

# THE Dental Trader

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So. Calif. Edition

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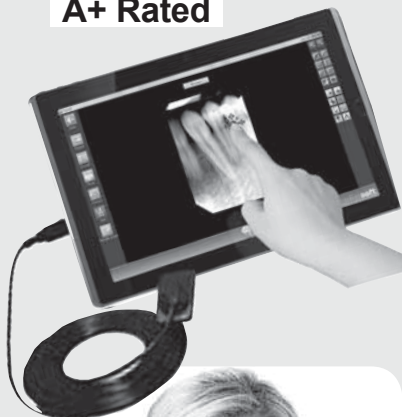
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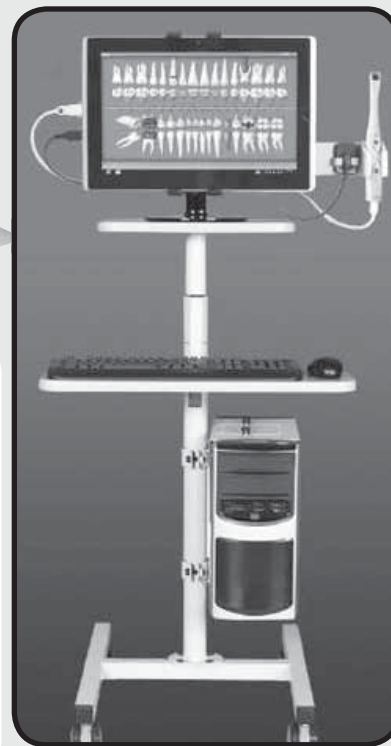
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"California Dental Practice Act"  
"The Ins and Outs of Dental Practice Transitions"  
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**La Jolla**, 3ops estb 20 plus yrs, Full price \$150K Call PPS 714-833-0230.

**SORRY! We do not publish** The Dental Trader in July...look for your next issue in August. Our office will be closed until July 5th for this reason.



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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.

**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. **[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. **REDUCED**

**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.

**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 #9** - (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. Dentrrix (G5), Digital X-Rays & CT Scan. 2015 Gross Collect of \$1.41M+. 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. **[PENDING]**

**SAN FERNANDO VALLEY #10** - Located in an Exclusive Area of the Valley. (5) op comput G.P. w/ high end buildout & decor. Digital x-ray, CT Scan, Laser, Dentrrix s/w & (5) year old eqt. Gross Collect. \$1M+/yr. Cash/Ins/PPO pts. Reasonable overhead w/ high net! **[NEW]**

## 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. **Back on the Market!**

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## RIVERSIDE COUNTY

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## 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.

## SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

## 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. **[PENDING]**

## SAN LUIS OBISPO COUNTY

**GROVER BEACH - TURNKEY OFFICE.** (2) ops of newer eqt. Digital x-ray and Pano. Computerized and networked. Dentrrix 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. **Landlord rental incentives being offered.** **[PENDING]**

## 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. **REDUCED**

**OXNARD #8** - (4) op comput. G.P. Located in a prof. bldg. with ample free parking. Dentrrix 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.

**OXNARD #9** - Practice and Condo for sale. (3) op computerized G.P. Located on a main thoroughfare. Cash/Ins/PPO/HMO patients. Annual Gross Collect \$200K+ p.t. \$4K+/mos Cap Cks. Excellent Buy & Combine, Satellite, or Starter. **[NEW]**

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

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**GP practice** in Brea, CA seeking experienced PT DDS. Nice team in place. Email: brea5xteam@gmail.com.

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**Starter dental office** in El Monte looking for bilingual dental assistant. Must have a good attitude and willing to learn. Call 626-442-6115.

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Posted by Manny

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**PRACTICE SALE - VALENCIA** Established GP. \$700K avg collections. 4 Op/1400sqft. Associate run, Owner works part-time. Attractive, upscale office near shopping center. Broker - Charles Kim 800-416-2055.

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**VISTA – JUST LISTED!!** Starter Practice (some patients). 5 equipped Ops in approx 2000 sq.ft. Panoramic X-Ray. Along BUSY street. Very Reasonable!

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**BAKERSFIELD #31** - (4) op comput. G.P. & Duplex Bldg. for sale. (3) ops eqt'd. Cash/Ins/PPO. Annual Gross Collections ~ \$350K. Seller taking Govt. position. D&M Practice Sales 818.591.1401.

1.16

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**ANAHEIM:** Turnkey office. Excellent visibility and sign. Two ops. plus room to expand. Reasonable rent. Low cost starter opportunity.

**ARLETA:** Practice with Superb Goodwill in 25+ years at Same Location. Hispanic patients. Easy to Find 1st Floor Location. Revenues over \$25k/mo on Part-time Sched.

**BAKERSFIELD:** Associate-run, multi-specialty Clinic. Revenues exceed \$80k/month on Conservative pace. Shopping Center Location. Large Revenue Potential.

**CANOGA PARK:** Retiree with many years of Goodwill. First floor location. 3 Ops. Low overhead. Revenues exceed \$25k/mo on part-time schedule.

**ENCINITAS:** Private, Upscale, Beautiful Office. Retail Shop Location. Ample Parking. Digital X-rays. Fully Computerized. Must See.

**FULLERTON:** Practice with 10+ Years Goodwill. Shopping center location. 3 ops. Modern Office & Design. Reduced pricing due to seller passing away. Priced to sell now.

**LAKE FOREST:** Rare practice opportunity in this super growth area. Modern office and equipped. Busy hygiene schedule. Seller transition available.

**LANCASTER:** Free standing visible building with 4 ops. Modern. Seller working only part-time. Excellent Starter Opportunity. Priced to Sell Quick!

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

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

**NORTH HOLLYWOOD:** Boutique Art Deco Gem Turnkey in Smaller-type Building. Easy to Find and Visible with Sign. Corner Location. Low Rent. Starter Opportunity.

**OCEANSIDE:** Practice with 10 Years Goodwill. 3 ops. fully equipped. Modern facility. Long term staff. Priced right. Call now.

**SANTA ANA:** This One Has it All !! Recently fully remodeled. Shopping Center Location. Revenues Exceed \$60k/month with No Promotion. Major Intersection.

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**Carmel Valley:** Dream Practice! 4 ops. 16 years Goodwill. Beautiful high tech office built out two years ago in new location. Selling due to disability. Very limited marketing being done.

**Carlsbad/Oceanside:** Stunning! 9 Ops. 33 years of Goodwill. Seller retiring due to disability. Great location with ocean views! A must see.

**Hillcrest:** Spacious with Incredible Views! 5 fully equipped ops. 26 years Goodwill. Disabled seller. \$600k in collections. No marketing being done. Solid financial investment.

**Mira Mesa:** Located in prominent Major Shopping Center. 4 Ops. 20+ years of Goodwill. Seller retiring due to disability. Highly profitable practice. Priced at less than 2x Net!

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

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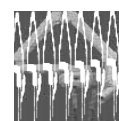
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## Anaheim

**Practice and Building for sale** - Dr. retiring after 37 years in this location – 3 operatories - Grosses over \$400,000 on 4 easy days/week with low overhead of 55%– fee for service and private insurance. Building consists of 3 separate building on same lot – 1 is 700 sq ft and 1 is 900 sq ft and both are unoccupied and the 3rd building is two dental offices of 1070 sq ft each.

## Los Alamitos

Dr retiring after 50 years in private practice - beautiful, modern 4 operatory practice with digital x-rays - grosses over \$300,000 on 3 easy days/week with 3 days of hygiene.

## Lake Elsinore

**Dr. retiring** after 34 years – 3 operatories with digital xrays and computers in each operatory– one additional operatory is plumbed – 1200 grosses \$400,000 on 3 easy days per week with 3 days of hygiene.

## 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.

## Covina

**Dr. retiring** – private practice 4 operatory general practice – good starter practice for new graduate or second practice for established dentist – 3 easy days/week – grosses \$175,000/year – priced to sell – option available to purchase 25% of entire building.

## Irvine

**High quality practice for sale.** Retiring Dr. does all facets of dentistry. Grosses over \$750,000 / year on 3 ½ 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.

