

# THE Dental Trader

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So. Calif. Edition

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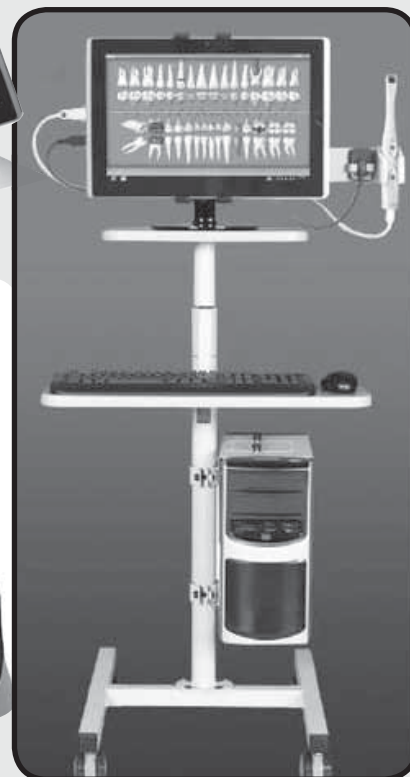
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**MOYCO Finishing Strips** FOR SALE \$10. Email for pictures. [gaw1177@gmail.com](mailto:gaw1177@gmail.com).

**Wanted:** dental front office in Santa Ana, English, Spanish speaking, email resume [toyblddentist@gmail.com](mailto:toyblddentist@gmail.com).

**our office** looking for GP with 2 yrs experience please send resume to [dental20000@yahoo.com](mailto:dental20000@yahoo.com).

**Dental Biller** needed in Buena Park private office! Email CV to [dr\\_bingdench@yahoo.com](mailto:dr_bingdench@yahoo.com).

**Looking for** used/Secondhand Gendex 765DC Sensor #1. 818-716-0297.

**For Sale** SOREDEX Digora Optime Dental X-Ray Machine. 760-434-5066 San Diego.

**Culver City** PPO/ CASH practice - Greg Beamer, Dental Broker 909-542-4891.

**Gendex GX** 770 Xray (2001) \$1250. Passed CDPH inspection 11/15 with no issues. 5305474188.

**Fulltime Associate** needed in the South Bay. email resume to: [dentist.encino@yahoo.com](mailto:dentist.encino@yahoo.com).

**RDAs needed** for new Ridgecrest Pediatric office. Currently P/T. Send resume to [gilbedan@gmail.com](mailto:gilbedan@gmail.com).

**For Sale** SOREDEX Digora Optime Dental X-Ray Machine. 760-434-5066 San Diego.

**Looking for** used/Secondhand Gendex 765DC Sensor #1. 818-716-0297.

**Need hygienist** for Arcadia office. Please call 323-535-3862.

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

**ADEC 5590** Sterilization Center, Cherry color \$6900 (Paid \$14,000) Call 925-899-9528.

**Irvine Spectrum** dental office location for lease, or sublease, flexible rate. Contact 9497352064.

**Need hygienist** for Arcadia office. Please call 323-535-3862.

**our office** looking for GP with 2 yrs experience please send resume to [dental20000@yahoo.com](mailto:dental20000@yahoo.com).

**Dental Biller** needed in Buena Park private office! Email CV to [dr\\_bingdench@yahoo.com](mailto:dr_bingdench@yahoo.com).

**Gendex GX** 770 Xray (2001) \$1250. Passed CDPH inspection 11/15 with no issues. 5305474188.

**Wanted: Front Office.** Lake Forest Office. Full Time. Please Submit resume to: [SteveK@pacbell.net](mailto:SteveK@pacbell.net).

**Fulltime Associate** needed in the South Bay. email resume to: [dentist.encino@yahoo.com](mailto:dentist.encino@yahoo.com).

**RDAs needed** for new Ridgecrest Pediatric office. Currently P/T. Send resume to [gilbedan@gmail.com](mailto:gilbedan@gmail.com).





PRACTICE SALES AND LEASING

CA REPRESENTATIVE FOR THE NATIONAL  
ASSOCIATION OF PRACTICE BROKERS (NAPB)Paul Maimone Broker/Owner  
CA Broker #01172430**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. EAST KERN COUNTY -** (5) Op comput G.P. **VERY LIMITED COMPETITION!** In a free stand bldg. Bldg also avail. Excellent exposure/visibility & signage. Cash/Ins/PPO/pts base. Digital CT Scan, Digital X-Rays, soft tissue laser, & a regular Pano. 2015 Gross Collect approx. \$600K on a (4) day week. (24-25) new pts/mos. (4.5) Hygiene days/wk. Seller Retiring. *See inside back cover for more details.* **[NEW]**

**So. KERN COUNTY - PRICE REDUCTION!** (6) op comput. G.P. located in a Bakersfield suburb in a small strip ctr. with exposure/visibility. Pano eqt'd. Limited competition. Cash/Ins/PPO/HMO Denti-Cal pts. Annual Gross Collect. approx \$350K part time. Once did \$1M+ in collections full time! Can do again! Seller 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, comput G.P. with central nitrous. Located in a multi story high rise prof bldg. on a main thoroughfare. Cash/Ins/PPO/HMO pts with approx. \$7K/mos Cap Cks. Dentrux (G5), Digital X-Rays & CT Scan. 2015 Gross Collect of \$1.44M+. Open (5) days/week with no nights & no weekends. Averaging 50+ new pts/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 eqt'd 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 pts with no HMO & no Denti-Cal. Comput & Pano eqt'd. 2015 Gross Collections of \$489K on a (3 1/2) to (4) day week. **PRICE REDUCTION!**

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- Pre-Sale Planning

**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 specialties and does little advertising. Seller retiring but will assist with Transition. **[NEW]**

**SAN BERNARDINO COUNTY**

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

**SAN DIEGO COUNTY**

**CLAIREMONT -** (3) Op fully eqt'd comput G.P. Located in a one story prof. bldg. on a main thoroughfare w exposure/visibility. Cash/Ins/PPO/pts base. (2) year old eqt., Practice Web s/w & Digital X-Rays plus regular Pano. 2015 Gross Collect. \$265K+ on a (3) day wk. **[NEW]**

**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.

**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.

**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.

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**Irvine Spectrum** dental office location for lease, or sublease, flexible rate. Contact 9497352064.

