

# THE Dental Trader

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So. Calif. Edition

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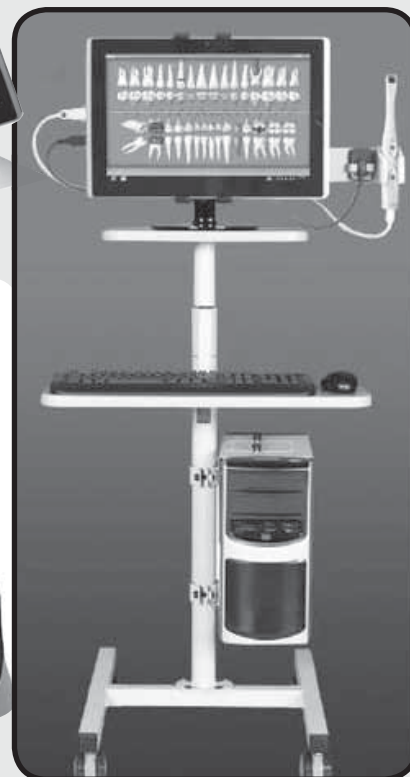
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### KERN COUNTY

**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. **[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. Dentrux (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. **Bring All Offers!**

### 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 and networked. **[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 Gross Collections approx. \$280K part time. Growth potential. Seller refers all specialities and does little advertising. Seller retiring but will assist with Transition. **See Inside Back Cover of This Issue for More Details.** **[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]**

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**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.

### 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 approx. \$125K+ part time. Cash/Ins/PPO pts. Low overhead office. Excellent growth potential. Seller does no advertising. Priced below build out cost. Seller retiring.

**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. **[NEW]**

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**Dentist for associate** position in North San Diego Coastal Practice. Requires excellent patient communication skills, ethical and high standards, creative and passionate about cosmetic dentistry with outstanding skills in creating lifelike restorations (posterior and anterior) with composite and new resin technology. Send resume to insurlinda@gmail.com.

**LA K-town** area office for sale, approx 2K sq ft., 3 operatories, fully digital, remodeled interior, gross prod 400K, asking \$260K. joyeuna72@hotmail.com.

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**MONTEBELLO** (4) op comput. G.P. for sale. (2) ops eqt'd. Located in a large busy Shop. Ctr. Gross Collections \$200K/yr p.t. Cash/Ins/PPO pts. Office receives many walk-ins. Seller retiring. D&M Practice Sales 818.591.1401.

**Is it the right time** to list your practice? Find out from Dr. Russell Okihara, Henry Schein PPT 619-694-7077.

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**Northridge dental** practice seeking a dental assistant to work 2 Saturdays per month 7:30am to 2pm. contact [Joseph@northridgedentalgroup.com](mailto:Joseph@northridgedentalgroup.com).

**Schick CDR** digital Panorex for sale. 2009 model. Excellent condition. Upgrading to CT. Make offer! 805-644-5619, [nathanshapiro@sbcglobal.net](mailto:nathanshapiro@sbcglobal.net).





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

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**Thomas Sudhijo, DMD** (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every step. Call Jeng & Associates 714-858-0536.

**All County** was great throughout my entire const. Project. Couldn't have been any smoother. Dr. D Ghorab. 714-240-7179.

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**LOS ANGELES:** Long-estab Holistic Private Practice. Beautiful Office. Low Overhead

**ONTARIO:** Modern. Shopping Center. Revenues Over \$600k. Private Practice

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

**SAN DIEGO:** 6 Ops. Revenues over \$700k annually. Qualified Buyers Only !

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**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.

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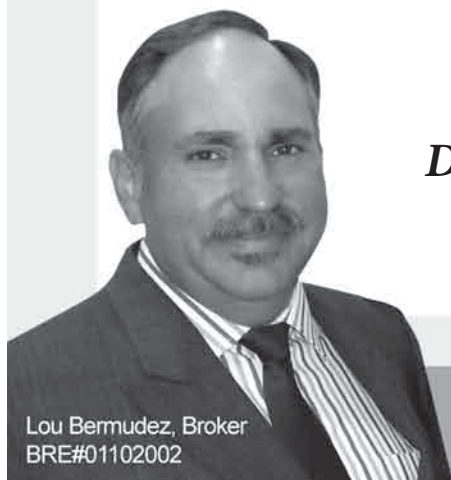
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**NEW! Rancho Bernardo:** 5 ops. 27 years Goodwill. Located in a Professional Complex. Freeway close.

**NEW! Periodontic Practice:** San Diego – 4 ops. Very Well established. More details provided upon request.

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

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# Practices for Sale

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## 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.

