

THE Dental Trader

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Dental Office for Sale in Anaheim 4 unit office. Email me at ktisbs@yahoo.com.

Irvine spectrum dental space available. For share or lease. Contact fax: 9495527900.

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Dental Xray duplicator machine \$88 OBO 3109805265.

Ortho Sub! Need to take a break? Keep your office open! Call Kathleen - 626.590.9327.

PLACE A FREE AD TODAY! See FAQs page at dentaltrader.com.

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

Advanced Zoom Whitening lamp for sale. Works like new. \$550 OBO 310-994-5336.

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

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

DUST COLLECTOR 60U By Handler Mfg. Never Used. \$550. OBO. 949-202-4420.

Key locations available for total buildout - call Greg Beamer 909-542-4891.

RDA looking for work in av area or Santa Clarita please contact 6618600265.

Handler Chuck/Changer w /Lathe Model 16BN. Never used. \$550. OBO 949-202-4420.

Looking for an orthodontist for our practice-please call Judy at 310-785-0770.

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Dental Assistant P/T needed in Burbank Please email CVT to dentistsassociates@gmail.com.

Fully equipped Dental Office selling for \$150,000 Anaheim! Email me at roberto@rosydental.com.

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PRACTICE SALES AND LEASING



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

So. KERN COUNTY - 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. Seller is moving and is 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.

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.

SANTA MONICA - (8) op comput. G.P. on first floor of a Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO/HMO pt. base. \$3K/mos Cap Check. Dentrux s/w. Separate x-ray room with digital x-rays. Annual Gross Collect of \$360K+ on 3 1/2 days/wk. **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/PPO patient base. Annual Gross Collect of approx. \$160K on a (3) day week. Great starter, satellite or buy and combine opportunity. Seller retiring.

ORANGE COUNTY

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

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.

RIVERSIDE COUNTY

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

D&M SERVICES:

- Practice Sales & Appraisals
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- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

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 specialties and does little advertising. Seller retiring but will assist with Transition. See full page ad for this opportunity on page 71 of this issue. **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. Seller refers diff. Endo and most surgeries and does no advertising other than website. **NEW**

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. Dentrux 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. Dentrux 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, Dentrux s/w & digital x-rays. Annual Gross Collect approx. \$120K - \$130K/yr p.t. Seller moving, but will assist w a short transition. **NEW**

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ENDODONTIST needed 1 day a month in our Carson office. Please email to caredental4you@gmail.com.

Receptionist needed in Wilmington Email Resumes to fshadaieedental@yahoo.com.

iTero HD 2.9 Scanner with software. Barely used. \$14250. drbruce07@hotmail.com.

3 each Dr stools and assistant stools: Alliant Plush black: \$150 each. drbruce07@hotmail.com.

Endodontist needed once a month in Pasadena, CA office. Please email gentle.care11@gmail.com.

Midmark M11 Ultraclave with Quiet Door. Barely used \$4250 drbruce07@hotmail.com.

Multi-specialty Family Dental Practice in West Los Angeles seeking, General Dentist, Hygienist, Dental Assistant, Endodontist. Please email Resume to LAdentalpractice@yahoo.com.

Royal Dental Alliant Ortho Exam Chair. Black: Barely used. \$1725. drbruce07@hotmail.com.

PRACTICE FOR SALE BAKERSFIELD GP 18 yrs gdwll w/ 6 ops Net \$108K. California Practice Sales, Inc. Phone: 714-639-2775.

We have 3 peri-apical dental x-ray for sale we no longer use please call 209-322-3429.

minimum 2 year experience. Riverside part/fulltime. pay negotiable.immediate consideration. call Vero 951-781-7884 email campusdental@yahoo.com.

Zimmer lateral approach sinus lift kit. Complete kit, Opened, Never used. (562)712-2507. \$2000.00.

Planmeca ProMax 2 Pan/Ceph digital: barely used. \$48500. drbruce07@hotmail.com.

IMMEDIATE OPENING FOR PART TIME DA, Fridays & Saturdays. More days in the future. please send your resume to:info@pearldentistrycorp.com.

Dentist needed Glendale area with min. 3 years of experience, must be 1.comfortable with endos. Part time flexible days. 2. Also experienced Dentist with implant placement. Please Fax or e-mail resume 323-663-1010 or call 323-662-1050.

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DENTAL ASSISTANT Needed for West Covina Office. Spanish-Speaking and X-ray experience required. Send Resume to: alicetlimdds@gmail.com. and include schedule availability.

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Receptionist/front office needed for pedo clinic needed in canoga park. email resume to samslosangeles@gmail.com.

North County San Diego: 4 Ops. GP Practice w/ Prosthodontics emphasis. 75% Fee For Service. Low Overhead. Nice looking office. Ken Rubin Practice Sales (619) 299-6161.

DENTAL PRACTICES WANTED in West LA, Brentwood Retiring dentist. 4 ops. Existing patient base. Sellers call Loc Pham, Broker at LCF Financial, Inc. BRE #01875780. (714) 550-7494 or practice@lcfinc.com | LCFPracticeSales.com.

PRACTICE FOR SALE ANAHEIM GP w/ 24 yrs gdwill; Proj approx. \$527K for 2015. California Practice Sales, Inc. Phone: 714-639-2775.

A BUSY PEDO PRACTICE IS LOOKING TO HIRE A GENERAL DENTIST THAT HAS EXPERIENCE WORKING WITH CHILDREN OR A PEDIATRIC DENTIST THAT IS A MEDICAL PROVIDER. LOCATED IN LANCASTER AREA, HEIDIHAME@YAHOO.COM.



