

# THE Dental Trader

VOL. 14 NO. 8 • August '17  
So. Calif. Edition

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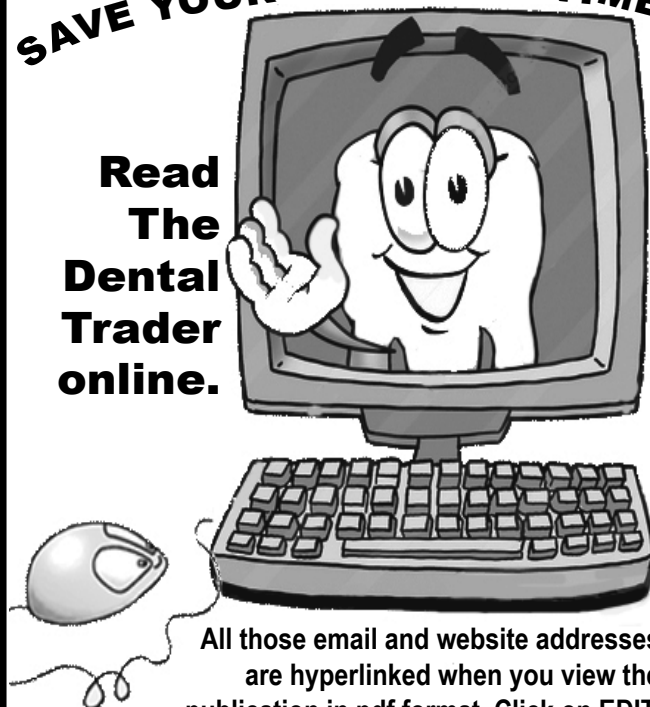
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## LOS ANGELES COUNTY

**ARCADIA #3** - Beautiful, newly remodeled, (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.

**ARCADIA #4** - (4) op comput G.P. in a smaller prof. bldg. on a main thoroughfare. Annual Gross Collect. \$425K+. Cash/Ins/PPO. Easy Dental s/w & Pano equipped. Digital x-rays. Does no advertising & has no website. 40+ years of Goodwill. Lower overhead with an excellent Lease in place. Seller retiring. **[PENDING]**

**CARSON** - (3) op comput. G.P. on a main thoroughfare w HUGE SIGNAGE! Newer eqt. Paperless, digital x-rays & pan/ceph. Started from scratch late 2012. Mixed pts. \$2.0K+/mos Cap. Cks. 2016 Collect. \$244K & growing. Seller moving. **[NEW]**

**ENCINO #6 - EMERGENCY SALE!** (3) op comput G.P. & implant pract. in a centrally located high rise prof. bldg. on a main thoroughfare. Pt base is Cash/Ins & one PPO. 2016 Gross Collections of \$205K+. Seller has passed away. Priced to sell. **[PENDING]**

**ENCINO #7** - (5) op comput G.P. (4) ops eqt'd/(1) add plumbed. Cash/Ins/PPO. Gross Collect approx. \$270K p.t. (2) days of Hygiene. Refers out: most Endo, Perio, Implant place, Ortho & major O.S. Digital, Paperless, & Waterlase Laser. Seller retiring.

**GLENDDORA** - (3) op comput G.P. (2) ops eqt'd, 3rd op plumbed. Located in a strip ctr, on a main thoroughfare, w excell exposure, visibility & parking. Cash/Ins/PPO w no HMO, no Denti-Cal, no nights & no weekends. Very low overhead. Seller refers out implant place, O.S., some Endo, Perio Surgery & Ortho, & does no advertising. Priced at well below build out & eqt costs. This is a great starter Pract or satellite location. Seller retiring, but is willing to help transition. **[NEW]**

**ORTHO PRACTICE WITH (2) LOCATIONS** - (#1) in SFV & (#2) in EAST VENTURA CTY. Collect. approx. \$700K/yr. Cash/Ins/PPO. (14-15) new starts/mos. 45+ yrs of Goodwill. 500+ Active pts & 550+ in retainers. **Back on the Market.**

**PANORAMA CITY #3** - (3) op comput G.P. in a retail ctr @ a major intersection. Excellent exposure, visibility, & signage. Cash/PPO pts. Digital x-rays. Gross collect ~ \$185K p.t. Does no advertising. Sale due to partial disability. **REDUCED**

**SAN FERNANDO VALLEY #10** - Located in an Exclusive Area of the Valley. (5) op comput G.P. w high end buildout & decor. Digital x-rays, CT Scan, Laser, Dentrux s/w & (2 to 5) year old eqt. 2016 Gross Collect. \$974K. Cash/PPO/Small Amt HMO. Reasonable overhead w high net! **[NEW]**

**SAN GABRIEL VALLEY FOOTHILLS** - (3) op comput G.P. in desirable foothill area. Gross Collect \$350K - \$400K/yr on (3) day wk. (3) days of hygiene. Cash/Ins/& one PPO. Refers out Endo, O.S., Perio, Ortho & Implant Place. Does no advertising. Seller retiring. **[NEW]**

**SOUTH BAY** - (2) op comput G.P./Prost. Pract. 75% G.P./25% Prost. 2016 Gross Collect \$445K+ on an easy (3) day wk. Cash/Ins/PPO. Very low overhead, w extremely high net. Digital x-rays. Seller does no advertising. Seller retiring, but willing to transition. **[PENDING]**

**WEST L.A. (MAR VISTA)** - Recently remodeled, (4) op comput. G.P. on the very desirable West side. (3) ops eqt'd, 4th plmbd. Located in a strip ctr w excellent exposure. Annual Gross Collect \$250K+ on a p.t. schedule. Growth potential. **[SOLD]**

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**WESTLAKE VILLAGE #5** - (4) ops/(3) fully eqt'd turnkey office. Ground level, street front location, on a main thoroughfare in an upscale demographic area with exposure, visibility & signage. Digital & networked. This location has been a successful dental office for this DDS plus (3) previous DDS. Now it's your turn. Offered at less than buildout & eqt. costs.

**WESTLAKE VILLAGE #6** - (4) ops/3 fully eqt'd turnkey office. Located in a highly desirable upscale demographic area with easy access & ample free parking. Location has been a successful dental office since 1979. Office is networked, digital, has central nitrous & 2 1/2 year old eqt. Seller bought a bldg. & is moving. Offered at less than buildout costs.

## ORANGE COUNTY

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## RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

## SAN BERNARDINO COUNTY

**VICTORVILLE** - (6) op comput. G.P. (3) ops eqt'd. (3) add. plumbed. Located in a one story prof. bldg. on a main thoroughfare. Cash/Ins/PPO & 10% Denti-Cal. Gross Collections approx. \$275K/yr. 30+ years of Goodwill. Seller retiring. **[NEW]**

## 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. **[SOLD]**

## SAN LUIS OBISPO COUNTY

**CENTRAL CA COAST** - High producing & very profitable G.P. with Seller work back. (7) op comput. G.P. located street level in a smaller professional bldg. near the downtown business district. 2016 Collections of \$1.6M. Projecting \$1.8M in 2017. Pract. does no advertising. Averages (12) days of Hygiene/wk. Cash/Ins & one PPO. 78+ yrs of Goodwill. Digital x-rays & digital Orthopantomograph. Refers out Implant placement, diff O.S., all Ortho, all Perio Surgery and most molar Endo. The two Sellers wish to work back for 8-24 mos. to facilitate a successful transition, & to wind down their careers with less administrative demands prior to retiring. This practice is ready to go to the next level & Sellers are anxious to help. **[NEW]**

## VENTURA COUNTY

**NEWBURY PARK/T.O.** - (4) op comput G.P. & condo for sale. Easy fwy access. Prof. designed. (2) ops eqt'd/(2) add. plumbed. Newer P&C eqt, Dentrux, digital, & paperless. Ave. collect for last (3) yrs \$240K/yr. p.t. Does no advertising. Cash/Ins & PPO. Seller moving & priced to sell. **[NEW]**

**OXNARD #9** - Practice and Condo for sale. (3) op computerized G.P. Located on a main thoroughfare. Cash/Ins/PPO/HMO patients. 2016 Gross Collect \$224K+ p.t. \$4K+/mos Cap Cks. Excellent Buy & Combine, Satellite, or Starter. **[PENDING]**

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Avvo® review, April 29, 2017

Posted by Kevin

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**RANCHO BERNARDO – GENERAL** Practice (established 6 yrs) situated in Professional Bldg, located on the corner of a major intersection. 2 Doctor office; seller has 4 Ops. FFS and PPO.

**SAN DIEGO – Retiring from GP with 18 yrs of Goodwill---SOLD!!**

**SAN DIEGO –** (San Carlos area) 3 Ops in approx. 1000 sq.ft., situated in Prof Bldg along Busy street. FFS & PPO with 18 yrs of Goodwill.

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# PRACTICE SALES & APPRAISALS

## 818-999-9595

## Practice / Career Opportunities Available

**BAKERSFIELD:** Super Location. Visible. Large Sign. 5+ops. Ideal for Absentee Office, Ortho or Peds. Revenues of \$600k with no advertising. Beautiful office/modern Equipmt. Priced right.

**BEVERLY HILLS (upcoming):** Retiree. Over 20 yrs of goodwill. Private only. Professional building. 2 days of hygiene. Seller works 4 days. Revenues of \$525k. Solid/stable opportunity.

**CARSON:** Shopping center location. Busy center. Very clean office. Seller works PT. Low overhead. Office being sold as turnkey making financing easy to secure.

**CHULA VISTA:** Retiree w/\$30k monthly revenues on part-time sched. Long-term staffers. No advertising or promo. Priced to sell right away!

**COACHELLA VALLEY (upcoming):** Long-established Private only practice. 25+ yrs of goodwill. Revenues over \$80k/mo. Busy hygiene program. Super location. Seller willing to remain as associate. Sweet.

**COVINA (upcoming):** Walkins. Strip center. 4 ops. Income over \$35k/mo. No promo. Most specialty work referred out. Pre-approved for loan. Quick look, place offer, it's yours in 30 days.

**DOWNEY (upcoming):** Multi-specialty practice. 7 ops. Revenues of \$150k/mo. PPO/HMO/Private. Must disclose your financials and affordability to be placed on list.

**EL SEGUNDO:** Large Sign. Visibility. 4 modern ops. Stand alone, single user building. Large parking. Digital x-rays in each op. Income of \$475+ per year on 3 days. Golden opportunity.

**ENCINO:** Private only practice. Prof. Bldg. Modern equipment & layout. Seller wks part-time sched. Ideal starter opportunity or merger. Seller transition available.

**FONTANA (upcoming):** Free standing building with large parking lot. Busy area with large auto traffic. Big sign availability. Seller working part-time. Large potential for aggressive buyer.

