

THE Dental Trader

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Upcoming Events

APRIL 22, 2018 • 8:00-10:00AM

"California Dental Practice Act"

Punjabi Dental Society - San Diego, CA

Patrick J. Wood

MAY 23, 2018 • 6:00-9:00PM

"Dental Practice Ownership from Start to Finish"

Santa Barbara-Ventura County Dental Society

Jason P. Wood



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Free!!- 3 Dental Chairs, Modesto pick-up Celebrity-DentalEZ- Royal. Any or all dr.nordes@sbcglobal.net 209-968-8803

FREE Royal pt chairs.3 total and and a few dental operator chairs. julitapatil@gmail.com or call 925-899-3415

Looking for general dentist part time with exp kids and oral surgery please call 408 842-5000

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PORTLAND AREA PRACTICE FOR SALE. 4 operatories. Very active area! 951-816-7478

Fountain Valley office. more information please email or call. chofi2771@hotmail.cm or 626-825-4406

Spanish-English Speaking Dentist, Associate needed. General practice in REDWOOD CITY. Contact Dr. Meza @ 650-365-7217

2003 Biolase Laser Great Condition! in perfect running order,just not used any longer. \$1700/OBO Call 530-527-7800

Fotona Power Laser model #21-3AF/4. aprox. 5 years old. Works perfect. \$23k Text/call 571-422-9482

ORTHODONTIST NEEDED for private office in San Jose, 2 to 3 days per month, 2 years min experience, please call 818-203-4272

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Biolase Laser Great Condition! manuf. in 2003, this machine is in perfect running order, we just do not use it any longer. \$1700/OBO Call 530-527-7800

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

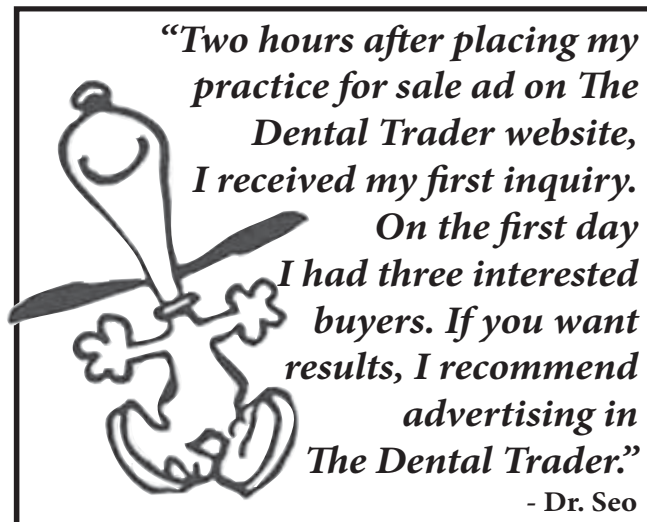
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Dental air compressor for sale. Double motor. Tech west. Can send photo. Message mlbergeron37@gmail.com. Two years old.Never used. 2100.00.

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

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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. Annual 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. **SOLD**

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.

BEVERLY HILLS ADJACENT - (4) op comput. G.P. in a prof. bldg. on a main thoroughfare. 2017 Gross Collect \$412K+ on (3) DDS & (2) Hygiene days/wk. Patient base is Cash & Indemnity Ins. only! No PPO, No HMO & No Denti-Cal! Seller refers out Ortho, most Endo, diff Pedo & Implant Placement & does no advertising. Practice is poised for growth. (65+) years of Goodwill. Seller retiring, but will assist with transition. **NEW**

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!**

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. **SOLD**

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**

SAN GABRIEL VALLEY (upcoming) - (6) op computerized G.P. located on a main thoroughfare in a free standing bldg. Annual Gross Collections approx. \$600K on 3 to 4 days/wk. 60+ yrs of Goodwill. Cash & PPO only. No HMO & No Denti-Cal. Digital X-rays & Pano, Dentrrix, Laser, Siemens eqt. & electric hand pieces. 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.

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.**

D&M SERVICES:

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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. **REDUCED**

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**

LA MESA #2 - (4) op comput. G.P. (2) ops eqt'd (2) add. plumb. not eqt'd. Located in a prof. bldg. on a major thoroughfare. Ave. Annual Gross Collect. approx. \$300K on a p.t. schedule. Digital x-rays. Seller refers out all O.S., Endo, Ortho, & Perio and does no adv. Poised for growth. **NEW**

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. 2017 Collections of approx. \$1.6M. 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!

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**

UPCOMING PRACTICES FOR SALE

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Endodontist Needed 1-2 times per month in Turlock, Ca. GP office. \$600 a day or 50%, Email resume to drvarani@yahoo.com or call (209)667-8874.

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Santa Barbara Office Looking for Managing Dentist. Clean, New, ALL Digital, ALL PPO/Cash, Great STAFF. ALL Digital CBCT Email resume to hbarkhor@gmail.com

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WATSONVILLE: Practice & Real Estate. 4 equipped Ops, Paperless, Dexis Digital X-ray, Planet DDS/Denticon software. 2017 GR \$552K. HSPPT- Jim Engel 925-330-2207-#CA494

My advertisement generated three responses on the first day it was posted on the Dental Trader website. With the immediate success, I discontinued my ad before it appeared in the printed edition.

Dr. White



SUNLAND - Pract. & Bldg. for sale. (3) op comput G.P., Free Stand. Bldg., plus two store fronts. Major thoroughfare. Mixed pts. Gross approx. \$200K/yr. p.t. Seller retiring. D&M Practice Sales 818.591.1401

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

10 TEETH IN 1 HR...correct receding gums without the pain, limitations, post-procedure risks and healing of grafting. 24 hour recovery period, results visible on day of treatment. Visit PinholeOnDemand.com

Dental-chair share wanted except materials with no monthly to owner but the whole monthly earned from sharer can be divided by some favorable ratios between.Pls reply to Dr.MK at mdkimmgm@gmail.com

WOODLAND: Do not hesitate or this enviable opportunity will fulfill someone else's dream! 2316sf w/ 6 ops. Practice \$650k/ Real Estate TBD (EN-797) WPS/800-641-4179

Used low level laser great working condition, 3 extra fibers and 3 Adult glasses plus one pair of Infant glasses, Portable carry case. Asking 7,000. Contact Amy 916-435-9799 or email us at rda@littlefishdental.com

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.

