# THE Dental VOL. 15 NO. 12 • December '18

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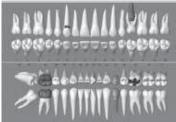
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**EAST SAN FERNANDO VALLEY ORTHO/PEDO** – Located in a free stand. bldg. Annual Gross Collect \$479K+. Ave (5) new starts/mos. D&M Practice Sales 818.591.1401

**SANTA CLARA:** This beautiful and compact office produces a lot of dentistry! 950sf w/ 3 ops. \$210k (DN-914) WPS/800-641-4179

**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, & Dentrix 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  $\underline{w}$  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 L.A. BLDG & G.P. PRACTICE - Free stand. single use prof. bldg. with existing dental pract. to be sold concurrently. Owner has operated the pract.@ this location 40+ years, Cash/PPO Pt. Base with no HMOs & No Denti-Cal. (4) ops eqt'd. Reported Gross Collect. approx. \$200K/yr. p.t. Refers out Diff Endo, Diff O.S., Perio Surgery, & Ortho. Seller does no implant place. nor any implant restorations. Seller has no website, & does no advertising. Primed for growth with a new owner who keeps the specialties in house, does some adv., has a website, & is open more. Located in a high traffic count area, close to major fwys, residential neighborhoods, & shop. ctrs. Seller retiring.

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.

**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

GLENDALE/EAGLE ROCK AREA - (5) op G.P./(4) ops eqt'd. Located in a small, one story prof. bldg. on a main thoroughfare we xceell. 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  $\underline{w}$  the transition.

**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.

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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) & Dentrix s/w. Seller refers out all Endo, Perio, O.S. Ortho, Pedo & implant placement. Seller is retiring, but will assist w the transition. PRICE REDUCED

**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.

#### 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 accommod 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. **SOLD** 

#### **RIVERSIDE COUNTY**

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#### **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.

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.

### SAN DIEGO COUNTY

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! FENDING

#### 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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Sonoma County Perio Practice. Seller offering established 21 year practice with trained, seasoned staff and great location. Exceptional 2,100 sq. ft. ample office with 6 fully equipped ops. Majority of equipment purchased in 2002. 4 doctordays & 3 hygiene days per week. Average gross receipts \$1M+. Asking \$677K. Carroll & Company (650) 362-7004 or dental@carrollandco.info.

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

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

Free wall-hanging color 2019 calendar in this (December) issue. Happy Holidays from The Dental Trader!

LEGAL TIP: Exercising your lease option must be both exercised and delivered as stated in the lease. Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

SANTA MARIA: Live and practice in this desirable collegiate coastal community! 930sf w/ 3 ops Seller Motivated: \$315k (KG-921) WPS/800-641-4179

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

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

ROSEVILLE: Do not pass up on this remarkable opportunity! 2700sf w/ 6 ops. Reduced Price: \$225k/ Real Estate Available (EG-788) WPS/800-641-4179

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SAN BERNARDINO - (5) op comput G.P./(3) eqt'd, 4th partial, & 5th for x-rays. Gross Collect. \$400K+. Mixed pt. base. \$3.5K/mos. Cap Cks. Seller retiring. D&M Practice Sales 818.591.1401

West Sonoma County GP with over 40 years goodwill in seller owned building. Well appointed, 4 op office with several recent leasehold improvements. Approximately 1,000 active patients. AverageGR \$788K, 2018 on schedule for \$822K with 65% overhead. 3.5 doctor days per week. Primarily Restorative dentistry with no implantplacement. Contact Carroll & Company (650) 362-7004, dental@carrollandco. info. DRE 0077624.

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#### **Dental Practice for Sale** Los Angeles County, CA

# Beverly Hills - Gross ~\$629K

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

# Beverly Hills - Just Renovated

- Equipment & Leasehold
- Good Location. 3 Eq. Ops.

## Glendale - Gross ~\$463K.

- Seller Retiring. GP with Ortho.
- Mostly Cash/PPO. 4 Ops
- Great Location: Commercial
- 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
- Strip Mall, facing Main St.

