

THE Dental Trader

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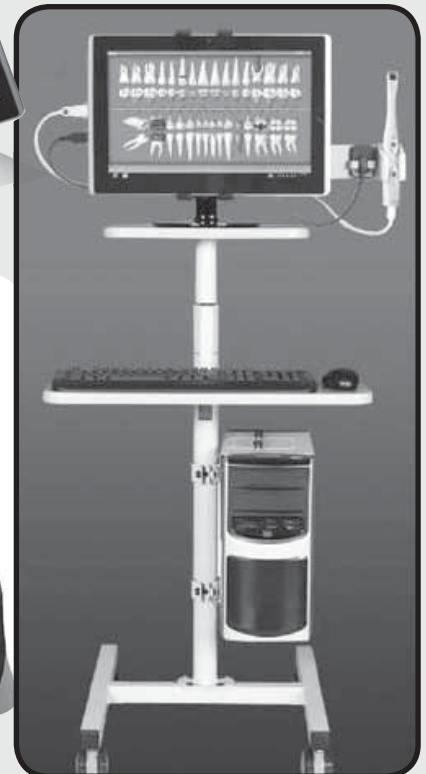
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WOOD AND DELGADO

January 27th, 2015Los Angeles Dental Society
"CALIFORNIA DENTAL PRACTICE ACT"**Jason P. Wood**

Los Angeles, California

March 19th-21st, 2015Western Regional Dental Convention
"DENTAL PRACTICE OWNERSHIP:
FROM START TO FINISH""DEAL OF THE YEAR: \$6K OF ADVICE FOR
THE PRICE OF ADMISSION"**Patrick J. Wood & Jason P. Wood**

Scottsdale, Arizona

April 8th, 2015Bank of America
"DISCUSSION ON THE FUTURE OF PRACTICE
TRANSITIONS"**Jason P. Wood**

Columbus, Ohio

April 30th-May 2ndCalifornia Dental Association – South
Anaheim, CaliforniaJuly 2nd, 2015University of Southern California-Ostrow
School of Dentistry
"ASSOCIATESHIPS AND CORPORATE DENTISTRY"**Patrick J. Wood**Los Angeles, California
USC CampusJuly 10th, 2015Santa Barbara-Ventura County Dental Society
"CALIFORNIA DENTAL PRACTICE ACT"**Jason P. Wood**

Oxnard, California

July 26th, 2015Punjabi Dental Society
"CALIFORNIA DENTAL PRACTICE ACT"**Jason P. Wood**

Montebello, California

Looking forward to another year of helping and protecting the dental community

A LOOK BACK AT OUR 2015 EVENTS

August 20th-22nd, 2015California Dental Association – North
"NEW ECONOMICS OF DENTISTRY"**Jason P. Wood**

San Francisco, California

October 2nd, 2015Santa Barbara-Ventura County Dental Society
"CALIFORNIA DENTAL PRACTICE ACT"**Jason P. Wood**

Thousand Oaks, California

October 8th, 2015Fresno Madera Dental Foundation
"STUDY GROUP"- "RISK MANAGEMENT AND
AVOIDING MALPRACTICE CLAIMS"**Patrick J. Wood & Jason P. Wood**

Fresno, California

November 5th-10th, 2015American Dental Association
Washington DCNovember 11th-14th, 2015

Practice Valuation Study Group

Patrick J. Wood & Jason P. Wood

Nashville, Tennessee

November 12th, 2015University of Denver Dental School
"ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH MY..."**Jason P. Wood**

Denver, Colorado

December 6th, 2015MediDent College Seminars
"WHAT THEY DIDN'T TEACH YOU IN DENTAL
SCHOOL: THE GOOD, THE BAD & THE UGLY"**Patrick J. Wood**

Anaheim, California

**Book a Transition Course
and we will provide a 2 hour
California Dental Practice Act
course for your society FREE!**

October 9th, 2015Fresno-Madera Dental Foundation
"HOW TO GROW, MANAGE, & SELL YOUR
DENTAL PRACTICE""ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH MY..."**Jason P. Wood**

Fresno, California

October 30th, 2015Annual Dental Transition Seminar
"PASSPORT TO YOUR DENTAL TRANSITION
DESTINATION"**Patrick J. Wood**

Irvine, California



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ESPE Pentamix 2 in very good condition for \$125 Call 989-390-1998.

Dental Buffalo No. 1A Vibrator. Never used. \$70. OBO 949-202-4420 or email.

Specialist needed for new office in Irvine spectrum. Please fax 9495527900.

Pediatric Dentist seeking employment. Please contact Mark Hakanson DDS at (818) 625-2191.

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WaveOne Files By Dentsply All Sizes Pack of 3Files \$55. Free S&H eismaildds@yahoo.com.

RDAs needed for new Ridgecrest Pediatric office. Currently P/T. Send resume to gilbedan@gmail.com.

Statim 2000 Sterilizer with an extra tray for sale, Asking \$2000 obo, call (818) 631-8180.

CEREC 3 Redcam with Milling Unit With lots of supplies. \$9,000 OBO syk9020@gmail.com.

dental lab pressure pot \$88 OBO 3109805265.

Santa Ana dental office for sale, good location, good PPO patients, contact Gigi 714-269-7949.

Happy New Year!



D&M

PRACTICE SALES AND LEASING



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KERN COUNTY

BAKERSFIELD #29 - PRICE REDUCTION! (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.

BAKERSFIELD #31 - (4) op computerized G.P. & free standing Duplex Building for sale with excellent signage & visibility. (3) ops eqt'd (4th) plumbed. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. (46) years of Goodwill. Annual Gross Collections approx \$350K. Office does no advertising. Refers out all Ortho, Perio Surgery, Implant Placement, complicated Endo, & complicated O.S. See Inside Back Cover of this Issue for More Details! **NEW**

So. KERN COUNTY - PRICE REDUCTION! (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. Once did \$1M+ in collections full time! Can do again! Seller moving and motivated!

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.

MONTEBELLO - (4) op comput. G.P. (2) ops eqt'd. Located in a large busy shopping center w excell. exposure/visibility/signage & parking. Annual Gross Collect \$200K on a (2.5) day/wk p.t. schedule. Cash/Ins/PPO pt base w no HMO's or Denti-Cal. Office receives many walk-in patients. Very low overhead. Seller does no advertising. Seller is retiring but will assist w a Transition. **NEW**

MONTEREY PARK - PRICE REDUCTION! (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.

SAN FERNANDO VALLEY - (8) Op fully equipped computerized G.P. with central nitrous. Located in a multi story high rise professional building on a main thoroughfare. Cash/Ins/PPO/HMO Patient Base with approx. \$7K/mos Cap Cks. Dentrax (G5), Digital X-Rays & CT Scan. 2014 Gross Collections of \$1.33M+. 2015 Projected Gross Collections of \$1.4M. Open (5) days/week with no nights & no weekends. Averaging 50+ new patients/mos. (5) Hygiene days/wk & (7) DDS days/wk. Refers out Ortho, some Endo & some Perio surgery. 40+ Years of Goodwill. **NEW**

SHERMAN OAKS #4 - PRICE REDUCTION! (3) op comput G.P. located in a well known medical/professional building on a main thoroughfare. Cash & Ins only patient base. Annual Gross Collect of approx. \$160K on a (3) day week. Great starter, satellite or buy and combine.

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. **PRICE REDUCTION!**

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- Pre-Sale Planning

TUSTIN - (4) op TURNKEY OFFICE with some included charts. (Charts included, but not guaranteed). (3) ops eqt'd/4th plumbed. Office located in a busy shopping center, on a main thoroughfare, with exposure/visibility/signage and ample free parking. Newer high end buildout with new tile flooring, Italian leather dental chairs, digital x-rays, networked, fully instrumented, etc. Computers and Dental s/w also included in the sale. **SOLD**

RIVERSIDE COUNTY

MURRIETA - (5) op comput. G.P. (4) ops eqt'd/(1) add. plumb. Located in a smaller prof. bldg. in a condo which is also available. Cash/Ins/PPO pts. No HMO & no Denti-Cal. 2015 Gross Collect. approx. \$400K. Seller is giving up private practice for a Govt. position. Motivated! **NEW**

SANTA BARBARA COUNTY

CENTRAL COAST/WINE COUNTRY - (3) op comput G.P. & 1,900 sq ft free standing bldg. for sale. Bldg. houses the dental office and a residential unit. Live in unit or rent it out! "Fee for Service" Practice. No HMO, PPO, or Denti-Cal. 2015 Projected Gross Collect \$280K part time. Growth potential. Seller refers all specialities and does little advertising. Seller retiring but will assist with Transition. **NEW**

SAN BERNARDINO COUNTY

RANCHO CUCAMONGA - (4) op comput. G.P. located in a large shopping ctr with excellent exposure/visibility/signage & ample free parking. Modern equipment and digital x-rays. Gross Collect \$586K in last (12) mos. Cash/Ins/PPO/Denti-Cal pts. Low overhead office. Excellent growth potential. Refers diff. Endo & most surgeries. **SOLD**

SAN DIEGO COUNTY

Room for Your San Diego County Practice Listing.

SAN LUIS OBISPO COUNTY

GROVER BEACH - TURNKEY OFFICE. (2) ops of newer eqt. Digital x-ray and Pano. Computerized and networked. Dentrax s/w & Shick sensors. Located in a strip center on a main thoroughfare. Exposure/visibility and signage. Very low rent. Priced less than build out costs. Will go quickly. **NEW**

VENTURA COUNTY

CAMARILLO - (3) op comput. G.P. (2) ops eqt'd/(3rd) plumb. Located in a large strip ctr. with signage & ample free parking. Older eqt. 2015 Gross Collect projected @ \$125K+ part time. Cash/Ins/PPO pts. Low overhead office. Excellent growth potential. Seller does no advertising. Priced below build out cost. Seller retiring. **NEW**

OXNARD - (4) op comput. G.P. Located in a prof. bldg. with ample free parking. Dentrax s/w & digital x-rays. 2014 Gross Collect \$264K+ on a (3) day week. Cash/Ins/PPO/HMO/Denti-Cal pts. Seller refers diff. Endo & O.S., all Perio & Ortho. and does no advertising. Seller taking non profit position. **NEW**

THOUSAND OAKS - (4) op comput G.P. (2) ops eqt'd/(2) add. plumbed. Located in a beautifully built out condo located in a landmark prof. bldg. on a main thoroughfare. Turnkey Office w included charts. Charts included but not guaranteed. Newer Sirona eqt, Midmark cabinets, Dentrax s/w & digital x-rays. Annual Gross Collect approx. \$120K - \$130K/yr p.t. Seller moving. **NEW**

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Dentist Needed for a PPO office in Upland. inimum 3 years xperience. E-mail resume to: caringdds81@gmail.com.

THERMIQUE Endo Heat Condenser (Parkell). New is \$1,000. Will sell for \$700, including tip. Text 949-838-6655.

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Looking for experienced US trained dentist to purchase a small, high net practice in Arcadia/Monrovia. 310-408-2420.

Endodontist needed in San Diego. Full time. Start ASAP. Good income. Contact for details. Contact: endodonticism@gmail.com. Thank you.

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PRACTICE FOR SALE APPLE VALLEY GP w/37 yrs gdwill; \$44K/mo. California Practice Sales, Inc. Phone: 714-639-2775.

LA office for sale Approx 2K Sqft. 3 operatories. Fully digital. Gross prod 400K. Low overhead. Asking 300K joyeuna72@hotmail.com.

P/T Hygienist for December in Montebello. Please call (323) 722-6766 or fax resume (323)722-2022.

Looking for RDA/DA FT/PT private practice in Orange, CA Bilingual(Spanish) preferred. Send resume to look4cool@yahoo.com.

Excellent GP Dentist Available for work in OC/LA. Contact info: 714-712-0171 (G Voice) Email: applecrest9@gmail.com.

peri pro x ray developer with daylight loader for sale fountain valley area 909-576-5248 \$250.00.

Periodontist Associate Needed for a Well Established Periodontal Office in LA. Email Resume to Periodoc118@gmail.com.

Looking for Pediatric Dentist Qualifications: California license, Malpractice ins., OCS Certified. Medi-cal certified, participating provider with most PPO's. childrenslancaster@gmail.com.

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David Buchan, DDS, San Clemente, CA

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NEW! North County Highly desirable location. High income. 5 Ops. 35 years of Goodwill. Excellent potential for growth. Retiring seller doing minimal marketing. Ken Rubin Practice Sales (619) 299-6161.

PORTERVILLE 6 Ops, GR of \$555K in 2014. Retail center location, 7year old equipment. HSPPT-Steve Caudill 951-314-5542 #CA223.

General Dentist needed, temp, in Beverly Hills who can work with special needs pts. send resume to Info@ladentaldayspa.org.

West Covina Starter Practice collected \$200,000 in 2014 and \$100,000 for the first 4 months of this year. Free standing building. 3 equipped ops. Asking \$100,000. Kurt Skarin 805-777-7707.

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Free Retirement Plan Exit Strategy Review with every practice sale. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

Office for sale in San Gabriel, CA. Please call Dr. Tayab for more information. 626-287-9781.