**GLENDALE:** Long-established private practice with 30 yrs of goodwill. Seller retiring. 3 ops. Low overhead. Low rent. Low stress. Seller refers out most specialty work.

**HAWTHORNE:** Location, Location, Location...and huge pole Sign. On El Segundo Blvd long-estab practice with 4 modern ops, pano, revenues of \$40k/mo part-time. Wow!!

**HUNTINGTON PARK:** Uber busy office with 5+ ops. Modern facility. State of the Art. Crazy visibility. Revenues of \$80k/mo on PT sched. HMO of \$8-10k/mo. Serious inquiries only.

**LONG BEACH (in price negotiations):** Private. Long-established. Retiree. Quality staff to remain. Seller to work 1 day per week for transfer. Revenues over \$40k/mo. Nice office.

**LOS ANGELES:** Visibility. Signage. Free standing building. Hispanic patients. Easy to find. Revenues of \$30k/mo on P.T. sched. Priced to sell.

**LOS ANGELES (near LAX):** Revenues nearly \$50k/month. Modern. Sweet location. Drive-by of thousands of cars daily and large employers. Aggressive buyers only!

**LOS ANGELES:** Live in LA? Want to practice nearby? Strip center. Modern. Easy to find with major tenants in Center. Revenues of \$600k. Busy office & hygiene program. Call NOW !

**LOS ANGELES (Silverlake):** Make money with limited expenses!! Its old, its ugly and has no computers...but 30+ years of goodwill. Large patient base. Low rent; \$30k/mo of income part-time.

**MISSION VIEJO (upcoming):** Private practice. Over 20 yrs of goodwill. Seller retiring. Most specialty work referred. Revenues of \$35k/mo on 3 1/2 days per week. Transition available. Will sell quick.

**MODESTO Area:** Retiree with low stress office & revenues of \$400k/yr. 1st floor location. Low expenses. No promo. Most specialty work referred out. Pre-approved for loan.

**NORTH HOLLYWOOD (upcoming):** Call only if you are ready NOW. Free standing building. Remodeled office is wow. Modern, neat, clean. Signage. Hispanic patients. 4 ops. Revenues of \$600k part-time.

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**PACOIMA:** Sweet deal. Visible shopping center. Office with 2 ops but plumbed for more. Low rent. Office has been estab over 10 years. Price under \$125k – where can you find that?

**SANTA ANA:** Visibility. Hispanic patients. Practice estab over 12 yrs. 4 Ops. Excellent opportunity. PPO, cash, Denti-cal all around 30%. Smooth transfer, low overhead...easy.

**SANTA CLARITA:** Long-established Private only practice. 20yrs of goodwill. Nice/clean 3 op office with low overhead. Revenues rising on 3 days per week to over \$35k/mo. Good opportunity.

**THOUSAND OAKS:** THE best location in town!! Turnkey office with wow factor. Office, look, & location sell cosmetics. Ample parking lot. Easy to find 1st floor. Buy before its gone.

**TUSTIN (upcoming):** Seller retiring. 20+yrs of goodwill. 3 ops. Nice design/clean office. Private only patients. 2+ days hygiene. Transition available. Get name on list before it sells.

**VENTURA:** Sweet Shopping Center location. 3 ops. Clean. Busy center ready for aggressive promoter. Priced to sell quick at under \$250k. Don't wait !!

**WEST HILLS:** Beautiful office with modern equipment and professional setting. Work close to home. Price is gift as seller wants to semi-retire. Lender financing is approved.

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**UPCOMING AREAS:** Fillmore, Culver City, Encino, Gardena, Bellflower, El Monte, Baldwin Park, Central Coast, Santa Barbara, Pasadena, San Dimas & More.....

**Current market conditions:** extremely competitive

**Lender financing:** 100% financing available

**Sale prices:** rising

## Highlighted Practice of the Month

***Are you looking for a low overhead office?***

***Low rent?***

***How about Shopping Center and some walking traffic?***

***Want low stress / low acquisition cost?***

***How about 30+ yrs of Goodwill??***

***If so, this is your office!!!***

### Los Angeles on Sunset Blvd near Echo Park:

1st floor location. Seller is retiring. Seller will assist in transition. Largely Hispanic patient base. Most specialty work referred out. Income of \$25k/month on part-time schedule with no marketing, no website, ZERO extensive treatment planning. Priced to sell immediately!!

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Jim Jordan: 714-240-7179 Cell

# San Diego Practices for Sale

**CARLSBAD:** 5 ops. Highly visible practice in highly coveted north county coastal location.

**CHULA VISTA:** 4 ops, 3 equipped. Dentist retiring. Opportunity to purchase office condo.

**ENCINITAS #1:** 4 Ops. Highly desirable location on main thoroughfare. Cerec. High tech, high quality practice. All Fee-For Service.

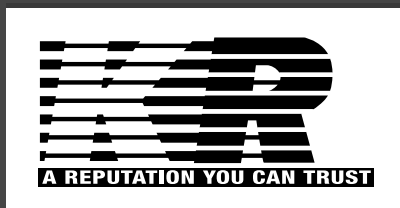
**ENCINITAS #2:** 4 Ops. 3 Equipped. Highly desirable location on main thoroughfare. Cerec & 3D Cone Beam. High tech, high quality practice. High-end holistic. All Fee-For Service.

**EL CAJON:** Highly visible location ground level on busy corner. Stand-alone new building also for sale. Seller retiring after 30 years.

**CARMEL MOUNTAIN:** 4 ops. Recently remodeled. Excellent freeway access. Mostly fee for service. Seller retiring.

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- Dental delivery unit
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- Ajax 03 Doctor Stool
- Ajax 05 Assistant Stool
- Cuspidor optional

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## ajax



**AJ16 - Package 3 Call for Price**

Package Includes:

- Full Hydraulic chair
- Sidemounted delivery system w/side box
- Suction system (2HVE, 1 saliva, 1 3 way)
- Dental LED sensor light
- Ajax 03 Doctor Stool
- Ajax 05 Assistant Stool
- Cuspidor optional
- High class package

## New Office Package Specials

### 2-Operatories PLUS Package

(2-AJax15 + OK100 Unit Complete package)

- Fully Hydraulic Chair
- LED Sensor Post Mounted Light
- Deliver - W/O Cuspidor
- Doctor's & Assistant's Stool

#### PLUS:

- 1- Belmont 097 X-ray
- 1- JDS Oilless Compressor
- 1- JDS Vacuum
- 1- Tuttnauer 2340M Autoclave
- 1- Denttio Digital Sensor (size #1 or #2)
- 1- Denttio Digital Camera
- 1- Denttio Office Management Software



**PLUS Package Price**  
**\$31,560.00**

### 2-Operatories PLUS ELITE Package

- 2- Belmont Bel-50 Chair
- 2- Engle Delivery Unit - W/O Cuspidor
- 2- Ajax LED Sensor Post Mounted Light

or

- 2- Engel Halogen Post Mounted Light
- 2- Galaxy Doctor's Stool
- 2- Assistant's Stool

#### PLUS:

- 1- Belmont 097 X-ray
- 1- JDS Oilless Compressor
- 1- JDS Vacuum
- 1- Tuttnauer 2340M Autoclave
- 1- Denttio Digital Sensor (size #1 or #2)
- 1- Denttio Digital Camera
- 1- Denttio Office Management Software

**PLUS ELITE Package Price**  
**\$36,410.00**



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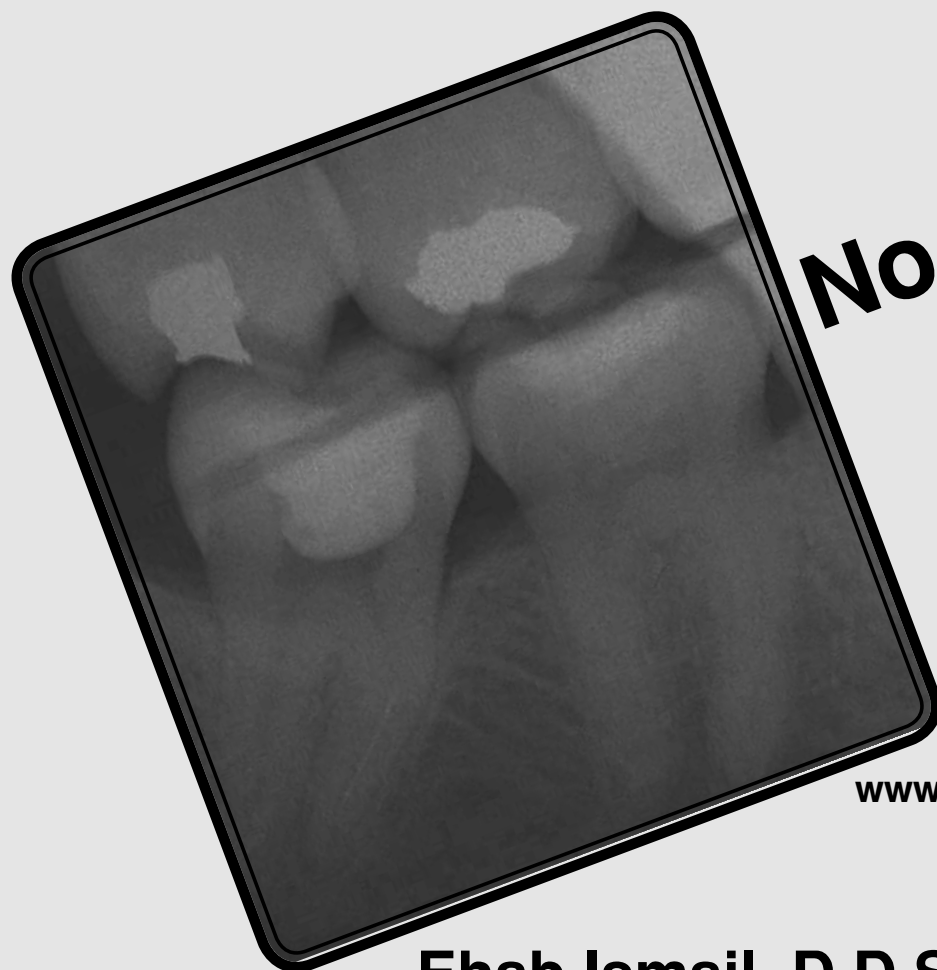
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**Dental office** LA Chinatown for sale \$69,000. Owner retiring soon. 4 ops. Good location, easy start. [Cdachin7@aol.com](mailto:Cdachin7@aol.com).

**PRACTICE FOR SALE** (San Carlos area) GP with 3 Ops in approx. 1000 sq.ft. In Prof Bldg along busy street. SDPS: 760-599-7828.