**Endodontist, Tarzana** one day per month. toothopin@aol.com.

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**Looking for endodontic microscope** 949-838-6655.

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**DENTIST NEEDED** Korean speaker preferred, implant experience, great pay & benefits, located in Garden Grove, CA. Email: youngchoice1234@yahoo.com Call 213-500-1234/213-292-3100.

**Dentist-part-time** in costa mesa and Anaheim Thursday and Saturday. Please send resume to email henrytrandds01@yahoo.com.

**WANTED: Touch N Heat units** To Buy, Used or Not Working for parts. Contact me with Pictures eismaildds@yahoo.com.

**Dentist needed** part time for well established PPO office in Garden Grove. Please email resume to: ninatiry@yahoo.com.

**PT/FT Dentist/RDH needed for offices** in South OC and/or LA (Downey). Flexible days and hours. Please email resume 2015dentist@gmail.com.

**GP NEEDED Loma Linda (FT/PT)** Brand new gorgeous office, great compensation and benefits. Email resume to LomaLinda@SmileWideDental.com.

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**SAN DIEGO** General Practice, 6 Ops, could expand to 9. PPO, Dentrax, Digital. 2014 GR \$1.5M. HSPPT-Russell Okihara 619-694-7077 #CA231.

**Carson starter** practice collects \$126,000/year on 2 ½ days per week. Retail location. 3 ops. Seller is leaving the state. Asking \$100,000. Kurt Skarin 805-777-7707.

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**Hacienda Heights** practice collected \$500,000 in 2015. Great shopping center location attracting 20 new patients per month. (951) 309-3196 Tina Ochoa BRE #1049085.

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**CLAIREMONT** (3) Op comput G.P. for sale. In a one story prof. bldg. on a main thoroughfare w exposure/visibility. Cash/Ins/PPO. (2) year old eqt., Digital X-Rays & a regular Pano. 2015 Gross Collect. \$265K+ p.t. D&M Practice Sales 818.591.1401

**WANTED: Touch N Heat units** To Buy, Used or Not Working for parts. Contact me with Pictures [eismaildds@yahoo.com](mailto:eismaildds@yahoo.com).

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**VISTA -- 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.

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

**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.

**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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*"Kerendian & Associates has represented me in over 25 matters in court or arbitration against insurance companies. They are responsive and caring. I am very satisfied."*

-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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# Practice Sales & Appraisals

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## **FEATURED PRACTICES FOR SALE:**

**ANAHEIM:** Retiree with 20+Yrs Goodwill. Excellent / Easy to Find Location. Super Low Rent...Low Overhead. Excellent Growth Opportunity. Seller does No promotion. Revenues of \$35k/month.

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**LOS ANGELES:** Looking to Get Eased Into Practice? Retiree Willing to Assist in Transition. Looking for Right Fit for Long-estab Holistic Private Practice. Beautiful Office. Low Overhead. Huge Upside Potential.

**LOS ANGELES:** Retiree with Over 25 Years Goodwill. Wilshire Location. Office Fully Updated. Seller working Part-time & willing to Assist in Transition. Super Opportunity.

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Selling Price: **Full Price**  
Number of Buyers Shown Practice: **3**



Location: **Temecula**  
Asking Price: **\$690,000**  
Selling Price: **Full Price**  
Number of Buyers Shown Practice: **6**



Location: **Anaheim**  
Asking Price: **\$555,000**  
Selling Price: **Full Price**  
Number of Buyers Shown Practice: **2**



Location: **Los Angeles**  
Asking Price: **\$1,492,000**  
Selling Price: **Full Price**  
Number of Buyers Shown Practice: **4**

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

**Oceanside:** 3 Ops. 49 years Goodwill. Desirable North County Location.

**Carmel Valley:** 20+ years Goodwill. Well Established. High Profit.

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

**Mission Valley:** 3 ops. 35 years Goodwill. Excellent Reputation in the community. Mostly Fee for Service.

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**Dentist needed** in Hemet. Must be DenticialProvider. Min 2 yrs experience, 2 days a week. email to [smileshop05@yahoo.com](mailto:smileshop05@yahoo.com).

**SAN DIEGO** Well known perio and implant practice. Large 6 op space. [IntegrityPracticeSales.com](http://IntegrityPracticeSales.com), Broker Bill Kimball, DDS and Darren Hulstine 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.

## Irvine

**High quality practice for sale.**

Retiring Dr. does all facets of dentistry. Grosses over \$750,000 /year on 3 1/2 days/week – 35 years goodwill. 6 operatories in 2200 sq. ft. Very modern with digital x-rays and patient TV's on ceiling in every operatory. High net income.

## Los Angeles

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

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**SANTA BARBARA** General Practice, 4 Ops, 8 days of hygiene/week, long-term staff. 2014 GR \$827K. HSPPT-Kerri McCullough 949-566-3056 #CA291.

**Naples area** of Long Beach. Practice collects \$625,000/year on 4 days/week with 8 days of hygiene per week. Seller refers everything. 5 ops. Asking \$475,000. Kurt Skarin 805-777-7707.

**Tustin/5&55:** Hiring receptionist w/ Dentrix exp. Spanish speaking a plus. Email: twilightdental@yahoo.com.

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**LOS ANGELES** PRACTICE FOR SALE – Dr. retiring after 44 years - 3 operatories in approximately 1200 sq. ft - very modern with digital x-rays -- days hygiene/week - grosses approx. \$400,000 on 4 easy days/week – 2 days hygiene - Thomas & Fees Practice Sales (714) 544-4341.

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**PRACTICE FOR SALE** NEWPORT BEACH GP w/ 22 yrs gdwll NET \$168K. California Practice Sales, Inc. Phone: 714-639-2775.

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**Camarillo** assistant needed in friendly office. Tues/Wed/Fri. Please contact thedentalcenter1@gmail.com.

# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Burbank, Carson, Duarte, Lancaster, Long Beach, Los Angeles, Northridge, Orange, Santa Barbara, Simi Valley, Tujunga, Victorville, and West Hollywood.