## **Long Beach** – Shopping Center

- Affordable Rent! ~1,350 sq.ft.
- Seller Retiring.
- **Lots of Hispanic Patients**

# Los Angeles - Collects ~\$635K Mostly Cash, PPO & Denti-Cal.

- 10+ years goodwill. ~2,000 sf

# Los Angeles - New Listing!

- Seller needs to retire
- Opens 4days/wk. No Weekend
   Mostly Cash, PPO & Denti-Cal.
- ~1,400 sq.ft. 3 Ops.

# Monterey Park - New Listing!

- 2018 Projects ~ \$600K Large Shopping Center
- Mostly Hispanic & Chinese Pts
- 4 eq. ops. ~2,000 sq.ft.
- Seller Retiring.

## Palmdale - Leasehold

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

# Pico Rivera - Busy Street!

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

# Santa Monica - Prime Location

- Gross ~\$370K on 3 days/wk
- ~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

#### **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

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

## <u>Garden Grove</u> - 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 - Shopping center

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

# Santa Ana - New Listing!

- New Equipments & Leasehold
- Bonus patients included
- Large Shopping center ■2 Eq. Ops. + 2 add'l plumbed.

## Dental Practice for Sale Riverside County, CA

Corona - Affordable Rent! Seller Retiring. Strip Mall

3 eq.ops + ~1,000 sq.ft.

#### <u>La Quinta</u> - New Listing!

- Gross ~ \$1.5 Million
- Retired Doctor
- Mostly PPO/Cash
- Beautiful & High Tech Office

# Palms Springs -Practice & Real Estate Gross ~\$1.1M. ~2,500 sq.ft.

- **GP & Implant Placement**
- 50-60 new pts/month 5 Eq. Ops. + 1 add'l plumbed
- Monthly Cap Check ~ \$6-7K
- Freestanding Bldg

# <u>Indian Wells</u> - 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 Northern California**

Berkeley - Only Cash/PPO

- GP located in commercial area Approx. 15 patients/mo.
- 3 Eq. Ops + 1 add'l plumbed.

## Fairfield - Seller Retiring

- Good visibility. Busy location.
- ~20 new pt/month.
- Gross ~ \$205K. No marketing 3 Eq. Ops + 1 add'l plumbed

#### Fremont - New Listing PRACTICE & REAL ESTATE

- Pediatric Practice. Seller Retire
- Grossed ~ \$612K, 4 days/wk
- ~ 95% PPO/ 5% CASH

# ■~2,400 sq.ft. 4 equipped ops. Hercules −Retail Shopping Ctr ■ 2017 Gross ~\$705K

- Approx. 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 Jose - Starter Office

Shopping Center. 3 Ops.

# Reasonable Rent. ~1,200 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 ■ 5 eq. ops. ~2,100 sq.ft.

# **Dental Practice for Sale Ventura County, CA**

Ventura - Busy Main Street!

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

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Endomax Plus Cordless Endo Handpiece (Mint Condition) for \$550, please contact: jyang81@hotmail.com

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Jay Harter Lic. #01008086 (916) 812-0500 20 Years in Business



Dr. Russell Okihara License #0188622 (619) 694-7077



Jim Engel License #01898522 (925) 330-2207

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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 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 Operatories, Dentrix, Dexis Digital X-rays, Pano, Diode Laser, and 3M True Definition. Practice has been established for over 60 years with cursular 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 - 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 Trooms 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 intraoral 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

FREMONT - NEW LISTING - The perfect practice for first time buyers or established owners looking to expand. Established over 30 years in this fast-growing center of the lower East Bay with access to major highways and bridges. 4 fully equipped treatment rooms in approx. 1800 sq. ft. with Dentrix PMS, Digital X-Ray, Diode Laser and Intra-oral Camera. 2017 Gross Revenue of \$446,000 on a 3 day work week including 3 days of Hygiene. Seller will help with a smooth transition. Practices in this area go very quickly, so don't waste any time securing this great opportunity. #CA547- Jim Engel - 925-330-2207