310 5392345 : 3M True definition Scanner-Torrance, CA- Desk Top- 5 months Old The scanner is in excellent condition and hardly used. \$15000 includes wand. Lou Mascola DDS

NEW Marus Dental Chair - \$3,600 includes install, 3 at this price (818) 282-8202

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Robert (Bob) was nothing short of being AMAZING....He was attentive, responsive, and diligent in representing me in a complicated sale that involved multiple office locations and a large staff I was pretty much clueless on all the steps, but Robert was patient and thorough in outlining the process and making sure everything was taken care of. Robert always responded to my email or phone correspondence in a timely fashion, so that I wasn't kept waiting or wondering what was going on. This was true especially for critical or time-sensitive issues that needed a quick response. I would highly recommend Bob to anyone who is looking to buy or sell their practice, whether it is dental or medical. He is truly an expert in this highly specialized area of law. There is no doubt in my mind that I would use his services again in the future.

Avvo Review #89

Posted August 4, 2015

Robert W. Olson, Jr., APC

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A-DEC CART A-DEC Cascade 2615 assistant cart for sale (~\$1200). Great working condition. Contact Dr. Wong @ drderekwongdds@gmail.com

Buy in/Buy out. Sacramento, mostly upper end PPO. Practice does \$350K per year on a relaxed schedule. Owner refers out some molar endo, all ortho and implant dentistry as well as most third molar exts. Three ops in a dental building nice part of town. drbrianbolstad@comcast.net 916-497-0487

EMERYVILLE: Professional Complex (ADA-compliant). 1740 sf w/ 4 ops & room for 2 add'l \$395k (BC-804) WPS/800-641-4179

LEGAL TIP: C (but not S) corporations can deduct disability insurance premiums. Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

North San Diego Dental Practice for sale 2017 Gross \$2,294,417; 3,300 Sq. Ft. with 12 operatories. Ref#D334, contact ProMed Financial at 888-277-6633 for more information

BOARD CERTIFIED ORAL SURGEON WITH OVER 20 YRS EXPERIENCE AVAILABLE FOR STOCKTON-FRESNO. HIGHLY EFFICIENT. FULL SCOPE WITH IV SEDATION 209 626 6366

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

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

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PRACTICES WANTED in San Gabriel, Pasadena, Sherman Oaks 20+ new patients/mo. Good location. Sellers call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfinc.com | LCFPracticeSales.com

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I placed a reader ad at dentaltrader.com seeking staff for my practice. The ad had been on The Dental Trader website for only ten minutes when I got the call that filled the position. I tell my colleagues, ***"If you want results... advertise in The Dental Trader! It works!!"***

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Did you goof up? Need to revise or add something to your reader ad after placement? Simply edit your ad by returning to dentaltrader.com, login and go to the MY ACCOUNT page. There you can review, renew, revise or delete any ad you have placed. Easy peasy!

Horizon Dental Group in San Diego, CA is expanding and looking for General Dentists and Dental Assistants. Please e-mail your resume to horizontaldental2000@yahoo.com or fax to (619)440-0719.

NEW DCI Chair, DCI Unit, DCI Light - \$5,995, includes install, 3 at this price (818) 282-8202

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



San Diego Practice Sales

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We have sold HUNDREDS of Practices totaling several MILLIONS of Dollars!!

PRACTICES FOR SALE—April 2018

ENCINITAS--JUST LISTED!! Great **LOCATION** along busy street and 1 block off freeway. Very well-established **GENERAL** Practice with 3 Ops (2 equipped) and Digital X-Rays. Situated in strip center with CVS and Smart & Final as anchors.

OCEANSIDE--JUST LISTED!! Long-established GP situated in very busy shopping center at major intersection. 4 equipped Ops with computers and TVs. Digital X-Rays and Intraoral Cameras. Motivated Seller!

MISSION BAY (Bay Park)--JUST LISTED!! Long-established **GENERAL** Practice situated in well-known Professional Bldg. Along busy thoroughfare and close to major freeway. 5 Ops in approx.. 2000 sq.ft. with **NEW** Chairs, Lights and Units. **NEW** Pan-Ceph, digital PA X-Rays PPO and Private Patients.

CHULA VISTA-- 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 software updated 2016. Seller owns Building and there is possible sale in future.

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

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SERVICE — INTEGRITY

SONOMA COUNTY: Multi-Specialist. Established 16 yrs., 2016 GR \$1.6M, 3.5 days/ wk. 2,000 sq. ft. Condo available. HSPPT- Gina Miller 707-391-7048-#CA470

FOR SALE DENTAL OFFICE IN SANTA CLARA/ SAN JOSE. GREAT DEAL. High collection/low cost. Excellent location with visibility with ample parking. 5 fully equipped ops. 1500 sq.ft. Email: dentistsantaclara1@gmail.com

Group of Doctor Owned offices, looking for dentist partner/ associate for two of our locations in Arizona. We have a great support team in place, hands on training for new doctors by our partners. Great compensation, relocation allowance, sign-on bonus & financing for partners. If interested please contact at: dr.adrirama@gmail.com or call at 602-677-8080

Learn with Dr. Proussaefs, renowned prosthodontist, how to design, implement, and finalize implant prosthetic design. Lecture and workshop (805) 676-1063.

Avoided grafts? Referred patients to specialists for receding gum surgery? Not any more! Easy, low impact, low risk technique can be mastered in hours. Visit PinholeOnDemand.com to learn about Pinhole Surgical Technique!

We are looking for an Associate Dentist to join our well established General Dental Practice in Modesto. Someone who is highly motivated, self starter and passionate about his/her job! Our goal is to provide high quality care for our patients in a friendly, caring environment. Please forward your resume to shamimelko@gmail.com and tcontreras02@yahoo.com, or call 209-822-6616.

HIGH PRODUCTION GP Office Doing IMPLANTS for Sale in EL MONTE! Gross ~\$1 Mil in 2016 & 2017. SELLER MOTIVATED TO SELL AT UNBELIEVABLE PRICE!!! Call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcffin.com|LCFFPracticeSales.com

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HACIENDA HEIGHTS 3 eq. ops + 1 in a 975 sq. ft. 20 Yrs of Gdwill. \$80K Greg Beamer 909-542-4891

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- Dr. Gomez

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Dental Practice for Sale Los Angeles County, CA

Beverly Hills - Gross ~\$855K.

- Mix GP & Specialty Practice.
- Mostly Cash/PPO. Some Cap.
- 3 Ops + 1 Plumbed, ~1,000 sf

Bellflower - Busy Intersections

- Starter Office in highly visible strip mall. 8 Ops, ~2,200 sq.ft.

El Monte - Gross ~\$1 Mil

- HIGH Production Implants
- GP Office located in strip plaza
- Approx. 60 new patients/mo.
- Mix income. 5 Ops. ~1,800 sf.

Glendale - Gross ~\$559K.

- Seller Retiring. GP with Ortho.
- 4 Ops, ~1,000 sf. High traffic.

Glendora - Leasehold. 4 Ops.

- Central Building in corner of intersection. Close to Fwy 210.

Hawallan Gardens - Gross ~\$355K.

