

# THE Dental Trader

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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. **PENDING**

**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.

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

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

**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**

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- Pre-Sale Planning

**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**

**SABRE SPRINGS/POWAY** - Beautifully appointed (3) op comput. G.P. in a strip ctr. w exposure. (2) Ops eqt'd/3rd plumbed. Digital & paperless. 2016 Gross Collect. \$232K p.t. w no advert. Referring all specialty work. (15) new pts/mos. Cash/Ins/PPO/HMO. Centrally located. Doctor retiring. Fantastic opp. in one of S.D.'s premiere communities. Won't last! **NEW**

### 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, Dentrrix, 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. **SOLD**

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**East Bay Area:** Price recently reduced! 3 ops with room for expansion up to 7. Lightly-worked practice with great upside potential. [UALA171] [IntegrityPracticeSales.com](http://IntegrityPracticeSales.com), Broker Bill Kimball, DDS, BRE #01911548.(855) 337-4337.

**EASTERN CONTRA COSTA:** 3 Ops, 1,300 sq. ft., Intraoral Camera, Laser, Dexis Digital x-ray, SoftDent PMS. HSPPT- Jim Engel 925-330-2207-#CA454

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**Associate Santa Maria** Hi-tech digital well established office in beautiful Central Coast. EMail resume to: [dro123@aol.com](mailto:dro123@aol.com)

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**CARSON - MAJOR PRICE REDUCTION!** (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. \$2K+/mos Cap. Cks. 2016 Collect. \$244K & growing. Seller moving. D&M Practice Sales 818.591.1401

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**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.

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### Dental Practice for Sale Los Angeles County, CA

**Beverly Hills - Modern Office**  
 ▪ Gross ~\$855K in 2016  
 ▪ Mix General & Specialty Practice  
 ▪ Mostly Cash/PPO. Some Cap.  
 ▪ 3 Ops + 1 Plumbed, ~1000 sf

### Corona - Real Estate & Dental Practice for Sale!

▪ Highly visible Freestanding Bldg  
 ▪ GP Gross ~\$418K in 2016  
 ▪ 4 Ops. Approx. 1,700 sq.ft.

**El Monte - Gross ~\$1 Mil**  
 ▪ Corner of busy intersections.  
 ▪ Mostly patients referrals  
 ▪ Approx. 60 new patients/mo.  
 ▪ 5 Ops. ~1,800 sf. Mix income.

**Glendale - Gross ~\$559K.**  
 ▪ Seller Retiring. GP with Ortho.  
 ▪ Busy high traffic location.  
 ▪ 4 Eq. Ops, ~1,000 sq.ft.

**Hawaiian Gardens - New Listing!**  
 ▪ GP located on busy intersections  
 ▪ Lots of goodwill. Shopping Ctr.  
 ▪ Affordable Rent. ~1,200 sq.ft.  
 ▪ 4 Eq. Ops + 1 add'l plumbed.

**Lancaster - Shopping Center**  
 ▪ Gross ~\$225K on 3 days/wk  
 ▪ PPO/Cash, ~1,300 sq ft  
 ▪ 2 Eq. Ops + 1 Add'l Plumbed

**La Puente - Affordable Rent!**  
 ▪ Dental Office for Lease  
 ▪ 4 plumbed ops, ~1400 sq.ft.

**Lawndale - Busy street!**  
 ▪ Equipment & Leasehold  
 ▪ Strip Mall, Facing Main Street  
 ▪ 5 Belmont Chairs, ~2,240 sf

**Long Beach - Gross ~\$156K**  
 ▪ Shopping Center. ~1,350 sq.ft.  
 ▪ 2 Eq. Ops + 2 Add'l Plumbed

**Los Angeles - High Capitulations**  
 ▪ Highly visible Medical Bldg.  
 ▪ Gross ~\$150K on 2 days/wk.  
 ▪ Low Rent. 4 Ops + 1 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, 4 Ops  
 ▪ Reasonable rent. ~1,300 sf

**Pico Rivera - 25+ yrs of Goodwill**  
 ▪ Gross ~\$440K. Shopping Ctr.  
 ▪ 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

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

**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 - Retail Shopping Ctr**  
 ▪ Cash/PPO! Busv intersections  
 ▪ 4 Eq. Ops, Approx. 1,750 sq.ft.