**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 MODESTO - NEW LISTING - Nicely designed, updated, and established practice in the same location for nearly 55 years. 4 Op. practice in approx. 1,400 Sq Ft office in a historically stable community with a well-insured patient base. DentPro PM software, 4 intra-oral cameras, with some back-up equipment included. 2017 GR of \$366,000 on a 3 day Dr. work week. Dental Practice owner/user office building must be purchased with this Practice. #CA546- Jay Harter - 916-812-0500

**GREATER ROSEVILLE** - 3 equipped Ops in 4 Op, 1,320sf office. Dentrix, 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 gre**gotio**mercial 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 - NEW LISTING - Greater Sacramento North Area: Modern and digital PPO Practice at same location for approximately 10 years, with an impressive 1,664 SF design, hardwood floors throughout, separate children's reception area... all in a growing Suburban part of town Office & Retail location. 4 Ops (with a 5th available to be equipped), Higher-End T.I.'s, Intra Oral Camera, Gendex Digital Sensor, Nomad x-ray, Imaging System, Patient Education Software, Pano x-ray, Fiber Optics, and Laser (average equipment age 5 years). 4 days/week of Hygiene, Hygiene schedule booked out 4 weeks in advance, 2017 Gross Receipts at \$755,000 on 33 average office hours per week. #CA550-Jay Harter - 916-812-0500

GREATER SACRAMENTO - NEW LISTING - Established practice in well-designed 1,846 sf dental office condo with 5 Ops. "Dentrix G5.2" PM software, separate lab, separate patient consult room, "Global" microscope, air abrasion unit, computers in all ops, and an intra-oral camera. Practice and office condo located in a quality dental building with plenty of windows, and good traffic-count location. 2017 GR of \$1,036,000 on 4-day week. Office condo must be purchased with practice – no exceptions. #CA545-Jay Harter - 916-812-0500 or Tom Wagner - 916-812-3255

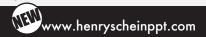
GREATER SACRAMENTO - NEW LISTING - Greater Sacramento - El Dorado Hills/Folsom Area: Beautiful and established practice with high-end tenant improvements and neighborhood. 3 Op. PPO practice with a 4th to be built out, in approx. 1,399 Sq Ft office located in a busy retail/mixed-use commercial buildings on high-traffic count in a great El Dorado Hills/Folsom area neighborhood. SoftDent software, Carestream digital sensors, and intra-oral camera. 2017 GR of \$506,320 on a 4.25-day week. #CA543- Jay Harter - 916-812-0500

GREATER SACRAMENTO – GP practice w/4 ops, pano, digital x-rays, Cerec. Seller refers out Ortho, Endo, Periggin Surgery, and implant placement. 2016 circctions \$1.0M+. Standalone 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 (these equipped) with Panoramic, Intraor chamera and Soft Tissue laser housed in 1520 square feet and excellent gross lease. Eaglesoft PMS and lots of upside potential with nearly 1300 active patients. Sellers are retiring but will work with the right buyer for a smooth transition. #CA496- Jim Engel - 925-330-2207

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MARIN COUNTY - FACILITY ONLY - 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. Everyones' 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. Private Office, Reception area, Plannneca Digital Pano, Digital Sensor, Intraoral Camera, Sterilization w/plenty of storage and counter space. Paperless office, Eaglesoft software with 5 computer workstations. This well-maintained executive professional building is actively occupied and has on-site management support. This is not typical blank slate, but has a bonus of patients, active production/ collections, and business operations in place to start producing revenue immediately. Pristine relaxing work environment. Remarkable opportunity to merge or work in an established facility to make a practice of your dreams! This will not last! #CA502- Gina Miller - 707-391-7048

PITTSBURG - 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 solution building of 2324 sq. ft. has housed a dental practice for over 20 years, has 7 treatment rooms (5 equipped), with Paperless Charts, Dexis Digital X-Ray, Planet DDS/Denticon Software and Panoramic X-Ray. 2017 Revenue of \$781,000 with 4 days of Hygiene and over 900 active patients. Owner is scaling back but will help with a smooth transition. #CA493- Jim Engel - 925-330-2207

**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 - 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 - 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. Located in the same building and 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

SACRAMENTO - Price Reduced: practice selling for approximately 61.19% of 2017 collections. 1,150 sq. ft. office with 4 operator upped with Intra-Oral camera, Dexis digital 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 onsite. 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

