

THE Dental Trader

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— Upcoming Events —

MAY 23, 2018 • 6:00-9:00PM

"Dental Practice Ownership from Start to Finish"

Santa Barbara-Ventura County Dental Society

Jason P. Wood

JULY 22, 2018 • 8:00-10:00AM

"California Dental Practice Act"

Punjabi Dental Society - Montebello, CA

Patrick J. Wood



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Specialist wanted to rent 2 Operatories. Fri/Sat avail. Beautiful office in Rocklin. Email Lura Orsino at DrLuraO@gmail.com

General Dentist seeking part time work near Gilroy, CA. dentaloffice421@gmail.com

Sunnyvale CA general dentistry practice for sale or Sublease. 1700 sq ft. 5 rooms/4chairs. dentaloffice421@gmail.com

Planmecca ProMax 10 yrs old well maintained by Patterson all electronics and motors just replaced, \$8K call 925-449-1768

Associate General Dentist needed. Please send resume to hr@dentalservicesmanagement.com

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

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Sacramento office space share please email to kimhwayoun@gmail.com visit 916dental.com

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

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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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A-DEC CART Old style esthetic but perfect working condition A-DEC assistant cart (~\$700). Contact Dr. Wong @ (650)347-7100 or drderekwongdds@gmail.com

San Francisco Turn Key office for rent. 4 ops, on 490 Post st. near Union Square. Low Rent. Call 415 806 7987

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

Almaden Valley. 7 operatories fully equipped dental office for rent. Excellent location reasonable rent.(408)981-5069 or davidnader777@yahoo.com

Root Canals in your office. GP (16 yrs experience) does RCTs in your SF/Bay Area office. Bilingual Eng/Spanish. (415) 895-0477 bayareadds1@gmail.com

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

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.

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

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

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

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LEGAL TIP: Buyers: Have you conducted a UCC search on the Seller? Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

FRESNO COUNTY: Amazing Opportunity! Considerable Goodwill in Community! 3,000 sf w/ 6 ops \$350k (JC-811) WPS/800-641-4179

LA MESA #2 - (4) op G.P. /(2) eqt'd. In prof. bldg. Ave Gross \$300K/yr/p.t. Digital. Refers all specialties/does no adv. D&M Practice Sales 818.591.1401



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KERN COUNTY

BAKERSFIELD #27 – PRACTICE & BLDG. FOR SALE. (4) op comput. G.P. & duplex bldg. On a main thoroughfare w excell. exposure/visibility/signage & parking. (30+) years of Goodwill. Pt. base is Cash/Ins/PPO & Denti-Cal. 2017 Gross Collect of \$542K+ on a (3) day wk. (45) new pts/mos. Eqt'd w digital x-rays & pano. Paperless office, electronic billing, & Dentrrix s/w. Bldg is 4,388 sq ft. There is an existing tenant in one unit. The dental office is in the other. Seller relocating closer to family, but will assist w transition. **[NEW]**

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 Peds & Implant Placement & does no advertising. Practice is poised for growth. (65+) years of Goodwill. Seller retiring, but will assist with transition. **[NEW]**

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]**

PASADENA – (3) op comput G.P. located in a prof. bldg on a main thoroughfare. (38)+ years of Goodwill. Pt base is FFS only, w no PPO's, no HMO's & no Denti-cal. 2017 Gross Collect \$332K+ on a (3) day wk. Seller averages 8-9 new pts per mos. Digital x-rays (w XDR) & Dentrrix s/w. Seller refers out all Endo, Perio, O.S. Ortho, Peds & implant placement. Seller is retiring, but will assist w the transition. **[NEW]**

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 – (3) op comput. G.P. located in a free stand bldg. On a major thoroughfare w excellent exposure, visibility & pole signage. Cash/Ins/PPO/HMO/Denti-Cal pts. Seller working p.t. Annual Gross approx. \$200K. Great starter or Satellite. Seller retiring. **REVISED**

D&M SERVICES:

- Practice Sales & Appraisals
- Expert Witness Court Testimony
- Practice Search & Matching Services
- Medical/Dental Bldg. Sales & Leasing
- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

ORANGE COUNTY

ANAHEIM - PRACTICE & BLDG. FOR SALE. (6) op comput G.P./((4) ops eqt'd, (2) add. pmdb, plus an add. rm that could accomod a (4) bay Ortho area or (2) large surgery rms. Perfect for a Specialty Pract or a large Clinic. Recently remodeled bldg. is free stand, & at an intersection on a main thoroughfare. 2,232 sq. ft., w excellent exposure/visibility/signage & pking. (28+) yrs of Goodwill. Pt base is Cash/Ins/PPO/Denti-Cal. 2017 Gross Collect \$282K+ on a relaxed schedule. Eqt'd w digital x-rays. S/w is Practice Works. Seller retiring, but is willing to transition. **[NEW]**

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**

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! **[PENDING]**

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!

