

THE Dental Trader

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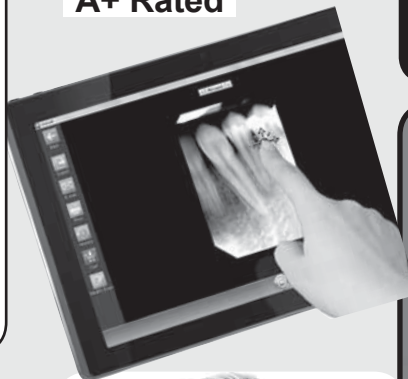
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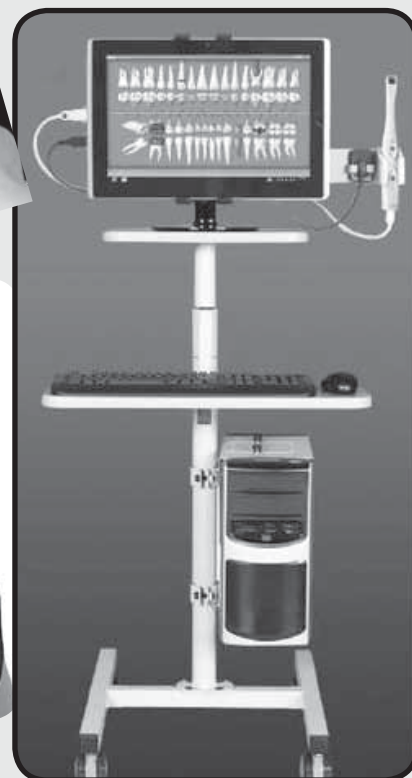
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KERN COUNTY

BAKERSFIELD #29 - (4) op comput. G.P. (3) ops eqt'd, (4th) plumbed. Located in a free stand bldg. Cash/Ins/PPO/HMO pts. Digital x-rays. Annual Gross Collect \$300K+ on a part time schedule. Seller is moving and is motivated. **NEW**

So. KERN COUNTY - (6) op comput. G.P. located in a Bakersfield suburb in a small strip ctr. with exposure/visibility. Pano eqt'd. Limited competition. Cash/Ins/PPO/HMO Denti-Cal pts. Annual Gross Collect. approx \$350K part time. Seller is moving and is motivated. **NEW**

LOS ANGELES COUNTY

CANOGA PARK - (5) op comput. G.P. located in a strip center with exposure/visibility/signage. (4) ops eqt'd/5th plumbed. Cash/Ins/PPO patient base. Presently taking no Denti-Cal. Practice is located in an area of high Denti-Cal usage & could be added to significantly increase Gross Collections. 2014 Projected Gross Collections of \$250K+. Dentrix s/w. Digital x-rays - Dexis. Seasoned staff. Seller Retiring. **SOLD**

ENCINO - (3) op comput. G.P. located in a prof. bldg on a main thoroughfare. Part time practice w/ older eqt'd. Cash/Ins/PPO pts. Annual Gross Collect \$164K+. Below market Lease. Beautiful Valley views from ops. Great starter pract., part time pract., buy & combine pract. or satellite office. Seller retiring.

LANCASTER - (5) op computerized G.P. and single use free standing bldg. located on a main thoroughfare with exposure/visibility and parking. Be your own Landlord! (3) ops eqt'd (2) add. plumbed. Digital x-rays, Easy Dental s/w. Pano eqt'd. 39 years of goodwill. Cash/Ins/PPO pts. 2014 Gross Collect of approx. \$300K+ on a (2) day week! Total mos. payment of \$4K w/ \$30K down! WOW! Seller retiring but will assist w/ the transition.

LA VERNE - (7) op comput G.P. (3) ops eqt'd/(4) add. plumbed. Newer eqt'd. Located in a busy shop ctr. on a main thoroughfare w/ excell. exposure/visibility/signage & parking. Exhibiting healthy growth. 2014 Gross Collections of approx. \$390K. Digital x-rays. Cash/Ins/PPO pts. Seller moving.

PASADENA - Magnificent upscale, (3) op comput. turnkey office with included charts. (1) year old build out w/ newer Belmont eqt. On a main thoroughfare in a well known medical bldg next to the hospital. Only DDS in the bldg. Digital x-rays. Easy Dental s/w. Many built in referral sources. Seller to concentrate on other office.

SHERMAN OAKS #4 - (3) op comput G.P. located in a well known medical/professional building on a main thoroughfare. Cash/Ins/PPO patient base. Annual Gross Collect of approx. \$180K on a (3) day week. Great starter, satellite or buy and combine opportunity. Seller retiring.

VAN NUYS/SHERMAN OAKS - Bldg. & Practice - (5) op comput. G.P. (4) ops eqt'd, (5th) op plumbed. Located in a free stand. single use bldg. on a main thoroughfare w/ excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring. **SOLD**

WEST SAN FERNANDO VALLEY - (4) op comput G.P. Located in a smaller, well known, prof. bldg. on a main thoroughfare. Excell. signage & ample free parking in rear lot. Annual Gross Collect \$750K+ on a (4) day week. Digital x-rays & soft tissue laser. Cash/Ins/PPO pts. (10+) new pts/mos. Lower overhead office w/ excell. long term lease in place. Seasoned staff. **SOLD**

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ORANGE COUNTY

SANTA ANA - Absentee owned (6) op fully equipped G.P. located in a smaller two story building on a main thoroughfare. First floor street frontage with exposure/visibility/signage & parking. Cash/Ins/PPO patient base with no HMO and no Denti-Cal. Computerized and Pano equipped. 2014 Gross Collections of \$549K+ on a (3 1/2) to (4) day Associate run week. **NEW**

TUSTIN - (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Located in a busy Shop Ctr. w/ exposure/visibility & signage. Digital x-rays & CEREC. Cash/Ins/PPO pts. Annual Gross Collect \$460K+ on an easy (4 1/2) day wk. Growth potential.

RIVERSIDE COUNTY

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SAN BERNARDINO COUNTY

RANCHO CUCAMONGA - (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Located in a strip center w/ exposure/visibility/signage & parking. Annual Gross Collect \$185K p.t. Cash/Ins/PPO pts. Averaging (7-9) new pts/mos. Seller does no advertising. Seller moving.

SAN DIEGO COUNTY

Room for Your San Diego County Practice Listing.

TULARE COUNTY

SAN JOAQUIN VALLEY - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w/ limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring. **REDUCED.**

VENTURA COUNTY

CAMARILLO - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **SOLD**

EAST VENTURA COUNTY #2 - Bldg. & Practice - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eqt'd.

SIMI VALLEY #3 - (4) op comput. G.P. located in a strip ctr. with excellent exposure/visibility and signage. Cash/Ins/PPO patient base. Annual Gross Collections of approx. \$600K. Digital X-Rays. Excellent Lease. Low Overhead.

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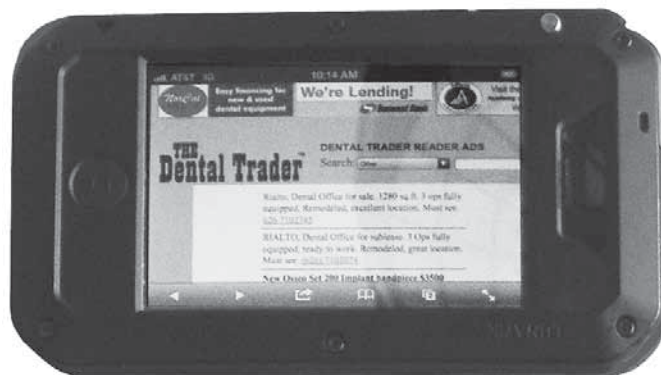
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Covina - Downtown Covina
 ▪ Low Rent, Close to Fwy 10
 ▪ 3 Equipped Ops, ~ 900 sq.ft.