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**I want to express** my gratitude for the excellent work you have done. Your work has been exceptional. - Kareem Abraham, DDS, Santa Ana, CA.  
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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Bakersfield, Burbank, Carson, Culver City, Duarte, Hawthorne, Lancaster, Long Beach, Northridge, Orange, Palmdale, Santa Barbara, Simi Valley, Thousand Oaks and Westlake Village.

**BAKERSFIELD FEE FOR SERVICE PRACTICE FOR SALE:** Located in the desirable southwest section of Bakersfield, this practice collects \$3.5 million per year with a net income to the working owner of \$1.0 million per year. Seller works four days per week with seven days of general dentist associate time plus one plus days per week of endo and one day per month of perio. 15 days of hygiene per week. Established in 1977, the practice moved to a new facility three years ago with 12 equipped operatories with digital x-rays, panoramic x-ray, two lasers and full computerization with Eaglesoft software. 8 additional operatories are plumbed but not equipped for future growth. No HMO and no Denti-Cal. Asking \$2,500,000.

**CULVER CITY FEE FOR SERVICE PRACTICE FOR SALE:** This really is a full fee for service practice! 100% cash patients with no insurance plans. Seller is retiring after 38 years in practice. This practice is strategically located adjacent to the new technology park in Playa Vista with Google, Facebook and YouTube. Collections have been over \$800,000 for three years running (\$790,000 in 2012) with an average net income of \$250,000/year AND the seller refers all endo, all oral surgery, all perio and all ortho. Seller works four days per week with six plus days of hygiene per week. Five equipped operatories with digital x-rays and Practiceworks software. Real estate is for sale as well. Asking \$650,000 for the practice. - **PENDING**

**PALMDALE PRACTICE FOR SALE:** Free standing building on Palmdale Blvd. Thirty-six years of goodwill with the current owner. Practice collects \$765,000 per year with a net income of \$290,000 per year. 8 equipped operatories. 3 days of hygiene per week. 32% of the practice income is from hygiene and exams. Seller refers all ortho, all implant placement, perio surgery and children under the age of 7. Property can be leased or purchased with room to expand for a pedo/ortho area separate from the existing 8 operatories. Asking \$550,000 for the practice and \$850,000 for the real estate.

**HAWTHORNE STARTER PRACTICE FOR SALE:** High visibility location on Hawthorne Blvd. with private off-street parking. Six equipped operatories with digital x-rays and Eaglesoft software. Additional operatories are plumbed but not equipped for future growth. Seller works one day per week and collects an average of \$14,000 per month with no Denti-Cal and no HMO. Seller does not work evenings or weekends. Potential for growth with minimal risk. Asking \$80,000.

**NORTHRIDGE GENERAL PRACTICE FOR SALE:** Located in a well known professional building, this practice collects over \$450,000 per year on four days per week with two days of hygiene per week. Four equipped operatories with digital x-rays, panoramic x-ray and Eaglesoft software. No Denti-Cal and no HMO. Asking \$250,000. - **PENDING AT FULL PRICE**

**THOUSAND OAKS/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. Asking \$270,000.

**NORTHRIDGE GENERAL PRACTICE FOR SALE:** Over 25 years of goodwill in the same location. Prime, growing, upper middle income area of Northridge. Seller collects over \$700,000 per year and nets over \$275,000 per year. Seller works four days a week and has three days of hygiene per week. Refers all endo, all oral surgery, most removable, most perio and all ortho. Seller works no evenings or weekends and does no advertising. The practice does not accept HMO or Denti-Cal patients. Asking \$600,000. - **SOLD 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 Dentrux 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. - **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. - **SOLD 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 \$95,000/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 \$70,000.

**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. - **PENDING AT FULL PRICE**



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March 31, 2016

I would like to highly recommend the services of Kurt Skarin of Lee Skarin and Associates as practice brokers for the sale of a dental practice! I was first introduced to this group 30 years ago, when they brokered the acquisition of my practice. At that time, I knew nothing of the ins and outs of practice purchase, but was so impressed with their service, and how smoothly it went, that when it came time for my transition into retirement, I decided to have Kurt handle it again.

After 30 years, much has changed with practice sales, and it is a much more complicated process than it used to be, due to the variety of patient insurance plans, escrow and loan requirements in our recovering economy, lease issues, and the increased need for knowledge of legal considerations in our litigious society. In dealing with all these issues that come up over the course of the process, I found Kurt to be a knowledgeable, calming influence. With no emotional attachment to either party, and a very long standing experience in practices sales, he was able to give me options on how to deal with these issues which invariably came up, while keeping my best interests in mind.

Due to his exposure in both dental periodicals and online web-site, he was able to attract a large number of interested potential buyers, until I found just the right fit for my particular needs and desires. We initially realistically discussed the positives and negatives of my practice, and how that might affect the price, came up with a reasonable price that I was happy with, and then ultimately sold the practice for full asking price!

Finding the right buyer for your practice can be a very stressful and difficult process, but Kurt was instrumental in keeping me on track both physically and emotionally, and I could not be happier with the end result. I definitely could not have done it without his services, he was awesome!

Sincerely,

Marcus S. Dunsworth, D.D.S.

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- Shopping plaza at corner of major intersections. PPO/Cash.
- 2 Ops + 2 plumbed, 1,300 sq.ft.

#### **Downey** - Modern Office!

- Street front location. ~2,000 sf
- 8 Operatories. Affordable Rent!

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

- Strip mall nearby anchor stores.
- High Traffic. 4 Ops, ~2,100 sf.

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

- Located on major intersection.
- 2 Eq. Ops + 4 plumbed, ~1,800 sf

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

- Major anchored stores. 4 Ops.
- Affordable Rent. ~1,000 sq.ft.

#### **Long Beach** - 20 Yrs of Goodwill

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

#### **Los Angeles** - Busy Street!

- Close to Retail/Shopping Center
- 4 Operatories, ~1,397 sq.ft.

#### **Norwalk** - Retail Shopping Ctr!

- Seller is Retiring. Cash/PPO
- 2 Operatories, Approx. 600 sq.ft.

#### **Panorama City** - New Listing!

- Busy intersections. Strip Plaza.
- Cash/PPO Only! 3 Eq. Ops.

#### **Pico Rivera** - Busy Street!

- Excellent visibility and signage.
- 4 Equipped Ops, ~1,000 sq.ft.

#### **Torrance** - Gross ~\$285K

- Shopping Plaza on Main Street.
- PPO/FFS. No HMO. No Dential.
- Digital office. ~1,100 sq. ft.

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

- Real Estate & Practice for Sale
- **2015 ~\$815K.** Cash/PPO.
- State of the Art. 6 Ops, ~2,200 sf

### Dental Practice for Sale Ventura County, CA

#### **Oxnard** - Gross ~\$325K

- Heavy Foot Traffic. Main Street.
- Low Rent! 3 Ops, ~850 sq.ft.

#### **Ventura** - Gross ~\$200K

- Main Busy Street. Cash/PPO.
- Cash/PPO, 5 Ops, 1784 sq.ft.

### Dental Practice for Sale Orange County, California

#### **Fullerton** - Gross ~\$825K

- Supermarket Shopping Center
- Busy street, great visibility.
- 3 Equipped Ops, ~1,300 sq.ft.

#### **Garden Grove** - New Listing!

- Street Front Location!
- High Foot Traffic, ~1,700 sq.ft.

#### **Huntington Beach** - Low Rent!

- Starter Practice in Medical Bldg
- Digital. 3 Eq. Ops, ~1,200 sq.ft.

#### **Laguna Hills** - Beautiful Office

- Busy Retail Shopping Center.
- Cash/PPO. 4 Eq. Ops, ~1,750 sf

#### **Mission Viejo** - Gross ~\$970K

- Large Shopping Center
- 7 Operatories, ~2,700 sq.ft.

