

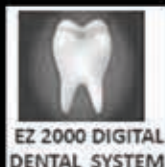
THE Dental Trader

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Patrick J. Wood

JANUARY 27, 2019

"The California Dental Act"

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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 in the other. Seller relocating closer to family, but will assist w transition.

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 Pedo & Implant Placement & does no advertising. Practice is poised for growth. (65+) years of Goodwill. Seller retiring, but will assist with transition. **Back on the Market.**

EAST SAN FERNANDO VALLEY ORTHO/PEDO - Located in a free stand. duplex bldg. on a main thoroughfare. Excellent exposure & visibility. (60) yrs of Goodwill. Cash/Ins/PPO pt. base. No Denti-Cal, no HMO's, no nights, & no weekends. (3) chair open bay, (1) op quiet room & (1) x-ray room. Pano eqt'd. Annual Gross Collect. \$479K+ on a (4) day wk. Annual Net of \$154K+. Averaging (5) Ortho new starts/mos. Seller does no advertising other than website. Growth potential. Seller is retiring, but is willing to transition. **NEW**

ENCINO – (4) op comput. G.P. in a high end prof. bldg. on a major thoroughfare. Computer Age s/w, digital x-rays, electric hand pieces, & approx. (10) yr old eqt. (3) yr Ave Gross Collect \$500K on a (4) day wk. Fee for Service Only! No HMO, No Denti-Cal, No Nights & No Wkends. (50)+ years of Goodwill. Seller retiring, but is willing to help Transition. **NEW**

L.A. (HANCOCK PARK) - (4) op comput G.P. (3) ops eqt'd. In a well-known Prof. Bldg. on a major thoroughfare. Reported Gross Collect approx. \$200K/yr. p.t. Cash/Ins/PPO. Seller retiring but will assist with transition. **NEW**

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, Pedo & implant placement. Seller is retiring, but will assist w the transition. **NEW**

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**

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- Pre-Sale Planning

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

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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.

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

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.

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Avvo® Review #121, Posted September 12, 2017

Robert W. Olson, Jr., APC

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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

Beverly Hills – Main Street

- Just renovated in 2017.
- Gross ~\$475K on 2-3 days/wk
- Good Location. 3 Eq. Ops.

Glendale – Gross ~\$463K.

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

Glendora – Leasehold. 4 Ops.

- Central building at the corner.

Hawaiian Gardens – Gross ~\$355K

- Shopping Ct. Reasonable Rent.
- 10 years of goodwill. ~1200 sf
- 4 Eq. Ops + 1 add'l plumbed.

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
- Seller Retiring.

Los Angeles – Collects ~\$635K

- Mostly Cash, PPO & Denti-Cal.
- 5 Eq. Ops + 1 add'l plumbed.
- 10+ years goodwill. ~2,000 sf

Palmdale – New Listing!

- Leasehold - front st. location
- Reasonable rent. ~2,200 sq.ft.
- 5 Eq. Ops + 1 add'l plumbed

Pico Rivera – Busy Street!

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

Santa Monica – New Listing!

- Gross ~\$370K on 3 days/wk
- 9 years of goodwill, ~1,500 sqft
- ~20 new pt/mth, no marketing
- 3 Eq. Ops + 1 add'l plumbed

Van Nuys – Shopping Center

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

Dental Practice for Sale San Bernardino County, CA

Fontana – Retail Shopping Ctr!

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

Rancho Cucamonga – Shopping Ctr

- GP/Endo practice. Gross ~300K
- PPO/HMO Practice. ~1275 sf
- 2 Eq. Ops + 2 add'l plumbed

Rancho Cucamonga – Modern

- Starter practice @ major intersection
- 4 Eq. Ops. + 1 Add'l plumbed.

Rancho Cucamonga – Cash/PPO!

- Absentee Owner. 6 Eq. Ops + 1
- Gross ~\$273K on 2 days/wk

Dental Practice for Sale Orange County, CA

Buena Park – Mostly PPO/Cash!

- High Production Office.
- Corner Lot. 9 Ops. ~3,000 sqft
- Close to shopping center.

Cypress – Leasehold. Busy Street.

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

Cypress – New Listing!

- Shopping Center. Gross ~\$232K
- Capitation Ck ~\$7K/month
- 3 Eq. Ops. ~1,400 Sq.ft.

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! Prominent building
- 5 rooms, 3 chairs, ~1,400 sq.ft.

Huntington Beach – Strip Mall

- Seller retiring. Affordable rent
- Refers out complex procedures
- 3 Eq. Ops + 1 add'l plumbed

Lake Forest – Gross ~\$259K

- Increasing revenue every year.
- Facing main street. 3 Eq. Ops.
- ~20 new pts/month

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 – Affordable Rent!

- Seller Retiring. Strip Mall
- ~\$190K on 3 days/wk
- Seller refers out complicated tx.

Palms Springs – New Listing!

- Practice & Real Estate
- Gross ~\$1.1M. ~2,500 sq.ft.
- 50-60 new pts/month
- 5 Eq. Ops. + 1 add'l plumbed

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.
- Newly Renovated. 3 Ops + 1

Upcoming Listings Dental Practice for Sale

**Fairfield, La Quinta,
Montebello, Pleasant Hill,
Rialto, Santa Clara**

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 – Retail Shopping Ctr

- 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 – Starter Office

- Shopping Center. 3 Ops.
- Reasonable Rent. ~1,200 sf

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!
- Office constructed 2014
- Retail Ctr. 6 Ops, ~2,500 sf

Dental Practice for Sale San Diego County, CA

Chula Vista – New Listing!

- Gross ~\$780K. Lots of goodwill
- Highly visible location.
- Mostly Cash/PPO. 4 Eq. Ops.

Vista – Strip mall

- Gross ~\$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!

- Shopping center. 5 Eq. Ops.
- GP & Ortho & Implant Office

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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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Attention Doctors! Unlicensed dental assistants must complete DBC approved 8 hour hands-on course in infection control, a DBC approved 2 hour course in (CaDPA) and the completion of a CPR course approved by the ARC or the AHA. This is a legislative mandate by the Dental Board to avoid fines. Contact Ms Grant (888)988-2364, MsGrant@ADMInstitute.com

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SACRAMENTO - 3 Op, PPO practice. Eaglesoft, Schick sensors, intra-oral camera. 2017 GR \$668,131 on 4.5 day week. HSPPT- Jay Harter 916-812-0500-#CA519- Jay Harter

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Cecilia Chen, Esq. has a strong background in real estate and practice purchase and sales. Let us assist you in your next practice transition. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

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Timothy Giroux
DDS/Broker

ASK THE BROKER

THE LEASE, PART 1

Every dentist needs to read this

If you are ever going to negotiate your dental lease, please consult your attorney on the following issues.

