

THE Dental Trader

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Sacramento: Perfect for a second location or satellite situation! 950sf w/3 ops collected 398k in 2017. sainidentist@yahoo.com

Burlingame GP Small Dental Practice for sale. PPO/HMO. Dentist is retiring. GPBurlingame@gmail.com

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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, & Dentrux 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.

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**

GLENDAL/EAGLE ROCK AREA - (5) op G.P./ (4) ops eqt'd. Located in a small, one story prof. bldg. on a main thoroughfare w excell. exposure, visibility, signage & parking. Gross Collect ~ \$500K/yr. on a (4) day wk. Cash/Ins/PPO pt. base w No HMO & No Denti-Cal. (6-8) new patients/mos. Seller refers out Implant Place., & all O.S., Endo, Perio Surgery, Ortho & Pedo. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w the 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) & Dentrux s/w. Seller refers out all Endo, Perio, O.S. Ortho, Pedo & implant placement. Seller is retiring, but will assist w the transition.

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**

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- Pre-Sale Planning

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.

ORANGE COUNTY

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

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

SAN BERNARDINO COUNTY

SAN BERNARDINO - (5) op computerized G.P. (3) ops eqt'd, 4th partially eqt'd and 5th used for x-rays. First floor of a Prof. Bldg. 2017 Gross Collect. \$383K w 2018 Projected at \$400K+ on a (4) day wk. (14-16) new pts/mos. Cash/Ins/PPO/HMO/Denti-Cal. Approx. \$3.5K/mos. in Cap. Low rent. Seller refers out diff. O.S., & Endo. Digital & Easy Dental. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w the transition. **NEW**

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

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**

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PLEASANTON Facility: Pleasanton one of the "50 Best Cities to Live 2014" by Money Magazine. 1,170sf w/ 4ops. \$95k (DN-907) WPS/800-641-4179

SAN JOSE: 3 year av. GR \$1.2M 4 day/week. 100% Fee-for-Service, 3 Ops, 1,100 sq. ft. lots of tech. HSPPT- Jim Engel 925-330-2207-#CA506

VALENCIA- Dental Office for Lease/Sale. Owner retiring. 1500 sq.ft , 4 ops.equipped. Good for starter practice or specialist. Call 661-373-3400

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SANTA MARIA: Live and practice in this desirable collegiate coastal community! 930sf w/ 3 ops \$395k (DG-865) WPS/800-641-4179

Dental Practice in Santa Monica! PRIME location. Gross ~\$355K. 3 days/wk with 2 hygiene days. Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfinc.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

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Robert Olson has been my attorney for several business deals. I've referred clients to him for years and appreciate his skill, care, and judgement in all things legal. Bob is a no-nonsense kind of guy who understands the nuances of successful mergers and acquisitions. He has that necessary quality, however uncomfortable, to sleuth out the potential problems or complications in a proposed transaction, and deal with them BEFORE they cause hardships. I'm a big picture guy so I need someone like Bob looking out for my best interests. Bob has, for many years, excelled in helping me prevent problems before they occur. Thanks for another job well done Bob!

Avvo® Review #63, Posted December 1, 2013

Robert W. Olson, Jr., APC

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REDDING - 2,600 sq. ft. w/6 Ops, intra-oral, digital x-ray, Pano, Dextrix. Long history of GR over \$1M. HSPPT-Valerie Higgins 209-627-9347-#CA515