Downey - Gross ~\$285K
 ▪ Shopping center on busy street
 ▪ Mostly Ins. Patients, ~3,400 sf
 ▪ 7 Eq Ops + 1 add'l plumbed

Gardena - Busy Intersections
 ▪ Located in strip mall nearby
 anchor stores and businesses
 ▪ 4 Operatories, ~2100 sq.ft.

Hawaiian Garden - Shopping Ctr
 ▪ Grossed ~\$275K on 4days/wk
 ▪ Mostly CASH/PPO, 10+ yrs goodwill
 ▪ 4 Equipped Ops., ~1,200 sq.ft.

Long Beach - 20+ yrs of Goodwill
 ▪ Projected Collections ~\$510K
 ▪ 5 Operatories, ~1,300 sq.ft.
 ▪ Mixed Income & Patient Base

Los Angeles - Reduced \$79K
 ▪ Highly visible on busy street
 ▪ Good Signage, ~ 1,500 sq.ft.
 ▪ 3 Eq Ops + 1 Add't Plumbed
 ▪ Strip Mall ... (Call for detail)

Los Angeles - Collections ~\$356K
 ▪ Well Known Medical Building
 close to Retail/Shopping Center
 ▪ 4 Operatories, ~ 1,397 sq.ft.

Los Angeles - Gross ~\$630K
 ▪ Seller retiring, close to Downtown
 ▪ 4 Operatories, ~ 1,397 sq.ft.

Panorama City - Gross ~\$257K
 ▪ Busy street intersections in
 strip mall with good visibility
 ▪ 3 Operatories, ~970 sq.ft.

Santa Monica - Prime Location
 ▪ Collections ~\$300K
 ▪ 4 Operatories, ~ 1,397 sq.ft.

Valencia - Collections ~\$570K
 ▪ Real Estate & Practice for Sale
 ▪ 6 Operatories, ~ 2,200 sq.ft.
 ▪ Mostly Cash/PPO

Dental Practice Listings San Diego County

Oceanside - Reduced to \$129K!
 ▪ Strip Mall, 10+ yrs of Goodwill
 ▪ Mostly PPO/Cash, LOW RENT
 ▪ 4 Operatories, ~ 1,200 sq.ft.

La Jolla - Collections ~\$350K
 ▪ Mostly PPO, Retail Center
 ▪ 2 Operatories, ~ 1,200 sq.ft.

Dental Practice Listings Orange County, CA

Anaheim - Freestanding Building
 ▪ & Practice for Sale or Lease.
 ▪ Busy street, excellent visibility.
 ▪ 4 Operatories, ~ 1,200 sq.ft.
 ▪ Mostly CASH/PPO

Anaheim - Retail Shopping Ctr
 ▪ LOW RENT, Excellent visibility
 ▪ 3 Equipped Ops, ~1,100 sq.ft.

Garden Grove - Featured Listing!
 ▪ Real Estate Transaction
 ▪ Medical/Dental Building for Sale
 ▪ Located on Busiest Street Corner
 ▪ 10 rentable units, 1 dental unit
 ▪ Building ~15,600 sf, Lot ~1 Acres

Garden Grove - Shell Practice
 ▪ Ideal Location, Heavy Traffic
 ▪ Affordable Rent, ~2,600 sq.ft.
 ▪ 3 Eq Ops + 5 add't plumbed ops

Irvine -Dental Leasehold Only
 ▪ Take Over Space
 ▪ 3 Plumbed Ops, ~1,050 sq.ft

Mission Viejo - Gross ~\$1.2 Mil
 ▪ Main Street Visibility
 ▪ Shopping center around plaza
 ▪ 7 Operatories, ~2,700 sq.ft

Newport Beach - Good Location
 ▪ Walking distance to Water Front
 ▪ Front Street Location
 ▪ 3 Operatories, ~1,100 sq.ft.

Santa Ana - New Listing!
 ▪ **Projected Collections ~\$350K**
 ▪ Main Street Downtown
 ▪ High foot traffic, 2,392 sq.ft.
 ▪ 5 Eq Ops + 2 Add't Plumbed

Dental Practice Listings San Bernardino County

Fontana - Price Reduced, \$49K
 ▪ Starter Practice in retail center
 ▪ 4 Operatories, ~1350 sq.ft.
 ▪ Close to Freeway 10

Rancho Cucamonga - Shopping Ctr
 ▪ Over 10 years of Goodwill
 ▪ 5 Operatories, ~2100 sq.ft.

Rialto - Featured Practice
 ▪ **Collections ~ \$782K**
 ▪ Practice in large retail center
 ▪ Mostly Cash/PPO, 15+ years
 ▪ 8 Operatories, ~3500 sq.ft.

Dental Practice Listings Northern California

Dublin - New Listing!
 ▪ Gross ~\$785K
 ▪ Prime location: major shopping
 center with large anchor stores
 ▪ Approx. 50 new Patients/Month
 with practically no marketing.
 ▪ Mostly PPO/Cash Patients
 ▪ Digital Office. New Equipment
 ▪ 5 Operatories, ~1,800 sq.ft.

Concord - Gross ~\$140K
 ▪ Freestanding building located
 on main street, good visibility.
 ▪ Affordable Rent ~1,500 sq.ft.
 ▪ 2 Eq Ops, 2 Add'l plumbed

Hayward - LOW RENT!
 ▪ Good Street Visibility
 ▪ Cash/PPO, ~1,000 sq.ft.
 ▪ 2 Eq Ops + 1 Add'l plumbed
 ▪ Close to Freeway 580

Hayward - Gross ~\$438K
 ▪ Mostly CASH/PPO, Strip Mall
 ▪ 4 Equipped Ops, ~1,800 sq.ft.

Modesto - Gross ~\$615K
 ▪ Located in Strip Mall, ~3200 sf
 ▪ 7 Eq Ops + 1 Add'l plumbed

Mountain View -Gross ~\$400K
 ▪ Busy shopping mall
 ▪ 5 Operatories, ~ 1,500 sq.ft.

San Francisco -Newly Renovated
 ▪ Dental Office & Condo Unit
 ▪ Plumbed for 3 Operatories

San Jose -New Listing!
 ▪ Asking \$49K.
 ▪ Starter Practice with active
 patient base for sale.
 ▪ Stand alone building across
 from retail center.
 ▪ 5 Operatories, ~2,000 sq.ft.

San Jose - Price Reduced \$69K
 ▪ Newly Remolded
 ▪ Paperless Office. Low Rent!
 ▪ 3 Operatories, ~1,048 sq.ft.

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Dental office for Sale in the heart of city of Pleasanton. Beautiful and newly remodeled. 9252008546 Ghezal.

TUSTIN (4) op comput. G.P. for sale. (3) ops eqt'd/4th plumbed. Located in a busy Shop Ctr. w exposure/visibility & signage. Digital x-rays & CEREC. Cash/Ins/PPO pts. Annual Gross Collect \$460K+ on an easy (4 1/2) day wk. Growth potential. D&M Practice Sales 818.591.1401.

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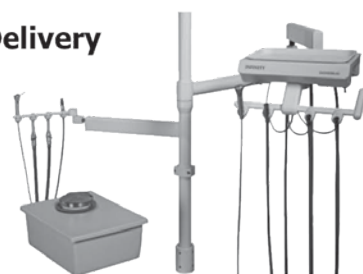


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GREATER SACRAMENTO General Practice. 3,079 sq. ft. office (shared w/2nd dentist – separate practices) 7 Ops. 2013 GR \$974K, low overhead. HSPPT-Thomas Wagner-916-812-3255 #CA140.

Dental Practice for Sale in Los Angeles Office is located on busy street. Highly visible strip mall. Good signage. 3 ops + 1 plumbed, 1,500 sq.ft. Asking \$79K. Call for details. Listing #LA915VMS. Please call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or practice@lcfinc.com | LCFpracticesales.com.

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GREATER SAN JOAQUIN COUNTY Pediatric Practice. Pano, Digital, 3 chairs. 2014 GR approx. \$700K. HSPPT-Dennis Hoover-209-605-9039 #CA230.