- Shopping Center. Lots of goodwill.
- 4 Ops + 1 add'l plumbed. 1200sf

Lancaster - Shopping Center

- Gross ~\$225K on 3 days/wk
- PPO/Cash, ~1,300 sq ft
- 4 plumbed Ops, ~1400 sq.ft.

Lawndale - Busy street!

- Equipment & Leasehold
- 5 Belmont Chairs, ~2,240 sf

Long Beach - Shopping Center

- Affordable Rent! ~1,350 sq.ft.
- 2 Eq. Ops + 2 Add'l Plumbed

Los Angeles - Collects ~\$635K

- Mostly Cash, PPO, Denti-Cal.
- 5 Ops + 1 add'l plumbed. 2000 sf

Los Angeles - High Capitations

- Gross ~\$150K on 2 days/wk.
- Low Rent. 4 Ops + 1 plumbed.

Los Angeles - Gross ~\$415K.

- 21 yrs. of Goodwill. Busy street.
- Mixed Patient Base. 5 Ops. 1420sf

North Hills - Shopping Center

- Starter Office w/ Bonus Patients.
- Recently Remodeled. Low Rent.
- Great mix patients. 4 Ops.

Pico Rivera - Real Estate & Dental Practice for Sale!

- ~\$459K Rev. GP. 4 Ops. 1200sf
- Building ~3,800 sq.ft.
- Income Producing Property!

Pico Rivera - Busy Street!

- Nearby shopping plaza, major anchor stores. 4 Ops
- Reasonable rent. ~1,300 sf

Van Nuys - Shopping Center

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

Dental Practice for Sale Orange County, CA

Buena Park - Mostly PPO/Cash!

- High Production Office. 3000 sf.
- Corner lot on intersection. 9 Ops

Cypress - Leasehold. Busy Street.

- GP refers out endo, implants
- 6 Ops + 2 plumbed. ~1,900 sf

Garden Grove - Freestanding Bldg

- Corner lot with own parking lot.
- 3 Ops + 1 plumbed. ~1,600 sf

Garden Grove - Busv Street!

- Street Front Location! ~1,700 sf
- 3 Eq. Ops + 3 Add'l Plumbed

Huntington Beach - Leasehold.

- Retired Orthodontist. Low Rent!

Huntington Beach - Low Rent!

- Walks from shopping mall
- PPO/Cash/Denti-Cal. No HMO.

Laguna Hills - Retail Shopping Ctr

- Cash/PPO! 4 Eq. Ops, 1,750 sf
- Starter Office. 4 Ops, 1,500 sf

Laguna Hills - Shopping Center!

- Starter Office. 4 Ops, ~1,500 sf

Santa Ana - Large shopping center

- with supermarket anchor store.
- Mix income. 4 Eq. + 3 Plumbed.

Westminster - Reduced Pricing

- Major intersections, anchors.
- Reasonable Rent. 4 Ops. 1,600 sf.

Yorba Linda - Strip Mall

- Starter Office. 4 Ops, ~1,200 sf

Dental Practice for Sale Riverside County, CA

Corona - Real Estate & Dental Practice for Sale!

- Highly visible Freestanding Bldg
- Gross ~\$418K. 4 Ops. ~1,700 sf

Corona - Affordable Rent!

- Seller Retiring. GP in mini mall.
- 3 Ops + 1 plumbed, ~1,000 sf

Hemet - 18+ yrs of Goodwill

- Reasonable Rent. 4 Ops, 1200 sf
- Mostly PPO/Cash, some HMO.

Indian Wells - Gross ~\$344K.

- 5 Ops, 1,300 sf. Well maintained

Dental Practice for Sale San Bernardino County, CA

Crestline - Real Estate & Dental Practice for Sale!

- Corner Real Estate w parking lot.
- Cash/PPO! 1400 sq.ft. 4 Ops.

Fontana - Retail Shopping Ctr!

- Gross ~\$310K. 3 Ops + 1, 1250 sf

Rancho Cucamonga - Beautiful!

- Modern Starter Office. 5 Ops
- Busy intersections. Close to Fwy.

Rancho Cucamonga - Cash/PPO!

- Absentee Owner. Gross ~\$273K
- 6 Ops + 1 plumbed, ~1838 sf

Dental Practice for Sale Northern California

Berkeley - Cash/PPO!

- GP located in commercial area on main street. ~1,040 sq.ft.
- Approx. 15 patients/mo.
- 3 Eq. Ops + 1 add'l plumbed.

Fairfield - GP collects ~\$500K.

- Cash/PPO! No Denti-Cal, No HMO.
- Walks from retail shopping ctr.
- 3 Ops + 1 add'l plumbed. 1338 sf

Fremont - Gross ~\$535K

- Main Shopping Center.
- Mix Patient Income. 2000 sf.
- 7 Ops, 4 Eq. + 3 plumbed.

San Francisco - Modern Office

- Starter Office. Good foot traffic.
- 4 Eq. + 2 plumbed. 2000 sf.

San Leandro - Strip Mall

- Cash/PPO! Digital, Newer EQ.
- Low rent! 1,550 sq.ft. 5 Ops.

San Jose - Desirable Location

- Shopping plaza. ~1650 sq.ft.
- 4 Eq. Ops + 2 add'l plumbed.

San Jose - Remodeled.

- Newer EQ. Mixed income.
- 2 Ops + 1 plumbed. ~1,500 sf

San Jose - Real Estate & Starter Practice for Sale!

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

Turlock - Shopping Center

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

Vacaville - GP Collects ~\$140K.

- Part-time Starter Office. All phases with some Ortho. 3 ops
- Rarely refers out. ~750 sq.ft.

Dental Practice for Sale Ventura County, CA

Ventura - Busy Main Street!

- Shopping center. High Visibility.
- 5 Eq. Ops. Close to freeways.

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Associate Dentist Busy Rancho Santa Margarita office seeking FT associate to join our team. FFS and PPO—no HMO. Cutting edge facility and equipment, providing ethical, quality, caring dental care. Ideal candidate will have 2+ years experience, exceptional clinical, communication and people skills. Earn \$150k-\$300k/year. Guaranteed daily rate plus % of production. Current associate earns \$1000+/day. Email resume to Sheela@penroddental.com

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

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Dental Practice & Freestanding Building in Corona for Sale! Highly visible Freestanding Building! Collections ~\$425K. 4 operatories, 1,700sf. Call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfbin.com|LCFPPracticeSales.com

I placed some unclassified ads in The Dental Trader to sell unwanted dental equipment and was besieged by so many telephone calls from readers that it became a problem. The Dental Trader works a little too well.

Jeffrey Hempel DDS



Old Practice for sale:Oxnard. Associate for a year, then purchase. 1800sq ft 7 chair med-dental condo. have 3D R100 J Morita with 50 Pt scans to develop into active cases.Ideal for 2 dentists 805-358-7689 New Corp to be established.