1) You are always responsible for the term you promised. When you assign a lease, you are still responsible for your current term, but perhaps in second position to the assignee. Unless you negotiate a release of your responsibilities up front, this is standard assignment language.

2) Once you sign your lease, you do not have negotiating power to change assignment language. Do not assume that your options are assignable to the future buyer unless it is specifically stated. In the past, it was assumed and accepted that the assignable options you negotiated did not place you in second position on those options. **DO NOT ASSUME THAT TO BE THE CASE.** Some landlords will state on their assignment documents that since you signed the original lease with the options, that once assigned, you are also in second position for those future options. It might be wise to negotiate the assignment documents in advance, which is not really a normal occurrence today.

3) Try to put a cap on the "triple net" charges, or otherwise called CAM charges. I have seen many cases where a landlord offers lower CAM charges at the beginning of the lease and then finds a way to pass greater expenses to the tenants once they are committed. I have also recently witnessed a doctor's CAM charges double due to a sale of the building and the property taxes were greatly increased.

The lease is becoming one of the most critical issues on a transition. One would think the landlord would be appreciative that a dentist would bring the new tenant since the landlord does not even have to pay a commission to an outside leasing agent. Well, business is business and if the landlord sees a way to extract money or extra protection on the new lease, he will certainly take advantage of that. Landlords fully understand the lender will insist the lease is at least as long as the term of the buyer's loan.

The reality of today's leasing world is that none of this is addressed in the standard lease language. When the seller gets the assignment language from the landlord, usually just before the close of the sale, many of these issues are a surprise to the seller. The seller is now over a barrel, and sometimes the landlord will "let the seller off the hook," for a small price.... like \$5000 to ten times that amount, depending on the size of the transaction.

What to do in Part 2, next month

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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SIMI VALLEY— Remodeled (3) op Boutique G.P. 2017 Gross Collect. \$277+K p.t. Digital x-rays. Dentrux. Seller retiring. D&M Practice Sales 818.591.1401

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

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

LEGAL TIP: Does your attorney have "big law" experience outside the practice sales bubble? Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

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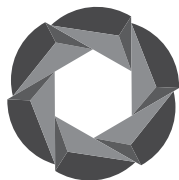
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In Cherished Memory:



The Dental Trader is saddened by the sudden passing of Dr. Robert Fleming. "Dr. Bob" practiced dentistry for 20 years and was the founder of San Diego Practice Sales. He served with the Flying Samaritans for many years, attending to children in Mexico. An avid angler and golfer, Bob was the ultimate gentleman by every measure that matters. He is survived by his two brothers David & Thomas and former wife Dale Isaacs.

He will be deeply missed.



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- **Chula Vista** | **\$290,000 + \$1,015,000 real estate** | **5 ops** | Great general practice located only a few blocks from San Diego Bay. 5 clean and modern operatories (4 equipped), SoftDent, visible street signage, and plenty of easy-access parking in a well-manicured private lot.
- **Escondido** | **\$250,000 + \$403,000 real estate** | **2 ops** | Charming, free-standing building. Great general practice has room to expand to 4 ops!
- **Palm Desert** | **\$750,000** | **8 ops** | General and ortho practice.
- **San Diego** | **\$1,250,000** | **5 ops** | This is a super-premium, high-tech practice in prime location!
- **East Lake Chula Vista** | **\$245,000 + \$609,000 real estate** | **5 ops** | Spa-like amenities, room to grow.
- **San Diego Ortho** | **\$175,000** | Well-established ortho practice.
- **El Centro** | **\$225,000 + \$379,000 real estate** | **5 ops** | Tremendous goodwill with room to expand!



**Call Maricelle at
(858) 722-7461**

Maricelle Ortiz-Luis, DDS, Southern California Agent

- **Chula Vista** | **\$125,000** | **4 ops** | Beautiful general practice located in Chula Vista, CA. Large, unique office features 4 equipped ops, a full kitchen, living room, 4 dedicated private staff parking spots, and street parking for patients. This almost 2000 square foot location in the heart of Chula Vista also features a reasonably priced and ultra-convenient month-to-month lease!
- **Irvine - Coming Soon** | High-end Irvine practice coming soon. Call for info!

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**Call Whitney at
(626) 384-8080**

Whitney Tharaldson, MBA, Orange County & South LA Agent

- **Malibu** | **\$699,000** | **3 ops** | **1,100 sq ft** | Beautiful, state of the art dental practice in a fabulous Malibu. The luxe, modern professional building has ocean views and is a stones throw away from the beach! The practice is move in ready and the price includes a digital pan/ceph. It's easy to live the Malibu life with this practice.
- **Anaheim** | **\$150,000** | **4 ops** | **1,200 sq ft** | Location, location, location! This practice is in a very busy SHOPPING CENTER; anchor tenants include CVS, Vons, Starbucks, Subway, Jack in the Box, CitiBank, T-Mobile and more! The seller is retiring after 24 years.
- **Marina Del Rey** | **\$460,000** | **4 ops** | **2,400 sq ft** | **OVER 30 YEARS OF GOODWILL!** Great practice located in a beautiful, modern, recently remodeled professional building. Tons of opportunity here, especially with the dramatic influx of major technology companies in the area.
- **Los Alamitos HMO** | **\$390,000** | **4 ops** | **2000 sq ft** | Busy location with GREAT visibility! Capita-tion check is over \$8,000 per month.
- **Long Beach (Bixby Knolls)** | **\$250,000** | **5 ops** | **2000 sq ft** | **REDUCED PRICE!** Long established practice located in a free standing building in the heart of Bixby Knolls! Seller is retiring after 40 years. There is plenty of room to expand! Great visibility and signage!
- **Garden Grove - Coming Soon!** | **3 ops** | **1000 sq ft** | Long established practice in a VERY busy medical building. Seller is retiring after over 40 years of practice. USC grad!

Considering selling your practice?

