

THE Dental Trader

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No. Calif. Edition

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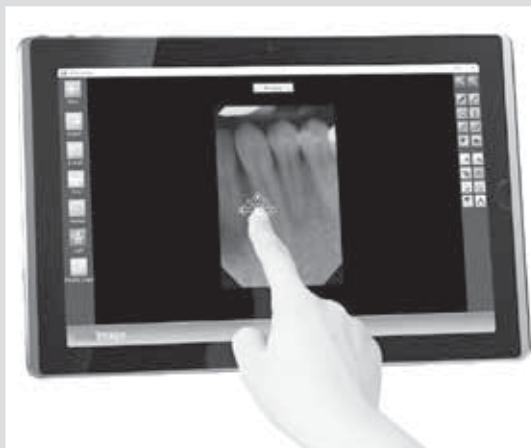
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Jason P. Wood

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Panoramic machin for sale, gendex, works great, going digital, must sale, best offr, please call 818-203-4272

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NE Calif 2nd office opportunity Attn Chico/Redding area 300k gross 2 day week Building available Flexible seller 530 596 4515

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Associate Dentist VaraniSmile Needed 1-2 days per week, \$600 a day or 25% DOE, Turlock, Ca. email resume to drvarani@yahoo.com or call (209)667-8874.

Articulator -Denar Mark 330 Used. New price is ~\$1300. Selling for \$950. Some small missing parts but works fine. Contact bayareadds1@gmail.com

FT DENTIST NEEDED in Castro Valley/Hayward. send resume to mary@transdentalgroup.com

Zeiss OPMI pico microscopes (2) for sale. Perfect condition, halogen light, inclined optics, integrated video. \$8000 each gearingendo@yahoo.com

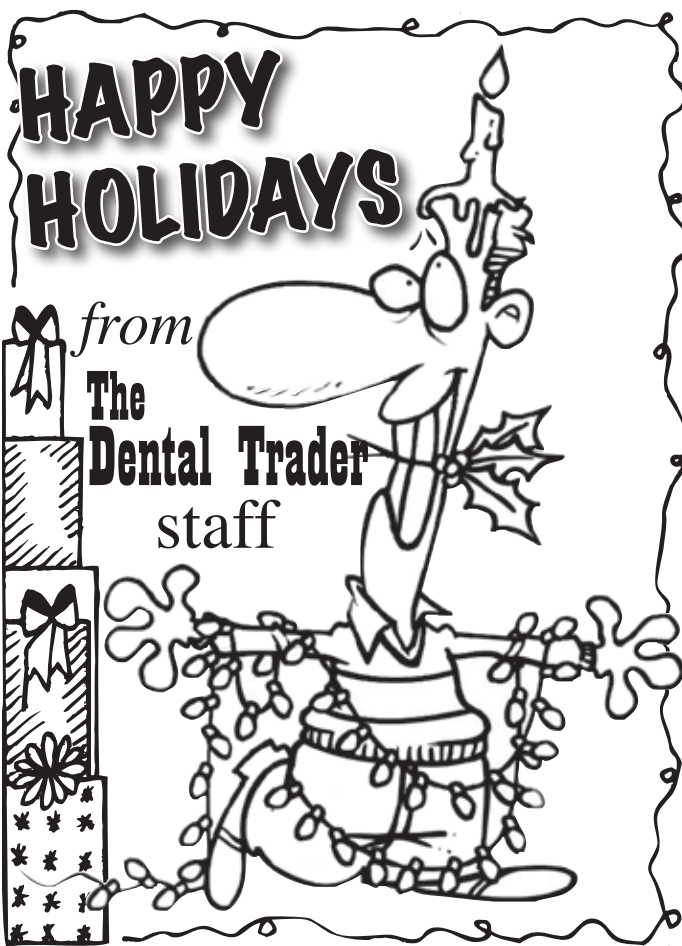
Dentist Needed: DentiCal and PPO in Hayward, 1-2d/wk, % coll, haywardsmls@yahoo.com.

Look for your free wall-hanging 2018 color calendar in this month's Dental Trader edition!