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

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

**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 Bernardino County, CA

**Crestline - Real Estate &  
 Starter Practice for Sale!**  
 ▪ Corner Real Estate with its  
 ▪ own parking lot. 4 Ops.  
 ▪ No HMO. No Denti-Cal.

**Fontana - Gross ~\$310K**  
 ▪ Retail shopping center.  
 ▪ 3 Ops + 1 add'l, ~1250 sq.ft.

**Rancho Cucamonga - Cash/PPO!**  
 ▪ Absentee Owner. Gross ~\$273K  
 ▪ 6 Ops + 1 plumbed, ~1838 sf

**Rancho Cucamonga - Starter Office**  
 ▪ Lots of Goodwill. Retail Center.  
 ▪ 5 Ops, Approx. ~2,100 sq.ft.

**Rialto - Large Retail Center!**  
 ▪ 8 Ops, ~3,500 sq.ft.

### Dental Practice for Sale Ventura County, CA

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

### Dental Practice for Sale Northern California

**Berkeley - New Listing!**  
 ▪ GP located in commercial  
 ▪ area on main street.  
 ▪ Cash/PPO! Approx. 1,040 sf  
 ▪ Approx. 15 patients/mo.  
 ▪ 3 Eq. Ops + 1 add'l plumbed.

**Fairfield - New Listing!**  
 ▪ GP collects ~\$500K. Cash/PPO!  
 ▪ Refers out some 3<sup>rd</sup> molar  
 ▪ & some difficult Endo cases.  
 ▪ 3 Eq. Ops. +1 add'l plumbed.

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

**Newark - New Listing!**  
 ▪ Starter Office in retail center.  
 ▪ 7 Eq. Ops, ~2,500 sq.ft.  
 ▪ Affordable Rent!

**Pittsburg - Gross ~\$441K**  
 ▪ Mostly PPO/FFS. Paperless.  
 ▪ Nearby large shopping center  
 ▪ 4 Ops. Approx. 1,500 sq.ft.

**San Leandro - New Listing!**  
 ▪ Starter General Practice  
 ▪ Cash/PPO! 5 Ops, 1,550 sf.

**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 - SOLD!**  
 ▪ Cash/PPO! 4 Ops, ~1,250 sf

**Turlock - Shopping Center**  
 ▪ Gross ~\$215K on 5 days/mo  
 ▪ Cash/PPO! Off Highway 99.  
 ▪ Refers out endo & oral surgeries.

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

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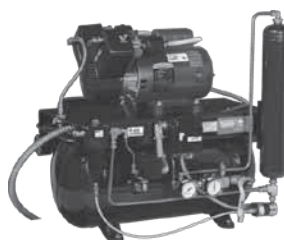
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**East Lake Chula Vista | \$245,000 | 5 ops** | Beautiful office with spa-like amenities and room to grow in a spacious new building. Over 25 years of goodwill. Condo available for \$609,688.

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**Toluca Lake | \$850,000 | 7 ops | 2,000 sqft** | Well-established family practice.

**Canoga Park | \$250,000 | 2 ops | 900 sqft** | Lovely small practice with doctor currently working two days per week. Street front building at the corner of a busy intersection.

**Los Angeles Coastal | \$715,000 | 3 ops | 1,100 sqft** | 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.

**Rancho Santa Margarita | \$1,300,000 | 8 ops** | This beautiful office has it all! Revenue has exceeded \$1.4 million for the last three years. The perfectly laid out ground floor office is over 3,000 sq. ft. and features the latest technology. Located in a very nice professional building in upscale Orange County.