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Sellers Does your attorney understand how consulting agreements can destroy disability claims? Attorney Robert W. Olson, Jr., 888.963.1120, www.transdental.com.

***Patrick and Jason Wood** your extraordinary efforts and dedication made this process appear seamless. That is a testament to your talents. Your work ethic and professionalism did not go unnoticed, nor is it unappreciated. Thank you all so very much! My best regards." PAUL GIMBY, DDS, San Diego, California WOOD & DELGADO 800-499-1474.

SANTA MARIA General Practice. 1,500 sq. ft. w/4 Ops. Easy Dental, Dexis Digital X-ray, Intra-Oral. 2013 GR \$523K. HSPPT -Jim Engel 925-330-2207 #CA166.

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DDS/BROKER

ASK THE BROKER

"That was easy, Doctor."

Debra was my last patient of the morning. We just finished prepping a couple of crowns, taking impressions, and making temporaries. She was right, it was easy. At this point in my career it should be easy. Like most the procedures I do daily, I have repeated them thousands of times. Debra wasn't there for all of the previous procedures, nor was she there for the hundreds of hours of Continuing Education that made it easy for her today.

We hone our skills through the years, making even the most difficult procedure appear easy. We also assess the patient and procedure to minimize the possibility of exceeding our professional limitations. The most successful practitioners realize it is better for both the patient and doctor to refer out some procedures to others with more expertise. Throughout our careers, we seek the advice of mentors with skill and experience (Pankey, Spear, Kois, Pride...).

Similar preparation is necessary as you plan for retirement and the transition of your practice. Now that your professional and financial goals are met, which experts will you turn to assist in transitioning you into retirement? Who will make it easy on you?

I've met with doctors that have started down the road to transitioning their practices on their own. While some are successful, I have assisted many doctors in the eleventh hour of a chaotic sale and even more who hit road blocks resulting in failed transitions. After interviewing the doctors, I realize many of these transitions would have been much easier and transitions could have been saved with sound advice from an experienced broker.

I recently met with a very successful doctor who "sold" his practice. Everything seemed to be ready: there was agreement on price and conditions, date of sale was set, the contract was signed, the doctor had his retirement party! However, the sale fell apart for reasons that an experienced broker probably could have mitigated, and the buyer has since moved on and purchased another practice. This sale could have been saved by a few seemingly easy steps that an experienced broker had learned from performing similar procedures on many previous occasions.

The best way to minimize the chance of a tumultuous sale is to start by listing with a seasoned broker who has a great team backing them up. There is no substitute for experience, someone who has been down the road dozens of times and knows where potential potholes lie and how to avoid them before the sale gets derailed. The process may appear easy, but the seller and buyer generally remain unaware of many backroom issues that are resolved before they impede the transition of the practice. Every sale is different, with its own unique set of pitfalls, just like every treatment plan has its own unique set of issues.

This is an excerpt of a longer article recently written by Eric Stavoe, DDS, our representative in Arizona. This excerpt has been used with his permission.

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions.

Questions?

Contact Dr Giroux at wps@succeed.net or 800.641.4179

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Dr. L. Kong, Daly City, Ca

I highly recommend Dr Jeng as a dental attorney. His experience as a dentist combined with his legal experience gave me the confidence to enter into a share office arrangement. He was always available to answer my calls and addressed all my concerns and questions.

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Dr. Chester Jeng represented me in my last two dental office purchases. Very professional and helpful. He is my go to lawyer for my legal needs.

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PRACTICE FOR SALE Fallbrook. GP estab 18 yrs. Single story Prof Bldg on main road. SDPS: 760-599-7828.

So. KERN COUNTY (6) op comput. G.P. for sale. Located in a Bakersfield suburb in a small strip ctr. w exposure/visibility. Very limited competition. Cash/Ins/PPO. Annual Gross Collect \$350K+ p.t. Growth potential! Seller is moving and motivated. D&M Practice Sales 818.591.1401.

SANTA ROSA General Practice/Building. 3 Ops, owner selling interest in bldg. 4 days Hyg, 10-12/day. 2013 GR \$542K w/\$182K Adj. Net. HSPPT-Dennis Hoover-209-605-9039 #CA200.

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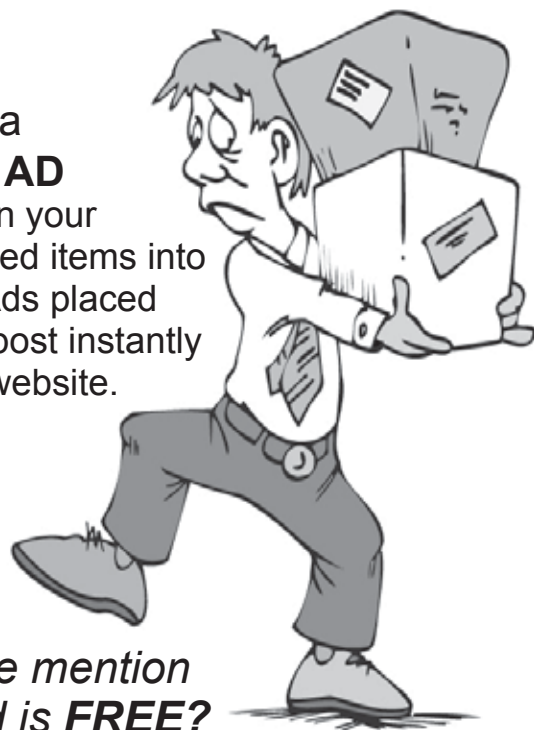
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***Hi Mr. Wood** Just want to drop a note to say thank you. You gave lots of great advice, and shared Many Pearls of Wisdom in Your Seminar I attended. Once again, thank you very much!" JULIE HSIEH, DDS, Tarzana, California WOOD & DELGADO www.dentalattorneys.com 800-499-1474.

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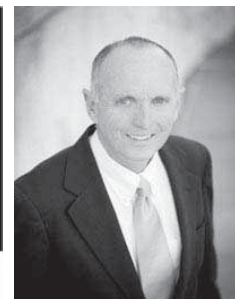
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Central Valley #1094

ENDO, Three treatment rooms with one additional plumbed, digital with Microscopes, 2014 gross revenues \$905,713, net profit 50%
Asking \$634,000

Coastal Orange County #1079

"Beach Location"
"Seller owned, great lease, right-of-first-refusal to purchase." 2014 revenues \$524,000
Asking \$385,000

Orange County #1086

Restorative practice in busy shopping center, seller retiring, 2014 gross \$346,000 **Asking \$285,000**

South Orange County #1048

"Beautiful digital office- two lasers"
Restorative fee-for-service practice in busy shopping center, seller retiring, 2014 revenues \$832,000
Asking \$549,000

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Orange County #1087

ORTHO practice, seller retiring,
Asking \$395,000

South Orange County #1078

Seller retiring, four treatment rooms, 1,266 approx. sq. footage, 2013 revenues \$1,101,000, over 40% profit, 2014 revenues approx. \$1,275,000
Asking \$1,050,000

Inland Empire #1085

Restorative Fee-for-Service, doctor retiring, uses Drix/Dexis, 2014 revenues \$711,095 with high profit.
Asking \$575,000

South Orange County #1083

Gorgeous office with digital x-ray and Panoramic convertible to CT scanner. Office in prestigious location, seller retiring.
Asking \$550,000

More Premium Practices Coming Soon !

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Inland Empire #1095

NEW!!

General restorative, fee-for-service, 10-11 hygiene days per week, Dextrix and Digital X-rays, Six treatment rooms, 1,900 square feet, 2014 gross revenues over \$1 million. **Call for more details**



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NORTH COAST Endodontic Practice. 6 Ops (5 equipped) in 3,300 sq. ft. w/Digital, Microscopes, Endovision, ~10 yr old equipment. HSPPT-Jim Engel-925-330-2207 #CA214.