SIMI VALLEY – Recently remodeled, Boutique (3) op comput G.P. in a smaller one story prof. bldg. w excell off St. pking. Squeaky clean, & well laid out office is super-efficient and has an extremely low overhead. (40)+ years of Goodwill. Pt base is PPO/Cash only, w no HMO's & No Denti-Cal. 2017 Gross Collect \$277K+ on an approx. 30 hour work wk. Digital x-rays, 5-7 yr. old Belmont eqt. & Dentrrix s/w. w XDR. Seller is retiring but will assist w the transition. **[NEW]**

UPCOMING PRACTICES FOR SALE

Bakersfield, Beverly Hills, Carlsbad, Conejo Valley, Culver City, Encinitas, Escondido, Foothills, Glendale, High Desert, Laguna Hills, La Jolla, Los Angeles, Pasadena, Poway, San Diego, Santa Clarita Valley, Tarzana, Torrance, Ventura Cty., West Covina, West Hills & West L.A.

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

NEW Nomad Pro 2 Handheld X-ray - \$6,000 - 2 at this price (818) 282-8202

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3Series dental Wings scanner and Roland DWX4 mill- new in 2014 . Perfect condition. Solidilite light curing boxes and porcelain /press furnace - perfect condition - \$59k new. Asking \$30k Shelley 775.750.9454

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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Oral sedation recertification, mandatory 7 hours course that cannot be online, for doctors with oral sedation permit, CIDE (805) 676-1063

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SANTA ROSA: Retail shopping center w/ 1200 sf and 4 fully equipped ops \$220k or \$260k w/CT Scanner (CC-802) WPS/800-641-4179

Leasehold Dental Practice for in San Jose! Large retail. 4 Ops + 2 plumbed. ~1,650 sf. Call Loc Pham, Broker BRE#01875780. (714)550 7494 practice@lcffin.com | LCFFPracticeSales.com

LEGAL TIP: Did your attorney calendar the due date to exercise your lease option? Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

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

Oral sedation certification by experienced specialist for \$1,875. Weekend courses, do not miss time off the office. CIDE (805) 676-1063

Thomas Sudhijo, DMD (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every step. Call Jeng & Associates 714-858-0536

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

A 33-month study of 43 patients with 121 recession sites treated using the Pinhole Surgical Technique was published in Oct., 2012, by The International Journal of Periodontics and Restorative Dentistry to international acclaim. Visit PinholeOnDemand.com

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NEW Clio Adult size 2 digital sensor - \$4,995, 2 at this price (818) 282-8202

ROCKLIN: Continue the philosophy of serving your patients as if they are family! 150sf 3 ops + 1 add'l. \$425k (EN-803) WPS/800-641-4179

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

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Instantly Check Your Website's rankings, SEO, and performance (free) using our automated analysis tool at www.ddsrank.com/freetest.

With oral sedation certification you may able to treat fearful patients, weekend courses, Board approved for \$1,875, CIDE (805) 676-1063

SOUTH SACRAMENTO AREA Growing practice topped \$1.25 Million in collections in 2017. 4-ops. Great location at main intersection in its community. To learn more, go to www.PPSsellsDDS.com and view complete particulars under CURRENT LISTINGS.

Endodontist Available one day a week or month. Board eligible endodontist available for molar root canals and specialty services. 9493562021 www.Rootcanalman.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

NEW Accutron Ultra PC % meter 4 tank Portable Nitrous - \$3,000, 2 at this price - (818) 282-8202

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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Robert guided me through the steps in setting up my S-Corp in a timely and accurate manner. He answered emails and phone calls even when he was evacuated from his home due to mudslides. He provided me with the paperwork and documents that I did not know I needed and I am very happy I went with his services because it would have gotten ugly quickly if I went the self-serve route (or maybe even another lawyer). It is easy to see that Robert knows what he is doing and has done this many times. His advice to me has been invaluable. Thanks for providing a great service.

Avvo Review #126
Posted March 2, 2018

Robert W. Olson, Jr., APC

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Specializing in Dentrux, EagleSoft, EasyDental, OpenDental, & SoftDent, Academy of Dental Practice Careers caters to anyone who needs more dental office computer training. Instruction is offered in 2 forms, In-Office at your location, or at our ADPC training facility in San Diego. Call 877-235-7100 or visit DentalPracticeCareers.com.

LEGAL TIP: There is no such thing as a "standard" contract except for the party that drafted it. Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

Dental Lab For Sale in business for 40 years owner retiring. 2500 square ft. Right by freeway New owner can step in and start up. Great opportunity! For more information call 925-948-6044

SAN RAMON Great foundation. Collections for 2017 totaled \$575,000. And this was on work schedule averaging 2.5-days a week. 3-ops. Seller can work back 1-day a week to assist in transition. To learn more, go to www.PPSsellsDDS.com and view complete particulars under CURRENT LISTINGS.

