

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

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JULY 22, 2018 • 8:00-10:00AM

"California Dental Practice Act"

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It was Great to see U!**



Paul Maimone Broker/Owner
CA Broker #01172430

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 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. Cash/Ins/PPO. Gross Collect \$1.0MM+/yr. Eqt'd with digital x-rays, (2) lasers, (2) wands, & Eagle Soft s/w. **[SOLD]**

ANTELOPE VALLEY #5 - (3) op comput. G.P. in a two story prof bldg with easy fwy access. (30+) years of Goodwill. Ave. Annual Gross Collect \$550K. (4½) days/wk of hygiene. Cash/Ins/PPO. Brand New Digital X-Ray System with (2) Suni sensors. Seller refers out all Endo, Ortho, Perio, Diff O.S. & Implant Place. & does no advertising. Primed for Growth. Seller retiring. **[NEW]**

ARCADIA #3 - Beautiful, newly remodeled, (4) op computerized G.P. located in a well known Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO pts. Annual Gross Collect \$300K on a (3) day week.

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. **[PENDING]**

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**

VAN NUYS – Fully eqt'd & furnished (5) op comput G.P. (4) ops eqt'd (5th) plumb. Located in a store front, street level @ a hard corner. Excell exposure/visibility & signage. Many walk ins. At a major bus stop in a heavy Hispanic area. Digital x-rays & low rent. Sale includes approx 2,500 G.P. mostly Denti-Cal charts. Charts included, but not guaranteed. **[NEW]**

ORANGE COUNTY

ANAHEIM - PRACTICE & BLDG. FOR SALE. (6) op comput G.P./ (4) ops eqt'd. (2) add. pmbd, 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**

LAMESA #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!

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. **[SOLD]**

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]**

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PASADENA – (3) op comput G.P. Prof. bldg. 2017 Gross Collect \$332K on (3) days. Digital & Dentrrix. Seller retiring. D&M Practice Sales 818.591.1401

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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

We're getting outta town.

The Dental Trader staff is unplugging everything and going on summer vacation.



If you have questions, you will find the answers on our FAQs page at www.dentaltrader.com

Enjoy your summer and thanks for choosing

The Dental Trader

We do not publish a July edition.

CLEARLAKE: 4 Ops: Dentrrix, Dexis, Intra-oral camera, Laser, Surgical Microscope & Panoramic x-ray. 2016 GR \$650,000+-. HSPPT- Gina Miller 707-391-7048-#CA457

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- NEWS FLASH -



The California Supreme Court Just Stole Your Tax Deduction!

On December 22, 2017, the federal Tax Cuts and Jobs Act ("TCJA") was enacted, providing self-employed associates tax cuts of \$10,000+/year. Great news!...except on April 30, 2018, the California Supreme Court's Dynamex ruling, as applied to earlier case law, gave State agencies the right to treat self-employed associates as employees to avoid "loss of state tax income." This ruling not only threatens associates' TCJA tax cuts, it also magnifies the risk for

contracting practice owners found to "willfully misclassify" associates as independent contractors.

This ruling affects all independent contractor associates and their contracting practice owners.

Do not become an easy target for State investigation or Federal tax audit. Replace your current associate agreement with a revised version containing TCJA and Dynamex targeted language, to justify your claim of independent contractor status and TCJA tax cuts.

Contact me if you have any questions.

Robert W. Olson, Jr., APC

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URGENT ALERT: Your associate's independent contractor agreement could get you fined \$5,000 to \$25,000 for "willful misclassification." See page 6.

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Thomas Sudbijo, 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

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Timothy Giroux
DDS/Broker

ASK THE BROKER

Why don't you list the number of active patients on any of your listings?

We made a corporate decision several years ago to remove "active" patient counts on all marketing materials after we witnessed a couple of buyers threaten sellers after a transition concerning this issue. The problem is that every dentist has a different idea or definition of how to determine the number of active patients. Generally it was understood that anyone that entered the doors of the practice at least once in the past two years was considered an active patient. The general thought was that even a one-time emergency extraction patient would be balanced by the great patient that came back for large treatment plans.