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VISTA – JUST LISTED!! GENERAL Practice situated in Retail Center along VERY busy thoroughfare. 4 Ops (3 equipped) in approx. 1400 sq. ft. ALL Digital and Paperless! Dentrix Software. Panorex. All Insurance and Cash Patients.

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.

LA MESA – JUST LISTED!! GENERAL Practice and Freestanding Dental BUILDING available. 5 equipped Ops (plus 1 plumbed). Digital X-Rays and 1 yr old Digital Pan. Very visible on Busy thoroughfare.

LEMON GROVE – GENERAL Practice in high traffic strip mall. 4 Ops in 1100 sq. ft., has digital. Cash, PPO, Cap. Absentee owner.

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

"I saw Mr. Kerendian argue the case in court, and was greatly impressed. I highly recommend him."

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

"Having been represented by Mr. Kerendian many times, I was impressed with his expertise, quick response to questions, and degree of care."

-Mark Davidson, M.D., Los Angeles, Ca.

"I have been working with Mr. Kerendian, and he has shown utmost professionalism and devotion to me."

-Dan P. Benyamini, D.D.S., Family Practice, Los Angeles, Ca.

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CENTRAL COAST/WINE COUNTRY (3) op comput G.P. & 1,900+ sq ft free standing bldg. for sale. Bldg. houses dental office & residential unit. Live in unit or rent it out! "Fee for Service" pts. 2015 Projected Gross Collect \$280K part time. Growth potential. Seller refers all specialties & does little advertising. Seller retiring but will assist with Transition. D&M Practice Sales 818.591.1401.

SUPERSTAR general DENTIST wanted WEST LA needed part-time for RCT & EXTRACTIONS five years experience and professional attitude a must (310) 259 3508.

Need part-time DA, RDA, or RDA-EF to work in Huntington Beach. Please email cover letter, resume, salary requirement to wcresolution@gmail.com.

San Fernando Valley perio practice collects \$880,000/year with a net income of \$265,000. Four days of hygiene per week. 5 ops. Asking \$475,000. Kurt Skarin 805-777-7707.

Looking for a pedodontist, who wants their own practice, to join an orthodontic practice. Great opportunity. email drmarcpana@yahoo.com.

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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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Periodontist Needed!! for a growing Multi practice company. Must have a Valid California license & 3yrs + experience. We offer very competitive compensation programs please email resume to rocio@assuredentalcare.com.

Smile your on Candid Camera. GP for sale: Los Angeles, CA: Near Paramount studios, \$350K gross, large office 4 exams. ID#: CA-76578. Practice Concepts 877-778-2020.

NEWPORT BEACH PRACTICE FOR SALE - High quality, retiring Dr. does all facets of dentistry including full mouth reconstructions and implants. This practice would be perfect for either a Prosthodontist or General dentist with experience in crown & bridge with attention to occlusion. Grosses \$1.5 million/year on 3 1/2 days/week - 4 days of hygiene - Thomas & Fees Practice Sales (714) 544-4341.

3 Proma Ceiling Tracklights with Monitor and Lights. Barely Used \$4250 each. drbruce07@hotmail.com.

For Sale Zoom light with stand, looks and works like new. Spare lamp head included. \$800 OBO 949-495-6677.

5 Beige Dexta Dental Chair and 4 side carts for sale. Good condition. call 714-317-4486 for details and pics.

PRACTICE FOR SALE NEW!! GP in VISTA along VERY busy street. 4 Ops (3 equipped) in 1400 sq.ft. DIGITAL & PAPERLESS. Panorex. Insurance and Cash. SDPS: 760-599-7828.

GP help needed for Ventura office PT/FT. 3rds, Spanish, Pedito, gentle a plus. Base and/or %. CV to derek93010@hotmail.com.

"My level of confidence tripled after this course, Dr. Ruiz presented the course in a very clean, concise and very practical manner! My questions were answered after this course!" - Dr. Elizabeth Corpus, DDS, Rancho Cucamonga. See registration form in this edition or visit ruizdentalseminars.com.

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NORTH HOLLYWOOD OFFICE FOR SALE! 4 new fully equipped operatories. Only \$190,000. Call (818)442-1715 Dr. O.

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GLENDORA: Retiree with Private Practice. Low Overhead. Excellent opportunity.

HISPERIA: Retiree. Shopping Center. Very Neat. Low Overhead. Huge Upside!

IRVINE: Long Established Private Practice. Active Hygiene Schedule. Seller Retiring.

LOS ANGELES (West): Private Practice. Seller Retiring. Low Overhead.

LOS ANGELES (Downtown): Major Sign Visibility. Seller Retiring. Growth opportunity.

LOS ANGELES: Shopping Center. 4 ops. Gross of \$35k/mo on Part-time Schedule.

MONTEREY PARK: 1st floor. Visible. Clinic. Absentee Owner Opportunity.

NORTHRIDGE: Retiree with 20+ years goodwill. Free Standing Bldg. Huge Upside!

PALMDALE: Retiree. 20+ years of Goodwill. HMO income of \$5K/mo. Priced Right.

REDLANDS: Private Practice. Over 40 years of Goodwill. Ideal Starter Practice.

SANTA BARBARA: Busy Practice. Seller Retiring. Sale Price under \$400K.

SF VALLEY: Profitable w/20 years of Goodwill in North Valley. Hispanic Patients.