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NORTHERN CALIFORNIA

BAY AREA - Periodontal Practice. Periodontal in leased office with 2,120 sq. ft., 6 Ops, Digital X-rays, Pulse Oximeter, Endoscope, Piezosurgery, and Dentrix software. 2013 GR \$1M. Open for almost 20 years. #CA167-Thomas Wagner - 916-812-3255.

FOLSOM-NEW LISTING - General Dentistry - Located in well-designed, 2,420 sq. ft. office with 5 Ops, Shick Digital X-rays, Pano (not digital), 8 days hygiene/wk, and Carestream/Sofident software. #CA235-Thomas Wagner - 916-812-3255.

FOLSOM - FACILITY ONLY - Well-designed, modern, fully equipped, 1,200 sq. ft. dental office with 3 Ops, digital x-rays, digital pan, computers & monitors in all ops, high & low speed handpieces, cavitrons, and Statim 5000. Nobel Vision TV, Danserau vacuum, and a new 2.5 hp compressor. Owner is willing to include about 400 HMO patients with the facility sale, if buyer is interested. #CA209-Thomas Wagner - 916-812-3255.

FREMONT - General Dentistry - 6 treatment rooms in 1,760 sq. ft., this well-designed office utilizes Digital X-ray, Panoramic, Laser, and CAD/CAM. 2013 GR of \$972,000 with Adj. Net of \$340,000 and 6 days of Hygiene per week. Practice started by current owner 40 years ago, 24 years at the present location. Owner willing to work back 2 or more days per week if needed. #CA225-In Escrow.-Jim Engel - 925-330-2207.

FREMONT - General Dentistry - Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. #CA553-In Escrow.-Jim Engel - 925-330-2207.

GREATER LINCOLN/ROSEVILLE - General Practice. 2,150 sq. ft. suite in shopping center. 3 equip. Ops (2 add'l plumbed). Intra-Oral, Digital X-ray, Laser, Eaglesoft software. 2013 GR of \$528K. #CA165-Thomas Wagner - 916-812-3255.

GREATER PITTSBURG AREA - PRICE REDUCED by \$122,000 - General Dentistry. Est. for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with Practice. #CA108 Thomas Wagner - 916-812-3255.

GREATER ROSEVILLE/ROCKLIN/LOOMIS - NEW LISTING - General Dentistry- Beautiful, vaulted ceiling 1,500 sq. ft. facility with 5 Ops (4 equipped). Fully digital, Dentrix G5, radiography with Dexis sensors and Optime plates systems. Well-equipped and highly-maintained office. Greatly organized business. Have it all, live and work in a phenomenal family-oriented community. Seller refers out molar endo, ortho, O.S., and perio. GR in 2014 was \$469K. Seller is retiring. #CA239-In Escrow.-Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Well-designed 3,079 sq. ft. office (shared w/2nd dentist - separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/low overhead. Owner retiring after 35+ years in same location. #CA140- Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - NEW LISTING - General Dentistry - Northern Sacramento Area practice, located in same location for 15 years. 6 Ops in approx. 2,100 sq. ft. with Dentrix software, fiber-optics, and X-rays in every op. 2013 combined GR of \$1.1M. #CA237- Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Well-est. GP in 1,600 sq. ft. office with 5 equipped ops (1 additional plumbed). Eagle ESTD, Intra-Oral, and Pano. 9 days Hyg/week. 2012 fiscal year GR of \$888K+. Seller refers out most specialties. Owner retiring. #CA156-Thomas Wagner - 916-812-3255.

GREATER SAN JOAQUIN COUNTY - Pediatric Dentistry - This Pediatric practice has been located at the same location for over 20 years. Panoramic X-ray & Digital Sensors. Three chairs. 2014 GR were approx. \$700,000 with \$468,000 Adj. Net Income. Call for exact location and other information. #CA230 Dennis Hoover - 209-605-90395.

GREATER SAN JOSE AREA - Periodontal Practice - Receipts for fiscal year ending in Sept. 2014 were \$1.3M. Practice has been the same location for 28 years in a medical-dental complex on a busy thoroughfare. 5 Ops with the potential for 2 more. Equipped with Digital X-rays, Pano, Cone Beam, Laser, and Intra-Oral. Practice averages 35 new patients per month. Owner would like to work back 1-2 days per week. #CA219-Dennis Hoover - 209-605-9039.

MARIN COUNTY - General Dentistry- This rare Mill Valley charmer boasts 2013 GR of \$502K on 3 doctor days per week. Established for over 10 years utilizing Dentrix software, Digital X-ray, and Intra-Oral Camera. 3 equipped Ops and 1 additional plumbed in 1,260 sq. ft. Great location on a busy thoroughfare near shopping, schools, and senior retirement center. Owner has another practice outside the area so this is priced to sell in this idyllic family setting. #CA224-Jim Engel - 925-330-2207.

MENDOCINO COAST - General Dentistry - Stand-alone professional building and practice in a medical area on the beautiful Mendocino Coast. 2,376 sq. ft. with 4 equip Ops. Dentrix, Intra-Oral camera, CAD/CAM. 2013 GR of \$1,025M every year since 2007 on av. 15 days/mo. 4½ days hygiene, averaging 25 new patients per month. #CA181-Thomas Wagner - 916-812-3255.

MILPITAS - General Dentistry- Beautiful, updated office on main street in well-maintained professional building. 5 Ops in 1,650 sq. ft., Pano, Intra-Oral Camera, and Laser. 2013 GR of \$935K with 7 days of Hygiene. Owner retiring after 35 years in present location, 45 in the community. #CA180-Jim Engel - 925-330-2207.

NORTH COAST - NEW LISTING - Endodontic Practice - Humboldt County: Well-established, high performing practice boasts 6 Ops (5 equipped) in 3,300 sq. ft. with Digital X-ray, Microscopes, and EndoVision software. Average age of equipment is 10 years. Very low overhead with excellent referral base. Owner will help buyer with transition period as needed. Owner retiring after 38 years in the community. #CA214-Jim Engel - 925-330-2207.

NORTH OF SACRAMENTO - General Dentistry- 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Est. 15+ years. #CA106 Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA - Periodontal Partnership Opportunity: One of two partners is retiring from a long-est., very successful Perio Practice. 1,500 sq. ft., 6 Ops, and Dentrix software. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. #CA168-Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA - Endodontic Practice: Well-est. satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft.. Two microscopes, Digital. 2013 GR \$319K+. #CA158-In Escrow.-Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA - Endodontic Practice: 1,021 sq. ft. with 4 equipped Ops, 1 add'l available. 3 surgical microscopes, Dentrix software. 2013 GR of \$337K, in current location for 30+ years, owner retiring. #CA169-Thomas Wagner - 916-812-3255.

OAKLAND - General Dentistry: Piedmont District - Well-established downtown charmer w/GR of \$453K. 3 treatment rooms in shared office totaling 1,600 sq. ft.. Off-street parking w/5 days of hygiene, 8 new patients per month. Owner retiring after 27 years at this location. #CA217-In Escrow.-Jim Engel - 925-330-2207.

PITTSBURG - General Dentistry- Well-est. practice on city's busiest thoroughfare. 3 year avg. GR of \$236K w/60% overhead. 5 ops in 1,400 sq. ft. with Pano, Fiber Optics. 12 NP/ mo. and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. #CA133-Jim Engel - 925-330-2207.

PLEASANTON - Facility Only Sale: Former Endo office but also perfect for a GP startup in this high-demand neighborhood. 2 fully equipped Ops, Computers Microscope, 3rd Op plumbed and partially equipped. 975 sq. ft. in a Professional Complex with Perio, Ortho, and GPs. Below market rent and ready to move in. Call for photos and more details on this great location with almost new equipment! #CA195-Jim Engel - 925-330-2207.