SONOMA COUNTY - NEW LISTING - Large General Family Practice serving the community with over 31 years of Goodwill. Solo dentist owner with In-house specialists. 2017 Gross Receipts above \$2,600,000. Free-standing building 3,000 Sq. Ft. Prime Real Estate, highly visible location off a major freeway and intersection, comer lot located 1 hour North of San Francisco. Averages 72 New patients per month and 10 days of Hygiene per week. 6 Fully equipped treatment rooms. Modern and High Tech with every amenity: Panoramic X-ray, Dexis Sensors, Intra-Oral cameras, Laser and Fully Paperless utilizing Dentrix. Expansive 20 room building, updated design and built by owner dentist. Both Business and Real Estate are for Sale or Lease option. Doctor ready to retire and work back for smooth transition. #CA544- Gina Miller - 707-391-7048

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 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

**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 case of 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 \$649,621, seller retiring from private practice. #CA518- Steve Caudill - 951-314-5542

MADERA - NEW LISTING - General Dentistry Practice. 2017 & 2016 average gross receipts \$809K with a 52% overhead. Office has been in same location for 30 years. Dexis and Dentrix software. 7 Ops. 10 days of hygiene. #CA541-Dennis Hoover - 209-605-9039

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MADERA - NEW LISTING - North Fresno / Madera area: PPO Practice situated in a beautiful, approximately 1,800 SF modern office with newer equipment, easy access and great visibility. The practice is doing minimal marketing and has exhibited steady growth by word of mouth and referrals. Practice is family-oriented serving diverse ethnicities and mix of socio-economic income. Is situated in a professional medical area, includes its own parking lot, and consists of 4 operatories with room for a 5th (not currently plumbed). Practice layout has a spacious reception area, lab, sterilization, staff lounge, ample storage, doctor private office, and business consult office with 2 restrooms. Includes Eaglesoft PM software, Dexis digital sensor, intra-oral camera, Rotary Endo system, and Patient Education software. 2017 Gross Receipts approximately \$233K on 2 Dr. production days per week. Building facility also available for purchase with the Practice. #CA542- Jay Harter - 916-812-0500

## **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. 2017 GR of \$545K 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

**BREA** - *NEW LISTING* - General Dentistry Practice with a 40+ year history in Brea is now available. Practice features 5 Ops, 4 Equipped, is paperless with Dentrix and Dexis Digital X-rays. Strong hygiene program in place with most specialty procedures referred out. 2017 GR of \$724K with \$253K Adj. Net. #CA548- 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 the whome 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 - This General Dentistry Practice with 5 Ops features SoftDent, Digital X-rays, Intraoral camera, Microscope, and Digital Pano. Great location. Strong hygore 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-oras Charera and 2-3 year old equipment. Practice tilizes 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

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

LAGUNA BEACH - General Dentistry practice with 4 Ops, 3 Equipped is now available in beautiful Laguna Beach. Practice features Dentrix 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 sq. ft.modeled 5 years ago and is also available for sale. The paperless practice has 6 Ops, Dentrix, Dexis digital x-rays, a digital Pano and a laser. 4 days of hygiene per week. 2017 GR of \$492K. #CA499- Thinh Tran - 949-533-8308

LOS ANGELES - WEST LA/BRENTWOOD PROSTHODONTIC - Attractive practice with 6 Ops is now available in a great West LA/Brentwood professional buildin**SOLD**eSoft, CEREC, and has on on-site lab with experienced lab techs and Pano. Priced aggressively for a quick sale. 2017 GR of \$680K. #CA539- Kerri McCullough - 949-300-0312

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. Need fast sale due to seller's health. Near hospitals and other medical/professional suites. 4 Operatories, 1,029 sq. ft. 2017 GR of \$304K with \$138K 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

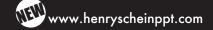
PASADENA - This 5 Op General practice is being sold in conjunction with the building, which features the suite the practice is housed in plus another leased dental suite. The suite is 1,586 sq. ft. with a total building square footage of approximately 2501 The building is located on a well-traveled street 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 freestanding building on a very busy corner and features Dentrix 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 Dentrix, Digital X-rays, and is paperless. 2017 GR of \$816K with \$330K Adj. Net. #CA471- Kerri McCullough - 949-300-0312

