

# THE Dental Trader

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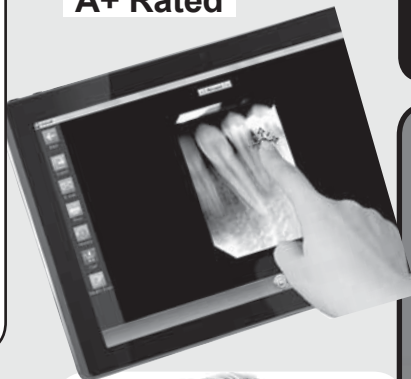
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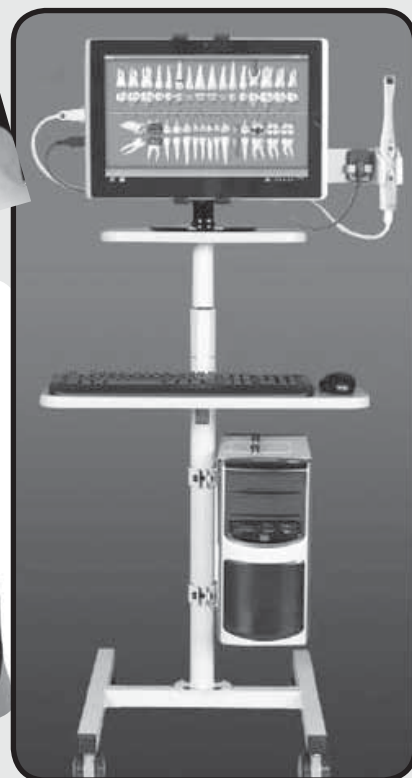
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### KERN COUNTY

**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]**

**BAKERSFIELD #30** - (6) op computerized G.P. (5) ops eqt'd/(6th) plumbed. Absentee owned. Located in a shop ctr. with exposure/visibility/signage and excellent parking. Many walk ins. Cash/Ins/PPO/Denti-Cal pt base. 2014 Gross Collect \$460K+. **[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

**ARCADIA** - (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. **[NEW]**

**CULVER CITY** - (3) op Turnkey Office with included charts. Excellent location in free standing bldg. on a main thoroughfare with exposure and visibility. Location has been a dental office for (40)+ years with current Goodwill of (17) years. Seller retiring. **[NEW]**

**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 approx. \$150K. Below market Lease. Beautiful Valley views from ops. Great starter pract., part time pract., buy & combine pract. or satellite office. Seller retiring.

**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.

**LOS ANGELES** - (3) op computerized G.P. located in a Landmark Medical/Dental Bldg. on a main thoroughfare. Cash/Ins/PPO pt base. No HMO and No Denti-Cal. Digital X-rays. Annual Gross Collections \$600K+. **[NEW]**

**MONTEREY PARK** - (6) op fully equipped computerized G.P. Located in a store front on a main thoroughfare with exposure, visibility & signage. Digital x-rays. Annual Gross Collections \$250K+ on a part time schedule. Cash/Ins/PPO pts. Seller is retiring but will assist with the transition. **[NEW]**

**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.

### 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. Can also be sold as a Turnkey Office with no charts.

### RIVERSIDE COUNTY

**SOUTHWEST RIVERSIDE COUNTY** - (5) op computerized G.P. (4) ops eqt'd/(1) additional plumbed. Located in a smaller prof. building in a condo which is also available. Cash/Ins/PPO pts. No HMO and no Denti-Cal. (14+) years of Goodwill. 2015 Projected Gross Collections of \$400K+. Seller is giving up private practice for an institutional position.

### SANTA BARBARA COUNTY

**CENTRAL COAST** - (3) op computerized G.P. & 1,900 sq ft free standing bldg. Cash/Ins/PPO. No HMO and No Denti-Cal. 2015 Projected Gross Collections \$250K on a very relaxed 3 1/2 day week. Seller refers all O.S., Perio, Ortho, and Endo, Also refers all implant placement. Seller is retiring but will assist with a short Transition prior to moving out of state. **[NEW]**

### 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.

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### 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.**

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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](http://www.dentalattorneys.com).

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##### Downey - Gross ~\$285K

- Shopping center on busy street.
- Mostly Ins. Patients
- 7 Eq Ops + 1 add't plumbed
- Approx. 3,400 sq.ft.

##### Gardena - Busy Intersections

- Located in strip mall nearby anchor stores & businesses.
- High traffic. Great Visibility.
- 4 Operatories, ~2100 sq.ft.

##### Glendora - SOLD!

- Newly Renovated Starter Office
- Located in large shopping mall
- 3 Eq. Ops + 1 Add'l Plumbed

##### Long Beach - Gross ~\$510K

- Over 20 years of Goodwill
- 5 Operatories, ~1,300 sq.ft.
- Mixed Income & Patient Base

##### Los Angeles - Gross ~\$400K

- Highly Visible from busy streets.
- Affordable Rent! Cash/PPO
- 3 Eq. Ops plus 2 add't chairs.

##### Los Angeles - Gross ~\$356K

- Well Known Medical Building
- Close to Retail/Shopping Center
- 4 Operatories, ~1,397 sq.ft.

##### Panorama City - Gross ~\$230K

- Busy street intersections in strip mall. Good Visibility.
- 3 Operatories, ~970 sq.ft.

##### Santa Monica - Gross ~\$300K

- Seller Retiring.
- 4 Equipped Ops, ~1,397 sq.ft.
- Highly Visible Medical Building

##### Valencia - Gross ~\$560K

- Real Estate & Practice for Sale
- State of the Art Practice
- Increasing Revenue, Cash/PPO
- 6 Operatories, ~2,200 sq.ft.

#### Dental Practice for Sale Fresno County, CA

##### Coalinga - New Listing!

- Gross ~\$589K on 3-4 days/wk.
- Freestanding Building
- Busy Main Street.
- Excellent visibility.
- Paperless office.
- 3 Eq. Ops, Approx. 1,200 sq.ft.