SACRAMENTO - General Practice: 2,400 sq. ft. w/7 equipped Ops, 1 add'l plumbed. Located in one of Sacramento's historic, well-est. neighborhoods. Intra-Oral Camera, Digital X-ray, Pano, Sofident. 2013 GR \$711K. Owner retiring. #CA182-Thomas Wagner - 916-812-3255.

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SACRAMENTO – General Practice: **PRICE REDUCED!** 4 Op, 1,177 sq. ft. well-designed office in two-story professional building with shopping center nearby. Equipped with Digital X-rays, new Digital Pan, Gendex sensors, new computers in office & all Ops, Dentrix software and Demand Force in use. 2013 GR \$584K #CA220-In Escrow.-Thomas Wagner - 916-812-3255.

SACRAMENTO – **NEW LISTING** – General Practice: Busy PPO practice in well-appointed, well-designed 3,700 sq. ft. office with 8 Ops, new computers in all ops, front desk, & doctor office, nearly new compressor & vacuum pumps. All patient chairs less than 5 years old. Quality equipment. Practice Outlook software. This is a very nice office and practice. Seller retiring. #CA238-In Escrow.-Thomas Wagner - 916-812-3255.

SAN FRANCISCO – **FINANCIAL DISTRICT** – General Practice. Beautiful, modern office with 1,744 sq. ft. with 5 Ops, 4 equipped. 2013 GR of \$906K in 177 Dr. days with Adj. Net of \$388K, 6 days of Hyg. Pano, Digital X-ray, Intra-oral camera, Softdent software. Owner retiring due to health issues. #CA162- Jim Engel - 925-330-2207.

SAN FRANCISCO – General Practice. Located close to Union Square, this has shown steady increase every year. 2013 GR were \$854K with only 55% overhead. 4 days of hygiene. Owner moving out of Bay Area. #CA191-Dennis Hoover - 209-605-9039.

SAN JOSE – General Practice- Nestled between the Evergreen and Silver Creek districts, this high traffic professional center boasts 3 Ops, 2,000 sq. ft. with Pano and Eaglesoft. 2013 GR of \$370K on 30 hour work week with 2 days of Hygiene. #CA178-Jim Engel - 925-330-2207.

SAN JOSE – Facility Only. North Valley, well-est. location featuring 7 ops in approx. 1,400 sq. ft. Fully equipped with all you need at 1/3 the price of a new start up. One block from VTA stop, beautiful landscaping and newly re-furnished interior. Pano, Digital Scanner, and 5 station computer network included. #CA190-Jim Engel - 925-330-2207.

SAN MATEO – General Practice: Professionally designed office across from shopping area with 5 Ops plumbed, 4 equipped in 2,150 sq. ft. 2013 GR of \$708K with 5 days of Hygiene. Dentrix, Digital, Film based Pano, Intra-Oral Camera, and 9 years new, top-of-the-line equipment. Owner is retiring. #CA179-Jim Engel - 925-330-2207.

SANTA CRUZ COUNTY – General Dentistry in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients/month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrix Software. Seller is moving. #CA550-Jim Engel - 925-330-2207.

SANTA MARIA – This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 Ops in 1,500 sq. ft. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 GR of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. #CA166-Jim Engel - 925-330-2207.

SANTA ROSA – This 3 Op office is part of a larger complex, owner selling interest in building. 4 days of hygiene seeing 10-12 patients per day, booked 6 months in advance. 2013 GR were \$542K with \$182K Adjusted Net. Practice was started by present owner in 1968, owner is retiring. #CA200-Dennis Hoover - 209-605-9039.

SANTA ROSA – This 3 Op office is located in a retirement community where 70% of the patients are private pay. Intra-Oral Camera, Schick Digital X-ray, Discus NV laser, Eaglesoft software. Most Endo, Pedo, and Oral Surgery is referred out. 3 days of hygiene. 2013 GR of \$437K with \$173K Adjusted Net. Practice was started by present owner in 1998, owner is retiring. #CA201-Dennis Hoover - 209-605-9039.

VACAVILLE – **NEW LISTING** – General/Prosthodontic Practice: Owner retiring. 3 Operatory practice in 1,080 sq. ft. office (Professional Building), in a desirable location. Softdent/ Carestream software, Computers in all Ops, Panoramic X-ray. All specialty procedures except Removable Prosthodontics is referred out. #CA236 -Thomas Wagner - 916-812-3255.

WALNUT CREEK – Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. #CAM540- In Escrow. - Jim Engel - 925-330-2207.

CENTRAL CALIFORNIA

CENTRAL COAST – General Practice in the Central Coast area. 31 years of goodwill. 6 Ops, 8 days of hyg/week. 2013 GR of \$2.3M and Adj. Net of \$840K. Dentrix, Digital. Paperless, Intra-Oral Camera, Laser. #CA208-Kerri McCullough - 949-300-0312.

FRESNO – General Dentistry. This 5 Op, 2,000 sq. ft. office is in North Fresno. Started in 1997. There are 5 days of hyg./wk. with 23 new patients per mo. 2013 GR of \$789K. Equipment is approx. 5 years old. Owner is retiring. #CA171-Dennis Hoover - 209-605-9039.

FRESNO - Private Practice within a General Dentistry Group Partnership. Each partner has their own practice within this highly successful, upscale, five-dentist group practice in the North Fresno Area. Each partner gets 8 weeks of covered vacation per year. Selling partner's collections were \$912K in 2014 with just a 50% overhead. His hygiene alone is over \$20K per month. The practice has an Intra-Oral Camera, Digital Pan, Kodak Sensors, and SoftDent software. #CA196-Dr. Dennis Hoover - 209-605-9039.

FRESNO – General Dentistry. This 1,739 sq. ft. office has 4 Ops with 6 days of hyg. GR have averaged \$760K per year with low 61% overhead. Gendex X-rays & Scanner. Soft Tissue Laser, Intra-Oral, Digital Pan, and Cerec CAD/CAM. Owner is retiring after 31 years in the same location. #CA202-In Escrow. Dennis Hoover - 209-605-9039.

PORTERVILLE – General Dentistry with 6 Ops in a 2,600 sq. ft. suite located in a retail center. 2014 GR of \$555K. 7 year new equipment, intra-oral camera, Pano, PracticeWeb. #CA223-Steve Caudill - 951-314-5542.

TUOLUMNE COUNTY - General Dentistry Practice & Building. GR averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, and 8 days of hygiene. There are 6 Ops in approx. 2,000 sq. ft., equipment average age is 3-4 years. The building is well-maintained with storage and upscale interior décor. 45 minutes from population centers with 200K+ people. #CA197-In Escrow.-Dennis Hoover - 209-605-9039.

SOUTHERN CALIFORNIA

ANAHEIM - General Dentistry Practice & Building with 6 Ops, 3 Equipped, 3 Plumbed. Near Disney. Est. 39 yrs. with great visibility on a busy street. #CA186-Jaci Hardison - 714-318-4911.

ANAHEIM – General Practice with 4 Ops equipped and an additional 5 Ops available. SoftDent Kodak Digital, and a Digital Pan. 2013 GR of \$237K. Retiring doctor works only 3 days per week- room to grow! Great central Anaheim location. #CA207- In Escrow.-Tinh Tran - 949-533-8308.

BAKERSFIELD – General Dentistry - 8 Ops, 4 Equipped, 4 Plumbed in a 2,400 sq. ft. suite. 2013 GR of \$521K. Practice has been est. for 20 years. #CA193-Kerri McCullough - 949-300-0312.

BALDWIN PARK – General Dentistry - 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$317K GR and \$163K Adjusted Net in 2013. Seller is relocating out of state. #CA176-Kerri McCullough - 949-300-0312.

BANNING – General Dentistry - 6 Ops in 1,873 sq. ft. Digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5M. #CA183-Steve Caudill - 951-314-5542.

