

THE Dental Trader

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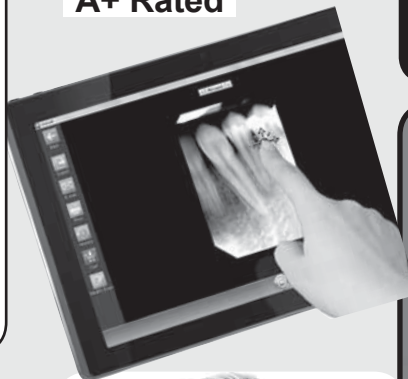
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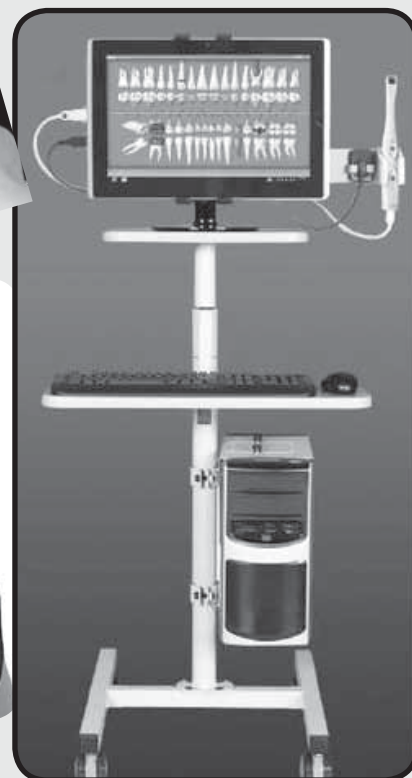
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KERN COUNTY

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

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 health growth. 2014 Gross Collections of approx. \$390K. Digital x-rays. Cash/Ins/PPO pts. Seller moving. **[NEW]**

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. **[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. **[PENDING]**

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]**

ORANGE COUNTY

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. **[NEW]**

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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. **[NEW]**

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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.**

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.

EAST VENTURA COUNTY #3 - (5) op comput G.P. located in an upscale prof. bldg. w excell off street free pking. (4) ops fully eqt'd 5th op partially eqt'd. Digital x-rays, CEREC and Pano. Cash/Ins/PPO pts. Under market lease rate. Annual Gross Collect \$600K+ on a (4) day wk. (3) days of hygiene. Seller refers out diff O.S., all Endo, Implant Placement, Perio Surgery & Ortho. Seller moving.

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. **[NEW]**

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

Anaheim

- Dental Practice in Retail Shopping Center for Sale
- 3 Equipped Ops, ~1,100 sq.ft.
- LOW RENT

Garden Grove

- Medical/Dental Building for Sale
- Located on Busiest Street Corner
- 10 rentable units, 1 dental unit
- Building ~15,600 sq.ft., Lot ~1 Acres

Irvine – Dental Leasehold Only

- Take over space
- 3 Plumbed Ops, ~1,050 sq.ft.

Mission Viejo – Featured Listing!

- General/Cosmetic Practice
- Gross ~\$1.2 Million
- Main Street Visibility
- Shopping center around plaza
- 7 Operatories, ~2,700 sq.ft.

Newport Beach

- Walking distance to Water Front
- Ideal Front Street Location
- 3 Operatories, ~1100 sq.ft.

Orange – New Listing!

- Dental Practice/Medical Spa
- 3 Eq Ops + 3 Add'l Plumbed
- Approx. 1,800 sq.ft.

Dental Practice Listings San Bernardino County

Rialto – Featured Listing!

- Collections ~\$782K
- Practice in large retail center
- Over 15 years of Goodwill
- Mostly Cash/PPO
- 8 Operatories, ~3500 sq.ft.

Rancho Cucamonga – New Listing!

- Beautifully designed office
- Retail shopping center
- Over 10 years of Goodwill
- 5 Operatories, ~2100 sq.ft.