## 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

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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

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**ORANGE FEE FOR SERVICE PRACTICE FOR SALE:** High percentage net income practice consistently collects \$295,000/year with a net income of \$180,000 or 61%! Seller works 3 ten-hour days per week and refers endo, oral surgery, perio, pedo, implant placement and ortho. Four operatories of six year old equipment in a class A professional building. Seller is retiring. Asking \$230,000.

**NORTHRIDGE GENERAL PRACTICE FOR SALE:** Over 25 years of goodwill in the same location. Prime, growing, upper middle income area of Northridge. Seller collects over \$700,000 per year and nets over \$275,000 per year. Seller works four days a week and has three days of hygiene per week. Refers all endo, all oral surgery, most removable, most perio and all ortho. Seller works no evenings or weekends and does no advertising. The practice does not accept HMO or Denti-Cal patients. Asking \$600,000. – **PENDING AT FULL PRICE**

**SANTA BARBARA FEE FOR SERVICE PRACTICE FOR SALE:** Very stable history of collections for the past four years with less than \$5,000 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 \$600,000.

**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 operatory 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. – **SOLD 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 operatory 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! Make offer! 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.

**SIMI VALLEY GENERAL PRACTICE FOR SALE:** Collected over \$525,000 in the past twelve months with a net income of \$225,000/year. 3 days of hygiene per week. 50% PPO and 50% HMO patients. 4 operatory office with digital x-rays. Retail building with great visibility on Los Angeles Avenue. Asking \$399,000.

**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.

**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 operatory 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. – **SOLD AT FULL PRICE**

**BURBANK GENERAL PRACTICE FOR SALE:** Collects \$195,000 on 4 days per week with no marketing, no HMO, and no Denti-Cal. Seller refers all molar endo, all perio surgery, most oral surgery and all ortho. Three equipped operatories in a one-story retail building with excellent visibility. Asking \$145,000. – **PENDING AT FULL PRICE**



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#### **Gardena - Busy Intersections**

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

#### **Hawthorne - Shopping Plaza!**

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

#### **Long Beach - Busy retail center**

- Perfect location for a Starter Practice. Affordable Rent.
- 3 Ops + 1 plumbed, ~1,000 sf

#### **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.

#### **S. Pasadena - Seller Retiring!**

- Projected Gross 2015 ~\$445K
- General Practice located in Medical Bldg. on main street.
- PPO/FFS. No HMO.
- 4 Equipped Ops, ~1,100 sq. ft.

#### **Torrance - Gross ~\$330K**

- Digital Office located in Shopping Plaza on Main Street.
- PPO/FFS. No HMO. No Dental.
- 2 Eq. Ops + 1 plumbed, ~1,100 sf

#### **Valencia - Gorgeously Design**

- Real Estate & Practice for Sale
- **2015 ~\$830K**
- State of the Art Practice
- 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 Dental. ~2,392 sq.ft.
- 5 Eq Ops + 2 Add't Plumbed

### Dental Practice for Sale Riverside County, CA

#### **Corona - Retail Shopping Ctr!**

- Gross ~\$285K.
- Main Street Visibility & Signage
- 5 Equipped Ops, ~1,100 sq.ft.

#### **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

#### **Fontana - Main Street!**

- Highly visible retail shopping center. Off the 10 Freeway.
- Affordable Rent! ~1,350 sq.ft.
- 3 Eq. Ops + 1 Add't Plumbed,

#### **Ontario - Seller Retiring!**

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

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- **Rancho:** ~2,100 sq.ft., 5 Ops.

### 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.

#### **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**

- Starter Practice in Strip Mall.
- Highly visibility on busy street.
- 3 Eq. Ops, Approx. 1,040 sq.ft.

### Dental Practice for Sale Fresno County, California

#### **Coalinga - Freestanding Building**

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**B**rian joined Integrity Practice Sales with 20+ years of customer service and sales experience. He has worked as an insurance sales and customer service representative with Auto Club and Farmers Insurance. He also has much experience financial advising with Morgan Stanley.

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**J**ack has been in the dental business for almost 20 years. Specializing in dental technology and equipment with major focus was practice management software, he has worked for the two major dental supply houses and is now excited to be working with Integrity Practice Sales.

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**A** 3rd generation San Diego native, Linda's entire career has been dedicated to dentistry. Years of success in sales and consulting for orthodontic manufacturers brought her to serve as VP of Corporate Sales with Lancer Orthodontics prior to acquiring her California real estate license.

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**C**raig has been continually involved in the real estate industry since 1979. His real estate background is diverse, working in the commercial real estate field and all aspects of leasing, sales, finance, development, construction, design and project management.