LEGAL TIP: A single misplaced comma can change the meaning of a contract provision. Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

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

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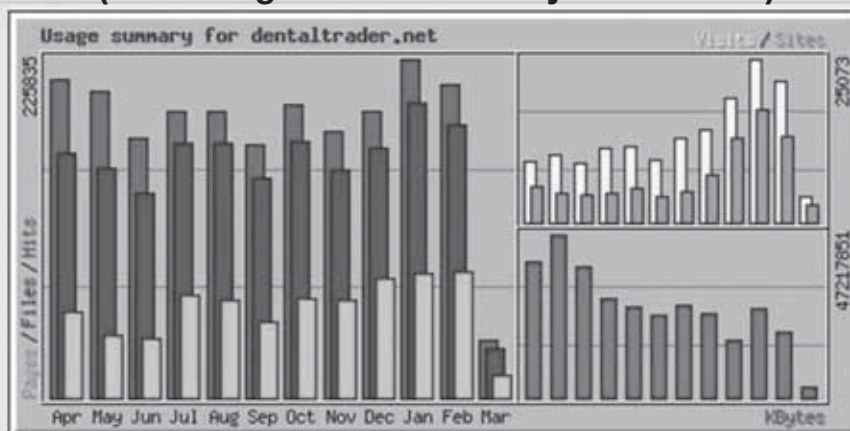
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DDS Rank Doubled Our Website Traffic

“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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PITTSBURG: Practice & Real Estate. 2,324 sq. ft., 7 Ops, 5 equipped, Paperless, Dexis Digital X-ray, Pano. 2017 GR \$781,000. HSPPT- Jim Engel 925-330-2207-#CA494

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310 5392345 : 3M True definition Scanner-Torrance, CA- Desk Top- 5 months Old The scanner is in excellent condition and hardly used. \$15000 includes wand. Lou Mascola DDS

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PRACTICE FOR SALE OCEANSIDE. Established GP in BUSY shopping center. 4 Ops, Digital X-Rays, IntraOral Cams. SDPS: 760-599-7828

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TEMECULA PRACTICE Collected over \$1.2 Million in 2017. Greg Beamer 909-542-4891

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MODESTO: Endodontic Practice & Building. 6 Ops, 2016 GR \$1.2M, 32% overhead. HSPPT-Dennis Hoover 209-605-9039-#CA475

Wine Country General Dental Practice for Sale Well established (30 years) general dentistry practice located in small sophisticated Sonoma County town available. Stand alone building is 1600 square feet on ground floor and accessible to wheelchairs. Four equipped operatories, two monitors in each room, digital xrays, AMD laser, Velscope and Global microscope. Great growth potential as Dr. refers out all surgeries, endo and perio. Full price, \$350,000 Call (415) 730-8383

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Los Alamitos | \$390,000 | 4 ops | 2000 sq ft | Clean, modern office.

Fullerton | \$900,000 | 6 ops | 2700 sq ft | Great practice in busy Fullerton! Located just off the main road in large, residential area.

Costa Mesa | \$400,000 | 5 (+ 3 ortho) ops | 3000 sq ft | Large general/ortho located in a busy strip mall. Lots of opportunity for growth.

Saugus, Santa Clarita | \$300,000 | 4 ops | 2000 sq ft | Wonderful practice in Santa Clarita!

Long Beach (Bixby Knolls) | \$250,000 | 5 ops | 2000 sq ft | Stand alone practice with room to expand! Great visibility and signage! Huge lab and sterilization, Dexis sensor, great Pelton chairs.

Los Angeles | \$340,000 | 4 ops | 1,100 sq ft | Beautiful practice near Miracle Mile and Beverly Hills.

Canoga Park | \$250,000 | 2 ops | 900 sqft | Lovely small practice. Doctor working 2 days/week.

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. Perfectly laid out ground floor office in upscale Orange County.

Newport Beach | \$200,000 | 4 ops | 1,800 sqft | Beautiful location overlooking the marina!

Costa Mesa | \$650,000 | 4 ops | 1,350 sqft | First floor, recently updated retail location.

North Hollywood | \$350,000 | 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.

Marina Del Rey | \$460,000 | 4 ops | 2,400 sqft | Enjoy working with an elite clientele!

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Central Coast ----- Call Darren at (805) 878-0633.

South San Luis Obispo County | \$1,650,000 | 6 ops | Busy, contemporary, and very profitable! Corner property, great staff, beautiful office. Don't miss this one!

Santa Maria - Condo | \$400,000 | 4 ops | Nicely appointed dental/medical space. Sale or rent.

Central Coast Ortho or Pediatric | \$220,000 | 7 chairs | Great opportunity to grow an orthodontic or pediatric 'turn key plus' dental practice on the beautiful Central Coast of California.

Santa Barbara | \$420,000 | 3 ops | Growing mid-sized practice in a quaint, yet busy neighborhood!

Central Coast | \$659,000 | 4 ops | Incredible practice in a great location on the 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 | Beautiful stand-alone building with a stunning interior!

South San Luis Obispo County | \$725,000 | 6 ops | Minutes from the beach!

Central Coast | \$525,000 | 6 ops | Great opportunity to own well located general practice.

Santa Maria | 3 practices | Motivated sellers! Practices are across the street from one another. Great values at \$230,000 (3 ops), \$200,000 (3 ops) and \$89,000 (4 ops) – buy one or all three.

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Yosemite Foothills | \$490,000 | 4 ops | Well established and profitable practice! Live, work, and play in the gateway to Yosemite!

Northern California | \$1,500,000 | 8 ops | Modern and very profitable practice in beautiful Northern CA! Features a cozy reception area and a spacious on-site lab. Near great restaurants, shopping, and stunning outdoor recreation. Real estate available for \$1,000,000.

Kings County | \$800,000 | 4 ops | Growing practice in a rapidly developing community.

Turlock | \$285,000 | 6 ops | Well-established, general dental practice with high-visibility.

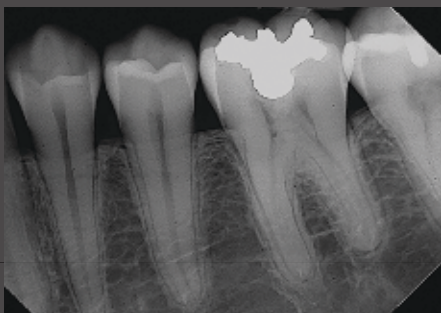
Union City | \$450,000 | 3 ops | Room for expansion in this Bay Area practice!

Natomas, Sacramento | \$449,000 | 4 ops | High-traffic location, clean and modern office.

Bakersfield | \$850,000 | 7 ops | 3,000 sqft | Stunning aesthetics in a high-tech office with 7 masterfully designed and equipped ops. Call Jack at (818) 522-9123.