Fontana – Retail Center

- 4 Operatories, ~1350 sq.ft.
- Close to Freeway 10

Dental Practice Listings Los Angeles County

Covina – Motivated Seller!

- Beautiful, Newly Renovated
- Good Rent, ~ 1,100sq.ft. 4 Ops.
- Asking: \$15K (No Equipment)
- \$35K (With Equipment)

Gardena

- Located in strip mall on busy intersections, nearby anchor stores and businesses
- 4 Operatories, ~2100 sq.ft.

Hawaiian Garden

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

Long Beach

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

Los Angeles

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

Los Angeles

- Grossed ~ \$630K
- Seller retiring, close to downtown
- 4 Operatories, ~ 1,397 sq.ft.

Santa Monica

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

Valencia

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

Dental Practice Listings San Diego County

Oceanside – Motivated Seller!

- In Strip Mall, Asking \$129K!
- Over 10 years of Goodwill
- Mostly PPO/Cash, LOW RENT
- 4 Operatories, ~ 1,200 sq.ft.

La Jolla

- Collections ~\$350K
- Mostly PPO
- 2 Operatories, ~1,200 sq.ft.

Dental Practice Listings Northern County, CA

Concord – New Listing!

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

Hayward – New Listing!

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

Hayward

- 2014 Grossed ~\$438K
- Mostly CASH/PPO, Strip Mall
- 4 Equipped Ops, ~1,800 sq.ft.

Modesto

- Gross ~\$615K
- Located in Strip Mall
- 7 Eq Ops + 1 Add'l plumbed
- Approx. 3,200 sq. ft

Mountain View

- Collection ~\$400K
- Busy shopping mall
- 5 Operatories, ~ 1,500 sq.ft.

San Bruno

- Gross ~\$520K
- Freestanding Building
- Excellent Visibility
- Mostly CASH/PPO
- 5 Eq Ops + 1 add't plumbed

San Francisco

- Dental Office & Condo Unit
- Newly Renovate
- Plumbed for 3 Operatories

San Jose – New Listing!

- Remodeled – HiTech Office.
- 5 Operatories, ~2,000 sq.ft.
- Capitation Check Pays Rent

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ASK THE BROKER

This should be common sense, BUT....

If you were selling your home and had several interest parties that all saw each other at the open house, it should be common sense that if you received several offers, you would probably choose the candidate that presented the least amount of problems and/or made the highest offer. Makes sense, right? The same theory applies to the sale of a dental practice.

Ok, now let's take it a little further and imagine that you received several offers on your dental practice. You accept an offer and think you made the best choice, but during the normal due diligence period when the paper work is being signed and inspections are underway, this particular buyer makes an issue of every nit-picky item they can find. They want all kinds of financial concessions for these items and even have penalties for future, unforeseen problems. It is common sense that any seller would go to the next buyer if they believed the next buyer would be more cooperative. It is unfortunate that the original buyer, whose offer was originally accepted, has spent time and money revising the contracts to their advantage and has spent time and money on the inspections. However, they have no one to blame but themselves if they "killed the deal" with their demands.

This really all comes down to Risk Management.

This is *especially* true in a dental practice. Goodwill transfer is probably the most important aspect of a successful dental transition. Is it worth the risk of alienating the seller over issues that might even be unlikely to happen? In some cases, it would be less expensive to absorb the cost by fixing the issue yourself as compared to spending \$350 per hour to have your attorney discuss the issue with the other attorney.

Of course there might be larger, deal-breaking items on either side of the equation, but it is up to both of you, buyer and seller, to make sure you understand what the risks are and the likelihood of the issue in question. I can't tell you how many times I hear, "but I hired my consultants and have to go with what they tell me". There is some truth to that, but in actuality, you are intelligent enough to have earned your dental degree. I am guessing that the subjects we learned in dental school are more complex than any of the contractual issues we have in a practice transition.