#### Dental Practice for Sale Orange County, California

##### Anaheim - Mostly Cash/PPO Freestanding Building & Practice for Sale

- Busy street, opens 2days/wk.
- 4 Operatories, ~1,200 sq.ft.

##### Fullerton - LOW RENT!

- Seller retiring, 20 yrs goodwill.
- In main street, strip mall.
- Retiring Seller. ~1,000 sq.ft.
- 2 Eq. Ops + 1 add't plumbed.

##### Mission Viejo - Gross ~\$1.2 Mil

- Large Shopping Center
- Mostly PPO/Stable Pt Base
- 7 Operatories, ~2,700 sq.ft.

##### Santa Ana - Gross ~\$345K

- Main Street Downtown
- Mostly Dential, ~2,392 sq.ft.
- 5 Eq Ops + 2 Add't Plumbed

#### Dental Practice for Sale San Diego County, CA

##### La Jolla - Gross ~\$350K

- Retail Center, digital office.
- Mostly PPO, 2 Equipped Ops.

##### Oceanside - Low Rent!

- Located in shopping center.
- Busy street.
- 4 Operatories, ~1,200 sq.ft.

#### Dental Practice for Sale San Bernardino County, CA

##### San Bernardino - Starter Practice

- **Asking \$25K or Best Offer!**
- 1063 North D Street  
San Bernardino, CA 92410
- Private parking in the back.
- 2-3 Equipped Ops/4 Plumbed
- Low Rent! Approx. 1,163 sq.ft.
- No Patient Base.

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- Practices Gross ~\$906K
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- Rialto: ~3,500 sq.ft. 8 Ops
- Rancho: ~2,100 sq.ft., 5 Ops.
- Don't Miss This Opportunity!**

#### Dental Practice for Sale Northern California

##### Concord - Gross ~\$125K Practice & Real Estate Available

- Freestanding building
- Good visibility. Mostly Cash/PPO
- Affordable Rent, ~1,500 sq.ft.
- 2 Eq Ops, 2 Add'l Plumbed

##### Dublin - Gross ~\$785K

- Prime location. Shopping Center
- Mostly PPO/Cash Patients
- 5 Operatories, ~1,800 sq.ft.

##### Fremont - New Listing!

- Gross ~\$485K
- Busy main streets, ~2,000 sf.
- 4 Eq. Ops + 3 add't plumbed.

##### Gilroy - Gross ~\$243K

- In large shopping center.
- 3 Eq. Ops + 2 add't plumbed.
- Approx. 1,511 sq.ft.

##### Hayward - Gross ~\$438K

- Located in shopping center.
- Mostly Cash/PPO, ~1,800 sf
- 4 Eq Ops + 1 Add't Plumbed

##### Hayward - LOW RENT!

- Good Street Visibility
- Cash/PPO, ~1,000 sq.ft.
- 2 Eq Ops + 1 Add'l plumbed

##### Modesto - Gross ~\$830K

- GP located in strip mall.
- Cash/PPO, ~3,200 sq. ft.
- 7 Eq Ops + 1 Add'l plumbed

##### Salinas - New Listing!

- Gross ~\$243K. Cash/PPO
- Shopping center. ~1,511 sq.ft.
- 3 Eq. Ops + 2 add't plumbed.
- Very little competition in surrounding areas.

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TIMOTHY GIROUX  
DDS/BROKER

## ASK THE BROKER

**I am looking for a practice to purchase. It seems like the process is tilted toward the sellers. Why?**

While dental brokers do represent only the seller, the process is not really tilted towards the sellers. Good dental brokers are critical in obtaining and deciphering the necessary information so that buyers can make an educated decision. The argument then is why there are not brokers to represent buyers.

I would contend that a good broker who digs out the necessary practice financial information, computer reports and prepares the cash flow analysis does that for the benefit of the buyer and lender. Lenders essentially represent the buyer as they cannot afford to make a bad loan. Lenders definitely appreciate brokers in the transaction if the broker does his job on obtaining this information. I would also contend that most of the "dental" attorneys and CPA's in the business are more biased to the buyer as they understand the debt load and demands on the newer dental graduates.

Ultimately, supply & demand as well as normal market forces dictate the price of the practice. Since scratch starts now cost \$300-400K to build out, take 9 months to complete and provide no patients or revenue upon opening the doors, it makes sense to buy a practice with cash flow. The issue then becomes what I call the "Million Dollar Question": *How much will you generate once YOU take over the practice?* It should be obvious that the answer will be different for every dentist, as we could put a patient in the middle of 10 dentists and get 10 different treatment plans from watching a few fillings to a complete full mouth rehab! With that in mind, how could any dentist rely on the opinion of a broker, consultant, accountant or attorney to determine if a practice is the "right" practice? These professionals can certainly point out industry standards for expenses, profits and relevant legal issues, but only YOU know where you fit on that scale mentioned above. *Are you a dentist that will watch a few fillings or recommend a full mouth rehab? Only you can answer this and all due diligence should be completed with this in mind.*

All the professionals listed to help buyers will be making an assumption that the dentistry produced is "usual and customary". None can know what is "usual and customary" for you. Brokers can provide you with all of the information to make an informed decision, and industry professionals can provide advice, but only YOU, the buyer, can determine if a practice is right for you!