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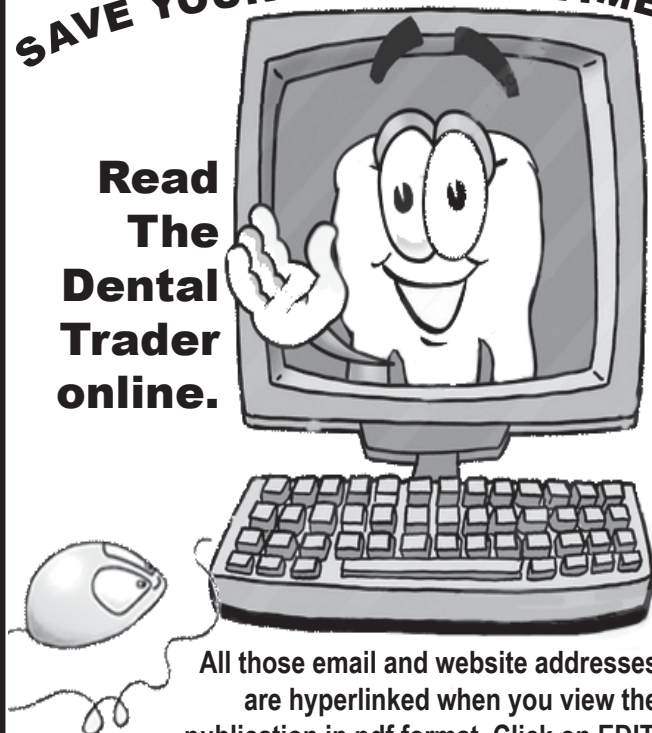
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**HUNTINGTON PARK (GP)** – Well established general practice with approximately 30 years of goodwill located in a one story strip shopping center. Practice consists of 3 equipped operatories in a approximately 860 sq ft office. Seller is currently 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 \$215,522 for 2015. **Buyer's net of \$108K**. 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** – 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 Dentrux 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. Grossed approximately \$3.3M in 2015. Great practice. **BUYER'S NET OF \$977K**. Please contact your CPS Agent for more details. **Property ID #5090.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Robert A. Palumbo, Executive V.P/Partner

**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 day/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 Dentrux 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 \$452K for 2015. Buyer's net of \$110K. Seller has 2 other offices. Great opportunity. Please contact your CPS Agent for more details. **Property ID #5089.**

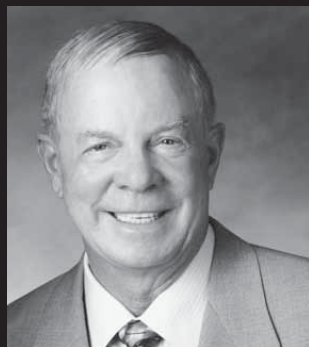
**NORWALK - Price Reduced!!** With over 65 Years of Goodwill, this practice is well known in the local community. It is also a corner location, right off of the 5 freeway. Currently while only operating on 1 day a week, it is still driving good numbers. Practice consists of 3 equipped operatories and 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 forth operator. Projecting approximately \$271K for 2015. Please contact your CPS Agent for more details. **Property ID # 5026.**

**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.**

**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 \$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 \$290K for 2015. **BUYER'S NET OF \$90K.** Great office. Please contact your CPS Agent for more details. **Property ID #4477.**





John W. Knipf, President

# CALIFORNIA

## Specializing in the Selling

**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 town-homes 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 computerized with Dentrax 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 free-way 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 Dentrax 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 \$480K for 2015. **Buyer's Net of \$198K** 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.**

**MISSION VIEJO** - Leasehold Improvements and Equipment Only! Great opportunity for a first time buyer to build their dream practice or buy an additional office. This beautiful modern designed practice consists of 3 equipped operatories and 1 plumbed not equipped in a 1,254 sq ft suite. The office is located in a two story medical / dental building. The major equipment is approximately 2 years old. Good lease for the area. Please contact your CPS Agent for more details. **Property ID #5095.**

**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 \$663,189 for 2015 with a **Buyer's Net of \$140,982.** Great practice. Please contact your CPS Agent for more details. **Property #5086.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



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, & Dentrix 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 + Building!** 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. 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 \$521,896 for 2015. **NET OF \$220,164**. 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 \$43K. **BUYER'S NET OF \$164,019**. 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.**



Fred Vuittonet, V.P.