**Newport Beach | \$250,000 | 4 ops | 1,800 sqft** | Beautiful location overlooking the marina!

**Costa Mesa | \$650,000 | 4 ops | 1,350 sqft** | This practice is situated in an incredible first floor, recently updated retail location near shopping, good restaurants, and a busy intersection.

**North Hollywood | \$340,000 | 4 ops | 1,000 sqft** | Sunny and open office in North Hollywood.

**Camarillo | \$300,000 | 5 ops | 1,800 sqft** | Beautiful practice near vibrant shopping center in Camarillo. Central to the freeway.

**Newbury Park | \$250,000 | 5 ops | 1,954 sqft** | Beautiful turn-key plus practice! This listing includes a very small practice. Walk into a gorgeous office with a jump start on building your patient base!

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**Central Coast | \$699,000 | 4 ops** | This incredible practice is situated in a great location that offers a very high quality of life on California's beautiful central coast.

**Central Coast | \$400,000 | 3 ops** | Bustling shopping center location! Room to grow within the currently relaxed-pace, 3+ day/week schedule. Features CEREC, 3D conebeam, and digital x-ray.

**San Luis Obispo Perio | \$640,000 | 4 ops** | Enjoy a fantastic perio practice in an incredible location!

**Central Coast | \$950,000 | 3 ops** | Very special practice! The office is in a beautiful stand-alone building that features a stunning interior with 3 ops, a business office, and a staff lounge.

**South San Luis Obispo County | \$725,000 | 6 ops** | Located in Central California, halfway between Los Angeles and San Francisco, and only minutes from the beach!

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**Kings County | \$800,000 | 4 ops** | This growing practice is in a prime location in a rapidly developing community.

**Fresno | \$580,000 | 6 ops** | Well-established, solid general dental practice in a high-visibility professional building. Recently renovated and close to a premier Fresno shopping center.

**Union City | \$450,000 | 3 ops** | Lots of room for expansion in this lightly-worked, Bay Area practice! Dr. can enjoy a private office in a prime location with views and foot traffic. Real estate available!

**Natomas, Sacramento | \$449,000 | 4 ops** | This tremendous practice is located in a high-traffic Natomas location. Clean and modern office, includes digital sensors.

**Placer County Partnership Opportunity | \$650,000 | 8 ops** | Fantastic opportunity to join a large, well-established practice! This is a low-risk way to earn a good income!

**Tulare County | \$995,000 | 6 ops** | Leave the big city behind – but not the \$\$ profit! Estimated buyer's net after loan payments is \$505,690. Real estate also available for sale.

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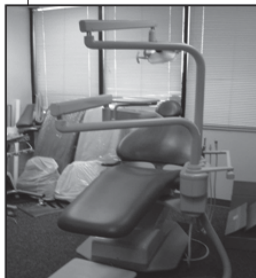
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*"I cannot more highly recommend Attorney Cecilia Chen to my fellow colleagues. She combines great legal skills and passion for her job. She worked beyond my wildest expectations frequently after hours, to secure the best deal possible for both buying my Dental practice and lease negotiations."*

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*"I attended a lecture given by Cecilia at the San Diego County Dental Society and was impressed by her at the time. Once I found a location to open my practice she was one of the first calls I made. She was very responsive and helpful during the leasing process and all work done was timely and professional. Before signing the final lease I asked Cecilia to quickly review a couple documents that had been added at the last minute. She took time out of her vacation to make sure everything went smoothly. I will be sure to use her in the future and I would recommend her to my friends."*

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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 **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, Endo, Oral Surgery and implants referred out 3 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, Intraoral 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, Sofdent 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 Orthralix 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. Intraoral 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, Orthophos XG 3D Digital X-ray, CEREC, Picasso Laser, and Dentrux software. 2016 collections: \$1.8M. Desirable location. Owner relocating/retiring. #CA414- Thomas Wagner - 916-812-3255