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Arek Balci, DDS, North Los Angeles Agent

- **Pasadena | \$900,000 | 3 ops | 1,000 sq ft** | Beautiful general practice located in a large medical building near a busy hospital, well-located between Old Town and South Pasadena. Features 3 clean and well-designed ops, a lab, consultation room, and private office. Stong collections!
- **Santa Clarita Valley | \$1,200,000 | 6 ops | 3000+ sq ft** | Spectacular general practice located in a charming area! State-of-the-art office in recently updated building with ultra-high visibility.
- **Saugus, Santa Clarita | \$300,000 | 4 ops | 2000 sq ft** | Wonderful practice in Santa Clarita!



Call Darren at
(805) 878-0633

Darren Hulstine, Partner and Central Coast Agent

- **Ventura | \$558,000 | 3 ops** | Busy general practice with 3 beautiful and modern ops.
- **Santa Maria | \$1,260,000 | 7 ops** | Impressive multi-specialty practice in a standalone building, completely renovated in 2015. Gorgeous office with 7 ops and state-of-the-art technology, including 3D-conebeam. Real estate also available for sale.
- **North San Luis Obispo County | \$1,100,000 | 9 ops | 4,000 sq ft** | Large, profitable general practice in the heart of wine country. Features a freshly remodeled office with admin offices, lab, breakroom, and more in a generous 4,000 square feet.
- **Santa Maria - Vacant Dental-Office Condo | \$340,000 | 4 ops** | Nicely appointed dental space. Available for sale or rent.
- **Central Coast | \$325,000 | 3 ops** | Bustling shopping center location! Room to grow within the currently relaxed-pace, 3+ day/week schedule. Features CEREC, 3D conebeam, and digital x-ray.
- **Central Coast | \$950,000 | 3 ops** | Well run, high net-income practice in a uniquely beautiful and historic setting. Real estate also available for sale.



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Brian Flanagan, Central and Northern California Agent

- **Fresno County | \$550,000 | 3 ops | 1,200 sq ft** | Beautiful and extremely profitable general practice. Fantastic opportunity! One of only 2 dental practices in the immediate area.
- **Chico | \$200,000 | 3 ops | 1,000 sq ft** | Small but profitable! Clean and well-kept office is located in a busy shopping center with many big box anchor stores and tons of foot traffic.
- **Sacramento Area Perio | \$620,000 | 3 ops | 1,680 sq ft** | Located in a large easily accessible medical complex, well-equipped office features stunning views in this desirable city.
- **Mariposa | \$495,000 | 4 ops** | Well established and profitable practice! Live, work, and play in the gateway to Yosemite!
- **Central Valley | \$300,000 | 6 ops** | Remarkable, well-established perio practice in the fast growing Central Valley. Tremendous growth potential in a beautiful office complex!
- **Kings County | \$800,000 | 4 ops** | Growing practice in a rapidly developing community.
- **San Luis Obispo Perio | \$640,000 | 4 ops** | Enjoy a fantastic perio practice in an incredible location!
- **Santa Clara - Coming Soon! | 3 ops** | Corner of busy intersection, open bay. Call for info!

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San Diego County - \$500,000 - \$1,000,000 - 4-7 Ops

San Diego County - \$500,000 - \$1,000,000 - 4-8 Ops - Stand Alone Building

Orange County / San Diego County - \$500,000 - \$1,000,000 - 4-8 Ops

Orange County - \$1,000,000 - \$2,000,000 - 3-6 Ops - Storefront

Orange County - \$500,000 - \$1,000,000 - 3-5 Ops

LA County / Orange County - \$500,000 - \$1,000,000 - 3-5 Ops

LA County / Orange County - \$500,000 - \$2,000,000 - 4-6 Ops

LA County / Riverside County - \$500,000 - \$1,000,000 - 3-6 Ops

San Bernardino County / Riverside County - \$500,000 - \$1,000,000 - 3-7 Ops

LA County / San Bernardino County - \$300,000 - \$600,000 - 3-6 Ops

San Luis Obispo / Santa Barbara / Ventura Counties - \$1,000,000 - \$2,000,000 - 4-8 Ops

Central Valley / Tulare County - \$500,000 - \$1,000,000 - 3-6 Ops

Sacramento County / Bay Area - \$500,000 - \$1,000,000 - 4-7 Ops

Sacramento County - \$1,000,000 - \$2,000,000 - 5-8 Ops - Multi-doctor

Santa Clara County - \$500,000 - \$1,000,000 - 3-6 Ops

Marin / Monterey / Napa Counties - \$500,000 - \$1,000,000 - 3-6 Ops

Northern California / Sacramento - \$1,000,000 - \$2,000,000 - 7-10 Ops

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FRESNO - Perio/Implant, 6 Ops, 2017 GR \$649,621, works 2 days/week, fee-for-service. HSPPT- Steve Caudill 951-314-5542-#CA518

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ENCINO - (5) op comput. G.P. (4) ops eqt'd. Fee for Service. 50 yrs of Goodwill. Ave. Annual Gross \$500K. D&M Practice Sales 818.591.1401

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L.A. (HANCOCK PARK) - (4) op comput G.P. (3) ops eqt'd. In well-known Prof. Bldg. Reported Gross Collect approx. \$200K/yr. p.t. Seller retiring. D&M Practice Sales 818.591.1401

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CONTRA COSTA CO.: 3 year average GR nearly \$1.2M. 6 Ops, 5 equipped, 2,400 sq. ft., Softdent PMS, Dexis Digital Sensors, Digital Pan, laser. HSPPT- Jim Engel 925-330-2207-#CA534

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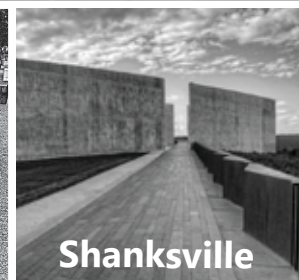
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CAMPBELL - NEW LISTING - A great opportunity in this beautiful practice established in 1993 on one of the city's busiest thoroughfares. 3 Fully Equipped treatment rooms and room to expand in 1550 Sq. Ft. with every amenity including Dentrix Software with 10 Computer Workstations, Dexis Digital X-Ray, Cone Beam Imaging, Laser and fiber optics. 2017 Revenue of \$864,000 with 3 year average adjusted net of \$345,000. This West Valley office also has a great lease and owner willing to work back for the right buyer. #CA528- Jim Engel - 925-330-2207