SANTA CLARITA: Hi-End Private Only Practice. Modern Facility & Equipment. Must See.

TORRANCE: Busy Shopping Center. Proximity to Freeway. Low Selling Price.

VALLEY VILLAGE: Long-established Practice with significant Upside Potential.

VAN NUYS: Must See Shopping Center Opportunity.

VICTORVILLE: Retiree. Quality Oriented. Transition.

Listing in Other Areas We are Processing

Hemet, La Jolla, Lancaster, Modesto, Montclair, Ontario, Oceanside, Temecula, San Jose



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San Diego Practices for Sale

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

North County San Diego: 4 Ops. GP Practice with Prostho emphasis. 75% Fee For Service. Low Overhead. Nice looking office.

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

Endodontic Practice: North County Inland. Very nice State-of-the-Art practice. Phenomenal growth potential. 3 Ops. Must see to appreciate. Oppty to buy building also. Bargain Price for quick sale.

Downtown San Diego: 6 Ops. 3 Equipped. Located by Petco Park. Bay views. Room to expand with extra ops. Large brand new residential planned development close by. Practice has Pano, digital X-ray, and intra-oral cameras.

Ocean Beach: Prime high visibility corner located on Ocean beach's busiest street. Very low overhead with no marketing being done. 35 years of goodwill. Fee for service and PPO only. Only four blocks from popular San Diego beach.

Mission Valley: High production/High profit office. Great location in busy shopping center. Freeway close.

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Cecilia Chen, Esq always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. -Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

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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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Practices for Sale

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.

Woodland Hills

Dr. retiring after 38 years in very modern, 8 operator, private practice grossing over \$2.2 million/year. No HMO or PPO's. Huge hygiene with 14 days/week of hygiene. Dr. refers out all endo, oral surgery, and perio. Digital x-rays and Dentrux computer system. A true gem.

Los Angeles

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

Long Beach

Gorgeous, modern 5 operator private practice for sale in 2500 sq. ft. - 78 year old owner retiring - 4 1/2 days of hygiene – digital x-rays – Grosses almost \$1.1 million/year with net of approximately \$400,000.

Newport Beach

High quality practice for sale. Retiring Dr. does all facets of dentistry including full mouth reconstructions and implants. This practice would be perfect for either a Prosthodontist or General dentist with experience in crown & bridge with attention to occlusion. Grosses \$1.5 million/year on 3 1/2 days/week – 4 days of hygiene.

Laguna Beach

Very modern 3 operator office – digital x-rays with Dexus and Dentrux computer grosses over \$800,000/year with high net income – Dr retiring.

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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"Pat, Thank you for speaking at the Western Conference last week. I attended your Thursday afternoon CE Class "Deal of 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 than the promised amount of \$6,000." SETH TAMBRINI, DDS. CALL TODAY 800-499-1474 WOOD & DELGADO www.dentalattorneys.com.

PRACTICE SALE LAKE FOREST (Orange County). Retirement sale. Established general dental practice. Retail center. Low rent. 3 operatories. Broker - Charles Kim 800-416-2055.

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Vista 6 Ops. 1,500 Sq ft. 26 yrs. of Goodwill. Office Condo for sale also. Seller retiring. Located in Professional bldg. Ken Rubin Practice Sales (619) 299-6161.

When it Comes to the Sale

DENTAL PRACTICES FOR SALE

PRACTICES FOR SALE IN THE FOLLOWING AREAS: Burbank, Carson, Encino, Hawthorne, Huntington Beach, Lancaster, Long Beach, Los Angeles, Rancho Mirage, Santa Barbara, Simi Valley, Thousand Oaks, Valencia, Victorville, West Covina and Woodland Hills.

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.

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.

VALENCIA FEE FOR SERVICE PRACTICE FOR SALE: Practice with 25 years of goodwill has been relocated due to a fire to a brand new office. Exceptional facility with seven year old Adec equipment, Biolase laser, digital x-ray and full computerization. State of the art tenant improvements. Seller works four days per week with two and a half days of hygiene per week. Collections have been fairly stable at \$450,000/year. Retiring. Asking \$170,000.

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. - **PENDING**

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 \$120,000.

HUNTINGTON BEACH PRACTICE FOR SALE: Forty plus years of goodwill! Seller works three days per week and has six days of hygiene per week. Refers all endo, all oral surgery, all perio surgery and all ortho. Collects \$350,000 per year with an average net income of \$140,000 per year. Four equipped operatories with digital x-rays. Professional building location. Asking \$250,000. - **SOLD AT FULL PRICE**

HAWTHORNE PRACTICE FOR SALE: Practice currently collects \$250,000/year on one day per week. The practice has 5 equipped operatories with 3 additional operatories that are plumbed but not equipped. The practice is located in a free standing building on a corner on Hawthorne Blvd. with plenty of parking and excellent visibility. Seller wants a quick, smooth transaction. Asking just \$100,000. - **SOLD AT FULL PRICE**

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 4.5 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 \$799,000. - **SOLD**

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.

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Can Working Too Long Hurt the Value of My Practice?