Fresno dental established GP for sale \$179K 4 ops complete digital X-ray sensor & HD Intra-oral cameras. Easy Dental Software. Call (559) 313-1751

Dental office for rent/sale in historic Jamestown. Great location on Main St. 2 ops plumbed. \$600/mo. 209-984-3035

FOR SALE Hu-friedy H2 hemostats, Various scissors New/like new. \$9.00/each (323) 851-6622



Fresno Dental Office for sale \$155K 3 ops Great location, rare opportunity, near Community Hospital & Business/residential area. call (559) 313-1751

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Dental Office for Sale in Sacramento \$159K OBO. 4 ops, 5th plumbed, fully equipped, Great location. Call Dr. Ambaram 916-217-7049

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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

ANTELOPE VALLEY #4 - Pract. & Bldg. for sale. (6) op comput. G.P. & 4,192 sq ft duplex free stand. bldg. on a main thoroughfare with exposure/visibility & signage. (30+) years of Goodwill. Cash/Ins/PPO pt base. Gross Collect \$1.0MM+/yr with no advertising. Eqt'd with digital x-rays, (2) lasers, (2) wands, & Eagle Soft s/w. Refers out most Endo, all Perio, all O.S., all Ortho & all Implant Placement. Seller works (3) days/wk with (2) associates each (2) days/wk. (6+) Hygiene days/wk. Seller is retiring, but is willing to stay on p.t. **[NEW]**

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.

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 #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 willing to help transition. **[PENDING]**

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]**

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, Dentrax 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]**

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.**

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- Pre-Sale Planning

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. **[SOLD]**

SAN DIEGO COUNTY

CHULA VISTA - For sale or lease. 1,777 sq ft fully built out dental office condo. \$250k worth of tenant improvements. Located in the Otay Lakes/Eastlake area of Chula Vista, in a premier class "A" Medical/Dental/Office building. (1) mile from Hwy 125 - So Bay Expressway. Proximate to I - 805 & Hwy 54. Walking distance to retail and restaurants. Owner motivated. **[NEW]**

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. **[PENDING]**

VENTURA COUNTY

NEWBURY PARK/T.O. - (4) ops/(2) equipped. Computerized Turnkey Office (no Charts). Located in a Professional Office Condo. Purchase or rent the condo. Easy fwy access. Prof. designed. Newer P&C eqt, Dentrax, digital, & set up to be paperless. Priced to Sell! **[NEW]**

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

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LEGAL TIP: Can your attorney explain the psychological dimensions of your transition? Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

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Orthodontist Needed 2-4 times per month, Turlock, Ca. \$600 a day for 50%, email resume to drvarani@yahoo.com for call (209)667-8874.

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Posted September 12, 2017

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Seller retiring from 21 year Sonoma County Perio practice with trained, seasoned staff. 2,122 sq. ft. ground floor office with 2 entrances. 6 fully equipped ops. Majority of equipment purchased in 2002. 4 doctor-days & 3 hygiene days per week. Average gross receipts \$1M+. Asking \$677K. Contact Carroll & Company (650) 362-7004. BRE 00777682.

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PRACTICES FOR SALE—December, 2017

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

LA MESA-- 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) **GENERAL** Practice with 3 Ops in approx. 1000 sq.ft., situated in Prof Bldg along Busy street. FFS & PPO with 18 yrs of Goodwill. **VERY MOTIVATED SELLER!**

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SONOMA COUNTY: 2016 GR \$680K, 3 days/week. 3 Ops, 960 sq. ft., Condo for sale or lease. Pano X-ray, Intra-Oral, Soft Tissue Laser, Datacon PMS. HSPPT- Gina Miller 707-391-7048-#CA463

Associate Dentist Needed 1-2 days per week, \$600 a day or 25% DOE, Turlock, Ca. email resume to drvarani@yahoo.com or call (209)667-8874.

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Dental Practice for Sale Los Angeles County, CA

Baldwin Park - SOLD!

- Retail Shopping Center, 18 Ops
- EQ & Leasehold, ~4,369 sq.ft.

Beverly Hills - Modern Office

- Gross ~\$855K in 2016
- 3 Ops + 1 Plumbed, ~1000 sf

Beverly Hills - 4 Operator

- Collecting ~\$500K.
- Prof Bldg highly desirable area.

Corona - New Listing! Dental Practice & Real Estate for Sale!

- Highly visible Freestanding Bldg. Main Shopping Center
- 4 Ops. Approx. 1,700 sq.ft.

El Monte - New Listing!

- Gross ~\$1 Mil in 2016. 5 Ops
- Corner of busy intersections.

Glendale - Gross ~\$559K.

- 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

Lawndale - Busy street!

- Equipment & Leasehold
- Strip Mall, Facing Main Street
- 5 Belmont Chairs, ~2,240 sf

Los Angeles - New Listing!

- Highly visible Medical Bldg.
- Gross ~\$150K on 2 days/wk.
- High Capitations. Low Rent.
- 4 Eq. Ops + 1 add'l plumbed.

Los Angeles - Gross ~\$415K.

- Busy street. Heavy foot traffic.
- 21 yrs. Goodwill. ~1420 sq.ft.
- Mixed Patient Base. 5 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 - Shopping Center

- Gross ~\$440K in 2016.
- Corner Bldg 25+ yrs goodwill.
- 7 Ops +1 plumbed, ~2,450 sq.ft.