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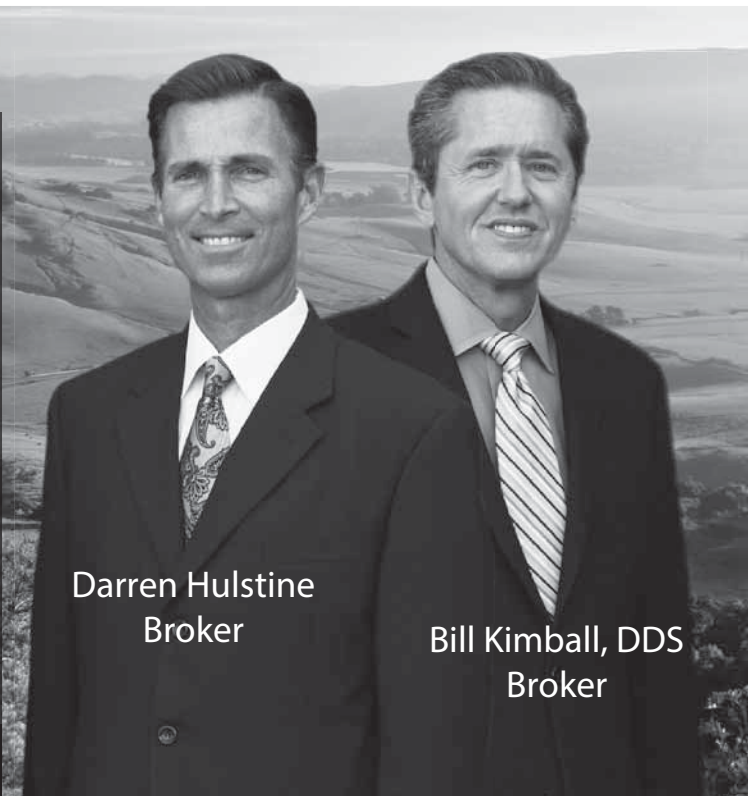
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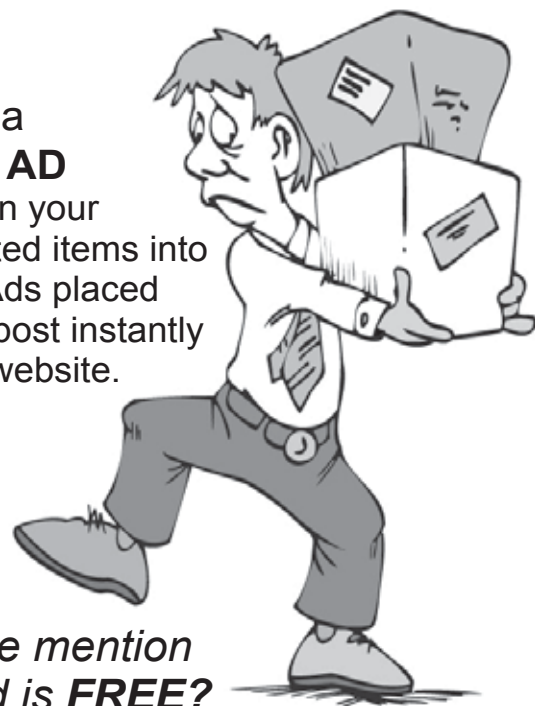
**SANTA ROSA** General Practice/Building. 3 Ops, owner selling interest in bldg. 4 days Hyg, 10-12/day. 2013 GR \$542K w/\$182K Adj. Net. HSPPT-Dennis Hoover-209-605-9039-#CA200.

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**BAY AREA - Periodontal Practice.** This Periodontal practice is in a leased office with 2,120 sq. ft., 6 Ops, Digital X-rays, Pulse Oximeter, Endoscope, Piezosurgery, and Dentrux software. 2014 Gross Receipts \$984K. Open for almost 20 years. #CA167-Thomas Wagner - 916-812-3255.

**CASTRO VALLEY - General Dentistry - Practice & Building for sale.** Approx. 1,800 sq. ft. with 3 fully equipped operatories, one additional plumbed but not equipped. 2014 Gross Receipts of \$373,000 on four day work week, three days of Hygiene. Stand-alone building on major freeway exit near shopping, restaurants, and other businesses. Owner is retiring after 38 years of practicing in this great community. #CA251 Jim Engel - 925-330-2207.

**FOLSOM - 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 CAD/CAM/Softdent 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 treatments rooms in 1,760 sq. ft., this well-designed office utilizes Digital X-ray, Panoramic, Laser, and CAD/CAM. 2013 Gross Receipts of \$972,000 with Adj. Net of \$340,000 and 6 days of Hygiene per week.** #CA225 Jim Engel - 925-330-2207.

**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. 2014 Gross Receipts of \$848K with overhead under 70%. Building to be sold with Practice. #CA108 Thomas Wagner - 916-812-3255.

**GREATER ROSEVILLE/ROCKLIN/LOOMIS - General Dentistry- Beautiful, vaulted ceiling 1,500 sq. ft. facility with 5 Ops (4 equipped). Fully digital, Dentrux 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. Gross Receipts in 2014 was \$469K. Seller is retiring.** #CA239 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. 2014 Gross Receipts of \$930K w/low overhead. Owner retiring after 35+ years in same location.** #CA140- Thomas Wagner - 916-812-3255.

**GREATER SACRAMENTO - General Dentistry - Northern Sacramento Area practice, located in same location for 15 years. 6 Ops in approx. 2,100 sq. ft. office with Dentrux software, fiber-optics, and X-rays in every op. 2014 combined Gross Receipts of \$1.1M.** #CA237-Thomas Wagner - 916-812-3255.

**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 Gross Receipts of \$502K on 3 doctor days per week. Established for over 10 years utilizing Dentrux 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. Dentrux, Intra-Oral camera, CAD/CAM. 2013 Gross Receipts 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.

**MILLBRAE - General Dentistry- Beautiful, professionally designed office boasting 5 fully equipped treatment rooms in approx. 1500 sq. ft. 2014 Gross Revenue of \$670,000 with Eaglesoft PMS, Digital Pan, Digital X-Ray and state of the art equipment. Office fronts busiest street on the Peninsula and offers great exposure for continued growth. Near BART, Cal Train and 10 minutes to SFO. Owner retiring to pursue other interests.** #CA262-Jim Engel - 925-330-2207.

**MILPITAS - General Dentistry - For IMMEDIATE Sale.** Owner recently had a stroke and is unable to return to work. Located on the main thoroughfare in Milpitas. The practice receipts in this 4 operator office have been approximately \$450K per year. Staff will stay. Hygiene patients are being seen and the office remains open and covered by several dentists. Some new equipment purchased last year. #CA272-Dennis Hoover - 209-605-9039.

**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 Gross Receipts 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.

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**NORTH COAST** - 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.