**Dentist needed** to treat children in Lancaster. 3 yrs experience a must Great Benefits. Send Resume to [globaldental@sbcglobal.net](mailto:globaldental@sbcglobal.net).

**Treatment coordinator** front office needed for Torrance office. Email resume to [ddslongbeach@gmail.com](mailto:ddslongbeach@gmail.com).

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# Thomas & Fees

## Practice Sales

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## Practices for Sale

### Laguna Niguel

**Dr. retiring** after 38 years in this location. Private insurance and cash only - 4 operatories with digital xrays - will gross over \$800,000 this year on 3 days/week - 3 1/2 days of hygiene - "Itero" scanning system.

### 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.

### South Orange County Periodontal

**Premier 40 year old Periodontal** practice with stable staff and mature hygiene program - grosses \$1.8 million on 3 1/2 days per week with very high net - completely fee for service - 7 modern, fully equipped operatories including 3 oversized surgical suites in 3000 sq ft - State of the art with CBCT, digital radiology, and virtually paperless - owner willing to stay during transition.

### Redondo Beach

Gorgeous modern **Oral Surgery & Implantology** practice for sale - 3 operatories in 1500 sq ft - digital x-rays and ICAT 3D - grossed over \$530,000 last year.

### Foothill Ranch

**Fantastic modern** 5 operatory practice grosses almost \$800,000 on 3 days/week with a net of approx. \$300,000 - Dr does all phases on dentistry but would be willing to remain as an Associate to perform any procedures the Buyer is not comfortable doing - very high quality dentistry performed.

### North Orange County Endodontics

**Georgous high-tech New Endodontic** practice started from scratch 3 years ago - Dr relocating out of state - grossed \$413,000 last year - all new equipment with two Zeiss microscopes and 3D cone-beam.

### Laguna Beach

**Dr. retiring** from a very modern 3 operatory practice in desirable beach town - Grosses over \$700,000 on 5 easy days/week, 4 days by owner and 1 day by associate - modern equipment with digital x-rays and Dentrix software - Dr relocating out of California.

### Tustin Facility and Equipment only - no patients

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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Apple Valley, Beverly Hills, Carson, Hesperia, Lomita, Long Beach, Moreno Valley, Santa Barbara, Santa Monica, Simi Valley, Temecula, Victorville, Westlake Village and Woodland Hills.

**RANCHO CUCAMONGA FEE FOR SERVICE PRACTICE FOR SALE:** Established in 1985 at the same shopping center location, this office collects \$400,000 per year consistently with a net income of \$130,000 per year on four days per week. Seller refers all oral surgery, all implant placement, all perio surgery, all ortho and most endo. 44% of the practice income is from hygiene and exams. No marketing, no weekends and no evenings. No HMO or Denti-Cal. 3 days of hygiene per week. Major shopping center location (Stater Brothers, Chase, Carl's Jr.) with 4 equipped operatories. Health forces sale. Asking \$320,000.

**BEVERLY HILLS FEE FOR SERVICE PRACTICE FOR SALE:** Established practice with 33 years of goodwill collects an average of \$500,000 per year on a short four day week (20 hours) with 2.5 days of hygiene per week. Seller refers almost all endo, all oral surgery, all perio surgery, and all ortho. Four equipped operatories in a professional building. Selling for family reasons. Asking \$350,000.

**SIMI VALLEY GENERAL PRACTICE FOR SALE:** Fee for service practice collects \$255,000 per year with a net income of over 50%. Relaxed schedule and low overhead. Good visibility. No advertising, no HMO, no Denti-Cal and no weekends. Recently re-decorated three operator office with digital x-rays and Dentrix software. Seller is retiring after 39 years of practice in the same location. Asking \$215,000.00.

**HIGH DESERT MULTISPECIALTY PRACTICE:** Long established multispecialty, multiple location practice collected \$5.4 million in 2016 with a net income of \$725,000 to the owner/operator. All specialties including ortho, pedo, endo, oral surgery and perio. Total of 37 equipped operatories in two locations with full computerization and digital x-rays. Excellent visibility and marketing program. Asking \$2.4 million. - **PENDING**

**TEMECULA MANAGED CARE PRACTICE FOR SALE:** Practice collects \$900,000 per year on 3.5 days per week. \$12,000 per month in capitation and NO SPECIALISTS! Twelve operatories with four in a bay configuration. Seller does not work in the practice. 30+ new patients per month with zero marketing. Practice refers all endo, almost all oral surgery, all perio surgery and all ortho. Asking \$720,000.

**SANTA MONICA CLINIC PRACTICE FOR SALE:** Located in a free standing building, this practice collects \$970,000 per year with \$9,000 per month in capitation. Practice refers all oral surgery, all perio, all ortho and difficult endo. Ten ops with digital x-ray and panoramic x-ray. Associate run. Asking \$750,000 - **PENDING**

**LOS ANGELES PERIO PRACTICE FOR SALE:** Professional building location with five equipped operatories. Seller works three days per week with three days of hygiene per week. 2016 collections were \$545,000 with a net income of \$160,000. 45% of the production is from implants, 25% from perio surgery and 25% from hygiene. Motivated. Asking \$195,000. - **SOLD AT FULL PRICE**

**LOMITA GENERAL PRACTICE FOR SALE:** Long establish fee for service practice has good potential for the right buyer. This practice collects \$145,000 per year with a net income of \$63,000 per year on a short work week. Two equipped operatories plus two additional operatories that are plumbed, but not equipped. The practice has a majority of Chinese patients and the seller is Chinese. The ideal buyer would be of Chinese descent. Asking \$70,000 but motivated! - **SOLD AT FULL PRICE**

**VENTURA COUNTY GENERAL PRACTICE FOR SALE:** Great visibility in a retail center, this practice collected \$225,000 in 2016 and the seller refers all perio, most endo, most oral surgery and all ortho. Stable patient base with good new patient flow at 15 new patients per month. Three equipped operatories. No marketing. Seller is retiring. Asking \$125,000. - **SOLD AT FULL PRICE**

**WESTCHESTER/LAX AREA FEE FOR SERVICE PRACTICE FOR SALE:** Established four day per week fee for service practice collects \$600,000/year and is on track to collect over \$700,000 this year. Net income is over \$200,000 per year. The practice has five days of hygiene per week and refers virtually all specialty work. Located in a professional building, this practice has four equipped operatories with digital x-rays and Dentrix software. Seller is going on disability. Asking \$450,000. - **SOLD 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. - **SOLD**

**SANTA BARBARA FEE FOR SERVICE PRACTICE FOR SALE:** Long established practice in downtown Santa Barbara. Collected over \$600,000 in 2016. Seller works a short three day work week with four and one-half days of hygiene per week. Seller refers oral surgery, pedo, difficult endo and ortho. Great office location in downtown Santa Barbara within walking distance of the government center and many major employers in the community. Top floor location with private elevator access, ceiling skylights, and newer leasehold improvements. Four equipped operatories with digital x-rays, chairside data entry and Dentrix software. Seller is retiring. Asking \$450,000. - **PENDING**



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## Timing Can Be Everything

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### Can Working Too Long Hurt the Value of My Practice?

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

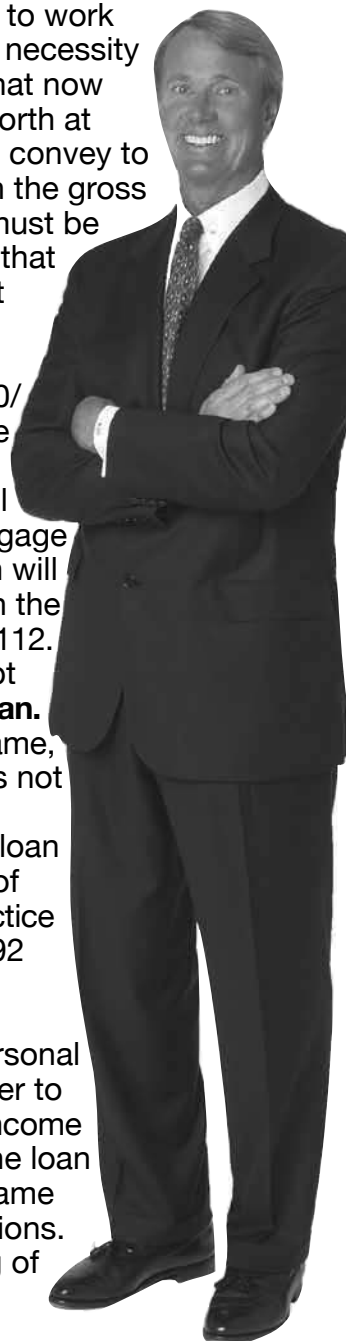
Here are two examples:

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

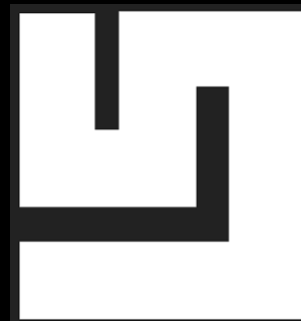
For Buyer #2, everything about the practice is the same, however, now the buyer is married, but the spouse is not employed. Buyer #2's personal debt obligations are \$12,000/month and the interest rate on the practice loan is 8.00% or \$72,780/year. With the buyer's income of \$200,000/year and the buyer's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

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

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



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

**Baldwin Park - Main Street!**

- Retail Shopping Center
- Previously used for Ortho/Pedo
- Equipment & Leasehold
- 18 Ops., Approx. 4,369 sq.ft.

**Beverly Hills - 4 Operatory**

- Collecting ~\$500K.
- Professional Building in highly desirable area.

**Lancaster - Shopping Center**

- Gross ~\$225K on 3 days/wk
- No HMO and No Denticol
- PPO/Cash, ~1,300 sq ft
- 2 Eq. Ops + 1 Add'l Plumbed

**La Puente - Low Rent!**

- Corner Lot in Strip Plaza.
- 3 Equipped Ops, ~1,400 sq.ft.

**Lawndale - Busy street!**

- Equipment & Leasehold
- Strip Mall, Facing Main Street
- 5 Belmont Chairs, ~2,240 sq.ft.

**Los Angeles - Gross ~\$415K.**

- Freestanding Building facing busy main street.
- Heavy foot traffic.
- 5 Eq. Ops, ~1,420 sq.ft.

**Pico Rivera - Busy Street!**

- Nearby shopping plaza, major anchor stores.
- Reasonable rent.
- 4 Ops, Approx. 1,300 sq.ft.

**Pico Rivera - Well Established**

- Gross ~\$440K in 2016.
- Corner Bldg. 25+ yrs goodwill.
- Retail Shopping Center.
- 7 Ops + 1 plumbed, ~2,450 sq.ft.

