

THE Dental Trader

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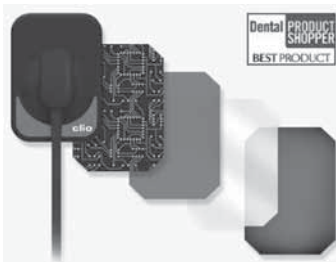
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Dentist position available at our Santa Clara dental office. Very interesting remuneration. Please send your resume to info@scde.info. Thank you.

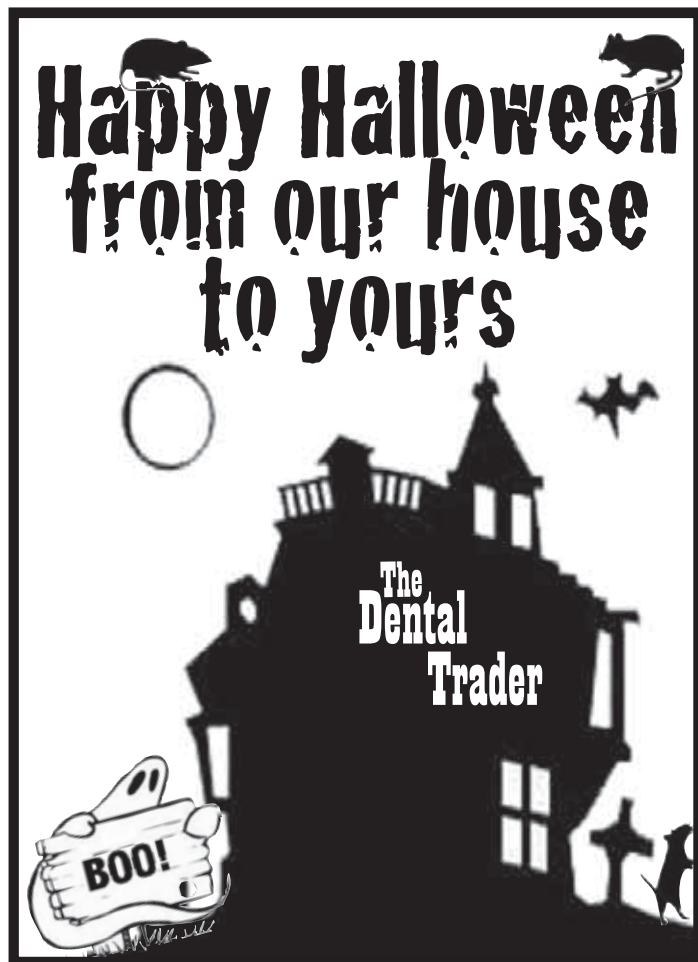
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KERN COUNTY

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 not 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. **MAJOR PRICE REDUCTION!**

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. **[PENDING]**

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, Dentrrix s/w & (2 to 5) year old eqt. 2016 Gross Collect. \$1M+. Cash/PPO/Small Amt HMO. Reasonable overhead w/ high net! **[NEW]**

SIERRA MADRE - (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.

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]**

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TORRANCE - (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. Digital x-rays. Seller does no advertising. Seller retiring, but willing to transition. **Back on the Market.**

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

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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

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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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Posted January 30, 2017

Robert W. Olson, Jr., APC

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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.

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GREATER SACRAMENTO—6 Ops, Intraoral Camera, Digital x-ray, Laser, CEREC, Eaglesoft software. 2016 GR \$934,829. HSPPT- Thomas Wagner 916-812-3255-#CA455.

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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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SOUTH BAY (TORRANCE) BACK ON THE MARKET! (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. D&M Practice Sales 818.591.1401.

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

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of San Jose, CA**

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Dental Practice for Sale Los Angeles County, CA

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

Beverly Hills - Modern Office
 ▪ Gross ~\$855K in 2016
 ▪ General & Specialty Practice facing main street.
 ▪ 3 Ops + 1 Plumbed, ~1000 sf

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

Glendale - Gross ~\$580K.
 ▪ Seller Retiring. GP with Ortho.
 ▪ Busy high traffic location.
 ▪ 4 Eq. Ops, ~1,000 sq.ft.