FRESNO Priced to sell. Great retail location with easy parking and 6 ops. Ready for a busy dentist. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

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LA MESA – JUST LISTED!! GENERAL Practice and BUILDING located on Busy thoroughfare. 5 equipped Ops (plus 1 plumbed) in approx. 2700 sq. ft. Digital X-Rays and 1 year old Digital Pan.

NATIONAL CITY – JUST LISTED!! GENERAL Practice with 3 Ops with 4 year old equipment. Approx 1163 sq. ft. Situated along busy street in business/residential area.

RANCHO MIRAGE – Doctor retiring from estab. GENERAL Practice situated in Busy, Upscale retail center. 4 Ops in 1500 sq. ft. Pan-Ceph. Owner refers out LOTS of dental care!

OCEANSIDE – Equipment and Leasehold Improvements. 3 ADEC Ops (1 more plumbed) in 1375 sq. ft. Introral Cameras, Panoramic, Digital X-Ray, Rotary Endo, and more. Owner leaving country. VERY low price for quick sale!!

MIRA MESA – 20+ year GENERAL Practice has 4 Ops in approx. 1300 sq. ft. Situated on corner of busy intersection. Primarily PPO.

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-James H.I. Bicher, M.D., Oncologist, Valley Cancer Institute, Los Angeles, Ca.

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-Peiman Soleymani, D.D.S., Periodontist Los Angeles, Ca.

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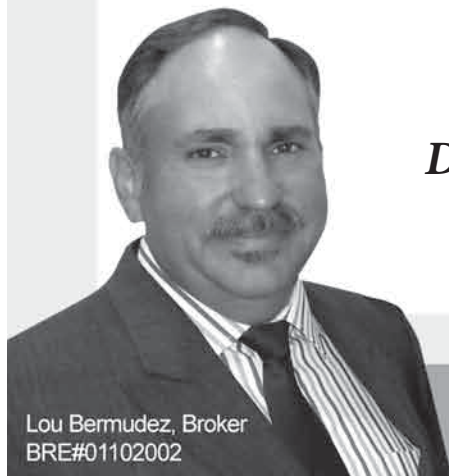
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Periodontic Practice: Well established with large referral base, nicely appointed office. More details provided upon request.

NEW! North County: Highly desirable location. High income. 5 Ops. 35 years of Goodwill. Excellent potential for growth. Retiring seller doing minimal marketing.

Vista: 6 Ops. 1,500 Sq ft. 26 yrs. of Goodwill. Office Condo for sale also. Seller retiring. Located in Professional bldg.

NEW! Carmel Mountain: 30 yrs of Goodwill. 4 Ops. 1700 Sq ft. Fee for service and PPO only. No marketing, all specialty procedures being referred out. Family practice with a loyal patient base.

NEW! North County Inland: Affluent location in a Professional building near freeway. 4 Ops. Fee for service and PPO only. Minimal overhead, with no marketing being done.

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












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	AUGUST SPECIALS	  <p>I-Root Apex Locator Introductory Offer.....\$599.00</p>		  <p>Advance Cam USB Intra-Oral Camera System \$595.00</p>		  <p>Woodpecker UDS-K Piezo Scaler +5 Free Tips.....\$269.95</p>		 <p>ART M1 Scaler Ultrasonic Scaler System 25K \$329.00+ 1 Free Inserts</p>		 <p>ART E-1 Electrosurgery Unit \$419.00 + 7 Free Electrodes</p>
 <p>Dentmate LEDEX WL-90+ Curing Light + Carries Detector W/Built in Radiometer & 3 Second Fast Cure\$449.00</p>		  <p>Sonix IV ST144 Ultrasonic Cleaner W/Timer 3.6qt Tank W/Basket \$399.00 +Free Basket & Cover</p>		  <p>Endo-A-Class Cordless Endodontic Handpiece \$599.00</p>		  <p>Dexcwin EZ Sensor #1.5 or #2 Sensor W/Docking Station & Software CALL FOR PRICE</p>		  <p>Digirex PSP Scanner CALL FOR PRICE + 12 Phosphor Plates & Free Software</p>		

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HACIENDA HEIGHTS General Dentistry, 5 Ops, 3 Equipped, busy retail center. 2014 GR \$494K. HSPPT-Steve Caudill 951-314-5542 #CA295.

DENTAL OFFICE LEASEHOLDS SALE - SANTA CLARITA. Sale of equipment/leasehold improvements. 4 operatories. Street-visible retail location. Broker - Charles Kim 800-416-2055.

looking to buy used ceph/pan machine. email: dentist.encino@yahoo.com if you have one for sale please.

COLTON Just listed! Equipment and leasehold improvements. 3 ops equipped. with 4th possible, Panoramic. Good location and visibility. iepracticesales.com (951) 816-6242.



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Anaheim

Practice and Building for sale - Dr. retiring after 37 years in this location – 3 operatories - Grosses over \$400,000 on 4 easy days/week with low overhead of 55%– fee for service and private insurance.

Building consists of 3 separate building on same lot – 1 is 700 sq ft and 1 is 900 sq ft and both are unoccupied and the 3rd building is two dental offices of 1070 sq ft each.

Los Angeles

Dr retiring after 44 years in private practice - beautiful, modern 3 operatory practice with digital x-rays and ScanX system - very high tech - grosses \$400,000 on 4 easy days/week.

West Covina

High quality practice for sale. Retiring Dr. does all facets of dentistry including some ortho and implants. Grosses over \$800,000 /year on 3 1/2 days/week – 35 years goodwill. 5 operatories in 1700 sq ft - very modern, includes Cerec – Building 3300 sq ft on 13,000 sq ft lot with own parking lot.

Mission Viejo Ortho

Private orthodontic practice for sale – 3+ operatories in Professional Bldg – Dr retiring after 20 years in same location – collects over \$13,000/mo on 2 easy days per week – Contracts Receivable of \$67,000 included.

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PRACTICE FOR SALE SANTA ANA GP in busy strip mall; NET \$208K. California Practice Sales, Inc. Phone: 714-639-2775.

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GP/Implant Office for sale San Francisco Bay Area Retiring Owner Cell: 925-864-3713.

“Pat, Thank you for speaking at the Western Conference last week. I attended your Thursday afternoon CE Class “Deal f the Year: \$6K of Advice for the Price of Admission”. With my lease up this year, and purchasing a new building, I was all ears, and your advise was worth way more that the promised amount of \$6,000.” SETH TAMBRINI, DDS. CALL TODAY 800-499-1474 WOOD & DELGADO www.dentalattorneys.com.

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Encino practice 3 ops, nice view, great opportunity for starting, moving your existing office, or specialist. Motivated seller. Email generation2100@aol.com.

DENTAL PRACTICE FOR SALE PALMDALE: Retiree. 20+ years of Goodwill. HMO income of \$5K/mo. Priced Right. Call Broker - Practice Sales & Appraisals (818) 999-9595.

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When it Comes to the Sale

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SANTA BARBARA FEE FOR SERVICE PRACTICE FOR SALE: Very stable history of collections for the past four years with less than \$5,470 variation from the lowest to the highest year with average annual collections of \$772,000 and average net income of \$225,000 per year. Seller works a short four day work week with four and one-half days of hygiene per week. Seller refers oral surgery, pedo, difficult endo and ortho. Great office location in downtown Santa Barbara within walking distance of the government center and many major employers in the community. Top floor location with private elevator access, ceiling skylights, and newer leasehold improvements. Four equipped operatories with digital x-rays, chairside data entry and Dentrix software. Seller is retiring. Asking \$650,000.

DUARTE GENERAL PRACTICE FOR SALE: Twenty-three years of goodwill. Located on a corner with good visibility and signage. Seller works two and a half days per week. Average annual collections of \$395,000 with a net income of \$190,000 per year. Seller refers implants, difficult endo, difficult oral surgery and perio surgery. The office has three equipped operatories plus one additional operator that is plumbed but not equipped. The equipment is older but very functional. Motivated! Retiring. Asking \$275,000.

BURBANK FEE FOR SERVICE PRACTICE FOR SALE: With over 40 years of goodwill, this practice collected \$1,504,000 in 2013 and \$1,470,000 in 2014 with a net income of \$590,000 and \$625,000, respectively. Current year is on track for the same. Five days of dentistry per week plus nine days of hygienist coverage per week averaging about 100 recalls per week! Seller refers all endo, all perio surgery, all ortho, all implant placement and almost all oral surgery. No HMO, no Denti-Cal, no evenings and no weekends. Five operatories in a free standing building. Asking \$1,250,000.-**PENDING AT FULL PRICE**

LONG BEACH FEE FOR SERVICE PRACTICE FOR SALE: Highly desirable Naples area practice has been established at this location 37 years. Consistent collections for the past 5 years, including this year, of over \$600,000 per year (2015 is projected to be over \$650,000). Seller works four days per week with eight days of hygiene per week (2 hygienists per day). Over 1,600 patients on recall. Seller refers all endo, all perio, most oral surgery and all ortho. Five operator office in a professional building. Asking \$475,000.-

LANCASTER STARTER PRACTICE FOR SALE: Thirty plus years of goodwill. Visible location with three equipped operatories. Seller collects \$200,000 per year and refers all oral surgery, all endo, all perio surgery and all ortho. Practice does zero marketing, does not accept Denti-Cal or HMO. Immediate upside potential for a dentist that does endo and oral surgery and is willing to market the practice. Seller has had a history of medical problems and now must sell. Motivated! Asking \$85,000.

CARSON STARTER PRACTICE FOR SALE: Retail location with 3 operatories and good marketing potential. This practice has been a "hobby" practice for the seller, who works just 2 1/2 days per week. The practice collects \$126,000/year with no marketing or promotion. Positive cash flow, but minimal profit. The practice needs someone that will dedicate more time and do more marketing. Seller is relocating out of state. Asking \$100,000.

ENCINO FEE FOR SERVICE PRACTICE FOR SALE: Quality oriented private practice has consistently collected \$1.1 million for the last four years with an equally consistent net income of over \$450,000 per year for the same four years. Seller refers all endo, all perio, all oral surgery and all ortho. Fully computerized four operator office with digital x-rays. No PPO's, no HMO's, no evenings or weekends. Health issues are creating the need to sell. Asking \$850,000.-**SOLD AT FULL PRICE**

ANTELOPE VALLEY CAPITATION PRACTICE FOR SALE: This practice has collected \$1.1 million each of the last three years with an average annual net income of over \$450,000. Cap checks are \$12,500/month. The practice has endo and oral surgery specialties, but no perio, pedo or ortho. The practice averages 78 new patients per month. No Denti-Cal. Profitable practice – a money maker. Asking \$828,000. - **SOLD**


SIMI VALLEY GENERAL PRACTICE FOR SALE: Collected over \$700,000 in the past twelve months. Good net income. 3 days of hygiene per week. 4 operator office with digital x-rays and PracticeWorks software. Ground floor of a professional building. Asking \$425,000. – **SOLD AT FULL PRICE**

MULTI-OFFICE/MULTI-SPECIALTY PRACTICE: Well known group practice collects \$5.5 million per year. The practice does accept Denti-Cal and is seeing revenue growth in 2015 since adding Denti-Cal to the practice. All specialties are covered. Newer modern offices. Asking \$2,700,000.

WEST COVINA PRACTICE FOR SALE: Starter practice with low overhead. Collected \$200,000 in 2014 and over \$100,000 for the first four months of this year. The practice is in a free standing building and has three equipped operatories plus a fourth that is plumbed but not equipped. Seller works 2-3 days per week as he has a second practice near his home in Glendale with a partner. Motivated. Asking \$100,000.