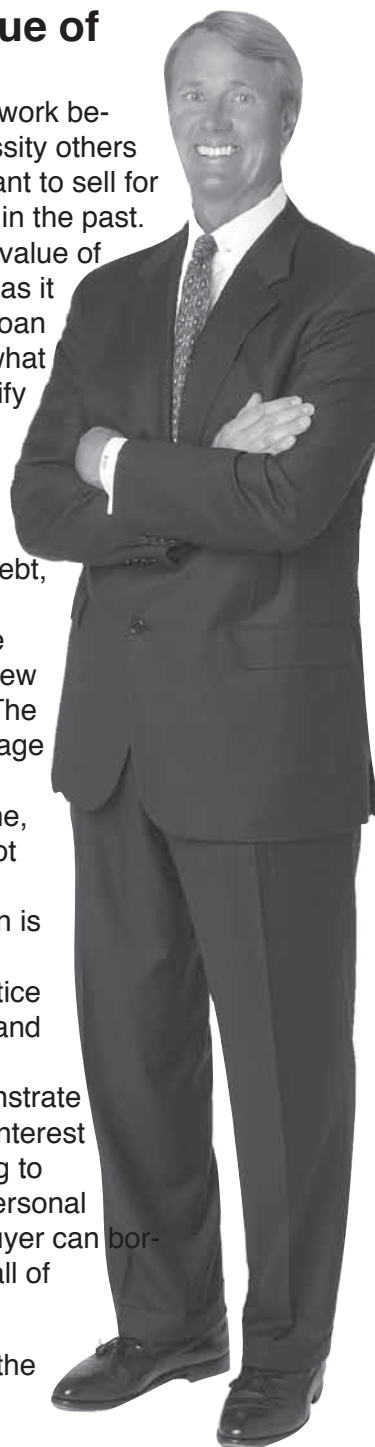
I frequently encounter dentists that have continued to work beyond the "traditional" retirement age, some out of necessity others because they absolutely love what they do, that now want to sell for what their practice may have been worth at some point in the past. The most difficult concept to convey to them is that the value of the practice is not based on the gross income as much as it is on the net income. Buyers must be able to secure a loan for the practice to be sold and that is intimately tied to what bankers refer to as the debt coverage ratio. Let me clarify this concern for you. Here are two examples:

Buyer #1 is married and the spouse earns \$120,000/year. The practice being purchased has a net income (profit to the owner) of \$200,000/year and is being sold for \$500,000 with a loan a 5.50%. The buyer's school debt, car payments, living expenses and home mortgage are \$8,000/month or \$96,000/year. The practice loan will be \$65,112/year. The buyer's household income with the new practice is \$320,000 and the annual debt is \$161,112. The debt coverage ratio is 1.99. Considering the debt coverage ration alone, **every bank would make that loan.**

For Buyer #2, everything about the practice is the same, however, now the buyer is married, but the spouse is not employed. Buyer #2's personal debt obligations are \$12,000/month and the interest rate on the practice loan is 8.00% or \$72,780/year. With the buyer's income of \$200,000/year and the buyer's debt, personal and practice loan, of \$216,780/year, the debt coverage ratio is 0.92 and **no lender will make that loan.**

The above examples may be extreme, but they demonstrate the impact that the buyer's income, personal debt and interest rates have on the ability of the buyer to secure financing to purchase a practice. As outside income declines and personal debt and interest rates rise, the loan amount that the buyer can borrow decreases. The same practice profit cannot cover all of the buyer's obligations.

It is complicated, but for a complete understanding of the financing requirements, call Kurt Skarin at Lee Skarin and Associates, Inc.



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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.

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 - New Listing! Gross ~\$190K

- Seller Retiring. Shopping Ctr.
- Excellent Visibility & Signage
- 4 Equipped Ops, ~1,200 sq.ft.

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 Fresno County, California

Coalinga - Freestanding Building

- Gross ~\$589K on 3-4 days/wk.
- Great Visibility. Busy Main Street
- Paperless office.
- 3 Eq. Ops, Approx. 1,200 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

Fullerton - SOLD!

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

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 Mill

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

Santa Ana - LOW RENT!

- Highly Visible Corner Office.
- Busy Street. High traffic
- 3 Eq. Ops, Approx. 1,100 sq.ft.

Santa Ana - Gross ~\$345K

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

Dental Practice for Sale 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

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.

Buy Two Practices Together Dental Practices for Sale in Rialto & Rancho Cucamonga

- 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 Eq 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 ~\$300K

- 3 days a week for past 3 years.
- Long established patients
- 4 Eq Ops + 1 Add'l plumbed

Modesto - Gross ~\$830K

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

Salinas - Gross ~\$243K

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

San Jose - Great Location

- Strip Mall. Busy Street.
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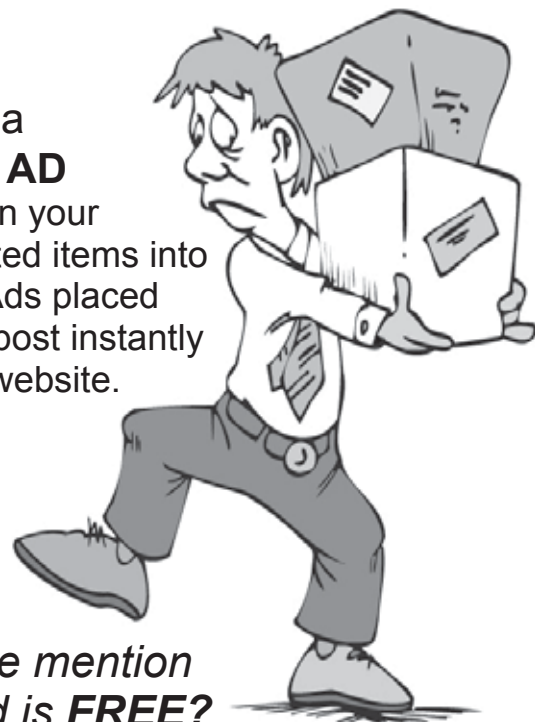
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BAKERSFIELD - The practice offers over 18 years of goodwill, and is a standing landmark known for its dental services. Located in a medical hub center for the city, the practice is across the street from the area's hospital, and conveniently located 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 operatories, 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 1/2 days/wk, 2 Associate 1 day/wk each. 100% patient referral. Grossed \$350,014 in 2014 and Projecting to do \$358,000 in 2015. Buyer's net of \$108K. Great potential for full time buyer. For more information, please contact your CPS Agent. **Property ID#5060.**