### Dental Practice for Sale San Diego County, CA

#### **San Diego** - Retail Shopping Ctr

- **Gross ~\$300K** on 2 days/wk
- 3 Eq. Ops + 1 Add't Plumbed

### Dental Practice for Sale Riverside County, CA

#### **Corona** - **SOLD!** Gross ~\$285K.

- Main Street. 5 Ops, ~1,100 sf

#### **Moreno Valley** - Gross ~\$235K

- Stand Alone Building & Dental Practice for Sale
- High Visibility on Busy Street
- 4 Eq. Ops + 1 Add't Plumbed
- 2,500 sq.ft., 9-10 Parking Space

### Dental Practice for Sale San Bernardino County, CA

#### **Fontana** - Increasing Revenue

- Highly visible retail shopping center. Off the 10 Freeway.
- Affordable Rent! ~1,350 sf

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

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

### 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.

### Dental Practice for Sale Northern California

#### **Concord** - Freestanding Bldg. Practice & Real Estate Available

- Street Front Location.
- 2 Eq. Ops + 2 Add't Plumbed

#### **Dublin** - Gross ~\$785K

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

#### **Hayward** - Gross ~\$490K

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

#### **King City** - Gross ~\$650K.

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

#### **Modesto** - Gross ~\$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.

#### **San Jose** - Gross ~\$385K

- Located in Medical Prof. Bldg.
- Main Street. 4 Ops, 1,465 sqft.

#### **San Jose** - Great Location

- Starter Practice in Strip Mall.
- High visibility. Gendex X-ray.
- 3 Equipped Ops, 1,040 sq.ft.
- Close to Freeway 680.

#### **San Francisco** - New Listing!

- **Gross ~\$480K.** 2 ops, ~800sf
- Well-Known Medical Bldg.

#### **South San Francisco** - Modern

- **Gross ~\$500K.** Cash/PPO.
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**Associate dentist** needed 2-3 days a week needed for Busy Private Office in Grand Terrace, CA.PPOs and FFS service only.Minimum 5 years experience.Must be able to perform excellent clinical skills and communication skills.Quality work, prefer port folio of your previous cases.Salary: Daily base and + production percentage.Contact: DrLalisa@Hotmail.com.

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President

### FEATURED LISTINGS

**EL CENTRO (GP + Real Estate) – 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 \$327K for 2015. Great practice. Please contact your CPS Agent for more details. **Property ID #5023.**

**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 approximately \$189K in 2015 on 1 day/wk schedule. Please contact your CPS Agent for more information. **Property ID #5041.**

**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 \$372K in 2015. **BUYER'S NET OF \$133K.** Please contact your CPS Agent for more information. **Property ID #4487.**

**RANCHO MIRAGE –** Well established General practice located in a large busy shopping center. This practice consists of 3 equipped operatories and 2 chairs in open bay in an approximately 1,400 sq ft suite. It's computerized with Easy Dental and digital x-ray. Seller is currently working 4 days/wk and sees approximately 20-25 new patients/mo. Fee for service. NO HMO. Referring Ortho out. New grocery store was built next door bringing walk-ins. Grossed approximately \$553K in 2015. **BUYER'S NET OF \$170K.** Please contact your CPS Agent for more details. **Property ID #5096.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



### Ladera Ranch - Price reduced!!



- Grossed \$545K for 2015
- **Buyer's net of \$148K.**
- Beautiful General Practice
- In 2 story professional building
- In a growing community
- With over 13 years of goodwill
- Seller work 3 days/wk, GP Associate 1x/mo, O.S. 1x/mo and with 4.5 days/mo of hygiene
- Averaging 10-15 new patients/mo.

- PPO & Cash only
- 2 equipped operator and 1 plumbed not equipped
- 1,200 sq ft suite
- Eagle Soft software
- Digital X-ray (1 sensor)
- Great practice

*Please contact your CPS Agent for more information.*

**Property ID #5086.**



Alice C. King, V.P.  
Lic #00602189

# 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 –** Modern designed General practice with over 60 years of goodwill consists of 4 equipped operatories in an approximately 1,100 sq ft office. It's located in a one story duplex with excellent street visibility and heavy traffic flow. Has front and rear parking. Seller is currently working 4 days/wk with 6 days/wk of hygiene. Seller sees approximately 15-16 new patients/mo. Delta Premier and Cash Only. It's computerized with Dentrix software and digital x-ray. Grossed \$946K in 2015. **BUYER'S NET OF \$251K.** Excellent Dental Practice!! Please contact your CPS Agent for more details. **Property ID #5114.**

**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 \$100K.** Great practice. Please contact your CPS Agent for more information. **Property ID #5054.**

**LA PUENTE – General practice + Real Estate.** This practice is a historical landmark circa 1961 for the city of La Puente, previous owner built out the first dental practice for the city servicing the Latino community. Current owner established over 26 years ago and it's located in a single free standing building with private parking lot. Building for sale. The property is well maintained inside and out. Seller is currently working 1 day/wk and Associate 2 days/wk. Seeing 20-30 new patients/mo. PPO/Cash/Denti-cal/HMO practice. 100% patient referral. Practice consists of 4 equipped operatories in a 1,200 sq ft office. Has custom made program system to keep track of patient information. **Grossed approximately \$452K in 2015. Net of \$167K.** Great opportunity. Please contact your CPS Agent for more details. **Property ID #5101.**

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

**LOS ANGELES –** Modern designed General / Implant practice with over 20 years goodwill is located in a 12 story building. This office consists of 9 spacious equipped operatories with digital x-ray and intra oral camera. It's computerized with Dentrix 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 \$699K.** Great practice. Please contact your CPS Agent for more details. **Property ID #5090.**

**LOS ANGELES COUNTY –** This well established Perio / Implant practice has over 27 years of goodwill. Its located in a single story professional building with ample parking and excellent street visibility. Seller is currently working 4 days/wk with 1.5 days/wk of hygiene. Sees approximately 15-20 new patients/mo. It's 100% patient and GP referral. PPO and Cash only. No HMO. Practice consists of 6 equipped operatories in a approximately 2,300 sq. ft. office. Has digital x-ray with sensor. Computerized with Dentrix software. **Grossed approximately \$545K for 2015 with a buyer's net of \$98K.** Retiring Seller is willing to stay on for a set period of time to assist with the training and transition. Please contact your CPS Agent for more details. **Property ID #5098.**

**LOS ANGELES –** Well established General Practice with over 40 years of goodwill located in a 10 story Medical /Dental building. This office consist of 4 equipped operatories in a approximately 1,200 sq ft suite. Computerized with Easy Dental. Seller is currently working 4 days/wk with 5 days/wk of hygiene. PPO/Cash/Denti-cal/CAP. Grossed approximately \$823,221 in 2015. **Buyer's net of \$260K.** Please contact your CPS Agent for more information. **Property ID #5107.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Robert A. Palumbo, Executive V.P/Partner  
Lic #01855842

**NORTH HOLLYWOOD** – Well established general practice with 50 years of goodwill. Family owned. This digital office is located in a single story stand alone building with lots of heavy traffic flow and street visibility. Has great signage. Family member owns the building. Not for sale. There is rear parking and street parking. Practice consists of 5 equipped operatories, 1 plumbed not equipped in a 1,750 sq ft office. It's computerized with Dentrax software. Major equipment is approximately 2-5 years old. Seller is currently working 6 days/mo and sees approximately 13 new patients/mo. Fee for service. Grossed approximately \$435K in 2015. **BUYER'S NET of \$86K.** Seller has 2 other offices. Great opportunity. Please contact your CPS Agent for more details. **Property ID #5089.**

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

**SANTA CLARITA (GP)** – This turn-key practice is located in single corner location with heavy traffic flow and excellent street visibility. Practice consists of 3 fully equipped spacious operatories and 5 plumbed not equipped in a 2,600 sq ft office. Plumbed for Nitrous and H2O. It's computerized with Easy Dental software and digital x-ray. Has new equipment. Seller works 2 days/wk with 2 days/ of hygiene and sees approximately 10 new patients/mo. Cash and PPO Only. No HMO. Reestablished the practice in September 2013. Has long term lease. Averaging \$16,332 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.**

**SANTA CLARITA** – Leasehold Improvements and Equipment Only! This beautiful and incredibly well laid out office is located in a premier shopping plaza. It has convenient access to the freeway and shares the same exit as Magic Mountain. The office consists of 6 equipped operatories in approximately 2,400 sq ft suite. The sellers outgrew the practice and moving to a new location. This office has been a dental practice circa 1996. Great opportunity to purchase a second office or move your existing office to this modern designed location. Please contact your CPS Agent for more details. **Property ID #5108.**