Unfortunately, buyers come into a practice and disregard the "big picture" definition of an active practice. Sometimes a buyer's "definition" of an active patient is limited ONLY to patients that are in active recall. (I have even seen buyers take the prophyl count and divide by 2 to get their 'active patient' count.) This obviously eliminated some patients that did come in only once and have a molar RCT completed, four thirds removed or a host of other high production patients that did not desire to become "active recall" patients. In my own experience of practicing dentistry, my best referral source was a lady that loved me, but hated going to the dentist. She only showed up about once every 5 years so I would have to do several procedures on her each time. She continually referred me at least one patient from her neighborhood or workplace every month for 15 years, yet even she would not have been considered "active" at any given time by some buyer's definition.

I am not downplaying the importance of understanding the size of the patient base you are purchasing, however I do reject the buyer's attorney's efforts to put language into the contract of sale making it easy for a buyer to sue a seller if they come up with a different patient count. I want the buyer to know exactly what they are buying and exactly what type of patient base exists by completing their own "patient count" and due diligence. Not only will they have a different opinion on how many active patients exist in a practice, but generally they will also have a different opinion on the appropriate treatment plan for each of those patients. I don't want buyers to hide behind their attorney's language to protect themselves, instead I want them to understand exactly what they are buying and what procedures are being performed in the office, which is more important than the seller thinking that he has 1,000 patients but the buyer counting only 687.

At the end of the day, it is the gross receipts and procedures performed that really matter.

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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PRACTICES FOR SALE—June 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)-- 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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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.

Hawallan 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. ~1,400sf.
- 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

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

Van Nuys - Shopping Center

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

Upcoming Listings Dental Practice for Sale

- Beverly Hills
- Pleasant Hill
- Riverside
- San Marcos

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 - Corner lot

- Freestanding Building.
- 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/Dentical. Strip Mall.

Lake Forest - Gross ~\$259K

- 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

Santa Ana - Large shopping center

- Affordable rent. Mixed income.

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

Corona - New Listing!

- Shopping mall. 8 ops, 2,400s.f.
- Starter office + Bonus patients

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 - Shopping Center

- Reasonable Rent. ~1,200 sq.ft.
- Renovated. 3 ops + 1 plumbed

Dental Practice for Sale San Bernardino County, CA

Crestline - Practice & Real Estate

- Cash/PPO! 1400 sq.ft. 4 Ops.

Fontana - Retail Shopping Ctr!

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

Rancho Cucamonga -

- GP/Endo practice, shopping center
- 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 ~\$705K
- ~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 plumbed.

San Jose - 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 - Strip mall

- 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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Dental Office for sale in Vista! Strip mall, main street. Gross ~\$200K. Opens 2.5 days/wk. 2,100 sq.ft. Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfm.com | LCFPracticeSales.com

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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 sq ft** | 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 sq ft** | Beautiful location overlooking the marina!
- **Costa Mesa | \$650,000 | 4 ops | 1,350 sq ft** | First floor, recently updated retail location.
- **North Hollywood | \$350,000 | 4 ops | 1,000 sq ft** | Sunny and open office in North Hollywood.
- **Camarillo | \$330,000 | 5 ops | 1,800 sq ft** | Beautiful practice near vibrant shopping center.
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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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NORTHERN CALIFORNIA

CAMPBELL - NEW LISTING - Partnership opportunity in this beautiful practice established in 1993. Buyer to purchase 50% interest to share patients, revenue and expenses of this office on one of the city's busiest thoroughfare. 3 Fully Equipped treatment rooms housed in 1550 Sq. Ft. with every amenity including Dentrux Software with 10 Computer Workstations, Dexis Digital X-Ray, Cone Beam Imaging, Laser and fiber optics. 2017 Revenue of \$864,000 with 3 year average adjust net of \$345,000. Owner looking for the right buyer to relieve his 4 day workweek as well as grow the revenue with new procedures and energy. This is a great opportunity to learn from one of the best and be the first in line to own the entire practice in the future. #CA507- Jim Engel - 925-330-2207