**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.

**BURBANK GENERAL PRACTICE FOR SALE:** Seller is retiring. Established practice collects just over \$400,000 per year for 4 of the last 5 years with a net income of \$170,000 per year. Seller works 4 days per week with no evenings and no weekends. 18 new patients per month. Seller refers almost all endo, oral surgery and perio and refers all ortho and implant placement. No Denti-cal and minimal advertising. Visible retail location with 3 equipped operatories, digital x-rays and Dentrix software. Asking \$320,000.

**WESTLAKE VILLAGE FEE FOR SERVICE PRACTICE FOR SALE:** Thirty-four years of goodwill! Seller is retiring from private practice to take a government position. Practice collects \$500,000 per year with five days of hygiene per week. No HMO, no Denti-Cal. Office has five equipped operatories, but does not have digital x-rays.

**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. – **PENDING AT FULL PRICE**

**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. – **PENDING AT FULL PRICE**

**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 \$405,000.

**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**

**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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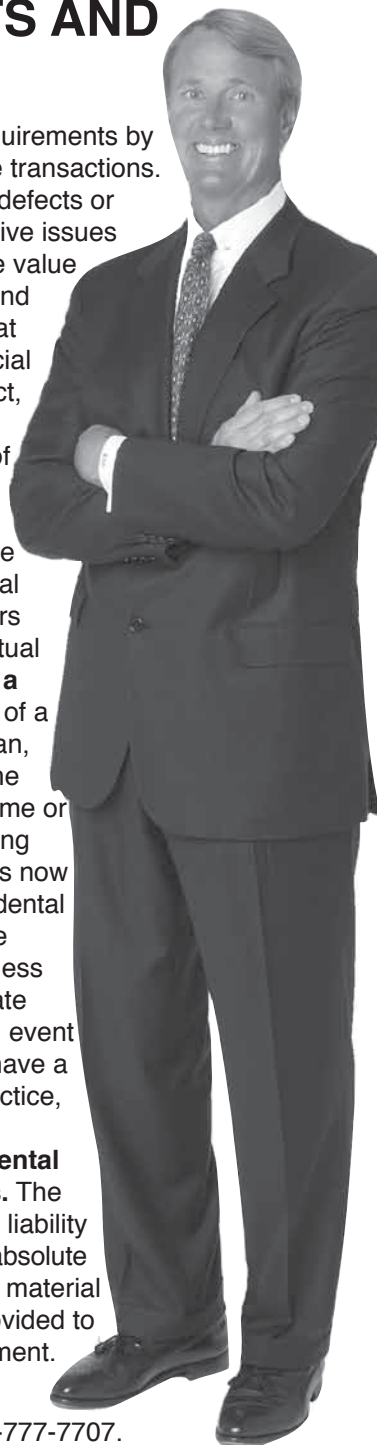
### DISCLOSURE REQUIREMENTS AND NEW DEVELOPMENTS

The majority of the case law pertaining to the disclosure requirements by dental practice sellers and brokers is derived from real estate transactions. The more obvious of these requirements is the disclosure of defects or negative facts. In one case a seller's failure to disclose negative issues that would have a foreseeable depressing affect on the future value of the property created liability and in another case it was found that sellers had an absolute duty to disclose prior damage that had been repaired. Brokers have no duty to inspect commercial property, no duty to explain the implications of a disclosed fact, no duty to disclose speculative statements and Sellers and brokers alike have no duty to explain the legal ramifications of disclosed facts to buyers. There is a duty for both to disclose material facts to a buyer.

Court cases in California involving dental practice sales have consistently found that seller's have a duty to disclose material defects associated with the practice to buyers and that brokers cannot fail to disclose material defects of which they have actual knowledge. **What types of material facts would a seller of a dental practice be required to disclose?** The pending loss of a substantial group of patients due to a loss of an insurance plan, loss of or discontinuation of an established marketing plan, the exclusion of a piece of equipment that contributes to the income or reduces the overhead of the practice, or the departure of a long time associate that has relocated within the community who is now soliciting patients are examples of relevant disclosures. With dental practices, the types of disclosures that have been found to be relevant have more to do with the income aspect of the business than the physical defects associated with residential real estate litigation. In short, if, as a seller, you are aware of a fact or an event that has occurred that has or, with reasonable certainty, will have a negative effect on the patient flow or future income of the practice, disclose it.

Buyers and sellers should be aware of the fact that **some dental practice brokers habitually fail to make such disclosures.** The failure of the broker to disclose a known material fact creates liability for the broker, but does not relieve the seller from the seller's absolute duty to also disclose all information to the Buyer. For all such material disclosures, keep copies of the information that has been provided to the Buyer and memorialize the disclosures in the sale agreement. This substantially reduces the risk of post-sale litigation.

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### Dental Practice for Sale Los Angeles County, CA

#### Gardena - Busy Intersections

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

#### Hawthorne - Shopping Plaza!

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

#### Long Beach - 20 Yrs of Goodwill

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

#### 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!

- 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 Denticul.
- 2 Eq. Ops + 1 plumbed, ~1,100 sq ft

#### 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 Ventura County, CA

#### Ventura - Busy Main Street

- Gross ~\$200K on 2 days/wk
- High Visibility
- Cash/PPO
- Ample Parking
- 5 Operatories, ~1,784 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 - Gross ~\$345K

- Main Street, Downtown
- Mostly Denticul, ~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.

### 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
- 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 ~\$490K

- Located in shopping center.
- Mostly Cash/PPO, ~1,800 sq ft
- 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 ~\$1 Mil

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

#### Richmond - Gross ~\$500K

- Seller is Retiring.
- One Story, well maintained, high visibility on major road.
- 4 Equipped Ops, ~1,500 sq.ft.

#### 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.
- 3 Eq. Ops, Approx. 1,040 sq.ft.

### Dental Practice for Sale Fresno County, CA

#### Coalinga - Freestanding Building Gross ~\$585K on 3-4 days/wk.

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

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- Dr. Ramirez

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**Office manager, 5 yrs** Exp, Tarzana, 42K+ Bon+health ins, fantastic office. [toothopinion@aol.com](mailto:toothopinion@aol.com).