Legal Tip: **Buyers:** Who completes and pays for retreatments? For how long? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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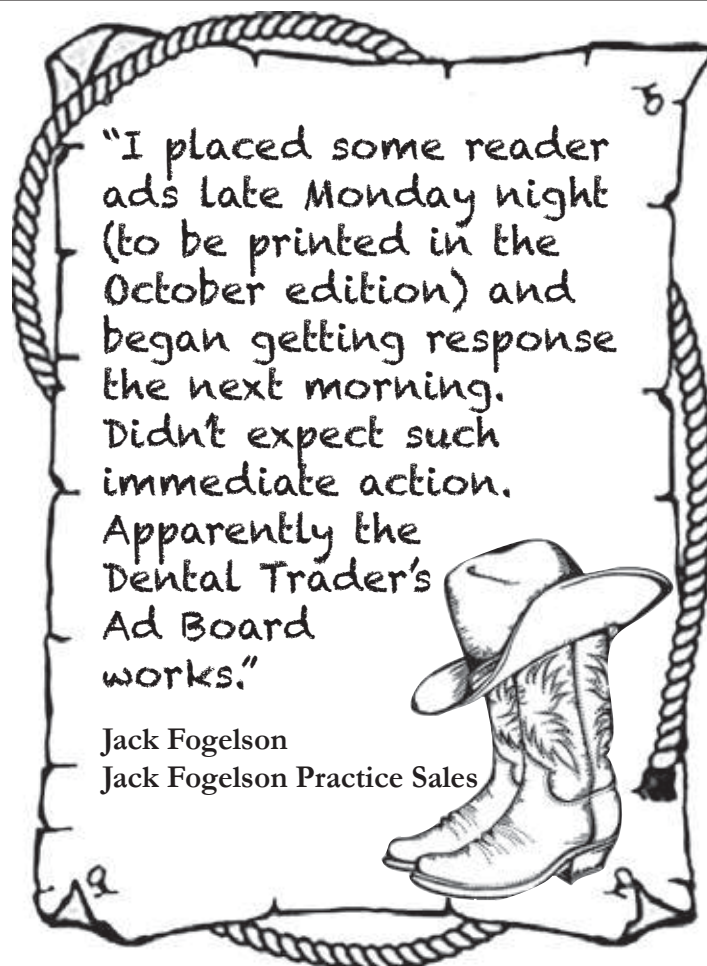
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SACRAMENTO - 3 Ops, digital X-Ray. 2017 GR \$572,130, 30 hours/week. HSPPT- Steve Caudill 951-314-5542-#CA527

SANTA CRUZ: Great Cash-Flow for Only 3 Days a Week! 1000sf w/ 4 ops. Seller Motivated: \$165k (DG-785) WPS/800-641-4179



"I placed some reader ads late Monday night (to be printed in the October edition) and began getting response the next morning. Didn't expect such immediate action. Apparently the Dental Trader's Ad Board works."

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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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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 Ctr. 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.

- Commercial plaza. ~1,900 sqft
- 6 Eq. Ops + 2 add'l plumbed.

Garden Grove – Corner Lot!

- Freestanding Building.
- 3 Ops + 1 plumbed. ~1,600 sf

Garden Grove – Busy Street!

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

Huntington Beach – Strip Mall

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

Laguna Hills – Retail Shopping Ctr

- Beautifully decorated and state of the art dental
- Cash/PPO! 4 Eq. Ops., 1,750 sf

Laguna Hills – Shopping Center!

- Starter Office on busy street.
- 4 Equipped Ops, ~1,500 sq.ft.

Santa Ana – Large shopping center

- Affordable rent. Mixed income.
- 4 Eq. Ops. + 3 add'l plumbed.

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 – Practice & Real Estate for Sale

- 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

Dental Practice for Sale Ventura County, CA

Ventura – Busy Main Street!

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

Upcoming Listings Dental Practice for Sale

La Quinta, Montebello, Pleasant Hill, Rialto, Santa Clara, San Francisco

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.

Fairfield – New Listing!

- GP Practice. Seller Retiring.
- Good visibility. Busy location.
- ~20 new pt/mth. No marketing
- 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
- Approx. 60-80 new pts/month
- 4 Eq. ops + 1 add'l plumbed

Millipitas – Gross ~\$510K

- Shopping center. Mostly PPO.
- 10 yrs of good will, ~1,900 sf
- 4 Eq. Ops + 2 add'l 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 – Gross ~\$780K

- Highly visible location.
- Lots of goodwill. ~1,600 sf.
- Mostly Cash/PPO. 4 Eq. Ops.