**Van Nuys - Shopping Center**

- Starter Practice on main street.
- 3 Eq. Ops., Approx. 1,100 sq.ft

### Dental Practice for Sale Ventura County, CA

**Ventura - New Listing!**

- Starter Office located on busy main street.
- High Visibility. 5 Eq. Ops.
- Ample Parking.
- Easy access to freeway.

### Dental Practice for Sale Orange County, CA

**Brea - Gross ~\$350K**

- Located in Downtown Brea.
- Cash/PPO, ~2,400 sq.ft.
- 3 Eq. Ops + 2 Add'l Plumbed

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

- Supermarket Shopping Ctr
- 3 Equipped Ops, ~1,300 sq.ft.

**Garden Grove - Busy Street!**

- Street Front Location! ~1,700 sf
- 3 Eq. Ops + 3 Add'l Plumbed

**Irvine - Leasehold Dental Facility**

- Shopping Center. Close to medical facilities & freeways.
- 4 Plumbed Ops, ~1,635 sq.ft.

**Laguna Hills - Shopping Center!**

- Starter Practice located in busy shopping center on main street.
- 4 Eq. Ops, Approx. 1,500 sq.ft.

**Westminster - Gross ~\$400K**

- GP located on major intersections in small strip center w national anchors.
- 4 Eq. Ops, ~1600 sq.ft.

**Westminster - Freestanding Bldg & Dental Practice for Sale!**

- Gross Over ~\$1 Mil.
- 2-Story Bldg. 30+ yrs Goodwill.
- 14 Ep. Ops. + 3 plumbed Ops.

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

**Fontana - New Listing!**

- Gross ~\$310K in 2016
- Busy intersections in retail shopping center.
- 3 Eq. Ops + 1 add'l plumbed

**Ontario - Seller Retiring!**

- Busy main street. Low Rent!
- 3 Equipped Ops, ~1,100 sf.

**Rialto & Rancho Cucamonga**

- Both Dental Practices are in Large Retail Centers. Lots of goodwill & excellent visibility.
- Rialto: ~3,500 sq.ft., 8 Ops
- Rancho: ~2,100 sq.ft., 5 Ops

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

**San Diego - Strip Mall**

- Gross ~\$270K on 2 days/wk
- 3 Eq. Ops + 1 add'l plumbed

### Dental Practice for Sale Northern California

**Concord - Dental Practice & Real Estate Available**

- 1 Story Building on busy corner, excellent visibility.
- Mostly Cash/PPO. ~1500 sf
- 2 Eq. Ops + 2 Add'l Plumbed

**Fremont - Starter Practice & Real Estate for Sale**

- Main Shopping Center
- New Office, Built in 2012
- 5 Ops. Approx. 2,000 sq.ft.

**Modesto - Gross ~\$1 Mil**

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

**Modesto - Reasonable Rent**

- Gross ~\$315K on 3days/wk
- 4 Eq. Ops. ~1,300 sq.ft.
- 50% Medical; 50% Cash/others

**San Jose - Gross ~\$1 Mil.**

- Associate Run Practice
- 4 Ops, Approx. 1,200 sq.ft.

**San Jose - Real Estate & Starter Practice for Sale**

- Constructed in 2014.
- Modern. Retail Center.
- 6 Eq. Ops, ~2,500 sq.ft.

**San Jose - Gross ~\$624K**

- Mostly Cash/PPO. 4 - 5 Ops.
- Well-run office, 21+ years.
- In Major Shopping Center.

**San Jose - Gross ~\$850K**

- Mostly Denticol, 5 Eq Ops.
- Shopping Center, ~1650 sf.
- Some PPO/Cash, No HMO.

**Turlock - Shopping Center**

- Gross ~\$215K on 5 days/mo
- Cash/PPO, Off Highway 99

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**Dental office** for sale in Oxnard. 39,000\$. Retail location, heavy traffic. 5 ops plumbed and 3 equipped. Email: [dracedds@gmail.com](mailto:dracedds@gmail.com), 8182923458.

**Simi Valley GP** practice collects \$255,000/yr with 50%+ net income. Nicely decorated office with 3 ops. Digital x-ray. No marketing. Retiring. Asking \$215,000. Kurt Skarin 805-777-7707.

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- Dr. Ramirez

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-Levi Barlavi, Esq.

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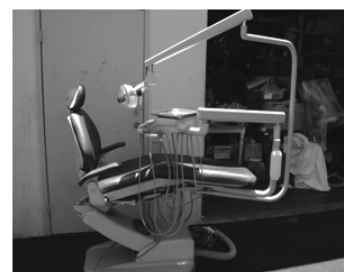
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Going on disability and filing for benefits is an intimidating and stressful process. I felt the insurance company was not working with me, but against me. Having Art on your side gives you an advocate and someone extremely knowledgeable to turn to during an uncertain time. Art has your back through the entire process! Not only that, but he has filing for disability down to a science, one that is thorough and successful.

Sincerely,  
DDS (Doctor's name withheld by request)

*Whether you want peace of mind knowing your disability coverage is sufficient to meet your needs, need to file a partial or full disability claim or are struggling with an existing claim, please call me for a complimentary consultation. The other side may be shadowing you with video surveillance, progress reports and other tools designed to reduce or eliminate your monthly benefits. Call or e-mail me for a **FREE** copy of my book, **"Preparing For Battle"**...a complete guide to the ISSUES related to a disability claim.*



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**Furnished dental** office available for sublease or purchase of build-out. On State College Blvd in Anaheim. Contact gumguy@live.com.

**General Dentist** needed. Crowns, RCT, Fillings, Perio, Extractions etc... Please forward resume to samslosangeles@gmail.com.

**PRACTICE FOR SALE** SANTEE. Long-established GP with 4 Ops in approx. 1342 sq.ft. In strip center, along major street. SDPS: 760-599-7828.

**PRACTICE FOR SALE** HOLLYWOOD Established 30 yrs ago w/4 eq ops. Net \$107K California Practice Sales, Inc. Phone: 714-639-2775.

**\$35 CPR/BLS American Red Cross, 4 CEUs. Orchid (626)345-0005 ext.4 /www.ADMInstitute.com/ let me come to you! check our 5 stars Google & Yelp reviews.**

**Riverside Endodontic Practice** looking for an associate 2 days per week. Reply with resume/CV to endoassociate@gmail.com.

**DENTAL OFFICE** IN SANTA MONICA BLVD. HOLLYWOOD FOR SALE. 2 EQUIPPED OPS. AROUND 700SQ FEET. CALL (323)620-8306.

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**For Sale** Used Dansereau Dental Chair w/ delivery system, bottled water, 1 dr's and 1 assistant's chair. \$1,899. Call Dr. Susan Lee at (714)980-1686.

**Palmdale Dental** Office for Sale by owner. Located in a strip mall. Must see. If interested email dental1dmd@gmail.com.

**ENCINITAS #1** 4 Ops. Highly desirable location on main thoroughfare. Cerec. High tech, high quality practice. All Fee-For Service. Ken Rubin Practice Sales (619) 299-6161.



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Brokers: **Bill Kimball, DDS** and **Darren Hulstine**

### **BAKERSFIELD, CA**

Doctor retiring after 37 years with this practice. High-technology office with 7 masterfully designed and equipped operatories. The office resides in a professional complex with plentiful parking. Currently collections are over \$1,100,000 annually, on just three days a week! Estimated buyer's net after debt service is a robust \$455,000 – well over the local and national average! This incredible opportunity is being offered at \$850,000.

### **RANCHO SANTA MARGARITA, CA**

Nicely located and appointed practice with revenues of \$1.4 million+, and sporting lots of upside potential in this upscale, family-oriented community in Orange County, CA. The beautifully appointed office is a 3,053 square foot, eight operatory master piece, located in a very nice professional building, and featuring the latest in dental technology. Estimated buyer's net after debt service is a healthy \$292,892.

### **FRESNO, CA**

Well established, solid general dental practice within a high-visibility professional building. The practice has recently been renovated and is close to a premier Fresno shopping center. Six spacious operatories in a 3,000 square foot office space generate \$800,000 in revenue per year. Current advertising generates about 50 new patients per month. Estimated buyer's net after debt service is \$219,715. Priced at a modest \$580,000!

### **TULARE COUNTY, CA**

Great opportunity to own the largest dental practice for 20 miles. Real estate also offered for sale - be your own landlord! Free standing building, 5 operatories, plumbed for 6, fully equipped with digital panoramic x-ray, Cerec, and Dentrix networked throughout office. Estimated buyer's net after debt service is \$505,690. Key feature: the seller is willing to work back. Offered at \$1,025,000.

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## UNION CITY, CA

Office is engineered for patient flow with 3 fully equipped ops (and room to expand to 7). Dr. can enjoy a private office in a prime location with views and foot traffic from the park across the street, as well as adjacent business owners and their customers. Current estimated Buyer's net after debt service is \$159,379. Lots of room for expansion in this lightly-worked, Bay Area practice!

## EASTLAKE CHULA VISTA, CA

Beautiful, spa-like office with 25 years of goodwill. Seller wants to focus full time on primary practice. 5 fully equipped ops in a spacious new building, also offered for sale! Be your own landlord! Currently collecting around \$285,000 working only Monday and Thursday. Plenty of room to grow quickly in this spectacular location! The practice is being offered for \$205,000 and the condo for \$609,688.