**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/mo 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** – 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 \$199K.** 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 Dentrax software. No digital. Retiring seller is currently working 4.5 days/wk and sees approximately 15 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.**

**ANAHEIM** – General Practice located in a busy shopping center with a heavy traffic flow intersection. Great opportunity for a first time buyer to built their dream practice. This practice consists of 3 equipped operatories in an 864 sq ft suite. It's is computerized with Dentrax software. This is a digital office. The seller is currently working 5 days/wk and seeing approximately 8-10 patients per day, with 20 new patients per month. There is one hygienist that works 1 day/wk that sees 8 patients per day. Does advertising. Grossed \$416K in 2015. **BUYER'S NET of \$87K.** Please contact your CPS Agent for more details. **Property ID #5103.**



John W. Knipf, President  
Lic #00283209

# CALIFORNIA

## Specializing in the Selling

**ANAHEIM** - Beautiful office located in a single story busy shopping plaza next to a Starbucks. Has heavy traffic flow. This office consists of 4 spacious equipped operatories in an approximately 1,400 sq ft suite. It's computerized with Dentrix software and digital x-ray (1 sensor). Has long term lease. In busy intersection. Next to residential area and easy access to the 91 freeway. Seller is moving his patients to his other existing practice. Leasehold Improvement and Equipment Only! Great opportunity. Please contact your CPS Agent for more information. **Property ID #5111.**

**COSTA MESA** - With over 20 years of goodwill this well established General Practice is located in busy strip mall with reasonable rent. Seller has an exclusive in the lease. No other dentist allowed on the shopping center. The practice consists of 3 equipped operatories in an approximately 1,000 sq ft suite. The seller is currently working 4d days/wk and sees approximately 22-23 new patients/mo. PPO and Cash only. The office is computerized with Dentrix software. Major equipment is approximately 7 years old. Grossed \$354,718 for 2015. Motivated seller will be moving out of state. Please contact your CPS Agent for more details. **Property ID #5112.**

**IRVINE** - This General Practice was established in 2004 with 12 years of goodwill. Located in a one story medical building with utilities included. The office consists of 776 sq ft. There are 2 equipped operatories with 1 that is not equipped, but plumbed. Computerized with Easy Dental. This practice is digitally equipped with 1 sensor. Seller is currently working 2 1/2 days/wk. Sees approximately 7-10 new patients/mo. Grossed approximately \$272K in 2014. **Buyer's net of \$117K.** Great practice with affordable rent. Please contact your CPS Agent for more details. **Property #5088.**

**LADERA RANCH** - Beautiful general practice located on a 2 story professional building in a growing community next to schools. A medical facility is being built right across the street. With over 13 years of goodwill this well established practice has a solid consistent patient base. Seller is currently working 3 days/wk, GP Associate 1x/mo, O.S. 1x/mo and with 4.5 days/mo of hygiene. Averaging 15-17 new patients/mo. PPO & Cash only. The practice consists of 2 equipped operatories and 1 plumbed not equipped in an approximately 1,200 sq ft suite. It's computerized with Eagle Soft software and Digital X-ray (1 sensor). Grossed \$545K for 2015 with a Buyer's net of \$192K. Great practice. Please contact your CPS Agent for more information. **Property ID #5086.**

**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 2017. Seller is currently working 4 days/wk, Associate when needed and with 3 days/wk of hygiene. Sees approximately 30 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.**

**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 mode details. **Property ID #5059.**

**ORANGE** - Dental Practice Building for sale located next to the Historic Orange Circle. This beautifully remodeled free standing building is ~1,500 Sq. Ft. and consists of 4 spacious fully equipped operatories, with digital x-ray units and a Pano. It is walking distance to shops and restaurants and has convenient access to the 22, 55 and 57 freeways. The Seller has outgrown the location and transitioning his patients to his other practice in Costa Mesa. All of the equipment is in place to start generating income. Please contact your CPS Agent for more details. **Property ID #5082.**

**ORANGE COUNTY** - General Practice established in 2009 is located on the second floor of a two story retail / medical building with excellent street visibility and heavy traffic flow. Great signage. This modern designed practice consist of 7 equipped operatories with Dentrix software. On a approximately 2,200 (usable) suite. Full time office averaging 60-70 new patients/mo. Seller is grossing approximately \$56K in monthly revenues. PPO/Cash/Cap (Averaging \$3500/mo in Cap checks). Grossed approximately \$677K in 2015. Buyer's net of \$149K. A must see. Great opportunity. Please contact your CPS Agent for further details. **Property ID #5104.**

**SANTA ANA** - General practice located in a busy 2 story strip mall with ample parking. This practice consists of 4 days/wk and sees approximately 15-20 patients/day. PPO and cash only. No HMO or Denti-cal. Grossed approximately \$477K in 2015. **BUYER'S NET OF \$220K.** Please contact your CPS Agent for more details. **Property ID #5075.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Tony Frechette, V.P.  
Lic #01967152

**SANTA ANA** – General practice established in 1993 consists of 2 equipped operatories and 1 plumbed not equipped for expansion is on a approximately 1,300 sq ft suite. It's located in a multi story medical professional building. Seller is currently working 2-3 days/wk and sees approximately 8-10 patients/day. Refers-out all specialty. PPO/Cash/Some Denti-cal/Some CAP. It's computerized with Dentrix software. Grossed approximately \$163,013 for 2015. Seller is retiring. Please contact your CPS Agent for more details. **Property ID #5109.**

**SOUTH ORANGE COUNTY - (ORTHO/PEDO)** – This State-of-the-Art office is located in a two story medical / dental building. Has new built-out which includes a Panoramic + Cephalometric. A new commercial complex is under construction right across the street from our practice adding to the new residential developments in this affluent community. Next to our practice is a pre-school, multiple grade schools, a middle school and a high school. The practice consists of 2 equipped operatories, great for a GP and 5 chairs in open bay on a approximately 3,100 sq. ft. suite. Well established practice. Fee for service and PPO insurance. No HMO. Mostly patient referral. Grossed approximately \$361K in 2015. Beautiful office. Please contact your CPS Agent for more details. **Property ID #5100.**

### RIVERSIDE & SAN BERNARDINO COUNTY LISTINGS

**CHINO (Ortho) – Condo + Leasehold Improvement and Equipment Only.** 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.**

**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 2 days/wk of hygiene. Fee for service 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.**

**MURRIETA** – General practice located in a busy single story shopping center. This modern designed practice consists of 4 equipped operatories and 1 plumbed not equipped on a approximately 1,790 sq ft suite. Seller is currently working 1 day/mo, Associate 4 days/wk and Ortho 1 day/mo. Seeing approximately 25 new patients/mo. Fee for service and PPO insurance. No HMO. Does some advertising. It's computerized with QSI Cloudbase. Established in June 2014. Grossed approximately \$526K in 2015. Buyer's approximately net of \$180K. Excellent opportunity. Please contact your CPS Agent for further details. **Property ID #5105.**

**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/day. Fee for service and cash only. Insurance and cash only. Grossed \$1,139,675 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 \$372K in 2015. **BUYER'S NET OF \$133K.** Please contact your CPS Agent for more information. **Property ID #4487.**



Fred Vuittonet, V.P.  
Lic #01363583

# CALIFORNIA

## Specializing in the Selling

**RANCHO MIRAGE** – Well established General practice located in a large busy shopping center. This practice consists of 3 equipped operatories and 2 chairs in open bay in an approximately 1,400 sq ft suite. It's computerized with Easy Dental and digital x-ray. Seller is currently working 4 days/wk and sees approximately 20-25 new patients/mo. Fee for service. NO HMO. Referring Ortho out. New grocery store was built next door bringing walk-ins. Grossed approximately \$553K in 2015. **BUYER'S NET OF \$170K.** Please contact your CPS Agent for more details. **Property ID #5096.**

### SAN DIEGO & IMPERIAL COUNTY LISTINGS

**DEL MAR** – Established in 1995 this General Practice is located in a 3 unit professional building. The practice consist of 2 equipped operatories in an approximately 684 sq ft unit. It's computerized with Dentrix software. Has reasonable rent. Seller is currently working 2.5 days/wk. PPO & Cash only! Grossed approximately \$268K in 2015. Please contact your CPS Agent for more details. **Property ID #5110.**