San Diego – Strip Mall

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

Vista – Strip mall

- Gross ~\$200K on 2.5 days/wk
- Refers out all complex procedures

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GLENDAL /EAGLE ROCK AREA – (5) op G.P./ (4) eqt'd. Free stand. bldg. Gross Collect. ~ \$500K/yr. on (4) days/wk. Cash/Ins/PPO. Seller retiring. D&M Practice Sales 818.591.1401

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NAPA COUNTY: Seller is ready for retirement and wants to pass his goodwill on to you! ~ 850 sf w/ 2 ops \$425k (CG-616) WPS/800-641-4179

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BAKERSFIELD - Pract. & Bldg. for sale. (4) op comput G.P. Free Stand. Duplex Bldg. Major thoroughfare. 2017 Collect \$542+K on (3) days/wk. Seller relocating. D&M Practice Sales 818.591.1401

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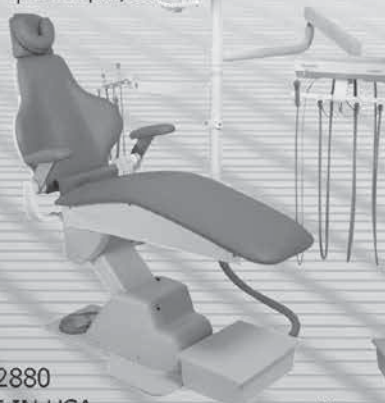
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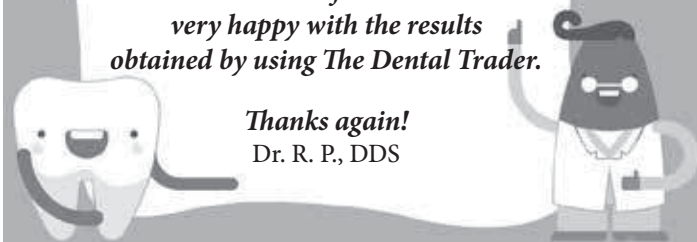
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PASADENA - (3) op comput G.P. Prof. bldg. 2017 Gross Collect \$332K on (3) days. Digital & Dentrix. Seller retiring. D&M Practice Sales 818.591.1401

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Darren Hulstine, Partner and Central Coast Agent

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- **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.
- **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.



Call Brian at
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- **Fresno County | \$675,000 | 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.
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- **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** | Fantastic perio practice in an incredible location!
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NORTHERN CALIFORNIA

CAMPBELL - 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 Dentrrix 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. Dentrrix 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 Operatories, Dentrrix, Dexis Digital X-rays, Pano, Diode Laser, and 3M True Definition. Practice has been established 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 Operatories, equipped with Pano, and EZ 2000 software. Dexis digital x-rays in all ops, 2 intra-oral cameras. Q1 2018 collections of \$152,000 on 3 day week compared to 2017 Collections of \$414,000 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 \$700,000. 25 minutes from El Dorado Hills. Owner wants to retire, price reduced for quick sale. 1,500+ SF office with four Ops., Dentrrix software, 2 Schick sensors, new server & CPUs. #CA407- Thomas Wagner - 916-812-3255

GREATER ROSEVILLE - 3 equipped Ops in 4 Op, 1,320sf office. Dentrrix, Dexis digital sensors (2), new computers, \$70K in equipment & technology purchased in 2016. 3 days hygiene. 2017 collections \$481K+ on 20 Dr. hours/wk. #CA490- Thomas Wagner - 916-812-3255

GREATER ROSEVILLE/ROCKLIN - Well-designed 5 Op, PPO practice, in approx. 1,495 sq. ft. office located in great commercial location. Softdent software, ~~SOLD~~ 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. ~~SOLD~~ 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 & Dentrrix 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 ~~SOLD~~ 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 ~~SOLD~~ 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 sq. ft. has house **SOLD** 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 - 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 - Great Sacramento Location - 3 Ops, shopping center location, digital X-Ray ready to move in to. 2017 Collections of \$572,000 (From 2017 Corp. Tax Return), open 30 hours a week, 29 years goodwill. #CA527- Steve Caudill - 951-314-5542