Van Nuys - Shopping Center

- Starter Practice on main street.
- 3 Eq. Ops., Approx. 1,100 sq.ft

Dental Practice for Sale Orange County, CA

Anahelm - SOLD!

Large Pediatric Ortho Practice for Sale.

Brea - Gross ~\$350K

- Cash/PPO, ~2,400 sq.ft.
- 3 Eq. Ops + 2 Add'l Plumbed

Fountain Valley - SOLD!

- Busy intersections, major anchor.
- 5 Ops, Approx. 1,625 sq.ft.

Garden Grove - Busy 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 San Bernardino 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

Fremont - Real Estate & Dental Practice for Sale!

- Main Shopping Center
- New Office, Built in 2012
- 5 Ops. Approx. 2,000 sq.ft.

Pittsburg - Gross ~\$441K

- Mostly PPO/FFS. Paperless.
- Nearby large shopping center
- 4 Ops. Approx. 1,500 sq.ft.

San Jose - New Listing!

- GP recently updated, newer Equipments & remodeling.
- Mixed income. ~1,500 sq.ft.
- 2 Eq. Ops + 1 add'l plumbed.

San Jose - Real Estate & Starter Practice for Sale!

- Constructed in 2014.
- Modern. Retail Center.
- 6 Eq. Ops, ~2,500 sq.ft.

Sunnyvale - New Listing!

- Cash/PPO Only!
- 4 Eq. Ops, ~1,250sq.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

Crestline - Real Estate & Starter Practice for Sale!

- Corner Real Estate with its own parking lot. 4 Ops.
- Mostly Cash/PPO/Ins.
- No HMO. No Denti-Cal.

Fontana - Gross ~\$310K

- Retail shopping center.
- 3 Ops + 1 add'l, ~1250 sq.ft.

Ontario - Seller Retiring!

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

Rancho Cucamonga - New Listing!

- Absentee Owner. Cash/PPO!
- Gross ~\$273K on 2 days/wk.
- 6 Ops + 1 plumbed, ~1838 sf

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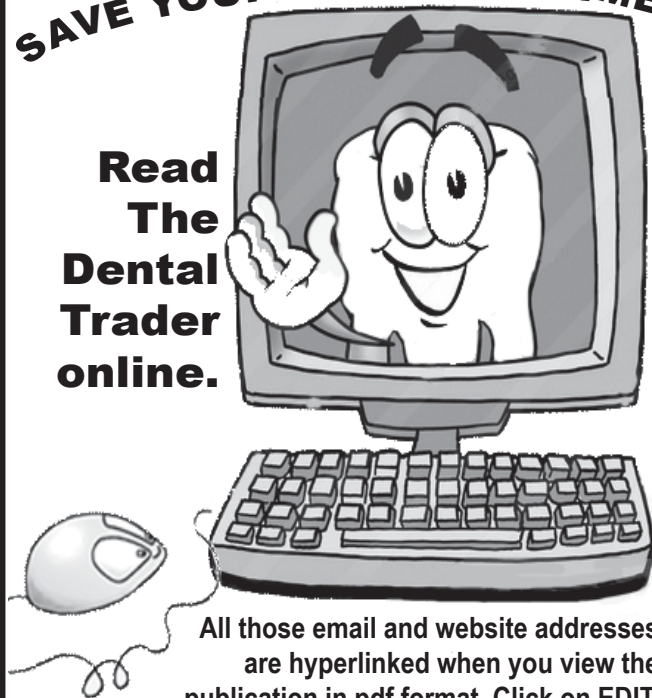
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Inland Empire - Hemet: Price just reduced! Professional office with 10 ops (7 fully equipped) located in a strip mall with great visibility. Seller collected over a million dollars in 2016, and this mostly cash practice averages 30 new patients per month. Listed for \$580,000. Call Linda at (619) 933-6225

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Tulare County High Net Practice: Leave the big city behind - but not the profit! 6 ops (5 fully equipped) in 2,559 sq. ft., with a private office and staff lounge. Includes digital pano and CEREC. Population in the area is increasing. 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. 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. Well-established business with tenured staff in the second-largest city in Stanislaus County. 6 ops, averaging 50 new patients each month, and collecting approx. \$350,000. Call José at (925) 382-9525.

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.

Central California: Practice just minutes from the beach, halfway between Los Angeles and San Francisco! This established practice offers room to grow with 6 ops in 2,100 sq. ft. Great views from the ops! Office wired for Pano. Call Brian today at (805) 714-2115.

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Timothy Giroux
DDS/Broker

ASK THE BROKER

DELTA DENTAL SETTLED!

Or is it?