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

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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 in hareas with a total of 6 chairs and a digital and. Full porcelain lab on site, multiple sterilization areas and much more in 8,019 sq. ft. Practice utilizes EagleSoft and has a total of 18 hygiene days per week. GR of \$3.6M+ with \$952K Adj. Net. #CA488- Kerri McCullough - 949-300-0312

SAN GABRIEL VALLEY - NEW LISTING - Well-established General Dentistry practice with over 10 year history. Appealing 1,920 square foot office with 6 total ops, 3 equipped, Open Dental, digital x-rays, and intra-oral camera. Practice is currently open 3 days/wk. with good new patient flow. In-network with most PPO plans, no HMO. 2017 GR of \$585K with Adj. Net of \$189K. #CA540- 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 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 inhouse 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 - General Dentistry Practice with 2 Ops in a centralized location with great street visibility is now available in Santa Monica. The practice feature are Stream 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 has18 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- Thinh Tran - 949-533-8308

practice located in a great corner shopping center on main street with the street of Goodwill. Digital X-rays. Great opportunity. 2016 GR \$408K. #CA436- Kerri McCullough - 949-300-0312

VAN NUYS - NEW LISTING - General Dentistry Practice with 4 Ops features SoftDent, Kodak sensors and a Digital Pano. Practice is near the 405 freeway, airport, and is convenient to all of Van Nuys. PPO/HMO/ Cash with 10% of patients having Denti-Cal. 2017 GR \$366K with \$95K Adj. Net. #CA538- Kerri McCullough - 949-300-0312

VENTURA COUNTY - MOTIVATED SELLER! General Dentistry practice with 4 Ops in 1,350 sq. ft. located in a busy retail center on a main thoroughfare. Dentrix, 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, Dentrix software with Digital X-rays, 3D Scanner, and Intra-Oral Camera. 4 days of Hygiene per week and the GR are \$738K with \$264011. 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 Dentrix 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 seasors 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

## **OUTSIDE OF CALIFORNIA**

**BEAVERTON, OREGON** - *NEW LISTING* - Smaller practice with a consistent and stable patient base. Low overhead, positive cash flow, offered at an aggressive price. Equipped with Dentrix, digital x-rays and a panoramic x-ray. Practice is located in a desirable area in Beaverton off a major thoroughfare. The practice has 3 ops, with 2 more plumbed and ready. There is potential for growth, doctor retiring. #OR109- Jessica Burbon – 503-332-6462

**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, Page 11 Innova. Seller accepts PPO and Medicaid and will be retiring. 2016 GR of \$923K with \$322K Adj. Net. #HI109- Russell Okihara - 619-694-7077

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

**PORTLAND, OREGON** - *NEW LISTING* - Well-designed 5 op practice in approx. 2,072 sq. ft. office located in a mixed use building on a major thoroughfare in an established part of SW Portland/Beaverton. Office includes Eaglesoft, digital x-rays and panoramic x-ray. Potential for a lot of growth, doctor retiring. #OR108- Jessica Burbon – 503-332-6462

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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 \$30k

**AG-852 SAN FRANCISCO:** PRIME LOCATION! 600 sf w/ 2 fully equipped, computerized ops. Reduced Price: **\$325k** 

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: Stellar reputation and delivers the highest quality of dentistry! 1500 sf w/ 4 ops \$675k

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

**AG-900 SAN FRANCISCO:** State-of-the-art equipment/Primed for success. 2000 sf w/ 5 ops \$695k

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

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

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

CC-798 PETALUMA: Partially equipped dental office for lease.

Only \$2500/mo for 1400 sf! Call for Details!