General Dentist position MERCED, CA Monday thru Thursday. One year experience is a plus. Great pay plus bonus compensation. No HMO. Will mentor. Start ASAP. Email resume: aram1501@hotmail.com or text 909- 382-1067

Oral sedation certification, for \$1,875 it can be one of the most productive and interactive CE weekends, CIDE (805) 676-1063

DENTAL OFFICE FOR SALE ESCONDIDO. Buy instead of Lease-Dental Building in best location ever. Stunning, turnkey, 2000 SF, single story and recently renovated. Ample free parking and history of walk-by traffic/new patients. Spacious, prestigious doctor's office with own entry. Also consult room, six ops, two labs, two restrooms, staff room, and beautiful, large reception area with bay window and crown ceiling moulding. Contact 760-739-1312 or blaney@cox.net

GRASS VALLEY: If you desire great location and lifestyle, then don't pass up this remarkable opportunity! 1,250 w/3ops. Reduced Price \$205k, Real Estate Available (HG-732) WPS/800-641-4179

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

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

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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

Dental implants for sale as low as \$90. 6-pieces set of implant and cover screw, abutment, analog, healing abutment, transfer as low as \$170. Implants are FDA-approved and compatible with Zimmer, Alpha Bio, AB, Adin, and Cortex. Implant installation support available. Satisfaction guaranteed. Free exchanges. For more information, visit qualityimplants.com, or email us at admin@qualityimplants.com

SONOMA COUNTY'S ROHNERT PARK 2017 collected \$1,050,000 reflecting nice growth over 2016 which collected \$940,000. Profits exceeded \$500,000 for the second year in a row. 6-days of hygiene. There shall be no change in fees for the Successor. To learn more, go to www.PPSsellsDDS.com and view complete particulars under CURRENT LISTINGS.

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

Assoc/Partner FFS N.Ca. practice has too many pats. and needs a dedicated DDS to move to our rural community. Besides having a thriving practice we have state of the art equipment including an E4D machine. We have a beautiful facility with highly trained RDA's and 5 RDH. We have tremendous trails for hiking, fishing, and hunting. Salary starting at 30% of production. We have the largest practice in our rural community just north of Reno NV. Email for more info: susanvilledentalcare@live.com

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 (HN-816) WPS/800-641-4179

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GREATER SACRAMENTO - 4 ops, Pano, Digital x-rays, CEREC. 2016 Collections \$1.0M+. Stand-alone building available. HSPPT- Thomas Wagner 916-812-3255-#CA479



San Diego Practice Sales

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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)-- 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!**

Recent Sale: Imperial Beach

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Dental Practice for Sale Los Angeles County, CA

Beverly Hills - Gross ~\$855K.

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

Bellflower - Strip Mall

- Starter Office. ~2,200 sq.ft.

El Monte - Gross ~\$1 Mil

- HIGH Production Implants
- Approx. 60 new patients/mo.
- Shopping Plaza. 5 Ops. ~1,800 sf.

Glendale - Gross ~\$559K.

- Seller Retiring. GP with Ortho.
- High traffic. Mostly Cash/PPO

Glendora - Leasehold. 4 Ops.

- Central building at the corner.

Hawaiian Gardens - Gross ~\$355K.

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

Inglewood - New Listing!

- 2017 Gross ~\$880K
- Prime Location: Shopping Ctr.
- 15 + years goodwill. ~1400sf.
- 4 eq. ops + 1 add'l plumbed.

Lancaster - Shopping Center

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

Lawndale: Leasehold

- 5 Belmont Chairs, ~2,240 sqft

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 eq. Ops + 1 plumbed. 2000 sf
- 10 + years goodwill

Los Angeles - High Capitulations

- 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.

Pico Rivera - Practice & Real Estate

- Gross ~\$459K. 4 Ops. 1,200sf
- Building ~3,800 sq.ft.
- Dr. refers out complex procedures
- Property generates income

Pico Rivera - Busy Street!

- Nearby shopping plaza, 4 ops
- Reasonable rent. ~1,300 sf

Santa Monica - Leasehold

- Beautifully upgraded. High Tech.
- 3 Eq. Ops. Facing main street.

Van Nuys - Shopping Center

- Busy intersections. 3 Eq. Ops.
- Heavy foot traffic. ~1,100 sq.ft.

Dental Practice for Sale Orange County, CA

Buena Park - Mostly PPO/Cash!

- High Production Office. ~3000 sf.

Cypress - Leasehold. Busy Street.

- 6 Ops + 2 plumbed. ~1,900 sf

Garden Grove - New Listing!

- Freestanding bldg. Corner 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.

- Low Rent! Prestigious location.

Huntington Beach - Low rent

- PPO/CASH/Dental. Strip Mall.

Lake Forest - New Listing!

- Great location on main street.
- 3 ops. ~1600 sf. Friendly staffs.

Laguna Hills - Retail Shopping Ctr

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

Laguna Hills - Shopping Center!

- Starter Office. 4 Ops, 1,500 sf
- Affordable rent. Mixed income.

Yorba Linda - Strip Mall

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

Dental Practice for Sale Riverside County, CA

Corona - Practice & Real Estate

- 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

Indian Wells - Gross ~\$344K.

- Mostly PPO/Cash, some HMO.
- 5 Ops, 1,300 sf. Well maintained

Riverside - New Listing

- Shopping Ctr. Reasonable Rent
- Renovated. 3 ops + 1 plumbed

Dental Practice for Sale San Bernardino County, CA

Crestline - Practice & Real Estate

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

Fontana - Retail Shopping Ctr!