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 sf

Los Angeles - Gross ~\$415K.
 ▪ Freestanding Building facing busy main street.
 ▪ 21 yrs. Of Goodwill
 ▪ Mixed Patient Base, ~1420 sf
 ▪ Heavy foot traffic. 5 Eq. Ops.

Pico Rivera - Real Estate & Dental Practice for Sale!
 ▪ ~\$459K Revenue in 2016
 ▪ Building ~3,800 sq.ft.
 ▪ GP. 4 Ops, ~1,200 sq.ft.
 ▪ Income Producing Property!

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 - Beautiful
 ▪ 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 Orange County, CA

Anahelm - New Listing!
 ▪ Large Pediatric Ortho Practice for Sale.
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 Great opportunity for expansion!

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

Fountain Valley - Shopping Ctr
 ▪ Busy 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 - Low Rent!
 ▪ Walks from shopping mall, major anchor stores.
 ▪ 3 Ops + 1 Plumbed, 1180 sq.ft.

Laguna Hills - State of the Art!
 ▪ Modern office located on busy intersections in retail shopping center. major anchor stores.
 ▪ Cash/PPO! 4 Ops, ~1750 sqft

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.

Yorba Linda - Strip Mall
 ▪ Starter Office facing main street. Close to shopping centers, major anchors.
 ▪ 4 Equipped Ops, ~1,200 sq.ft.

Dental Practice for Sale Riverside County, CA

Hemet - Major shopping center
 ▪ Corner of busy streets
 ▪ 18+ yrs of Goodwill. 4 Ops
 ▪ Reasonable Rent! ~1,200 sf

Dental Practice for Sale San Diego County, CA

San Diego - Strip Mall
 ▪ Good Exposure to Main Road
 ▪ 3 Ops + 1 plumbed, ~1,200 sf

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 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 - 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.

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

Vacaville - Cash/PPO
 ▪ Part-time Starter Practice.
 ▪ GP. All phases with some Ortho. Rarely refers out.
 ▪ Corner lot. 3 Ops. ~750 sq.ft.

Dental Practice for Sale San Bernardino County, CA

Fontana - Gross ~\$310K
 ▪ Busv intersections.
 ▪ Retail shopping center.
 ▪ 3 Ops + 1 add'l plumbed

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

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 ▪ Both Dental Practices are in Large Retail Centers. Lots of goodwill & excellent visibility.
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Call for Your Free Copy of My New Book!

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My book "Top 10 Issues for Dentists Contemplating Retirement in 10 Years or Less" was published just prior to this year's Dental Convention at the Moscone Center, San Francisco. It generated so much interest that we ran out of copies at the lecture I participated in on Thursday afternoon. While this book gives sellers an idea of the current economic forces affecting the future sale of their practices, it is also an informative read for buyers. Buyers will come to understand the current economic climate in their pursuit of making a good decision for their future. The lecture focused on three current forces that are having the most impact on the dental profession today:

Debt. It is estimated that the average student debt for next year's California dental school graduates is approaching \$400K. That means that these graduates will have to pay an average of \$4,000.00 PER MONTH IN AFTER TAX DOLLARS JUST TO MEET THEIR STUDENT LOAN PAYMENTS! Small to medium-sized practices are just not large enough to cover their monthly expenses. My book gives some guidelines for selling doctors in similar situations. Buyer fear seems to be the result of that debt which leads to our second force.

Corporate dentistry is here to stay. Fear of debt and good marketing by corporate dentistry in the dental schools have resulted in more than 90% of graduates believing that their best way to pay off their debt is to get a job with corporate dentistry. While corporate dentistry might be a good place to hone one's skills for a year or two, corporate dentistry exists to make a profit off their practitioners. That profit usually equates to about 40% of the profits that a sole practitioner or owner would keep for themselves. New graduates are not hearing that there are other options they can take to be nearly twice as profitable as working for corporate dentistry. Sometimes simply owning a practice away from the big city can also increase those profit margins.