# CALIFORNIA

## Specializing in the Selling

**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. Projecting \$496K for 2015. **Buyer's net of \$193K.** Please contact your CPS Agent for more information. **Property ID #5061.**

**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 \$298K. 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 \$382,938 for 2015. **BUYER'S NET OF \$135K.** 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 \$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 Dentrux 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 \$184K 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 2,000 sq ft suite. Computerized with Practice Work software and digital x-ray. Grossed \$1,982,000 in 2014 and Projecting \$1,847,381 for 2015. **NET OF \$357K.** Great practice. Please contact your CPS Agent for more details. **Property ID #5072.**



# PRACTICE SALES, INC.

## and Appraising of Dental Practices



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 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 \$367,641 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 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 a 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.**

### 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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**Robert A. Palumbo:** [rpalumbo@calpracticesales.com](mailto:rpalumbo@calpracticesales.com)

#### BUYER'S:

DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

**Alice King:** [aking@calpracticesales.com](mailto:aking@calpracticesales.com)

**Tony Frechette:** [tfrechette@calpracticesales.com](mailto:tfrechette@calpracticesales.com)

**Dan Parnell:** [dparnell@calpracticesales.com](mailto:dparnell@calpracticesales.com)

**Fred Vuittonet:** [fvuittonet@calpracticesales.com](mailto:fvuittonet@calpracticesales.com)

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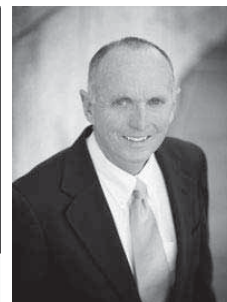
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## Premium Practice Listings

### Los Angeles Area PERIO #1090

Outstanding periodontal practice in a premier location, five (5) treatment rooms, 1,500 sq ft, seller retiring, projected gross for 2015 over \$1 million.

**Asking \$595,000**

### PERIODONTAL Practice #1092

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

**Asking \$700,000**

### North Central Los Angeles #1100

Restorative cash fee-for-service practice, contemporary suite/ all digital, 2015 Projected revenues over \$770,000

**Asking \$575,000**

### Placer County #1073

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**

### Sonoma County #1101

**General Dental Practice and Building**  
 2,415 Square Foot Digital Suite  
 Five (5) treatment rooms  
 Eight Days/Week Hygiene  
 Projected 2015 Gross \$1,603,000  
**Practice asking Price \$1,150,000**

### Fresno County #1091

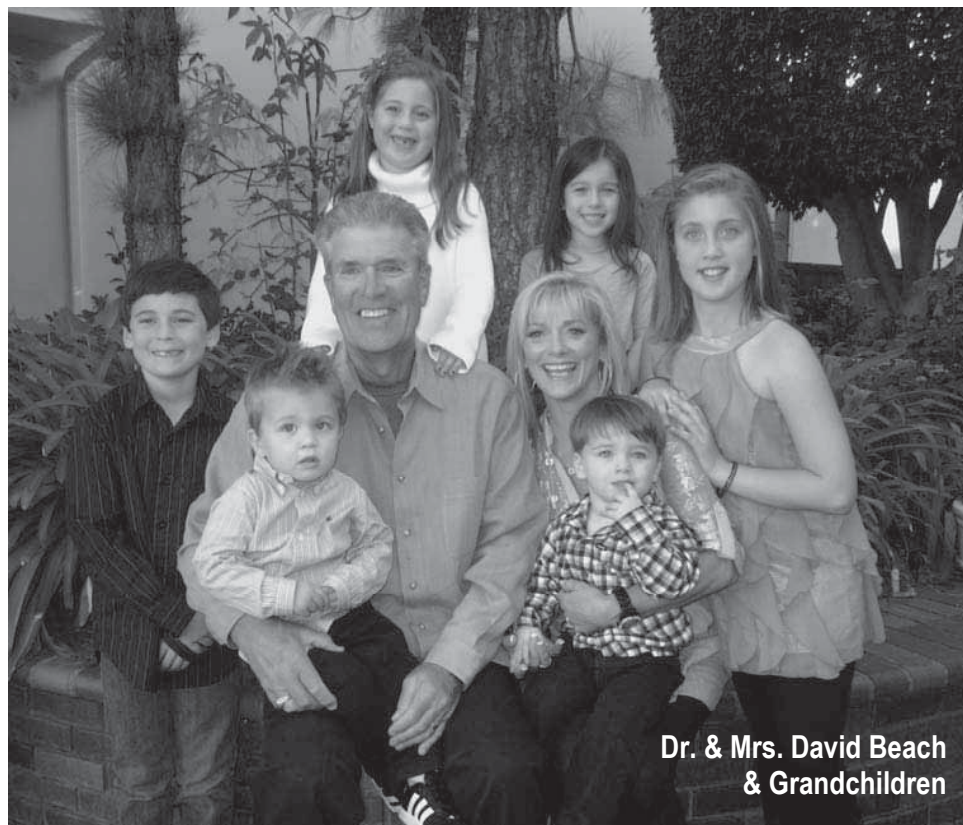
Outstanding general dental practice and dental building for sale, approx. 2,400 sq ft., six (6) treatment rooms, practice fully equipped with digital x-ray equipment, seller retiring, practice gross in 2014 \$535,000.