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

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

<u>CC-927 SAN RAFAEL:</u> Build the practice of your dreams by increasing this 2-day work week! 800 sf w/ 3 ops \$250k

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:** Priced below market value at only \$395k! 2000 sf w/ 4 ops highly esteemed FFS **Practice \$395k** 

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

**CN-911 SANTA ROSA:** "Quality Care & Patient well-being FIRST". 2250 sf w/4 ops + 1add'l. **\$545k** 

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

<u>DC-916 DUBLIN:</u> Rare Opportunity to own practice and real estate. 1220 sf w/ 4 ops & **PRICED TO SELL!** 

<u>DG-854 SUNNYVALE:</u> Do your best dentistry here. Educated, diverse, family & business friendly! 782 sf w/ 3 ops \$875k

# **BAY AREA CONTINUED**

**DG-862 MID-PENINSULA:** Rare gem with up to 7 operatories in the Bay Area!! 2274 sf w/ 6ops + 1 add'l. **\$475k** 

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

<u>DN-771 SOQUEL Facility:</u> Sink down roots, raise a family & build an empire! 1100 sf w/2 ops + 1 add'l. \$38,500

<u>DG-785 SANTA CRUZ:</u> Great price and cash flow for only 3 days a week!! 1000 sf w/ 4 ops. Seller Motivated: \$165k

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

<u>DG-854 SUNNYVALE:</u> This practice is set to have its best year ever! 790 sf w/ 3ops. **Steal at \$575k** 

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

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

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

**DN-907 PLEASANTON Facility:** One of the "50 Best Cities to Live 2014" by Money Mag. 1,170 sf w/ 4ops. **\$75k** 

**DN-914 SANTA CLARA:** This beautiful and compact office produces a lot of dentistry! 950sf w/ 3 ops. **\$210k** 

## 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! 2300 sf w/ 4 ops. \$30k

EN-791 SO. SACRAMENTO CO: Highly esteemed practice. Adoring & appreciative patients. 1950 sf w/ 5 ops. \$495k

<u>EG-788 ROSEVILLE:</u> Do not pass up on this remarkable opportunity! 2700 sf w/ 6 ops. **\$225k/ Real Estate Available** 

**EG-849 AUBURN:** Imagine living in a peaceful, rural town w/ "big city" amenities nearby. 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** 

**EG-910 MIDTOWN SACRAMENTO:** Unlimited Potential. Well-established ~ 1107 sf w/ 2 ops + 1 add'l. **\$248k** 

<u>EN-831 SACRAMENTO:</u> Wonderful location – Call for details! ~1600 sf w/4 ops. **Now Only: \$650k** 

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







Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

# NORTHERN CALIFORNIA CONTINUED

**EN-858 ORANGEVALE:** Perfect for a 2nd location or satellite situation! 850 sf w/ 3 ops. **Priced to Sell Only \$70k!** 

**EN-885 ROSEVILLE Facility:** Ideal location, great visibility, and close to just about anything! 1000 sf w/3 ops. **\$85k** 

**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 2000 sf

\$350k for the Practice & \$400k for the Real Estate

FG-841 ARCATA: Live In & own a little slice of heaven in this Collegiate Coastal Town! 1114 sf w/3 ops \$275k/Real Estate Also available

**FN-855 NO. HUMBOLDT:** Seller relocating! Long-established, 100% FFS practice! 1600 sf w/ 3ops + 1 add'l. **\$275k** 

**GN-799 PARADISE:** Remarkable opportunity – Call for Details! 1800 sf w/ 4 ops. **Practice \$375k, Real Estate \$325k** 

<u>GN-904 CHICO AREA:</u> Family-friendly, community-oriented, multigenerational patient base. 880 sf w/ 3 ops. **\$310k** 

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! 1200 sf w/4 ops. \$310k

HG-851 SO LAKE TAHOE: Projected Revenue on track to do \$700k this year! 2100 sf w/ 5 ops \$425k

HN-618 SIERRA FOOTHILLS: Seller Retiring! Huge opportunity

for growth by increasing office hours! 750 sf 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: Very qualified & credentialed Seller

willing to show you how! 1536 sf w/4 ops + 1 add'!! **\$175k HN-879 SONORA:** Live and practice in the captivating beauty of this family-oriented, scenic town. 2950 sf w/ 3 ops **\$275k** 

# **CENTRAL VALLEY**

IG-832 OAKHURST: Rare Opportunity. 2048 sf w/3 ops + 1 add'l. \$235k/ Real Estate \$375k

IG-881 TURLOCK: Consistently growing practice ~3500 sf w/ 10 Ops (shared). \$360k

<u>IN-764 STOCKTON:</u> Well-established, fully computerized, paperless, digitalized. 5,000 sf w/10 ops. **Only:** \$180k!