Delta Dental's future fee reduction. In my humble opinion, this is an absolute given and once the lawsuit won against Delta is finally settled, I believe Delta will either decrease the fee schedule by at least 15% or simply announce that the "Premier" plan will be eventually eliminated. Most "Premier" practitioners don't realize that 96% of their Delta patients are actually reduced fee DPO patients that have been grandfathered into their practices. This issue might turn out to be the biggest event affecting dentistry in 50 years. My book discusses the ramifications to both buyers and sellers.

Please call 800.641.4179 or email wps@succeed.net for your free copy of this book.

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

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.

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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.

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. The practice is being offered for \$245,000 and the condo for \$609,688. Call Linda at (619) 933-6225. **IN ESCROW - ACCEPTING BACKUP OFFERS!**

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Central California: Practice minutes from the beach, halfway between Los Angeles and San Francisco! This established practice offers room to grow. 6 ops in 2,100 sq. ft. Office wired for Pano. Projected seller's net income for 2017 is \$402,192! Call Brian today at (805) 714-2115.

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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Los Angeles Coastal: This highly desirable, modern practice offers an incredible opportunity to work with a high-end clientele and enjoy breathtaking views, fantastic dining, and a true California lifestyle. The contemporary office features 3 ops on the beautiful Los Angeles coastline. Offered for \$715,000. Call Jack at (818) 522-9123.

Placer County, CA: Fantastic partnership opportunity! Join a large, well-established practice. This is a low risk way to earn a good income in the beautiful foothills of the Sierras. Enjoy an ideal climate and a paradise for outdoor recreation with nearby lakes, rivers, and mountains. This 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.

San Diego, CA: Located in the heart of the Gaslamp District of San Diego, this implant practice offers room for growth in a cosmopolitan beach city. Call Linda at (619) 933-6225.

SOLD!

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.

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.

Santa Barbara, CA: Profitable and petite practice in beautiful Santa Barbara. Well appointed, 2 ops in 660 sq. ft., built out 15 years ago but still looks like new! Many opportunities for growth in this cash-only practice. Don't miss out! Call Darren at (805) 878-0633 today!

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In Escrow - Glendale: \$850,000

Recently Sold - Santa Barbara County: \$1,025,000

Recently Sold - Newbury Park: \$1,900,000

Recently Sold - San Diego: \$270,000

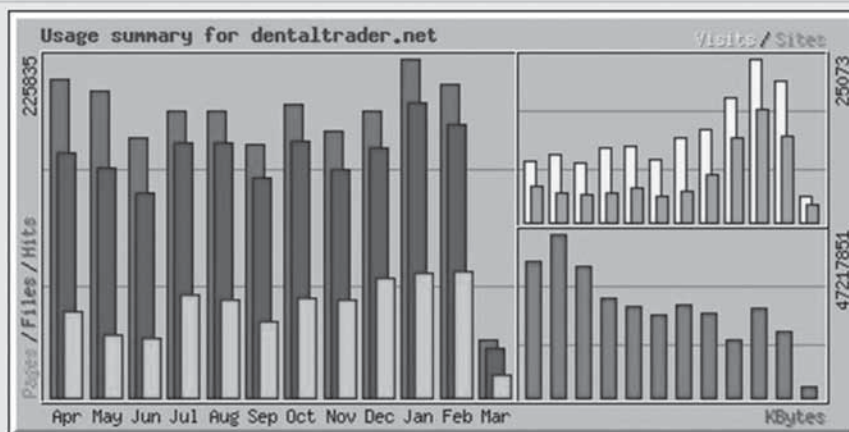
Recently Sold - Bakersfield: \$750,000

Recently Sold - Santa Clara: \$1,450,000

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 “BINARY” 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

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SAN RAFAEL Panoramic views of Mt. Tamalpias from each operatory window, 4 ops, 1,550sf \$260k (CC-719) WPS/800-641-4179.