**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 Dentrux 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. 2014 Gross Receipts \$280K+. #CA158-Thomas Wagner - 916-812-3255.

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

**NORTH SACRAMENTO** - General Practice: PPO practice in 3 operator, 768 sq. ft. leased office, with 2 days hygiene, digital x-rays, & Easy Dental software. Owner relocating. #CA266-Thomas Wagner - 916-812-3255.

**NORTH EAST OF SACRAMENTO** - General Practice: 2,500 sq. ft. office with 7 Ops in seller-owned professional condo. Equipped with intra-oral, digital x-ray, and Eaglesoft software. Practice has been in this location for almost 40 years, 2014 GR of \$1.5M. Seller retiring. #CA268-Thomas Wagner - 916-812-3255.

**NORTH OF SACRAMENTO** - General Practice: 1,750 sq. ft. leased office in a larger professional office complex with 4 operatories. Intra-oral Camera, Digital X-ray, Imaging System, Pano, Laser, CAD-CAM, and Dentrux software. 2014 GR of \$1M on 4 day week. Practice has been established at current location for over 20 years. #CA260-Thomas Wagner - 916-812-3255.

**NORTH OF SACRAMENTO** - General Practice: Practice located in highly-desirable location, office has 1,324 sq. ft. with 4 Ops. Owner worked 39 weeks in 2014. Dentrux software, pano, 5 days of hygiene per week. Owner retiring. #CA267-Thomas Wagner - 916-812-3255.

**OAKLAND** - General Dentistry: Piedmont District - Well-established downtown charmer w/ Gross Receipts 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 Jim Engel - 925-330-2207.

**PITTSBURG** - General Dentistry- Well-est. practice on city's busiest thoroughfare. 3 year avg. Gross Receipts of \$236K w/60% overhead. 5 ops in 1,400 sq. ft. with Pano, Fiber Optics. 12 NP/month 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. practice in stand-alone professional building with 7 equipped Ops, 1 additional plumbed. Equipped with Digital-Doc Intra-Oral, Schick Digital X-ray, Imaging system, patient education software, Pano, Softdent software with equipment updated within the last 2 years and new flooring installed throughout. 2014 Gross Receipts were \$626K+. Owner retiring. #CA250-Thomas Wagner - 916-812-3255.

**SACRAMENTO** - General Dentistry Practice and Condominium. 1,300 sq. ft. office in professional building with 4 Ops. Eaglesoft software and fiber optics. 2014 GR of \$650K. Owner retiring. #CA261-Thomas Wagner - 916-812-3255.

**SACRAMENTO** - General Practice: Leased 1,684 sq. ft. open concept pediatric office in a professional building with 6 equipped stations and 2 additional plumbed. Averaging 16 new patients per month, \$590K GR in 2014. Seller retiring. #CA269-Thomas Wagner - 916-812-3255.

**SACRAMENTO** - 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 & medium 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-Thomas Wagner - 916-812-3255.

**SAN FRANCISCO** - General Practice. Located close to Union Square, this has shown steady increase every year. 2014 Gross Receipts were \$822K with low overhead. 4 days of hygiene. Owner moving out of Bay Area. #CA191-Dennis Hoover - 209-605-9039.

**SAN FRANCISCO: FINANCIAL DISTRICT** - Periodontal Practice and Condo Unit. This four op office in downtown San Francisco has gross receipts of \$714,000 and a net income of \$363,000 in 2014. The seller is also selling his condo unit occupied by his practice. The condo unit has 1,160 sq. feet with a northwest exposure and beautiful view. Excellent opportunity to work and own your own office space in the downtown area of one of the world's most vibrant cities. #CA274 - Dennis Hoover - 209-605-9039.

**SANTA CRUZ COUNTY** - General Dentistry in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. Gross Receipts 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, Dentrux 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, Dentrux Digital X-ray, and Intra-oral cameras. 2013 Gross Receipts 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.

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**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 Gross Receipts were \$542K with \$182K Adjusted Net. Practice was started by present owner in 1968, owner is retiring. #CA200-Dennis Hoover - 209-605-9039.

**SOLOMON COUNTY** – General Practice: Leased 1,350 sq. ft. office in office complex with 4 ops, Intra-Oral, Digital X-ray, Imaging System, Pano, and Dextrix software. 2014 Gross Receipts of \$869K on 30 hour/week. Practice established for 18 years, owner retiring. #CA246-Thomas Wagner - 916-812-3255.

**SONOMA** – General Practice: Wine County Beauty boasts a professionally designed, stand-alone 2000 sq. ft. building with 4 fully equipped treatment rooms, plenty of light and nearly every dental technology available including Digital X-Rays, Lasers, CAD/CAM & more. 2014 Gross revenue of \$675,000 on a 3 day work week. Practice started over 50 years ago, present owner has practiced for 26 years, 12 years at this location. Owner is relocating out of state and owns the building. #CA270 - Jim Engel - 925-330-2207.

**SOUTHERN SACRAMENTO COUNTY** – General Practice: Condo office with 1,380 sq. ft. and 4 Ops, equipped with Intra-Oral, Dexis Digital X-Ray, Pano, Laser, and Easy Dental software. 2014 Gross Receipts were \$581K, practice established for 18 years, owner retiring. #CA249 -Thomas Wagner - 916-812-3255.

**WALNUT CREEK** – Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor retiring after 28 years in the same location. Practice had over \$530K in Gross Receipts in 2012. #CAM540 - 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 Gross Receipts of \$2.3M and Adj. Net of \$840K. Dextrix, Digital. Paperless, Intra-Oral Camera, Laser. #CA208-Kerri McCullough - 949-300-0312.

**FRESNO** - General – Partnership Interest. Partner in well-est., highly regarded, 5 dentist group in the North Fresno Area is selling his interest. Intra-Oral Camera, Digital Pan, Kodak sensors, SoftDent software. 7,500 active patients. 2013 Partnership Gross Receipts were \$4.7M+. Selling Partner's Net Income 2013 \$368K. #CA196-Dennis Hoover - 209-605-9039.