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**DENTAL PRACTICES** WANTED in Downey, Monrovia, Westside LA Shopping Center. \$300K+. Retiring Dentist. Sellers call Loc Pham, Broker BRE#01875780. (714)550-7494 or [practice@lccfin.com](mailto:practice@lccfin.com) | LCFPracticeSales.com.

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**DA needed in Simi Valley** part time, Sat a must, \$11-\$14 DOE New grads welcome. Send resume and photo to [drmatt@simidentalcare.com](mailto:drmatt@simidentalcare.com) or callk 805-583-2299.

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**\*DENTIST\* P/T** needed in West Covina/La Puente. Minimum 2 years experience. Comfortable with HMO/Medical. If interested email resume [VZAR@hotmail.com](mailto:VZAR@hotmail.com).

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### FEATURED LISTINGS

**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. **BUYER'S NET OF \$977,213.** Great practice. Please contact your CPS Agent for more details. **Property ID #5090.**

**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.**

**SIMI VALLEY** – General Practice + Building. With over 50 years of goodwill and well known in this community, this practice is located in a single story free standing building on a 18,080 sq ft lot. It consists of 4 equipped operatories and 1 plumbed not equipped (x-ray room). Computerized with Diamond Dental. Major equipment is new to 12 years old. Seller is currently working 3.5 days/wk and sees approximately 16-20 patients/day. Hygienist works 4 days/wk and sees 8-10 patients/day. Insurance and Cash only. No HMO or Denti-cal. 100% patient referral. Refers out all specialties. Grossed approximately \$454K for 2015. **BUYER'S NET of \$118K.** Great practice with room to grow. Please contact your CPS Agent for more information. **Property ID #5087.**

**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. Grossed approximately \$459K in 2015. **BUYER'S NET OF \$179K.** Please contact your CPS Agent for more information. **Property ID #5083.**

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## and Appraising of Dental Practices



### PRACTICE FOR SALE - GLENDALE



- Projecting approximately \$522K for 2015.
- **BUYER'S NET OF \$244K.**
- Great corner location with excellent visibility and signage
- Only minutes away from the Rose Bowl and the popular shopping mall, the Americana
- 3 equipped operatories with 1 plumbed not equipped in consultation room
- Computerized with Practice Management software and Digital X-ray

- Seller works 4 days/wk & Associate 2 days/wk
- Sees approximately 10-16 patients/day
- Insurance and cash only
- No HMO.
- Minimal advertising.

**Please contact your CPS Agent for more information.**

**Property ID #5045.**



Alice C. King, V.P.

# CALIFORNIA

## Specializing in the Selling

### LOS ANGELES COUNTY LISTINGS

**ARCADIA – General Practice + Building.** Well established practice with over 36 years of goodwill is located in a one story duplex building. Rents second duplex. This office consists of approximately 1,000 sq ft. Has 3 equipped operatories. Computerized with SoftDental. No Digital X-ray. 100% Patient Referral. Seller is currently working 3 days/wk and has 4 days/wk of hygiene. Refers-out specialty. Sees approximately 5-8 new patients/mo. Fee for service. Grossed approximately \$425K in 2015. Buyer's net of \$91K. Great practice to own your own building with rental income. Please contact your CPS Agent for more details. **Property ID #5102.**

**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 approximately \$371K in 2015 with a buyer's net of \$102K. 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 \$132K in 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. Grossed approximately \$550K in 2015. **BUYER'S NET OF \$283K.** 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 approximately \$215,522 in 2015. **BUYER'S NET of \$105K.** Great practice. Please contact your CPS Agent for more information. **Property ID #5054.**

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

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Robert A. Palumbo, Executive V.P/Partner

**LOS ANGELES** – Modern designed General / Implant practice with over 20 years goodwill is located in a 12 story building. This office consists of 9 spacious equipped operatories with digital x-ray and intra oral camera. It's computerized with 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. **BUYER'S NET OF \$977,213.** Great practice. Please contact your CPS Agent for more details. **Property ID #5090.**

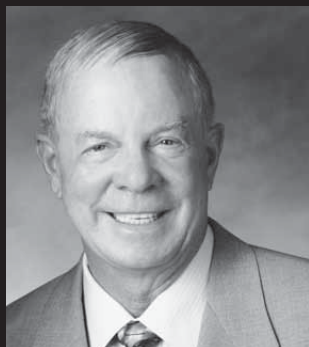
**NORTH HOLLYWOOD / TOLUCA LAKE** - Established practice with 29 years of goodwill. This general practice is located in a corner 2 story medical / dental building with great street visibility and heavy traffic flow. Easy access to the freeway. Practice consists of 5 equipped operatories with Digital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

**NORTH HOLLYWOOD** – Well established general practice with 50 years of goodwill. Family owned. This digital office is located in a single story stand alone building with lots of heavy traffic flow and street visibility. Has great signage. Family member owns the building. Not for sale. There is rear parking and street parking. Practice consists of 5 equipped operatories, 1 plumbed not equipped in a 1,750 sq ft office. It's computerized with 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. Grossed approximately \$453K in 2015. **BUYER'S NET of \$109K.** 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. Plumed for Nitrous and H2O. It's computerized with Easy Dental software and digital x-ray. Has new equipment. Seller works 2 days/wk with 2 days/ of hygiene and sees approximately 10 new patients/mo. Cash and PPO Only. No HMO. Reestablished the practice in September 2013. Has long term lease. Averaging \$18,532 per month on a part time schedule. Grossed approximately \$230K in 2014 and projecting approximately \$222K for 2015. Great opportunity for a 1st time buyer or second office. Please contact your CPS Agents for more information. **Property ID #5013.**



John W. Knipf, President

# CALIFORNIA

## Specializing in the Selling

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

**WEST COVINA** - Leasehold Improvements and Equipment Only! This practice is located up against the Foothill Mountains less than 1/2 mile off the 10 Freeway for convenient access. The area around our newly built-out office is exploding with growth, and surrounded by too many apartment complexes 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 computerized with Dentrix software and digital X-ray (1 sensor). The Seller is the landlord is willing to negotiate a good lease. Please contact your CPS Agent for more details. **Property #5077.**