**GREATER SACRAMENTO** - 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** - 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

**OAKLAND** - General Dentistry - Beautiful Office and great City Center location! 12 treatment rooms in 5,000 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

**SACRAMENTO** - 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

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**SACRAMENTO** - Very nice, updated 3 Op office with Eaglesoft software. Located in single story bldg. on mid-central **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 Operatives, 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 Operatives. 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 **SOLD** the 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 **SOLD** Medical 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 **SOLD** story 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** - 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. #CA470- 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. **SOLD** 5 fully equipped treatment rooms with updated equipment and ongoing remodeling has kept this beauty sparkling! 2016 Revenue of \$1,315,000 with average adjusted net of 45%. The office utilizes "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 Operatives, equipped with intra-oral camera, Gendex Digital X-Ray, and Dextrix software. 2016 GR of \$807,000 on 3 1/2 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 1/2 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** - Office is located in the North Fresno Area on a main thoroughfare. Collections for the last 3 years have averaged \$1,505,000 with an adjusted taxable income of \$900,000 plus each year. 4 days of hygiene. Owner is retiring. Priced for an expedient sale. Delta PPO but no HMO'S. #CA445- Dennis Hoover - 209-605-9039

**MODESTO - 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, Dextrix 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 - NEW LISTING - ENDODONTIC PRACTICE AND BUILDING:** Beautiful 6 op free standing office building on a main thoroughfare. Microscopes, CBCT and Endovision software. 2016 receipts \$1,249,642. 32% overhead. Space available for additional treatment rooms. Owner will stay for transition. #CA475- Dennis Hoover - 209-605-9039

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**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, Dentrax 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. **SOLD** #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, EagleSoft and Digital X-rays. 2016 GR of \$290K with \$143K Adj. Net on 3 days per week plus one Saturday per month. **SOLD** #CA348- Kerri McCullough - 949-300-0312

**CENTRAL ORANGE COUNTY** - 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. **SOLD** #CA442- Thinh Tran - 949-533-8308

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

**LANCASTER** - 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. **SOLD** #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- Thinh Tran - 949-533-8308

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

**NEWPORT BEACH** - *NEW LISTING* - General Dentistry Practice with 44 years of Goodwill is now available in Newport Beach. This practice has 6 Ops, Dentrax, Digital X-rays, and 4 days of Hygiene. Most specialty procedures are referred out to local specialists, so there is room to grow the practice. 2016 GR \$580K with \$249K Adj. Net. #CA478- Kerri McCullough - 949-300-0312

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

**NEWPORT BEACH** - *Facility Only* - This Newport Beach Facility features 4 Ops, 3 Equipped, Dentrax Software, Digital X-rays with sensors, High-End Equipment <10 years old, and a modern design. Seller is moving out of the area. **SOLD** #CA420- Thinh 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** - 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, Microscope, 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. **SOLD** #CA412- Kerri McCullough - 949-300-0312

**OXNARD** - General Dentistry Practice with 4 Ops, Est. for 30+ years in a professional building. Dentrax, 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. **SOLD** #CA387- Thinh Tran - 949-533-8308

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

**PALM 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. EagleSoft, Digital, in a single-story building. 2016 GR \$438K. **SOLD** #CA422- Kerri McCullough - 949-300-0312

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

**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 Dentrax, Digital X-rays, and is paperless. 2016 GR of \$688K with \$223K Adj. Net. #CA471- Kerri McCullough - 949-300-0312

**SAN PEDRO** - 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. **SOLD** #CA449- Kerri McCullough - 949-300-0312

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**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 **SOLD** 100 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

**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 - 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 **SOLD** 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

**BONITA/CHULA VISTA AREA - NEW LISTING** - General Practice with 8 Ops. The office is open 5 days with 9 days of hygiene per week. SoftDent, Dexis, Pano, I/O cameras, and Laser. The patient base is comprised of FFS, Indemnity, and PPO patients. Most specialty work is referred out to specialists. This practice is going to move quickly. #CA476- Russell Okihara - 619-694-7077