**FRESNO** – General Dentistry. This 1,739 sq. ft. office has 4 Ops with 6 days of hyg. Gross Receipts have averaged \$760K per year with low 61% overhead. Equipped with Dexis 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-Dennis Hoover - 209-605-9039.

**FRESNO** – General Dentistry. 8 year new practice in upscale shopping center, near schools in the Northeast district with last 3 years Gross Revenue averaging \$409,000. 5 treatment rooms 4 equipped in approx. 1,400 sq. ft., all digital with Pano, Panoramic and paperless charts utilizing Dextrix software and computers in every treatment room. Priced to sell in this fast growing, upscale neighborhood Seller retiring from private practice #CA243 - Jim Engel - 925-330-2207.

**KINGS COUNTY** – *NEW LISTING* – This retiring dentist is in the rural community of Kings County, CA. Practice has been established for 50 years in the area with 4 Operatories, intra-oral camera, Panographic x-ray unit and completely furnished. Gross Receipts for 2014 were \$246K. This would be a great location to relocate or open a second office. #CA265 - Steve Caudill - 951-314-5542.

**PASO ROBLES** – General Dentistry. Central Coast Wine Country beauty features a modern, professionally designed GP practice on one of the busiest thoroughfares. Digital X-Ray, Softdent Practice Management and 8 computer workstations. 4 fully equipped treatment rooms with 2014 GR of \$573,000 on 192 days per year. 4 days of hygiene per week & 6-7 new patients per month. Owner retiring after 38 years and will assist with transition. This rapidly growing community offers a great opportunity for a new buyer! #CA275 - Jim Engel - 925-330-2207.

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

**TULARE** – General Dentistry. This beautiful 5 operatory office is located in a 2,300 sq.ft., highly-visible, free-standing building. In 2014 the practice grossed \$1,746,000 in collections. The doctor offers treatment for sleep apnea, cosmetic dentistry, including full mouth reconstructions, and Invisalign as part of his general dentistry services. There are 10 days of hygiene. Owner moving out of state. Call for information. #CA273-Dennis Hoover - 209-605-9039.

**TUOLUMNE COUNTY** - General Dentistry Practice & Building. Gross Receipts averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, and 4 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. #CA199- 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 add'l 5 Ops available. SoftDent, Digital, Digital Pan. 2013 GR of \$237K on 3 days/week, central Anaheim location. #CA207-Thinh 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. \$276K GR in 2014. 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. 2014 GR of over \$1.4MM. #CA183-Steve Caudill - 951-314-5542.

**BEVERLY HILLS** – General Dentist est. for 20 years, moved 2 years ago to a boutique ofc. 2 Ops, 1 equipped. OpenDental, Digital, paperless. 2014 GR \$120K on 3 days/week. FFS & PPO. #CA215-Mario Molina - 323-974-4592.

**BEVERLY HILLS** – General Dentistry Practice. 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, ~7 yr. new equipment. 4 days hyg/week. 2014 GR \$1.09M #CA210-Kerri McCullough - 949-300-0312.

**CYPRESS** – *NEW LISTING* – General Dentistry. 5 Ops, Est. for 35 years. 7 days of Hyg./week, most specialty work referred. 2014 GR \$948K with \$426K Ad. Net. #CA257 - Kerri McCullough - 949-300-0312.

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

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**HUNTINGTON BEACH – NEW LISTING** – General Dentistry. 5 Ops, Est. for 28 years. Digital x-rays, Pano, Laser, Intra-Oral Camera, 12 days of hyg./wk. 2014 GR of \$1.1M+. #CA263-Kerri McCullough - 949-300-0312.

**LOS ANGELES – NEW LISTING** - General Dentistry. 6 Ops, 5 Equipped, est. 50+ years, in current location for 29. SoftDent, Digital, Intra-Oral Camera. 2014 GR \$591K. #CA255- Kerri McCullough - 949-300-0312.

**LOS ANGELES – NEW LISTING** – Endodontic Practice. 4 Ops. Est. over 30 years. Easy Dental and a Cone Beam. 2014 GR \$360K on 21 hours per week. #CA259- Kerri McCullough - 949-300-0312.

**NORTH ORANGE COUNTY** – General Dentistry, 4 Ops, great location, PracticeWorks, Intra-Oral Camera, Digital, est. for 35 years. GR of \$360K in 2014. #CA234- In Escrow. Jaci Hardison - 714-318-4911.

**NORTH ORANGE COUNTY** – General Dentistry, 7 Ops, 6 Equipped. GR of \$601K with \$244K Adj. Net on 3 days/wk. EagleSoft, Intra-Oral Camera, Digital, and Pano. #CA248 -Kerri McCullough - 949-300-0312.

**ORANGE – NEW LISTING** - General Dentistry. 4 Ops, 3 equipped. Practice has been est. for 56 years. PatientBase, Digital, Intra-Oral Camera. GR in 2014 over \$429K. #CA256-Thinh Tran - 949-533-8308.

**ORANGE COUNTY – NEW LISTING** – Periodontal Practice near freeway, hospital, and shopping. 6 Ops, 5 Equipped. 2014 GR of \$468K on 4 doctor days per week. Motivated seller. #CA264-Kerri McCullough - 949-300-0312.

**PALM DESERT – NEW LISTING** – Perio/ Implant Practice with 6 Ops, 5 Equipped, Dentrrix, Digital, Pano, and Intra-Oral Camera. 20 years of Goodwill. 2014 GR \$805K with \$386K Adj. Net. #CA242 -Thinh Tran - 949-533-8308.

**PALM DESERT – NEW LISTING** – General Dentistry practice with 5 Ops, est. for 32 years. 18 NP/mo, 6 days of hyg./wk. 2014 GR of \$842K and \$339K Adj. Net. #CA245 – Kerri McCullough - 949-300-0312.

**PICO RIVERA – NEW LISTING** - General Dentistry. 6 Ops, est. since 1960. DentiSoft Intra-Oral Camera, Pano. Practice has 4 ½ days/ Hyg. per week. 2014 GR \$690K. #CA258-Thinh Tran - 949-533-8308.