TUJUNGA GENERAL PRACTICE FOR SALE: Well known practice with long history and good visibility in a shopping center location collects \$820,000/year with a net income of \$340,000/year. Seller works 4.5 days per week and has 4 days of hygiene per week. Seven equipped operatories plus one additional operator that is plumbed but not presently equipped. Seller refers all endo, all perio surgery, difficult oral surgery and all ortho. No capitation and no Denti-Cal. Solid "bread and butter" practice in a relatively underserved community in Southern California. Asking \$675,000. – **PENDING AT FULL PRICE**

SAN FERNANDO VALLEY PERIO PRACTICE: Established perio practice collected over \$894,000 in 2014 with a net income of \$285,000/year. Hygiene accounts for 25% of the revenue. Seller works 3 1/2 days per week. The office has five equipped operatories in a professional building. The practice receives referrals from over 30 different general dentists in the community. Seller will stay for a transition if requested. Asking \$475,000.-**PENDING AT FULL PRICE**

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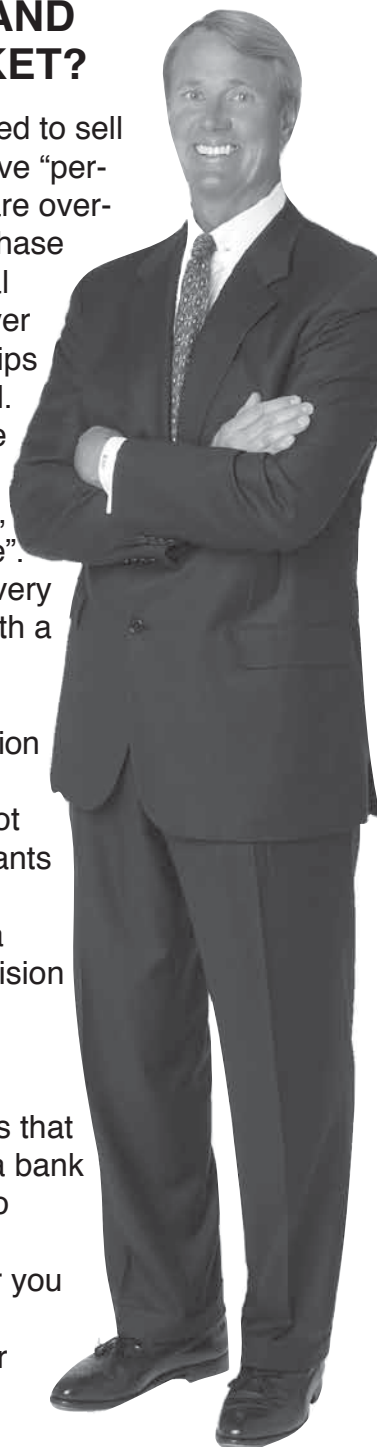
WHY DO SOME PRACTICES SELL AND OTHERS LANGUISH ON THE MARKET?

While it should be obvious, practices that are priced to sell (translates to “can be financed by a bank”), that have “perceived value” will sell quickly, while practices that are overpriced (translates to “bank will not finance the purchase without a significant seller carry back”) with minimal “perceived value” will take months to sell, if they ever sell at all, until the broker and/or seller comes to grips with the fact that the market considers it overpriced. In today’s market place, if a buyer cannot secure the financing for the purchase price, the practice will not be sold barring some unique characteristics that, for lack of a better term, we will call “perceived value”.

Practices in highly desirable areas (and no, not every area is considered equally desirable by buyers), with a lot of referred work, a strong hygiene program, a relatively underserved area (not ten dentists in the same building), and a practice that has the expectation of upside potential have greater “perceived value”. Practices in less desirable areas (your spouse is not willing to live near there), with a seller placing implants and doing all specialty work, with minimal hygiene (suggests that patients are not being retained), in a competitive environment and the buyer cannot envision how he/she can produce more given the patient population and the seller’s skill set have minimal “perceived value”.

It is absolutely no coincidence that those practices that are successfully being sold can be a) financed by a bank and b) have high “perceived value”. If you expect to successfully sell your dental practice, it must be financeable and have inherent “perceived value” or you will have to reduce your sale price accordingly.

For the facts, and not the hype (I do not want your listing if it cannot be sold) call Kurt Skarin with Lee Skarin and Associates at 805-777-7707.



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Dental Practice for Sale Los Angeles County, CA

Gardena - Busy Intersections

- Strip mall nearby anchor stores.
- High Traffic. Great Visibility.
- 4 Operatories, ~2,100 sq.ft.

Hawthorne - New Listing!

- GP located on Shopping Plaza on major intersection.
- 2 Eq. Ops + 4 plumbed, ~1,800 sf

Long Beach - Busy retail center

- Perfect location for a Starter Practice. Major anchored stores.
- Affordable Rent. ~1,000 sq.ft.
- 3 Eq. Ops + 1 add't plumbed

Long Beach - 20 Yrs of Goodwill

- 5 Operatories, ~1,300 sq.ft.
- Mixed Income & Stable Pt 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.

Santa Monica - Gross ~\$300K

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

South Gate - Gross ~\$150K

- Seller Retiring. Shopping Ctr.
- Major anchored stores.
- 4 Equipped Ops, ~1,200 sq.ft.

Torrance - Gross ~\$330K

- Digital Office located in Shopping Plaza on Main Street.
- Close to Palos Verdes border.
- PPO/FFS. No HMO. No Denticol
- 2 Eq. Ops + 1 plumbed, ~1,100 sf

Valencia - Gorgeously Design

- Real Estate & Practice for Sale
- Projected Gross 2015 ~\$870K
- State of the Art Practice
- Increasing Revenue, Cash/PPO
- 6 Operatories, ~2,200 sq.ft.

Dental Practice for Sale San Diego County, CA

- La Jolla - Gross ~\$350K**
- Retail Center, digital office.
 - Mostly PPO, 2 Equipped Ops.

Dental Practice for Sale Orange County, California

Laguna Hills - Beautiful Office

- Projected Gross 2015 ~\$400K.
- Increasing Revenue. Cash/PPO.
- Busy Retail Shopping Center.
- 4 Eq. Ops, Approx. 1,750 sq.ft.

Mission Viejo - Gross ~\$1.2 Mil

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

San Juan Capistrano - Modern!

- Prime Location! Shopping Ctr.
- Beautiful, Starter Office.
- 3 Equipped Ops, ~1,100 sq.ft.

Santa Ana - LOW RENT!

- Highly Visible Corner Office.
- Busy Street. 3 Ops, 1,100 sq.ft.

Santa Ana - Gross ~\$345K

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

Dental Practice for Sale Riverside County, CA

Moreno Valley - Gross ~\$235K

- Stand Alone Building & Dental Practice for Sale
- High Visibility on Busy Street
- 4 Eq. Ops + 5 Add't Plumbed
- 2,500 sq.ft., 9-10 Parking Space

Dental Practice for Sale San Bernardino County, CA

Ontario - Seller Retiring!

- Starter Practice on busy main street. Good visibility. Low Rent!
- 3 Equipped Ops, ~1,100 sq. ft.

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
- Both Dental Practices are in Large Retail Centers.
- 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
- Mostly Cash/PPO. Good visibility.
- 2 Ops + 2 Plumbed, 1,500 sf

Dublin - Gross ~\$785K

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

Fremont - Gross ~\$485K

- Busy main streets, ~2,000 sf.
- 4 Eq. Ops + 3 add't plumbed.

Gilroy - Gross ~\$243K

- Large shopping center.
- 3 Eq. Ops + 2 add't plumbed.

Hayward - Gross ~\$438K

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

King City - Gross ~\$650K.

- Large retail shopping center.
- Over 10 Years of Goodwill
- 5 Eq Ops, ~ 1,375 sq.ft.

Modesto - Gross ~\$830K

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

Salinas - Gross ~\$270K

- Shopping center. Cash/PPO.
- 3 Eq. Ops + 2 add't plumbed.
- Very little competition around.

San Jose - Great Location

- Strip Mall. Busy Street.
- 3 Eq. Ops, Approx. 1,040 sq.ft.

Dental Practice for Sale Fresno County, California

Coalinga - Freestanding Building
Gross ~\$589K on 3-4 days/wk.

- Located on busy main street
- Excellent Visibility. Paperless.
- 3 Equipped Ops, ~1,200 sq.ft.

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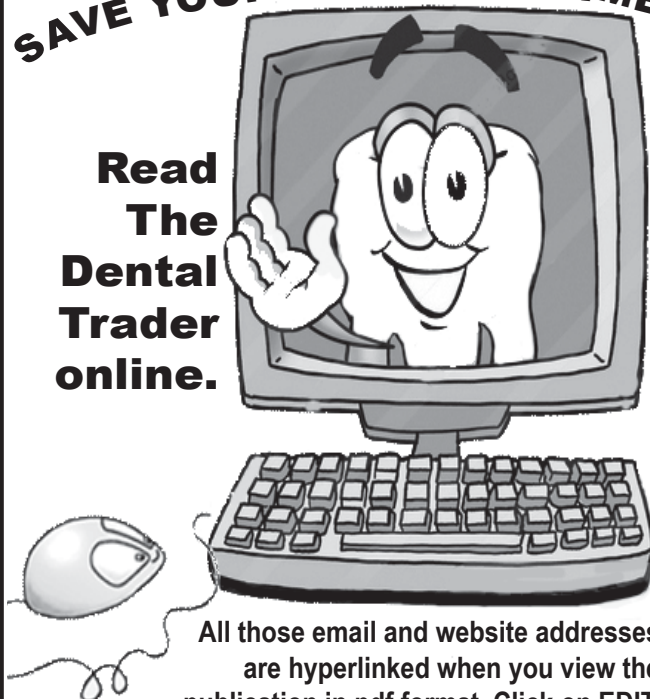
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in Las Vegas

REGISTRATION INCLUDES:

- Access to breakout sessions Wednesday-Saturday*
- Access to Exhibit Hall Thursday and Friday*
- Complimentary breakfast, lunch and breaks served in the Exhibit Hall*
- Access to all social events including the Wine & Cheese Reception, Superheroes vs. Supervillains Costume Party and Exhibit Hall Happy Hour.

*Not included with Social Pass

CONFIRMED SPEAKERS



Dr. Howard Farran



Dr. John Kanca



Dr. Armen Mirzayan



Dr. John Nosti



Ms. Sandy Pardue



Dr. Jay Reznick



Mr. Jason Wood



Dr. Josh Wren

Dr. Paul Caselle
Ms. Linda Douglas
Ms. Debbie Goldstein
Dr. Eric Jones

Dr. Jeff Krupp
Dr. Bryan Laskin
Dr. Mark McClure
Dr. Jason Olitsky

Dr. Tuan Pham
Mr. HanH Tran
Dr. Delia Tuttle
and more!

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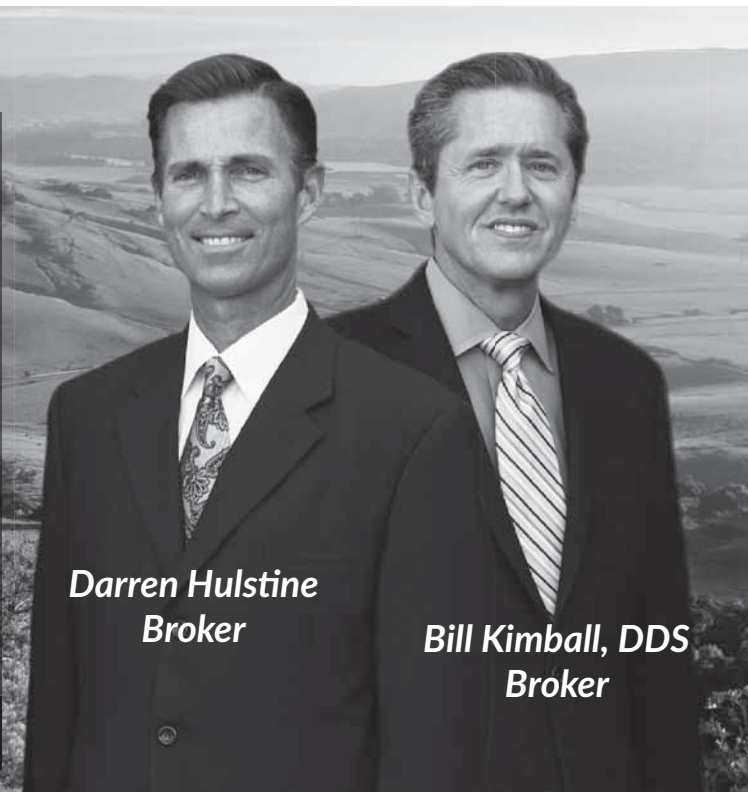
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FEATURED LISTINGS

OCEANSIDE - Price Reduced!! – General practice established in 1998 is located in a professional medical dental building. This practice consists of 5 spacious equipped operatories. It's computerized with Dentrix software and digital laser x-ray (1 sensor). Seller is working 2 day/wk with 1 day/wk of hygiene. Sees approximately 18 patients/day. PPO/CASH/HMO. Grossed \$374K in 2014 and Projecting \$359K for 2015. Please contact your CPS Agent for more information. **Property ID #5069.**

NEWPORT BEACH - This general practice established in 2002 and is located in a 2 story medical building near residential area. Building is being remodeled and will be completed in January 2016. Seller is currently working 4 days/wk, Associate when needed and with 3 days/wk of hygiene. Sees approximately 15 new patients/mo. PPO & Cash only. No HMO. Does minimal advertising. Practice consists of 6 fully equipped operatories and 1 plumbed not equipped in a 1,956 rentable sq ft suite. It's computerized with Easy Dental software and digital x-ray (1 sensor). Projecting approximately \$643,160 for 2015 with a Buyer's Net of \$155,041. Great practice. Please contact your CPS Agent for more details. **Property #5086.**

NORTH HOLLYWOOD – Well established general practice with 50 years of goodwill. Family owned. This digital office is located in a single story stand alone building with lots of heavy traffic flow and street visibility. Has great signage. Family member owns the building. Not for sale. There is rear parking and street parking. Practice consists of 5 equipped operatories, 1 plumbed not equipped in a 1,750 sq ft office. It's computerized with Dentrix software. Major equipment is approximately 2-5 years old. Seller is currently working 6 days/mo and sees approximately 13 new patients/mo. Fee for service. Projecting approximately \$464K for 2015. Buyer's net of \$121K. Seller has 2 other offices. Great opportunity. Please contact your CPS Agent for more details. **Property ID #5089.**