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



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NORTHERN CALIFORNIA

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

BRENTWOOD - 1,600 sq. ft. with 4 Operatives in a large upscale strip mall. Dentrux, Digital X-ray, Pano, intra Oral Camera, Endo, Oral Surgery and implants referred on 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 Operatives, 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 - 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, Softdent PMS, Dexis Digital X-Ray, Intraoral Camera and Laser. Owner is relocating out of state after 18 years at this location and ready to help a first time buyer or existing practice looking for expansion. #CA454- Jim Engel - 925-330-2207

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

EL DORADO COUNTY - 1,200 sq. ft. office with 3 operatories, equipped with Pano, and EZ 2000 software. 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 or lease) 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 - Seller retiring. Well-designed office space with good flow; approximately 1,500+ square feet with four operatories and upstairs lab in a beautiful, standalone building. Dentrux software, 2 Schick digital x-ray sensors, new server & CPUs. Well established practice with multiple generations of patients in a very accessible location. The building (\$450K appraisal value) is being sold in conjunction with the practice. Outstanding opportunity for buyer to have a solid practice with stable rent and pride of ownership. Exterior was completely renovated in late 2016- new roof, siding, windows, gutters and trim. Interior was completely redone when seller moved into building. 2017 collections increased 7% over 2016. #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 pan, Cerec, Picasso Laser, and Dentrux software. 2016 collections: \$1.8M. Desirable location. Owner relocating/retiring. #CA414- Thomas Wagner - 916-812-3255

GREATER ROSEVILLE - NEW LISTING - 3 equipped Ops in 4 Op, 1,320sf office. Dentrux, Dexis digital sensors (2), new computers, \$70K in equipment & technology purchased in 2016. 3 days hygiene. 2017 collections \$481K+ on 20 Dr. hours/wk. #CA490- 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 - 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 - 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 - 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

GREATER SACRAMENTO - GP practice w/4 ops, pano, digital x-rays, Cerec. Seller refers out Ortho, Endo, Perio, Oral Surgery, and implant placement. 2016 Collections \$1.0M+. Standalone building selling with practice. #CA479- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - PERIO LISTING - Greater Sacramento Perio practice in professional building. Well-established, 4 days/week practice, has digital x-rays, laser, intra oral camera. Seller relocating, but is willing to work with buyer for a smooth transition. #CA480- Thomas Wagner - 916-812-3255

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LOS ALTOS - NEW LISTING - Great location and even greater 30 year history for this mid-peninsula practice on the city's busiest thoroughfare. 2017 Revenue of \$618,000 with very strong adjusted net of 44%. 6 Treatment rooms (three equipped) with Panoramic, Intraoral Camera and Soft Tissue laser housed in 1520 square feet and excellent gross lease. Eaglesoft PMS and lots of upside potential with nearly 1300 active patients. Sellers are retiring but will work with the right buyer for a smooth transition. #CA496- Jim Engel - 925-330-2207

PITTSBURG - NEW LISTING - Practice and Real Estate available in this fast growing Contra Costa County community on the edge of Suisun Bay. This area boasts temperate weather throughout the year and affordable housing attracts busy professionals as well as agricultural workers from the Eastern counties. The stand-alone building of 2324 sq. ft. has housed a dental practice for over 20 years, has 7 treatment rooms (5 equipped), with Paperless Charts, Dexis Digital X-Ray, Planet DDS/Denticon Software and Panoramic X-Ray. 2017 Revenue of \$781,000 with 4 days of Hygiene and over 900 active patients. Owner is scaling back but will help with a smooth transition. #CA493- 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

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

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

SACRAMENTO - Price Reduced: practice selling for approximately 61.19% of 2017 collections. 1,150 sq. ft. office with 4 operatories. Equipped with Intra-Oral camera, Dexis digital x-ray, and Carestream software. Established over 30 years, 2017 Gross Receipts of \$558,890. #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, Dentrrix/Dexis and 12 workstations, Laser and open floor plan with high ceilings throughout. Owner will work back 1-2 days per week if buyer desires. 36 years in practice, 26 years at this location. #CA357- Jim Engel - 925-330-2207

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

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

SAN RAMON - Beautiful office on one of the busiest corners in the city. General Dentistry for Children and Adults with an emphasis on Children boasts 5 treatment chairs including a private operator in 1,700 sq. ft. 2016 revenues of \$440,000 on minimum 4 day work week due to illness, but great history in past years. Dentrrix PMS with Paperless Charts, 9 workstations, Digital Sensor and Digital Pan in a light and bright atmosphere. Seller willing to stay on to help with introductions and beyond. If you like kids, you'll love this practice! #CA439- Jim Engel - 925-330-2207

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 - This desirable Multi-Specialist Restorative Practice is known for its specialty services in the community. Established for over 16 years with 2017 Gross Receipts above \$1.4M on a 3.5 day work week. In a centralized location near other Health Care Professionals, Schools, and Residential Homes, Approx. 1 hour N. of San Francisco. This 2000 sq. ft Stand-alone Condo has a well -designed layout with 6 fully equipped operatories each facing a large unobstructed view of nature. 2 rooms boast "State-of-the-Art" surgical equipment. Latest technologies include; LANAP, Digital Pano, Dexis and Dentrrix w/12 workstations. Rare opportunity to own both Real Estate and Practice. Buyer looking to walk into a well-equipped and established practice known for its Full Service Restorative Dental Care should apply. Offering a STRONG TRANSITIONAL PLAN. Doctor is retiring. #CA470- Gina Miller - 707-391-7048

SONOMA COUNTY - NEW LISTING - This ENDODONTIC specialty practice is located in a very desirable location within a complex of referring dentists. 2016 Gross Receipts over \$1.1 M during 2014-2016 on 3.5 day work week. This recently renovated office features 4 Ops, 1500 sq. ft., space equipped with 2 Global microscopes, digital radiography, and access to CBCT. Also equipped for all levels of sedation. Office utilizes PBS Endo Management Software. Seller is highly motivated and is offering an EXCELLENT ACQUISITION OPPORTUNITY. #CA495- 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 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 "Dentrrix" PMS with 12 workstations and digital sensors. Real Estate is also for sale and buyer will be treated to a smooth transition from the retiring owner. #CA444- Gina Miller - 707-391-7048

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VACAVILLE - 1,400 sq. ft. leased office established 25+ years, with 4 Operatories, equipped with intra-oral camera, Gendex Digital X-ray, and Dentrix software. 2016 GR of \$807,000 on 3 1/2 days/week. Owner is retiring. #CA416- Thomas Wagner - 916-812-3255

VALLEJO - 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 - This wonderful neighborhood practice has flourished since 1948, 34 years under present ownership. 4 treatment rooms in approx. 1,260 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