**SAN BERNARDINO** - General Dentistry -4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Doctor is retiring. Great location with growth potential. #CA150-Steve Caudill - 951-314-5542.

**SANTA ANA** – General Dentistry Practice. Est. for 35 years. 6 Ops in 1,750 sq. ft., Dentrrix, Dexis Digital, Intra-Oral camera, Pano, and Laser. 2014 GR of \$1.2MM+. #CA221-In Escrow. Kerri McCullough - 949-300-0312.

**SOUTH BAY, LOS ANGELES** – General Dentistry Practice with 4 Ops in a commercial/ residential area. Dentrrix, Dexis digital, paperless, and Pano. Newer equipment, mostly FFS, 8 days of hyg./week with 2014 GR of \$1.1+M and \$426K Adj. Net #CA218- In Escrow. Kerri McCullough - 949-300-0312.

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

**SOUTH PASADENA – NEW LISTING** - General Dentistry Practice with 4 Ops, 3 equipped, paperless, digital, Dentrrix, Laser. 37+ years of goodwill, 4 days of hyg./week. 2014 GR of \$856K with \$271K Adj. Net. #CA244-Thinh Tran - 949-533-8308.

**TEMECULA** – General Dentistry -26 years of Goodwill and 6 Ops. EagleSoft, digital, Pano, CEREC, and **SOLD** Intra-Oral Camera. 4 days of hygiene/wk. 2014 GR \$825K+. #CA174- In Escrow. Kerri McCullough - 949-300-0312.

**UPLAND** – General Dentistry. 4 Ops, 3 Equipped, est. 25+ years. Open Dental, Digital X-Rays, Intra-Oral Camera. #CA254- Kerri McCullough - 949-300-0312.

**VICTORVILLE** – General Dentistry - 3 Ops plus 3 plumbed for expansion, 2,150 sq. ft., SoftDent, 2014 GR of \$273K, Est. 34 years. #CA149-Kerri McCullough - 949-300-0312.

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

**WEST LOS ANGELES** – General Dentistry, 4 Ops, newly built-out, high-rise on LA's west side. 50 years of goodwill. FFS, Easy Dental, digital x-rays. 2014 GR of \$651K. #CA226-Kerri McCullough - 949-300-0312.

**WEST HOLLYWOOD** – General Dentistry – 4 Ops, Prof. Building, 9 years of goodwill, Intra-Oral Camera, Digital, Laser. Equipment avg. age is 5 years old, 2014 GR of \$571K with 221K Adj. Net. #CA212-Kerri McCullough - 949-300-0312.

**WHITTIER – NEW LISTING** - General Dentistry - 4 Ops, 3 equipped, Dentrrix, Dexis, est. for 50+ years on a main street.. Most specialty work is referred out. 2014 GR \$217K. #CA276-Kerri McCullough - 949-300-0312.

### SAN DIEGO

**CENTRAL SAN DIEGO** – Very busy, 6 Op General Practice with room to grow to 9 Ops. PPO, Dentrrix, 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, Dentrrix Software. \$493K 2013 GR, seller is retiring. #CA109-Russ Okihara - 619-694-7077.

**DOWNTOWN SAN DIEGO** – Leasehold sale: Modern and Chic downtown office in a prime location. 3 Ops, with room for expansion. #CA232- Russell Okihara - 619-694-7077.

**LA MESA** – General Dentistry. 4 Ops with 3 equipped. Quality-driven FFS/PPO Practice, Dentrrix, digital x-Rays. 2014 GR of \$340K Excellent opportunity. #CA227-Russ Okihara - 619-694-7077.

**NORTH COUNTY COASTAL – NEW LISTING**- General Dentistry. FFS/PPO. 3 Ops. Dentrrix. Digital X-Rays. 2014 GR of \$530K with \$228K Adj. Net. #CA253-Russ Okihara - 619-694-7077.

**NORTH COUNTY INLAND – NEW LISTING**- Highly-regarded General Dental Practice. FFS/PPO. 6 Ops in a beautiful, free-standing building. Opportunity for property ownership. #CA271-Russ Okihara - 619-694-7077.

**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** – General Dentistry. PPO/FFS office, 6 Ops, retail center with great anchors, Dentrrix and Digital. \$780K GR in 2014. 7 days of hyg./week, and long-term staff. #CA228-Russ Okihara - 619-694-7077.

**SOUTH BAY AREA, SAN DIEGO** – General Dentistry, 3 Ops and 4 days of hyg./week. Dentrrix and Digital Pano, PPO and FFS with 2014 Projected Gross Receipts of \$562K. #CA206-Russ Okihara - 619-694-7077

**UPCOMING LISTING – LA JOLLA, CA** – Contact Russ Okihara for more information. 619-694-7077.

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**MAUI, HAWAII - PRICE REDUCED** - General Dentistry- GR of \$636K. 4 Ops, Pano, Laser, 2 1/2 days of hygiene. Don't miss the opportunity to live and work in paradise. #20101- In Escrow - Russ Okihara - 619-694-7077.

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**Legal Tip: Sellers** Does your lease allow you to assign the option term? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**SACRAMENTO** Practice and Condominium. 1,300 sq. ft., 4 Ops. Eaglesoft. 2014 GR \$650K. HSPPT-Thomas Wagner - 916-812-3255-#CA261.