In May, the CDA announced that they had settled their 3.5 year legal action with Delta Dental. The details of this settlement can be found on cda.org/delta and was expected to be finalized this month. Delta is being forced to pay over \$34 million dollars to providers that were underpaid by Delta. They are being forced to provide a 120 day notice of fee changes, as compared to the normal 45 day notification period. They are being forced to provide all Premier Providers an individualized analysis of the financial impact to their practice from a changed fee schedule based on the previous year's 12 month history. While this is a GIGANTIC win for the CDA, there are a few issues that all dentists need to understand.

1) Delta has been reducing the portion of their "Premier" business for several years. It probably accounts for only about 4% of their total business at this time. I would anticipate that they will give the required 120 day notice of a change in fee schedule to the Premier plan shortly after the settlement is finalized. The question will be how much the fees will be reduced. Will they simply reduce the Premier plan fees to match the DPO plan fees, which would amount to a 25% - 30% reduction? (This is what Delta did already in several states)

2) Delta is now paying more attention to the provider portion, not the business owner part of the insurance claim form. This means that if you hire an associate to work in your practice, they will send the check to the patient until your associate becomes credentialed. If you are a Premier only provider, not only will the patient get the check, it will be for the reduced fee.

Think about that! If you miss work for an illness and hire a part time dentist to fill in, the checks will not come to you! If you hire an associate and fill out the provider forms correctly, you will have patients in your practice, perhaps in the same family, that will have different fee schedules. I believe the traditional "fee for service" provider will soon have to be an "out of network" provider when it comes to Delta. Unfortunately California is one of 26 states that have not passed legislation to force the insurance company to pay the provider direct. I wished that this was addressed in the aforementioned CDA action. I believe that the next ADA/CDA marketing campaign should be to educate patients that they can remain with traditional "fee for service" providers who will now have to go "out of network". The patients should be able to dictate to the insurance company that their benefits should be applied to their treatment, whatever the fee schedule, with the doctor of THEIR choosing! This aspect is the actual MOST important issue that needs to be addressed.

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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 **SOLD** fully 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. **SOLD** Endodontic Surgery and implants referred 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

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, Sofident 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. Dexis digital x-rays in all ops. 2016 Gross Revenue of \$334,600 on 3 day week, has \$300,000 already in 9 months of 2017. Great satellite practice or build into full time practice. This is a nice practice with low rent in an area of little competition. This has always been a three day/wk. practice by semi-retired owner. Owner is ready to retire and has significantly reduced the asking price. Contact me today for details. #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 Orthoprix 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, Zoom system, and Eaglesoft software. 2016 GR of \$931K with low overhead on three day work week. Must see to appreciate. Owner relocating. #CA406- Thomas Wagner - 916-812-3255

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

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

GREATER SACRAMENTO - **NEW LISTING** - Approximately 2,000 sq. ft. leased office with 6 operatories in great location. Practice is equipped with Intra-oral camera, Digital X-rays, Laser, CEREC, and Eaglesoft software. 2016 Gross Receipts of \$934,829. Established for over 20 years. Owner retiring. #CA455- Thomas Wagner - 916-812-3255

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

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

SACRAMENTO - 1,567 sq. ft. office with 4 equipped operatories, 1 additional plumbed, established for 25+ years. 2016 Gross Receipts **SOLD** \$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 **SOLD** 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

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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 \$1.2M with Adjusted Net of \$480,000. 5 days of Hygiene, Dextrix/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. Dextrix 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

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

SONOMA COUNTY - NEW LISTING - This Sonoma County Multi- Specialist practice is known as the "IMPLANT" Center. Established for 16 years with 2016 Gross receipts above \$1.6M on a 3.5 day work week. The seller owns both the stand-alone Condo and Practice located in a highly desirable professional complex. Since 2008, Periodontist owner has been operating and marketing as a group practice bringing in general dentist to support the center's full-mouth restorative business model, one-stop shop. The group practice is turn-key with 6 fully equipped operatories including the latest technologies; LANAP, Digital Pano, Dexis and Dextrix w/12 workstations. Seller is offering a STRONG TRANSITION PLAN selling both the practice and 2,000 sq. ft. Condo. Doctor is retiring. #CA463- Gina Miller 707-391-7048

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 **SOLD** equipment and ongoing remodeling has kept this beauty sparkling! 2016 Revenue of \$1,315,000 with average adjusted net of 45%. The office utilizes "Dextrix" 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

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

VALLEJO - NEW LISTING - Great Family Practice near the Fairgrounds and Amusement Park is waiting for a buyer that can take it to new heights. 4 fully furnished treatment rooms in 1650 sq. ft. with below market rent, Digital X-Ray, Digital Pan and 7 computer workstations. 2016 Gross Revenue of \$567,000 with 40% adjusted net income. Eaglesoft PMS with Paperless Patient Charts. Average age of Equipment is 4 years. 3 ½ days of Hygiene and booked out 6 months in advance. Act fast, this will not last long! #CA469- Jim Engel 925-330-2207