CASTRO VALLEY - NEW LISTING - Great history in this neighborhood practice on one of the city's busiest thoroughfares. This 1800 sq. ft. stand-alone office has housed a Dental Practice for over 50 years and well established with the past 3 owners. Five completely furnished treatment rooms, Digital Pan & Dexis Digital Sensor. Dentrix PMS with 11 workstations. 2017 Revenue of \$354,000 on 2 days of production. Owner is scaling back from multiple offices but will work with buyer for a smooth transition. #CA534- Jim Engel - 925-330-2207

CHICO - General Dentistry Practice with 7 Operators, Dentrix, Dexis Digital X-rays, Pano, Diode Laser, and 3M True Definition. Practice has been sold 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

CONTRA COSTA COUNTY - NEW LISTING - Live where you play in this beautiful water-oriented community. A 35 year history of Advanced Restorative General Practice is located in the anchor center of the community near restaurants and other professional businesses. 3 year average revenue of nearly \$1,200,000 with at least 37% adjusted net. 6 Treatment rooms, 5 fully equipped in 2400 sq. ft. with every amenity including Softdent PMS, Dexis Digital Sensors, Digital Pan and Soft tissue laser. 9 days of Hygiene keeps your clinical acceptance high! Each treatment room has a view of the water features and golf course for a beautiful, relaxing setting. Owner will help with a smooth transition. #CA530- Jim Engel - 925-330-2207

EL DORADO COUNTY - New office manager 9 months ago and practice is booming! 1,200 sq. ft. office with 3 Operators, equipped with Pano, and EZ 2000 software. Dexis digital x-rays in all ops, 2 intra-oral cameras. Q1 2018 collections of \$152,037 on 3 day week compared to 2017 Collections of \$414,405 on 3 day week. Great satellite practice or build into full time practice. This is a nice practice with low rent in an area of little competition. Owner is ready to retire and has significantly reduced the asking price. #CA390- Thomas Wagner - 916-812-3255

GREATER EL DORADO HILLS - SELLING FOR LESS THAN 50% OF 2017 COLLECTIONS OF \$699,586. 25 minutes from El Dorado Hills. Owner wants to retire, price reduced for quick sale. 1,500+ SF office with four Ops., Dentrix software, 2 Schick sensors, new server & CPUs. #CA407- Thomas Wagner - 916-812-3255

GREATER ROSEVILLE/ROCKLIN - 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 - 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 - Well-designed 4 op practice in approx. 1,500 sq. ft. office located in a professional building on a major thoroughfare. Office includes digital x-rays, digital Pan/3D/CBCT, Intra-Oral camera, Lasers, CAD-CAM and monument signage. Seller relocating. #CA516- 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

HAYWARD - NEW LISTING - This great neighborhood practice is located on one of the city's busiest thoroughfares. This 1,900 sq. ft. stand-alone office has housed a Dental Practice for over 30 years and very well established in the neighborhood. Four completely furnished treatment rooms, Digital Pan, Dexis Digital Sensor & Dentrix PMS with 9 workstations. 2017 Revenue of \$306,000 on 2-3 days of production. Owner is scaling back from multiple offices but will work with buyer for a smooth transition. #CA535- Jim Engel - 925-330-2207

LOS ALTOS - 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 - 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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PITTSBURG - 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 **SOLD** 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

REDDING - Well-established 2,600 sq. ft. practice with 6 treatment rooms, equipped with intra-oral camera, digital x-ray, Pano, and Dentrix software. Averaging 20+ new patients per month and high word-of-mouth referrals. Great hygiene program and long history of collecting over \$1M in Gross Receipts. #CA515- Valerie Higgins - 209-627-9347

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 - 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 - 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

SACRAMENTO - NEW LISTING - Great Sacramento Location - 3 Ops, shopping center location, digital X-Ray ready to move in to. 2017 Collections of \$572,130 (From 2017 Corp. Tax Return), open 30 hours a week, 29 years goodwill. #CA527- Steve Caudill - 951-314-5542

SACRAMENTO - NEW LISTING - Efficiently-designed 3 Op. PPO practice, in approx. 1,050 Sq Ft office located in busy office/mixed use commercial building on high-traffic count Howe Avenue. Long term history with practice located in the same building for 30 years, plus opportunity to expand into adjoining space if desired. Eaglesoft software, Schick digital sensors, and intra-oral camera. 2017 GR of \$668,131 on 4.5 day week. #CA519- Jay Harter - 916-812-0500

SAN FRANCISCO - NEW LISTING - Long-Established 35 Years Restorative & Cosmetic Multi-Specialty Prosthodontist Practice. Desirable San Francisco location between Financial District and Union Square. Hard to find Large 2,463 sq. ft. leased space with in-house working Lab. Seasoned 30 yrs. experienced Lab Technicians on-site. 4 Operatories, 2 fully Equipped Lab rooms, and opportunity to expand. Dentrix and CareStream Digital X-ray with 9 workstations. Specialty providers are brought in-house including Endodontist and Periodontist offering Full-Service Dentistry for patient's comprehensive care. 2017 Gross Receipts of 613K working 3 Days a week. Great location and price for this practice. #CA529- Gina Miller - 707-391-7048

SAN JOSE - 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

TRI-VALLEY/EAST BAY - NEW ENDODONTIC LISTING - Continue the great history of this Tri-Valley Endo office which has operated in the same location for 25 years. 3 fully equipped treatment rooms with room to expand in this well decorated 1300 sq. ft. office. TDO imaging software, 4 computer workstations, Digital X-Ray and Global Microscope. 2017 revenues of \$341,000 with adjusted net above 38% on a reduced schedule. Owner is retiring but willing to help introduce referral base and guarantee a smooth transition. #CA526- Jim Engel - 925-330-2207

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

VALLEJO - NEW LISTING - Great history for this Practice and Real Estate in this waterfront community. Easy commuting distance to San Francisco, East Bay and Marin communities. Real Estate includes 1250 sq. ft. office plus a basement and two rental units of 750 sq. ft. each. 2017 Revenues of \$736,000 on 3½ day work week. 3 totally equipped treatment rooms with excellent condition equipment, Eaglesoft PMS with 6 workstations, Digital X-Ray and CAD/CAM. Real Estate has been meticulously cared for and newly painted. Owner will help with Real Estate financing and retiring after 45 years in the town he grew up in. Don't miss out on owning your own office and avoid increasing rents over the next 30 years. #CA521- Jim Engel - 925-330-2207

VISALIA - PERIO LISTING - 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

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 **SOLD** 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