BEVERLY HILLS – General dentist has been in practice for 20 years. Downsized 2 years ago to a nice boutique office with valet parking for patients. 2 Ops, 1 equipped. OpenDental, Digital x-rays, paperless. 2014 GR \$120K on 3 days/week. FFS and PPO only. Great for downsizing dentist or starting dentist. Huge opportunity for growth. #CA215-Mario Molina - 323-974-4592.

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BEVERLY HILLS – General Dentistry Practice with 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, equipment ~7 years old. 4 days hyg/week, long-term staff. 2013 GR \$1.2M+ with Adj. Net of \$406K. #CA210-Kerri McCullough - 949-300-0312.

CAMARILLO – General Practice -Retiring dentist has been in practice 34 years. Retail location with good anchor stores and near a huge retiree community. Untapped implant opportunities. Doctor refers most of the specialty work. 4 Ops. 1-2 more Ops available. GR of \$568K in 2013. #CA204-Thanh Tran - 949-533-8308.

GREATER LOS ANGELES AREA - Periodontal Practice-5 Ops, Dentrux, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, long-time staff and 34 Years of Goodwill. #CA173-Kerri McCullough - 949-300-0312.

HUNTINGTON BEACH – General Dentistry- 3 Ops, Dentrux, Digital X-rays, intra-oral camera. 50% PPO, 50% HMO. \$252K GR in 2013. #CA194-Thanh Tran - 949-533-8308.

IRVINE – *NEW LISTING* - General Dentistry Practice with 5 Ops, 4 Equipped. The seller is ready to retire from this practice in a great location close to UCI. 2014 Gross Receipts of \$314K on a 3 day work week with most specialty procedures referred out. Practice is located in a combination strip center/professional complex and is a PPO/FFS practice. #CA241-Kerri McCullough - 949-300-0312.

LOS ANGELES – General Dentistry - 9 Ops, 6 Equipped in a retail center with high visibility. Est. for 16 years. Dentrux, Digital X-Rays, Pano, Intra-Oral Camera. 2013 GR of \$824K with \$355K Adj. Net. Higher numbers projected for 2014. #CA197-In Escrow. Kerri McCullough - 949-300-0312.

LOS ANGELES – *NEW LISTING* -This General Practice is located in a multi-story professional building, 1200 sq. ft. with 4 Ops, 3 Equipped, this practice has been est. for 60+ years. 2013 GR of \$256K on a 2 day work week. Room to grow. #CA211-Thanh Tran - 949-533-8308.

MURRIETA – General Dentistry with 7 Ops, Schick Digital X-rays, CEREC, and Dentrux. 3 GR of over \$1.4MM and over \$512K Adj. Net. #CA163-Kerri McCullough - 949-300-0312.

NEWPORT BEACH - General Dentistry -3 Ops, high-end equipment <10 yrs old: ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrux software. 2012 GR of \$350K on 3½ days per week. Located near hospital in a desirable area. #CAM534-In Escrow. Thanh Tran - 949-533-8308.

NORTH HOLLYWOOD – General Dentistry - 5 equipped Ops, 1 plumbed. Free-standing building, Dentrux, Dexis, Pano, Laser, and the office is paperless. 2013 GR of \$845K with \$296K Adj. Net. #CA187-In Escrow. Kerri McCullough - 949-300-0312.

NORTH ORANGE COUNTY – *NEW LISTING* - General Dentistry, 4 Ops, Beautiful design, great location near freeway and shopping. Call for more information. #CA234-Jaci Hardison - 714-318-4911.

PALM DESERT – *NEW LISTING* – Perio/Implant Practice with 6 ops, 5 Equipped with Dentrux software and 9 workstations, Digital X-rays, Pano, and Intra-Oral Camera. 20 years of Goodwill in this beautiful desert community. Practice takes a few PPOs but most patients are FFS. #CA242-Thanh Tran - 949-533-8308.

REDLANDS – General Dentistry -3 Ops, has been est. for 48 years. \$364K GR on 3½ days and 3 hygiene days per week. #CA160-Thanh Tran - 949-533-8308.

SANTA ANA – This General Dentistry Practice has been established for 35 years on a main street. Features 6 Ops in 1,750 sq. ft. suite with Dentrux software, Dexis Digital X-Rays, Intra-Oral camera, Pano, and Laser. 2014 GR of \$1.2M+. #CA221- In Escrow.-Kerri McCullough - 949-300-0312.

SOUTH BAY, LOS ANGELES – *NEW LISTING* - General Dentistry Practice with 4 Ops in a beautiful commercial/residential neighborhood. This paperless practice features Dentrux, Dexis digital x-rays with 3 sensors, and Pano. This mostly fee for service practice has newer equipment and most specialty work is referred out. Practice has 8 days of hygiene per week with 2013 GR of \$1.1M and similar numbers for 2014. #CA218-In Escrow.-Kerri McCullough - 949-300-0312.

SOUTH ORANGE COUNTY – *NEW LISTING*- General Dentistry Practice and Condo with 4 Ops, 3 equipped. Most equipment is less than 6 years old. Dentrux, Digital x-rays and paperless. This FFS/PPO practice has been est. for 20+ years in the community. \$192K Gross Receipts in 2013 with most specialty work referred out. Great opportunity to grow and own dental real estate in South OC. #CA229-Kerri McCullough - 949-300-0312.

SOUTH ORANGE COUNTY – *NEW LISTING* – Pediatric Dentistry with 4 Ops, 1 year new equipment, OpenDental, Digital X-Rays, and Pano. \$236K GR on 4 days/week with room to grow. #CA222-Thanh Tran - 949-533-8308.

SOUTH ORANGE COUNTY - General Dentistry -5 Ops. EagleSoft, Schick, Intra-Oral Camera. \$400K in Gross Receipts in 2013, with similar numbers for 2014. #CA192-Kerri McCullough - 949-300-0312.

TEMECULA – General Dentistry -26 years of Goodwill and 6 Ops. EagleSoft with 14 workstations, digital, Pano, CEREC, and Intra-Oral Camera. Long-term staff and 4 days of hygiene/wk. \$794K GR and \$290K Adj. Net. #CA174-In Escrow. Kerri McCullough - 949-300-0312.

TORRANCE – *NEW LISTING* – General Dentistry with 3 Ops, 2 Equipped. Practice is near hospital and in professional area. Practice established 19+ years. 2013 GR of \$333K with \$176K Adj. Net. DentiSoft Software. #CA213-Thanh Tran - 949-533-8308.

VICTORVILLE – General Dentistry - 3 Ops plus 3 plumbed for expansion, 2,150 sq. ft., SoftDent, 2013 GR of \$313K with \$147K Adj. Net. Est. 34 years. #CA149-Kerri McCullough - 949-300-0312.

WEST COVINA – *NEW LISTING* – General Dentistry with 4 Ops in a retail center location. Dentrux, Intra-Oral Camera, Digital, 35 years of goodwill. 2014 GR of \$402K. #CA233-Steve Caudill - 951-314-5542.

WEST LOS ANGELES – *NEW LISTING* – General Dentistry with 4 Ops in a 1,500 sq. ft., newly built-out suite in a desirable high-rise on LA's west side. Retiring doctor has practiced in the area for 50 years. This is a strictly FFS practice utilizing Easy Dental, digital x-rays, and intra-oral camera. Most specialty work is referred out. 2014 GR of \$651K. #CA226-Kerri McCullough - 949-300-0312.

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WEST HOLLYWOOD – *NEW LISTING* – General Dentistry – 4 Ops, Professional Building, 9 years of goodwill. Mediadent Software, Intra-Oral Camera, Digital, Laser. Equipment average age is 5 years old, 2013 GR of \$539K with higher projected GR for 2014. #CA212-Kerri McCullough - 949-300-0312.

SAN DIEGO

CENTRAL SAN DIEGO – *NEW LISTING* – Excellent opportunity in a bustling part of town. Very busy, 6 Op General Practice with room for expansion to 9 Ops. This practice is ready for the next dentist seeking to find an exquisite office space with an excellent floor plan. The stand-alone building has great exposure and is in a prime location. PPO, Dentrux, Digital X-Rays. 2014 GR of \$1.7M. Seller is relocating. #CA231-Russ Okihara - 619-694-7077.