CHICO - General Dentistry Practice with 7 Operatories, Dentrux, Dexis Digital X-rays, Pano, Diode Laser, and 3M True Definition. Practice has been established for over 60 years with current and previous owner. 6 days of hygiene per week. 2016 Gross Receipts of \$715K and Adjusted Net Income of \$212K. Building also available for sale. #CA402- Steve Caudill - 951-314-5542

CLEARLAKE - 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 - 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 Orthopralix 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. 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 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 ROSEVILLE/ROCKLIN - NEW LISTING - Well-designed 5 Op, PPO practice, in approx. 1,495 sq. ft. office located in great commercial location. Softdent software, Suni digital sensor, laser, and intra-oral camera. 2017 GR of \$527,000+ on 3 day week. #CA513- 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-ray, 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

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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

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 - 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

SACRAMENTO - NEW LISTING - This very efficiently run practice is located in a leased office with 4 fully equipped operatories, Practice Web software, Intra-Oral Camera, and Digital X-ray. 2017 GR of \$1 million with very low overhead. #CA510- 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. **SOLD** 15 Gross Receipts of \$1.2M with Adjusted Net of \$480,000. 5 days of Hygiene, Dentrux/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 - 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 Dentrux 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

VISALIA- PERIO LISTING - NEW LISTING - Periodontal Practice with 4 Operatories, fully furnished is now available in Visalia. Seller works 3 days a week, and owns the building, will consider selling the building also. 2,000 sq.ft. suite with 40 years of goodwill. 2017 Gross Receipts of \$356K, great location and price for this practice. #CA512- Steve Caudill - 951-314-5542

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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

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

MODESTO - *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

FOUNTAIN VALLEY - *NEW LISTING* - General Dentistry practice with 4 Ops is new on the market. The practice features EZ2000 software with Digital X-rays, Intra-oral camera and 2-3 year old equipment. Practice utilizes a PT hygienist and most specialty procedures are referred out, leaving room for growth. 2017 GR \$555K with \$269K Adj. Net. #CA508- Thinh Tran - 949-533-8308

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

GLENDALE - General Dentistry Practice with 4 Ops utilizes Dentrux, 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, Dentrux, Digital X-rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. 2017 GR of \$694K. #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 Dentrux 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 Dentrux 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 - 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 - *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 - General Dentistry practice with 30+ years of Goodwill is now for sale in Orange. Near hospitals and other medical/professional suites. 4 Ops, Dentrux, 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 Inclinable 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 - 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

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

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RANCHO CUCAMONGA- NEW LISTING - General Dentistry practice with 7 Operatories is now available in Rancho Cucamonga. This practice is located in a free-standing building on a very busy corner and features Dentrax software and Dexis Digital X-rays, an Intra-oral camera, Digital Pano, and is partially paperless. The practice also has an Ortho bay with its own waiting area. Great opportunity! 2017 Gross Receipts of \$838K with \$158K Adjusted Net Income. #CA514- Thinh Tran - 949-533-8308

RIALTO - General Dentistry Practice and historic free-standing Building for sale. Over 50 years of Goodwill. Dentrax ~~SOLD~~ 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 Dentrax, Digital X-rays, and is paperless. 2017 GR of \$816K with \$330K Adj. Net. #CA471- Kerri McCullough - 949-300-0312

SAN FERNANDO VALLEY - 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. 2017 GR of \$410K with \$192K 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

SANTA MONICA - NEW LISTING - This turn-key General Dentistry practice with 4 Ops, 3 equipped, is located in a professional building convenient to all of Santa Monica and the South Bay. Seller is the only dentist in the building. Practice utilizes Open Dental, Digital X-rays, and is Paperless. 2017 GR \$660K with \$284K Adj. Net. #CA511- 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 ORANGE COUNTY - NEW LISTING - General Dentistry practice with 4 Operatories, 3 Equipped, utilizes an Intra-Oral Camera, Digital x-rays, Laser, and CariVu. Practice has 18 years of Goodwill with our retiring seller. 2017 Gross Receipts of \$331K working 20-24 hours per week with the seller referring out most specialty work. #CA509- Thinh Tran - 949-533-8308

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

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. Dentrax, 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

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 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 - 7 Ops, 6 Equipped, Dentrax 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

SAN DIEGO - 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 ~~SOLD~~ Building. The space is shared with another dentist, utilizing some common areas. 2016 GR of \$322K. #CA404- Russell Okihara - 619-694-7077