WALNUT CREEK - NEW LISTING - This wonderful neighborhood practice has flourished since 1948, 34 years under present ownership. 4 treatment rooms in approx. 1260 square feet with EZ Dental Software, 8 computer workstations and Dexis Digital Sensor. Average age of the equipment is 10 years with some items newer. 2016 revenue of \$633,000 on a four day workweek with an adjusted net profit of 45%. Floor to Ceiling windows overlook a creek and trees and makes the interior look and feel like the outdoors. Sellers are retiring and will help buyer with a very smooth transition and a very fair long term lease. #CA473- Jim Engel 925-330-2207

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, Dentrux 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, Dentrux 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

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 - 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

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

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, Dentrux, 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

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 Dentrux 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

MANHATTAN BEACH - NEW LISTING - Facility Only Sale - This 4 Operator office has a modern design in a great Manhattan Beach location near retail and residential. Includes computers, furnished Ops, Lab equipment, Zoom Bleaching light, curing lights, 2 X-ray heads. Move-in ready, just bring your patients! #CA467- Thanh Tran - 949-533-8308

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

NEWPORT BEACH - 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, Dentrux Software, Digital X-rays with sensors, High-End Equipment <10 years old, and a modern design. Seller is moving out of the area. #CA420- Thanh Tran - 949-533-8308

ORANGE COUNTY - NEW LISTING - Endodontic Practice in a highly desirable city with 3 Ops, 2 Equipped, Cone Beam CT, Microscope, Digital X-rays, and a paperless TDO system. 28 years of goodwill with a very strong referral base. 2016 GR of \$603K and 309K Adj. Net. #CA466- Kerri McCullough - 949-300-0312

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

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

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. Dentrux, Digital X-rays, Paperless, and 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 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. PracticeWorks, 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. Dentrux and Intra-oral camera. 2016 GR of \$253K. Seller is retiring. #CA421- Kerri McCullough - 949-300-0312

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RIVERSIDE COUNTY - NEW LISTING - This General Dentistry Practice with 4 Ops is turn-key with a beautiful design. In a single story professional building that houses the practice and one other suite with signage. Practice utilizes Dentrrix, Digital X-rays, and is paperless. 2016 GR of \$688K with \$223K Adj. Net. #CA471- 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 1500 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 - 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 AREA - NEW LISTING - General Dentistry practice in a great South Bay location with 5 Ops, SoftDent, Digital X-rays, and Pano. Practice has a strong Hygiene program with 4½ days of Hygiene per week and a long-term staff. 2016 GR of \$909K. #CA472- Kerri McCullough - 949-300-0312

SOUTH PASADENA AREA - 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 - This General Dentistry practice is located in a retail center with 3 Equipped Ops, and 1 add'l plumbed for expansion. 14+ years of Goodwill, Dentrrix, PPO practice, no HMO, and most specialty procedures are referred out. 2016 GR of \$281K with room to grow. #CA474- Kerri McCullough - 949-300-0312

TEMECULA - 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 - 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 - 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 - 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 - 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 - NEW LISTING - General Dentistry Practice in a retail center on a busy corner. 6 Ops, Digital X-rays, and Dentrrix in a 2,400 sq. ft. suite. Retiring doctor has 17 years of Goodwill and also does Ortho, Cosmetic Dentistry, and Implants as well as bread and butter dental procedures. 2016 GR of \$1.3M+ with 6 days of hyg./wk. #CA468- Russell Okihara - 619-694-7077

NORTH COUNTY SAN DIEGO - 5 Op General Practice, PPO/FFS, Specialties 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