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.**

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 \$361K. Refers all specialty. Seller is moving out of state. Great opportunity. Please contact your CPS Agent for more details. **Property ID #5058.**

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 Dentrix software in a 2,250 sq ft suite. The seller is currently working 3.5 days/wk, Perio 1x/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 \$270K. Great practice. Please contact your CPS Agent for details. **Property ID #5079.**

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LOS ANGELES COUNTY LISTINGS

CANOGA PARK (GP) – Price Reduced – 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. Collecting approximately \$10K-\$15K/mo. 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 \$138K 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 \$527K for 2015. BUYER'S NET OF \$249K. 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 \$221K for 2015. Buyer's net of \$110K. 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.**

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.**



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N. HOLLYWOOD / TOLUCA LAKE – Well 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 \$1,253,074 for 2015. Great practice. Please contact your CPS Agent for more details. **Property ID #5081.**

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.**

RESEDA – Well established turn-key general practice with over 50 years of goodwill. This family practice is located in a single story free standing building with ample parking. It's on a major street of Reseda with lots of heavy traffic and excellent street visibility. The practice consists of 3 equipped operatories (stand up dentistry), sterilization/lab combo, dark room, and private office in a approximately 950 sq ft office. Not computerized. Has older equipment. Seller works 4 days/wk and sees approximately 8-20 patients/day. Income source is approximately 30% insurance, 30% cash, 10% Denti-cal and 30% capitation. Grossed approximately \$281K in 2014. Has monthly revenues of \$22K. Seller is retiring. Practice next to a residential community. Please contact your CPS Agent for more information. **Property ID #5017.**

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 \$19,000 per month on a part time schedule. Grossed approximately \$230K in 2014 and projecting approximately \$236K 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.**

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WHITTIER – Price Reduced!!! Leasehold Improvements and Equipment Only! This modern designed practice is located in a 4 story professional building across the street from a busy shopping center. The practice consists of 5 equipped operatories with 3 monitors w/ Netflix, lab room, lounge room, 3 X-ray room, 2 consultation room, 1 sterilization room and 1 private office in a approximately 2,250 sq ft suite. It's computerized with Open Dental software and digital X-ray (1 sensor). Operatories are plumbed for Nitrous Oxide. Has a long term lease. Networked with security cameras. Great started practice with a spa like atmosphere. Please contact your CPS Agent for more details. **Property ID #5053.**

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.**

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.**

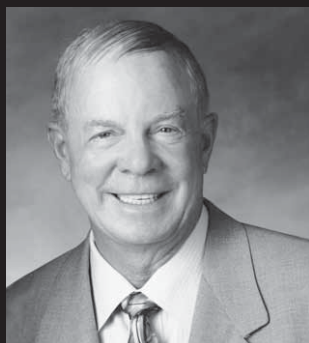
HUNTINGTON BEACH (GP / Turn-Key) - This practice has 42 years of goodwill and has been remotely run by an absentee owner from New York. It is located in a multi story professional building on a major boulevard with lots of heavy traffic. The practice consists of 4 equipped operatories in a 1,452 sq ft office. It's computerized with Practice Works and digital x-ray. Does minimal advertising. The Associate also being from New York, travels back and forth to New York. The practice needs an owner that can provide a consistent schedule to bring it back to the income level it has historically generated in the range of \$900,000 - \$1,000,000. Great opportunity. Please contact your CPS Agent for more details. **Property ID #5063.**

IRVINE - Leasehold Improvement and Equipment! This spacious well laid out office is located in a two story free standing building next to the Orange County Airport with easy freeway access. It consists of 10 equipped operatories, lab / sterilization room, lounge room, 2 reception areas, 1 Pano x-ray room, and private office in a 3,059 sq ft suite. The major equipment is new to 7.5 years old. This is great opportunity for another practice that has outgrown its location or is looking to expand. Seller is taking the patients to other 5 locations. Please contact your CPS Agents for more information. **Property ID #5030.**

IRVINE – Established approximately 30 years ago, this practice is located in a 2 story professional / medical building. Practice consists of 4 equipped operatories. Two operatories are plumbed for nitrous and oxide. It's computerized with JDent/Light Year software and digital x-ray (2 sensors). Seller is currently working 4 days/wk (part time) with 2.5 days/wk of hygiene. Income source: Insurance/Cash/Cap. Grossed approximately \$420K in 2014. BUYER'S NET OF \$128K. Please contact your CPS Agent for more details. **Property ID #5055.**

IRVINE - Leasehold Improvement and Equipment Only! This Pedit/Ortho/GP practice is located in the heart of Irvine on a professional medical building. It's next to a strip mall, Woodbridge Medical Center, Woodbridge Community Church, and Chabad of Irvine. The practice consists of 2 equipped operatories, 3 chairs in open bay and 2 plumbed not equipped in a 1,500 sq ft suite. Major equipment is approximately 10 years old. There is an incredible art work on the walls making it a perfect for a Pedodontist, though this versatile practice is, and was originally set up for a general practice. The Seller has done so well here that he is moving to a larger location. Please contact your CPS Agent for more details. **Property ID #5078.**