Advise from your consultant or attorney is vital. However, you need weigh the risks that are presented to you by your consultant or attorney and decide for yourself how you wish to proceed. As a buyer, this also includes being aware that even if you prevailed in the original scenario by completing the purchase and winning all the battles you created in the contract, you could still lose the war if the goodwill is contaminated because of all the battles waged.

Sometimes "Risk Management" means you need to put yourself in the other person's shoes for a better perspective.

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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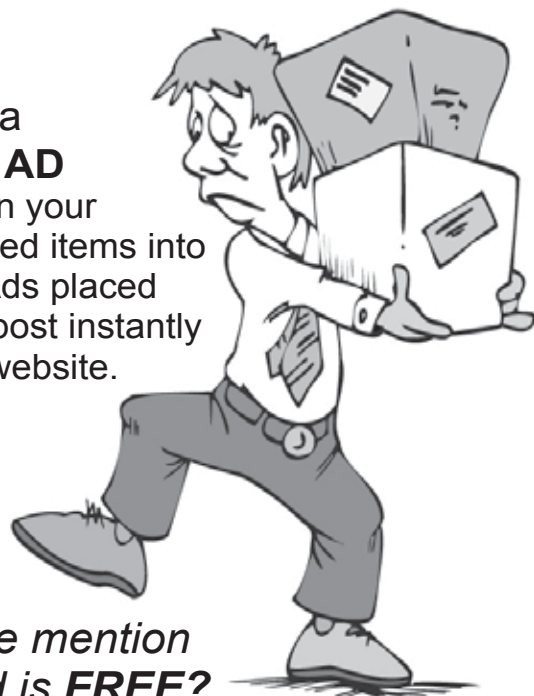
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OAKLAND General Practice. 3 Ops in shared office w/ 1,600 sq. ft. 5 days hyg. 8 NP/month. GR \$453K. Owner retiring. HSPPT-Jim Engel 925-330-2207 #CA217.

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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 Dentrux software. 2013 GR \$1M. Open for almost 20 years. #CA167-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 - 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 Jim Engel - 925-330-2207

FREMONT - 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/LINCOLN - General Dentistry. 2013 GR of \$350,671. Well-designed, tastefully decorated 1,880 sq. ft. office with 2 equipped Ops (3 additional plumbed). 3 day hygiene, equipment is approx. 7 years old, Eaglesoft. #CA154-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-In Escrow. 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). Eaglesoft, 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 - 209-605-9039

GREATER SAN JOSE AREA-NEW LISTING - 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 \$502,000 on 3 doctor days per week. Established for over 10 years utilizing Dentrux software, Digital X-ray, and Intra-Oral Camera. 3 fully equipped Ops and 1 add'l 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 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., 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%. Dentrux, 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 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. 2013 GR \$319,865. #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, Dentrux software. 2013 GR of \$337K, in current location for 30+ years, owner retiring. #CA169-Thomas Wagner - 916-812-3255

OAKLAND-NEW LISTING - General Dentistry: Piedmont District - Well-established downtown charmer w/GR of \$453,000. 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. 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- Leased, stand-alone professional building on busy thoroughfare. 1,250 sq. ft. with 3 equip Ops, 1 add'l plumbed, remodeled less than 10 years ago. Digital X-rays, Dentrux. 2013 GR of \$794K. #CA177-Thomas Wagner - 916-812-3255

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, Softdent. 2013 GR \$711,014. 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 \$584,285 #CA220-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 **SALE** \$206K 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 in 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. **SALE** 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 Dent 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. **SALE** 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, Ortho, 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

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-Jim Engel - 925-330-2207

CENTRAL CALIFORNIA

CENTRAL COAST: NEW LISTING – 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-In Escrow. Dennis Hoover - 209-605-9039

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 GR were \$4,708,000. 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. 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 – **NEW LISTING** – 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-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-Thanh 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 – **NEW LISTING** – 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