PALM SPRINGS – General practice established in 2005 and located in a one story free standing building. Practice consists of 3 equipped operatories with Practice Web software and digital x-ray. Major equipment is approximately 2 years old. Suite is 1,200 sq ft. Seller is working 5 days/wk and sees approximately 8-10 patients/day. Income source is approximately 25% insurance, 65% cash and 10% Denti-cal. Does little advertising. Projecting to do \$417,739 for 2015. **BUYER'S NET OF \$175K.** Please contact your CPS Agent for more information. **Property ID #4487.**

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- 2nd floor has a lab, lounge, & office
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LOS ANGELES COUNTY LISTINGS

CANOGA PARK (GP) – Price Reduced – Low sales price! This turn-key practice is located in a 3 story medical dental building with ample parking. Established approximately 10 years ago. Seller is currently working 1/2 day/wk with 1/2 day of hygiene. Sees approximately 10 new patients/mo. The practice consists of 2 equipped operatories, x-ray room with chair, small lab room, sterilization room, and private office in an approximately 1,000 sq ft suite. Have some HMO plans. 100% patient referral. Grossed approximately \$147K in 2014. There's approximately 500 active patient charts. Excellent opportunity for a first time buyer or a second office. Please contact your CPS Agent for more details. **Property ID #4357.**

COVINA - Leasehold Improvements and Equipment Only! Great starter practice located on a busy shopping center with plenty of parking spaces. Consists of 3 spacious equipped operatories, lab room, sterilization area, dark room, lounge room (plumbed) and a private office in a 1,680 sq ft office. The major equipment is approximately 9 years old. Has reasonable rent. On a major street with heavy traffic flow. Please contact your CPS Agent for information. **Property ID #5074.**

DOWNEY - Practice has over 47 years of goodwill to offer. One of the top 20 practices in Downey and got winner award for 2015. Known for its high quality dentistry, patient retention is strong here as generations of patients are seen here. While it has been established as a dental icon in the community for some time, it boasts a State-of-the-Art practice that has been completely remodeled in 2014. It consists of 3 equipped operatories in a 1,214 sq ft office with Easy Dental software and digital x-ray (1 sensor). Seller is currently working 3 days/wk and sees 15-18 new patients/mo. PPO/ Cash/Some HMO. Has reasonable rent. Grossed \$398K in 2014 and it's Projecting \$416K for 2015 with a Buyer's net of \$154K. Excellent opportunity. Please contact your CPS Agent for more information. **Property ID #5080.**

DUARTE (GP) – Turn-Key practice located in a busy shopping center. Has great signage. Practice consists of 2 equipped operatories, 1 plumbed not equipped in a 996 sq ft office. Seller is currently working 3.5 days/wk and Associate 1 day/wk. Sees approximately 9-10 patients/day. Insurance/Cash/Denti-cal/Cap. It's computerized with DentiSoft software and digital x-ray (1 sensor). Grossed approximately \$139K for 2014 and projecting \$143K for 2015. Excellent opportunity. Low sales price! Please contact your CPS Agent for more details. **Property ID #5048.**

GLENDALE (GP) - Corner location only minutes away from the Rose Bowl and the popular shopping mall, the Americana. The great location with excellent visibility and signage will help continue the growing trend of this practice. The practice consists of 3 equipped operatories with 1 plumbed not equipped in consultation room. It's computerized with Practice Management software and Digital X-ray. Seller works 4 days/wk and Associate 2 days/wk. Sees approximately, 10-16 patients/day. Insurance and cash only. No HMO. Does minimal advertising. Projecting approximately \$522K for 2015. **BUYER'S NET OF \$244K.** Please contact your CPS Agent for more information. **Property ID #5045.**

HUNTINGTON PARK (GP) – Well established general practice with approximately 30 years of goodwill located in a one story strip shopping center. Practice consists of 3 equipped operatories in a approximately 860 sq ft office. Seller is currently working 5 days/wk and sees approximately 9-10 new patients/mo. Insurance/Cash/Denti-cal. Does minimal advertising. Grossed \$203,989 on 2014 and projecting \$222K for 2015. **Buyer's Net of \$112K.** Great practice. Please contact your CPS Agent for more information. **Property ID #5054.**

LAWNDALE - Turn-Key General Practice located in a two story store front building with a large signage that overlooks to the main boulevard. Has over 45 years of goodwill. The practice consists of 4 equipped operatories and 2 plumbed not equipped in a 1,450 sq ft office. Seller is currently working 2 days/wk and sees approximately 13-15 new patients per month. Insurance/Cash/Denti-cal. Computerized with Practice Work software and Digital X-ray. No advertising. 100% patient referral. Long term lease. Great opportunity to take over a good location. Please contact your CPS Agent for more details. **Property ID #5051.**

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Robert A. Palumbo, Executive V.P./Partner

LOS ANGELES – Modern designed General / Implant practice with over 20 years goodwill is located in a 12 story building. This office consists of 9 spacious equipped operatories with digital x-ray and intra oral camera. It's computerized with Dentrax software. Seller is currently working 5 days/wk with Hygienist 5 days/wk, Endo 1x/mo, Ortho 1x/mo, Perio 3-4 days/mo and Prosth 6-7 days/mo. Sees approximately 50-60 new patients/mo. PPO and Cash patient base. Projecting approximately \$3.6M for 2015. Great practice. Please contact your CPS Agent for more details.

Property ID #5090.

LOS ANGELES Price Reduced! – Leasehold Improvements & Equipment Only! General practice located in a multi story professional building. This modern designed practice consists of 3 equipped operatories, sterilization, and private office in approximately 824 sq ft suite. The office is computerized with Easy 2000 software and the equipment is approximately new to 5 years old. There 1 digital sensor. Has a long term lease. It's a great potential for a full time and right buyer. Seller will be focusing on primary practice. Some charts included. Please contact your CPS Agent for more information. **Property ID #4467.**

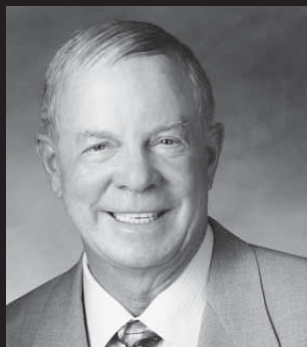
NORTH HOLLYWOOD / TOLUCA LAKE - Established practice with 29 years of goodwill. This general practice is located in a corner 2 story medical / dental building with great street visibility and heavy traffic flow. Easy access to the freeway. Practice consists of 5 equipped operatories with digital X-ray and Practice Works software on a 1,500 sq ft suite. Seller is currently working 4 days/wk with Associate 2.5 days/wk and 7 days/wk of hygiene. PPO and Cash only. Sees approximately 25-30 new patients/mo. Does minimal advertising. Projecting approximately \$1,266,966 for 2015. Great practice. Please contact your CPS Agent for more. **Property ID #5081.**

NORTH HOLLYWOOD – Well established general practice with 50 years of goodwill. Family owned. This digital office is located in a single story stand alone building with lots of heavy traffic flow and street visibility. Has great signage. Family member owns the building. Not for sale. There is rear parking and street parking. Practice consists of 5 equipped operatories, 1 plumbed not equipped in a 1,750 sq ft office. It's computerized with Dentrax software. Major equipment is approximately 2-5 years old. Seller is currently working 6 days/mo and sees approximately 13 new patients/mo. Fee for service. Projecting approximately \$464K for 2015. **Buyer's Net of \$121K.** Seller has 2 other offices. Great opportunity. Please contact your CPS Agent for more details. **Property ID #5089.**

NORWALK - Price Reduced!! With over 65 Years of Goodwill, this practice is well known in the local community. It is also a corner location, right off of the 5 freeway. Currently while only operating on 1 day a week, it is still driving good numbers. Practice consists of 3 equipped operatories and 1 plumbed not equipped. Note the private office is plumbed, and also has in place cabinetry with a stainless steel sink which could be used for a fourth operator. Projecting approximately \$255K for 2015. Please contact your CPS Agent for more details. **Property ID #5026.**

PASADENA - Leasehold Improvements and Equipment Only! To our knowledge this is the only dental practice located in the beautiful Huntington Pavilion, which is located right next to the Huntington Memorial Hospital. It has a very modern sheik design that you can only truly appreciate by seeing it, and everything through the practice is in immaculate showroom condition. Seller built out the practice approximately 1.5 years ago. Includes an adjacent parking structure. Conveniently located between where the 210 and 110 Freeways. Practice consists of 3 spacious operatories, lab/sterilization combo room, consultation room and a private office in a 1,552 sq ft suite. Has a long term lease. It's great opportunity to establish your practice. Please contact your CPS Agent for more details. **Property ID #5065.**

POMONA – Leasehold Improvements & Equipment Only! This modern designed practice has been known a dental office for over 50 years. Located in a single story professional building with plenty of private parking. The practice consists of 4 equipped operatories, lab room, sterilization area, lounge room, private office and 3 storage rooms in an approximately 1,400 sq ft office. Just minutes away from the 10 freeway. Close proximity to a local hospital, Western University and the Pomona Fairgrounds. Landlord is easy to work with and offers a very rare gross lease (NO common area or triple net fees). Great opportunity for a starter office. Please contact your CPS Agent for more details. **Property ID #5057.**



John W. Knipf, President

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SANTA CLARITA (GP) – This turn-key practice is located in single corner location with heavy traffic flow and excellent street visibility. Practice consists of 3 fully equipped spacious operatories and 5 plumbed not equipped in a 2,600 sq ft office. Plumbed for Nitrous and H2O. It's computerized with Easy Dental software and digital x-ray. Has new equipment. Seller works 2 days/wk with 2 days/ of hygiene and sees approximately 10 new patients/mo. Cash and PPO Only. No HMO. Reestablished the practice in September 2013. Has long term lease. Averaging \$18,532 per month on a part time schedule. Grossed approximately \$230K in 2014 and projecting approximately \$222K for 2015. Great opportunity for a 1st time buyer or second office. Please contact your CPS Agents for more information. **Property ID #5013.**

TORRANCE – General practice located in a busy single story shopping center with lots of traffic. Practice consists of 3 equipped operatories, sterilization/lab combo, consultation room, lounge room, and private office in an approximately 1,046 sq ft suite. Computerized with digital x-ray. Seller works 4 days/wk and sees approximately 10-12 new patients/mo. No HMO. Projecting \$325K for 2015. **BUYER'S NET OF \$103K.** Great office. Please contact your CPS Agent for more details. **Property ID #4477.**

WEST COVINA - Leasehold Improvements and Equipment Only! This practice is located up against the Foothill Mountains less than 1/2 mile off the 10 Freeway for convenient access. The area around our newly built-out office is exploding with growth, and surrounded by too many anchor tenants to mention. Notable are the 450+ new townhomes that are being built right in front of our practice. The practice consists of 7 equipped operatories, 1 plumbed not equipped in a 2,450 sq ft office. It's is computerized with Dentrix software and digital X-ray (1 sensor). The Seller is the landlord is willing to negotiate a good lease. Please contact your CPS Agent for more details. **Property #5077.**

WEST COVINA – General practice with 13 years of goodwill is located one story building in busy shopping center. This practice consists of 5 equipped operatories. Has digital x-ray with 3 sensors. Sellers are currently working 2 days/wk with Associate 3 days/wk. See approximately 20-25 new patients/mo. Insurance / Cash / Some Denti-cal. No HMO. Projecting approximately \$463K for 2015. **BUYER'S NET OF \$183K.** Please contact your CPS Agent for more information. **Property ID #5083.**

ORANGE COUNTY LISTINGS

ANAHEIM (GP) - Price Reduced!! The practice has over 24 years of goodwill to offer. With very convenient freeway access, it is currently located in a single story strip mall and right around the corner from Anaheim Memorial Medical Center. This practice consists of 3 equipped operatories in a 959 sq ft suite. It's computerized with Dentrix software. No digital. Retiring seller is currently working 4.5 days/wk and sees approximately 16-20 patients/day on a busy day. PPO/Cash/Denti-cal. Patient base is approximately 60% young adults. 100% Patient Referral. Grossed \$467K in 2014. Projecting approximately \$527K for 2015. **Buyer's Net of \$245K** Great opportunity. Please contact your CPS Agent for more details. **Property ID #5066.**

MISSION VIEJO – Leasehold Improvements and Equipment Only! Modern designed practice located in a Medical Professional building. Next to Mission Hospital & CHOC Children's Hospital. This practice consists of 4 equipped operatories and 1 plumbed not equipped in a 1,000 sq ft office. The major equipment is approximately 5-7 years old. All 4 operatories are plumbed with nitrous and oxygen. Has reasonable rent. Seller has outgrown practice. Great opportunity for a first time buyer. Please contact your CPS Agent for more information. **Property ID #5094.**

NEWPORT BEACH - This general practice established in 2002 and is located in a 2 story medical building near residential area. Building is being remodeled and will be completed in January 2016. Seller is currently working 4 days/wk, Associate when needed and with 3 days/wk of hygiene. Sees approximately 15 new patients/mo. PPO & Cash only. No HMO. Does minimal advertising. Practice consists of 6 fully equipped operatories and 1 plumbed not equipped in a 1,956 rentable sq ft suite. It's computerized with Easy Dental software and digital x-ray (1 sensor). Projecting approximately \$643,160 for 2015 with a **Buyer's Net of \$155,041.** Great practice. Please contact your CPS Agent for more details. **Property #5086.**

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Tony Frechette, V.P.