WATSONVILLE - *NEW LISTING* - Practice and Real Estate opportunity in this Central Coast town that attracts college students, beach goers as well as Agricultural Worker patients. 2017 Revenue of \$ 552,000 in a 2,245 Sq. Ft. stand-alone building also boasts 4 fully equipped treatment rooms, Paperless Charts, Dexis Digital X-Ray and Planet DDS/Denticon software. This location has a rich history of housing a dental practice for over 30 years and ready for a new owner motivated to own the practice and building together. Owner is downsizing but will help with a very smooth transition. #CA494- 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

WOODLAND - *NEW LISTING* - 8 Operatory office in a 2,100 sq. ft. suite with 22 years of goodwill is now available. Practice is located in a shopping center with 2017 Gross Receipts of \$769K. Our seller is retiring, this is a great location with potential for increased collections. #CA497- Steve Caudill - 951-314-5542

CENTRAL CALIFORNIA

CENTRAL COAST - *NEW LISTING* - Endodontic Practice with 3 Operatories equipped with Zeiss microscopes, Digital x-rays, Paperless, Cone Beam CT, and PBS Endo Software. 2016 Gross Receipts of \$1.1M+ with \$633K Adjusted Net Income. Hurry, this opportunity to live and practice in the beautiful Central Coast will not last. #CA489- Kerri McCullough - 949-300-0312

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

MODESTO - *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

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

SOUTHERN CALIFORNIA

ARCADIA/PASADENA AREA - *NEW LISTING* - General Dentistry practice with 3 Ops has been established 50+ years, 20 with our retiring seller with long-term staff and strong hygiene program. Seller refers out all specialty procedures, room to grow! 2016 GR of \$364K with \$100K+ Adj. Net. #CA481- Kerri McCullough - 949-300-0312

BAKERSFIELD - 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 - Beautiful practice available for a quick sale with long-term staff and over 28 years of goodwill. 3 Operatories in 1,650 sq. ft. with 3 days of hygiene and digital X-rays. Located in a great Burbank building close to downtown. 2017 Gross Receipts of \$477K. #CA464- Kerri McCullough - 949-300-0312

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

CHINO - *NEW LISTING* - This General Dentistry Practice with 3 Operatories utilizes CareStream Dental software and has 40+ years of Goodwill. Practice is located in a professional building near new home construction with very affordable rent and 2.5 days of hygiene per week. 2017 Gross Receipts of \$338K with \$126K Adjusted Net Income. Very motivated seller! #CA453- Kerri McCullough - 949-300-0312

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

GLENDAL - *NEW LISTING* - General Dentistry Practice with 4 Ops utilizes Dentrix, Dexis digital x-rays, Intra-Oral Camera, and a Laser. Practice has 3 days of hygiene per week and 3 1/2 doctor days per week. 2017 GR of \$872K with \$393K Adj. Net. #CA492- Thinh Tran - 949-533-8308

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

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 2 1/2 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 Dentrix G4, Dexis Digital X-rays, and is paperless. 2017 GR of \$442K with \$205K Adj. Net Income. #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. #CA437- Kerri McCullough - 949-300-0312

LOS ANGELES - *NEW LISTING* - Endodontic Practice with 27+ years of Goodwill is now available. This highly profitable practice features 4 Ops, 3 Equipped with microscopes and digital x-rays. Seller has long-term relationships with referring doctors and will help buyer with smooth transition. 2017 GR of \$692K and Adj. Net of \$433K. #CA485- Kerri McCullough - 949-300-0312

MANHATTAN BEACH - *NEW LISTING* - Facility Only Sale - This 4 Operatory 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

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

ORANGE - *NEW LISTING* - General Dentistry practice with 30+ years of Goodwill is now for sale in Orange. Near hospitals and other medical/professional suites. 4 Ops, Dentrix, Dexis digital x-rays, and Intra-oral camera. 2017 GR \$308K with \$152K Adj. Net. #CA487- Kerri McCullough - 949-300-0312

ORANGE COUNTY - *NEW LISTING* - Endodontic Practice with 5 Ops, fully equipped, and 3 Zeiss wall-mounted microscopes. Practice has been est. for 30+ years and utilizes Eaglesoft with digital x-rays. GR of \$311K and Adj. Net of \$156K. #CA491- Kerri McCullough - 949-300-0312

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ORANGE COUNTY - 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 **SOLD** 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

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

RIALTO - General Dentistry Practice and historic free-standing Building for sale. Over 50 years of Goodwill. Dextrix 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 Dextrix, Digital X-rays, and is paperless. 2016 GR of \$688K with \$223K Adj. Net. #CA471- Kerri McCullough - 949-300-0312

SAN FERNANDO VALLEY - *NEW LISTING* - Large General and Multi-Specialty with 13 Ops plus an open bay Pedito room with 4 chairs and a separate waiting room, 3 x-ray tech areas with a total of 6 chairs and a digital Pano. Full porcelain lab on site, multiple sterilization areas and much more in 8,019 sq. ft. Practice utilizes EagleSoft and has a total of 18 hygiene days per week. GR of \$3.6M+ with \$952K Adj. Net. #CA488- 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. #CA449- Kerri McCullough - 949-300-0312

SANTA ANA - General Dentistry practice with 4 Ops in a shopping center on a busy corner. Plenty of signage from two sides of the building. PPO/Denti-Cal practice. 2016 GR of \$434K with \$199K Adj. Net. #CA460- Kerri McCullough - 949-300-0312

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

SOUTH BAY, LOS ANGELES AREA - General Dentistry Practice with 4 Ops, 3 Equipped, is located near the beach and utilizes Easy Dental, Digital X-rays, Digital Pano, and CBCT. 60+ years Goodwill. Practice has 7 days of Hyg./week. GR \$1M+ and 270K Adj. Net. #CA461- 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 - 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 - 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, 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, Dextrix, 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

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* - *Facility Only*- 3 Operatories, General Practice is being sold as a Leasehold, it is currently staffed and with a patient base. Located in a Professional Building with free patient parking. Practice utilizes Open Dental, Priced for Quick Sale! Turn-Key ready. #CA482- Russell Okihara - 619-694-7077

LA JOLLA - *NEW LISTING* - 7 Ops, 6 Equipped, Dextrix 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 Dextrix 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 \$658K Adj. Net and 6 days of hyg./wk. #CA468- Russell Okihara - 619-694-7077

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

SAN DIEGO - *NEW LISTING* - Central San Diego: Excellent Opportunity, cutting-edge practice with 6 Ops. Well-established, professional building, open 5 days per week with 8 days of hyg./wk. EagleSoft and Schick dental sensors along with a Cone Beam Pano, CEREC, Intra-Oral Cameras, and Dental Lasers. FFS, Indemnity and PPO. Most specialty work is referred out to specialists. 2016 GR \$2M+ with Adj. Net of \$658K. #CA483- Russell Okihara - 619-694-7077