- Gross ~\$310K. 3 Ops + 1 plumbed
- Reasonable rent, 1250 sq.ft.

Rancho Cucamonga - New Listing

- GP/Endo practice in shopping ctr.
- PPO/HMO practice.

Rancho Cucamonga - Modern

- Starter practice @ major intersection
- 4 eq. ops + 1 plumbed.

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
- Approx. 15 patients/mo.
- 3 Eq. Ops + 1 add'l plumbed.

Fremont - Gross ~\$535K

- Main Shopping Center
- Mix Patient Income. 2,000 sf
- 7 Ops, 4 Eq. + 3 plumbed.

Hercules - New Listing!

- 2017 Gross ~\$710K
- ~60-80 new pts/month
- 4 Eq. ops + 1 add'l plumbed

Milpitas - Gross ~\$510K

- Shopping center. Mostly PPO.
- 10 yrs of good will, ~1,900 sf
- 4 Eq. Ops + 2 add'l plumbed

San Francisco - Beautiful office

- Good foot traffic. ~2,000 sq.ft.
- 4 Eq. Ops + 2 add'l plumbed.

San Jose - New Listing!

- Leasehold. Retail Shopping
- 3 Eq. Ops, ~1,200 sq.ft.

San Jose - Modern Office

- Shopping plaza. ~1,650 sq.ft.
- 4 Eq. Ops + 2 add'l plumbed.

San Jose - Just Remodeled.

- 2017 Gross ~\$285K.
- Newer EQ. Mixed income.
- 2 Ops + 1 plumbed. ~1,500 sf

San Jose - Practice & Real Estate

- Own your real estate!
- Modern. Retail Center.
- 6 Eq. Ops, ~2,500 sq.ft.

Vacaville - Corner lot

- Part-time Starter Office.
- Cash/PPO only! ~750 sq.ft.

Dental Practice for Sale San Diego County, CA

Vista - New Listing!

- Strip mall facing main st.
- Grossed ~\$200K on 2.5 days/wk
- Refers out all complex procedures

San Diego - Strip Mall!

- GP practice with Ortho & Implants
- 3 eq. ops + 1 plumbed, ~1200 sf.

Dental Practice for Sale Ventura County, CA

Ventura - Busy Main Street!

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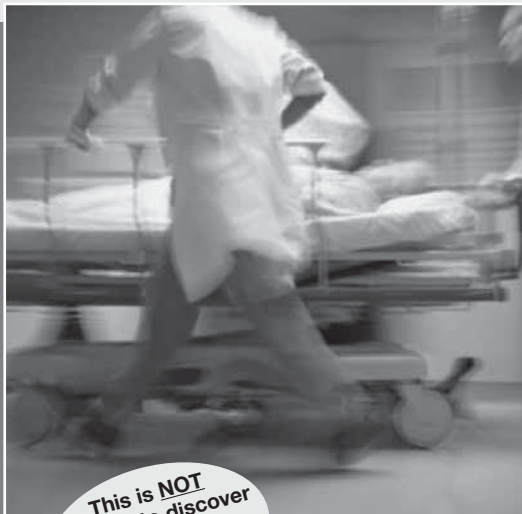
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ASK THE BROKER

Do different types of practices require different types of negotiations?

Yes! This is an interesting question, especially in California. We are a melting pot of diverse cultures. The licensed dentists and enrollment in our dental schools reflect this fact. Both buyers and sellers would be wise to understand the different culturally-based negotiating tactics they might encounter. For instance, it is common in some cultures to automatically and immediately offer approximately 50% of the asking price to start the negotiations. Some sellers may be so offended that they might not even respond to that type of an offer. Other cultures start with a full price offer, even sign all the paperwork and get close to the finish line, and then reduce their offer for a perceived reason that something was not to their expectations. Another culture may be extremely polite and excited about the practice, repeatedly spending time with the seller reviewing all the details, but never make a formal offer until after a great deal of work and time has been invested, only to make an offer well below the asking price.

My advice to the sellers is to be cognizant of the differing cultural norms. That is easy for me to say but hard for me to do, even after completing hundreds of negotiations. While I understand that hot markets with a desirable practice demand quick decisions, I still believe that a written agreement carries weight and expectations, unless something very significant is discovered that was not represented accurately in the beginning. Once time, effort and money have been spent trying to finalize the details of the transaction, there is a reasonable expectation that the purchase price will not be changed.

My advice to the buyers is to understand that in most cases, goodwill is the greatest part of the asset you are purchasing. It is then best if your offer matches the cultural expectation of the seller, as to not damage the eventual goodwill by engaging in a 'tough' negotiation. Every seller expects some negotiation, but eventually, how it is done will affect the tone of the transaction. Creating ill-will during the negotiations may reflect negatively in the transition with the patients and staff. Of course, there are some practices where this relationship with the owner may not matter, but those are usually the exception, even in a PPO driven practice.

A good "back-and-forth" negotiation can solidify value for both the buyer and the seller in the process. However, the buyer must beware of harming the transfer of the goodwill if the negotiations are not handled properly. This includes properly managing the consultants and attorneys the buyer chooses to help in the transition.