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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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NORTHERN CALIFORNIA

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, Dentrux 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. Dentrux, Digital X-ray, Pano, intra Oral Camera. Endo, Oral Surgery and implants offered out. 4 days of hygiene. Owner willing to work a couple days a week for new owner. 2015 collections \$600K. #CA391- Dennis Hoover - 209-605-9039

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. Building also available for sale. #CA402- Steve Caudill - 951-314-5542

CLEARLAKE - *NEW LISTING* - Well-established 2001 General practice inside a professional building. Approx. 1,600 spacious sq. ft., turn-key facility, 4 OP's with the latest technology: Dentrux, Dexis, Intra-oral camera, Laser, Surgical Microscope & Panoramic x-ray machine. Over 1,200 patients averaging \$650,000+ in gross receipts. Area is known for its family-friendly, relaxed community. Surrounded by scenic nature "Live where you play" outdoor activities including fishing, hunting, and water sports. Doctor is retiring. #CA457- Gina Miller - 707-391-7048

CONTRACOSTA 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

EASTERN CONTRA COSTA - This small, but very profitable practice is waiting for the right owner to take it to the next level. 2016 Gross Revenue of \$274,000 with 52% adjusted net profit. 3 fully equipped treatment rooms with room to expand in 1,300 sq. ft. Upscale Strip Mall to help draw new patients and very low rent for this market. Average age of the Equipment is 10 years with 5 computer workstations, Softdent PMS, Dexis Digital X-Ray, Intraoral Camera and Laser. Owner is relocating out of state after 18 years at this location and ready to help a first time buyer or existing practice looking for expansion. #CA454- 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 - 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 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 Panoramic, Cerec, Picasso Laser, and Dentrux software. 2016 collections: \$1.8M. Desirable location. Owner relocating/retiring. #CA414- 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 - *NEW LISTING* - Approximately 2,000 sq. ft. leased office with 6 operatories in great location. Practice is equipped with Intraoral camera, Digital X-rays, Laser, CEREC, and Eaglesoft software. 2016 GR \$934,829. Established for over 20 years. Owner retiring. #CA455- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - *NEW LISTING* - 1,200 sq. ft. leased office in great neighborhood with 4 Operatories, equipped with Intraoral Camera, Dexis Digital X-ray, Dentrux software. 2016 GR \$435K on 3 day work week. Practice established for over 30 years. #CA456- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - *NEW LISTING* - Orthodontic Practice - 2,140 sq. ft. leased office with 4 bays, established for 20 years and the only Ortho office in the community. Equipped with intra-oral camera, non-digital Pan/Ceph, Laser, and OrthoTrac software. 2016 GR of \$640,000. Solid 3 day/week practice with opportunity for growth. Owner retiring. #CA458- Thomas Wagner - 916-812-3255

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.

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

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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 Water Ave. in Sacramento. Rent less than \$1,500 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 - 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, Dentrrix/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 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 operator in 1,700 sq. ft. 2016 revenues of \$440,000 on minimum work week due to illness, but great history in past years. Dentrrix 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

SONOMA COUNTY - Highly desirable General Practice established over 36 years in Sonoma Wine Country, Santa Rosa. Street exposure of the 2,415 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 modeling has kept this beauty sparkling! 2016 Revenue of \$1,315,000 with average adjusted net of 45%. The office utilizes "Dentrrix" 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. #CA444- Gina Miller - 707-391-7048

SONOMA COUNTY - *NEW LISTING* - Wine Country Practice and Condo in the beautiful Sonoma County town. Owner is retiring after 46 years of stable growth in this great community. 2016 Gross revenue of \$680,000 on a 3 day work week with 3 days of hygiene. 3 fully equipped treatment rooms with Panoramic X-Ray, Intra Oral Camera and Soft Tissue Laser in approx. 950 square feet. Office utilizes Datacon PMS with 2 computer workstations. Condo is also for sale at market rate or owner will provide a favorable lease. Please call soon or lose out on this great business opportunity and affordable living. #CA463- Gina Miller 707-391-7048 or Jim Engel 925-330-2207

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 - 1,400 sq. ft. leased office established 25+ years, with 4 Operatories, equipped with intra-oral camera, Dexis Digital X-ray, and Dentrrix 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

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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, Dentrrix 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

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, Dentrrix 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