CHULA VISTA - General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dentrux Software. \$493K 2013 GR, seller is retiring. #CA109-Russ Okihara - 619-694-7077.

DOWNTOWN SAN DIEGO – *NEW LISTING* – Leasehold sale: Modern and Chic downtown office in a prime location. Excellent foot-traffic and exposure in a business/tourist area. 3 Ops, with room for expansion. Location is prime for a dentist looking to relocate or to build a practice in a very busy part of Downtown San Diego. #CA232- Russell Okihara - 619-694-7077.

LA MESA – *NEW LISTING* - General Dentistry. 4 Ops with 3 equipped. Quality-driven FFS/PPO Practice featuring Dentrux and digital x-Rays. 2013 GR of \$342K with similar numbers for 2014. This great location has high visibility. Excellent opportunity. #CA227-Russ Okihara - 619-694-7077.

LA MESA – General Dentistry - 4 Ops, Dentrux, Digital X-rays, Intra-Oral Camera, and Pano. Est. for 28 years. 2013 GR of \$501K. #CA205- In Escrow. Russ Okihara - 619-694-7077.

LA MESA – This 3 Op Practice is located in 2,000 sq. ft. in a prof. building. GR of \$403K in 2013 with similar numbers for 2014. Dentrux, Laser, and Digital X-Rays. #CA127- In Escrow.-Russ Okihara - 619-694-7077.

NORTH COUNTY INLAND – *NEW LISTING*-Practice and building for sale, GP, Well-established FFS/PPO, 4 Ops, Digital, Pano, Cerec, Free-Standing building with ample parking and great visibility. GR of over \$1M. #CA216-Russ Okihara - 619-694-7077.

SAN DIEGO – Retiring Dentist in a convenient, highly-desirable area of San Diego. 3-Ops, with the dentist utilizing 2-ops. Small, quality FFS, PracticeWorks. Ideal starter or additional boutique location. #CA161-Russ Okihara - 619-694-7077.

SANTEE – *NEW LISTING*- General Dentistry. PPO/FFS office with 6 Ops, located in a shopping center with great retail anchors and features Dentrux and Digital X-Rays. \$780K GR in 2014. High-volume practice with 7 days of hyg/week, and long-term staff. Dentist is retiring. #CA228-Russ Okihara - 619-694-7077.

SOUTH BAY AREA, SAN DIEGO – General Dentistry practice with 3 Ops and 4 days of hyg/week. Located in a well-visited retail center with great visibility. Dentrux and Digital Pano, this is a PPO and Fee For Service Practice with 2014 Projected Gross Receipts of \$562K. #CA206-Russ Okihara - 619-694-7077.

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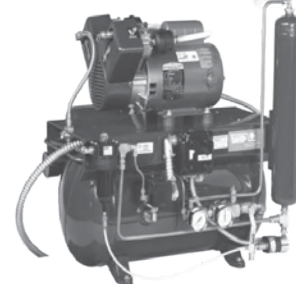
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AC-335 SAN FRANCISCO: Two great practices for the price of one! Call for Info!!

AG-357 SAN FRANCISCO: 450 Sutter! 1,300 sf w/4 ops! Breath-Taking City Views! **REDUCED! \$295k**

AG-053: 3,000 sf w/ 9 ops + 1 add'l. PRIME LOCATION! **\$595k**

BG-362 HAYWARD: Practice AND Real Estate Available! 1,800sf w/ 4 ops! **Call for Details!**

BN-183 HAYWARD: *Kick it up a notch by increasing the current very relaxed work schedule!* 1,300 sf w/ 3 ops **\$150k**

BN-279 CONTRA COSTA COUNTY: Excellent Merger Opportunity! 2-story. 1,350 sf w/ 3 ops +1 add'l **\$60k**

BC-365 CENTRAL CONTRA COSTA: dedicated to restorative & cosmetic dentistry. 1,757 sf w/ 4 ops. **\$550k**

BC-361 OAKLAND: Established for over 23+ years! 2,200 sf w/ 7 ops. **\$430k**

BC-381 PLEASANT HILL Facility: Open Floor Plan! 1,852 sf w/ 6 equipped ops! Move in Ready! **\$80k**

CC-390 SOLANO COUNTY: Near Travis AFB! Highly visible location! 950 sf w/ 3 ops **\$200k**

CG-355 NAPA: Looking for Experienced, High-End General Dentist. Collections ~ \$1m **\$725k**

CG-366 SONOMA CO.: Vibrant, growing community! 1,300+ sf w/ 4 ops. Over \$760k in collections! **\$480k**

CN-344 N. SONOMA CO: Long-established, stellar reputation! 2560 sf, w/ 6 ops **\$925k**

CC-369 SAN RAFAEL: Perfect starter practice opportunity! 900 sf w/ 3 ops. **\$350k**

DC-287 DUBLIN Facility: Space Share Facility with OS. 2ops + 1 add'l, 1100 sf **\$125k**

DC-370 SAN JOSE Facility: Available with or without patient charts! Move in Ready! **Call for Details!**

DG-124 MILPITAS: Highly visible. Desirable area. 960 sf w/ 2 ops + 1 add'l **\$130k**

DG-351 PLEASANTON Facility: Very Appealing and Desirable! 1,000 sf w/ 3 ops. **Now Only: \$74k**

DG-394 LOS GATOS: Highest Quality of Dentistry! Decades of Goodwill! 850 sf w/ 3 ops **ONLY \$280k**

DN-311 PLEASANTON Facility: Three Months' Rent Free! 870 sf w/ 3 ops + 1 add'l. **NOW ONLY: \$75k**

BAY AREA CONTINUED

DN-312 LIVERMORE Facility: Don't miss out on this one! 1,070 sf w/ 3 ops. **REDUCED! \$75k**

DN-353 ALAMEDA: Fantastic Opportunity with view of the estuary 2,060 sf w/ 5 ops. **Now Only: \$750k**

DN-388 WATSONVILLE: Location, Location, Location! 2,393 sf w/ 4 ops + 4 add'l. **\$195k**

NORTHERN CALIFORNIA

EG-363 WEST SACRAMENTO: Top of the Line Pelton Crane and Adec. 3,008 sf & 10 ops! **\$600k**

EG-376 AUBURN: Fantastic Location, unprecedented exposure, well-respected. 2,700 sf w/ 4 + ops **\$625k**

EN-340 SACRAMENTO: Large HMO practice! 3,400 sf w/ 10 ops and Plumbed for 1 add'l **\$950k**

EN-350 SACRAMENTO: The Perfect Merger Opportunity! Old-fashioned values and philosophy! 674 sf w/ 1 op. **\$85k**

EN-378 LINCOLN: quality practice with a wonderful patient base! 1,369 sf w/ 2 op + 3 add'l. **\$170k**

EN-379 ROSEVILLE: An amazing opportunity in the location of your dreams! 1,040 sf w/ 3ops. **\$295k**

EN-392 SACRAMENTO: Location, excellent exposure & extremely low overhead! 1,000 sf w/ 3ops. **\$125k**

EN-391 SACRAMENTO: Opportunities like this one are "few and far between"! 1,200 sf w/ 4ops. **\$310k**

FG-309 ARCATA: Priced at only 33% of collections! 656 sf w/ 2 ops **\$95k!**

FN-181 NORTH COAST: Well respected FFS GP. Stable patient base. 1,000 sf w/3 ops **\$150k (25% int. in bldg. avail.)**

FN-299 FERNDALE: Live and practice on the beautiful North Coast! 1,300 sf w/ 3 ops **\$225k (Real Estate: \$309k)**

FC-334 NORTHERN CA: Emphasis on prevention. 1,200 sf w/ 4 ops **\$480k / Real Estate Also Available!**