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

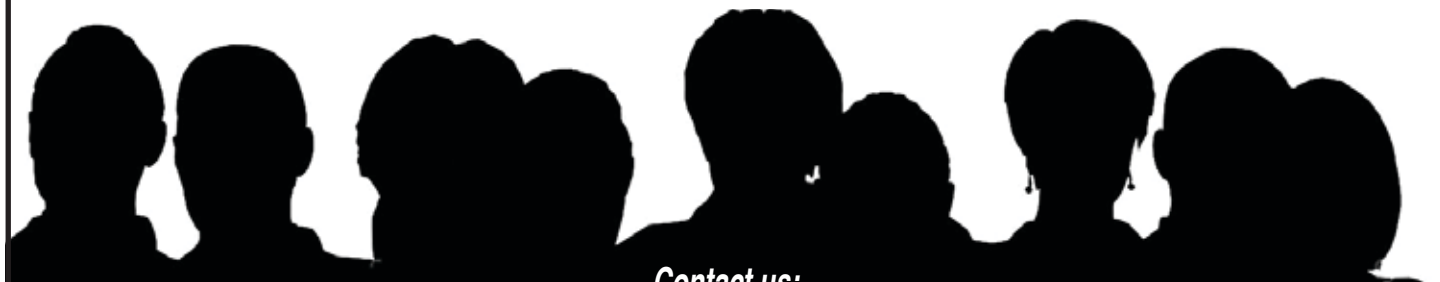
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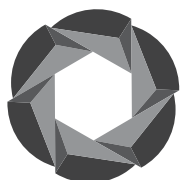
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CLEARLAKE - Well-established 2001 General practice inside a professional building. Approx. 1,600 spacious sq. ft., turn-key facility, 4 OP's with the latest technology: Dentrrix, Dexis, Intraoral camera, Laser, Surgical Microscope & Panoramic x-ray 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, 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 - 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

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. Dentrrix 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 ROSEVILLE - NEW LISTING - 3 equipped Ops in 4 Op, 1,320sf office. Dentrrix, 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 - 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+. Stand-alone 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

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 - 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

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

MARIN COUNTY FACILITY ONLY - NEW LISTING - Highly desirable Dental Facility in the Business center location of Marin County. The office is directly across from Northgate San Rafael shopping mall, restaurants, professionals, and near Kaiser Medical center just off 101 freeway. Everyone's response seeing the office "Wow, what a gorgeous million dollar view!" Newer 2013 build out-custom designed with high-end equipment in excellent brand new condition. Has 3 fully equipped Op's, bright and airy spacious layout in approx. 802 square feet. Includes Private Office, Reception area, Planmeca Digital Pano, Digital Sensor, Intraoral Camera, Sterilization w/plenty of storage and counter space. Paperless office, Eaglesoft software with 5 computer workstations. This well-maintained executive professional building is actively occupied and has on-site management support. This is not typical blank slate, but has a bonus of patients, active production/ collections, and business operations in place to start producing revenue immediately. Pristine relaxing work environment. Remarkable opportunity to merge or work in an established facility to make a practice of your dreams! This will not last! #CA502- Gina Miller - 707-391-7048

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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 - 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, Dentrix/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 JOSE - NEW LISTING - This West Valley High End Restorative and General Practice boasts 3 year average revenue of \$1.2M with over \$500K average Adj. Net on a 4 day work week. 100% FFS with 3 fully equipped Ops in 1,100 Sq. Ft. plus 500 Sq. Ft. of finished attic storage. Cone Beam Imaging, Schick Sensors, Lasers and nearly every technology to launch your dream office. Great lease at well below market rent of only \$3,269.00 per month. Seller will work back to mentor the buyer. Great practice, great cash flow and great location near major shopping mall to build your future career! #CA506- Jim Engel - 925-330-2207

SONOMA COUNTY - NEW LISTING - This Endodontic practice is located in a very desirable location within a complex of referring dentists. Revenue has averaged over \$1.1M for 2014-2016 3.5 day work week. Recently renovated, 4 Ops, 1500 Sq. Ft equipped with 2 Global microscopes, digital radiography, PBS Endo management software. Seller is highly motivated and is offering an EXCELLENT ACQUISITION OPPORTUNITY. #CA495- Gina Miller - 707-391-7048

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 2,000 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 Dentrix 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

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 ½ days of Hygiene and booked out 6 months in advance. Act fast, this will not last long! #CA469- Jim Engel - 925-330-2207

WALNUT CREEK - 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. **SOLD** 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

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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

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, Dentrrix PMS and Dexis Digital Sensor, Fiber Optics and Laser. Updated interior and high end building on the main thoroughfare. A great practice for a first time buyer or satellite practice for existing owners. #CA451- Jim Engel - 925-330-2207

MODESTO - 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

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

CHINO - 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! #CA484- Kerri McCullough - 949-300-0312

FULLERTON - General Dentistry Practice with 5 Ops, 3 Equipped, is located in a shopping center. Practice with 40+ years of Goodwill, 4days of Hyg./wk. Retiring seller has 30 years of Goodwill. 2016 GR of \$633K. #CA453- Kerri McCullough - 949-300-0312