**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

**LA JOLLA - NEW LISTING** - 7 Ops, 6 Equipped, Dentrrix software with Digital X-rays, 3D Scanner, and Intra-Oral Camera. 4 days of Hygiene per week and the GR are \$738K with \$264K Adj. Net on a 4 day work week. 60 years of goodwill, 29 with current owner. Most specialty procedures referred out. This is a great location to live and work. #CA477- 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, SoftDent 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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**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** - 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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**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**

**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-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 **\$42,500**

**BC-780 RICHMOND:** Contemporary design, warm environment, large windows. 1300 sf w/ 3 ops **\$675k**

**BC-781 LAFAYETTE:** Located in Dental Professional bldg complex. 1400 sf w/ 3 ops. Desirable Locale! **\$275k**

**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**

**BG-762 EAST BAY:** Stellar, high Quality practice consistently generates ~ \$3M annually. 3000 sf w/ 6 ops **\$1.99M**

**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**

**BN-777 OAKLAND:** Providing a full spectrum of quality dentistry to a wide range of patients. 1,297sf w/ 3 ops. **\$295k**

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

**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**

### BAY AREA CONTINUED

**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**

**DC-786 LIVERMORE Facility:** Move In ready & recently updated! 2380 sf w/ 3 fully equipped ops. Plumbed for 3 add'l **\$190k**

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

**DG-756 LOS GATOS:** Rare & Remarkable Opportunity in affluent community! 920 sf w/ 3 ops **\$275k**

**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**

**DN-774 FREMONT:** This opportunity has it all and awaits your talent and skill! 1,150sf w/3 ops + 1 add'l **\$150k**

**DG-785 SANTA CRUZ:** Known for its amusement park & beach boardwalk, this community has much to offer! 1000sf w/ 4 ops. **\$245k**

### NORTHERN CALIFORNIA

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

**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**

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

**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. Now Only: **\$30k**

**EN-702 SACRAMENTO:** Long-established practice w/ emphasis on preventative dentistry! 1600sf w 4 ops + 1add'l. **\$450k Real Estate \$325k**

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



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

## NORTHERN CALIFORNIA CONTINUED

**EN-747 CITRUS HEIGHTS Facility:** Be the only dental office in this attractive, popular Retail Shopping Center! 2200sf w/5 ops + 6 add'l. **\$100k**

**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.**

**GG-769 REDDING AREA:** Offering a full spectrum of general dentistry and total care! 2700sf w/ 6ops. Practice **\$390k, Real Estate \$540k**

**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**

**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**

**HN-773 SUTTER CREEK:** Located in an area known for beautiful scenery, excellent wine and rich history! 1536sf w/4 ops + 1 add'l **\$195k**

## CENTRAL VALLEY

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

## CENTRAL VALLEY CONTINUED

**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**

**IN-764 STOCKTON:** Well-established, fully computerized, paperless, digitalized practice just waiting for your talent & skill! 5,000sf w/10 ops **\$267.5k**

**IN-776 STOCKTON:** Step right in and you won't miss a beat in this long-established, quality practice! 1046sf w/2 ops add'l. **\$25k**

**JG-753 VISALIA:** Peds/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**

**BC-784 CENTRAL CONTRA COSTA CO Perio:** Seasoned Staff. Office runs like well oiled machine! 3 ops **\$450k**

**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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**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.

**Bakersfield:** Stunning aesthetics in a high-tech office with 7 masterfully designed and equipped ops. Collecting over \$1 million annually on just three days a week. Estimated buyer's net income after loan payments is a robust \$455,000! [BKER171] IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

**OAKLAND:** Providing a full spectrum of quality dentistry to a wide range of patients. 1,297sf w/ 3 ops. \$295k (BN-777) WPS/800-641-4179

**CHULA VISTA-NEW LISTING!!** Owner retiring from 35 year established GENERAL Practice, situated on corner of major thoroughfare. High Collections/ High Net! 6 Ops in approx. 2000 sq.ft., with digital X-Rays. Softdent updated 2016. Seller owns Building and there is possible sale in future.