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

FRESNO - Perio/Implant: 6 Ops fully furnished, digital X-Ray, large office with conference room for teaching and study groups, works only 2 days a week, 20 years good will, cash only no insurance plans. Great location and ready to move into and work. Perfect part time office or expand to full time. Collections increasing each year with 2017 at \$649,621, seller retiring from private practice. #CA518- Steve Caudill - 951-314-5542

SOUTHERN CALIFORNIA

ARCADIA/PASADENA AREA - 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 on a short 3 day week. #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

CHINO - This General Dentistry Practice with 3 Ops utilizes CareStream software and has 40+ years of Goodwill. Practice is located in a professional building **SOLD** new home construction with very affordable rent and 2.5 days of hygiene per week. 2017 GR \$338K with \$126K Adj. Net. Very motivated seller! #CA484- Kerri McCullough - 949-300-0312

COVINA - **NEW LISTING** - This General Dentistry Practice with 5 Ops features SoftDent, Digital X-rays, Intra-oral camera, Microscope, and Digital Pano. Great location. Strong hygiene program is in place and most specialty work is referred out. 2017 GR of \$960K with \$406K Adj. Net. #CA533- Kerri McCullough - 949-300-0312

FOUNTAIN VALLEY - General Dentistry practice with 4 Ops is new on the market. The practice features EZ2000 software with Digital X-rays, Intra-oral **SOLD** 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- Thanh Tran - 949-533-8308

GLENDALE - 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- Thanh Tran - 949-533-8308

GREATER LOS ANGELES AREA PERIODONTAL - 5 Ops, Dentrrix, Digital X-rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. 2017 GR of \$694K. #CA173- Kerri McCullough - 949-300-0312

HIGHLAND - **NEW LISTING** - General Dentistry Practice with 3 Ops is located in a retail shopping center and is computerized with Dentrrix, utilizes Dexis digital x-rays and is mostly paperless. There are 2 days of hygiene per week and 2-3 doctor days per week. GR \$359K with \$113K Adj. Net. #CA522- Steve Caudill - 951-314-5542

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- Thanh Tran - 949-533-8308

LAKE ARROWHEAD/SAN BERNARDINO MTNS. - **NEW LISTING** - Long-established PPO/FFS practice with 6 Ops is computerized with SoftDent, Dexis digital x-rays, intra-oral camera, Pano, and laser. Strong Hygiene/soft tissue management program in place with 7 days/ of Hyg./wk. 2017 GR of \$1.14M with \$368K Adj. Net. Real estate is also for sale in conjunction w/ practice sale. #CA517- Steve Caudill - 951-314-5542

LONG BEACH - 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 **SOLD** 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- Thanh Tran - 949-533-8308

LOS ANGELES - WEST SIDE - **NEW LISTING** - General Dentistry practice with 4 Ops is now available on the Westside LA Area. This practice's location is convenient to all of the Westside and features SoftDent, Intra-Oral Camera, and Laser. Our retiring doctor has a strong hygiene program and refers out most specialty work. 2017 GR \$600K with \$171K Adj. Net. Room to grow! #CA531- Kerri McCullough - 949-300-0312

LOS ANGELES ENDODONTIC - This highly profitable practice has 27+ years of Goodwill and 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

ORANGE - 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 PERIODONTAL - **NEW LISTING** - Long-established Perio practice located in Orange County is now available. The practice operates 4 days per week and has 9+ days of Hygiene per week. The retiring seller has approximately 18 NP/month with a strong referral base of local dentists. Long history of collecting over \$1M per year with last year's Adj. Net of \$498K. Great opportunity! #CA520- Kerri McCullough - 949-300-0312

ORANGE COUNTY ENDODONTIC - **NEW LISTING** - This 5 Op, 3 equipped, practice utilizes 2 microscopes, digital x-rays, intra-oral camera. The office is in a professional building with 42 years of goodwill with our retiring seller and previous owner. 2017 GR of \$670K with very low overhead. #CA532- Kerri McCullough - 949-300-0312

PASADENA - 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 **SOLD** 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 - General Dentistry practice with 7 Ops is now available in Rancho Cucamonga. This practice is located in a free-standing building on a very busy corner and features Dentrrix 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 GR of \$838K with \$158K Adj. Net. #CA514- Thinh Tran - 949-533-8308

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 Dentrrix, 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 Pedito room with 4 chairs and a separate waiting room, 3 x-ray tech areas with a total of 6 chairs and a digital Pedito. 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 - 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 with \$1.3M with \$462K Adj. Net. #CA503- Kerri McCullough - 949-300-0312

SANTA MONICA - NEW LISTING - General Dentistry Practice with 2 Ops in a centralized location with great street visibility is now available in Santa Monica. The practice features CareStream software with digital x-rays. 2017 Gross Receipts of \$644K with \$382K Adjusted Net Income. #CA525- Kerri McCullough - 949-300-0312

SANTA MONICA - 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 IMPLANTS/ORAL SURGERY - Practice is located in the South Bay area of LA and features 3 Ops 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 - 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 a busy 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

VENTURA COUNTY - General Dentistry practice with 4 Ops in 1,350 sq. ft. located in a busy retail center on a main thoroughfare. Dentrrix, 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 PEDO - In an upscale location, this 4 Op practice features EagleSoft and Intra-oral camera. 10+ years of goodwill, professional building near hospital. 30 NP/mo. #CA399- Kerri McCullough - 949-300-0312

SAN DIEGO

LA JOLLA - 7 Ops, 6 Equipped, Dentrrix software with Digital X-rays, 3D Scanner, and Intra-Oral Camera. 4 days of Hygiene per week and the GR are \$7.1M 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 INLAND PROSTHODONTICS - NEW LISTING - 4 Op Pros Practice featuring Dentrrix and Digital X-Rays in a beautiful and spacious facility. In an excellent location with great curbside visibility and loyal referral sources nearby. Our seller is relocating. 2017 GR of \$737K with \$182K Adj. Net. #CA524- Russell Okihara - 619-694-7077

SAN DIEGO - NEW LISTING - Family oriented general practice in a busy shopping area with great visibility, 3 Ops, EZ 2000 Software, Digital X-rays, Intra-oral Camera, PPO/FFS, Small amount of MediCal, Seller is Retiring. Excellent Opportunity for a new doctor or a 2nd office location. GR of \$253K with \$129K Adj. Net. #CA523- 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 sold 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 - 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