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

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

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

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.*



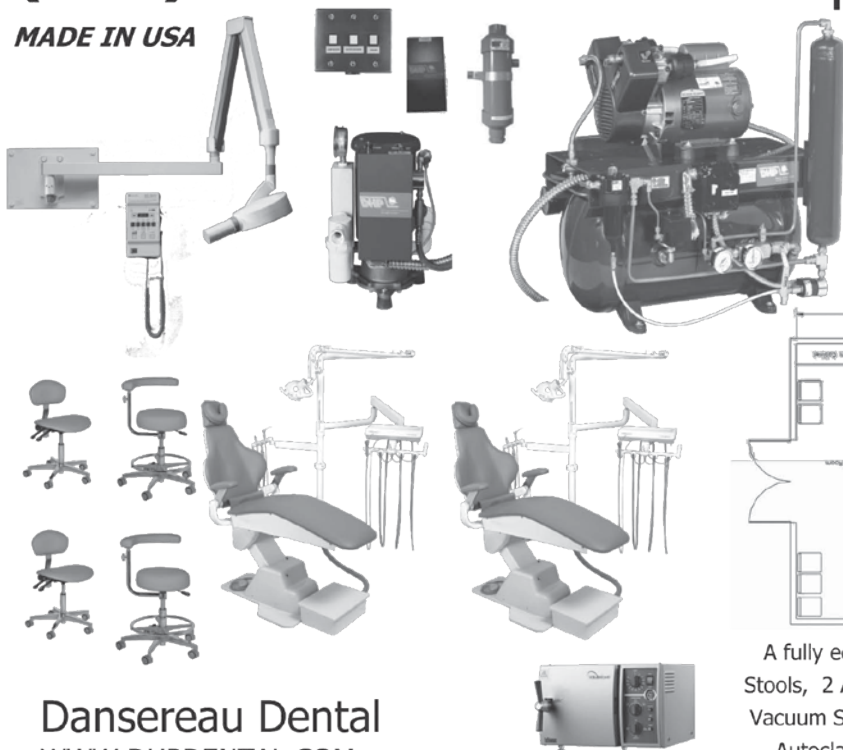
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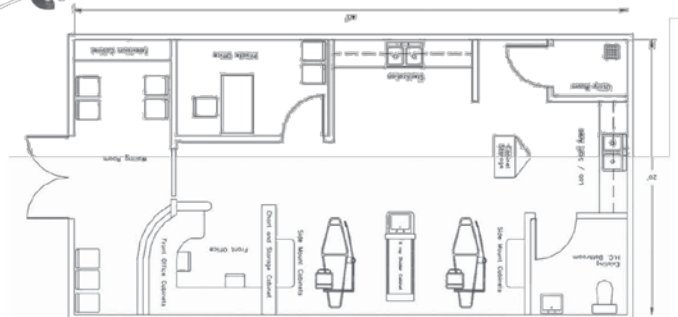
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VALLEJO 4 Ops, 1650 sq. ft., Digital X-Ray, Digital Pan. 2016 GR \$567,000, 40% Adj. Net. Eaglesoft PMS. 3½ days/week. HSPPT- Jim Engel 925-330-2207-#CA469

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"I called several attorneys to represent me and no one was more polite and professional than Cecilia Chen. It gives you peace of mind to be able to contact your attorney after hours or on weekends as your deal is progressing. I highly recommend Cecilia for any practice purchase or sale. Ms. Chen was able to negotiate certain terms of the purchase agreement that would of otherwise been detrimental to my transition."

— M. Shah DDS

"Cecilia is 100% devoted to her clients. On a personal level, she is very friendly, approachable, and an excellent listener. With business matters, she is professional, serious, and committed to defending the best interest of her client."

- Dawnelle Park, DDS

"Cecilia Chen helped me with the recent sale of my practice. She made the entire process clear and easy. She is always available, well informed and offers great service at a reasonable fee. She was a great help throughout the negotiations and I would highly recommend her to anyone wishing to buy or sell their practice."

- Alex Sabet, DDS



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AVVO® REVIEW #102: "For dental practice concerns Mr. Olson knows the business inside and out." Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

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Established North of San Francisco Bay Periodontic practice with loyal referral sources in 1,564 square foot office with 5 fully-equipped operatories conveniently located close to Petaluma Valley Hospital. Average Gross Receipts \$480K. Seller is offering the condominiumized office for sale or lease to the buyer of the practice. Asking price for practice \$284K. Contact Carroll & Company (650) 362-7004 or www.carroll.company. BRE #00777682.

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BAY AREA

AC-566 SAN FRANCISCO: Spectacular views of Washington Square. 3 ops +2 add'l, 1400sf **\$170k**

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

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-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**

AN-752 SAN FRANCISCO Facility: 3 months Free Rent! Opportunities like this one are few and far between! 1007sf w/ 4ops. **\$125k**

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**

BC-741 DANVILLE (FACILITY): Move in Ready facility to build the practice of your dreams! ~ 1600sf w/ 3 fully equipped ops **\$195k**

BC-758 PLEASANT HILL (FACILITY): Gorgeous décor & remarkable location! 768 sf w/ 2 ops **\$50k**

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 **\$229k**

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

BG-734 ANTIOCH: The perfect place to work, live and play! Located in desirable professional neighborhood. 1,323 sf w/ 4 ops. **\$315k**

BG-765 FREMONT: This quality practice is the true definition of a "Family Practice". 1000sf w/ 2 ops. **\$295k**