**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 \$327K for 2015. Great practice. Please contact your CPS Agent for more details. **Property ID #5023.**

**ENCINITAS (GP)** Absentee Owner – The practice has been in business for 9 years. This is a beautiful location with a Spanish theme that can be seen in the thought out the building. It consists of has 2 spacious equipped operatories, with 1 operatory that is plumbed not equipped. Two associates work a total of 4 days/wk and see approximately 15 new patients/mo. This office is very clean and has a great staff as well as, reasonable rent. Grossed \$327K in 2015 with a **Buyer's net of \$81K.** Excellent opportunity. Seller is working with a non-profit organization. Please contact your CPS Agent for more information. **Property ID #5099.**

**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.**

### KERN, SAN LUIS OBISPO & VENTURA COUNTY

**PORT HUENEME** – This modern designed practice is located in a two story building retail plaza with heavy traffic flow. Has ample parking. The office consists of 3 equipped operatories in an approximately 920 sq. ft. suite. It's digital with one sensor. Leasehold and Equipment Only! It's a great location across from the ocean. Low sale price and affordable rent. Excellent opportunity for a first time buyer! **Property ID #5106.**

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**BELL** – 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 - NEW LISTING** – Periodontal Practice - This beautifully designed Perio practice has 4 Operatories and is in a desirable professional building. Practice features Dentrrix software and has 24 years of Goodwill. 2015 GR were \$382K. #CA342- 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- In Escrow. 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. 2015 Gross Receipts were \$1.2MM+. #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. 2015 Gross Receipts of approximately \$185K, room to grow. #CA280- Kerri McCullough - 949-300-0312.

**CENTRAL ORANGE COUNTY - NEW LISTING** – General Dentistry Practice with 3 Operatories, Paperless and digital, located in a retail center on corner of a busy intersection. 2015 Gross Receipts of 381K with 156K Adjusted Net Income. #CA328- Thinh Tran - 949-533-8308.

**COASTAL ORANGE COUNTY** – General Dentistry Practice. 5 Ops, 4 Equipped, Dentrrix, Dexis. Professional building location with 48+ years of goodwill. 2015 GR of \$604K with Adj. Net of \$231K. #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 ComputerAided software and most specialty services are referred out. 7 days of hygiene per week. 2015 Gross Receipts were \$962K with \$430K Adjusted Net Income. #CA257- Kerri McCullough - 949-300-0312

**GREATER LOS ANGELES AREA** - Periodontal Practice-This 5 Operatorio 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. 2015 GR of \$728K with \$307K Adj. Net. #CA173- Kerri McCullough - 949-300-0312.

**HUNTINGTON BEACH - NEW LISTING** - General Dentistry practice with 3 Operatories, 2 Equipped, 1 Plumbed, in a professional building. Completely digital and paperless with EagleSoft and 25 years of goodwill. Seller works a 3 day week with 1 day of hygiene. PPO/FFS practice. 2015 Gross Receipts of \$276K with \$103K Adjusted Net Income. #CA329- Thinh Tran - 949-533-8308.

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

**INLAND EMPIRE** – Endodontic Practice – This almost paperless 4 Operatorio 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- In Escrow. 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 - In Escrow. Kerri McCullough - 949-300-0312.

**LAKEWOOD - NEW LISTING** – This General Dentistry Practice with 4 Operatories, 3 Equipped, 1 Plumbed, is located in a retail center near a busy corner with signage. Practice has 38 years of goodwill and utilizes Dentrrix software and XDR digital x-rays. #CA341- Kerri McCullough - 949-300-0312.

**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.

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

**ORANGE COUNTY - NEW LISTING** – Endodontic Practice with 6 Operatories and a strong referral base of area dentists for 25+ years. Completely paperless and digital with microscopes and 5 year new equipment. 2015 Gross Receipts of \$736K with \$325K Adjusted Net Income. #CA327- Kerri McCullough - 949-300-0312.

**ORANGE COUNTY** – 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 free-ways. #CA319- In Escrow. 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. Building also for sale with practice. #CA282- In Escrow. Kerri McCullough - 949-300-0312.

**SANTA BARBARA** – 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.

**SANTA MARIA - NEW LISTING** – General Dentistry practice with 3 operatories in 1,000 sq. ft. suite. This is a FFS and PPO practice and patients are seen 3 days per week with 1 day of hygiene. 2015 Gross Receipts of \$262K. #CA324-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.

**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.

**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. 2015 Gross Receipts of \$202K - room for growth. PPO/FFS office with favorable rent. #CA276- 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.

**ESCONDIDO** - General Dentistry Practice with 4 Ops, 3 Chairs in Central Escondido. Doctor is retiring. **SOLD** This is 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 - Russell Okihara - 619-694-7077.

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

**SAN DIEGO - NEW LISTING** – Modern and Spacious Restorative/Implant Practice. State of the Art Equipment. Digital X-Rays. i-CAT. Lab on Site. 5 Equipped Operatories and 2 Specialty Rooms. Consult Rooms. High Grossing Practice. Great Opportunity for a Multi-Specialty Center. Excellent Location. Call for more information. #CA334- Russell Okihara - 619-694-7077.

**SAN DIEGO - NEW LISTING** – 3 Operatories, EagleSoft, Excellent Strip-Mall location, Perfect opportunity to get into a practice. Price to sell quickly. Doctor is selling for health reasons. #CA340- Russell Okihara - 619-694-7077.

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**SOUTH BAY AREA** - 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. **SOLD**

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

### OUTSIDE OF CALIFORNIA

**HONOLULU, HAWAII** - NEW LISTING General Dentistry Practice with 6 Operatories, 5 fully equipped, 1 plumbed, not equipped. Practice features Dentrix, Dexis, Pano, Laser and CEREC Blue Cam. Practice is located in a growing area near shopping and residential. #HI103-Russell Okihara - 619-694-7077.

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

**OAHU, HAWAII** - General Dentistry practice with 3 Operatories. Practice utilizes Dentrix, Dexis Digital X-rays, located in a shopping center. Established for 28 years, on most major PPOs. 2015 Gross Receipts over \$360K. #HI102- In Escrow. 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.

**BENICIA** - 1,400 sq. ft. office with 3 ops. Digital X-ray, Pano, Laser, Dentrix software. 2015 GR \$305,000 2 day/week. Sister practice #CA322, sale combined or separate. #CA321- Thomas Wagner - 916-812-3255.

**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. **SOLD**

**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. **SOLD**

**CITRUS HEIGHTS** - Prosthodontic practice & stand-alone building for sale. 3 Ops, 2015 GR of \$601,617. #CA326 Thomas Wagner - 916-812-3255.

**EL DORADO COUNTY** - 960 sq. ft. w/ 4 Ops, intraoral camera, digital x-ray, PracticeWorks software. 2015 GR \$466K. #CA339 Thomas Wagner - 916-812-3255.

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

**GREATER EL DORADO HILLS** - NEW LISTING - Four day/week General practice in 1700 sq. ft. with 5 Ops. Eaglesoft, 8 computer stations, digital pan, 2 digital sensors, and 4 days hygiene/wk. Great location. Owner retiring. #CA343-Thomas Wagner - 916-812-3255.

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

**GREATER ROSEVILLE/ROCKLIN** - General Dentistry- 4 Ops with IO, Digital X-ray, Laser, Dentrix software. Established 20+ years, 2015 GR \$945K. #CA331 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 **SOLD** w/6 Ops, Dentrix. 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. **SOLD**

**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, Dentrix software. 2014 GR \$740K. #CA300 Jim Engel - 925-330-2207. **SOLD**

**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** - 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.

**MOUNTAIN VIEW** - General Dentistry- 1,100 sq. ft. office in great location w/4 ops, Dentrix software, digital x-rays. 2015 GR \$371,000. #CA335-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. **SOLD**

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

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

**OAKLAND** – General Dentistry- Appx. 1,500 sq. ft. w/4 Ops, Dentrrix software, Dexis Digital X-ray. 2015 GR \$1M, 5 day week. #CA293-Jim Engel - 925-330-2207.