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

BAKERSFIELD - NEW LISTING - General Dentistry Practice with 6 Ops, 5 equipped, located in a duplex building with great signage in front. 2016 GR of \$509K with room to grow as most specialty work is referred out. This is a PPO/Denti-Cal practice, no HMO. #CA459- Kerri McCullough - 949-300-0312

BURBANK - This General/Prosth/Implant practice with 15 years of goodwill is located in a retail center. 5 Ops, 3 equipped, **SOLD** 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

BURBANK - NEW LISTING - Beautiful practice available for a quick sale with long-term staff and over 28 years of goodwill. 3 Operatories in 1,650 sq. ft. with 3 days of hygiene and digital X-rays. Located in a great Burbank building close to downtown. 2017 Gross Receipts of \$477K. #CA464- 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 - Features 5 equipped Ops, 1 additional plumbed for expansion, with 23 years of goodwill in a great location. Practice utilizes Computer Age software and Pano. 2016 GR 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

FULLERTON - NEW LISTING - General Dentistry Practice with 5 Ops, 3 Equipped, is located in a shopping center. PracticeWorks, CEREC, Digital X-rays, 4days of Hyg./wk. Retiring seller has 30 years of Goodwill. 2016 GR of \$633K. #CA453- Kerri McCullough - 949-300-0312

GREATER LOS ANGELES AREA - Periodontal Practice - 5 Ops, Dentrrix, 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

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

LAGUNA BEACH - NEW LISTING - General Dentistry practice with 4 Ops, 3 Equipped is now available in beautiful Laguna Beach. Practice features Dentrrix G4, Dexis Digital X-rays, and is paperless. 2016 GR of \$344K and 2017 on track to increase significantly. #CA443- Thanh Tran - 949-533-8308

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

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

NEWPORT BEACH - Facility Only - This Newport Beach Facility features 4 Ops, 3 Equipped, Dentrrix Software, Digital X-rays **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

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 **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- Thanh 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

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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. EagleSoft, 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 ANA - *NEW LISTING* - General Dentistry practice 4 Ops in a shopping center on a busy corner. Plenty of signage from two sides of the building. PPO/Denti-Cal practice. 2016 GR of \$434K with \$199K Adj. Net. #CA460- 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 BAY, LOS ANGELES - *NEW LISTING* - General Dentistry/Restorative Practice with 4 Ops, 3 Equipped, utilizes Easy Dental, Digital X-rays, Digital Pano, and CBCT. Est. for 60+ years. 7 days of Hyg./wk. GR of \$1M+ and \$270K Adj. Net. #CA461- 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

NORTH COUNTY SAN DIEGO - 5 Op General Practice, PPO/FFS, Spacious and Clean, Prof. Bldg, Convenient Location, **SOLD** 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 **SOLD** 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 - 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

CENTRAL OAHU, HAWAII - *NEW LISTING* - Family-oriented rural General Dentistry Practice with 3 Ops, Digitized X-Rays, Pano, and Innova. Seller accepts PPO and Medicaid and will be retiring. 2016 GR of \$923K with \$322K Adj. Net. #HI109- Russell Okihara - 619-694-7077

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 **SOLD** great visibility. Established for 30 years. 2015 GR of \$921K with \$314K Adj. Net. #HI105- 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

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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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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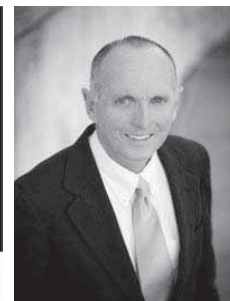


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\$1,571,000
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Asking \$1,300,000

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Projected 2017 revenues \$363,000