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

BAY AREA CONTINUED

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

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

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

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

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-767 CUPERTINO: "Dream Practice" near Apple Headquarters! Real Estate also available. 3 ops 1284 sf **\$438k**

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**

DN-771 SOQUEL Facility: The perfect place to sink down roots, raise a family & build an empire! 1100sf w/2 ops + 1 add'l. **\$50k**

NORTHERN CALIFORNIA

EC-729 GREATER SACRAMENTO AREA: Seller retiring! FFS **Practice and Real Estate Available!**

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

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**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

NORTHERN CALIFORNIA CONTINUED

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-702 SACRAMENTO: Long-established practice w/ emphasis on preventative dentistry! 1600sf w 4 ops + 1 add'l. **\$450k**

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

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**

EN-749 LINCOLN: Come sink your roots down and enjoy a fantastic lifestyle which can't be beat! 1877sf w/4 ops + 1 add'l. **\$320k**

EN-755 FOLSOM: A perfect location, envied by all! Enjoy an amazing quality lifestyle in this thriving city. 1200sf w/ 4 ops. **\$175k**

EN-768 WEST SACRAMENTO: family-oriented practice, equipped with updated technology! 1612sf w/4 ops. **\$275k**

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**

FN-754 SOUTHERN HUMBOLDT: If you love the lure of sea air, a relaxed lifestyle & charm of coastal living, then look no further! 1500sf w/ 3 ops + 1 add'l. **\$195k**

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! **\$450k**

GN-656 NO. TEHAMA CO: Great Location! Ideal place to work, live & raise a family! 2468sf w/ 5 ops Now Only **\$225k**

GN-667 OROVILLE: Great place to work & play! Constant growth attracting an influx of residents! 1000sf w/ 3 ops **\$195k**

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**

GN-746 YUBA CITY: State-of-the-Art Equipped! Includes the latest technology in CBCT Imaging. Real Estate also available! 1600sf w/ 3 ops +1 add'l. **Practice \$480k/ Real Estate TBD.**

HG-732 GRASS VALLEY: Seller retiring. Well established practice. 1250sf w/ 3 ops. Real Estate also available. **\$215k**

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

NORTHERN CALIFORNIA CONTINUED

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

HN-740 SHASTA CO: Warm, caring atmosphere that is magnified by the exceptional, long-term staff. 2400+sf w/ 5 ops + 1 add'l **\$475k**

CENTRAL VALLEY

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

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

IN-761 MODESTO: Practice philosophy: "Patient First Care" quality care in a warm, comfortable, and yet professional environment. 5,395 SF W/ 12 + 1 add'l. **\$150k**

JG-753 VISALIA: Pedito/GP Practice AND Real Estate Available! Stellar reputation, 30 pts w/ 15 hyg pts daily! Spacious 2600 sf office! **Call for Details!**

JG-778 FRESNO: What a steal. Consistent collections over \$600k with cash flow over \$300k!! 1452 sf w/ 4 ops **\$328k**

SOUTHERN CALIFORNIA

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

SPECIALTY PRACTICES

AC-748 SAN FRANCISCO Perio: Practice in this prestigious building in desirable central location. 3 ops, 980sf **\$800k**

AC-759 SAN FRANCISCO Endo: Union Square. 1190 sf w/3 ops (plumbed for 1 add'l) **\$495k**

IC-543 CENTRAL VALLEY Ortho: 1650sf w/ 5 chairs in open bay & plumbed for 2 add'l. Strong referrals and PT base **\$125k**

HG-763 GRASS VALLEY Ortho: Avg 30+ pts per day. Newer retail Shopping Center **\$210k**

JG-757 VISALIA Perio: Keep implants in house and imagine the growth possibilities! 9 hygiene days per week! Rare Gem! 2,000 sf w/ 5 ops **\$395k**

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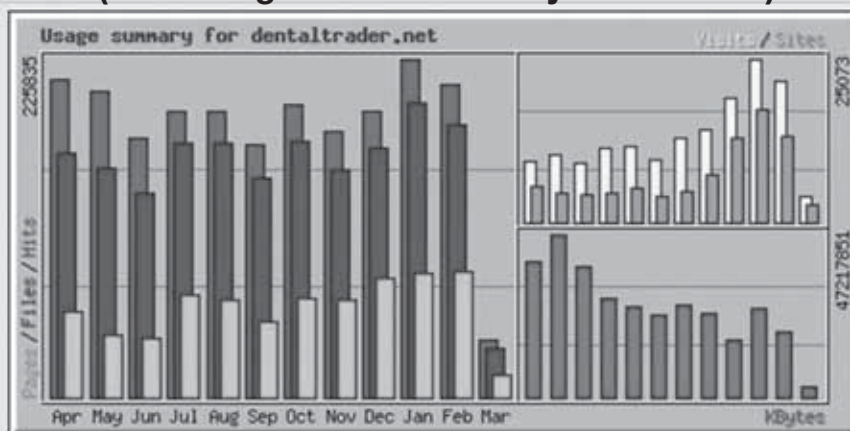
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DDS Rank Doubled Our Website Traffic

“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 the 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!