**ULTRASONIC** (PATTERSON PA-4) Like New, Cost \$450, Make Offer. 855-772-7645 or janetm@hygiacare.com.

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

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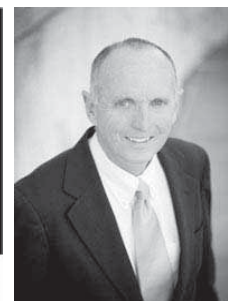


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## Premium Practice Listings

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General esthetic and restorative practice, turn-key, nine treatment rooms, all digital, seller retiring.  
2014 revenues \$1,708,000

**Asking \$1,250,000**

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all digital, annual  
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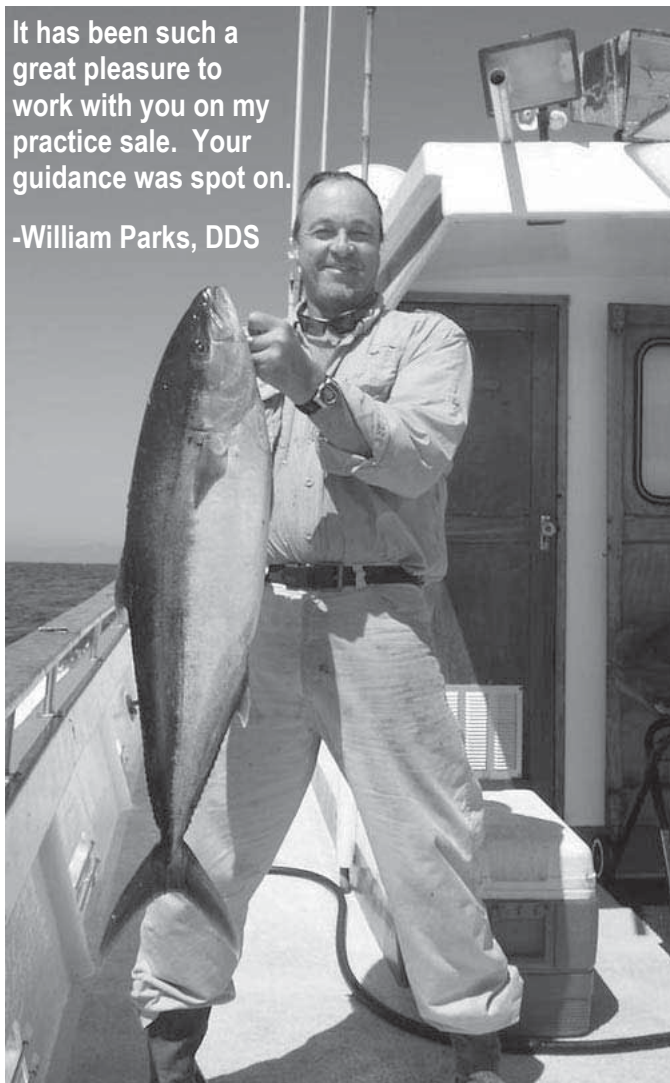
### North Central Los Angeles #1100

Restorative cash fee-for-service practice, contemporary suite/ all digital,  
2014 approx. revenues \$650,000

**Call for details**

It has been such a great pleasure to work with you on my practice sale. Your guidance was spot on.

-William Parks, DDS



### South Orange County #1099

Restorative fee-for-service practice, five (5) equipped treatment rooms, 37 years of goodwill, seller will work-back.  
2014 Gross revenues \$426,236 **Call for details** 714-259-0501

### Coastal Orange County #1079

Beach Location, 1,100 sq. ft., over 40 years goodwill, seller owned building great lease, 2014 revenues 524,000  
**Asking \$385,000**

### San Diego County #1093

Fee-for-Service restorative practice, shopping center location, five (5) treatment rooms, seller retiring, digital x-ray, laser, and intraoral cameras, 2014 revenues \$531,260  
**Asking \$385,000**

### Inland Empire #1095

Restorative fee-for-service, doctor retiring, six treatment rooms w/ digital x-ray, 2014 revenue \$1,006,000  
**Asking \$775,000**

### South Orange County #1048

Beautiful digital office- two lasers, restorative fee-for-service practice in busy shopping center, seller retiring,  
2014 revenues \$832,000  
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**"Jason, As frustrating** as this whole situation was, I don't feel like I missed out on anything. Everything about this deal was sketchy from beginning to end. However, I wanted to thank you for all of your help because you constantly helped me from making irrational decisions out of fear and impatience." NANCY NGUYEN, DDS New York, New York WOOD & DELGADO [www.dentalattorneys.com](http://www.dentalattorneys.com).

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**TRACY Facility** "Move-in ready" Hesitate and you might miss out! 2,488 sf, 5 ops \$245k/RE: \$650k (IN-429) WPS/800-641-4179.

**SAN FRANCISCO** General Practice. 780 sq. ft. w/3 Ops (2 equipped) near Union Square. 2014 GR \$822K, low overhead. HSPPT-Dennis Hoover-209-605-9039-#CA191.

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**Rare area and opportunity** Owner retiring. Office is 900 sq ft, 3 ops, free standing building. Dentist has been in area for 19 years. Gross of 300,000 a year. Doctor works 20 hours a week, hygiene 3 days a week. Steady new patient flow of 10-15 patients a month. This area is for the outdoorsman, a young family. Contact [rmidy@thegrid.net](mailto:rmidy@thegrid.net) 530-905-0295.





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**A 33-month study** of 43 patients with 121 recession sites treated using the Pinhole Surgical Technique was published in Oct., 2012, by The International Journal of Periodontics and Restorative Dentistry to international acclaim. Visit [pinholesurgicaltechnique.com](http://pinholesurgicaltechnique.com).

**For Sale** Panoramic Xray Orthoralix 8500 By Gendex 2006 Excellent condition 7.5K obo call Jacob 3233336080 Local Pickup only.