## Other listings in California:

### Northern California

**Fort Bragg** \$425,000  
**Rocklin** \$400,000  
**Sacramento** Contact Us  
**Santa Clara** *\*SOLD\**  
**Turlock** Contact Us  
**Union City** *\*In Escrow\**  
**Union City** \$495,000  
**Yreka** \$875,000

### Central Coast

**Goleta** \$235,000  
**Lompoc** *\*In Escrow\**  
**Nipomo** Contact Us  
**Paso Robles** *\*SOLD\**  
**San Luis Obispo** \$130,000  
**San Luis Obispo** \$675,000  
**San Luis Obispo** \$245,000  
**Santa Barbara** *\*In Escrow\**  
**Santa Maria** \$125,000  
**Santa Maria** *\*In Escrow\**  
**Solvang** \$180,000  
**Solvang** \$870,000

### Central California

**Bakersfield** \$450,000  
**Bakersfield** *\*SOLD\**  
**Bakersfield** \$477,000  
**Fresno** \$750,000  
**Lindsay** Contact Us  
**Madera** Contact Us  
**Porterville** \$330,000

### Southern California

**Calabassas** \$850,000  
**Canoga Park** \$250,000  
**Glendale** \$700,000  
**Hemet** \$630,000  
**La Mesa** *\*In Escrow\**  
**Lancaster** \$430,000  
**Los Angeles** Contact Us  
**Newbury Park** *\*SOLD\**  
**San Diego** \$300,000  
**San Diego** \$475,000  
**Tolulca Lake** *\*In Escrow\**

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Cecilia Chen, Attorney

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- Partnership Formation and Buy-Out
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- Formation of Dental Service Organizations
- Associate and Space Sharing Agreements
- Estate Planning

*"Cecilia helped me and my husband to sell his dental practice during a difficult time in our family. She always made herself available to answer our questions, sometimes working until middle of the night to make sure everything was current, updated and taken care of. We were greatly impressed with her knowledge, advice and professionalism. I highly recommend Cecilia."*

— Rina and Frank Woo, DDS

*"I was recommended to Cecilia to represent me in buying a dental practice. I am a first time buyer and am not at all familiar with the process. Cecilia took the time to answer each and every one of my questions, often within the same hour. She is extremely accessible and great to work with. She went to the bat for me on many issues and went out of her way to make sure that my investment is protected. Her fees are very competitive and reasonable. In fact, her fees were entirely covered with a 3-months rent abatement that she had went out of her way to negotiate for me in a lease assignment. I highly recommend her and thank her for her efforts to me now becoming a proud first time practice owner."*

— D. Aminov, DMD



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**Dental office** for sale by owner. Located in busy shopping center in Ontario. For more information text 714-478-6054.

**GENERAL DENTIST** NEED IT IN RIALTO. PLEASE E-MAIL YOUR RESUME TO [greatsmiles@santafedentalgroup.net](mailto:greatsmiles@santafedentalgroup.net).

**Corona Commercial Plaza** location, dental opportunity offering 2 ops, Pano, Digital X-ray. Asking only \$60,000. Tina Ochoa, Broker (951) 309-3196.

**Front Office/Receptionist** Experienced front office needed. Full time. West Los Angeles. Email resume: [info@wisdomteeth.la](mailto:info@wisdomteeth.la).

**GENERAL PRACTICE** FOR SALE-SAN DIEGO: 3 Ops, EagleSoft, Digital, 2016 GR \$322K. HSPPT-Russell Okihara 619-694-7077 #CA404.

**Exodontist available** Keep production in house. Don't refer out. Flexible hours. Contact: [exodontisthelp@gmail.com](mailto:exodontisthelp@gmail.com).



**Office Manager** full time in NORTHRIDGE bilingual English/Armenian with at least one Year Experience. Email resume to: Drmkodabak@gmail.com 818-6343488.

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**winnetka dental looking for orthodontist to come to the office once a month on sunday in canoga park ca 91306 818-676-0970 cell 310-435-7586 drjoonam@gmail.com.**

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**Ortho Office** Contents For Sale. Retiring doctor selling all including chairs, side units, compressor, vacuum, furniture, etc. Call 619 298-1775.

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**Looking for P/T associate dentist** in Montclair on Mondays and/or Thursdays for dental clinic. Email resume to: [ychangdds@gmail.com](mailto:ychangdds@gmail.com).

**PERIODONTIST: 2 DAYS/MNTH..MULTISPECIALTY** PRACTICE IN VALENCIA & PASADENA..GUARANTEE + %..DR KIM (818)688-1071 [MIKEKIMDDS@YAHOO.COM](mailto:MIKEKIMDDS@YAHOO.COM).

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**Legal Tip: Buyers** Does your agreement prevent the seller from soliciting referral sources? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**FOR SALE 2013 OMICAM, INLAB MCXL AND PROGRAM AT CS OVEN; VERY LITTLE USE EXCELLENT CONDITION, ASKING \$45,000/OFFER; 619-713-0526 OR FAX 619-644-2908.**

**LAGUNA BEACH** PRACTICE FOR SALE – Modern 1200 sq ft. 3 operatory general practice in desirable Laguna Beach – Dr is relocating out of California – grosses approximately \$700,000/year – digital xrays with Dentrax computer – approximately 70% caucasian, 30% Hispanic – some DentiCal - Thomas & Fees Practice Sales (714) 544-4341.

**I'm a dentist** looking for an established practice in Ventura County. If you're interested in selling, please email me at [shadi\\_al@yahoo.com](mailto:shadi_al@yahoo.com).

**Beverly Hills** general practice collects an average of \$500,000/year on a short week. 2 1/2 days of hygiene/week. 4 ops. No advertising. Retiring. Asking \$350,000. Kurt Skarin 805-777-7707.

**HUNTINGTON BEACH** 6 eq. ops. in approx. 1,900 sq. ft. suite. Rent is \$5,000/month. Priced at \$100,000 Greg Beamer 909-542-4891

**ct scan** for dental implants, TMJ, ceph, sleep apnea ect... is available in canoga park california with th lowest fee ever.. you can call or text 310-435-7586 for an appointment.

**Oral Surgeon** needed for a busy dental practice. Please call at (310)871-5785.

**Selling 5 dental chair sets** with dentist and assistant stools for \$500 each + shipping (Pomona, CA). Pictures: [goo.gl/HyyX4J](http://goo.gl/HyyX4J) Call: (626)466-5926.

**PRACTICE FOR SALE HUNTINGTON BEACH** LH & Equip Only – 3 ops, 1 plumd not eq. California Practice Sales, Inc. Phone: 714-639-2775.

**Periodontal practice** for sale. Retiring owner Ventura County. 34 yrs of goodwill, 3 operatories, low rent, available right away. [Periodr.cab@gmail.com](mailto:Periodr.cab@gmail.com).



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## Premium Practice Listings

### West Los Angeles #1115

General dental practice  
Digital/ laser/ elect. handpieces  
Seller retiring  
2016 Gross \$568,345  
**Asking \$450,000**

### West Los Angeles #1116

C&B,  
Implant and Cosmetic restorative  
Large suite in great location  
Seller retiring  
2016 gross \$1,272,301  
**Asking \$1,150,000**

### Santa Barbara County #1105

Fee-for-service restorative practice  
Beautiful contemporary  
High tech office  
Seller retiring  
2016 gross revenues \$729,812  
**Asking \$400,000**

### Long Beach #1117

General practice  
Four (4) treatment rooms  
Digital x-ray  
Seller motivated  
2016 gross \$340,000  
**Asking \$225,000**

### Fresno County #1091

Outstanding general practice  
Six (6) treatment rooms  
Practice fully equipped w/ digital  
X-ray equipment  
Seller retiring  
2015 gross \$494,804  
**Asking \$327,500**

### Mid-South Orange County #1114

General practice  
Prestigious address  
Large recently remodeled suite  
Seller retiring  
2016 gross revenues \$512,708  
**Asking \$452,000**

### South Bay #1111

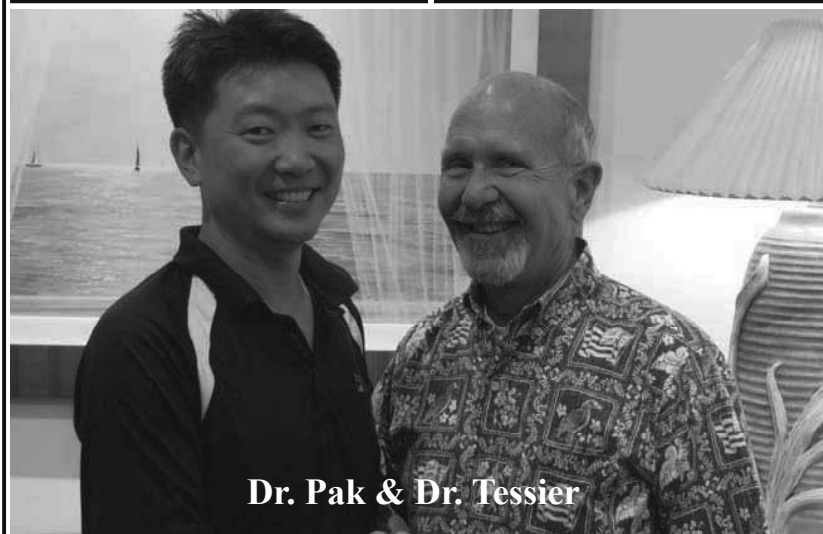
Outstanding fee-for-service  
General dental practice  
34+ years goodwill  
Five (5) treatment rooms  
Seller retiring  
**Asking \$575,000**

### South Orange County #1110

Restorative general practice  
Busy location, 30+ years of goodwill  
2016 Gross revenues \$347,172  
Seller retiring  
**Asking \$265,000**

### South Orange County #1112

General practice  
Compelling location  
Seller retiring  
2016 gross revenues \$332,548  
**Asking \$259,000**



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buyer database**

### Northern California #1106

PERIO practice  
Four (4) treatment rooms  
1,350 square feet  
Solid 40% net grossing over \$1,000,000  
Office condominium is available for purchase  
**Asking \$765,000 for practice**

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brian.mills@carrhr.com NorCal: foad.ahmadi@carrhr.com.

**Need General Dentist for SATURDAY?? AVAILABLE** around Inland Empire, does place and restores implants, molar RCT's and surgical extractions. 7142997653.

**Apixia Phosphor Plate Scanner.** Lightly used. Includes phosphor plates and barriers. Call us for details (714)368-222 located in Tustin, CA 92780.

**Dental Office for Sale. Huntington Park. Busy intersection. Good exposure. 3** ops equipped 2 plumbed. Gross receipts \$168,000 in 2016 on 16-18 hours a week. INS/FFS/HMO. Office is not computerized. Need some TLC. Priced to sell fast. 310/308-3097.

**General Dentist** needed for a busy private dental office in Carlsbad, CA. Minimum 2 years experience. Please email resume at akashlapsi@gmail.com.

**Former dental office for 40 years (5 to 9 operatory), 1000 to 2000 sq. feet. Great street visibility, situated on the busiest street in town in the heart of Carmichael, Sacramento county. Easy transferable lease, if needed. Possible satellite location. Excellent parking, convenient access, located in medical/dental surroundings. Owner on site. Reasonable rates. Call owner, Alain at 916 752 7706.**

**DENTAL PRACTICE FOR SALE SANTA CLARITA:** Outstanding opportunity in growth area. Private only practice. Transition available. Revenues of \$30k/mo. Priced right. Call Broker - Practice Sales & Appraisals (818) 999-9595.

**Space for lease/sublease /Dental office** 4 ops in Tarzana, CA at Ventura blvd. Good for GP or specialist. Please Call at (310)871-5785 for more info.

**Analog PG-1000** Panoramic machine w/ Ceph Good condition, can be used w/ conventional film or Scan-x plates \$4500 Inhouseortho@gmail.com.