OUTSIDE OF CALIFORNIA

CENTRAL OAHU, HAWAII - NEW LISTING - GP, Convenient, Family-oriented practice in a busy shopping area with 3 ops, 2 Equipped. PPO, FFS practice, Seller retiring. Office utilizes Innova and Dexis digital sensors. Computerized in each op, Most specialty procedures referred out. Excellent Opportunity. #HI110- Russell Okihara - 619-694-7077

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

EASTERN WASHINGTON - NEW LISTING - This well-established practice in growing community has 1,400 sq. ft. with 4 fully equipped operatories. The beautiful stand-alone building with parking lot is located across the street from the high school and is also available for purchase. It is equipped with EasyDental software, Intra-Oral Camera, and Orthopantomograph. 2017 GR of \$429,000 on 3 day work week. #WA100- Dr. Paul Kennedy - 206-310-4424

HONOLULU, HAWAII - NEW LISTING - GP, Excellent location in a professional building. Well-designed floorplan with 3 Ops, Office utilizes Innova, Intraoral Camera, All specialty procedures sent out, PPO/FFS, Seller retiring and is motivated to sell, Excellent Opportunity to relocate your practice. #HI111- Russell Okihara - 619-694-7077

PARKER, ARIZONA PEDODONTIC - NEW LISTING - This newly built-out clinic is located in resort community of Parker, AZ. Clinic is well equipped with four chairs and all new equipment. This growing Pedito practice is projected to have gross income of over 330K in 2018. It is a 2 1/2 year old practice with a good reputation in the area and the only Pedito office in Parker Area. It is drawing from the surrounding areas as well. It would be a great starter clinic for someone looking to be close to water sports and live on the Colorado River. It would also be a great second clinic for a growing practice or group. It is currently only open 4 days a month. The growth for the practice is strong. #AZ107- Jerry Slaughter - 503-580-7829

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HAYWARD.: 1,900 sq. ft. office, 4 Ops, Digital Pan, Dexis Digital Sensor, Dentrux PMS. 2017 GR \$306K, 2-3 days/week. HSPPT- Jim Engel 925-330-2207-#CA535

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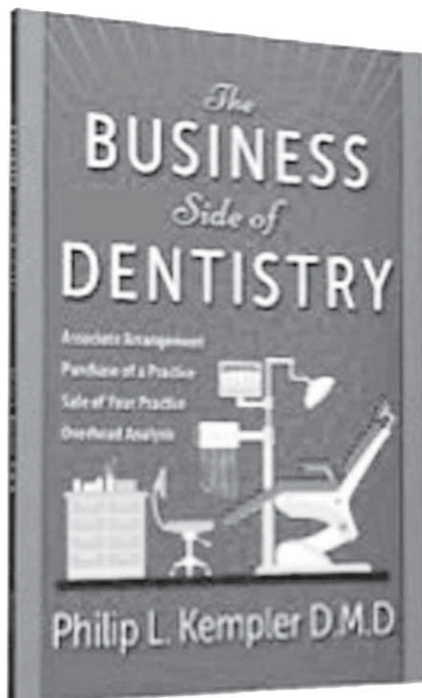
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Periklis Proussaefs DDS, MS is a prosthodontist and Associate Professor at Loma Linda University. Dr. Proussaefs has published over 50 peer-reviewed articles in the dental literature, and has been serving as an Editorial Board member for the Journal 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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AC-624 SAN FRANCISCO: Well maintained, multi-level Professional Medical Complex. 1450 sf w/ 5 ops **\$195k**

AC-886 SAN FRANCISCO (Facility): Unsurpassed visibility & location! Potential here is limitless! 850 sf w/ 3 ops **\$85k**

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

AG-871 SAN FRANCISCO: The LOCATION of this office is the envy of all! 600 sf w/ 2 ops **\$88k**

AG-880 SAN FRANCISCO: Seller retiring after 39 years! Remodeled in 2010. ~ 700 sf w/ 2 ops **\$350k**

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**

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**

CG-859 SONOMA: On track to collect over \$700k in 2018! 2000sf w/ 4 ops highly esteemed FFS Practice **\$395k**

CN-878 VALLEJO: Highly desirable thriving community! 2 story prof bldg. 2000 sf w/4 ops **\$315k**

DC-812 REDWOOD CITY Facility: Reasonable rent and great landlord! 740 sf w/ 3 fully equipped ops **\$65k**

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**

DG-854 SUNNYVALE: Do your best dentistry here to an educated, diverse, family-oriented, business-friendly population! 782sf w/ 3 ops **\$875k**

DG-862 MID-PENINSULA: Practice is a rare gem with up to 7 operatories in the Bay Area!! 1800sf w/ 6ops + 1 add'l. **\$475k**

DG-865 SANTA MARIA: Live and practice in this desirable collegiate coastal community! 930sf w/ 3 ops **\$395k**

BAY AREA CONTINUED

DG-865 Santa Maria: California Desirable collegiate coastal community! With Collections over \$529K in 2017, this 900+ sf office with 3 fully equipped ops is centrally located in a long-established professional building in desirable neighborhood w easy highway accessibility. **Call for Details Full Price: \$395,000**

DN-771 SOQUEL Facility: The perfect place to sink down roots, raise a family & build an empire! 1100sf w/2 ops + 1 add'l. **\$38,500**

DG-785 SANTA CRUZ: Great price and cash flow for only 3 days a week!! 1000sf w/ 4 ops. Reduced Price: **\$190k**

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

DG-857 SAN JOSE: Do the math - this associate-driven practice with profitability consistently! 1709 sf w/5 ops **\$595k**

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-845 FREMONT Facility: Build your dream Practice! Primed for success in this proven location! 1800sf w/3 ops + 2 add'l. **\$90k**

NORTHERN CALIFORNIA

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

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-791 SO. SACRAMENTO CO: Highly esteemed practice to an adoring & appreciative patient base! 1950sfw/ 5 ops. **\$495k**

EG-788 ROSEVILLE: Do not pass up on this remarkable opportunity! 2700sf w/ 6 ops. **Reduce Price \$275k/ Real Estate Available**

EG-849 AUBURN: Imagine living in a peaceful, rural town that has an ideal climate and "big city" amenities less than an hour away. 1400 sf w/ 4 ops **\$350k**

EG-887 FOLSOM Facility: Build the practice of your dreams here! 1200 sf w/ 2 ops **Priced for quick Sale! \$50k**

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**



Timothy Giroux, DDS



Jon B. Noble, MBA



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NORTHERN CALIFORNIA CONTINUED