ORANGE (GP) – Well established practice with 42 years of goodwill. This practice consists of 8 equipped operatories in a 2,640 sq. ft. suite located in a two story free standing building on a busy street. The 2nd floor has a lab, lounge, & office. Attracting approximately 30+ new patients/mo. Intra Oral Camera, Digital X-ray, & Dentrax Software. PPO & Cash Practice. Collected approx. \$819,750 in 2014 w/ a **Buyer's Net of \$326K**. Please contact your CPS Agents for more details. **Property ID #5059**.

ORANGE - Leasehold Improvement and Equipment Only! This beautiful office is located in a single story free standing building just south of the Historic Orange Circle. It is walking distance to shops and restaurants and convenient access to the 22, 55 and 57 freeways. The practice consists of 4 spacious equipped operatories with digital x-ray in a 1,300 sq ft office. Seller is the landlord and will give a reasonable rent. Please contact your CPS Agent for more details. **Property ID #5082**.

RANCHO SANTA MARGARITA – State-of-the-Art general practice located in a 2 story shopping plaza. Established in 2005. This beautiful office consists of 7 equipped operatories with digital x-ray and Dentrax software in a 2,250 sq ft suite. The seller is currently working 3.5 days/wk, Remo x/mo and with 4 days/wk of hygiene. Sees approximately 35-40 new patients/mo. PPO / Cash /Some HMO. Grossed \$781K in 2014 and Projecting \$811K for 2015 with monthly revenues of \$67K. NET OF \$176K. Great practice. Please contact your CPS Agent for details. **Property ID #5079**.

SANTA ANA – General practice located in a busy 2 story strip mall with ample parking. This practice consists of 4 days/wk and sees approximately 15-20 patients/day. PPO and cash only. No HMO or Denti-cal. Grossed \$437K in 2014. Projecting \$538K for 2015. NET OF \$208K. Please contact your CPS Agent for more details. **Property ID #5075**.

RIVERSIDE & SAN BERNARDINO COUNTY LISTINGS

APPLE VALLEY (GP) – Price Reduced! Established in 1978 this, practice is located in one story building. It consists of 3 equipped operatories with EagleSoft software and digital x-ray in a 1,350 sq ft suite. Seller is currently working 4 days/wk and sees approximately 15-20 new patients/mo. There is 2 days/wk of hygiene. Insurance and cash only. Does minimal advertising. Remodeled the office in Feb 2014. Has monthly revenues of \$45K. **BUYER'S NET OF \$169,946**. Great practice. Please contact your CPS Agent more details. **Property ID #5044**.

CHINO HILLS - Leasehold Improvement & Equipment Only! This dream practice was built out when a rare opening in the Costco Center became available. Everything is completely new, and built out exquisitely. Over \$8,000 was invested in just the frameless glass frontage, giving maximum exposure to the restaurants and retail store next to, and surrounding our practice. There is more traffic in the parking lot, than many major intersections in the area. The practice consists of 3 equipped operatories, 2 plumbed not equipped, lab & sterilization area, lounge room, storage room, consultation room, dark room, and private office in a ~1,470 sq ft suite. Move on your dream practice now, or it will be somebody else's! Area is surrounded by residential homes. **Property ID #4501**.

INDIAN WELLS – Great opportunity. This modern designed practice consists of 4 equipped operatories, lab room, lounge room, Cat Scan + Pano x-ray room, 2 consultation rooms, sterilization area, dark room and 2 private offices plus lecture room in a 2,850 sq ft office. Computerized with Intra oral camera. Major equipment is 10+ years old. Seller will be focusing on his primary offices. Located on a one story building near shopping plazas and residential community. Grossed \$187K for 2014 on 1 day/wk schedule. Please contact your CPS Agent for more information. **Property ID #5041**.

MURRIETA - Well established general practice located in a 2 story medical dental building. Practice consists of four equipped operatories in a 1,350 sq ft suite. It's computerized with Easy Dental software, digital x-ray and intra oral camera. Seller work 1.5 days/wk each, Ortho 1x/mo with 2 days/wk of hygiene. PPO and Cash Only. Averaging 30 new patients per month. Grossed \$588K in 2014 and projecting \$509K for 2015. **Buyer's net of \$156K**. Please contact your CPS Agent for more information. **Property ID #5061**.



Fred Vuittonet, V.P.

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PALM DESERT – Well established general practice located in a free standing building. This modern designed practice consists of 5 equipped operatories in a 2,350 sq ft office. It's computerized with Genesis software. 100% patient referral. Seller is currently working 4 days/wk and sees approximately 15-20 new patients/mo. Has 8 days/wk of hygiene. Insurance and cash only. Grossed \$1,139,675 in 2014. **Buyer's net of \$306K.** Refers all specialty. Seller is moving out of state. Great opportunity. Please contact your CPS Agent for more details. **Property ID #5058.**

PALM SPRINGS – General practice established in 2005 and located in a one story free standing building. Practice consists of 3 equipped operatories with Practice Web software and digital x-ray. Major equipment is approximately 2 years old. Suite is 1,200 sq ft. Seller is working 5 days/wk and sees approximately 8-10 patients/day. Income source is approximately 25% insurance, 65% cash and 10% Denti-cal. Does little advertising. Projecting to do \$417,739 for 2015. **BUYER'S NET OF \$175K.** Please contact your CPS Agent for more information. **Property ID #4487.**

RIVERSIDE GP + 2 Buildings – Established in 1996 this modern designed practice is located in a 2 story free standing building (1st floor). Building for sale along with a second single story free standing building which is currently rented. The practice consists of 9 equipped operatories and 1 plumbed not equipped in a 2,945 sq ft office. Practice is open 5 days/wk. Seller works part-time and has 2 Associates. They see approximately 22-24 patients/day. There 4 days/wk of hygiene. PPO and Cash only. No advertising. Projecting approximately \$872,374 for 2015 with a **Buyer's net of \$272,032.** Great potential for full time Buyer. Please contact your CPS Agent for more details. **Property ID #5085.**

SAN DIEGO & IMPERIAL COUNTY LISTINGS

EL CENTRO (GP + BLDG) – Well established family owned practice with over 60 years of goodwill. This practice is located in a single story building. Building is for sale. Practice consists of 5 equipped operatories, lab room, lounge room, storage, x-ray room, sterilization room, dark room, and 2 private offices in a 1,857 sq ft office. It's computerized with SoftDent software and digital x-ray. Seller is currently working approximately 4.5 days/wk and sees approximately 12-15 new patients/mo. Fee for service. Grossed \$305K for 2014 and Projecting \$332K for 2015. **Buyer's net of \$83K.** Great practice. Please contact your CPS Agent for more details. **Property ID #5023.**

OCEANSIDE - Price Reduced!! – General practice established in 1998 is located in a professional medical dental building. This practice consists of 5 spacious equipped operatories. It's computerized with Dentrix software and digital laser x-ray (1 sensor). Seller is working 2 day/wk with 1 day/wk of hygiene. Sees approximately 18 patients/day. PPO/CASH/HMO. Grossed \$374K in 2014 and Projecting \$359K for 2015. Please contact your CPS Agent for more information. **Property ID #5069.**

POWAY - General practice with over 20 years of goodwill is located in a one story building. Currently the Seller is working 4 days/wk and sees approximately 5-10 new patients/mo. PPO and Cash Only. Practice consists of 2 equipped operatories and 1 plumbed not equipped in a 1,240 sq ft suite. Does minimal advertising. Projecting approximately \$186K for 2015. Seller will be retiring. Great opportunity for a starter practice or for an experienced dentist with a vision to expand. Please contact your CPS Agent for more details. **Property ID #5084.**

SAN DIEGO – Established in 1986 this general practice is located 3 story professional building with ample parking. Seller is currently working 3.5 days/wk with approximately 15 days of hygiene/wk. PPO and Cash only. No HMO. Practice consists of 7 equipped operatories in approximately 2,980 sq ft suite. Computerized with Practice Work software and digital x-ray. Grossed \$1,982,000 in 2014 and Projecting \$1,863,710 for 2015. **NET OF \$361K.** Great practice. Please contact your CPS Agent for more details. **Property ID #5072.**

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Dan Parnell, V.P.

KERN, SAN LUIS OBISPO & VENTURA COUNTY

BAKERSFIELD - Price Reduced!!! The practice offers over 18 years of goodwill, and is a standing landmark known for its dental services. Located in a medical hub center for the city, the practice is across the street from the area's hospital, and conveniently located next to a pharmacy. The building owner who is also a dentist, occupies the other half of the free standing building, and very easy to work with. With a great rent, easy to work with landlord, and room to even expand further. Practice consists of 6 equipped operators, 1 plumbed not equipped in a 1,800 sq ft suite. Computerized with EagleSoft software and Digital X-ray. Insurance/Cash/Cap. Seller works 1 ½ days/wk, 2 Associate 1 day/wk each. 100% patient referral. Grossed \$350,014 in 2014 and Projecting to do \$368,576 in 2015. **Buyer's net of \$99K.** Great potential for full time buyer. For more information, please contact your CPS Agent. **Property ID#5060.**

SAN LUIS OBISPO COUNTY – Beautiful well established practice located in a two story medical / dental building. Seller works approximately 4 days/wk, Endo 2x/mo and with 2 days/wk of hygiene. Sees approximately 60 patients/mo. Insurance and cash only. The practice consists of 6 equipped operators, lab room, lounge room, storage room, consultation room, large sterilization room, and large private office in a 2,626 sq ft suite. It's computerized with EagleSoft software and digital x-ray. Has monthly revenues of \$109K. **Buyer's net of \$403K.** Excellent opportunity. Please contact your CPS Agents for more information. **Property ID #5037.**

SIMI VALLEY (GP + Buildings for sale) - Great opportunity to invest in a general practice and real estate. There are two single stories free standing buildings, which the second property also includes a tenant in a separate detached building which generates rental income. Established in 1964, the 1,900 sq ft. practice consists of 4 equipped operators with 2 that are plumbed, but not equipped and digital x-rays. It's computerized with Dentrax / Gendex software. Seller is currently working 3 days/week with 2 hygiene days. No advertising. With local business development in process, the potential for growth in the area and within the practice are very high. Grossed approximately \$273,790 in 2014. Has a **Buyer's Net of \$124K.** Please contact your CPS Agent for more details. **Property ID #5027.**

SPECIALTY OFFICE LISTINGS

CHINO (Ortho) – Leasehold Improvement and Equipment Only + Condo. This is a rare opportunity to purchase a condo located in a single story strip mall. The condo has been modified unlike others there, with a patio and additional windows providing bright natural lighting. This practice consists of 4 chairs in open bay with 1 equipped operator, 1 lab/lounge room, sterilization room and private office in a 1,170 sq ft condo. The facility has been always at this location for approximately 40 years. Please contact your CPS Agent for more details. **Property ID #5076.**

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Alice King: aking@calpracticesales.com

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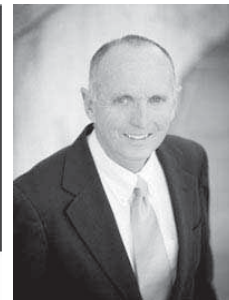
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San Francisco Bay Area, all digital, annual profit over 55%, 2014 Gross over \$1,600,000

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Asking \$575,000

Placer County #1073

Fee-for-Service
 Restorative Practice
 Beautiful Contemporary Office in
 Great Location

All Digital with Cone Beam
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Asking Price: \$1,198,000

Sonoma County #1101

General Dental Practice and Building
 2415 Square Foot Digital Suite
 Eight Days/Week Hygiene
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Practice asking Price \$1,150,000

Fresno County #1091

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**Asking \$347,500 for Practice
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South Orange County #1099

Restorative fee-for-service practice, five (5) equipped treatment rooms, contemporary 2,000 sq ft., digital x-ray, lasers, intraoral cameras, 37 years of goodwill, seller will work-back, 2014 Gross revenues \$1,426,236