**IN-917 MERCED AREA:** Well established practice with a stable, loyal patient base! 1300 sf w/ 3 Ops. **\$325k** 

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

# CENTRAL VALLEY CONTINUED

<u>JC-823 LOS BANOS:</u> Heavy emphasis on hygiene. Growth potential by increasing DDS days. 1000 sf w/ 3 ops **\$80k**<u>JG-807 FRESNO:</u> 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!

KL-909 SAN DIEGO: Remarkable Opportunity. Long established in vibrant North Park. 2400 sf w/ 5 ops & 2 Pedo chairs \$1.05M KG-921 SANTA MARIA: Live and practice in this desirable collegiate coastal community! 930 sf w/ 3 ops Seller Motivated \$315k

## SPECIALTY PRACTICES

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 1/2 days per week! 1085 sf w/ 4 ops **Reduced Price:** \$595k

<u>DC-835 TRI-VALLEY Perio:</u> Professional office bldg in highly desirable location. Owner available to work back to assist w/ transition. Collections over \$1.2M. 2,100 sf \$800k

<u>DG-912 SUNNYVALE Ortho:</u> Premier ORTHO practice opportunity in the Silicon Valley today! ~2030 sf w/ 5 chairs in open bay

**DN-908 SAN JOSE Pedo:** Amazing Location! Providing affordable pediatric dentistry to families! 3600 sf w/ 4ops + 3 add'l. \$275k **EG-903 CARMICHAEL Oral Surgery:** Gross receipts were over \$1.1 million in 2017! Stable patient base won't be affected by transition! 2282 sf w/ 5 ops Amazingly Priced: \$450k

**EN-821 DAVIS Perio:** Live, practice & play here! It'll be the BEST decision you'll ever make! 1700 sf w/4 ops + 1 add'l. **\$385k** 

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

JG-757 VISALIA Perio: 9 Hygiene days per week, this practice is a rare gem! On track to do almost 800k this year! ~ 2,000 sf w/ 5 ops Steal at \$350k

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**MERCED AREA:** Sink your roots into this well-established practice with a stable, loyal patient base! 1300 SF W/ 3 Ops. \$325k (IN-917) WPS/800-641-4179

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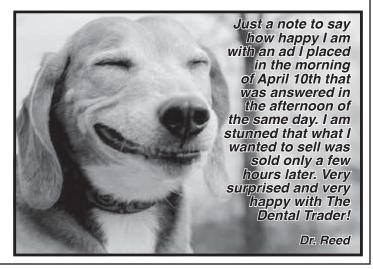
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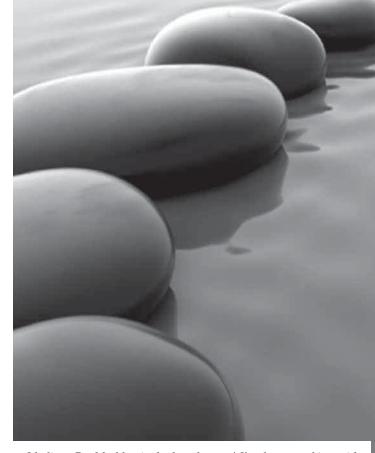
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- USC Undergrad 1983
- USC Dental School 1987
- USC Endodontic 1989
- Hired Associate 1992
- Sold 1/2 of Practice 1992
- Opened Second Office 1993
- Built-Out New Office 1996
- Work for Dental Manufacturer 1996-1997
  - Law School 1997-2000
  - Transactional Attorney 2001 to Present
- Maddox Practice Group (MPG) Brokerage 2010
  - Sold MPG to Henry Schein 2013
  - Managed HS brokerage business from 2013 through 2018 in 7 states