SACRAMENTO - 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 \$668,000 on 4.5 day week. #CA519- Jay Harter - 916-812-0500

SACRAMENTO - Price Reduced: practice selling for approximately 61.19% of 2017 collections. 1,150 sq. ft. office with 4 operatories. Equipped with Intra-Oral camera, Dexis digital x-ray, and Carestream software. Established over 30 years, 2017 Gross Receipts of \$558,890. #CA424- Thomas Wagner - 916-812-3255

SAN FRANCISCO - *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 - *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 1/2 days of Hygiene and booked out 6 months in advance. Act fast, this will not last long! #CA469- Jim Engel - 925-330-2207

VALLEJO - 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 3 1/2 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

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

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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 \$770K. 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* 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 \$650,000, 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! 2017 GR of \$351K with \$101K+ 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 near 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 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

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 \$873K with \$394K Adj. Net. #CA492- Thinh 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- Thinh Tran - 949-533-8308

LAKE ARROWHEAD/SAN BERNARDINO MTNS. - 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 for sale. The paperless practice has 6 Operatories, is computerized with Dentrrix and utilizes Dexis digital x-rays, a digital Pano and a laser. 4 days of hygiene per week. 2017 Gross Receipts of \$492K. #CA499- Thinh Tran - 949-533-8308

LOS ANGELES - 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 - 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 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

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 \$839K 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

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SAN FERNANDO VALLEY - NEW LISTING - General Dentistry Practice with 4 Ops in a desirable San Fernando Valley location is now available. Practice utilizes Patient Base, Digital X-rays, and an intra-oral camera. Strong hygiene program with 6 hygiene days per week. Most specialty procedures are referred out to local specialists. 2017 GR of \$630K. #CA537- Kerri McCullough - 949-300-0312

SAN FERNANDO VALLEY - Large General and Multi-Specialty with 13 Ops plus an open bay Pedo room with 4 chairs and a separate waiting room, 3 x-ray tech areas with a total of 6 chairs and a digital **SOLD** 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 were \$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 \$332K working 20-24 hours per week with the seller referring out most specialty work. #CA509- Thanh 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. Dextrix, 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 - VERY MOTIVATED SELLER! Great opportunity to purchase a Pedo practice in the western San Fernando Valley. In an upscale location, this 4 Op practice utilizes EagleSoft and an Intra-oral camera. 10+ years of goodwill at this professional building location, which is near a hospital. 30 new patients per month. 2017 GR \$266K on a short three day work week. #CA399- Kerri McCullough - 949-300-0312

SAN DIEGO

LA JOLLA - 7 Ops, 6 Equipped, Dextrix software with Digital X-rays, 3D Scanner, and Intra-Oral Camera. 4 days of Hygiene per week and the GR are \$738K with \$264K Adj. Net on a 4 day work week. 60 years of goodwill, 29 with current owner. Most specialty procedures referred out. This is a great location to live and work. #CA477- Russell Okihara - 619-694-7077

NORTH COUNTY INLAND PROSTHODONTICS - NEW LISTING - 4 Op Pros Practice featuring Dextrix 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 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 - 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 **SOLD** 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

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 - 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

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Timothy Giroux
DDS/Broker

ASK THE BROKER

THIS COULD BE THE BEST TIME AND THE BEST YEAR TO SELL YOUR PRACTICE!

As a dental broker, of course, every year is the best year to list your practice! All kidding aside, most of us in the transition business saw a reduction of activity due to the economic downturn several years ago. However, the economy seems to be booming and we had our best year for practice sales in 2017! Values and revenues have stabilized from the past downturn in the economy. Interest rates are still at historic lows and 100% financing is still available in most transitions.

So why is **NOW** a better time than usual to consider selling your practice?

1) **Inventory has been consistently low** for several years, therefore values are up. We do not expect this to continue as the “baby-boomers” are expected to retire in just a few short years.