BEVERLY HILLS – **NEW LISTING** – 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 retirement community. Untapped implant opportunities. Doctor refers most of the specialty work. 4 Ops. 1-2 more Ops available. GR of \$568K in 2013. #CA204- In Escrow. Thanh Tran - 949-533-8308

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GREATER LOS ANGELES AREA - Periodontal Practice-5 Ops, Dentrrix, 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, Dentrrix, Digital X-rays, intra-oral camera. 50% PPO, 50% HMO. \$252K GR in 2013. #CA194-Thinh Tran - 949-533-8308

LOS ANGELES - General Dentistry - 9 Ops, 6 Equipped in a retail center with high visibility. Est. for 16 years. Dentrrix, 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-Thinh Tran - 949-533-8308

MURRIETA - General Dentistry with 7 Ops, Schick Digital X-rays, CEREC, and Dentrrix. 2013 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 Dentrrix software. 2012 GR of \$350K on 3½ days per week. Located near hospital in a desirable area. #CAM534-In Escrow. Thinh Tran - 949-533-8308

NORTH HOLLYWOOD - General Dentistry - 5 equipped Ops, 1 plumbed. Free-standing building, Dentrrix, 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 - General Dentistry - 7 Ops, 6 Equipped in a 2,700 sq. ft. suite. GR of \$601K with \$244K Adj. Net on a 3 day work week. EagleSoft, Intra-Oral Camera, Schick Digital X-rays, and Pano. #CA189-Kerri McCullough - 949-300-0312

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

RIDGECREST - General Dentistry Practice & Building: 4 Ops in 1,536 sq. ft. Est. at this location for 32 years, retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. #CA523-Steve Caudill - 951-314-5542

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

SAN FERNANDO VALLEY - General Dentistry -3 Ops, 2 Equipped, est. 30+ years. EagleSoft and Schick Digital X-rays. 2013 GR \$177K. #CA159-Russ Okihara - 619-694-7077

SANTA ANA - *NEW LISTING* - This General Dentistry Practice has been established for 35 years on a main street. Features 6 Ops in 1,750 sq. ft. suite with Dentrrix software, Dexis Digital X-Rays, Intra-Oral camera, Pano, and Laser. 2013 GR of \$1,031,433 with higher numbers projected for 2014. #CA221-Kerri McCullough - 949-300-0312

SANTA MONICA - This General Dentistry Practice with 3 equipped Ops is in a 900 sq. ft. suite. The office utilizes Dentrrix with 5 workstations, and most equipment is 3-5 years old. The location is near residential, shopping, and restaurants. GR of \$223K for 2013 with room to grow. #CA203-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 Dentrrix, 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. Dentrrix, Digital x-rays and paperless. This FFS/Service 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-Thinh 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-Thinh 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 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

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

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

LA MESA - *NEW LISTING* - General Dentistry. 4 Ops with 3 equipped. Quality-driven FFS/PPO Practice featuring Dentrrix 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, Dentrrix, 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. Dentrrix, Laser, and Digital X-Rays. #CA127-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 Dentrrix 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. Dentrrix 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

OUTSIDE OF CALIFORNIA

MAUI, HAWAII - *PRICE REDUCED* - General Dentistry- GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2 1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. #20101-Russ Okihara - 619-694-7077

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MENDOCINO COAST General Practice. 2,376 sq. ft, 4 Ops. Dentrux, Intra-Oral, CAD/CAM. 2013 GR \$1.025M. HSPPT-Thomas Wagner-916-812-3255 #CA181.