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

OUTSIDE OF CALIFORNIA

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

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

HONOLULU, HAWAII - 5 Op General Dentistry Practice in the Pearl City/Waipahu area, Dextrix, Pano, Dexis, Laser, **SOLD** 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, Dextrix. 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 - 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, Dextrix, Dexis Digital X-rays, located in a shopping center. Established for 20 years, on most major PPOs. GR over \$350K. #HI102- Russell Okihara - 619-694-7077

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

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

DC-805 CASTRO VALLEY: Seasoned Staff and Loyal PT base! 1800 sf w/4 ops in 2-story prof bldg **\$420k**

DC-812 REDWOOD CITY Facility: Reasonable rent and great landlord! 740 sf w/ 3 fully equipped ops **\$100k**

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

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**

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DN-806 WATSONVILLE: This quality, family-oriented practice thrives & focuses on delivering quality care. 1,182 SF W/ 4 OPS. **\$550K/ Real Estate TBD**

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

EN-664 SACRAMENTO Facility: Great corner location, excellent visibility & easy access! 2300sf w/ 4 ops. Now Only: **\$30k**

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NORTHERN CALIFORNIA CONTINUED

GG-454 PARADISE: 2550sf w/ 9 ops. 40 yrs goodwill! Amazing Opportunity! **\$450k**

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**

GN-799 PARADISE: This remarkable opportunity is undeniably too good to be true! 1800sf w/ 4 ops. **Practice \$375k, Real Estate \$325k**

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

HG-815 SIERRA CO: Perfect location for outdoor enthusiast! 1000 sf w/ 3 ops **\$180k / Real Estate \$437k**

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HN-816 CHESTER/ALMANOR AREA: The perfect place to work, live and play! Do not hesitate, or this practice will be gone! 1250 sf w/ 4ops. **Practice \$140k/ Real Estate TBD**

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

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JC-811 FRESNO COUNTY: Amazing Opportunity! Considerable Goodwill in Community! 3,000 sf w/ 6 ops **\$350k**

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

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JG-807 FRESNO: Reasonable Overhead, Stellar Reputation, Excellent Location! 1000 sf w/3 ops **\$158k**

JH-770 MERCED AREA: Stellar family-oriented practice with a loyal, stable patient base! 1250sf w/ 4 ops. **\$410k**

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

SPECIALTY PRACTICES

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BC-784 CENTRAL CONTRA COSTA CO Perio: Seasoned Staff. Office runs like well-oiled machine! 3 ops **\$395k**

BC-783 EAST BAY Ortho: Thriving practice & long-term stable staff and patients! 2392 sf w/ 7 chairs/bays **\$550k**

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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**

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ASK THE BROKER

The "Goldilocks" Phenomenon

"The Goldilocks principle" is named by analogy to the children's story, *The Three Bears*, in which a little girl named Goldilocks tastes three different bowls of porridge, and she finds that she prefers porridge which is neither too hot nor too cold, but has just the right temperature.[1] Since the children's story is well known across cultures, the concept of "just the right amount" is easily understood and is easily applied to a wide range of disciplines, including developmental psychology, biology,[2] economics and engineering." (from Wikipedia)

So what does this have to do with dentistry? In my humble opinion, it is the most important principle in a practice sale! The prices of dental practices will fall within a 10% range of a multiple of their gross receipts. The value of the practice is in the patient base. There is the rub. I have NEVER met a dentist that did not believe that their treatment plans were "too hot or too cold". We believe that when it comes to dentistry, we are "just right"! I can put a patient in the middle of ten dentists, including myself, and get 10 different treatment plans. THIS IS AN EARTH SHATTERING PHENOMENON!

Some of the treatment plans will amount to a few hundred dollars and watching some areas, while others are a comprehensive treatment plan that might cost the patient \$5000 or more. If an average practice does 1000 exams per year, just do the math on the difference of production in that circumstance. Of course once the work was completed on each patient, they would go into a recall system and would not need much additional work. However, even if the average practice saw 25 new patients a month, or 300 new patients a year and the differential between the doctors diagnosis was just \$1,000, there would be a \$300,000 differential in production just from the new patient diagnosis!

It should be self-evident that the due diligence in a dental practice NEEDS TO BE DONE BY THE PURCHASING DENTIST THEMSELVES. I don't believe an accountant, an attorney, a dental consultant or even another dentist can determine if the treatment plans in any practice are "too hot" or "too cold", or are "just right" for you. An accountant should be able to tell you if the practice cash flows enough to meet your needs, but they are assuming that the buying dentist will produce EXACTLY what is shown on the historical tax returns. The fact is that you might double the production with the same patients in the practice, or you might only diagnose half of the treatment that the selling dentist did.

Paying a bit over or under the asking price really makes no difference in a practice transition when the difference in \$100,000 on the price tag of the practice translates into about a \$1,100 difference in your loan payment. Only you can tell if the "porridge" is just right or can be heated up a bit!

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

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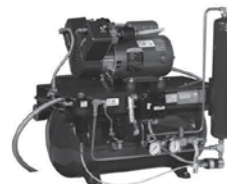