GLENDALE - NEW LISTING - General Dentistry Practice with 4 Ops utilizes Dentrrix, Dexis digital x-rays, Intra-Oral Camera, and a Laser. Practice has 3 days of hygiene per week and 3½ 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, Dentrrix, Digital X-rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. 2016 GR of \$712K with \$304K Adj. Net. #CA173- Kerri McCullough - 949-300-0312

LAGUNA BEACH - General Dentistry practice with 4 Ops, 3 Equipped is now available in beautiful Laguna Beach. Practice features Dentrrix G4, Dexis Digital X-rays, and is paperless. 2017 GR of \$442K with \$205K Adj. Net Income. #CA443- Thinh Tran - 949-533-8308

LONG BEACH - NEW LISTING - General Dentistry Practice with over 25 years of Goodwill is now available in Long Beach. The 1,700 sq. ft. ground-floor condo that houses the practice was remodeled 5 years ago and is also available for sale. The paperless practice has 6 Operatories, is computerized with Dentrrix and utilizes Dexis digital x-rays, a digital Pano and a laser. 4 days of hygiene per week. 2017 Gross Receipts of \$492K. #CA499- Thinh Tran - 949-533-8308

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

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, Dentrrix, 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 - 4 Ops, 3 Equipped, Global Inclinal Binocular Microscope and Triangle unit in the sterilization room. The waiting room has a fireplace, welcoming patients to the office. 2017 GR of \$265K, with seller scaling back significantly in 2017. Many regular, local referring doctors have been sending patients to this office for 17 years. #CA500- Kerri McCullough - 949-300-0312

ORANGE COUNTY - NEW LISTING - Endodontic Practice - 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

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

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PASADENA - NEW LISTING - This 5 Op General practice is being sold in conjunction with the building, which features the suite the practice is housed in plus another leased dental suite. The suite is 1,586 sq. ft. with a total building square footage of approximately 2,880. The building is located on a well-traveled street with parking. SoftDent, paperless, CareStream Digital X-rays, and an Intra-Oral Camera. 3 days of hyg./wk. 2017 GR \$473K and \$115K Adj. Net with our retiring seller working only 3 days per week. This is a one-of-a-kind opportunity to own a practice with real estate in beautiful Pasadena. #CA505- Kerri McCullough - 949-300-0312

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

RIVERSIDE COUNTY - 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 Dentrux, 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 Pedit 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

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 COUNTY - NEW LISTING - 10 Ops in a 3,400 sq. ft. suite. 18 years of goodwill and in-house specialists. FFS, PPO and has a CAP check of 6-8K/mo. for HMO patients. Computerized with EZ Dental, Digital X-rays, Intra-oral Camera, and Pano. 2017 GR were \$1.3M with \$462K Adj. Net. #CA503- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - NEW LISTING - This Implant-Oral Surgery practice in the South Bay area of LA is new on the market. Featuring 3 Operatories in 1,700 sq. ft., this practice has high visibility in a single-story corner unit of a retail/professional center. The practice is paperless and computerized with WinDent OMS Software, Dexis digital x-rays, Digital Pano, and CBCT. 2017 GR of \$475K. #CA498- 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 - 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- Thanh Tran - 949-533-8308

VENTURA COUNTY - NEW LISTING - General Dentistry practice with 4 Ops in 1,350 sq. ft. located in a busy retail center on a main thoroughfare. Dentrux, Digital X-rays, Intra-Oral Camera, and Pano. 4 days of hyg./wk. 2017 GR \$641K and \$257K Adj. Net. #CA504- 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 - 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 a digital Pano. 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, Dentrux 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 - General Dentistry Practice in a retail center on a busy corner. 6 Ops, Digital X-rays, and Dentrux 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

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 FACILITY ONLY - NEW LISTING - Beautiful and Modern, Turn-Key 3 Op dental facility in the Del Mar Highlands area. Excellent and Highly Sought-After Location. 1,056 Sq./Ft. lease rate including CAM is \$6,138.00 per month. Excellent location for an Endodontist or a GP. Priced to sell quickly. #CA501- 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

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.

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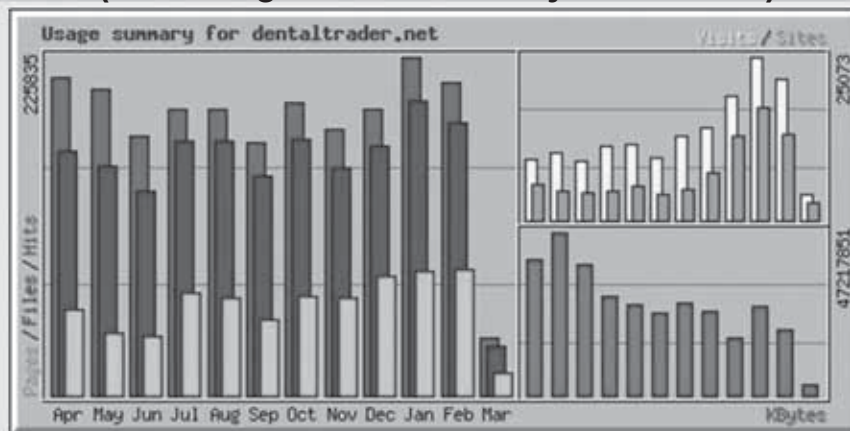
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activity, uploading of videos, adding secondary websites and paying for Google ads (like most SEO companies recommend). Instead DDS Rank recommended a half dozen programming changes to our website. I forwarded their instructions to our webmaster (this 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