2) **Interest rates are still at historic lows.** Financing is also readily available at 100% for most transitions. As the economy begins to improve, we expect interest rates to increase. Most financial analysts believe that inflation has to kick in at some point due to the printing presses running at the Fed.

3) **Quality practices in the cities are getting record prices.** This is great for you city folks, but not so great if you are outside the city. It will definitely take a little longer if your practice is outside the city, you might consider starting the process a little earlier.

I also believe that the inventory and interest rates will start to inch higher in the near future. **Higher interest rates and more inventory will definitely put downward pressure on practice values.**

As a dentist first, I always finish my lectures stating that I do not believe sellers should “time the market”. While taxes, interest rates, inventory and local market forces influence pricing, I believe that you should retire when you are ready to. If you are contemplating retirement in the near future, **NOW** is a good time to consider making the move! It is certainly worth a call to your accountant to look at the current trajectory of your practice and determine if retiring sooner might be in your best interests!

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

SAN FRANCISCO: Multi-Specialty Prosthodontist. 2,463 sq. ft., 4 Ops & 2 Lab. Dentrix & Carestream Digital x-ray. 2017 GR \$613K, 3 days/week. HSPPT- Gina Miller 707-391-7048-#CA529

DENTAL BILLING CLASS Coming soon. (626) 345-0005
MsGrant@ADMInstitute.com (check our 5 stars Google & Yelp reviews)

North San Luis Obispo County: 9 ops | \$1,100,000 | High net income! Large, modern general practice in the heart of wine county! Stunning office is freshly remodeled and features 3 bathrooms, admin offices, hygiene coordinator room, conference room, call center, basement, breakroom, sterilization and lab and laundry room in 4,000 square foot! IntegrityPracticeSales.com, Broker Bill Kimball, DDS, DRE #01911548. (855) 337-4337

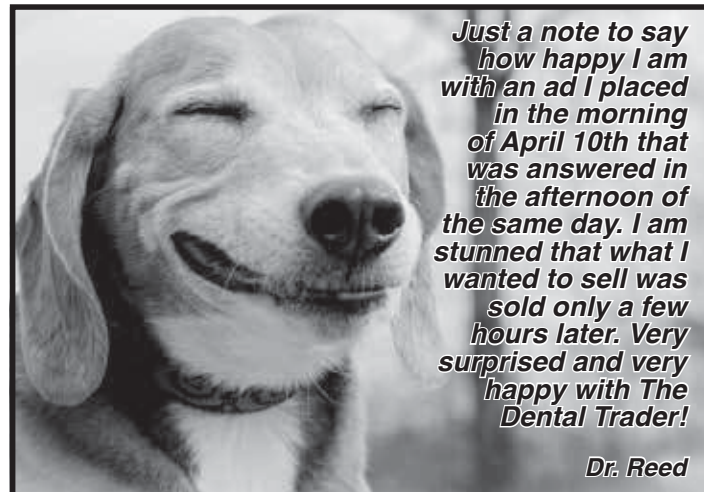
Legal Tip: Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

DIXON: State-of-the-art office, with all the “bells and whistles”! This fantastic practice has 3 ops. \$195k (EN-899) WPS/800-641-4179

NOVATO Stand-alone building at busy intersection off Highway 101. New 2-years ago. 4-ops, digital, paperless, Pano with Ceph at cost of \$280,000. At doorway into Hamilton with hundreds of homes. No competition. Perfect for nearby DDS to relocate their practice or Growing Group seeking next perfect location. Building and turn-key office available for purchase. To learn more, go to www.PPSsellsDDS.com.

Attend Xcel Seminars 15th annual 6-course, 42 CE series for only \$549 and learn about Pharmacology & Endo (both courses will have LIVE Demos), Infection control and the CA DPA, Digital Dentistry, Treatment Planning with Bob Lowe and also Biomimetic Dentistry, go to www.xcelseminars.com or call 480-717-2230 for info or to register.

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.



Just a note to say how happy I am with an ad I placed in the morning of April 10th that was answered in the afternoon of the same day. I am stunned that what I wanted to sell was sold only a few hours later. Very surprised and very happy with The Dental Trader!