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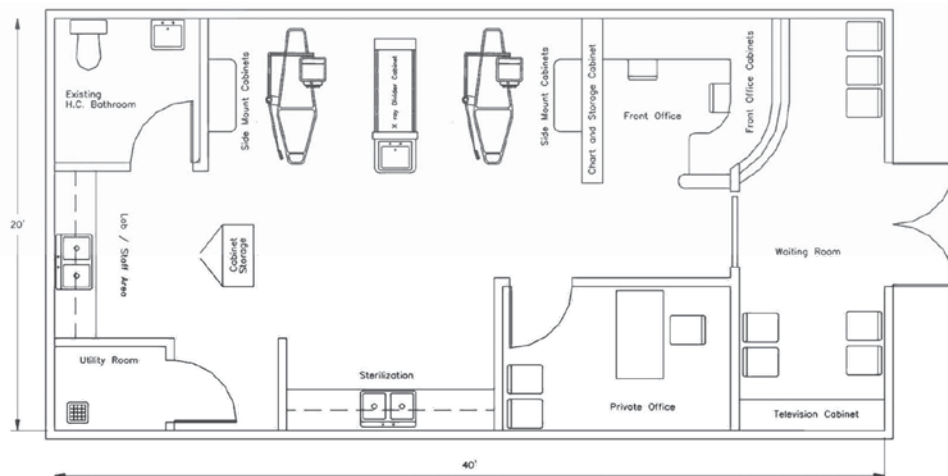
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AC-640 SAN FRANCISCO: On 23rd Floor of prestigious bldg, 2 ops in 700sf. Seasoned Staff. Seller Retiring **\$175k**

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

AG-562 SAN FRANCISCO: Strategically located with huge growth potential. 2 ops + 1 add'l, 600sf **\$175k**

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-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: The perfect place to work, live and play! Located in desirable professional neighborhood. 1,323 sf w/ 4 ops. **\$315k**

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**

DC-738 WATSONVILLE: 6ops in beautiful remodeled 2,600sf office, visibly located in attractive shopping complex **\$480k**

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-693 SAN JOSE Facility: Attractive & spacious! Faces one of the city's major thoroughfares. 1080sf w/4 ops **\$95k**

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

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



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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: On track to collect \$1.5M in 2017 with increased profit compared to last year! Price Reduced even though collections are increasing! 1919sf w/ 4 ops **\$1.05M**

EG-727 SACRAMENTO: Steady Income from HMO. Increase office hours & begin advertising to watch the collections skyrocket! 1100sf w/3 ops **\$220k**

EG-744 SACRAMENTO: Well established, highly esteemed Sacramento Practice 1320sf w/ 3 ops **\$250k**

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**

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EN-747 CITRUS HEIGHTS Facility: Be the only dental office in this attractive, popular Retail Shopping Center! 2200sf w/5 ops + 6 add'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**

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

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**

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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**

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

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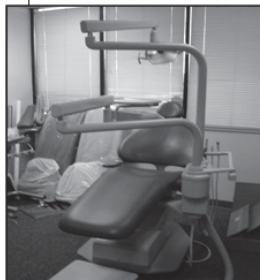
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Cecilia Chen, Esq. always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. -Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: 855-850-4111,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