EN-831 SACRAMENTO: Location & practice philosophy make this opportunity "a cut above" others! ~1600sf w/4 ops. **Now Only: \$650k**

EN-836 CITRUS HEIGHTS: well-established, quality practice comes loaded W/ 30+ years of goodwill. 1300sf w/3 ops + 2 add'l. **\$188k**

EN-858 ORANGEVALE: Perfect for a second location or satellite situation! 850 sf w/ 3 ops. **Priced to Sell Only \$70k!**

EN-885 ROSEVILLE Facility: Looking for the ideal location, great visibility, and close to just about anything? Here it is! 1000sf w/3 ops. **\$95k**

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

FG-841 ARCATA: Live and own a little slice of heaven, when you practice here! 1114sf w/3 ops **\$275k/Real Estate TBD**

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!**

FN-855 NO. HUMBOLDT: Seller relocating! This long-established, quality 100% fee-for-service practice could be yours! 1600sf w/ 3ops + 1 add'l. **\$275k**

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-853 REDDING: A great place to visit...and an even better place to live, work and play! 1450sf w/ 5 ops **\$595k**

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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 Reduced Price: **\$165k/ 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-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! **\$175k**

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**

HN-879 SONORA: Live and practice in the captivating beauty of this family-oriented, scenic town in Tuolumne County! 2950 sf w/ 3 ops **\$275k**

CENTRAL VALLEY

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

IG-832 OAKHURST: Have you ever dreamed of living and practicing by beautiful mountain ranges, surrounded by nature? 2048sf w/3 ops + 1 add'l. **\$235k/ Real Estate 375k**

IG-881 TURLOCK: Offering a philosophy to provide "Nothing but the Very Best" in dental care! 10 ops **\$360K**

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

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

JC-823 LOS BANOS: Unique opportunity. Heavy emphasis on hygiene. Growth potential by increasing DDS days. 1000 sf w/ 3 ops **\$80k**

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 Seller Motivated **\$99k**

SPECIALTY PRACTICES

AC-748 SAN FRANCISCO Perio: Reputable PERIO practice with million dollar Bay views! 980 sf w/ 3 ops **\$750k**

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

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

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 DAVIS Perio: Live, practice & play here! It'll be the BEST decision you'll ever make! 1700sf w/4 ops + 1 add'l. **\$385k**

EN-822 SACRAMENTO Perio: This practice is known throughout Sacramento for its stellar reputation! 2200sf w/ 5 ops + 1add'l. **\$790k**

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: \$350k**

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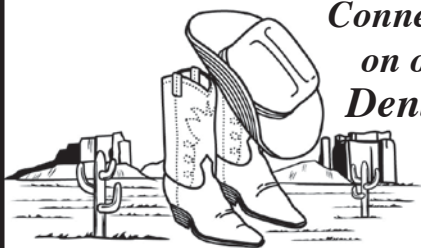
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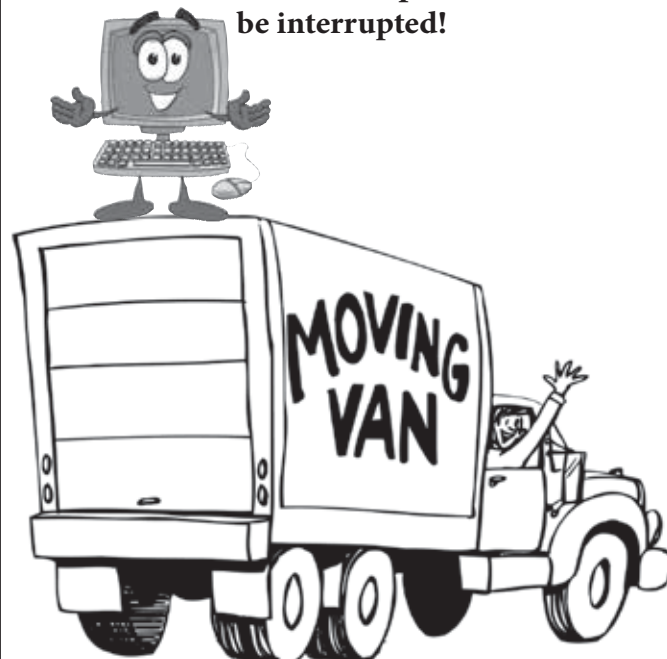
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Cecilia Chen, Esq. always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. -Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

Luis Kong, DDS (San Francisco, CA)- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536