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

**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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**LOS GATOS:** Rare & Remarkable Opportunity in affluent community! 920 sf w/ 3 ops \$275k (DG-756) WPS/800-641-4179

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**REDDING AREA:** Offering a full spectrum of general dentistry and total care! 2700sf w/ 6ops. Practice \$390k, Real Estate \$540k (GG-769) WPS/800-641-4179

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**CENTRAL CONTRA COSTA CO** Perio: Seasoned Staff. Office runs like well-oiled machine! 3 ops \$450k (BC-784) WPS/800-641-4179

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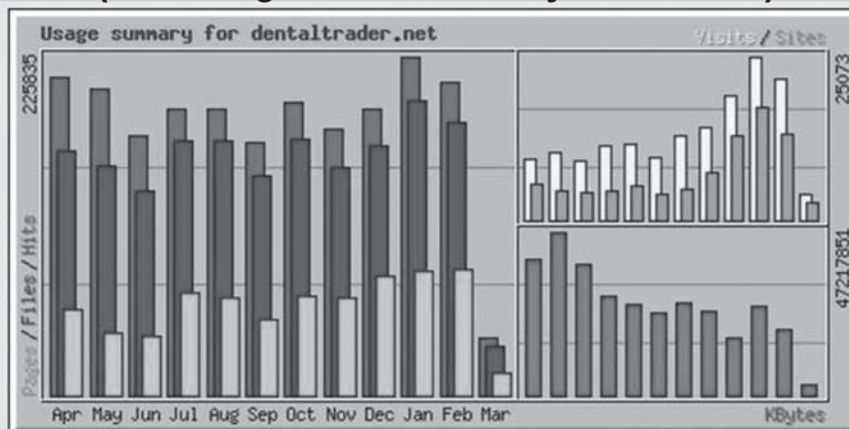
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# DDS Rank Doubled Our Website Traffic

“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 “BINARY” 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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Timothy Giroux  
DDS/Broker

## ASK THE BROKER

### What's This New Year Going to Bring the Economics of Dental Transitions?

I believe that the baby-boomer retirement phenomenon is finally going to begin. 1983 was the record year for dental graduates before several dental schools began to shut down. The economic downturn of 2009 created a situation where the early boomers decided they could not afford to retire. We saw fewer practices on the market for several years. I believe the latest economic upturn will generate more practices hitting the market as those early boomers will now retire.

The good news is that the graduating class of 2015 finally met the number of graduates in 1983. While this is encouraging, many of the new graduates don't want to own their own business. Corporate dentistry is also recruiting young graduates right out of school and is successful in doing so as these graduates can have debt totaling Four Hundred Thousand Dollars. Corporate dentistry is a great way for a new dentist to build up their speed, but once that occurs, corporate dentistry exists to make a profit. There is nothing wrong with making a profit, but that profit the young dentist gives up is exactly why they need to move out of the corporate setting and use that profit to pay off their gigantic school debt!

I also believe that 2018 will be the year that the Delta Dental gavel will finally come down. The CDA settlement was supposed to happen in May, and then again in October and has not occurred even as of this writing. My prediction that once the settlement finally occurs, the Premier fee schedule will disappear in no more than 6 months from that day. I am hoping that the CDA, the ADA and all state organizations will come together with a campaign to educate patients that they CAN see an "out of network provider" and negotiate whatever fee schedule the two parties agree to. Most patients think that they HAVE to go to an "in-network" provider. This financial relationship SHOULD be between the patient and doctor. Delta Dental was endorsed by dentists as a nonprofit organization whose mission was to provide a reasonable fee with cooperation from the dentists. Once Delta jumped into the lowest paying managed care plans years ago, the writing was on the wall that a reasonable fee schedule was not going to last. With the help of dentists, they are now the largest dental plan system in the United States and will now be dictating lower fees to the dentists.