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Bruce Carter, Publisher
The Dental Trader

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AC-782 SAN FRANCISCO: Well maintained, multi-level Professional Medical Complex. 1450 sf w/ 5 ops **\$250k**

AN-752 SAN FRANCISCO Facility: 2 months Free Rent! Opportunities like this one are few and far between! 1007sf w/ 4ops. **\$79k**

BC-710 WALNUT CREEK: Desirable location in stand-alone, single-story bldg. 1313sf w/ 3 ops **\$150k**

BC-741 DANVILLE (FACILITY): Move in Ready facility to build the practice of your dreams! ~ 1600sf w/ 3 fully equipped ops **\$150k**

BC-758 PLEASANT HILL (FACILITY): Gorgeous décor & remarkable location! 768 sf w/ 2 ops **\$35k**

BC-789 OAKLAND (Facility): Perfect layout for Pedito or Ortho. 2800 sf w/ 6 fully equipped ops. Plumber for 2 add'l **\$250k**

BC-793 BERKELEY: 2-story Prof Bldg. 1382 sf w/ 4 ops & professionally designed for flow **\$475k**

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

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**

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CC-798 PETALUMA: Partially equipped dental office for lease. Only **\$2500/mo for 1400 sf! Call for Details!**

CC-802 SANTA ROSA: Retail shopping center w/ 1200 sf and 4 fully equipped ops **\$220k or \$260k w/CT Scanner**

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

CN-829 MILL VALLEY: This once-in-a-lifetime opportunity awaits your drive, talent & skill! 1200sf w/ /3 ops + 1 add'l **\$310k**

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**

DG-833 GILROY: Newly renovated, excellent visibility and easy accessibility lends to growth!! 1200 sf w/ 4 ops **\$235k**

BAY AREA CONTINUED

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. Now Only: **\$200k**

DN-796 SAN JOSE: This well-oiled general practice w/ emphasis on treating Pediatric patients! 3473sf w/10 ops + 2 add'l. **\$550k**

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

DN-809 PLEASANTON: Ranked as "one of the best cities to live in", one can certainly understand why! 1100sf w/ 3 ops + 1 add'l. **\$480k**

NORTHERN CALIFORNIA

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**

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

EN-747 CITRUS HEIGHTS Facility: Be the only dental office in this attractive, popular Retail Shopping Center! 2200sf w/5 ops + 6 add'l. **\$75k**

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**

EN-791 SO. SACRAMENTO CO: Highly esteemed practice to an adoring & appreciative patient base! 1950sfw/ 5 ops. **\$450k**

EG-788 ROSEVILLE: Do not pass up on this remarkable opportunity! 2700sf w/ 6 ops. **\$300k**

EN-800 SACRAMENTO: Awaiting your talent and skill to take it to the next level! 1200sf w/ 4 ops. Seller Motivated! **\$150k**

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

EN-803 ROCKLIN: Continue the philosophy of serving your patients as if they are family! 150sf 3 ops + 1 add'l. **\$425k**

EN-831 SACRAMENTO: Location & practice philosophy make this opportunity "a cut above" others! ~1600sf w/4 ops. **\$775k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



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NORTHERN CALIFORNIA CONTINUED

FC-650 FORT BRAGG: Family-oriented practice. 5 ops in 2000sf, 6 npts/mo **\$350k for the Practice & \$400k for the Real Estate**

FN-754 SO. 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. **Now \$150k!**

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

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**

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HG-732 GRASS VALLEY: Seller retiring. Well established practice. 1250sf w/ 3 ops. Real Estate also available. **\$205k**

HG-810 SO. LAKE TAHOE: Practice in Paradise, treatment rooms have majestic views of Heavenly Valley! 2100sf w/5 ops. **\$495k**

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

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 **\$65k**

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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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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**

IN-830 LODI: Start living the life! Small town charm, stable patient base & low overhead! 1,550 + 800sf w/4ops. **\$360k, Real Estate \$300k**

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

JG-778 FRESNO: What a steal. Consistent collections over \$600k with cash flow over **\$300k!!** 1452 sf w/ 4 ops **\$275k**

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

SOUTHERN CALIFORNIA

KG-779 SAN CLEMENTE Ortho: Huge growth potential by expanding relaxed work week! 2896 sf w/ 6 open bay chairs **\$325k**

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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 **\$395k**

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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**