**Asking \$347,500 for Practice  
 Asking \$695,000 for Building**

### 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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**CHULA VISTA EAST** General Practice. 3 Ops, Est. for 19 years, 2 days of Hyg/week. HSPPT-Russell Okihara-619-694-7077 #CA304.

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### SOUTHERN CALIFORNIA

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

**BAKERSFIELD** – General Dentistry practice with 4 operatories features Dentrix, Dexis digital x-rays, and a Pano. This is a PPO/FFS practice. **SOLD** #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 Receipts were \$276K in 2014 and the office has been established for 10+ years. **SOLD** 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- 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, Dentrix, 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 Dentrix 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.

**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 \$1.1M+. #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 Dentrix, 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 – Thinh 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 Thinh 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- In Escrow. Kerri McCullough - 949-300-0312.

**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 15 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.

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**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- Thanh Tran - 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-Thanh 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- Thanh 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 good will with loyal, long-term staff and 4 days of hygiene per week. 2014 Gross Receipts of \$856K with \$271K Adjusted Net. #CA244- Thanh 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.

**VALENCIA-NEW LISTING:** This quality-driven 9 Operatory practice is available in a prestigious building in Valencia. All equipment is state-of-the-art, including massage chairs, Dentrrix, Dexis, Digital Pano, and New server and workstations. 2014 Gross Receipts of \$1.7M+. 8½ days of hygiene per week. #CA315-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** – 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.

**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 Operatory 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.

**ESCONDIDO** - 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.

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## DENTAL PRACTICE BROKERAGE

*Making your transition a reality.*

**LA JOLLA** – 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 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 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 - NEW LISTING** – General Dentistry Practice with 4 Operatories in a modern and spacious layout. This is a PPO/FFS office featuring EagleSoft, Digital X-rays. Both the practice & building are for sale. 2015 Gross Receipts of over \$335K. #CA313- Russell Okihara - 619-694-7077.

**SOUTH BAY AREA, SAN DIEGO** – 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 Dentrux 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:* Beautiful and Modern, 5 Op General Practice, FFS/PPO, Spacious and well-appointed, Computerized with Scan X Digital X-Rays, Digital Pano. All Endo, Implant Placement and Most Surgeries Referred. Seller Retiring due to Health. #CA308- Russell Okihara - 619-694-7077.

### 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 Dentrux, 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 Dentrux, 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, Ceph, and Pano. Av. GR last 3 years \$450K. #CA294-Dennis Hoover - 209-605-9039.

**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 Digital 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 \$123,000 - General Practice + Bldg. 7 Ops. 2,524 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, Dentrux. #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, Dentrux. 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, Dentrux 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. Dentrux, 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.

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

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**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.

**NORTH SACRAMENTO** – General Practice & condo for sale. 2500 sq. ft., 5 Ops, Dexis Digital X-ray, Pano, Laser, Dentrix. 2014 GR \$673K. #CA305-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 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, Dentrix 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. 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 **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% overhead. 5 Ops in 1,400 sq. ft. with Pano. **SOLD** #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.

**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** w/Adj. Net \$143K. 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. Dentrix 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** – 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 camera **SOLD** 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 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 **SOLD** 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.

**WATSONVILLE**- **NEW LISTING**: Practice & Building. 1,325 sq. ft. condo w/4 ops, Fiber Optics, Intra-Oral, Digital X-rays. Av. GR of \$450K on owner 3.5 days/week. Owner is retiring. #CA314-Dennis Hoover-209-605-9039.

**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. Dentrix, Digital. Paperless, Intra-Oral Camera, Laser. #CA208-Kerri McCullough - 949-300-0312.

**FRESNO** – General Practice. 4 Ops, 1,739 Sq. Ft. CEREC, 61% **SOLD** adj. 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., 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 **SOLD** X-ray, Softdent software. 2014 GR \$573K+. #CA275 - Jim Engel - 925-330-2207.

**TULARE** - 2,300 sq. ft. free-standing office w/5 Ops. 2014 GR **SOLD** \$1M. 10 days hygiene. Owner moving out of state. #CA273- Dennis Hoover - 209-605-9039.