I am hoping that the Delta issue will actually separate dentists from the national healthcare debate. I believe that dentistry can survive as a cottage industry that relies on the relationship between the doctor and the patient. In the scope of medical costs, most basic dental needs can be affordable to most patients and there can be practices that serve all ends of the economic spectrum. Most dental insurance is only a small "help" to the patient. Perhaps it is time that the patients realize this and seek out the dentist they can relate to!

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



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## Premium Practice Listings

### Santa Monica #1115

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

**Asking \$450,000**

### West Los Angeles #1116

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

**Asking \$1,150,000**

### South Orange County #1099

Restorative Practice  
Contemporary Suite w/ digital  
x-ray and lasers  
2016 gross revenues \$1,471,822  
Seller will work-back if desired

**Asking \$1,250,000**

### Coastal Northern California #1120

Restorative dental practice  
Seller retiring  
2016 Gross revenues \$1,571,000  
2,000 square feet  
Five (5) treatment rooms

**Asking \$1,300,000**

### South Orange County #1121

Restorative practice and  
Office Condo available  
Seller retiring  
1,020 square foot suite  
2016 Gross revenues \$395,000

**Asking \$305,000 for Practice  
Asking \$495,000 for Condo**

### Coastal Orange County #1222

**NEW** General practice  
Five treatment rooms  
2017 gross revenues \$500,000

**Asking \$390,000**

### South Orange County #1112

General practice  
Compelling location  
Seller retiring  
Projected 2017 revenues \$363,000

**Asking \$259,000**

### San Gabriel Valley #

General practice  
Large suite in upscale location  
Seller retiring  
2016 gross revenues \$639,979

**Call for details**

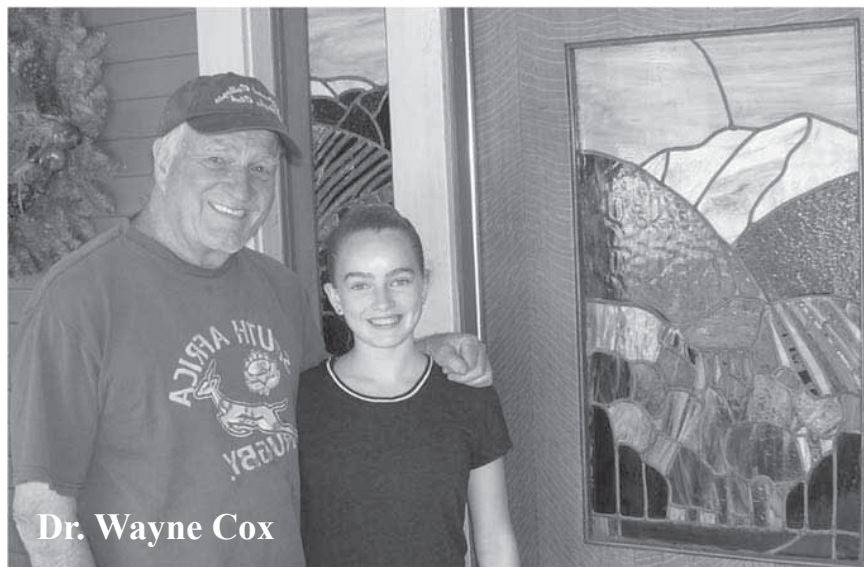
### Northern California #1106

**PERIODONTAL** practice  
Four (4) treatment rooms  
1,350 square feet  
Solid 40% net grossing over \$1,000,000  
Office condominium is  
available for purchase

**Asking \$765,000 for practice**

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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](mailto:Cecilia@practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

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*Here's wishing this New Year is filled with Success, Happiness and Prosperity for You*