(Server log statistics in early March 2017)



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

After 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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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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Tradition F/O p/b, (re-cond).....\$350
Titan S Scaler (re-cond) with tip.....\$299
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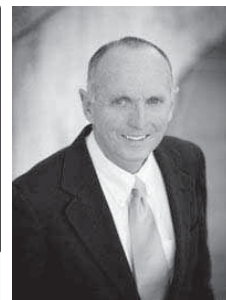
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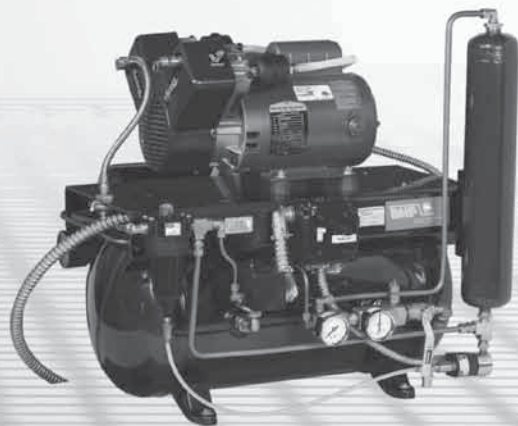


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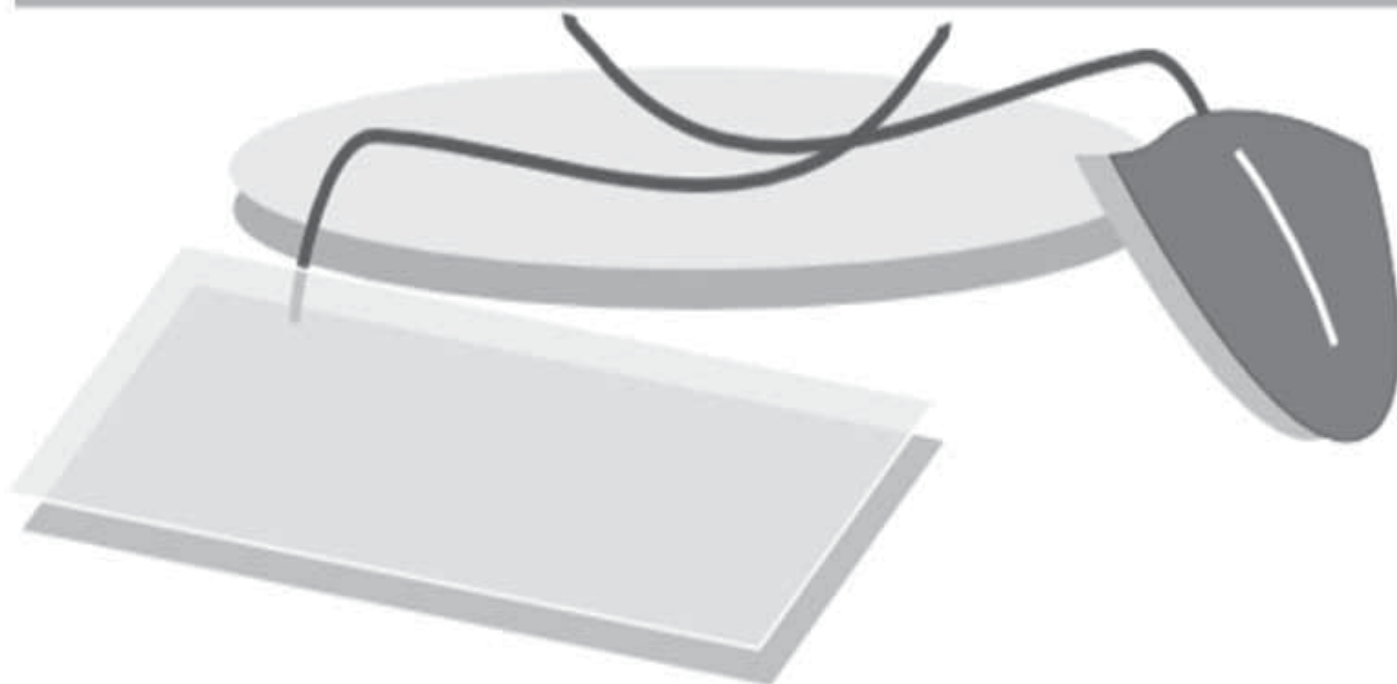
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