**WEST COVINA** – General practice with 13 years of goodwill is located one story building in busy shopping center. This practice consists of 5 equipped operatories. Has digital x-ray with 3 sensors. Sellers are currently working 2 days/wk with Associate 3 days/wk. See approximately 20-25 new patients/mo. Insurance / Cash / Some Denti-cal. No HMO. Grossed approximately \$459K in 2015. **BUYER'S NET OF \$179K.** Please contact your CPS Agent for more information. **Property ID #5083.**

### ORANGE COUNTY LISTINGS

**ANAHEIM (GP) - Price Reduced!!** The practice has over 24 years of goodwill to offer. With very convenient freeway access, it is currently located in a single story strip mall and right around the corner from Anaheim Memorial Medical Center. This practice consists of 3 equipped operatories in a 959 sq ft suite. It's computerized with Dentrix software. No digital. Retiring seller is currently working 4 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! 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. Grossed approximately \$830K in 2015 with a **Buyer's Net of \$330K**. 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.**

### 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** – Price Reduced!! 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 \$189K in 2015 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 1 day/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.**





Fred Vuittonet, V.P.

# CALIFORNIA

## Specializing in the Selling

**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 \$1,139,673 in 2014. **BUYER'S NET of \$314K.** Refers all specialty. Seller is moving out of state. Great opportunity. Please contact your CPS Agent for more details. **Property ID #5058.**

**PALM SPRINGS** – **Price Reduced!!** 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. Grossed approximately \$406,109 in 2015. **BUYER'S NET OF \$157K.** Please contact your CPS Agent for more information. **Property ID #4487.**

### SAN DIEGO & IMPERIAL COUNTY LISTINGS

**EL CENTRO (GP + BLDG)** – **Price Reduced!!** 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 approximately \$331K for 2015. 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 approximately \$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. Grossed approximately \$181K for 2015. Seller will be retiring. Great opportunity for a starter practice or for an experienced dentist with a vision to expand. Please contact your CPS Agent for more details. **Property ID #5084.**

**SAN DIEGO** – Established in 1986 this general practice is located 3 story professional building with ample parking. Seller is currently working 3.5 days/wk with approximately 15 days of hygiene/wk. PPO and Cash only. No HMO. Practice consists of 7 equipped operatories in approximately 2,980 sq ft suite. Computerized with Practice Work software and digital x-ray. Grossed \$1,982,000 in 2014 and Projecting \$1,847,381 for 2015. **BUYER'S 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 ½ days/wk, 2 Associate 1 day/wk each. 100% patient referral. Grossed approximately \$358K in 2015. **BUYER'S NET of \$95K.** 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 large private office in a 2,626 sq ft suite. It's computerized with EagleSoft software and digital x-ray. Has monthly revenues of \$109K. **Buyer's net of \$403K.** Excellent opportunity. Please contact your CPS Agents for more information. **Property ID #5037.**

**SIMI VALLEY** – General Practice + Building. With over 50 years of goodwill and well known in this community, this practice is located in a single story free standing building on a 18,080 sq ft lot. It consists of 4 equipped operatories and 1 plumbed not equipped (x-ray room). Computerized with Diamond Dental. Major equipment is new to 12 years old. Seller is currently working 3.5 days/wk and sees approximately 16-20 patients/day. Hygienist works 4 days/wk and sees 8-10 patients/day. Insurance and Cash only. No HMO or Denti-cal. 100% patient referral. Refers out all specialties. Grossed approximately \$454K for 2015. **BUYER'S NET of \$118K.** Great practice with room to grow. Please contact your CPS Agent for more information. **Property ID #5087.**

### 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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### SOUTHERN CALIFORNIA

**ANAHEIM HILLS** – General Dentistry Practice with 4 Operatories has been established for 34 years. **NEW** practice utilizes Dentrrix 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. **NEW** features Dentrrix, Dexis digital x-rays, and a Pano. This is a PPO/FFS practice. #CA299-Thinh Tran - 949-533-8308.

**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.

**BELL** – **NEW LISTING** – This General Dentistry practice is located in a free-standing building and features 3 Operatories, Dentrrix, Digital x-rays, and intra-oral cameras with plenty of street visibility. Practice takes PPO and Denti-Cal. This very profitable practice's 2015 Gross Receipts were \$453K with \$259K Adjusted Net Income. #CA317- Kerri McCullough - 949-300-0312.

**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, Dentrrix, 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 Operator 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.

**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- In Escrow. Kerri McCullough - 949-300-0312.

**INLAND EMPIRE** – Endodontic Practice – This almost paperless 4 Operator 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 Operatories in a 3,000 sq. ft. suite. Practice features State-of-the Art equipment and technology, Gross Receipts of \$1.3M, located in newer professional complex, beautiful decor, superb staff, large, loyal patient base and 30 years good will. #CA283 - 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** – **NEW LISTING** – General Dentistry Practice on the west side with 3 Operatories, 2 equipped, featuring EagleSoft and Digital x-rays. Desirable Professional building location with 30+ years of goodwill. 2015 Gross Receipts of \$370K with \$196K Adjusted Net Income. #CA318 -Kerri McCullough - 949-300-0312.

**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.

**ORANGE COUNTY** – **NEW LISTING** – General Dentistry Practice with 3 Operatories has been established for 56+ years. Located in a professional building, this practice features Dentrrix and Dexis digital x-rays. 2015 Gross Receipts of \$374K with \$173K Adjusted Net Income. Great location centrally located near freeways. #CA319 - Kerri McCullough - 949-300-0312.

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

**PASADENA AREA** – 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- Tinh 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- 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 Dentrrix, an Intra-Oral Camera, and a Laser. 37+ years of goodwill with loyal, long-term staff and 4 days of hygiene per week. 2014 Gross Receipts of \$856K with \$271K Adjusted Net. #CA244- Tinh Tran - 949-533-8308.

**VALENCIA - NEW LISTING:** This quality-driven 9 Operator 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+. 8 1/2 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 - In Escrow. Russ Okihara - 619-694-7077.