**PRACTICE FOR SALE RANCHO BERNARDO.** Situated in Prof Bldg. at major intersection. 2 doctors share 8 Op office. SDPS: 760-599-7828.

**La Puente practice** located in shopping center collecting \$1,000,766 in 2016. Tina Ochoa, Broker (951) 309-3196.

**General Dentist** needed for a small private office in the San Fernando Valley. Please email your resume to dentalcenter5216@att.net. Thank you.

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**Hiring Bilingual Front Desk/Dental Assistant** (Spanish-speaking) Anaheim, CA. Must have at least 1-year dental experience. Compensation depends on experience. Email your resume to AllDaySmileDental@gmail.com.



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**GENERAL PRACTICE** +HISTORIC BLDG. FOR SALE-RIALTO: 5 Ops, 50+years Goodwill. Dentrrix. 2016 GR \$253K. Seller retiring. HSPPT-Kerri McCullough 949-300-0312. #CA421.

**3 Dental Chairs** in good condition. 2 Pelton and Crane and One Engle. 2 desktops compaq and Dell. Manual X-ray processor \$2500 kal.eissadds@gmail.com.

**Santa Clarita** Prime Location - Major Intersection - Looking for Subleasee - \$2,000 per Month - Includes Utilities - Call (562) 756-2573.

**DENTIST FIGURINE** Rare, Italian sculpture by A Columbo. See craigslist OC add #6183757730 for pictures & details. \$2,400. Dr. Paul 949-463-1973.

**General Dentist** Needed Full Time 3+ Years Experience In Rancho Cucamonga email resume to angels0628@aol.com.

**CE Stuart** complete Model 73 Gnathological Computer, Recorder, Face Bow and Mounting Jig COMPLETE in black box. Will deliver. 949-463-1973.

**Front Desk wanted** seeking EXPERIENCED FRONT DESK for private practice, w/ some Back Office skills. Full time, Huntington Beach & Santa Ana locations. Bilingual in Spanish preferred. Call 714-494-6579.

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**CPR Class \$35 American Red Cross. 4 CE Units (626) 345-0005 Ext. 4 - Orchid. ADMINstitute.com Let me come to your office!**

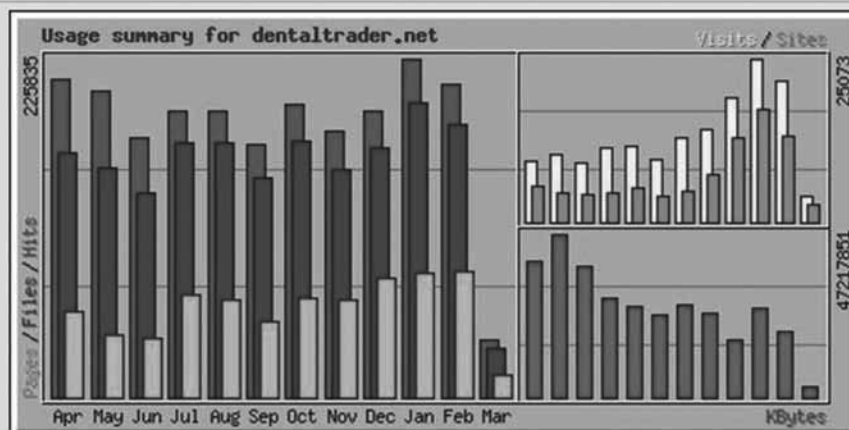
**Searching for** the right bank? Look no further than Live Oak Bank. Our lenders understand your business and specific financing needs. 877.890.5867  
www.liveoakbank.com/healthcare.

**Dental Associate Wanted** Mon, Fri, & 2xSat/mo at Huntington Beach and Santa Ana office locations. Some hygiene required. Call 714.494.6579; email resume to greatsmiles2000@gmail.com.

# DDS Rank Doubled Our Website Traffic

"Just out of curiosity, I tried the free automated website evaluation from DDS Rank. I instantly got a highly detailed report showing our site's strengths and weaknesses. I don't speak "BI-NARY" and some of it was jargon was "over my head" so I contacted the company and was amazed to learn that the "corrections" would not entail lots of expensive blogging, social site

activity, uploading of videos, adding secondary websites and paying for Google ads (like most SEO companies recommend). Instead DDS Rank recommended a half dozen programming changes to our website. I forwarded their instructions to our webmaster (this was mid-April 2016) and was told to give it six months to take effect. Look at our server logs now!



Summary by Month										
Month	Daily Avg				Monthly Totals					
	Hits	Files	Pages	Visits	Sites	KBytes	Visits	Pages	Files	Hits
Mar 2017	6331	5456	2545	641	2592	3340946	3848	15273	32738	37987
Feb 2017	7448	6507	2991	773	13197	18872257	21645	83769	182216	208553
Jan 2017	7285	6325	2657	808	17187	25868895	25073	82371	196086	225835
Dec 2016	6157	5363	2572	617	12824	16711146	19137	79747	166280	190867
Nov 2016	5924	5053	2162	474	7191	24454475	14241	64878	151599	177733
Oct 2016	6298	5514	2141	420	4792	26890591	13027	66386	170958	195254
Sep 2016	5613	4860	1689	323	3965	23829358	9711	50686	145824	168404
Aug 2016	6163	5487	2088	376	5360	26412057	11679	64741	170116	191070
Jul 2016	6159	5490	2195	370	4428	28593593	11492	68061	170205	190958
Jun 2016	5777	4525	1312	305	4167	37958864	9150	39372	135773	173326
May 2016	6571	4919	1354	330	4420	47217851	10238	41992	152497	203715
Apr 2016	7045	5439	1899	311	5445	39060766	9341	56978	163171	211377
Totals						319210799	158582	714254	1837463	2175079

Almost 6 months to the day we saw a 33% increase in traffic and it continued to climb consistently. After eight months our monthly traffic is up nearly 2.5 fold! From an average of 10,000 visitors to 25,000 visitors a month. That's doing NOTHING but changing some basic stuff on our website to make us more search engine-friendly. In fact, the revisions were so simple to implement, our webmaster didn't even charge us for them.

I am not in the habit of endorsing our advertisers and personally believe most SEO companies are selling snake oil but I cannot argue with server log stats. If you haven't tried the free automated website review well, it may be costing you money. DDS Rank never tried to sell us anything...we came to them and the results speak for themselves. I am still in shock."

Bruce Carter, Publisher  
The Dental Trader

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**Santa Monica Dental Office leasehold for sell: 3 Ops, brand new equipment, dry vac, touch screen computers. Once in a life time opportunity to establish your practice in a prime location walking distance to the beach & 3rd street Promenade (7th and Wilshire) Dr. Sadek 209-606-9598.**

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**Dental Office for Sale** by Owner Located in Indio Ca. Owner will carry. 5 dental chairs full units for sale, please call me at (760)408-6883.

**I am** a dentist looking to buy an established practice in Oxnard or Camarillo. If you're selling, email me at shadi\_al@yahoo.com.

**UPLAND -4 eq. ops** 1 surgery room, and 1 plumbed not eq. treatment room and the Rent is \$4,635 + NNN/month. Greg Beamer 909-542-4891.

**Looking for GP** Mon/Wed, Friday if desired. Panorama City in Los Angeles location. Roscoe exit off 405. Call 872.222.8722 DefendingSmiles@gmail.com.

**RDA back** office needed for wonderful progressive general dental office in Long Beach close to CSULB. T-W-TH. Please call 562-493-0693.

**FEATURED CDA SPEAKER!!!!** Law Offices of Wood & Delgado Dental Attorney, Jason P. Wood is Presenting "Financing Multiple Dental Practices" at the California Dental Association on Friday, May 5, 2017- 8:30-11:30am. Want to speak with Jason after? Call today to schedule a time. www.DentalAttorneys.com 800.499.1474.

**FOR SALE** DENTAL BUILDING, 1536 SF, 4 OPS EFFICIENT DESIGN, WELL MAINTAINED. HI TECH AREA CONTENTS NEGOTIABLE. Dr RETIRED. 93555 dengineer@iwwisp.com.

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**ORTHO ASSISTANT** needed in Santa Barbara twice a month. Please send resume to mequihua1@gmail.com.

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**Orthodontic office** in Long Beach needs part-time DA/RDA. Please email resume to gentlebraces@aol.com.

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**PRACTICE for SALE** - General dentistry practice with combined collections of \$1 Million/year. Owner open to selling real estate. Located in street front buildings, with good visibility. The Fullerton office has 5 equipped operatories, 6th pre-plumbed. The Santa Ana office has 7 equipped operatories, with 8th pre-plumbed operator. Great opportunity, with investment potential to acquire real estate.

**Retirement sale, established practice: Arcadia, CA**

**PRACTICE for SALE** - ARCADIA. Retirement sale of a general dentistry practice established over 40 years, with a loyal patient base and a reputation for quality, conservative dentistry. Many specialty procedures are being referred out, providing potential for new owner to increase revenues. Virtually no advertising is currently done. Open 4.5 days/week. 4 equipped operatories. ~1,025 sqft office, in a professional medical center. Rent near low \$3,000/mo. Collection average of \$400,000/year. Seller can provide flexible transition assistance.

**Great retail center location, low overhead: Long Beach, CA**

**PRACTICE for SALE** - Retirement sale. Located in a retail center on a busy street corner, with great visibility. This general dentistry practice consists of 4 operatories in a spacious 2,400 sqft office, with plenty of room to add more operatories. The practice is currently run part-time by the owner, averaging 30 hours/week. Mostly HMO/PPO/FFS with nearly \$10K/month capitation income. Average collections of \$230,000 in recent years. Established for over 36 years in current location. There is considerable demand to accept new patients and a good potential for growth by expanding the schedule. The location and size of the office has good potential to develop in to a high volume 6 day/week office that can be run with associates. Seller motivated to consider reasonable offers.

**Good visibility on a major intersection: Pasadena, CA**

**PRACTICE for SALE** - Excellent location on a street corner, with signage, and freeway access just minutes away. General dentistry practice, with 5 operatories. The practice is currently run part-time, averaging 20-24 hours/week. Mostly PPO/FFS. Collected ~\$240,000 in 2016.

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**PRACTICE for SALE** - Retirement sale. Located in a retail center on a busy intersection. 3 operatories, equipped with Adec chairs. Low rent under \$2,700/month. Part-time, averaging 30 hours/week. Mostly PPO/FFS with ~10% HMO. Average collections of \$150,000. Seller motivated to consider all reasonable offers.