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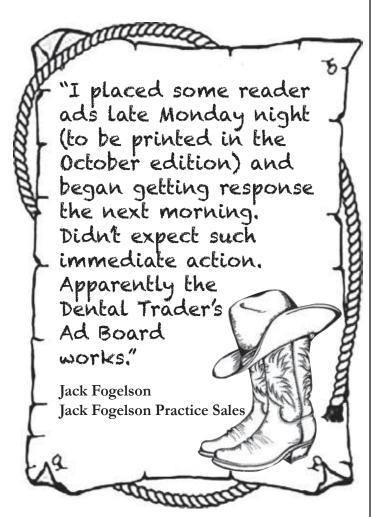
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# Happy Holidays and Best Wishes for the New Year!

I hope that all of you had some of your best years these past two years! It was certainly better than what we experienced for three years around 2009 through 2011. In fact, the last two years have been the best two years that Western Practice Sales has experienced in over 40 years of business! How does this translate for those of you that are thinking of selling or buying a practice in the next few years?

#### **BUYERS:**

We are finally seeing the "baby boomers" starting to retire. 1983 was the height of dental school graduates and those dentists are hitting retirement age. This means there will be more opportunities hitting the marketplace. While it makes sense that more inventory will eventually start to bring down the pricing of practices, Location, Location and Location are the three largest factors in dental practice sales. The national average of dental practice prices has always hovered around 67% of the practices last year's gross receipts. That number does go up and down by a few percentage points every once and a while, but local market factors can drive practices above the 100% of gross receipts, and conversely to lower than 50% of gross receipts in good economic times and in bad. Location is a much larger driver of pricing and certain locations can have much larger swings in pricing. While interest rates are expected to slowly climb, buyers should realize that in 1983 the average rate of a dental practice loan was probably higher than 15%. I graduated that year and I remember the prices of practices were also higher as a percentage of gross receipts than they are now!

#### **SELLERS:**

100% financing for your practice is still available, but this generation of dental school graduates is buried in debt and have larger financial concerns than we did when we graduated. I have recently written a book entitled "Top 10 Issues for Dentists Contemplating Retirement in 10 Years or Less". It discusses timelines, leases, attorneys, the transition process and brokers. I will be happy to email you a PDF version or mail you a bound copy if you contact me.

**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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Anna Durkin DDS, general dentist, San Marcos, CA

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

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





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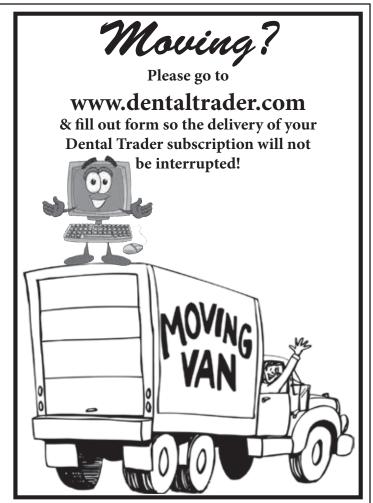
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- 6142 OAKLAND'S PIEDMONT "OUT-OF-NETWORK"
  3-ops, paperless and digital Pano. Does mid \$600,000 with strong Profits. Successor should be proficient in Ortho or willing to learn. Seller available for long transition.
- **6141 NAPA VALLEY'S ST. HELENA** 3-days per week. 2017 Collected \$359,000. Attractive 3-op office. 15 new patients per month. Full Price \$100,000.
- 6139 SAN FRANCISCO BAY AREA PROSTHODONTIC PRACTICE "OUT-OF-NETWORK" 2017 billed \$1.2 Million, collected \$1.19 Million. 4-days of Hygiene. Owner available for long transition if desired. Condo optional purchase.



Ray and Edna Irving (415) 899-8580 ~ (800) 422-2818 www.PPSsellsDDS.com

For complete details on any of these opportunities, go to www.PPSsellsDDS.com

Thinking on selling your practice? Call "PPS of The Great West" today.

This shall be the best decision you make regarding this important change in your life!

# 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."

J. Haden Werhan, CPA/PFS
Partner in Thomas Wirig Doll Group
Member of The Academy of Dental CPA's