LAGUNA HILLS - Price Reduced!!! Modern designed General Practice with over 15 years of goodwill located in a 5 story medical / dental building. This practice consists of 2 equipped operatories, sterilization/lab combo room and private office (plumbed) in a 1,107 sq ft suite. It's computerized with EagleSoft software and digital x-ray. Seller is currently working 2-3 days/wk and sees approximately 20-25 new patients/mo. Ins/Cash/Cap (~\$500/mo). Grossed approximately \$319,024 in 2014. Buyer's net of \$101K. Seller will be focusing on family. Please contact your CPS Agent for more information. Great opportunity. **Property ID #5033.**



CALIFORNIA

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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, & Dentrix Software. PPO & Cash Practice. Collected approx. \$819,750 in 2014 w/ a Buyer's Net of \$252K. 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 Dentrix software in a 2,250 sq ft suite. The seller is currently working 3.5 days/wk, Perio 1x/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 \$270K. Great practice. Please contact your CPS Agent for details. **Property ID #5079.**

SAN JUAN CAPISTRANO (GP) – This well established Turn-Key general practice located in 2 story professional building. Excellent location with great street visibility. Close to the center of the community. Well designed, modern office. Practice consists of 4 equipped operatories and 3 plumbed in a 1,947 sq ft suite. Seller is currently working 3 days/wk and sees approximately 20 new patients/mo. Insurance/Cash/Some HMO. No advertising. 100% patient referral. It's computerized with EZ Dental and digital X-ray (3 sensors). Grossed approximately \$241K in 2014. Please contact your CPS Agent for more details. **Property ID #5052.**

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 3 days/wk of hygiene. Insurance and cash only. Does minimal advertising. Remodeled the office in Feb 2014. Has monthly revenues of \$44K. BUYER'S NET OF \$119,285. 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 \$360K 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 \$528K for 2015. Buyer's net of \$154K. Please contact your CPS Agent for more information. **Property ID #5061.**

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Tony Frechette, V.P.

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 \$361K. 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.**

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 \$335K for 2015. Buyer's net of \$86K. Great practice. Please contact your CPS Agent for more details. **Property ID #5023.**

OCEANSIDE – 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 \$358K 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 \$197K for 2015. Seller will be retiring. Great opportunity. 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 \$1,904,167 for 2015. NET OF \$397K. Great practice. Please contact your CPS Agent for more details. **Property ID #5072.**

KERN, SAN LUIS OBISPO & VENTURA COUNTY

BAKERSFIELD - 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 operatories, 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 \$358,000 in 2015. Buyer's net of \$108K. Great potential for full time buyer. For more information, please contact your CPS Agent. **Property ID#5060.**



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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 8 days/wk of hygiene. Sees approximately 60 patients/mo. Insurance and cash only. The practice consists of 6 equipped operatories, 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 \$95K. Buyer's net of \$370K. 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 operatories 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.**

VENTURA (GP) - This practice has 36 years of goodwill located in a 2 story professional building (1st floor w/ direct access). Modern designed practice with 4 fully equipped operatories in a 1,862 (+ free bonus room) sq ft suite. Every operatory has dual monitors and lights suspended from above making the operatories even more spacious than they already are. Each operatory has floor to ceiling windows for plenty of natural light with adjustable shades. Computerized with Dentrax software and digital x-ray. Equipment is approximately 2-15 years old. Seller is currently working 4 days/wk with 3 days/wk of hygiene. See approximately 14-16 patients/day. Insurance and cash only. Grossed approximately \$423K in 2014 with monthly revenues of \$35K. **BUYER'S NET OF \$92K.** Great practice. Please contact your CPS Agent for more information. **Property ID #5039.**

SPECIALTY OFFICE LISTINGS

ALISO VIEJO (Pedo) – With over 20 years of goodwill this practice is located in a two story medical / dental professional building with free ample parking lot. Seller currently works 4 days/wk and sees approximately 10-15 new patients/mo. There is some HMO. Minimal advertizing. Practice consists of 3 chairs in open bay with large window views, 1 plumbed not equipped op, lounge room, video game room, storage room, x-ray room, quiet room, sterilization room and private office in a 2,093 sq ft suite. It's computerized with SoftDent software with digital x-ray. Major equipment is new to older. Grossed \$325,972 in 2014 and Projecting \$380K for 2015. **BUYER'S NET OF \$150K.** Great practice. Nice staff. Kid friendly. Please contact your CPS Agent for more details. **Property ID #5031.**

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 operatory, 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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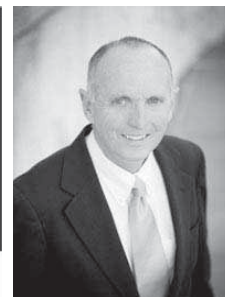
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premier location, five (5) treatment
rooms, 1,500 sq ft, seller retiring,
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Asking \$595,000

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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
Asking \$1,300,000

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Fee-for-Service
Restorative Practice
Beautiful Contemporary Office in
Great Location
All Digital with Cone Beam
2014 Gross Revenues \$1,629,000
Asking Price: \$1,198,000

PERIODONTAL Practice #1092

San Francisco Bay Area, all digital,
annual profit over 55%,
2014 Gross over \$1,600,000
Asking \$700,000