OUTSIDE OF CALIFORNIA

CENTRAL 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

EASTERN WASHINGTON - NEW LISTING - This well established practice has 1,400 sq. ft. with 4 fully equipped operatories, in a stand-alone building, and equipped with EasyDental software, Intra-Oral Camera, and Orthopantomograph. 2017 Gross Receipts of \$429,000 on 3 day work week. #WA100- Dr. Paul Kennedy - 206-310-4424

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MARIN COUNTY: FACILITY Built out in 2013, 3 Ops in approx. 802 sq. ft. Planmeca Digital Pan, Digital Sensor, Eaglesoft software. HSPPT- Gina Miller 707-391-7048-#CA502

Dental Office for sale in Inglewood! Gross ~\$880K. Shopping center. ~70 new patients/mo. 4 ops + 1 plumbed. ~1,400 sq.ft. Loc Pham, Broker BRE#01875780. (714) 550-7494 practice@lcfbin.com|LCFPracticeSales.com

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ANAHEIM – Pract. & Bldg. for sale. (6) op comput G.P. (4) eqt'd. Free Stand. Bldg. Major thoroughfare. Gross approx. \$282K/yr. p.t. Seller retiring. D&M Practice Sales 818.591.1401

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

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

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

AG-852 SAN FRANCISCO: PRIME LOCATION! 600 sf w/ 2 fully equipped, computerized ops **\$375k**

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-789 OAKLAND (Facility): Perfect layout for Pedo or Ortho. 2800 sf w/ 6 fully equipped ops. Plumber for 2 add'l **\$135k**

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

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

BG 838 HAYWARD: If Alameda County is where you want to be, then THIS is the practice for you! 800sf w/ 2 ops. **\$125k**

BG-839 PINOLE: Sink your roots into this community which retains many "turn-of-the-century" buildings! 1212sf w/ 3 ops + 1 add'l. **\$350k**

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**

CC-846 SAN RAFAEL: Prof/Retail Building Complex. 3 ops 640 sf Collections \$433k in 2017 **\$295k**

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 **\$85k**

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

DG-844 SAN JOSE: Beloved practice delivers quality care and warm relationships which patients have come to expect. 1500sf 3 ops + 1 add'l. **\$195k**

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**

DG-842 FREMONT: Imagine being able to live, practice and play here! 3200 sf w/ 10 ops **\$395k**

DN-806 WATSONVILLE: This quality, family-oriented practice thrives & focuses on delivering quality care. 1,182 SF W/ 4 OPS. **\$495K/ 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**

DN-845 FREMONT Facility: Build your dream Practice! Primed for success in this proven location! 1800sf w/3 ops + 2 add'l. **\$100k**

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-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 \$575k/ 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**



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EN-836 CITRUS HEIGHTS: well-established, quality practice comes loaded W/ 30+ years of goodwill. 1300sf w/3 ops + 2 add'l. **\$150k**

EN-824 SIERRA FOOTHILLS: well-known, well-loved, well-established practice focused on quality dental care! 1000sf w. 4 ops. **\$625k**

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**

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

GN-808 CHICO: It just doesn't get any better than this! Hesitate & you might miss out! 2800sf w/ 6ops. **\$495k/ Real Estate TBD**

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

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

HG-827 SO. LAKE TAHOE: Ski, live, play and practice here where your lifestyle can't be beat! 1200sf w/4 ops. **\$310k**

HG-851 SO LAKE TAHOE: Don't wait another day to start living your dream of a serene lifestyle! 2100 sf w/ 5 ops **\$425k**

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**

HN-740 SHASTA CO: Beautiful mountain community, well-established practice, exceptional long-term staff. 2400+sf w/5 ops + 1 add'l. **\$475k/ Real Estate \$350k**

HN-773 SUTTER CREEK: Seller Motivated! Location known for beautiful scenery, excellent wine & rich history! 1536sf w/4 ops + 1 add'l Will Consider Reasonable Offers! **\$195k**

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**

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

EG-826 ROSEVILLE Perio: Create your success story with this warm and caring, patient-centered practice! 1000sf w/3 ops + 1add'l **\$150k**