**Busy location near major growth and development in Riverside County: Lake Elsinore, CA**

**OFFICE for SALE** - Sale of leaseholds and equipment. This turn-key office consists of 3 operatories. 4th operator is pre-plumbed. Great opportunity for a start-up or for relocation. Located in a retail center on a busy street, with easy freeway access. The center is located near major shopping centers with more growth and development planned in the vicinity.

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**GENERAL PRACTICE** FOR SALE-SAN DIEGO NORTH: 5 Ops, Digital, Pano, PPO. 2016 GR \$635K, Adj. Net \$242K. HSPPT-Russell Okihara 619-694-7077 #CA428.

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**Garden Grove** office needs dentist with Denti-Cal rendering number for general dentistry and occasional impacted wisdom teeth on Monday (714) 803-4846.

**EL CAJON** Highly visible location ground level on busy corner. Stand-alone new building also for sale. Seller retiring after 30 years. Ken Rubin Practice Sales (619) 299-6161.

**BEVERLY HILLS PARTNER/RETIRING GP/SPACE SHARE** wanted. Looking to join existing BH practice or partner with another dr in BH. Have an existing base of patients in BH but need to relocate. Email doctora77@gmail.com.

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**Palm Springs Area Indian Wells Practice** needs help expanding, Part-time Associate General Dentist Exceptional High Profile Practice Personality Required 760-341-2873 Ellen.

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**COSTA MESA – Price Adjustment!!** General practice located in a busy retail shopping center on a busy street. This office was established in 2010. The practice is open 4 days/wk and sees approximately 30 new patients/mo. It consists of 5 equipped operatories and 3 chairs in open bay in a 3,500 sq ft office. Ortho comes in 2x/mo. PPO/Cash/Denti-cal. It's computerized with Eaglesoft software and Digital X-ray (2 sensors). **Grossed approximately \$656,565 in 2016. Buyer's net of \$144,430.** Please contact your CPS Agent for more details. **Property ID #5177.**

**ESCONDIDO –** This Prosthodontic office is located in a single story free standing building with over 40 years of goodwill to offer. It's on the corner of the city's busiest intersections giving it an excellent visibility and great signage. The practice consists of 4 equipped operatories in a approximately 2,250 sq ft office. Seller works 3 days/wk with 2 days/wk of hygiene. Sees approximately 10-15 patients/day. PPO and Cash only. **Grossed approximately \$683K in 2016. NET OF \$244K.** This beautiful freestanding building has ample private parking and there is also additional street parking. Please contact your CPS Agent for more details. **Property ID #5173.**

**RANCHO CUCAMONGA –** Established in 2004 this General Practice is located in a busy single shopping center. This office has 3 equipped operatories in an approximately 1,200 sq ft suite. It's computerized with Dentrix software and digital x-ray. Seller works 2 days/wk and Associate 2 days/wk and sees approximately 25 patients/day. PPO/Cash/Some Denti-cal/Some HMO. **Grossed approximately \$747K in 2016. Buyer's net of \$251K.** Please contact your CPS Agent for more details. **Property ID #5169.**

**WALNUT PARK –** Established in 1968 General Practice with option to buy the building is located in a free standing building. It has been an icon in the community for almost 50 years. Has convenient access to free-ways. The practice consists of 4 equipped operatories with Easy Dental software in a 1,735 sq ft office. Seller works 4 days/wk and sees approximately 47 new patients/mo. PPO/Cash/Some Denti-cal. No Marketing. 100% Patient Referral. **Grossed \$531K in 2016. Buyer's net of \$166K.** Seller will be moving out of state. Great practice to rent or own your own building. Please contact your CPS Agent for more information. **Property ID #5176.**

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## General Practice in Rancho Cucamonga



- **Grossed approximately \$747K in 2016**
- **Buyer's net of \$251K**
- Established in 2004
- Located in a busy single shopping center
- 3 equipped operatories
- Approximately 1,200 sq ft suite
- Computerized with Dentrix software and digital x-ray
- Seller works 2 days/wk and Associate 2 days/wk
- Sees approximately 25 patients/day
- PPO/Cash/Some Denti-cal/Some HMO

**Please contact your CPS Agent for more details. Property ID #5169.**



Alice C. King, V.P.  
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# CALIFORNIA

## Specializing in the Selling

### LOS ANGELES COUNTY LISTINGS

**BEVERLY HILLS (Turn-Key)** – Modern designed digital Periodontal practice located in a multi story elite medical professional building with valet parking. Build out in December 2014. Seller works 3 days/wk and sees approximately 4-10 patients/day. Cash, Cigna and Delta Dental only. No HMO. Computerized with Eaglesoft software. Consists of 3 equipped operatories and 1 plumbed not equipped operator in a 1,410 sq ft suite. Grossed approximately \$142K in 2016. Beautiful office. It could also be a fully functional state-of-the-art General Practice. Please contact your CPS Agent for more details. **Property ID #5157.**

**CARSON** – Long established general practice with 33 years of goodwill is located in a small busy shopping center. The practice consists of 5 equipped operatories. Retiring seller is only working 3 days/wk and sees approximately 15-18 new patients per month. PPO/Cash/Some HMO. Has reasonable rent for the area. Grossed \$234K in 2016. Has great street visibility. Good signage. On a major street. Please contact your CPS Agent for further details. **Property ID #5181.**

**DOWNEY** – Turk-Key General Practice located on a busy intersection of Downey in a single story strip shopping center. Has great street visibility and good signage. This practice consists of 4 equipped operatories in a 1,500 sq ft office plus a garage/supply room approximate 1,000 sq ft. The seller work 2 days/wk with an associate 2 days/wk. See an average of 15-19 new patients per month. PPO/Cash/Some HMO. Established in 2006. Minimal advertising. Computerized with Open Dental software. Grossed approximately \$199K in 2016. Near residential areas. Seller will be focusing on primary office. Please contact your CPS Agent for more details. **Property ID #5179.**

**DUARTE** – General Practice established circa 1965 is located in a two story multi used building. Near one of the busiest intersections in the city and off of the 210 freeway and near the 605 freeway. Only Dentist in the building. Run by absentee owner. Associate works 3 days/wk and sees approximately 15-20 patients/day. PPO/Cash/Some Medi-cal/Some HMO. 100% Patient Referral. The practice consists of 6 spacious equipped operatories in a 3,400 sq ft suite. Computerized with Dentrix software and digital x-ray. Grossed approximately \$364K in 2016. Buyer's net of \$176K. Seller will be focusing on his primary office 33 miles away. Please contact your CPS Agent for more information. **Property ID #5183.**

**HOLLYWOOD** – Modern designed general practice located in a multi story medical/professional building. Established 30 years ago. Currently run by an Associate. Office is open 5 days/wk. See an average of 25-30 new patients per month. PPO & Cash Only. Refers all specialties out. The practice consists of 4 equipped operatories in a 2,162 sq ft suite. Computerized with Softdent software and digital x-ray (2 sensors). Has long term lease. Grossed \$489,756 in 2016. Buyer's net of \$107K. This building is in high demand. Only 4 dentists in the entire building. Please contact your CPS Agent for more information. **Property ID #5178.**

**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. Do some minimal advertising. Great practice. Please contact your CPS Agent for more information. **Property ID #5054.**

**LA MIRADA** – This General Practice was established circa 1963. Located in a two story medical professional building with reasonable rent. The practice consist of 5 equipped operatories with Digital X-ray and Intra Oral Camera in a approximately 1,279 sq ft suite. Seller is currently working 3 days/wk with 3 days/wk of hygiene. Sees approximately 10-12 new patients/mo. PPO and Cash Only! 100% Patient Referral. Grossed approximately \$408K in 2016. Great practice. Seller is changing career. Please contact your CPS Agent for more details. **Property ID #5119.**

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

**LOS ANGELES COUNTY** – This well established Perio / Implant practice has over 27 years of goodwill. It's 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. 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 Price Adjustment** - 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. Great views of the snowcapped mountains and on really clear days looking east you can see the Hollywood sign and looking north/west you can see Marina del Rey. Computerized with Easy Dental. Seller is currently working 4 days/wk with 5 days/wk of hygiene. PPO/Cash/Denti-cal/CAP. Grossed approximately \$670,380 in 2016. Buyer's net of \$166K. 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

**LOS ANGELES / LOS FELIZ** – Orthodontic office located in a 2 story professional building with 27 years of goodwill to offer. Has great signage. The office consists of 4 chairs in open bay and 1 equipped operator for consultation in a 1,798 sq ft suite with views to the mountain. Near high-end residential neighborhood. Well laid out ultra clean office offers a private office with patio. Seller is currently working 3 days per month and sees approximately 5-6 new starts per month. Grossed approximately \$251,832 for 2016. Buyer's net of \$91,211. Great potential for a full time Buyer. Please contact your CPS Agent for more details. **Property ID #5158.**

**LOS ANGELES** - Established in 1968 this General Practice is located in 6 story professional building. Retiring Seller works 4 days per week with 4 days per weeks of hygiene. Currently sees approximately 8-9 new patients per month. PPO and Cash only. NO HMO. Practice consists of 4 equipped operatories in a 1,211 sq ft suite. It's computerized with Easy Dental software and digital x-ray (1 sensor). 100% Patient referral. Grossed approximately \$531K in 2016. Great practice with 49 years of goodwill. Please contact your CPS Agent for more information. **Property ID #5163.**

**MONTEBELLO** – General practice located in a one story free standing with reasonable rent payment. Great street visibility. It's approximately 2,500 sq ft office with 5 equipped operatories and 1 plumbed not equipped. Computerized with Easy Dental software and digital x-ray. Seller works 5 days/wk with 4 days/wk of Associate and 1x/mo Ortho. Sees approximately 100 new patients/mo. Minimal advertising. Established in 2002. Grossed approximately \$1M in 2016. Net \$347K. Great practice with excellent staff. **Property ID #5168.**

**PASADENA** – General practice established 60 years ago located in the heart of Pasadena. In a two story medical dental building. Absentee Owner. Associate working 4 days/wk with 4 days/wk of hygiene. Consists of 3 eq ops in a 1,150 sq ft suite. No HMO. Computerized with Eaglesoft software. Grossed approximately \$616K for 2016. Great practice. Please contact your CPS Agent for more details. **Property ID #5147.**

**SANTA MONICA** – This Turn-Key General Practice is located in 3 story medical / dental building. Established in 1975. Seller is currently working 4 days/wk with 2 days/wk of hygiene. PPO & Cash only. Does minimal advertising. Has 3 equipped operatories in an 827 sq ft suite. Reasonable rent for the area. Grossed approximately \$169K in 2016. Seller is retiring. Near residential area and shops. Please contact your CPS Agent for more information. **Property ID #5175.**