Sonoma County #1101

General Dental Practice and Building
2415 Square Foot Digital Suite
Eight Days/Week Hygiene
Projected 2015 Gross \$1,603,00
Practice asking Price \$1,150,000

North Los Angeles County #1097

General esthetic and restorative practice,
turn-key, nine treatment rooms, all digital,
seller retiring. 2014 revenues \$1,708,000
Asking \$1,275,000

Fresno County #1091

Outstanding general dental practice and
dental building for sale, approx. 2,400 sq ft.,
six (6) treatment rooms, practice fully
equipped with digital x-ray equipment, seller
retiring, practice gross in 2014 \$535,000.
**Asking \$347,500 for Practice
Asking \$695,000 for Building**

San Diego County #1093

Fee-for-Service restorative practice, shopping
center location, five (5) treatment rooms,
seller retiring, digital x-ray, laser, and intraoral
cameras, 2014 revenues \$531,260
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Beach Location, 1,100 sq. ft., over 40 years
goodwill, seller owned building great lease,
2014 revenues 524,000
Asking \$385,000



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(4) eq. chairs in an open bay, (2) eq. treatment rooms, & (1) exam chair in a private office for consultations in a 1,800 sq. ft. suite located in a two story professional building. Estab-

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You are smart to worry, that 40 page addition likely equates to more money out of your wallet. Many dentists do not fully appreciate the risks contained in some Lease Agreements. As with any other legal contracts, Lease Agreements should be carefully **reviewed and negotiated** before signing. Many provisions have complex legal ramifications that simply cannot be understood by those with no formal legal training. For example, the legal definition of what can be included as "capital" or "common area" expense can have a significant impact on how much rent you might be responsible for in addition to the monthly base rent. A "recapture" clause can entitle a landlord to take back the premises when you seek the landlord's approval to assign the lease agreement to a future buyer. Renewal options that are "personal to the tenant" can prevent you from transferring the lease agreement with the remaining options to a future buyer of your practice, making it impossible to sell your practice. Many practices are wrapped up in REITs leases (Real Estate Investment Trusts) that are so long and onerous, you should never sign them.

This is why wise doctors engage an attorney to review and negotiate the Lease Agreement. Once you have signed the agreement and become a tenant, it is still wise to have an attorney review and negotiate the lease agreement as it comes close to the renewal period. Everything is negotiable and you can save thousands of dollars by countering with fair & equitable terms. The commercial real estate market remains soft, there's a FOR LEASE sign on nearly every building in every city so no...you don't have to accept the renewal the landlord hands you. It's just a first offer.

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SOUTHERN CALIFORNIA

ANAHEIM HILLS – General Dentistry Practice with 4 Operatories has been established for 34 years. The practice utilizes Dentrrix 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 Dentrrix, Dexis digital x-rays, and a Pano. This is a PPO/FFS practice. #CA299-Thinh 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 **SOLD** 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.

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 Dentrrix 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 beach-side 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 \$1.1MM+. #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 – *NEW LISTING* – 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 – *NEW LISTING* – General Dentistry Practice with 7 Ops in 3,000 sq. ft. Practice features Dentrrix, digital x-rays, and Pano. 30 years of goodwill. 4½ days of hygiene per week. PPO and 2 HMO plans accepted. #CA283 – Kerri McCullough - 949-300-0312.

INLAND EMPIRE – *NEW LISTING* – 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 – Thinh Tran – 949-533-8308.

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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.

LOS ANGELES – Endodontic Practice – This Endo practice with 4 Operatories has been established for over 30 years and utilizes Easy Dental and a Cone Beam. Practice's Gross Receipts for 2014 were \$360K on 21 hours per week. #CA259- Kerri McCullough - 949-300-0312.

NORTH ORANGE COUNTY – This General Dentistry practice with 4 Operatories features a beautiful design in a great location near freeway and shopping. Practice features PracticeWorks software with 8 newer workstations, an intra-oral camera, and digital x-rays. Practice has been established for 35 years in this family community. The Gross Receipts were \$360K in 2014. Seller is moving. #CA234- Jaci Hardison - 714-318-4911.

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- Kerri McCullough - 949-300-0312.

PASADENA AREA – NEW LISTING – General Dentistry practice with 3 Operatories, Dentrix, Dexis Digital X-rays, and a CEREC. The practice has been established for 50+ years. #CA283- 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- Tinh Tran - 949-533-8308.

SOUTH ORANGE COUNTY – Pediatric Dentistry – This Pedit 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- Tinh 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 Dentrix, 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- Tinh 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 **SOLD** 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 Dentrix 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 3 1/2 days of hygiene, and Dentrix Software. \$493K 2013 Gross Receipts, seller is retiring. #CA109- Russ Okihara - 619-694-7077.

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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 Dentrax, and Digital X-Rays. The 2014 Gross Receipts were \$1.7MM. Seller is relocating. #CA231- In Escrow. 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.

ESCONDIDO – NEW LISTING – 4 Operatories, 3 Chairs, located in Central Escondido. Doctor is retiring. 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. 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 Dentrax, and Digital X-Rays. Practice is located in a highly desirable and convenient location. The owner is relocating. 2014 Gross Receipts of \$530K with \$228K Adj. Net. #CA253- Russ Okihara - 619-694-7077.