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

**COLLEGE AREA, SAN DIEGO** – This is an excellent opportunity in a bustling part of town. This General Practice is a very busy, 6 Operator Practice with room for expansion to 9 Operatories and is ready for the next dentist seeking to find an exquisite office space with an excellent floor plan. The stand-alone building has great exposure and is in a prime location. This is a PPO practice featuring Dentrrix, and Digital X-Rays. The 2014 Gross Receipts were \$1.7MM. Seller is relocating. #CA231- Russ Okihara - 619-694-7077.

**DOWNTOWN SAN DIEGO** – Leasehold sale: This modern and chic downtown office is in a prime location with excellent foot-traffic and exposure in a business/tourist area. Office features 3 Operatories, with room for expansion. Location is prime for a dentist looking to relocate or to build a practice in a very busy part of Downtown San Diego. #CA232- Russell Okihara - 619-694-7077.

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

**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 - In Escrow. Russell Okihara - 619-694-7077.

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**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.

**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 Dentrrix and Digital Pano. This is a PPO and Fee for Service practice with 2014 Gross Receipts of \$526K. #CA206- Russell Okihara - 619-694-7077.

**VISTA** – *NEW LISTING*: 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- In Escrow. 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 Dentrrix, and digital X-rays. This is a FFS/PPO practice. This is an excellent opportunity. #HI100-Russell Okihara - 619-694-7077

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

### NORTHERN CALIFORNIA

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

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

**CASTRO VALLEY** – General Dentistry - Practice & Building. 1,800 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.

**GREATER PITTSBURG AREA** – *PRICE REDUCED* by \$123,000 - 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, Dentrrix. #CA239 - Thomas Wagner - 916-812-3255.

**GREATER SACRAMENTO** – General Dentistry - 7 Ops, 3,079 Sq. Ft. (Shared w/2nd DDS – Separate Practices), 2014 GR \$924K. #CA140- Thomas Wagner - 916-812-3255.

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

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

**HAYWARD** – General Practice. 2 fully-equipped ops, 2 addtl plumbed. 2014 GR \$186,000, very low overhead. 3100 sq. ft. building w/rental income for sale. #CA316 Jim Engel - 925-330-2207.

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

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

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

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

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

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

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

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

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

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

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

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

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**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 shared office w/1,600 sq. ft. GR\$453K. #CA217 Jim Engel - 925-330-2207.

**PITTSBURG** – General Dentistry- 3 year avg. GR of \$236K w/68% overhead. 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.

**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. 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** – 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 cameras. 2013 GR of \$523K in 180 Bl. 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 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.

**WATSONVILLE** - 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% Overhead. 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 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 \$1.7M. 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. 2013 GR \$1MM+ #CA199- Dennis Hoover - 209-605-9039.

**VISALIA** - General Practice. 1,642 sq. ft., 5 ops. 2015 GR \$747,000, \$347,000 adj. net income. Dentrix Software, Digital X-Rays. #CA320- Dennis Hoover - 209-605-9039.

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## WHETHER YOU OWN OR PLAN TO OWN A DENTAL PRACTICE, THIS SEMINAR IS FOR YOU!

This will be an in depth look at the many issues you face when selling or purchasing a dental practice, entering in to a partnership buy-in or becoming an associate with an option to buy the dental practice in the future.



**Patrick J. Wood**  
DENTAL ATTORNEY



**Art Wiederman**  
DENTAL CPA



**Kathleen Johnson**  
MANAGEMENT  
CONSULTANT

Three of the leading experts in dental practice transitions will point out the many issues you will face when attempting to sell or acquire a dental practice. Areas of discussion will include:

- Evaluating books and records
  - Analyzing the dental software and charts
  - Lease issues which can destroy your investment
  - Pitfalls in the purchase agreement
  - Tax ramifications of sale or purchase
  - Continuing to practice dentistry after a sale
  - Restrictive covenants and covenants not to compete
  - Financing issues
- and many other topics...

**April 22, 2016 | 8:30 registration • 9:00–3:30pm**

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**Downtown Burbank** practice is entertaining applications for a DENTAL ASSISTANT position. Interested parties please call Dr. San Gabriel at 818-813-7572.

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## Current Listings



**REDLANDS PRACTICE – New Listing**  
(6) eq. treatment rooms in 2,800 sq. ft. suite located in a two story, mixed use building. Excellent exposure in a **frequented center on a busy corner** with a Starbucks, established restaurants and a gas Station.

Approx. 1,000 active charts and has a contract with the local VA to take overflow. **80% insurance & 20% Cash.** Seller currently works 2.5 days/week but would like to move out of the area.

### 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.**

### GARDEN GROVE PRACTICE – New Listing



**(5) eq. treatment rooms** in 1,850 sq. ft. single story, free standing building with off street parking in the front and rear of the building. **Beautifully designed – just completely remodeled.** Central OC location off the 22 freeway - **corner lot with pole sign! 32 years of Goodwill.** All Digital/ Paperless office. It doesn't get much better than that!

**UNDER OFFER**

### NEWPORT BEACH PRACTICE

(3) treatment rooms & (2) plumbed not eq. treatment rooms in 1,200 sq. ft., 100% paperless, recently 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.

### SANTA CLARITA VALLEY PEDO PRACTICE

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

### BLYTHE PRACTICE

(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.



### SANTA ANA PRACTICE – New Listing

(4) eq. treatment rooms in a 1,140 sq. ft. suite located in a two story Professional Center on a very busy street. **Central OC** location, convenient to the 55 freeway. **40+ Years of Goodwill. Low Overhead. Collected approx. \$322,874 for 2015 on a 2 day work week. Seller wants to concentrate on his primary practice which is in North San Diego County.** Untapped Potential!



### 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/ dental units on the second floor. Ample parking for patients and staff. Well-maintained 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. Price is very reasonable and all inclusive at \$2,900/mo. Seller is selling a second practice in Hesperia. Established in August of 2013, the practice is open 2.5 days a week and has approximately 600 active charts. You will not believe the price! **Backup Offers Encouraged.**

### 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 leasehold 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.**

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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.