Dr. Reed

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Dental Practice for Sale in Fairfield! GP. Busy intersections. 3 operatories + 1 add'l plumbed. Retiring. Loc Pham, Broker BRE#01875780. 714-550-7494
practice@lcffin.com|LCFFPracticeSales.com

SAN DIEGO: Remarkable Opportunity in proven location! Long established in vibrant North Park neighborhood. 2400 sf w/ 5 ops & 2 Pedro chairs \$1.05M (KL-909) WPS/800-641-4179

Legal Tip: You can save up to \$1,700 by forming your corporation at year-end. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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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Taylor Liao, Manager of Kings Two Dental Supply (City of Industry, CA)-What can I say about him? He's the lawyer we go to when we need a lawyer. Dr. Chester Jeng of Law Offices of Jeng and Associates is very personable and knowledgeable in dentistry and law. He's definitely a straight shooter, he tells you what you need to know and also what you probably do not want to hear. He's the one we go to if we need a lawyer. Call Jeng & Associates 714-858-0536

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@practice-atty.com or www.practiceatty.com.

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SAN FRANCISCO: State-of-the-art equipment in this practice, already primed for proven success at this location. 2000sf w/ 5 ops \$695k (AG-900) WPS/800-641-4179

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Periklis Proussaefs DDS, MS

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\$325 per staff member

(Staff member participation encouraged.)

\$625: Recertification oral sedation dentistry doctor

\$825: Recertification conscious sedation doctor



"A definite must take class for any dentist to further your career. You will learn a lot."

-Kevin Chou DDS, general dentist, Bakersfield.

Dear Dr. Periklis Proussaefs, Thank you for the wonderful course. I was doing conscious sedation for many years and took several renewal courses. Yours was indubitably the best. Very informative. Extremely to the point. Clear and very captivating. I learned a lot this Sunday and started work on Monday refreshed, energetic, and eager to use all my new knowledge. I strongly recommend this course to doctors who are willing to introduce sedation to their practice or the ones who need renewal. Thank you.

Anna Durkin DDS, general dentist, San Marcos, CA

"An oral sedation course that is practical. The difference between this course and any other course I have seen is the instructor is a true clinician that performs dentistry and surgery every day. His course is very practical, safe, and predictable way of performing oral sedation. Thank you Dr. Proussaefs, I finally feel comfortable performing oral sedation as a general dentist."

Sherwin Matian DMD, West Hollywood, CA

of Dental Education *Oral Sedation Dentistry* and Live patient workshop



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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BAY AREA

AC-782 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**

AC-893 SAN FRANCISCO (Facility): Amazing Move In Ready Facility in Union Square. 1000 sf w/ 3 ops **\$75k**

AG-852 SAN FRANCISCO: PRIME LOCATION! 600 sf w/ 2 fully equipped, computerized ops. Reduced Price: **\$365k**

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**

AG-895 SAN FRANCISCO: This practice has a stellar reputation and delivers the highest quality of dentistry! 1500 sf w/ 4 ops **\$675k**

AG-896 SAN FRANCISCO: Don't let this opportunity pass you by! ~ 1300 sf w/ 2 ops **\$600k**

AG-900 SAN FRANCISCO: State-of-the-art equipment in this practice, already primed for proven success at this location. 2000sf w/ 5 ops **\$695k**

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 Peds or Ortho. 2800 sf w/ 6 fully equipped ops. Plumber for 2 add'l **\$135k**

BC-894 BRENTWOOD: Perfect location – Will be your best purchase ever! 1230 sf w/ 2 ops. Plumbed for 2 add'l **\$225k**

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

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**

BN-891 PINOLE: This one won't last! Build your dental empire in this bedroom community! 1300sf w/3 ops. **\$425k**

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 and on track to do \$100k more in 2018. Seller is ready for retirement! **\$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**

BAY AREA CONTINUED

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/ Real Estate Available!**

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**

DG-868 SUNNYVALE: Hesitate and you might lose out on the practice of your dreams! 1350sf w/ 5 ops. **\$725k**