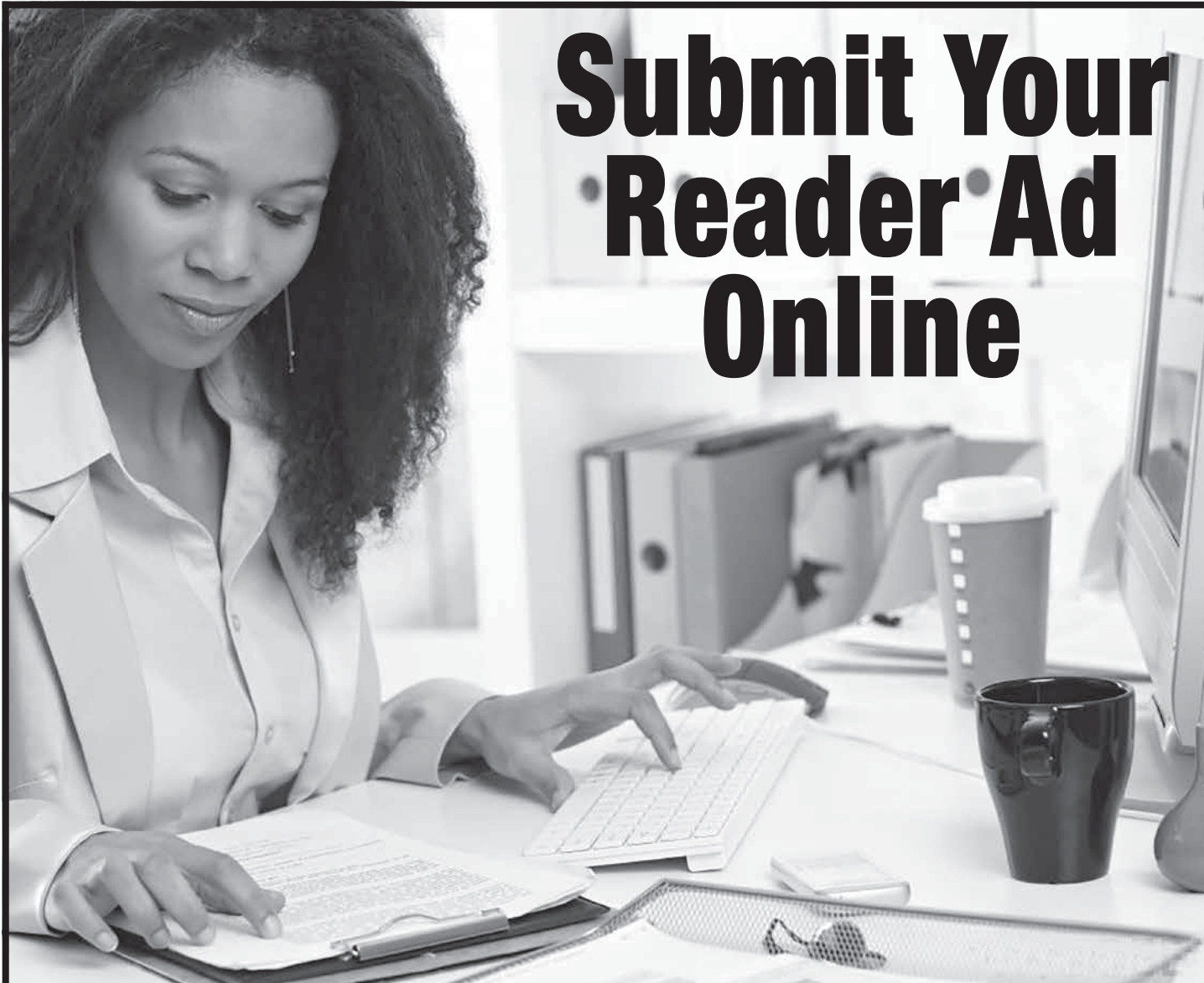
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- 6148 SAN LEANDRO** Great location on Hesperian Boulevard. Absentee owned. Shall collect \$400,000 in 2018. Has done \$670,000 in recent past. Associate is relocating. Owner's daughter shall provide transition assistance.
- 6147 SAN FRANCISCO BAY AREA – "OUT-OF-NETWORK"** Extraordinary opportunity justifies selling current practice. Location shall realize cash paying patients in perpetuity. 2017 collected \$2 Million. 2018 tracking \$2.15 Million. Hygiene produces \$1+ Million. Practice is rich in patients. Seller available for long transition.
- 6146 LOWER SACRAMENTO FOOTHILLS** Highly regarded practice in great family community. 6-days of hygiene reflects practice's strong patient foundation. Well laid out office. Great expansion possibilities. 2017 collected \$880,000. 2018 projecting \$950,000.
- 6145 MARIN COUNTY'S NOVATO** Excellent foundation in desirable family community. Best location. Beautiful office. Adec equipped with everything new since 2014. 500-active files. 2018 tracking \$250,000. Full Price \$125,000.
- 6144 SACRAMENTO AREA** 14-days of Hygiene. 3,000 active patients. 2017 collected \$1.85 Million. Strong staff. 7-ops in 2,500 sq.ft. suite. Great location. Condo optional purchase.
- 6143 BERKELEY'S ALTA BATES MEDICAL VILLAGE** Perfect for nearby Delta Premier Dentist to relocate their practice into this stand-alone building on Webster Street. 3-day week collected \$550,000 in 2017. 4-days of Hygiene saw 1,558 hygiene appointments last 12-months.
- 6142 OAKLAND'S PIEDMONT - "OUT-OF-NETWORK"** 3-ops, paperless and Planmeca ProMax. 2017 collected \$667,000. Profits of \$300,000+. Successor should be proficient in Ortho or willing to learn. Seller available to provide an orderly transition.
- 6141 NAPA VALLEY'S ST. HELENA** 3-day per week Delta PPO practice. 3-days of Hygiene. 2017 Collected \$359,000. Attractive 3-op office. 15-new patients per month. Full Price \$100,000.
- 6140 SAN RAFAEL** Dentist retiring after long career. Delta PPO provider. Has averaged \$390,000 in annual collections on 26.5-hour week. \$223,000+ in Profits in 2017. Full Price \$125,000.
- 6139 SF BAY AREA PROSTHODONTIC PRACTICE - "OUT-OF-NETWORK"** 2017 billed \$1.2 Million and collected \$1.19 Million. 4-days of Hygiene. Owner can work back to help assist with transition.
- 6138 SILICON VALLEY** Best technology, perfectly designed suite and optimum stage to practice your craft. 2017 collected \$900,000+ with Profits of \$420,000. Perfect for skilled practitioner who seeks to create high-end brand.
- 6129 FOSTER CITY – "OUT-OF-NETWORK"** Wish to infuse your practice with quality patients? Collected \$500,000+ in 2017 on part-time schedule. Seller and Hygienist shall relocate into Buyer's practice to transition patients. Full Price \$100,000.
- 6122 SANTA CLARA - STARBUCKS "LIKE" LOCATION!** Best exposure in beautiful strip center on El Camino Real. 5-Ops. Delta PPO practice currently trending \$1+ Million in Collections on 4-days. Perfect platform to operate 6-days a week. Wants to do \$1.5+ Million.



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One Expert's Opinion from Observing Dental Transactional Specialists since 1980

"I have worked with dentists in one capacity or another since 1980 ranging from start-up's & transitions, to management consulting, accounting, taxes and financial planning. I have helped many dentists both sell and purchase practices and found every transaction to be a new learning experience, each with its own challenges.

"Over this almost 40-year period, I have become very familiar with the many specialists selling practices. Since the beginning of my career, one in particular has stood out as being consistent. Whenever Ray Irving of Professional Practice Sales represents a seller, anyone looking at that practice receives a detailed offering summary of all the pertinent information and necessary facts to make an informed decision concerning the possible purchase of that practice. Ray digs deep into every practice. He studies the demographics, searches the best financing alternatives, provides a detailed inventory, a photo gallery and more. Investigating buyers shall understand top-line and bottom-line performances, the debt service dictated by the practice's purchase and what is available to pay themselves for their efforts. This information is always laid out in an easy to read and understandable manner.

"Ray gets to know his sellers and gives them honest assessments of the value of their practices. He also makes sure that his sellers understand the journey they are about to embark from the nuts-and-bolts of the necessary steps through the emotions they shall experience along the way and afterwards.

"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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