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**AC-335 SAN FRANCISCO:** Two great practices for the price of one! **Now Only \$475!**

**AG-053 SAN FRANCISCO:** 3,000 sf w/ 9 ops + 1 add'l. PRIME LOCATION! **\$475k**

**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-361 OAKLAND:** Established for over 23+ years! 2,200 sf w/ 7 ops. **Now Only: \$385k**

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

**BG-407 SAN LEANDRO:** Prof bldg. Great signage! 1200 sf w/ 3 ops **\$140k**

**BN-426 BERKELY:** Step into this quality practice and you'll know you belong here! 1,386 sf w/ 3 ops. **\$495k**

**BC-432 PITTSBURG:** Own this family-oriented Practice! 1,640 sf w/ 6 ops. **\$350k**

**BG-444 FREMONT:** Presenting a remarkable opportunity and quality practice! 3,200 sf w/ 10 ops. **\$550k**

**CC-390 SOLANO COUNTY:** Near Travis AFB! Highly visible location! 950 sf w/ 3 ops **REDUCED! \$180k**

**CG-366 SONOMA CO.:** Vibrant, growing community! 1,300+ sf w/ 4 ops. Over \$760k in collections! **\$450k**

**CG-449 SANTA ROSA:** Vibrant, highly desired town! Prof Bldg 1860 sf w 4 ops + 1 a'ddl **\$250k**

**DC-370 SAN JOSE Facility:** Location, Location, Location!! Move in Ready! **Only \$120k**

**DG-341 SUNNYVALE/LOS GATOS Combined Sale:** Contact our office for details. **\$605k**

**DG-396 SERRAMONTE AREA:** Small Town Feel in Heart of SF. 850 sf & 4 ops **\$485k**

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

### BAY AREA CONTINUED

**DC-403 SANTA CRUZ:** Well-established, modern, quality practice! 1,335 sf w/ 4ops. **\$725k**

**DC-419 NEWARK Facility:** Location, Location, Location! 1,400 sf w/ 4 op. **\$140k**

**DC-406 SAN JOSE:** Amazing opportunity in Westgate Shopping Center. 6 ops + 80 mall hours per week **\$400k**

**DG-434 MENLO PARK:** Well-Established. Near Facebook, Stanford, Google and Tesla! 1702 sf w/ 5 ops. Excellent Opportunity! **\$1.2m**

**DN-447 SUNNYVALE:** Quality, family-oriented opportunity awaits your talent and skill. 1,400 sf w/ 3 ops + 1 add'l. **\$395k**

### NORTHERN CALIFORNIA

**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-423 FOLSOM Oral Surgery Facility:** Primed for success! 3,450 sf w/ 2 Lrg. Treatment Rooms. **Now Only \$50k!**

**EN-430 SIERRA FOOTHILLS:** Practice in one of the most desirable places to live in N. CA! 1,050 w/ 3 ops. **\$475k**

**FN-299 FERNDALE:** Live and practice on the beautiful North Coast! 1,300 sf w/ 3 ops **\$195k (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! 1,200 sf w/ 3 ops + 1 add'l & 1 hyg. Op. **\$500k (Real Estate \$375k)**

**FC-415 FT. BRAGG:** An excellent practice, located in a peaceful, family-oriented community! 1,800 sf w/ 5 ops + 1 hyg. Op. **\$425k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



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### NORTHERN CALIFORNIA CONTINUED

**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! **PR: \$330k / RE: \$660k**

**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-399 REDDING:** Loyal patient base and relaxed workweek schedule. 1,440 sf w/ 3 ops. **\$150k**

**GN-418 REDDING:** **Goodwill Galore!** Established for ~37 years and the seller is retiring! 3,200 sf w/ 6 ops + 2 add'l. **\$495k**

**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/ 3 ops + 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**

**HG-448 S. LAKE TAHOE:** 2 Story, Rustic décor. Upscale Family Practice. 3400sf w 6 ops **\$725k**

### CENTRAL VALLEY

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

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

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

### CENTRAL VALLEY

**IN-358 MODESTO:** Practice nets over 50%! 1,200 sf, 3 ops+1 add'l. **REDUCED! \$275k**

**IN-397 FRESNO/MADERA:** "the Perfect Location"! 2,000 sf w/ 5 ops. **NOW ONLY: \$440k**

**IN-429 TRACY Facility:** "Move-in ready" Hesitate and you might miss out! 2,488 sf, 5 ops **\$245k/RE: \$650k**

**JC-349 FRESNO Facility:** Doctor is retiring and is motivated! Step right in and make yours! **Call for Details!**

### SPECIALTY PRACTICES

**CG-431 FAIRFIELD Perio:** Priced to sell! 1400 sf w/ 3 ops. Plumbed for 2 add'l **\$60k**

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

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

**DG-264 SAN JOSE Ortho:** \$300-400k in build-outs alone! 1800 sf w/ 5 chairs. **REDUCED! \$195k**

**CC-346 SO MARIN CO Perio:** 1,142 sf w/ 3 ops. Meticulously maintained! **REDUCED! \$199k**

**BN-393 PINOLE Pedito:** Streamlined practice, where every child counts themselves lucky to be a patient here! 2,000 sf w/ 5 ops. **\$1.2m**

**CG-424 NAPA Prostho:** Ready for Experienced, high-end Prosthodontist! One track to collect just under \$1m **\$725k**

**CC-405 SOLANO CO. Endo:** Endodontic Practice in a vibrant community! 1,250 sf w/ 4 ops. **\$485k**

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SAN FRANCISCO CDA CONVENTION

July

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Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

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Calif. Dental License # \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

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Type or print ad copy clearly: \_\_\_\_\_

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### PAYMENT MUST BE SUBMITTED WITH THE AD

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Check enclosed ☐ Visa/MC ☐

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This ad is for: ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

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**Total** \_\_\_\_\_

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- 6088 SANTA CRUZ** Well established, lots of patients. Strong Recall with 6.5 days of hygiene per week. Collected \$600,000 in 2014. 2015 trending \$675,000+. Full Price \$375,000.
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- 6085 PERIO PRACTICE – SAN FRANCISCO BAY AREA** 2014 collected \$2 Million. 7 Doctor days per week. Seller can work back. Beautiful 8-op office.
- 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.
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*"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!"*

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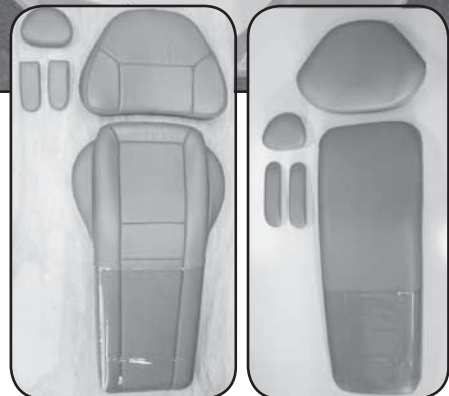
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