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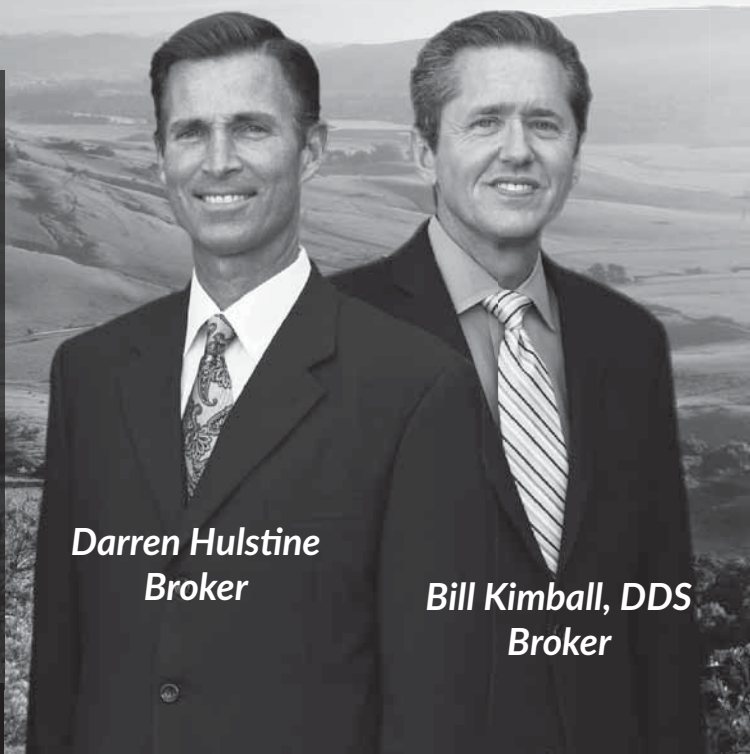
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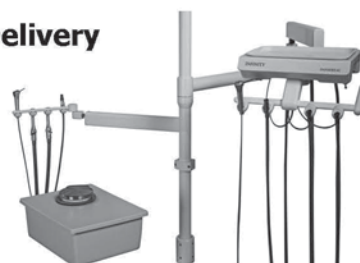


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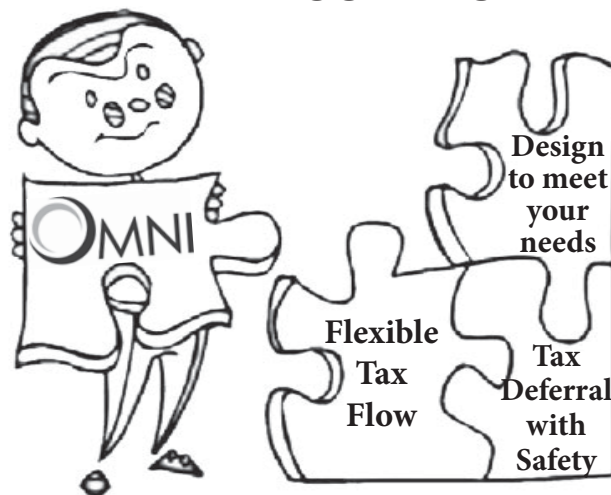
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"When I decided to sell my ortho practice, I sought the services of a large company. Over the 12-month contract, I had one buyer visit. Word was out. It had a devastating effect on my bottom line. Fortunately, I found Ray and Edna Irving! When I finally sold, I choose between two good offers. My regret was the time and money lost with the other guys."

"When I signed the Listing on June 1st, Ray stated he would have the practice sold by Labor Day. The sale was concluded on Sept 1st, two days before Labor Day. Wow!"

"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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I need someone to shepherd me from start to finish. I want an advocate who has cut their teeth on hundreds of concluded transactions as I cannot afford my sale to be someone's learning curve. I require my advocate to spend the necessary time with me as I get ready for this career changing event. This is not another sale. It is my one-and-only sale! I expect my advocate to properly prepare my practice for sale. If that means multiple meetings, interfacing with my accountant and sitting down with my spouse and I, this is what I expect. I do not want someone to puff me up with false expectations. I require candid answers for what I can expect.

I would like to meet with an interested candidate after they have submitted an Offer along with their Resume. And I would like to consider a number of candidates as I make this important decision as to what is best for my patients, my staff and me.

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