EN-821 GREATER SACRAMENTO AREA Perio: Live, practice & play here! It'll be the BEST decision you'll ever make! 1700sf w/4 ops + 1 add'l. **\$395k**

EN-822 SACRAMENTO Perio: This practice is known throughout Sacramento for its stellar reputation! 2200sf w/ 5 ops + 1add'l. **\$840k**

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

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

JG-757 VISALIA Perio: Keep implants in house and imagine the growth possibilities! 9 hygiene days per week! Rare Gem! 2,000 sf w/ 5 ops **Reduced Price: \$375k**

BG-843 WALNUT CREEK Perio: Collections over \$1M! Desirable area w/20-30 new pts per month. Professional building on major thoroughfare **\$645k**

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VISALIA - Perio, 3 days/week, 40 years Goodwill, 2017 GR \$356K. Seller consider selling building also. HSPPT-Steve Caudill 951-314-5542-#CA512

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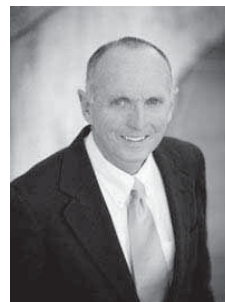
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South Orange County #1121

Restorative practice and
 Office Condo available
 Seller retiring
 1,020 square foot suite
 2016 Gross revenues \$395,000
Asking \$305,000 for Practice
Asking \$415,000 for Condo

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Central Orange County #1123

Restorative
 Upscale strip mall location
 Seller retiring
 2017 gross revenues: \$473,243
Asking price: \$335,000

South Orange County #1099

Restorative Practice
 Contemporary Suite w/ digital
 x-ray and lasers
 2016 gross revenues \$1,471,822
 Seller will work-back if desired
Asking \$1,250,000

Coastal Orange County #1222

General practice
 Contemporary turn-key suite
 Five treatment rooms
 Desirable shopping center location
 2017 gross revenues \$492,932
Asking \$370,000

Northern California #1106

PERIODONTAL practice
 Four (4) treatment rooms
 1,350 square feet
 Solid 40% net grossing
 over \$1,000,000
 Office condominium is
 available for purchase
Asking \$765,000 for practice



Dr. Robert Wheeler

San Gabriel Valley #1122

General practice
 Large suite in upscale location
 Seller retiring
 2017 gross revenues \$678,543
Asking \$545,000

Coastal Orange County #1124

Restorative fee-for-service
 Prestigious location
 Seller retiring
 2017 gross revenues \$667,183
 w/ high profit
Asking \$590,000