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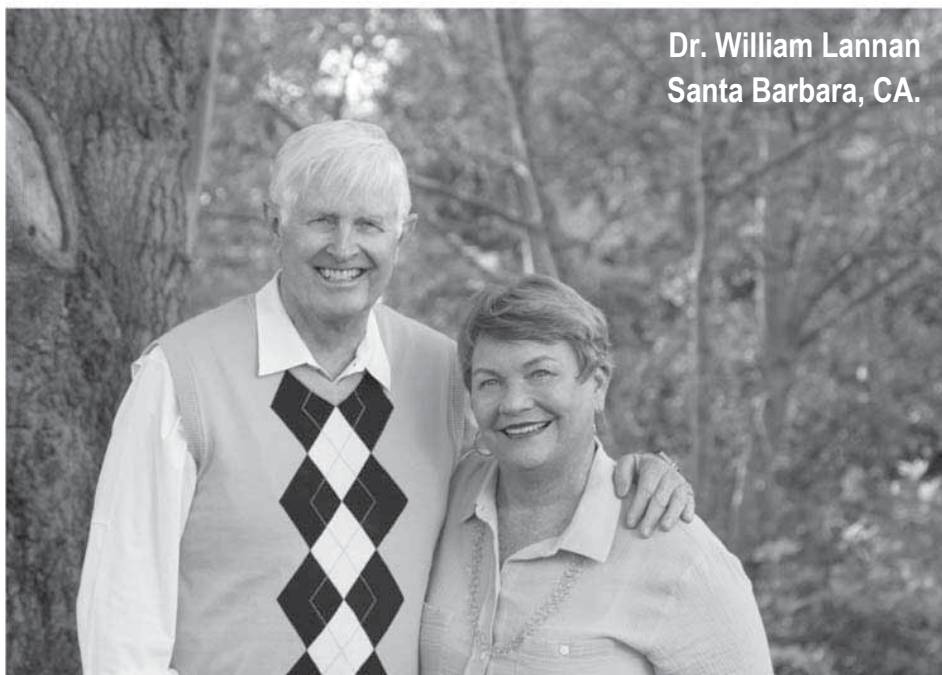
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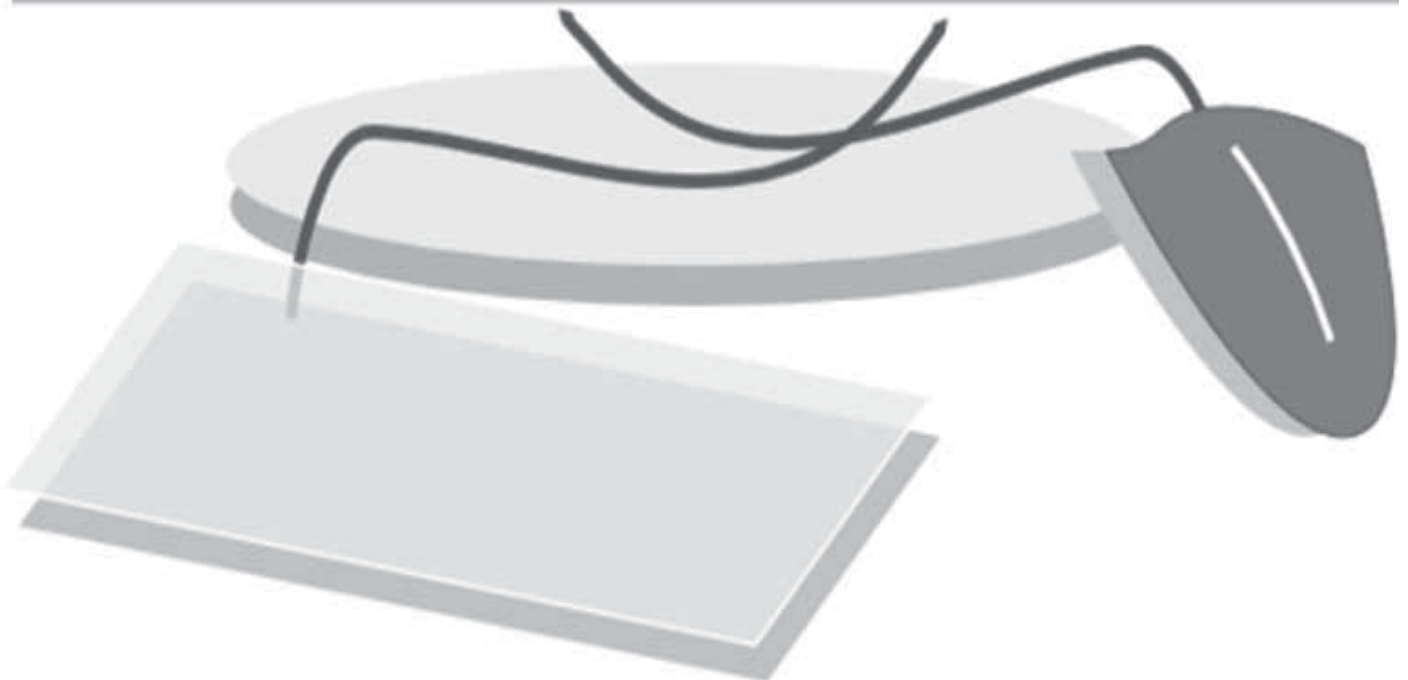
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- 6136 SAN RAMON** Strong foundation. Collections in 2017 totaled \$575,000 on DDS work schedule averaging 2.5-days a week. 3-ops. Seller can work back 1-day a week to assist in transition.
- 6135 SONOMA COUNTY'S ROHNERT PARK** 2017 collected \$1,050,000 reflecting nice growth over 2016. Profits exceeded \$500,000 for the second year in a row. 6-days of Hygiene. There shall be no change in fees for Successor. New homes being built nearby.
- 6133 SAN RAMON'S BISHOP RANCH** Beautiful 4-op, computerized digital office. Located in the Bishop Ranch Medical Center. Bring Business Plan. Great addition to existing network. Full Price \$150,000
- 6132 UNION CITY** \$420,000+ invested here. Very high end for great patient experience. 6-ops equipped (4th available), Panorex, completely networked and digital. \$600,000+ in revenues. **SOLD**
- 6129 FOSTER CITY / SAN MATEO** Wish to infuse your practice with quality patients? Out-of-network practice collected \$500,000+ in 2017 on part-time schedule. Seller shall relocate into Buyer's practice to transition patients. Full Price \$100,000.
- 6122 SANTA CLARA - STARBUCKS "LIKE" LOCATION!** Best exposure in beautiful strip center. Office just remodeled. 5-Ops. Currently trending \$1+ Million in Collections on 4-days. Perfect platform to operate 6-days a week. Can do \$1.5+ Million.
- 6121 NAPA VALLEY FAMILY PRACTICE** Highly respected community asset. Collected in last 5-years have averaged \$1.28 Million per year. Beautiful facility. Condo optional purchase. **SOLD**



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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!"

Joel Boriskin, DDS

"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

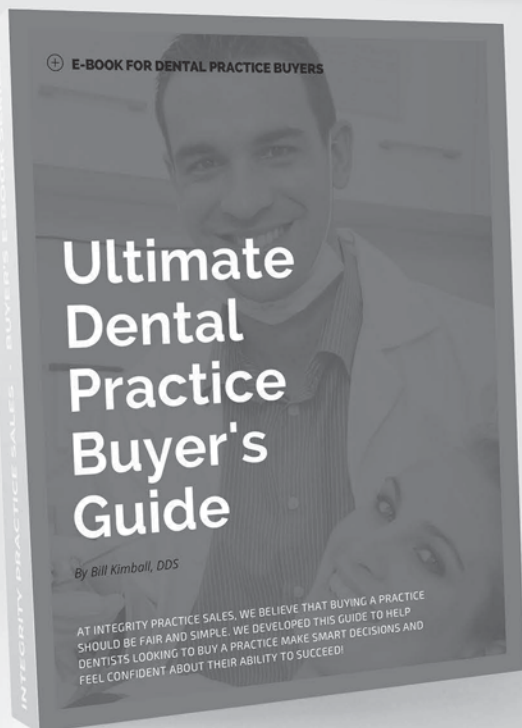
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