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. Seller Motivated: **\$165k**

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**

DG-892 SAN JOSE: Excellent location and stellar reputation in a one-of-a-kind setting! 1500 sf w/ 3 ops + 2 add'l. **\$295k**

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**

DN-898 SAN JOSE: Newly built-out in 2015, w/ location, visibility, convenience, & comfort in mind! 2,204sf w/4ops + 2 add'l. **\$500k**

DN-907 PLEASANTON Facility: Pleasanton one of the "50 Best Cities to Live 2014" by Money Magazine. 1,170sf w/ 4ops. **\$95k**

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-755 FOLSOM: A perfect location, envied by all! Enjoy an amazing quality lifestyle in this thriving city. 1200sf w/ 4 ops. Now Only: **\$100k**

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**



Timothy Giroux, DDS



Jon B. Noble, MBA



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NORTHERN CALIFORNIA CONTINUED

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

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-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**

EN-899 DIXON: State-of-the-art office, with all the "bells and whistles"! This fantastic practice has 3 ops. **\$195k**

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-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-884 YUBA CITY Real Estate w/ Equip: Designed specifically w/ patient flow & efficiency in mind. 1750sf w/ 5 ops. **\$400k**

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

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. Only: **\$225k!**

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**

SOUTHERN CALIFORNIA

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

KL-909 SAN DIEGO: Remarkable Opportunity in proven location! Long established in vibrant North Park neighborhood. 2400 sf w/ 5 ops & 2 Pedo chairs **\$1.05M**

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! Great gross and profit for only 2 ½ days per week! 1085sf w/ 4 ops Reduced Price: **\$595k**

EG-903 CARMICHAEL Oral Surgery: Gross receipts were over \$1.1 million in 2017! Stable patient base won't be affected by transition! 2282sf w/ 5 ops Amazingly Priced: **\$450k**

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**



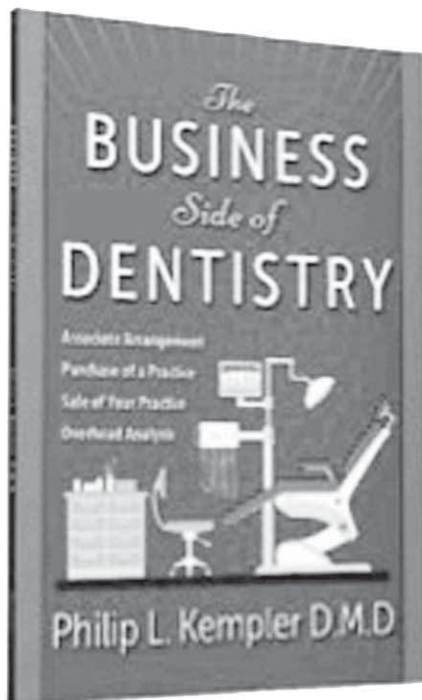
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- Associate arrangement—What to expect on your first job
- When and where to buy a practice
- How to value a dental practice
- Due diligence—What are you really buying? Look deeper!
- Overhead Analysis—Poor overhead control reduces your take home pay!
- Tax consequences of buy or selling a practice. “Asset allocation” two words that can make or break the deal.
- Practice brokers...the good, the bad and the ugly!
- Includes overhead analysis templates and retirement in come planners.

“The info about due diligence when buying a practice on Pg. 33, prevented me from making a monumental error that would have cost me hundreds of thousands!”

Dr. Claire Bishop, DMD

“The chapter on overhead control completely changed the way I operate and my overhead has dropped from 70% down to 50% while simplifying my life.”

Gregory Jones, DDS

“I’ve been practicing for decades and wish this book had come out sooner. Dr. Kempler addresses so many aspects of dentistry that directly impact profitability... lessons I learned the hard way during my career. This book is a must read!”

Dr. Dean Patterson

“One chapter just saved me 1000s of dollars in taxes for 2017!!! Thank you Phil!”

Dr. B. Barrymore

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