**TUOLUMNE COUNTY** - General Practice & Bldg. 6 Ops, 2,000 sq. ft. **SOLD** 2013 GR \$1MM+ #CA199- Dennis Hoover - 209-605-9039.

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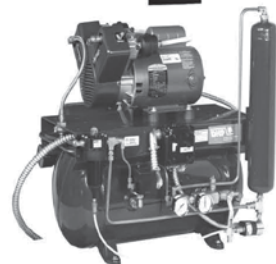
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**Dental Assistants needed** in Whittier for high volume children's dentistry. Full time + benefits. Send resume to dtresume@cdgdental.com.

**RETIRED DENTIST** offering over 38 years of Goodwill. Condo suite for sale Inland Empire. (951) 309-3196 Broker ID #1049085.

**WHITTIER** General Practice. 4 Ops, 3 Equipped Est. 50+ years, Professional building, Digital, most specialty work referred out- room to grow. HSPPT-Kerri McCullough 949-566-3056 #CA276.

**DENTAL PRACTICES WANTED** in Riverside, Inland Empire. Good location. 5+ operators. Sellers call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfm.com | LCFPracticeSales.com.

**Part time ENDODONTIST** Needed in SAN DIEGO GP practice. 1-2 days per month. Excellent Compensation. Call 619-342-6070.

**SAN BERNARDINO** 7 Exam rooms. 3 Suites. RE available. Remodeled (ID#76577) Contact Maria 877-778-2020 or maria@practiceconcepts.com.

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**WEST COVINA PRACTICE** AND BUILDING FOR SALE- High quality, retiring Dr. does all facets of dentistry including some ortho and implant. 35 years goodwill - Grosses over \$800,00 on 3 1/2 days/week - 5 operators in 1700 sq ft - very modern, includes Cerec - Building 3300 sq ft on 13,000sq ft lot with own parking lot - Thomas & Fees Practice Sales (714) 544-4341.

**MURRIETA** (5) op comput. G.P. for sale. (4) ops eq't'd. Located in a condo which is also available. Cash/PPO pts. 2015 Gross Collections approx. \$400K. Seller is giving up private practice for a Govt. position. Motivated! D&M Practice Sales 818.591.1401.

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## Current Listings

### SOUTH RIVERSIDE COUNTY PRACTICE

(6) treatment rooms in a state of the art, spacious suite located in a busy shopping center w/ excellent exposure/ signage. Established practice attracting approx. 60+ new patients/mo. 80% Insurance & 20% Cash. Steady Collections of \$1.2 M for the past 2 years and Projecting approx. \$1.3 M for 2015. **Price Reduced - Buyer's Net over \$390,000.**

### HUNTINGTON PARK PRACTICE W/REAL ESTATE FOR SALE



(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.

tained property with good curb appeal. Projecting approx. \$645,057 for 2015.

### RANCHO CUCAMONGA PRACTICE

(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 Rossmore. 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.**

### NEWPORT BEACH PRACTICE – NEW LISTING



(3) treatment rooms & (2) plumbed not eq. treatment rooms in 1,200 sq. ft., 100% paperless, exquisitely designed suite in a professional complex on a busy street near Hoag Hospital. Seller collected \$300,000 last year.

Low Overhead & Rent for the area. A must see to appreciate.

### TRABUCO CANYON ORTHO/PEDO LOCATION



Located in a beautiful single story strip center across from O'Neill Park in Orange County, this spacious, well-designed modern suite has 4 Royal Model ORII chairs in an open bay. Excellent signage, ample parking, and super-reasonable rent at \$1,743/mo. This lease-

hold improvement/equipment opportunity is in the Orange County "money-belt." You would spend twice the asking price just to build this out. The Seller has other offices, and doesn't have the time to properly market and service the area. There is a referring GP literally next door, and with Dove Canyon and RSM within minutes, this is a practice that deserves your attention if you want to be in an affluent neighborhood.

### PASADENA PRACTICE

High income GP practice in a 2,200 sq. ft suite - multi-story medical dental building. Convenient to the 110, 210 and 134 freeways. 19 year practice is projecting \$1MM plus for 2015. (6) treatment rooms and (1) plumbed not equipped. Solid patient base and a strong buyer's net. **Listed, advertised and under offer within 17 days.**

### BLYTHE PRACTICE – NEW LISTING



(4) ops in a 1,500 sq. ft. suite that rents for only \$1,000/mo. One story, free standing building w/ 10 Years of Goodwill. Limited competition in the area to service a large patient base. Seller has other offices outside the area and is only able to work 2 days/wk. Recreational area on the Colorado River that

attracts over 200,000 "snowbirds" a year. MediCal credentials a must.