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

SANTEE – This General Dentistry practice is a PPO/Fee for Service office with 6 Operatories and is located in a shopping center with great retail anchors. The practice features Dentrax software and Digital x-Rays. \$780K Gross Receipts in 2014. High-volume practice with 7 days of hygiene per week, and long-term staff. The Dentist is retiring. #CA228 - In Escrow. Russ 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 Dentrax and Digital Pano. This is a PPO and Fee for Service practice with 2014 Gross Receipts of \$526K. #CA206- Russ Okihara - 619-694-7077.

OUTSIDE OF CALIFORNIA

MAUI, HAWAII – General Dentistry practice with Gross Receipts of \$636K. Office has 4 Operatories in a 1,198 sq. ft. suite and features a Pano, Laser, Intra-oral camera, Fiber Optics, and 2½ days of hygiene. The owner is retiring. Don't miss the opportunity to live and work in paradise. #20101- Russ Okihara - 619-694-7077.

MAUI, HAWAII – NEW LISTING – General Dentistry. Spacious layout, 7 Ops, 5 equipped. Lots of Goodwill, Computerized, FFS/PPO with a Modern design and CEREC. Excellent Location on the beautiful island of Maui. 2014 GR over \$1.4MM. #HI101-Russell Okihara - 619-694-7077.

HONOLULU, HAWAII – NEW LISTING – Modern General Dentistry Practice with 3 Ops. Practice is computerized with Dentrax, and digital X-rays. FFS/PPO, excellent opportunity. #HI100-Russell Okihara - 619-694-7077.

NORTHERN CALIFORNIA

CASTRO VALLEY - General Dentistry - Practice & Building, 1,800 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 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 Practice. 1,500 sq. ft., 5 Ops (4 equipped), Dexis, Dentrax. #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 sq. ft. w/6 Ops, Dentrax. Combined 2013 GR of \$1.1MM. #CA237 - Thomas Wagner - 916-812-3255.

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

MARIN COUNTY – Mill Valley 1,260 sq. ft. 3 Ops, 1 add'l plumbed. Dentrax, 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.

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.

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

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

NORTHERN CALIFORNIA – Perio Practice, Partnership Position. 6 Ops, 1,500 Sq. Ft. Dentrix. 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 a leased space with <1,000 sq. ft., PPO practice, 2 days hygiene, digital x-rays & Easy Dental software. #CA266-Thomas Wagner - 916-812-3255.

OROVILLE – General Practice. 1,000 sq. ft., remodeled 2010. Dentrix & Dentrix 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 shared office w/1,600 sq. ft. GR\$453K. #CA217 Jim Engel - 925-330-2207.

PITTSBURG – General Dentistry- 3 year avg. GR of \$236K. 5 Ops in 1,400 sq. ft. with Pano. #CA133- 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 – 7 equip Ops in 2,400 sq. ft., 1 add'l Op plumbed. Pano, Softdent, Digital. 2014 GR \$626K+. #CA250-Thomas Wagner - 916-812-3255

SACRAMENTO – Practice and Condominium. 1,300 sq. ft. office, 4 Ops. 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 – PPO practice, 8 Ops in 3,700 sq. ft. Owner retiring. #CA238-Thomas Wagner - 916-812-3255.

SAN FRANCISCO – General Dentistry. 3 Ops, 2 Equipped, 780 Sq. Ft. 2013 GR \$854K. #CA191-Dennis Hoover - 209-605-9039.

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

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.

SOLONO COUNTY – General Practice: 1,350 sq. ft., 4 Ops. Intra-Oral, Digital, Pano, and Dentrix. 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, Dexis, Pano, Laser, Easy Dental. 2014 GR were \$581K #CA249 -Thomas Wagner - 916-812-3255.

WALNUT CREEK – Prosth Practice. 3 Ops, Full Lab. 2014 GR \$399K w/Adj. Net \$143K. #CAM540- Jim Engel - 925-330-2207.

CENTRAL CALIFORNIA

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

FRESNO - General Dentistry Partnership. 2013 Partnership GR \$4.7M. Selling Partner 2013 Net Inc \$368K. #CA196-Dennis Hoover - 209-605-9039.

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

FRESNO – 5 Ops, 4 equipped, 1,400 sq. ft. w/Pano, Dentrix, all digital. 3 years GR averaging \$409K. Offered to sell. #CA243 - Jim Engel - 925-330-2207.

KINGS COUNTY – *NEW LISTING* - 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., Dentrix 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 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 \$1.7M. 10 days hygiene. Owner moving out of state. #CA273- Dennis Hoover - 209-605-9039.

TUOLUMNE COUNTY - General Practice & Bldg. 2,000 Sq. Ft. 2013 GR \$1MM+ #CA199- Dennis Hoover - 209-605-9039.

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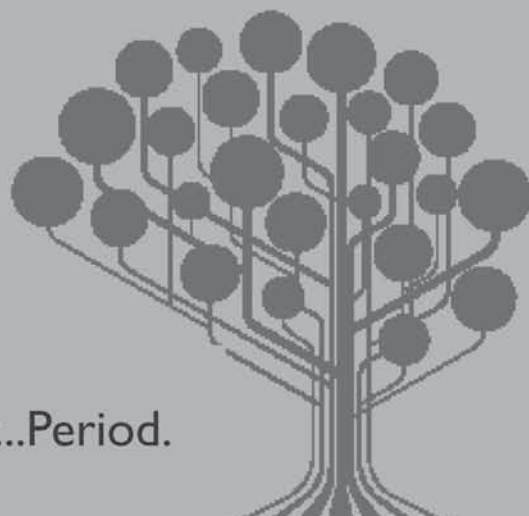
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