FC-343 NORTHERN CA: Quality & location are the keys to success! 1,200 sf w/ 3 ops + 1 add'l & 1 hyg. Op. **\$500k (Real Estate \$375k)**

GG-320 CHICO: Large, Unique, Originally designed for more than 1 dds! 5,000 sf w/ 7 ops (+2 add'l) **\$985k**

GG-386 REDDING: Practice & Real Estate! 2,860 sf w/ 4 ops. Plumbed for 2 add'l! **\$360k and \$660k**



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NORTHERN CALIFORNIA CONTINUED

GN-201 CHICO: Beautiful practice, major thoroughfare, stellar reputation! 1,400 sf w/ 4 ops & room for another \$425k

GN-244 OROVILLE: Must See! Gorgeous, Spacious. 2,500 sf w/5 ops! Collections over \$450k in 2013. **Only \$315k**

GN-258 REDDING: Pristine and attractive! Conveniently located! 1,050 sf w/ 2 ops. **\$215k**

GN-324 YUBA CITY Facility: Newly updated! 1,704 sf w/ 4 ops, Motivated Seller! **\$75k**

GN-354 YUBA CITY: Well-established practice and building! 2670 sf w/ 6 ops + 1 add'l **\$325k (Real Estate: \$450k)**

GN-387 CHICO: Streamlined overhead and reasonable rent. 1,000 sf w/ 3 ops. **\$235k**

HG-298 REDDING FOOTHILLS: **HEALTH FORCES SALE!** Includes Cerec! 2,000 sf w/ 5 ops **Practice \$100k / Real Estate \$250k**

HN-213 ALTURAS: Close to Oregon Border. FFS practice is 2,200 sf w/ 3ops +1 add'l **\$115k**

HN-280 NORTHEASTERN CA: "Only Practice in Town" 900 sf w/ 2 ops **\$110k**

HN-290 PLACERVILLE: **Excellent Merger Op!** Embrace the lifestyle and build your success story here! FFS. 1,400 sf w/ 4 ops **\$210k**

CENTRAL VALLEY

IG-067 STOCKTON: Fully computerized, paperless, digital. 5,000 sf w/10 ops **Steal of the Century! Now ONLY \$240k**

IG-356 MODESTO AREA: Priced at Only 52% of Collections! Succeed beyond your dreams! 1,600 sf w/ 4 ops. **Now Only \$395k**

IG-367 MERCED: Newly Remodeled, Paperless. 1,550 sf w/4 ops **REDUCED! \$325k**

IN-297 MODESTO: Pristine, contemporarily designed medical/prof ctr. 1,980 sf w/ 4 ops. **PR: \$475k / RE : \$425k**

IN-345 MODESTO: Long-standing tradition of quality care. 3016 sf w/ 5ops + 1 add'l. **\$495k**

IN-358 MODESTO: Practice nets over 50%! 1,200 sf, 3 ops+1 add'l. **\$350k**

JN-295 VISALIA: Practice & Real Estate 2,000 sf w/ 5 ops **PR: \$185k RE: \$300k**

CENTRAL VALLEY CONTINUED

JC-349 FRESNO: Well Respected Specialty Practice limited to Dental Sleep Medicine. **Call for Details!**

JN-382 FRESNO: Successful and highly profitable! 2,452 sf w/ 5 ops. **\$425k**

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CG-375 WINE COUNTRY Prosthodontics: Call for Details! Collections ~ \$1m **\$725k**

I-7861 CENTRAL VALLEY Orthodontics: 2,000 sf, open bay w/ 8 chairs. Fee-for-Service. **\$370k**

I-9461 CENTRAL VALLEY Orthodontics: 1,650 sf w/5 chairs/bays & plumbed for 2 add'l **\$180k**

EN-203 SACRAMENTO Oral Surgery: Highly efficient. 3,000 sf w/ 4 ops **ONLY \$235k**

DG-264 SAN JOSE Orthodontics: \$300-400k in build-outs alone! 1800 sf w/ 5 chairs. **REDUCED! \$245k**

GN-304 NORTHERN SACRAMENTO Pediatric: Well established, highly esteemed. 1,800 sf w/ 4 ops **\$595k**

AC-325 SF Endodontics: Assoc/ Buy-in Opportunity in upscale SF location. Free parking. TDO. Dexis. Central nitrous. **Call for details!**

BC-336 CONTRA COSTA CO Periodontics: 1,440sf, 4 ops +1 Great Location! **Call for Details!**

CC-346 SO MARIN CO Periodontics: 1,142 sf w/ 3 ops. Meticulously maintained! **\$270k**

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| <p>6081 SANTA CLARA El Camino Real location. 2014 collected \$687,000 on 24-hour week. Available Profits of \$305,000. 3-days of Hygiene. 5-ops in 1,700 sq. ft.</p> <p>6080 PLEASANTON - DUBLIN AREA 8+ days of Hygiene. \$450,000 invested in 6-op office. Consistent \$900,000+ per year performer. Attractive transition arrangements available.</p> <p>6079 BERKELEY'S ALTA BATES MEDICAL VILLAGE Strong performer on Owner's 24 hour week. 2014 collected \$676,500. Patient foundation anchored by 4-days of Hygiene. Endo and OS referred. Renowned Medical Village has regional draw.</p> <p>6078 FRESNO Strip center practice on West Shaw Avenue. 2014's Collections totaled \$383,000 with Profits of \$192,000. Practice will do better with Successor who devotes full attention here. 4-ops. Full Price \$245,000.</p> <p>6077 PERIO PRACTICE - SAN FRANCISCO'S NORTH BAY Highly regarded and located in desirable family area. On 3.5 day week, revenues were \$1 Million in 2014 with profits of \$400,000. Beautiful facility with 4-ops.</p> <p>6076 FREMONT Store front on Fremont Boulevard. Great signage. Beautiful digital & paperless office. 3-ops with 2 more available. Collected \$243,000 on limited schedule with Profits of \$104,000 in 2014. Full time Successor shall do well.</p> | <p>6075 MONTEREY BAY AREA Digital, paperless and well positioned for future. 2014 collected \$1.47 Million with Profits of \$690,000. 7+ days of Hygiene. Extremely unique opportunity.</p> <p>6074 FREMONT 2014 collected \$643,000. 4 day Hygiene schedule booked 6-months out. Beautiful office. Full Price \$325,000.</p> <p>6071 CHICO Strength is 4-day Hygiene schedule. Retiring DDS focuses on restorative. Endo, OS, Perio & Pedo referred. 2014 collected \$450,000. Beautiful 4 op office. Full price \$175,000.</p> <p>6070 VISALIA Strong foundation and well-positioned for ambitious successor. Strong Hygiene Department, beautiful facility, well equipped. Digital throughout. Not a Delta Premiere practice.</p> <p>6068 KINGSBURG Great family community south of Fresno. Owner works relaxed schedule doing restorative dentistry. Endo & OS referred. 2014 collected \$250,000+. Strong Profits. 3 Ops. Full price \$135,000.</p> <p>6067 MONTEREY - ADVANCED RESTORATIVE PRACTICE Strong foundation for DDS desiring quality restorative practice. \$310,000 invested here. Digital and paperless. 2014 collected \$400,000. "Out-of-network" practice. Considerable transition assistance available. Full price \$185,000.</p> <p>6065 SAN LEANDRO 2014 collected \$438,000 on part-time schedule. Attractive 3 Op office with tranquil views of garden setting. Digital radiography includes Panorex.</p> |
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"I will always remember your statement when I questioned your contract being only four months. You stated: 'If I can't sell your practice in that time, you should get someone else.' Well, you did with time to spare!"

"Before I called Ray, I had a listing with another prominent Broker. After eleven months without a sale, I called Ray. He sold it in about a month! Would I recommend Ray? Yes!"

"In April, I asked Ray Irving to sell my practice. At the same time my friend decided to sell his practice. He employed another firm. My practice sold June 22. My friend's practice still hasn't sold and he was putting his dreams on hold."

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