**Ph: (909) 542-4891 • Fax: (866) 890-1033**  
**info@gregbeamer.com • www.gregbeamer.com**

### 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!

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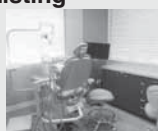
(3) eq. treatment rooms & (2) plumbed not eq. treatment rooms in 1,200 sq. ft. suite located in a two story shopping center w/ excellent exposure and signage on the corner of two highly traveled streets. 70% Insurance & 30% Cash. Seller has a good net, a low overhead, great rent and loyal-affluent patient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

### LOS ANGELES GP/ SPEC LOCATION – New Listing

Practice is set up for a general dentist, but could be specialty - Endo or OS would be perfect. Lots of GP's in the medical/dental building as possible referral sources. (3) eq. treatment rooms in 824 sq. ft. suite located in a well known, multi-story, professional building. Bright, Organized, Streamline, Modern suite offers Easy 2000 Software, 2 Intra Oral Cameras, Newer equipment, 8th floor views, low rent \$3,304/mo, & Digital X-ray (needs sensor). Approx. 250 active patient charts included but not guaranteed. **Leasehold Improvements & Equipment Only.**



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With 8+ operatories in a spacious suite in a stand alone building/retail center. \$1.1+ Million per year in collections. Call me to discuss!

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(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.



## 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



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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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**RDA** needed in Anaheim for high volume children's dentistry. Full time + benefits. send resume to: dtresume@cdgdental.com

**FRESNO** General Dental Practice & Building FOR SALE contact Brooke at 714-259-0501 for more details.

**FOR SALE** Like-new Star 430 SWL F/O Newly refurbished Have 6 only. 6-month warranty Great selling price (323) 851-6622.

**Beautiful Encino** Boutique type office looking to share office 3 days a week, 5 ops. available. Call (818) 783-0491.

**Thomas Sudbijo, 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.

**Receptionists needed** for new Baldwin Park office. Full time + benefits. Please send resume to dtresume@cdgdental.com.

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6 ops. Fee for service practice located in a free standing building on a major street providing excellent visibility. Located on main artery from the 710 Freeway exposing the practice to thousand daily commuter. Collecting approx. \$650,000 in revenues Real Estate for sale.

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Turn-Key, Retiring Seller 3 ops. located in a free standing building on a busy corner across from the DMV. Convenient to the 405 freeway. Great Price!

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Located north of 60 Freeway near the city boundaries of La Puente & City of Industry. Shopping center location near major intersection providing high visibility and foot traffic, attracting 20 new patients per month. This fee for service practice has a history of being quite profitable, collecting \$485,500 in 2015. The office offers 3 fully equipped operatories, with an addition 2 ops plumbed for future expansion. Digital X-Ray, Pano and much more.

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2 eq. ops. in approx. 800 sq. ft. located in 2 combined condo suites in a two-story, large professional complex. Prime area of Hacienda Heights just North of Colima Road. Condo suites must be purchased with the Dental Office. Patient Charts included but not guaranteed.

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### **Panorama City:**

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3 Ops Dental Practice located in free standing building providing excellent exposure and signage. Great location providing convenient access from Highway 78. Digital X-ray, reasonable rent.

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Eye-catching office! Spacious and newly remodeled specialty and general practice. Phenomenal layout to truly enhance work flow. Includes two reception areas and 8 spacious fully equipped exam rooms. Boasting almost 4,200 sq. ft. A real stand out! Gross \$750K with strong net. (ID#76585).

#### **Priced to Move: Orange County, CA**

Fully digital and computerized office. Part-time practice grossing \$240K poised for growth. Located in free-standing building. Includes 4 exam rooms. This office is priced to move. Office includes 4 fully equipped exam rooms. This 1,000 sq. ft. office has great exposure in a free standing building. Part time with \$240,000 in collections. Great opportunity to build and grow. (ID#76586).

#### **Poised for Growth: Orange, CA**

Open and spacious on busy street in Orange. Great visibility from the street and lots of opportunity for walk-by traffic, 4 exam rooms. Beautiful strip center, easy parking. Part-time office with \$240K gross on 2 days a week. Add hours and see it grow. (ID#76603).

#### **Near Million Dollar Communities: Cypress, CA**

A must-see! Home of the Oxford Academy and close to an upscale neighborhood. Office includes welcoming front entry space and 4 fully equipped operatories. Over 1,000 sq. ft. of office space. Located in a busy plaza with exclusive corner location. 2 days per week office with gross \$240K. Mostly PPO with 1% HMO. (ID#76602).

#### **Beautifully Updated in Wine Country: Temecula, CA**

Newly remodeled space in wine country! Fully equipped and spacious operator, 900 sq. ft. suite. Free standing plaza with great exposure and room for expansion. 100% fee for service. Seller semi-retiring. Gross \$200K on a 3 day per practice. (ID#76595).

#### **Expansive Office by the Beach: San Clemente, CA**

Location! Location! Location! Spacious 2,000 sq. ft. office with beautiful built-in aquarium includes 4 equipped operatories. Located in the heart of San Clemente and just 5 minutes from the beach. Leasehold & equipment only; seller relocating. (ID#76594).

#### **Remodeled with Real Estate Opportunity: San Bernardino, CA**

Excellent location and room to grow! Wonderful opportunity for a start-up or merge an existing practice. This recently remodeled 1,800 sq. ft. dentist office has 5 spacious equipped ops and a large lab/sterilization combo. Leasehold and equipment only. Also can purchase real estate; 3,000 sq. ft. building including dental office and 2 additional suites for added rental income. Large lot with gated parking. (ID#76596).

#### **Reduced Price in Wine Country: Santa Maria, CA**

Sale Price Reduced! Located in beautiful wine country just blocks from the 101 freeway. This practice resides on a busy medical-dental plaza, and includes 3 fully equipped operatories in a 1,200 sq. ft. suite. Has large sterilization / lab room. Seller moving out of state. Gross \$300K on a 2 1/2 day a week schedule. (ID#76583).

#### **Corner Practice with Curb Appeal: Lompoc, CA**

Attractive front entry on corner location! 1,200 sq. ft. practice located in a busy shopping center close to Vandenberg Air Force Base. Includes 2 fully equipped operatories and 3 plumbed non-equipped ops. Started from scratch in 2013 - Gross \$106K! (ID#76584).

