Great Natomas location in shopping center with Home Depot, Walmart, and lots of restaurants and foot traffic. Collecting almost \$600K. Call Brian at (805) 714-2115.

**In Escrow - Santa Barbara County:** \$1,025,000

**In Escrow - Santa Barbara County:** \$1,150,000

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San Bernardino  
California





**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.

**SANTA CRUZ COUNTY GP** Seller retiring from successful 33 year general practice. Fee-for-service only practice. Fully-equipped 4 op facility in beautiful, remodeled Seller owned building. Located in desirable residential and commercial neighborhood. Asking 500K. Building also for sale. Contact Carroll & Company (650) 362-7004, dental@carrollandco.info.

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**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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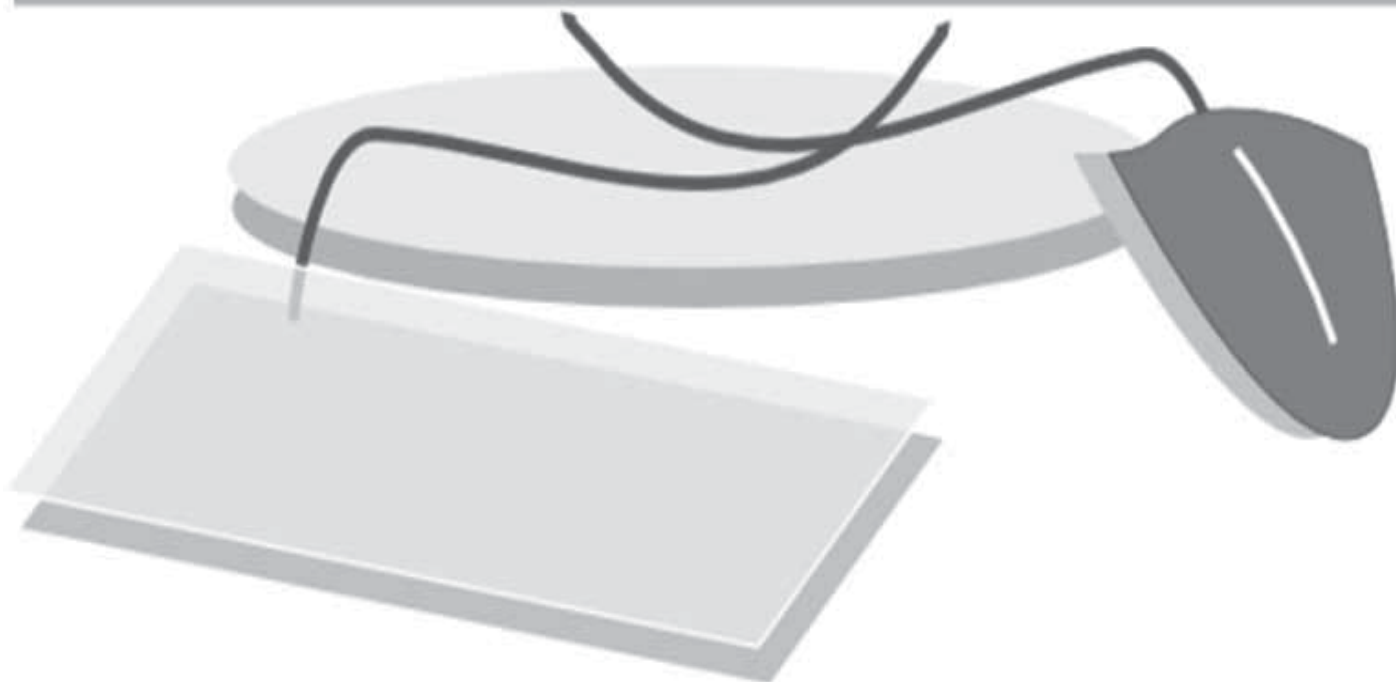
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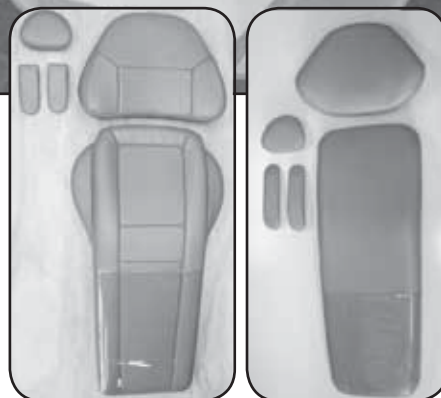
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