## My Promise To You

Hi...I'm Greg Beamer. When we meet to discuss the sale of your practice, I will take the time to understand your needs and background. I know that proper pricing is not just about numbers, it's about the entire picture. Once we have discussed the office and agree to the market price, I will present a listing agreement that allows me to go to work on your behalf. My listings are for about half the time-frame of most other brokers, so if you are not comfortable with the activity you can move on. I am hands-on and will honestly tell you what to expect throughout the process - I won't simply tell you what you want to hear. You are hiring me to be your guide, not a "yes man". I return calls, texts and emails promptly, and I encourage questions at any time, day or night. I will meet with you on your schedule, not mine. I take the time to structure the sale so it works for everyone. I value integrity and I have a reputation for standing beside my sellers all the way through the process. I don't like to leave anything to chance. The sale of your practice is a serious event - I know how important it is to you. Call me anytime.

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### HUNTINGTON BEACH LOCATION



(3) treatment rooms, (2) consultation rooms, (1) recovery room, and plumbed for (2) additional treatment rooms in a 1,800 sq. ft. suite located in a two story medical/professional office building off a busy street. Currently an Oral Surgery Practice. The location could be a successful GP or Specialty Practice. The landlord is prepared to draft a new fair-market value lease. Selling as a Leasehold Improvements and Equipment Only. Motivated Seller will entertain any reasonable offer, and will provide O/S opportunity if buyer is a GP. Priced to Sell!

### SAN DIEGO COUNTY W/ REAL ESTATE FOR SALE FOR LEASE – NEW LISTING

Excellent Opportunity, Confidential Listing - Contact me for more information.

### SANTA CLARITA VALLEY PEDO PRACTICE – NEW LISTING

High-end, quality, large pediatric practice with an excellent reputation, with room and base for ortho. Long-term, knowledgeable, caring staff. Confidential Listing – Contact me for additional information.

### CULVER CITY PRACTICE

(4) treatment rooms in 980 sq. ft. suite located on a busy street w/ excellent exposure and off street parking. Attracting 25+ new patients per month. PPO/ Cash Practice. Well established, community practice w/ an outstanding reputation for quality care.



### WEST LA PRACTICE – NEW LISTING

(3) eq. treatment rooms & (2) plumbed not eq. treatment rooms in 1,200 sq. ft. suite located in a two story shopping center w/ excellent exposure and signage on the corner of two highly traveled streets. 70% Insurance & 30% Cash. Seller has a good net, a low overhead, great rent and loyal-affluent patient base.

### SANTA MONICA LOCATION



(4) treatment rooms and (1) plumbed not eq. treatment room in a spacious, well-appointed suite located in a recently remodeled multi-story professional building. Rent is \$5,000/mo which is very reasonable for the area and quality of premises. This is leasehold improvements and equipment only - and priced accordingly. Some patients may stay with the practice, as the seller's other location is in Manhattan Beach. The seller is motivated to move on this, and you could have an excellent location for pennies on the dollar. This has been priced sharply under a build-out cost - there isn't a better deal that I am aware of in the area. Call me on this one - expect it to be sold quickly. Priced at \$10,000!

### Build-Out Opportunities in Orange, Tustin, Los Angeles (Hispanic Area), Paramount, and Victorville.

*Very recently I sold my dental practice along with the commercial building I had inherited from my father 30 plus years ago. Greg came along and helped me in this very difficult and emotional process. He literally "held my hand." His many years of experience in selling of dental practices, in addition to his inside knowledge with banking institutions and escrow people was invaluable. He backed me and my decisions 100%. It was so comforting to really feel someone was personally on my side – in my corner. He made sure I got the best outcome possible. You are not just another customer or client with Greg. He is your partner and will be there for you. I cannot stress this enough.*

Mike Hanrahan, DDS

*Greg is not only a professional at his craft, but also a good human being with sound morals and a great character. I strongly recommend him.*

Dr. Sohrab

*Greg helped me through the process of selling my practice so I could retire and understood my needs as a person and not just as a seller.*

Lan Tran, DDS

*My past experiences with practice sales people were less than enjoyable and I felt taken advantage of and treated most unfairly. My last experience in selling an office was very recent. Greg Beamer was very involved in the transaction, and he was truly a breath of fresh air. Knowledgeable, honest and hard-working, he was easy to contact and to speak with.*

Sincerely, Michael Goodley, DDS

# HANDS-ON

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Dr. Charles Zahedi is currently a Part-time Faculty member and Instructor at the Department of Periodontics, University of California in Los Angeles (UCLA). Previously, he was a Full-time Associate Professor at the Department of Advanced Periodontics and Implant Surgery, Loma Linda University.