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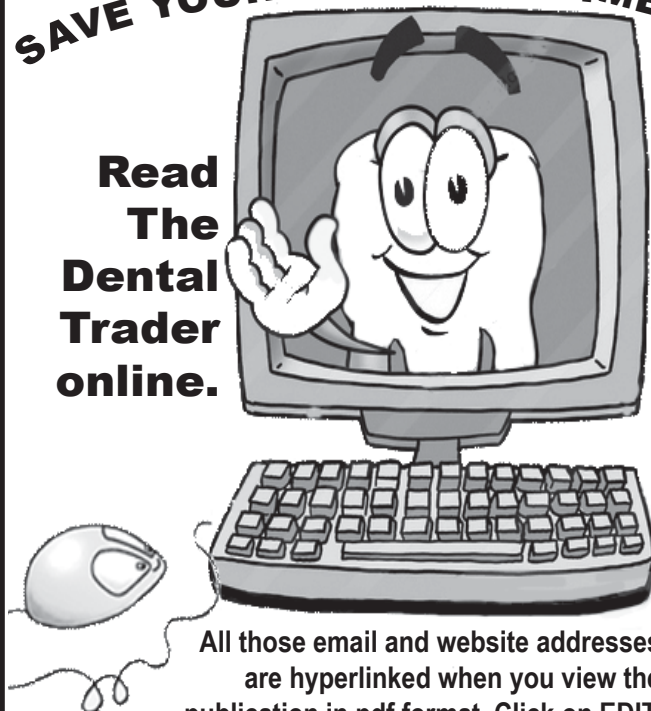
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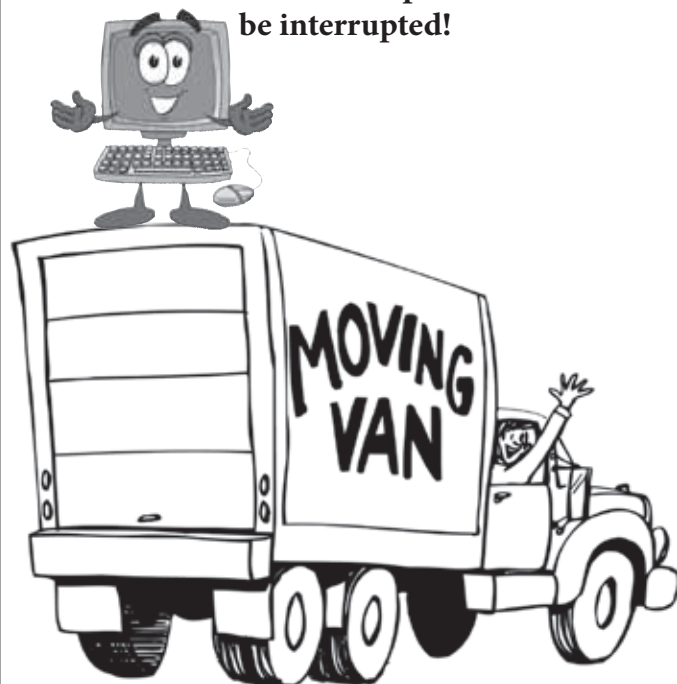
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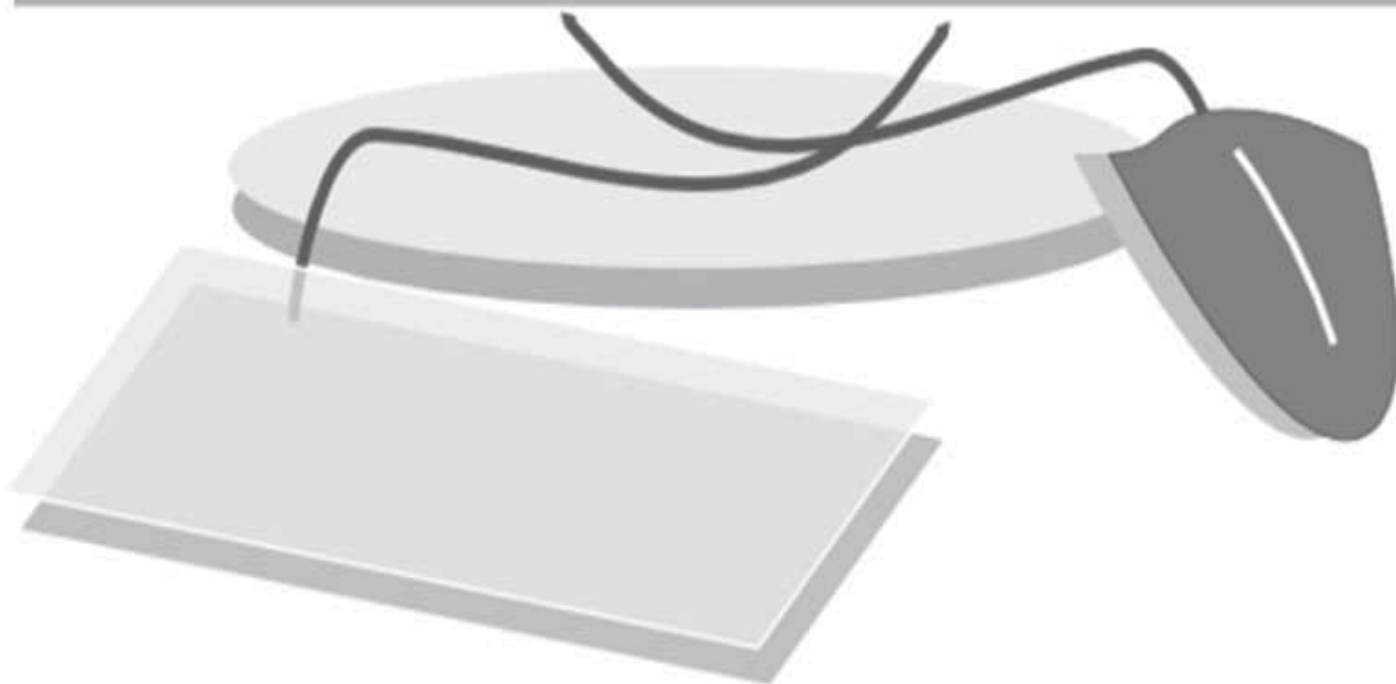
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