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

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

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

**PITTSBURG** – General Dentistry- 3 year avg. GR of \$236K, 10% overhead. 5 Ops in 1,400 sq. ft. with Pano. **SOLD** #CA133- Jim Engel - 925-330-2207.

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

**ROSEVILLE** – General Practice: 4 equipped Ops, 1 add'l plumbed in 1,650 sq. ft. w/Digital X-ray, Laser, Dentrrix software. 2015 GR \$564K+. #CA323-Thomas Wagner - 916-812-3255.

**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** – Practice and Condominium. 1,300 sq. ft. office, 4 Ops. Eaglesoft software. 2014 GR \$650K. **SOLD** #CA261-Thomas Wagner - 916-812-3255.

**SACRAMENTO** – 1,684 sq. ft., 6 equip. stations in bay, 2 add'l plumbed. 2015 GR \$471K. #CA269-Thomas Wagner - 916-812-3255.

**SACRAMENTO** – General Practice: 1,000 sq. ft. office w/2 equip. Ops, 2 add'l plumbed. DentalMate software. 2015 GR \$110,427 #CA332-Thomas Wagner - 916-812-3255.

**SACRAMENTO** – 8 Ops w/Schick digital x-ray, Pano, Laser, and Eaglesoft software. 2015 GR \$1.9M. #CA337-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 JOSE** – General Practice: 2015 GR \$568,000 on 2 ½ day week. 4 equip. ops, 2 add'l plumbed, 2,200 Sq. Ft. EZ Dental Software, Dexis Digital X-Ray, film-based Panoramic. #CA330-Jim Engel - 925-330-2207.

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

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

**SANTA ROSA** – General Dentistry & Building. 3 Ops. 2015 GR \$563K w/\$186K Adjusted Net. #CA200-Dennis Hoover - 209-605-9039.

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

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

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

**VACAVILLE** – 2,400 sq. ft. office with 4 ops. Digital X-ray, Pano, Laser, Dentrrix software. 2015 GR \$519,000 3 day/week. Sister practice #CA321, sale combined or separate. #CA322- Thomas Wagner - 916-812-3255.

**WALNUT CREEK** – Prosth Practice. 3 Ops, Full Lab. 2013 GR \$143K w/Adj. Net \$143K. **SOLD** #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. 2015 GR \$223K. #CA301-Thomas Wagner - 916-812-3255.

### CENTRAL CALIFORNIA

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

**HANFORD** - General Dentistry – 4 days hygiene, 1,345 active patients. 2015 GR \$509K. Digital x-rays, Intra-oral cameras, and Imaging System. #CA336-Dennis Hoover - 209-605-9039.

**KINGS COUNTY** – Practice has been est. 50 years in a rural community. 4 Ops, intra-oral camera **SOLD** 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, **SOLD** 2,000 sq. ft., Dentrrix software, Dexis software, Pano. 2014 GR \$850K. #CA289-Dennis Hoover - 209-605-9039.

**MODESTO** - Dental Air Space Condominium. 1,511 sq. ft. dental condo unit. Sale price \$286,000. #CA333-Dennis Hoover - 209-605-9039.

**TULARE** - 2,300 sq. ft. free-standing office w/5 Ops. 2014 GR \$1.7M. 10 days hygiene. Owner moving out of state. **SOLD** #CA273- Dennis Hoover - 209-605-9039.

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

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

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**SAN FERNANDO VALLEY #9** - (8) Op comput G.P. w central nitrous for sale. In a prof. bldg. on a main thoroughfare. Cash/Ins/PPO/HMO w approx. \$7K/mos Cap Ck. Dentrix, Digital X-Rays, Digital CT Scan. 2015 Gross Collect \$1.4M+. (50+) new pts/mos. D&M Practice Sales 818.591.1401.

**Millennium Laser** Used very little. Just had periodic service 11/15. \$32,000 B/O (New \$109,000) email [cvdental@aol.com](mailto:cvdental@aol.com).

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**Tempe Dental Practice** for sale, 6 ops, Strip center, 3 miles to ASU, 2950 sq ft, low rent, untapped potential, 2015 collection \$336k, asking \$179k. Send inquiries to Dental894@yahoo.com.

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**North Costal** San Diego County dental space for lease, Professional Building, aprox 1400 sqft, 5opts, 3 with a view. High traffic exposure, easy access from Hwy 78. Call 760-518-6946.

**NORWALK 4 ops** HI IDENTITIY FP \$250K EMERGENCY SELLER ILL WILL LEASE. CALL PPS Tom FITTERER 714-832-0230.

**Upscale Southeast** Huntington Beach - Bldg has 5 dentists & 2 orthodontists, perfect for a periodontist or M-F Surgeon. All outside view oppertories, private corner office w/restroom. As much as 2616 contiguous sq ft available or can be divided. Owner is very motivated, low rates & incentives. J.R. @ 714-274-9479.

**Mall location**, Practice for sale in San Fernando Valley collecting \$1,317,000 in 2015. 150 new patients per month. Tina Ochoa, Broker (951) 309-3196.

**DENTAL OFFICE TO SHARE ANAHEIM** Fully-equipped turn-key 4-op 1680sqft dental office with two xray units and a pan-ceph. We are an orthodontic practice willing to share with a GP. We presently occupy the office on Wednesdays, with limited usage on other days. ddsboone@yahoo.com.

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**Palmdale practice** collects \$765,000/year with a net income of \$290,000/year. 8 equipped ops in a free standing building. 3 days of hygiene/week. R.E can be purchased or leased. Asking \$550,000. Kurt Skarin 805-777-7707.

**PRACTICE SALE - VALENCIA** Established GP. \$700K avg collections. 4 Op/1400sqft. Associate run, Owner works part-time. Attractive, upscale office near shopping center. Broker - Charles Kim 800-416-2055.

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**Westminster GP** Office for Sale. Beautiful 1561sqft office in a busy shopping plaza. 4ops with Adec chairs. Turnkey office with charts but not guaranteed. Contact Linda at (714)815-3662.

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**For sale/lease:** 3 dental offices in La Habra, Costa Mesa and Whittier. All furniture, fixtures & equipment in place. Buyer/new tenant would not pay anything for the business. Call Greg Jones at 562-697-3333 ext 21.

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## Premium Practice Listings

### North Central Los Angeles #1100

Restorative cash fee-for-service practice, contemporary suite/ all digital, 2015 revenues \$725K, three year average net profit = 43.5%

**Asking \$575,000**

### Central California Coast #1105

Fee-for-Service Restorative Practice  
Beautiful Contemporary  
High Tech Office  
Seller Retiring  
2015 Revenues of \$945,414

**Asking \$790,000**

**More Premium Practices  
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### Sonoma County #1101

**General Dental Practice  
and Building**  
2,415 Square Foot Digital Suite  
Five (5) treatment rooms  
Eight Days/Week Hygiene  
2015 Gross \$1,551,905  
2014' & 2015' Average  
Net Profit = 42.55%

**Practice asking Price \$1,150,000**

### South Orange County #1103

Shopping center location, digital restorative practice, 2015 gross revenues = \$896,296, three year average net profit = 49%

**Asking \$775,000**

### East Bay San Francisco #1104

Fee-for-service  
Restorative/ Esthetic practice  
Beautiful digital office  
Six (6) treatment rooms  
2015 gross revenues = \$1,639,289

**Asking \$1,350,000**

### Central Valley #1094 **ENDO Practice**

Three treatment rooms, w/ one additional plumbed room, digital with microscopes, 2015 gross revenues \$809,866, net profit approx 47.3%

**Asking \$549,000**

### Fresno County #1091

Outstanding general dental practice and dental building for sale approx. 2,400 sq ft., six (6) treatment rooms Practice fully equipped with digital x-ray equipment Seller retiring, 2015 gross \$494,804

**Asking \$327,500- Practice  
Asking \$695,000- Building**



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**GENERAL DENTIST**- Private practice. Cypress. Part-time. Min 3 years exp. CV to northorangecountydental@gmail.com.

**EAST LA MILLION DOLLAR OP** 4op Estb1985 Lady DDS FP 300,000 Very High Identity call PPS 714-833-0230.

**Associate GP** Dentist needed for a small private office in Pomona. NO HMO. salary + bonus. PT. Ownership possible. 3 yr min exp. sugarbug888@gmail.com.