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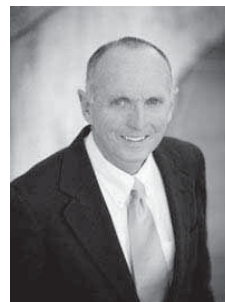
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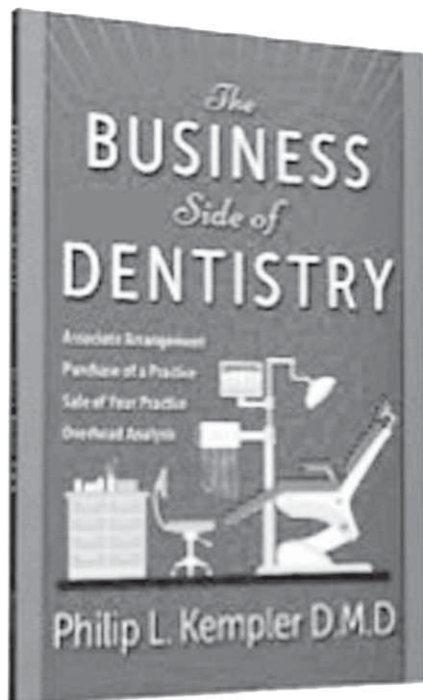
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Periklis Proussaefs DDS, MS is a prosthodontist and Associate Professor at Loma Linda University. Dr. Proussaefs has published over 50 peer-reviewed articles in the dental literature, and has been serving as an Editorial Board member for the Journal of Prosthetic Dentistry, the Journal of Prosthodontics, and the Journal of Oral Implantology.

Dr. Proussaefs has received formal training in all forms of sedation since 1997. Part of his residence program at LLU included full time training in general anesthesia. He has been providing dental care for patients under I.V. (moderate) sedation or oral (minimal) sedation. His seminars focus on SAFETY, and in particular airway management, patient monitoring, and handling emergencies. The course involves lecturing, hands-on practicing on a manikin, and real patient experience. The discussion with the instructor will focus on sharing the instructor's 20 years' experience in sedating dental patients.



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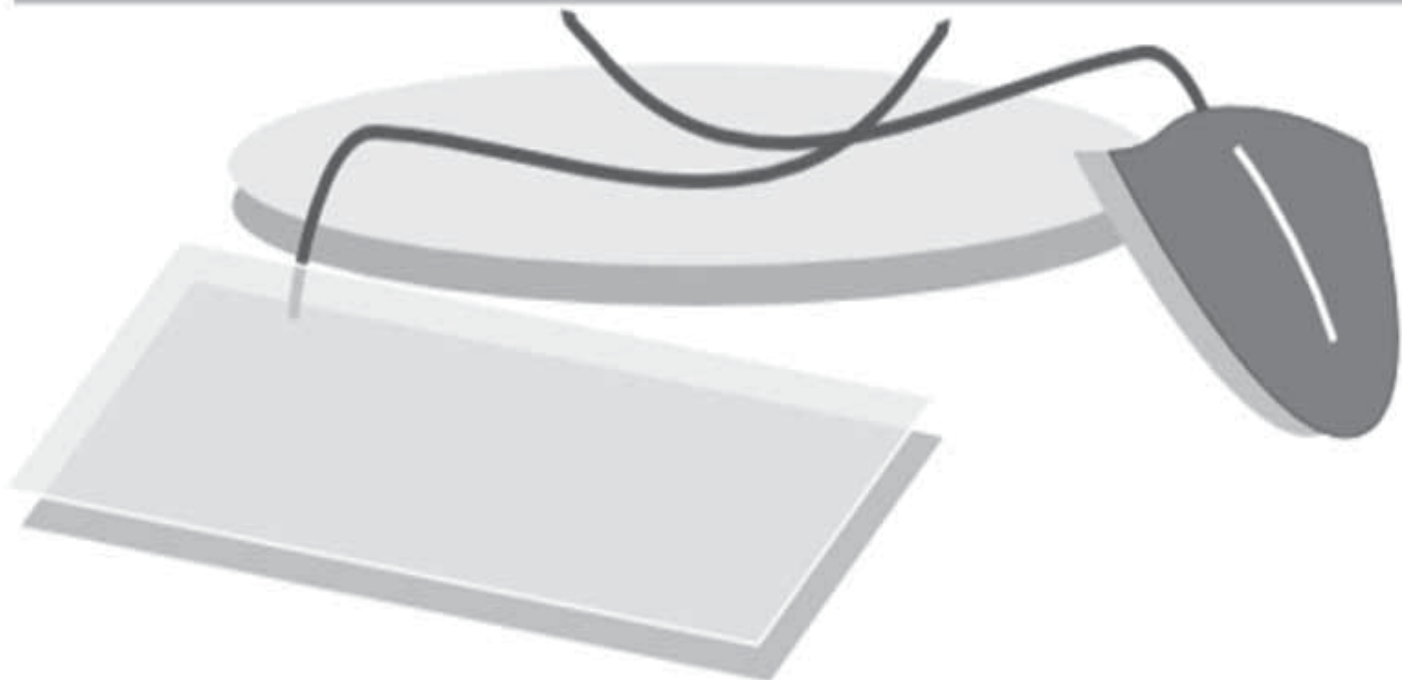
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