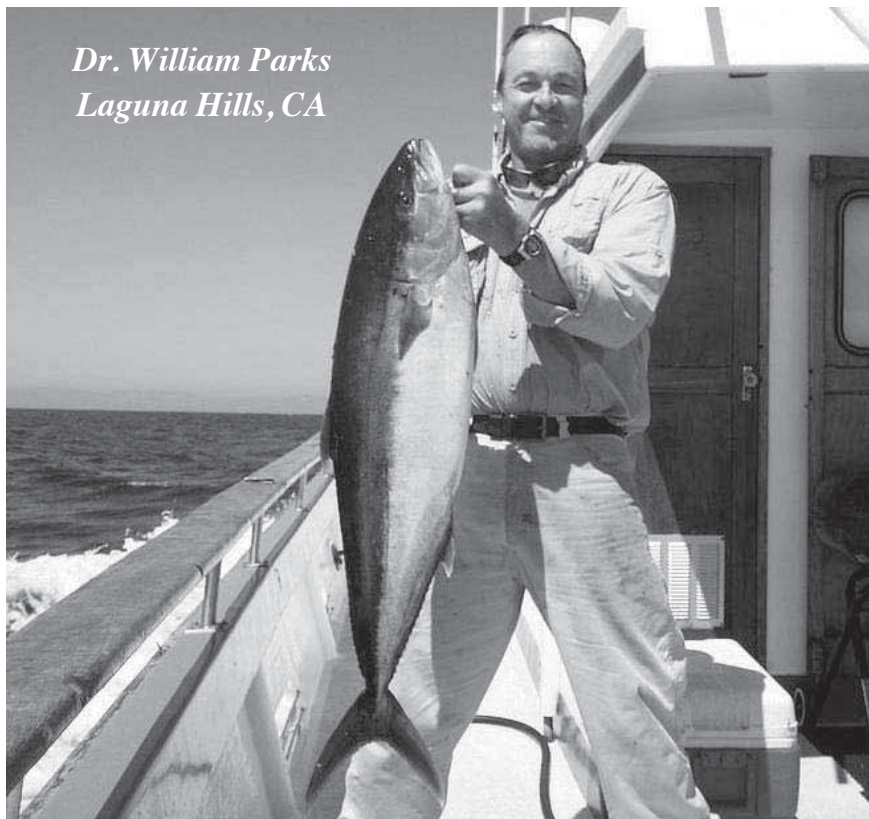
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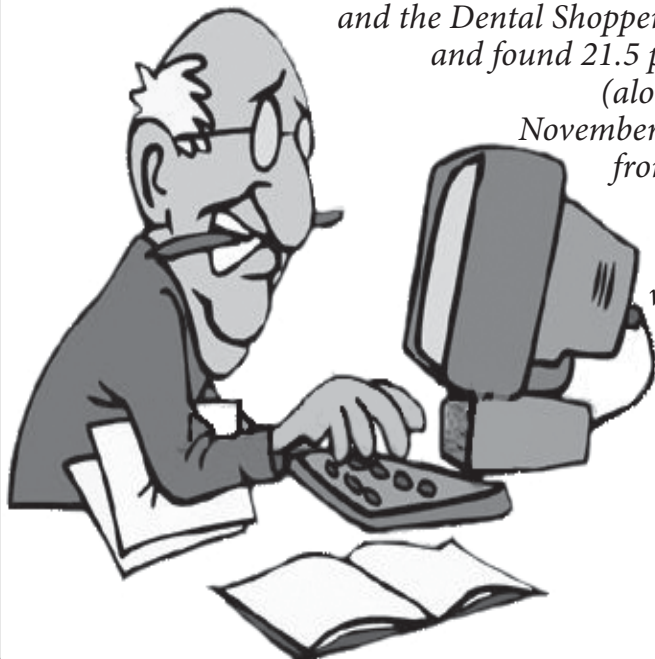
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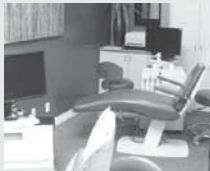
(6) treatment rooms in a spacious, state of the art, nicely designed 2,900 sq. ft. suite close to downtown Huntington Park. Dental Suite is on the bottom floor w/ 3 rental units on the second floor. Ample parking

for patients and staff. Well-maintained property with good curb appeal. Projecting approx. \$645,057 for 2015.

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(3) treatment rooms and (1) plumbed not equipped in a 1,600 sq. ft. suite. 2nd story location in a professional multi-building complex on a busy street - heavy daily traffic. Rent is very reasonable and all inclusive at \$2,900/mo. Sellers have a second practice in Hesperia. Established in August of 2013, the practice is open 2.5 days a week and has approximately 600 active charts. You will not believe the price! **Backup Offers Encouraged.**

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Lic. #01801165
(949) 675-5578
25 Years in Business



Dr. Thomas Wagner
Lic. #01418359
(916) 812-3255
40 Years in Business



Dr. Dennis Hoover
Lic. #123804
(209) 605-9039
36 Years in Business



Dr. Russell Okihara
License #01886221
(619) 694-7077
33 years in business



Jim Engel
License #01898522
(925) 330-2207
42 Years in Business

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SOUTHERN CALIFORNIA

ANAHEIM HILLS – General Dentistry Practice with 4 Operatories has been established for 34 years. The practice utilizes Dentrax and has 6 days of hygiene per week with long-term staff. #CA279 - In Escrow. Kerri McCullough - 949-300-0312.

BAKERSFIELD – *NEW LISTING* - General Dentistry practice with 4 operatories features Dentrax, Dexis digital x-rays, and a Pano. This is a PPO/FFS practice. #CA299-Think Tran – 949-533-8308.

BALDWIN PARK – This General Dentistry practice features 5 Operatories, 4 Equipped in a 1,500 sq. ft. bright and airy suite. The Gross Receipts were \$276K in 2014 and the office has been established for 10+ years. The Seller is relocating out of state. #CA176- Kerri McCullough - 949-300-0312.

BANNING – This General Dentistry practice features 6 Operatories in a 1,873 sq. ft. suite. The practice utilizes Digital x-rays, EagleSoft, and is fully paperless. There are 8 days of hygiene per week. 2014 Gross Receipts of over \$1.4MM and adjusted net of \$382K. #CA183- In Escrow. Steve Caudill - 951-314-5542.

BEVERLY HILLS – This General dentist has been in practice for 20 years and downsized 2 years ago to a nice boutique office with valet parking for patients. 2 Operatories, 1 equipped. Practice utilizes OpenDental, Digital x-rays, and is paperless. 2014 Gross Receipts \$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 – General Dentistry Practice with 5 Operatories in a 1,500 sq. ft. suite, located in a prestigious building. Practice utilizes EagleSoft, Digital, CEREC, and most equipment is approximately 7 years old. 4 days hygiene per week, with dedicated, long-term staff. 2014 Gross Receipts were \$1.09MM+. #CA210- In Escrow. Kerri McCullough - 949-300-0312.

CARSON – This General Dentistry Practice with 3 Operatories is paperless and features EagleSoft, Digital X-rays, and Pano. All equipment is less than 3 years old. 2014 Gross Receipts of \$143K, room to grow. #CA280- Kerri McCullough - 949-300-0312.

COASTAL ORANGE COUNTY – *NEW LISTING* – General Dentistry Practice. 5 Ops, 4 Equipped, Dentrax, Dexis. Professional building location with 48+ years of goodwill. 2014 GR of \$518K with Adj. Net of \$192K. #CA311 - Kerri McCullough - 949-300-0312.

CYPRESS – This General Dentistry practice has been established for 35 years in a 1,676 sq. ft. suite with 5 Operatories. Practice utilizes ComputerAge software and most specialty services are referred out. 7 days of hygiene per week. 2014 Gross Receipts were \$948K with \$426K Adjusted Net Income. #CA257- In Escrow. Kerri McCullough - 949-300-0312.

GREATER LOS ANGELES AREA - Periodontal Practice-This 5 Operatory Perio practice features Dentrax software with Digital X-Rays, Laser, and an Intra-Oral Camera. There is a great referral base, long-time staff and 34 years of Goodwill. #CA173- Kerri McCullough - 949-300-0312.

HACIENDA HEIGHTS – *NEW LISTING* – General Dentistry Practice with 5 operatories, 3 equipped, 2 plumbed, not equipped. Practice is located in a retail center near a busy intersection with plenty of visibility and building signage. Practice features an intra-oral camera, Digital x-rays, a Pano, and most equipment is 10 years old. Long-term staff, 20 new patients per month. Practice accepts some PPO plans, no HMO. #CA295 - Steve Caudill - 951-314-5542.

HUNTINGTON BEACH – General Dentistry Practice with 5 Operatories has been established for 28 years in this beachside community. Located in a professional building, the practice features Digital x-rays, Pano, Laser, Intra-Oral Camera, and long-term staff with 12 days of hygiene per week. 2014 Gross Receipts of \$1.1M+. #CA263- Kerri McCullough - 949-300-0312.

HUNTINGTON BEACH – This General Dentistry Practice with 3 Operatories, 2 Equipped, has 18 years of Goodwill. The practice is near residential, shopping, and freeway. 2014 Gross Receipts of \$396K on 4 days per week. This is a PPO/Fee for Service Practice. #CA277- Kerri McCullough - 949-300-0312.

INLAND EMPIRE – Endodontic Practice – This almost paperless 4 Operatory practice features 8 year new equipment, digital x-rays, and Cone Beam CT. The practice has 60+ years of goodwill and is near freeway. 2014 Gross Receipts of \$739K on 4 days/week with low overhead. #CA281- Steve Caudill - 951-314-5542.

INLAND EMPIRE – General Dentistry Practice with 7 Ops in 3,000 sq. ft. Practice features Dentrax, digital x-rays, and Pano. 30 years of goodwill. 4½ days of hygiene per week. PPO and 2 HMO plans accepted. #CA283 – In Escrow. Kerri McCullough - 949-300-0312.

INLAND EMPIRE – General Dentistry Practice with Four Operatories, Intra-Oral Camera, Digital X-rays, and Pano. Located in a beautiful professional center, this practice's 2014 Gross Receipts were \$534K and Adjusted Net Income of \$196K. Seller is retiring. #CA285 – Think Tran – 949-533-8308.

LAGUNA BEACH – *NEW LISTING* – General Dentistry practice with 5 Operatories, 3 Equipped. Practice is in a great location! Gross Receipts of \$503K in 2014. For more information, call Think Tran – #CA304 - 949-533-8308.

LOS ANGELES – General Dentistry Practice with 6 Operatories, 5 Equipped, in a free-standing building. Practice has been established for over 50 years, in current location for 29. Utilizes SoftDent with 7 workstations, Schick Digital X-Rays, and an Intra-Oral Camera. Majority of specialty work is referred-room to grow. 2014 Gross Receipts of \$591K. #CA255- Kerri McCullough - 949-300-0312.

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PALM DESERT – This five-operator General Dentistry practice has been established in Palm Desert for 32 years and is located in a free-standing building. This retiring dentist sees 18 new patients per month and has 6 days of hygiene per week with 2014 Gross Receipts of \$842K and \$339K Adjusted Net. #CA245- In Escrow. Kerri McCullough - 949-300-0312.

PASADENA AREA – NEW LISTING – General Dentistry practice with 3 Operatories, Dentrrix, Dexis Digital X-rays, and a CEREC. The practice has been established for 50+ years. #CA282- Kerri McCullough - 949-300-0312.

PICO RIVERA – This General Dentistry practice with 6 Operatories has been established since 1960. Practice utilizes DentiSoft software, an Intra-Oral Camera, and a Pano. Practice has 4½ days of Hygiene per week and 2014 Gross Receipts were \$690K. #CA258- Thinkh Tran- In Escrow. 949-533-8308.

SAN GABRIEL VALLEY – NEW LISTING – Pediatric Dentistry – This Pedito practice has 4 Operatories and has 50+ years in the community. 2014 Gross Receipts of \$159K, room to grow. PPO and Denti-Cal are taken in this practice. #CA312-Thinkh Tran – 949-533-8308.

SANTA BARBARA – NEW LISTING – This General Dentistry Practice with 4 Operatories has been established for 40+ years in beautiful Santa Barbara. Practice has long-term staff and 8 days of hygiene per week. Fee For Service/Delta Premier only. 2014 Gross Receipts were \$827K. #CA291-Kerri McCullough – 949-300-0312.

SOUTH ORANGE COUNTY – Pediatric Dentistry – This Pedito practice has 4 Operatories, and 1 year new equipment and features a beautiful, modern design, OpenDental, Digital X-Rays, and Pano. 2014 Gross Receipts were \$236K on a 4 day work week with room to grow. #CA222- Thinkh Tran - 949-533-8308.

SOUTH PASADENA – This General Dentistry Practice with four operatories, three equipped, is in a 1,150 sq. ft. suite. This is a paperless, digital practice utilizing Dentrrix, an Intra-Oral Camera, and a Laser. 37+ years of goodwill with loyal, long-term staff and 4 days of hygiene per week. 2014 Gross Receipts of \$856K with \$271K Adjusted Net. #CA244- In Escrow. Thinkh Tran - 949-533-8308.

UPLAND – General Dentistry Practice with 4 Operatories, 3 Equipped, 1 Plumbed, has been established for 25+ years. Practice is located in a Professional Building and features Open Dental, Digital X-Rays, and Intra-Oral Camera. Most equipment is approximately 4-6 years old and most specialty work is referred out. #CA254- Kerri McCullough - 949-300-0312

VICTORVILLE – General Dentistry practice with 3 Operatories plus 3 plumbed for expansion is located in a 2,150 sq. ft. suite. Practice utilizes SoftDent software with 2014 Gross Receipts of \$273K. Practice has been established for over 34 years. #CA149- Kerri McCullough - 949-300-0312.