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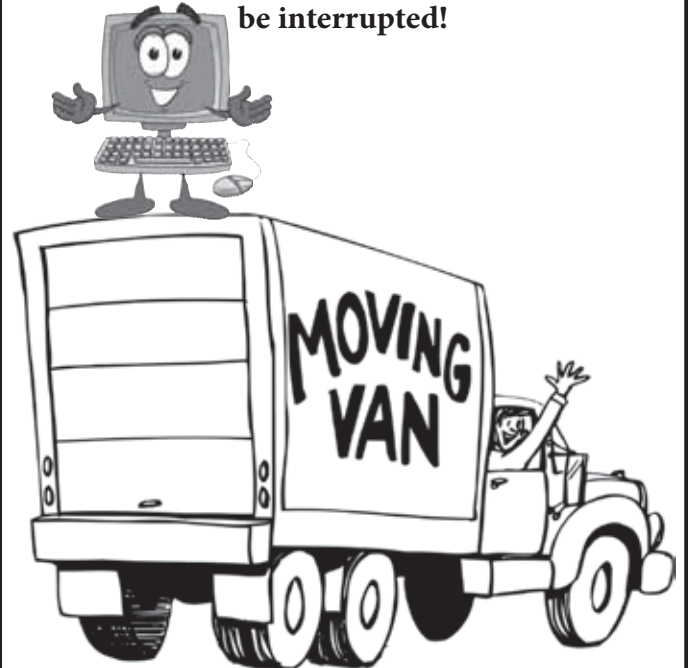
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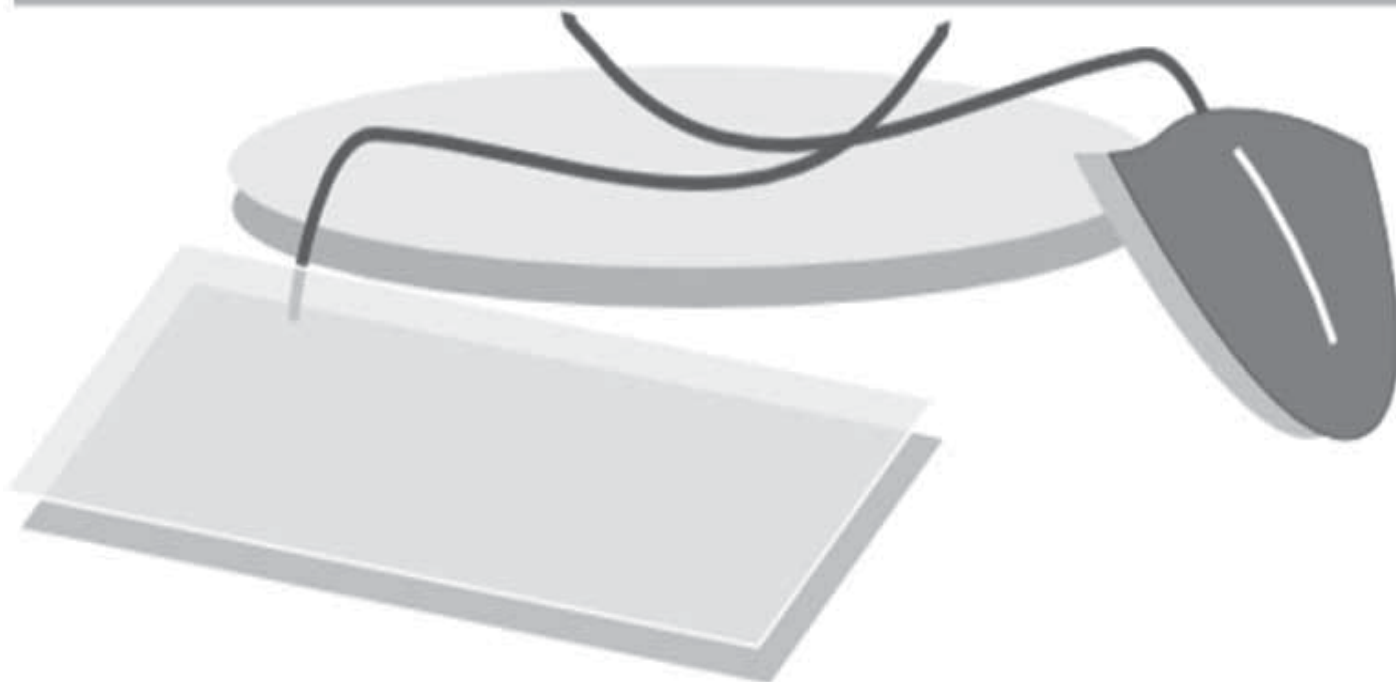
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- 6136 SAN RAMON** Strong foundation. Collections for 2017 totaled \$575,000. And this was on a work schedule averaging 2.5-days a week. 3-ops. Seller can work back 1-day a week for transition.
- 6135 SONOMA COUNTY'S ROHNERT PARK** 2017 collected \$1,067,000 reflecting nice growth over 2016 which collected \$940,000. Available Profits exceeded \$500,000 for the second year in a row. Six days of Hygiene. There shall be no change in fees for the Successor. New homes being built nearby. Great area to raise a family!
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"In my opinion this is where that person creates real value for both his client the seller, and the buyer, because if any party to a practice transition is uninformed, the likelihood of that sale being completed is very low. With full disclosure to the seller before entering into an engagement, and with extraordinary disclosure to buyers during the marketing and due diligence phases, Ray ensures that the right buyer purchases his client's practice and that both parties walk away feeling good about the deal. In being able to accomplish this "deal-after-deal", Ray Irving has stood out in my mind as the complete agent and one that any dentist should feel good about working with."

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