He obtained a Ph.D. in oral medicine with a thesis on periodontal and bone regeneration. Dr. Zahedi has lectured on periodontics and implant dentistry and trained hundreds of dentists in United States and many other countries including: United Kingdom, Germany, Holland, Sweden, France, Italy, Portugal, Belgium, Luxembourg, Poland, Czech Republic, Lithuania, Brazil, Mexico and China.

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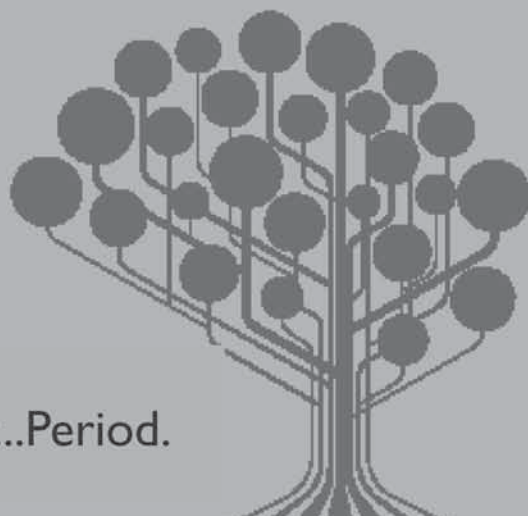
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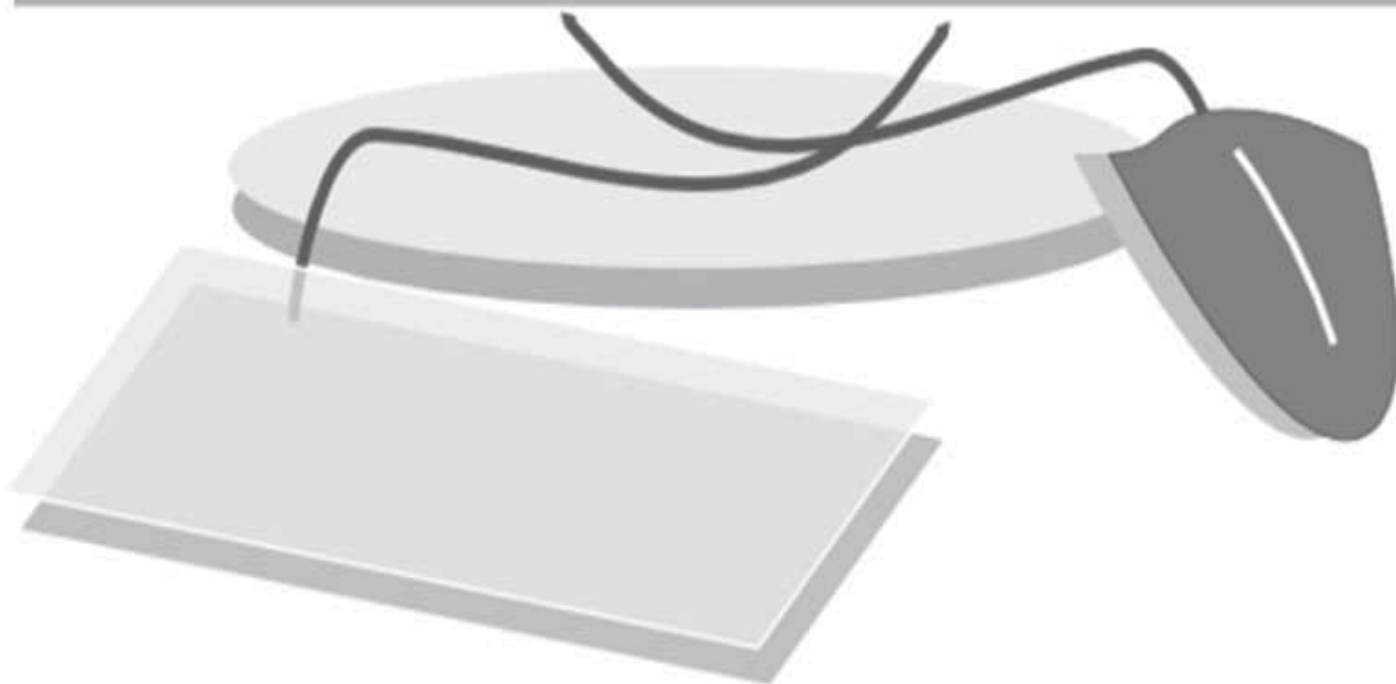
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