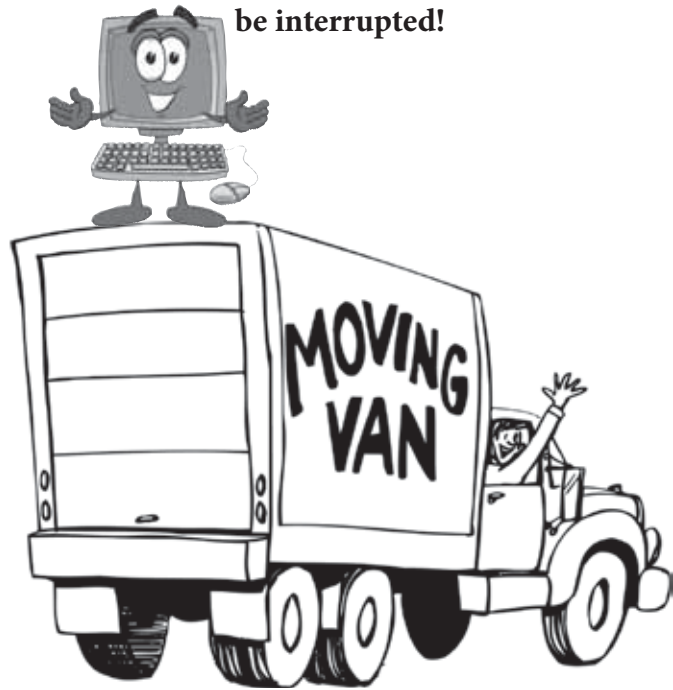
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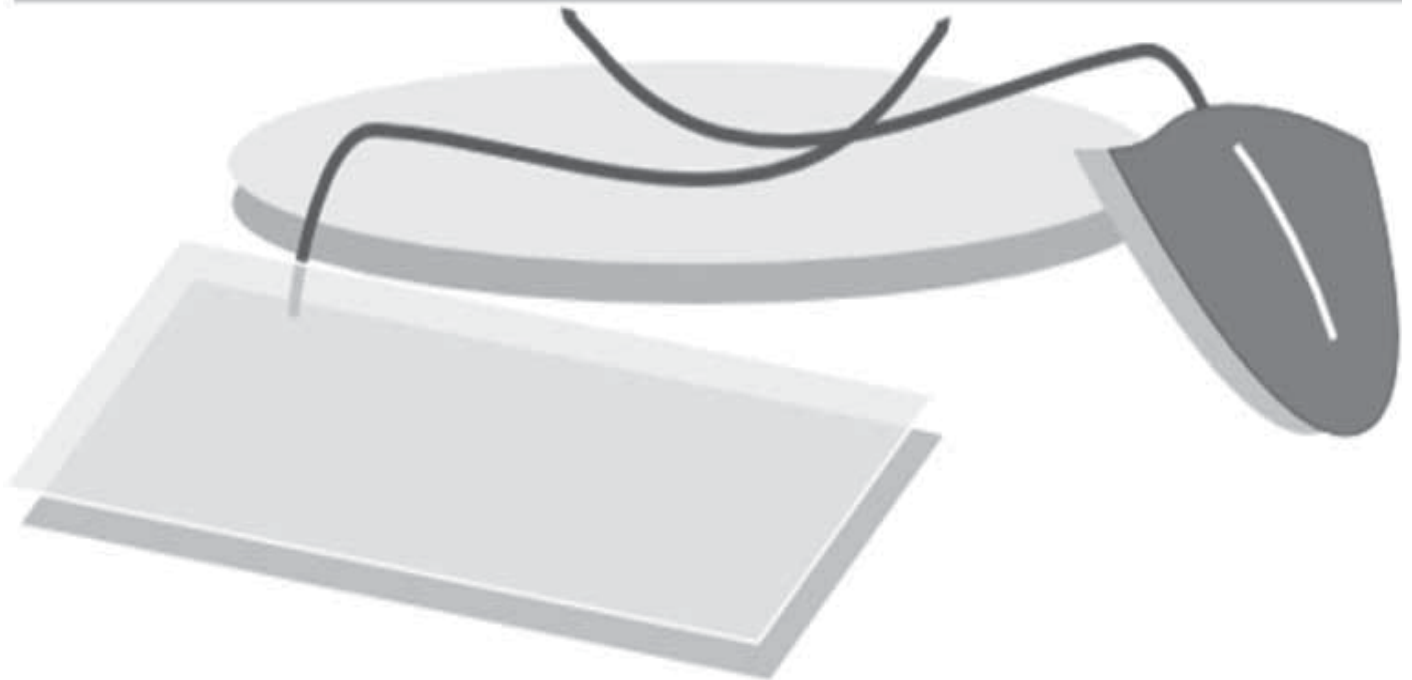
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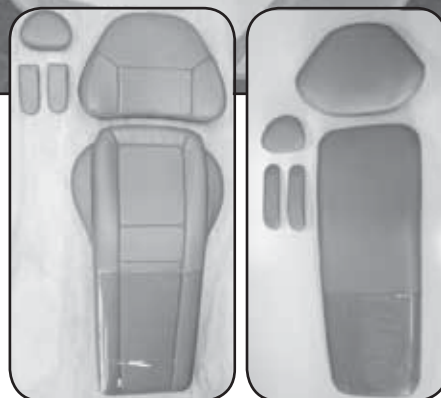
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