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**Santa Barbara** general practice collects \$772,000 per year consistently with a net income of \$225,000 on less than 4 days per week. 4 1/2 days of hygiene/week. 4 ops. Asking \$600,000. Kurt Skarin 805-777-7707.

**PRACTICE FOR SALE ANAHEIM GP w/ 3 ops** in busy shopping center NET \$87K. California Practice Sales, Inc. Phone: 714-639-2775.

**So. EAST KERN COUNTY** - (5) Op comput G.P. for sale. LIMITED COMPETITION! In a free stand. bldg. Bldg also avail. Excellent exposure/visibility & signage. Cash/Ins/PPO. Digital CT Scan, Digital X-Rays, soft tissue laser & a regular Pano. 2015 Gross Collect ~ \$600K on a (4) day week. (24) new pts/mos. Seller Retiring. D&M Practice Sales 818.591.1401.

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**SANTA CLARA COUNTY** Well Established Pedo practice located in the heart of Silicon Valley featuring 1800 square feet and four ops. Call today for more information! IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

**PRACTICE FOR SALE/ PALM SPRINGS** GP in free standing bldg NET \$164K California Practice Sales, Inc. Phone: 714-639-2775.

**Practice priced** at 50% of revenues, Retiring Seller offering over 38 years of Goodwill in Hemet collecting \$378,944 in 2015. Condo suite available for sale. Tina Ochoa, Broker (951) 309-3196.

**BUYING DENTAL PRACTICES** - Considering a gradual transition? Investors are seeking \$1 million/yr+ established practices. Sell discretely. Option to continue serving your own patients. Ideal plan to slow down for retirement or relieve yourself of management headaches. Please contact for consultation: Charles Kim 800-416-2055.

**PRACTICE FOR SALE-NEW!!** GP in Rancho Bernardo, Professional Bldg. 4 Ops. FFS and PPO. SDPS: 760-599-7828.

**DENTAL PRACTICE FOR SALE IN SAN DIEGO** Office gross ~\$300K on 2 days per week. Retail shopping center. 3 operatories #SD31E. Call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfinc.com LCFPracticeSales.com.

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## Featured Listings:



**Anaheim** - 4 treatment rooms & 1 plumbed not eq. treatment room in a spacious 1,600 sq. ft. suite located in a one story, medical plaza near the area hospital. Plaza offers a nice outdoor courtyard and a pharmacy on the premises. Suite has EagleSoft Software, Intra Oral Camera, Digital X-ray (2 sensors), and equipment that averages 8-10 years new. 9 Years of Community Goodwill. Seller has a second practice in Irvine. **Recently Reduced - \$150,000!**



**Chino** - 3 treatment rooms & 2 plumbed not eq. treatment rooms located in a 1,600 sq. ft. suite in a two story building in a multi-use, frequented center. Growing Area! Patient Charts included & Priced to sell!

**Chino - New Listing.** 4 eq. treatment rooms in a spacious suite located in a single story, strip shopping center on a busy street. Excellent exposure and signage. Bright, clean, organized suite. Leasehold Improvements & Equipment Only.



**Diamond Bar** - Leasehold & Tenant Improvements Only - 4 plumbed not eq. treatment rooms in 1,498 sq. ft. spacious suite. Located in a busy Plaza which offers plenty of exposure and is a well-kept with lots of traffic. Suite offers a nice floor plan, Tile throughout, and a reasonable lease. Rent is \$2,943/month. Successful seller is moving down the street. Established at this location for 5 years.

**Glendale** - 3 treatment rooms in 1,050 sq. ft. suite located in a two story professional building w/ 26 years of Goodwill. Suite is located on the 1st floor next to the pharmacy. Rent is very reasonable for the area at \$2,978/mo. Seller works this location approx. 12 hrs/wk w/ an Assoc. working 1 dy/wk and 1 dy/wk of hygiene. Seller would like to concentrate on his two other practices.



**Inland Empire** - 8 eq. treatment rooms, 2 Hygiene rooms in a spacious 3,500 sq. ft. suite located in a stand alone building.

90% Insurance & 10% Cash Practice. Practice has a history of collecting \$1.1+ Million per year.



**Los Angeles** - Leasehold Improvements & Equipment Only - 3 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.

**Rancho Cucamonga** - 3 treatment rooms and 1 plumbed not equipped treatment room in a 1,600 sq. ft. suite. 2nd story location in a professional multi-building complex on a busy street - heavy daily traffic. Rent is very reasonable and all inclusive at \$2,900/mo. Sellers have their primary practice in Hesperia. Established in August of 2013, the practice is open 2.5 days a week and has approximately 600 active charts.



**Redlands** - 6 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. Has a contract with the local VA to take overflow. 80% insurance & 20% Cash. **Recently Reduced.**



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**Santa Ana** - 4 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 w/ a Buyer's Net of \$80K on a 2 day work week. Untapped Potential! **Recently Reduced.**



**Santa Monica** - 4 treatment rooms in 1,516 sq. ft. suite that offers ocean views, Practice Works, Intra Oral Camera, Digital X-ray, and is located in a well known Medical Building. Affluent Patient Base & Fee For Service. Collected approx. \$341K on 2.5 Doctor days a week for 2015.



**Santa Monica** - 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 \$5,489/mo which is very reasonable for the area and quality of premises.

This is leasehold improvements and equipment only - and priced accordingly. Some patients may stay with the practice, as the seller's other location is in Manhattan Beach. The seller is motivated to move on this, and you could have an excellent location for pennies on the dollar. This has been priced sharply under a build-out cost - there isn't a better deal that I am aware of in the area. **\$50,000.**

**Tustin** - Office is in a professional building on a major street with a monument sign. Building houses medical and dental. 1,100 sq. ft. build-out includes 5 chairs with side deliveries and one in a private consultation room. Landlord is very attentive to the tenant's needs. **A must see to appreciate! Leasehold Improvements & Equipment.**



## Under Offer:

**Culver City** - 4 eq. ops. in 980 sq. ft. suite. PPO / CASH Practice.

**Fontana** - 4 eq. ops. in a 1,600 sq. ft. suite that the seller shares with a Medical Doctor.

**West LA** - Prestigious Area with the practice on a highly traveled street 3 treatment rooms & 2 plumbed not eq.

**Montebello Ortho** - 5 eq. chairs in an open bay in a 1,500 sq. ft. suite. Retiring seller.

**Santa Clarita Area Pedro** - High-end, quality, large pediatric practice with an excellent reputation.

**South Riverside County** - 80%-20% Insurance and cash. Steady collections over \$1.2M for the last two years.

## Recently Sold:

**Hawthorne** - 5 eq. ops. in 1,600 sq. ft. suite located in a single story, strip shopping center w/ 30 Years of Goodwill.

**Pasadena** - 6 eq. ops. & 1 plumbed not eq. op. in 2,200 sq. ft. suite. 20 Years of Goodwill.

## Other Opportunities:

**Tarzana** - Successful GP/Prosth is looking for a Specialist to share his suite.

**Build Your Dream Practice** in one of the Build-out Opportunities that I have listed in La Habra, LA, Orange, Tustin, Santa Clarita, and Victorville (Real Estate for Sale).

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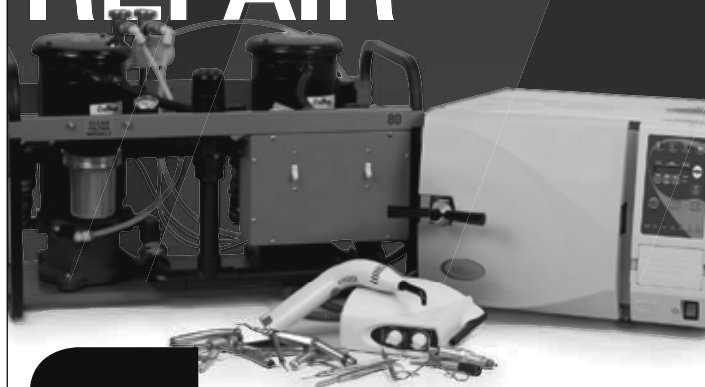
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**Cecilia Chen, Esq.** negotiated a 3-months rent abatement for my practice purchase, giving me the much needed capital during the transition period. - D. Aminov, DMD. Call us for a complimentary consult. Toll Free: 855-850-4111, [Cecilia@practiceatty.com](mailto:Cecilia@practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

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**PRACTICE FOR SALE/ WEST COVINA** GP w/ 13 yrs gdwill net \$199K California Practice Sales, Inc. Phone: 714-639-2775.