- 6135 SAN FRANCISCO'S NORTH BAY** 2017 collected \$1+ Million, reflecting nice growth over 2016 which collected \$950,000. Very profitable. The foundation here is 6-days of hygiene. There shall be no change in fees for the successor.
- 6134 SANTA CLARA** On part-time basis due to time constraints, collections shall top \$400,000 in 2017. With more time in recent past, practice has topped \$900,000. Strong profits. Long term tenancy. Great location.
- 6133 SAN RAMON'S BISHOP RANCH** Beautiful 4-op, computerized and digital office. Located in the Bishop Ranch Medical Center. Bring Business Plan. Great addition to existing network. Full Price \$115,000.
- 6132 NORTH FREMONT AREA** \$420,000+ invested here. Very high end for great patient experience. 3-ops equipped (4th available), Panorex, completely networked and digital. \$600,000+ in revenues.
- 6131 SAN RAFAEL** Part-time practice. 2016 collected \$243,000. 2017 trending \$160,000. No Delta Premier hit here! 3-ops. Owner lives out of area.
- 6129 FOSTER CITY / SAN MATEO** Rare opportunity for near-by practice to spike its patient base. Exceptionally high clinical standards. Hundreds of active patients. Collections have averaged \$600,000+ / year on part-time schedule. Seller prepared to work-back to effect the necessary orderly transition as he steps away from private practice.
- 6128 LOS GATOS AREA** Capitation & PPO. 3-Adec equipped ops, Pano, Digital charting. Collects \$420,000+ year. Available Profits of \$187,500 in 2016.
- 6127 SAN RAFAEL'S NORTH BAY** Collected \$210,000 in 2016 on part-time schedule. Available Profits of \$106,000.
- 6125 OAKLAND AREA** Collections average \$735,000 per year. High income zip code and employed Millennials next door. 10+ new patients per month. Digital and paperless.
- 6122 SANTA CLARA - STARBUCKS "LIKE" LOCATION!** Best exposure in beautiful strip center. Office just remodeled. 5-Ops. 2017 trending \$1+ Million in Collections on 4-days. Perfect platform to operate 6-days a week. Wants to do \$1.5-to-\$2 Million.
- 6121 NAPA VALLEY FAMILY PRACTICE** Highly respected community asset. Collections over 10 years have averaged \$1.28 Million per year. Beautiful facility. Condo optional purchase.
- 6120 OAKLAND'S PIEDMONT AREA** Highly coveted area. Right off Highway 13. Excellent Hygiene. 4-Ops with 5th available. 2016 collected \$650,000+.
- 6118 SAN FRANCISCO'S EAST BAY** Forty percent partnership in well positioned and branded practice. 2017 trending \$3.2+ Million in collections. Full complement of specialties. 6-month Trial Association wherein interested Candidate shall see ability to make \$400,000+ per year.



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

Lakshmy Sudeep, DDS, San Jose

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

Gagan Kohli, DDS, Newark

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

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*"When it comes to buying a dental practice, you have so many doubts and uncertainties. But working with the right people makes it an easier task. I purchased a practice which Ray Irving listed and the details he put into the Prospectus were amazing. He is such a great professional and always gives you his honest opinion. I believe if you are buying a dental practice listed by Ray, half of your anxiety should be gone already. It's such a pleasure working with him, performing the due diligence, resolving the Letter of Intent, securing financing, going through escrow, the closing and even after the closing. He takes care of both the seller and the buyer. If I am selling a practice in the near future, I will not think twice and will immediately call Ray."*

Devan Dalla, DDS, Elk Grove & Napa



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**Happy  
New Year!**



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you will feel vulnerable. To assist you during this  
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that the requisite care and attention is being  
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properly preparing our Client for this unique  
journey, preparing the best practice presentation,  
assembling a complete "tool box" before going to  
market, implementing the necessary risk  
management application to properly protect our  
Client and expertly papering the transaction  
which separates PPS from others.

We clearly understand that our reputation  
hinges on each engagement.

***PPS does not wish to be the biggest.  
We simply strive to be the best!***