WEST HOLLYWOOD – PRICE REDUCED-This General Dentistry practice with 4 Operatories is located in a Professional Building with 9 years of goodwill. Practice utilizes an Intra-Oral Camera, Digital x-rays, and a Laser. The average age of the equipment is 5 years old. 2014 Gross Receipts of \$571K with \$221K Adjusted Net Income. #CA212- Kerri McCullough - 949-300-0312.

WEST LOS ANGELES – General Dentistry practice with 4 Operatories is located 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 over 50 years. This is a strictly Fee For Service practice utilizing Easy Dental, Digital x-rays, and an Intra-Oral Camera. Most specialty work is referred out. In 2014, the Gross Receipts were \$651K. #CA226- Kerri McCullough - 949-300-0312.

WHITTIER – This General Dentistry practice has been established for over 50 years in a professional building on a main street. 4 Operatories, 3 equipped. Practice utilizes Dentrrix and Dexis Digital X-rays. The majority of all specialty work is referred out. 2014 Gross Receipts of \$217K - room for growth. PPO/FFS office with favorable rent. #CA276- In Escrow. Kerri McCullough - 949-300-0312.

SAN DIEGO


CHULA VISTA – This General Dentistry practice was established 50 years ago, and the seller acquired it 35 years ago. The practice features 4 Operatories, has 3½ days of hygiene, and Dentrrix Software. \$493K 2013 Gross Receipts, seller is retiring. #CA109- Russ Okihara - 619-694-7077.

CHULA VISTA EAST – NEW LISTING – General Dentistry practice with 3 operatories has been established for 19 years. Office is located in a professional building and has 2 days of hygiene per week. #CA304 – For more information, please contact Russell Okihara - 619-694-7077.

COLLEGE AREA, SAN DIEGO – This is an excellent opportunity in a bustling part of town. This General Practice is a very busy, 6 Operator Practice with room for expansion to 9 Operatories and 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. This is a PPO practice featuring Dentrrix, and Digital X-Rays. The 2014 Gross Receipts were \$1.7MM. Seller is relocating. #CA231- Russ Okihara - 619-694-7077.

DOWNTOWN SAN DIEGO – Leasehold sale: This modern and chic downtown office is in a prime location with excellent foot-traffic and exposure in a business/tourist area. Office features 3 Operatories, 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.

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ESCONDIDO - NEW LISTING – General Dentistry Practice with 4 Ops, 3 Chairs in Central Escondido. Doctor is retiring. This is an excellent opportunity to merge or grow, looking for a quick sale. #CA292- Russell Okihara – 619-694-7077.

LA JOLLA – NEW LISTING – Quality-driven General Practice with three Operatories is now available. This is a Fee for Service and Delta Premier Practice with a part-time Hygienist. 2014 Gross Revenue of \$559K, Dentist is retiring. #CA278 - Russell Okihara - 619-694-7077.

NORTH COUNTY COASTAL – This General Dentistry is a Fee for Service/PPO Practice with 3 Operatories featuring Dentrrix, and Digital X-Ray. Practice is located in a highly desirable and convenient location. The owner is relocating. 2014 Gross Receipts of \$530K with \$228K Adj. Net. #CA253- Russell Okihara - 619-694-7077.

NORTH COUNTY INLAND – Highly-regarded General Dental Practice. FFS/PPO. 6 Operatories located in a beautiful, free-standing building with ample parking. Opportunity for property ownership. #CA271- Russell Okihara - 619-694-7077.

SAN DIEGO – This retiring General Dentist is in a convenient, highly-desirable area of San Diego. The practice features 3 Operatories, with the dentist utilizing 2 Operatories. This is a small, quality Fee for Service practice utilizing PracticeWorks. This will be an ideal starter practice or additional boutique location. #CA161 - Russell Okihara - 619-694-7077.

SAN DIEGO CENTRAL – NEW LISTING: General Dentistry practice with 4 Operatories plus 1 Surgical Operatory. The office is modern and bright with a conference Room. This is a PPO/HMO/FFS practice with a Digital Pan/Ceph, located in a professional building in a convenient location. #CA309-Russell Okihara - 619-694-7077.

SANTEE - NEW LISTING: General Dentistry Practice with 9 Operatories. HMO/PPO/FFS. Located in a large strip mall, the doctor utilizes digital x-rays w/Panorex and 2 Surgical Ops. This is an excellent opportunity in a highly visible location taking PPO/HMO and FFS. #CA310-Russell Okihara - 619-694-7077.

SOUTH BAY AREA, SAN DIEGO – PRICE REDUCED - General Dentistry practice with 3 Operatories and 4 days of hygiene per week is available in the South Bay area of San Diego. The practice is located in a well-visited retail center with great visibility and utilizes Dentrrix and Digital Pano. This is a PPO and Fee for Service practice with 2014 Gross Receipts of \$526K. #CA206- Russell Okihara - 619-694-7077.

VISTA – NEW LISTING: General Dentistry practice. For more information, please contact Russell Okihara - 619-694-7077 #CA308.

OUTSIDE OF CALIFORNIA

MAUI, HAWAII – NEW LISTING – General Dentistry Practice with a spacious layout, 7 Operatories, 5 equipped. Lots of Goodwill, Computerized, FFS/PPO with a Modern design and CEREC. Excellent Location in central Maui. 2014 Gross Receipts over \$1.4MM. #HI101-Russell Okihara – 619-694-7077.

OAHU, HAWAII – NEW LISTING – Modern General Dentistry Practice, with 3 Operatories. Practice is computerized with Dentrrix, and digital X-rays. This is a FFS/PPO practice. This is an excellent opportunity. #HI100-Russell Okihara – 619-694-7077.

OAHU, HAWAII – NEW LISTING – General Dentistry practice with 3 Operatories. Practice utilizes Dentrrix, Dexis Digital X-rays, located in a shopping center. Established for 28 years, on most major PPOs. 2014 Gross Receipts over \$360K. #HI102-Russell Okihara – 619-694-7077.

NORTHERN CALIFORNIA

BENICIA – General Practice & Building. 1,545 sq. ft., 4 ops, Open Dental software, digital X-ray & Pan, Laser. 2014 GR \$550K. #CA298 Jim Engel - 925-330-2207.

CALAVERAS COUNTY – General Dentistry – 4 Op office, 1,752 sq. ft. w/Dexis Digital X-ray, Eaglesoft, Cerec, and Pano. Av. GR last 3 years \$450K. #CA294-Dennis Hoover - 209-605-9039.

CASTRO VALLEY – General Dentistry - Practice & Building. 1,000 sq. ft. 3 equipped Ops, 1 add'l plumbed. 2014 GR of \$373K on 4 days/week. #CA251 Jim Engel - 925-330-2207.

FOLSOM – General Dentistry - 2,420 sq. ft. w/5 Ops, Schick **SOLD** X-rays, non-digital Pano, Softdent. #CA235-Thomas Wagner - 916-812-3255.

FOLSOM – FACILITY ONLY - 1,200 sq. ft. with 3 Ops, digital x-rays & pano. #CA209-Thomas Wagner - 916-812-3255.

GREATER PITTSBURG AREA – PRICE REDUCED by \$122,000 - General Practice + Bldg. 7 Ops. 2,324 Sq. Ft. 2012 GR \$885K #CA108 Thomas Wagner - 916-812-3255.

GREATER ROSEVILLE/ROCKLIN/LOOMIS – General Dentistry. 1,500 sq. ft., 5 Ops (4 equipped), Dexis, Dentrrix. #CA239 - Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO – General Dentistry - 7 Ops, 3,079 Sq. Ft. (Shared w/2nd DDS – Separate Practices), 2013 GR \$974K. #CA140- Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO – General Dentistry - 2,100 **SOLD** w/6 Ops, Dentrrix. Combined 2013 GR of \$1.1MM. #CA237 - Thomas Wagner - 916-812-3255.

GREATER SAN JOSE AREA – Perio Practice. Fiscal-year GR \$1.3MM. 5 Ops, 2 add'l plumbed, in same loc. 28 years. #CA219-Dennis Hoover - 209-605-9039.

LIVERMORE – General Practice & Building. Approx 1,100 sq. ft., 4 ops w/Digital Pan, Digital X-ray, Laser, Dentrrix software. 2014 GR \$740K. #CA300 Jim Engel - 925-330-2207.

MARIN COUNTY – 1250 sq. ft. 3 operatories. Fee for service 2014 GR \$370,000, on pace for same in 2015. #CA302 Jim Engel - 925-330-2207.

MARIN COUNTY – Mill Valley 1,260 sq. ft. 3 Ops, 1 add'l plumbed. Dentrrix, Digital, Intra-Oral. #CA224-Jim Engel - 925-330-2207

MARIN COUNTY – General Dentistry- 3 Op practice. 2014 GR\$315K. Paperless charts, Schick Digital Sensors, Eaglesoft software. Owner retiring. #CA286-Jim Engel - 925-330-2207.

MILLBRAE – General Dentistry- 1,500 Sq. Ft. leased office with 5 Ops, 1 additional plumbed, state-of-the-art equipment. 2014 GR \$670K. #CA262-Jim Engel - 925-330-2207.

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NORTH COAST - Endo Practice. 6 Ops, 5 plumbed 3,300 sq. ft. Digital, Microscopes, EndoVision. #CA214-Jim Engel - 925-330-2207.

NORTH EAST OF SACRAMENTO - 2,500 sq. ft., 7 Ops with intra-oral, digital x-ray, and Eaglesoft software. 2014 GR \$1.5M. #CA268-Thomas Wagner - 916-812-3255.

NORTH OF SACRAMENTO - 1,750 sq. ft. office w/4 Ops. Intra-Oral, Digital X-ray, Pano, Laser, CAD-CAM, & Dentrrix software. 2014 GR of \$1M. #CA260-Thomas Wagner - 916-812-3255.

NORTH OF SACRAMENTO - General Practice: 1,800 sq. ft., 4 Ops, Eaglesoft software, laser. 2014 GR \$289K. #CA307-Thomas Wagner - 916-812-3255.

NORTH OF SACRAMENTO - 1,324 sq. ft. office w/4 Ops, Dentrrix software, Pano. Owner worked 39 weeks in 2014. #CA267-Thomas Wagner - 916-812-3255.

NORTH SACRAMENTO - General Practice & condo for sale. 2500 sq. ft., 5 Ops, Dexis Digital X-ray, Pano, Laser, Dentrrix. 2014 GR \$673K. #CA305-Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA - Perio Practice, Partnership Position. 6 Ops, 1,500 Sq. Ft. Dentrrix. Owner Financing Available. #CA168-Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA - Endo Practice. 3 Ops, 1 Plumbed, 1,200 Sq. Ft. 2 Microscopes, Digital. 2013 GR \$319K. #CA158-Thomas Wagner - 916-812-3255.

NORTHERN SACRAMENTO - 3 Ops in 768 sq. ft., PPO practice, 2 days hygiene, digital x-rays & Easy Dental software. #CA266-Thomas Wagner - 916-812-3255.

OAKLAND - General Dentistry- Appx. 1,500 sq. ft. w/4 Ops, Dentrrix software, Dexis Digital X-ray. 2014 GR \$869K, adj. net \$370K, 5 day week. #CA293-Jim Engel - 925-330-2207

OROVILLE - General Practice. 1,000 sq. ft., remodeled 2010. Dentrrix & Dentrrix software, Digital Pan & X-rays, Laser, Intra-Oral. 2014 GR \$512K. #CA287-Dennis Hoover - 209-605-9039.

OROVILLE - General Practice. 3 Ops, mostly new equipment & recently remodeled. Great satellite or startup practice. Owner retiring. #CA288-Dennis Hoover - 209-605-9039.

OAKLAND - General Practice. Piedmont District. 3 Ops in **SOLD** office w/1,600 sq. ft. GR\$453K. #CA217 Jim Engel - 925-330-2207.

PITTSBURG - General Dentistry- 3 year avg. GR of \$236K w/60% on 1st fl. 5 Ops in 1,400 sq. ft. with Pano. #CA135- Jim Engel - 925-330-2207.

PINOLE - Endodontic Practice.- 4 Op Endo office w/Digital X-ray, Microscopes, and PBS Endo software in approx. 1,200 sq. ft. 2014 GR \$672K. #CA284- Jim Engel - 925-330-2207.

PLEASANTON - Facility Only, Former Endo Ofc, Good GP Startup. 2 Ops, 1 Plumbed & Partially Eq. 975 Sq. Ft. #CA195-Jim Engel - 925-330-2207.

SACRAMENTO - General Practice: 1,320 sq. ft. w/ 3 equip. ops, 1 add'l plumbed. Dexis Digital X-ray, Intraoral, Carestream software. 2014 GR \$434K. #CA296-Thomas Wagner - 916-812-3255.

SACRAMENTO - 7 equip Ops in 2,400 sq. ft., 1 add'l Op plumbed **SOLD** Pano, Softdent, Digital. 2014 GR \$626K+. #CA250-Thomas Wagner - 916-812-3255.