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

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## **Featured Listings**

**Cudahy Practice:** with over 24 years of Goodwill. Practice is housed in two suites (1990 square foot combined) single story professional complex. Only dentist in the building, Clinical suite offers four operatories, three fully equipped, 1 surgical operatory, Digital X-ray, private doctor's office, ideal location offers easy freeway access from the 710 Freeway.

**Chino:** Practice is located in busy shopping center providing excellent exposure and walk-ins. The Seller is offering over 20 years of Goodwill. The practice contains 5 operatories, 4 fully equipped, collected \$348,395 in 2015 on 3 days a week schedule. Practice is priced to sell. Call now!!!

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

**Hacienda Heights Location #1:** Great shopping center location north of 60 Freeway near the city boundaries of La Puente & City of Industry. Collected \$485,500 in 2015, 28 years of Goodwill, 5 Operatories, 3 equipped, Digital X-ray, Pano and much more. Call now for practice details

**Hacienda Heights Location #2:** Turn-Key, 2 operatory offices in approx. 800 sq. ft. condo suite located 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.

**Hemet:** Retiring Seller offering 38 years of Goodwill. Collected \$378,944 in 2015 on a 3-day week schedule. 2 hygiene days. Condo suite for sale. Priced % of gross revenues.

**Huntington Park:** 5 Operatories, 3 equipped, suite located in a frequented, single story, strip shopping center w/ 25 Years of Community Goodwill. Rent is \$3,400/month, Collected approx. \$230,000 in 2015 on a 2.5-day work week.

**La Jolla:** Turnkey opportunity just a short 5-minute walk to the beach. This great opportunity with a Hawaiian tropical theme offers 3 fully equipped operatories, Digital X-ray and Easy Dental software. Seller works in La Jolla 2 Days/Wk. Reasonable rent. Adjacent suite is available for rent for immediate expansion.

**Malibu:** Store front location 4 Operatories, 3 equipped, Digital X-ray, Easy Dental Software. Seller motivated will consider all reasonable offers. Asking \$69,000.00

**Panorama City:** Gross \$1.3 MM Practice located in busy shopping center. High foot traffic exposing the practice to an average of 150 new patients per month. Associate run practice offering services in GP & Ortho. 7 Operatories. Digital X-Ray, Pano, Eagle Soft software. "Price Reduced".

**Pico Rivera:** Free Standing Building on Major Thoroughfare for sale. Practice established in 2007. Building partially built-out offering 2 fully equipped ops in 2460 square foot office. Rear portion of the building (not built-out), but plumbed for 6 additional ops. Premium location with ample parking on multiple lots. Location offers great potential.

**West Covina:** Collected approx. \$1MM in 2015. Located on the ground floor of thriving two story major shopping center with high foot traffic. 100 new patients per month Office offers 5 Operatories, Digital X-Ray, Pano & Eagle Soft software. "Priced Reduced"

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**Luis Kong, DDS** (San Francisco, CA)- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536.

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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)

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

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#### **In Escrow! Priced to Move: Orange County, CA**

Fully digital and computerized office. Part-time practice grossing \$240K poised for growth. Located in free-standing building. 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. Great opportunity to build and grow. (ID#76586)

#### **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)

#### **BEAUTIFUL WINE COUNTRY: Priced for Immediate Sale, seller moving out of state!**

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 ops 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)

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#### **Just Sold! Large Floor Plan Office in Busy Medical Center: Tustin, CA**

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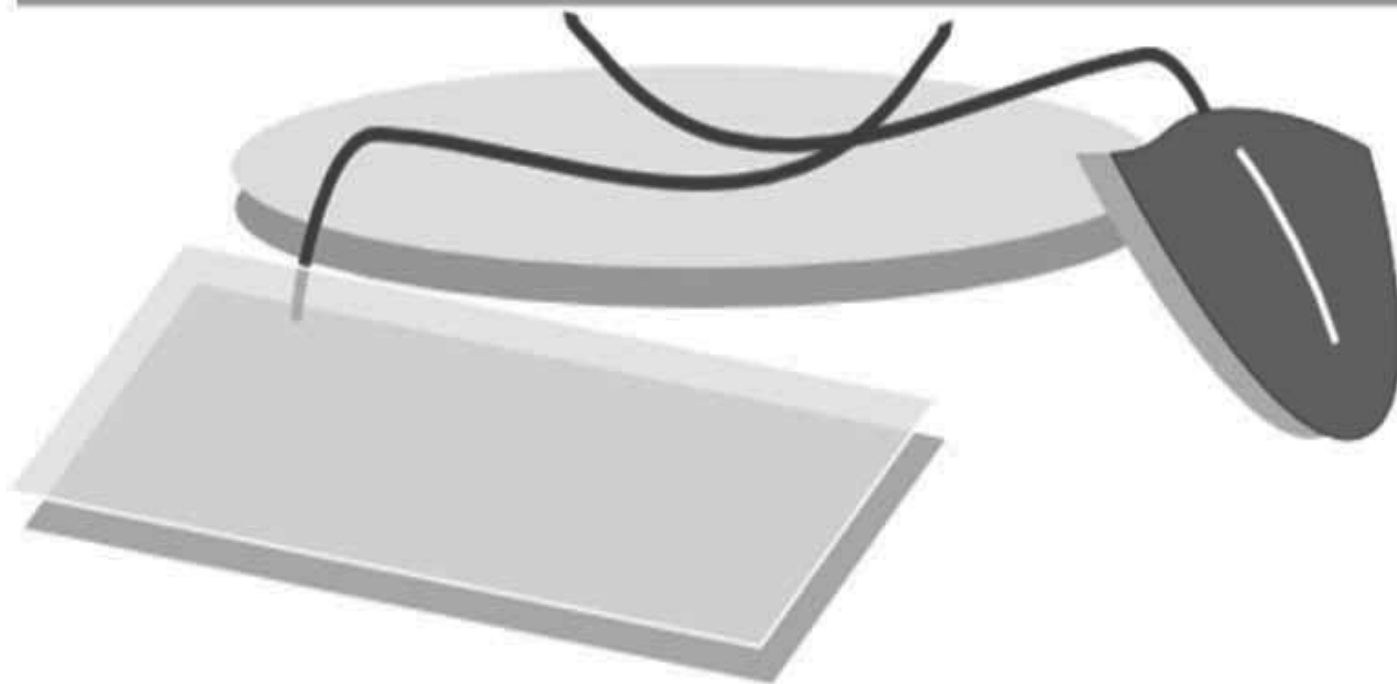
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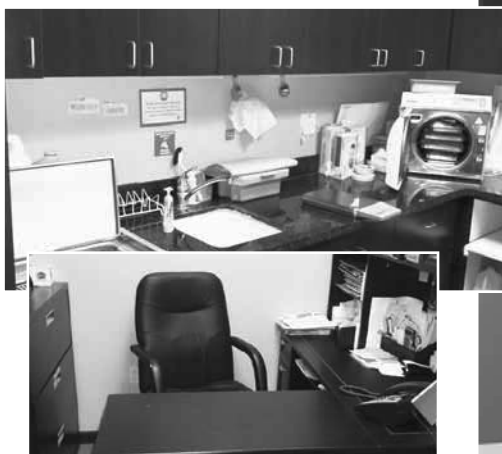
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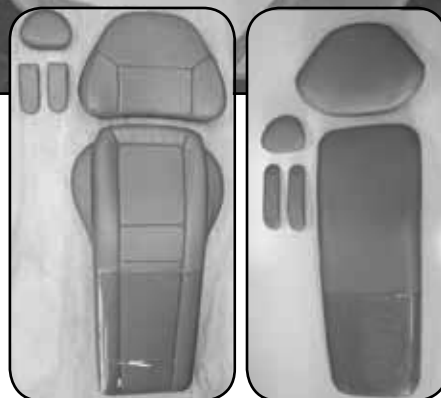
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