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

SACRAMENTO - 1,684 sq. ft., 6 equip. stations in bay, 2 add'l plumbed. 2014 GR \$590K. #CA269-Thomas Wagner - 916-812-3255.

SACRAMENTO - General Practice: 2,500 sq. ft., 6 equip. Ops, 1 add'l plumbed. Dentrrix software, Digital X-ray, Intra-oral, Pano. 2014 GR \$788K. #CA297-Thomas Wagner - 916-812-3255.

SACRAMENTO - Russian-speaking general dentistry practice. 1,500 sq. ft. 4 Ops, Intra Oral camera, Digital, Pano, Biolase, 3D CBCT, and CAD-CAM. Practice started with new equipment 2 years ago with \$1M GR over the first 12 months. 2015 YTD GR is \$1.1M through October. #CA290-Thomas Wagner - 916-812-3255.

SAN FRANCISCO **SOLD** - Periodontal Practice & Condo Unit. 1,160 sq. ft. w/4 Op. 2014 GR \$714K w/\$363K Adj. Net. #CA274-Dennis Hoover - 209-605-9039.

SAN RAMON - Facility Only Sale: 1654 sq. ft. corner suite, 4 ops. Pelton & Crane equipment, Digital X-ray, Digital Pan, I.O. cameras. #CA306-Jim Engel - 925-330-2207.

SANTA MARIA - 4 Ops, Easy Dental, Dexis, and Intra-oral cameras. 2013 GR of \$523K in 180 Dr. days. #CA166- Jim Engel - 925-330-2207.

SANTA ROSA - General Dentistry & Building. 3 Ops. 2013 GR \$542K w/Adj. Net \$182K. #CA200-Dennis Hoover - 209-605-9039.

SOLANO COUNTY - General Practice: 1,350 sq. ft., 4 Ops, Intra-Oral, Digital, Pano, and Dentrrix. 2014 GR of \$869K on 30 hour/week. #CA246-Thomas Wagner - 916-812-3255.

SONOMA - Stand-alone 2,000 sq. ft. office w/4 Ops. Digital X-rays, Lasers, CAD/CAM. 2014 GR \$675K on 3 day/week. #CA270- Jim Engel - 925-330-2207.

SOUTHERN SACRAMENTO COUNTY - General Practice: Condo office with 1,380 sq. ft. & 4 Ops, Intra-Oral **SOLD** Dexis, Pano, Laser, Easy Dental. 2014 GR were \$581K #CA249 -Thomas Wagner - 916-812-3255.

WALNUT CREEK - Prosth Practice. 3 Ops, Full Lab. 2013 GR **SOLD** w/Adj. Net \$143K. #CAM540- Jim Engel - 925-330-2207.

YOLO COUNTY - Pediatric practice with 2 equip. Op, approx. 1,000 sq. ft., Intra-oral, Open Dental software. 2014 GR \$245K. #CA301-Thomas Wagner - 916-812-3255.

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 \$2.3MM and Adj. Net of \$840K. Dentrrix, Digital, Paperless, Intra-Oral Camera, Laser. #CA208-Kerri McCullough - 949-300-0312.

FRESNO - General Practice. 4 Ops, 1,739 Sq. Ft. CEREC, 61% **SOLD** on 1st fl. 2013 GR \$740K+. #CA202-Dennis Hoover - 209-605-9039

KINGS COUNTY - Practice has been est. 50 years in a rural community. 4 Ops, intra-oral camera, and Pano. 2014 GR were \$246K. Great location to relocate or open a 2nd office. #CA265 - Steve Caudill - 951-314-5542.

MADERA - General Dentistry -Building & practice. 6 Ops, 3000 sq. ft., Dentrrix software, Dexis software, Pano. 2014 GR \$850K. #CA289-Dennis Hoover - 209-605-9039.

PASO ROBLES - Modern 4 op, 1,998 sq. ft. office with Digital **SOLD** X-ray, Softdent software. 2014 GR \$573K+. #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 GR of \$555K. 7 year new equipment, intra-oral camera, Pano, PracticeWeb. #CA223-Steve Caudill - 951-314-5542.

TULARE - 2,300 sq. ft. free-standing office w/5 Ops. 2014 GR **SOLD** of \$555K. 10 days hygiene. Owner moving out of state. #CA273- Dennis Hoover - 209-605-9039.

TUOLUMNE COUNTY - General Practice & Bldg. 6 Ops, **SOLD** Sq. Ft. 2013 GR \$1MM+ #CA199- Dennis Hoover - 209-605-9039.

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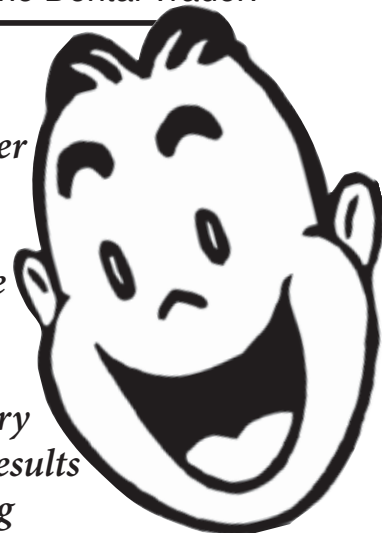
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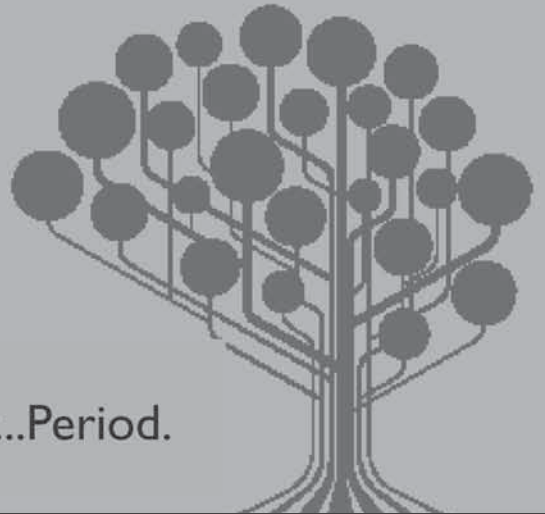
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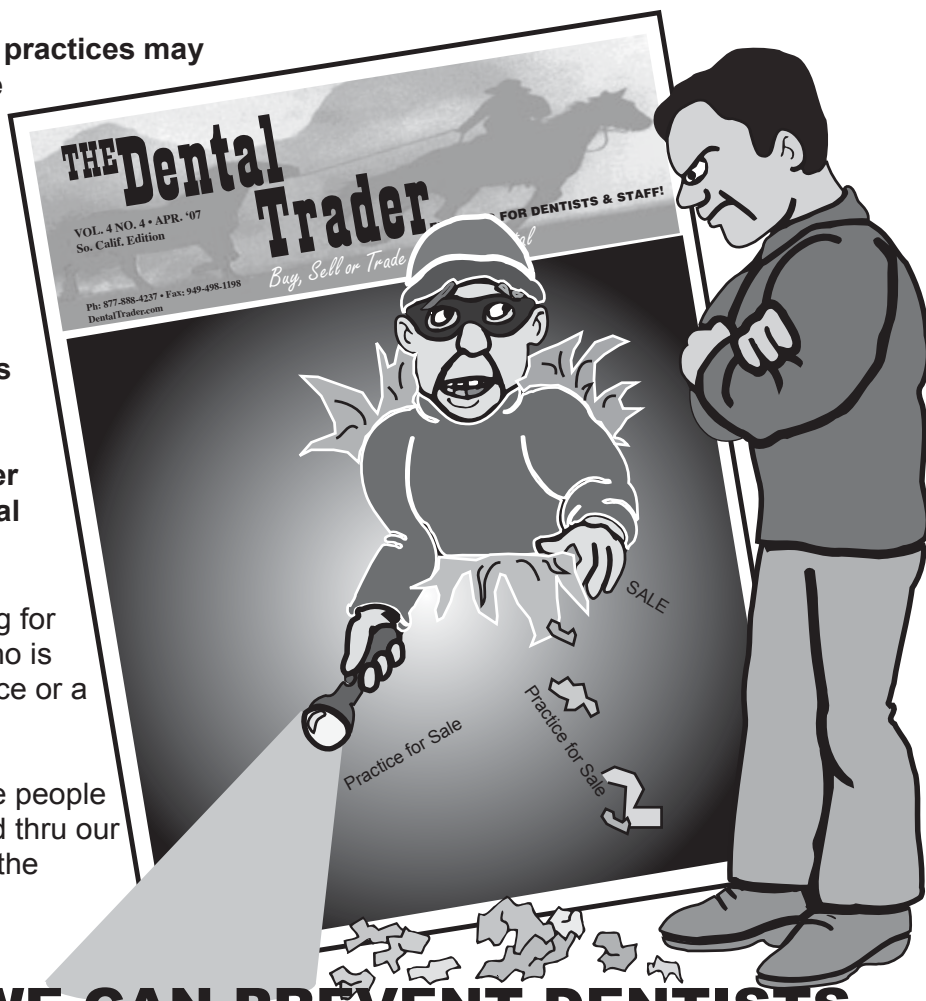
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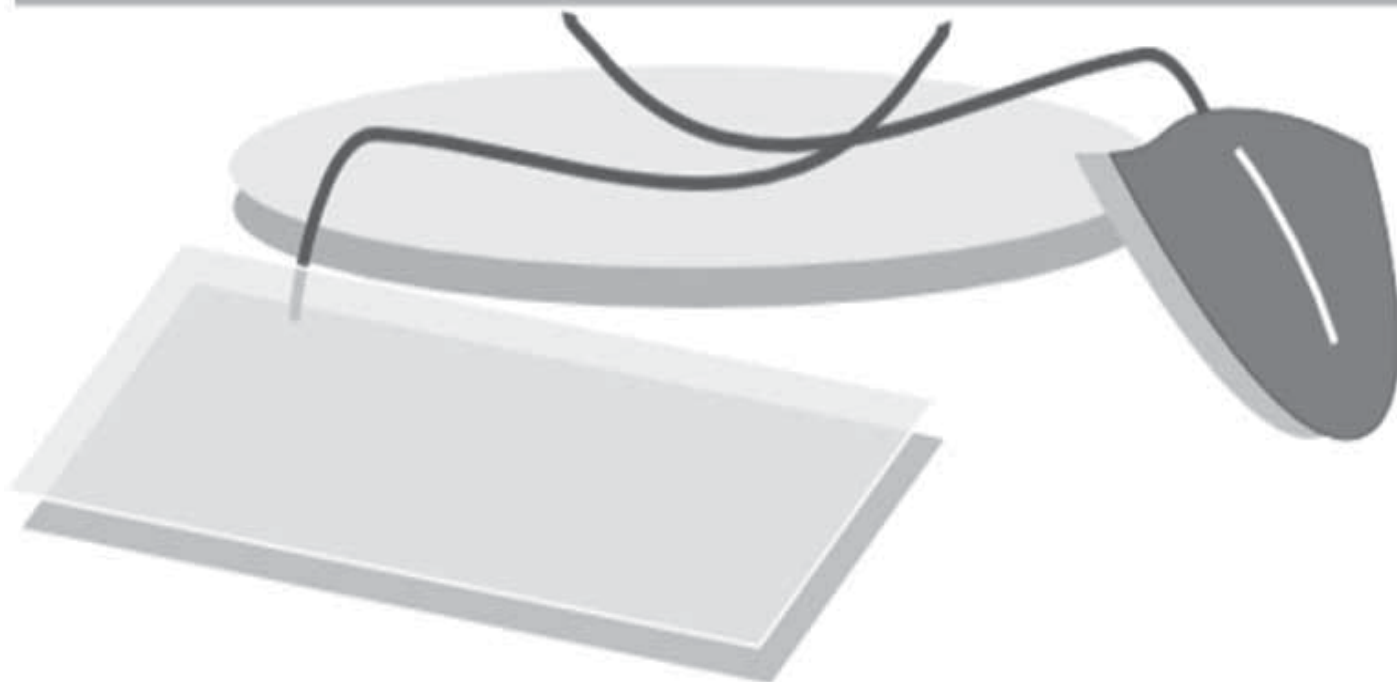
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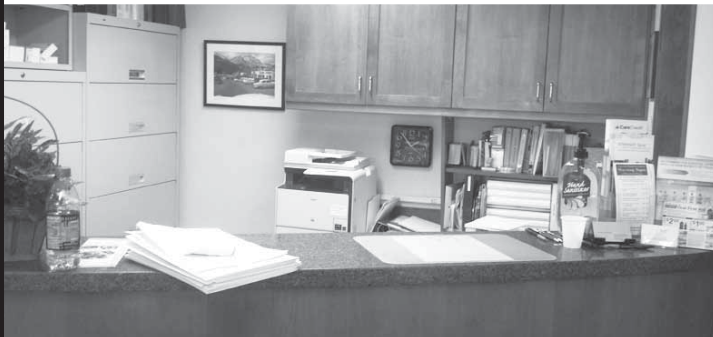
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