**VALENCIA** – General Practice + Specialty practice established in 2005 is located in a busy single shopping center. Office is open 5 days/wk and averaging 20 new patients/mo. PPO/Cash/Some HMO. Has 9 equipped operatories in an approximately 2,691 sq ft suite. Grossed approximately \$1.6M in 2016. BUYER'S NET OF \$379,886. Great practice. Please contact your CPS Agent for more details. **Property ID #5171.**

**WALNUT PARK** – Established in 1968 General Practice with option to buy the building is located in a free standing building. It has been an icon in the community for almost 50 years. Has convenient access to freeways. The practice consists of 4 equipped operatories with Easy Dental software in a 1,735 sq ft office. Seller works 4 days/wk and sees approximately 47 new patients/mo. PPO/Cash/Some Denti-cal. No Marketing. 100% Patient Referral. Grossed \$531K in 2016. Buyer's net of \$166K. Seller will be moving out of state. Great practice to rent or own your own building. Please contact your CPS Agent for more information. **Property ID #5176.**

## ORANGE COUNTY LISTINGS

**ANAHEIM** – Established circa 1960's, this extremely profitable General Practice is run by an Associate 5 days/wk. Seller manages the office and will be retiring. It's located in a single story free standing building on a heavy traffic flow street of the city. Multiple new apartment complexes and the shopping center in the general proximity of the practice offer a constant flow of new patients. Practice consists of 4 equipped operatories computerized with Easy 2000 and digital x-ray (1 sensor) in a 1,125 sq ft office. See approximately 40-45 new patients/mo. **Grossed \$735K in 2016 with a Buyer's net of \$308K.** PPO/Cash/Some Denti-cal/Some HMO. Most specialties referred out. Please contact your CPS Agent for more information. **Property ID #5187.**

**BREA** – Beautiful well established General Practice located in a single story building on one of the busiest street of the city. Corner location with great exposure. This practice consists of 5 equipped ops and 3 chairs in open bay in a approximately 3,000 sq ft office. Seller works 3.5 days/wk. Has another GP, Ortho, Endo and O.S. Associating. Sees approximately 40 new patients/mo. PPO / Cash / Some HMO. Established in 2000. It's computerized with Dentrux software and digital x-ray. Grossed \$1.5M in 2016 and projecting approximately \$1.6M in 2017. Near residential and shopping plazas. Please contact your CPS Agent for more information. **Property ID #5190.**

**COSTA MESA** – General practice located in a busy retail shopping center on a busy street. This office was established in 2010. The practice is open 4 days/wk and sees approximately 30 new patients/mo. It consists of 5 equipped operatories and 3 chairs in open bay in a 3,500 sq ft office. Ortho comes in 2x/mo. PPO/Cash/Denti-cal. It's computerized with Eaglesoft software and Digital X-ray (2 sensors). Grossed approximately \$656,565 in 2016. Buyer's net of \$144,430. Please contact your CPS Agent for more details. **Property ID #5177.**

**FOUNTAIN VALLEY** - Well established practice located in a busy strip mall. Retiring seller works 4 days weeks and sees approximately 30-35 new patients/mo. PPO/CASH/DENTI-CAL. Practice consists of 3 equipped operatories in a 1,260 sq ft office. Computerized with Denti-Max software and digital x-ray (1 sensor). Very clean office. Approximately 27 years of goodwill. Grossed \$344K in 2016. Buyer's net of \$136K. Great practice. Please contact your CPS Agent for more information. **Property ID #5165.**



John W. Knopf, President  
Lic #00283209

# CALIFORNIA

## Specializing in the Selling

**GARDEN GROVE – Leasehold & Equipment Only!** This exceptional office with an incredible layout was built out approximately two years ago. It is located in a corner building two story professional building with plenty of parking on one of the busiest thoroughfares of the city. The building is certainly an icon in the community with signage for our practice that can be seen day and night as the constant flow of traffic right passes at your front door. The practice consists of 5 equipped operatories in a 2,641 sq ft suite. It's computerized with Dentrix software. The seller benefits from a beautifully designed dental practice they can take over for a fraction of the cost of the build out. To the right Buyer, there are also charts to be gifted. Please contact your CPS Agent for more details. **Property ID #5186.**

**IRVINE –** This modern designed General Practice is located in a two story medical professional practice. Has over 26 years of goodwill. Moved to this located in early 2016 to attain better lease and to increase its cash-flow. The practice consists of 5 fully equipped operatories with Dentrix software and Digital X-ray (1 sensor) in a 1,900 sq ft suite. 100% Patient Referral. PPO/Cash/Some HMO. Seller is currently working 4 days/wk and sees approximately 12-15 new patients/mo. Grossed approximately \$600K in 2015 and Projecting approximately \$660K for 2016 with a Buyer's net of \$184K. Great practice. Please contact your CPS Agent for more details. **Property ID #5141.**

**LAGUNA HILLS – Price Reduction!!** With over 30 years of goodwill, this General Practice is located in a two story medical building. Practice consists of 5 equipped operatories in a spacious 1,600 sq ft suite. It's computerized with Eagle Soft software, digital x-ray and digital intra oral camera. The seller is currently working 2 days/wk with 2 days/wk of hygiene. Sees in average of 14-16 new patients/mo. PPO/Cash/Some Denti-cal / Some CAP. Mostly patient referral. Grossed approximately \$304K in 2016. Buyer's net of \$85K. Seller will be focusing on primary dental practice. Please contact your CPS Agent for more details. **Property #5127.**

**LAGUNA HILLS –** This modern designed General practice is located in new single story shopping center. Conveniently located right off the free-way and growing areas of Laguna Hills. Seller established the practice in 2003 and moved to this incredible location August of 2015. The seller is currently working 3 days/wk and has 2 days/wk of hygiene. Sees approximately 14-16 new patients/mo. PPO / Cash / Some HMO. Has long term lease. Practice consists of 4 equipped operatories with Eagle Soft software and Digital X-ray (1 sensor). The suite consist of 1,200 sq ft. Grossed approximately \$497K for 2016 with a Buyer's net of \$171K. Please contact your CPS Agent for more details. **Property #5144.**

**MISSION VIEJO (Turn-Key) Price Reduction!! –** Modern designed practice located in a 2 story medical building across the street from a high school. Seller established the practice in late 2013. Office consists of 3 equipped operatories and 3 plumbed not equipped with window views. It's computerized with Dentrix software and digital x-ray (1 sensor). Currently working 2.5 days/wk and sees approximately 8-9 new patients/mo. PPO / Cash / Some HMO. Great practice for a first time buyer. Please contact your CPS Agent for more details. **Property ID #5138.**

**MISSION VIEJO (GP) –** Established in 2005, this Group Solo practice is located in the first floor of a two story medical professional building. Seller moved to this current location in 2015. Practice consists of 3 fully equipped operatories. Currently the seller works 3 days/wk and sees an average of 30-40 new patients/mo. PPO/Cash/Some HMO. It's computerized with Dentrix software and digital x-ray. Seller shares Sterilization and Lab Area, Pano, Compressor and Vacuum. Lease contains option to buy Condo. Grossed approximately \$818K in 2016 with a great Buyer's net of \$515K. Excellent opportunity if you're looking for a second office. Please contact your CPS Agent for more details. **Property #5142.**

**MISSION VIEJO -** This Three Operatory Beautiful General practice won't last long. Located in a professional building in a growing community next to schools, community church and a Sport Center Facility. New home builder creating another community with 10K new residential homes in less than 2 miles. With 13 years of Goodwill. PPO & Cash only. Fully networked, computerized, paperless and all digital. Grossed \$374K in 2016 with seller working only three days! Seller averaged \$520K plus in previous 5 years. Seller busy with new clinic in Los Angeles. This great practice is Priced to sell. Great practice. Please contact your CPS Agent for more information. **Property ID #5086.**

**NEWPORT BEACH -** General Practice with almost 50 years of goodwill was one of the first dental offices in Newport Plaza. Located on a multi story single standing building in an area that is known for its high-end service and retail shops. Offering beautiful views to the ocean. The Seller works 3 days/wk with 2 days/wk of hygiene. Sees approximately 6-10 patients/day. Accepting Fee for Service, Select PPO's and member of Delta Dental Insurance. Does minimal advertising. Practice consists of 3 equipped operatories with Dentrix software. Has long term staff. Grossed approximately \$462,642 for 2016. Buyer's net of \$141K. Please contact your CPS Agent for more details. **Property #5137.**

**ORANGE -** General practice with over 40 years of goodwill located on the first floor of a three story professional building with rear parking. The practice consists of 5 equipped operatories with window views to the street. It's a 3 day/wk practice with 4 days/wk of hygiene. Computerized with Practice Works software. PPO/Cash/slight Denti-cal. Has long term staff. Mainly patient referral. Grossed approximately \$600K in 2016. On a major busy street of Orange. Seller is retiring. Great friendly practice. Please contact your CPS Agent for more details. **Property ID #5167.**

**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. Have great views to the city from the operatories. 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 \$113,013 in 2015. Projecting approximately \$189K for 2016. Seller is retiring. Please contact your CPS Agent for more details. **Property ID #5109.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Tony Frechette, V.P.  
Lic #01967152

**SANTA ANA** - General practice with 37 years of goodwill to offer. It has always been in the same single story shopping center, in 2000 the practice moved to the shopping center's premium location placing it in the middle of the shopping center. Right off of the 22 & 5 Freeways. Near residential area and schools. The practice consists of 3 equipped operatories and 1 plumbed not equipped operator in a 1,250 sq ft suite. Seller works 2.5 days per week and sees approximately 10-12 patients per day. PPO/Cash/HMO. No Denti-cal. 100% patient referral. **Grossed approximately \$187K in 2016.** Seller will be focusing on primary office. Great potential for a full time dentist. Please contact your CPS Agent for more details. **Property ID #5161.**

### RIVERSIDE & SAN BERNARDINO COUNTY LISTING

**BANNING** - Leasehold Improvements & Equipment!! This practice is located in a one story strip shopping center. Consist of 3 equipped operatories with Dentrux software in a 925 sq ft suite. 10 year equipment. Has reasonable rent for the area. Good signage. Patient charts included, but not guaranteed. Seller will be focusing on his Lake Elsinore practice. Please contact your CPS Agent for more details. **Property ID #5184.**

**BEAUMONT** - General Practice + Real Estate. This modern designed practice is located in a one free standing building with additional rear parking. The building could possibly be 2 suites or shared offices, has two separate entrances and receptions. The office consists of 6 equipped operatories with Dentrux software and digital x-ray (2 sensors). On a 2,400 sq ft office. Seller does management only. Two Associates work 5 days/wk together and 2 days/wk of hygiene. They see an average of 90-100 new patients/mo. PPO/Cash/Denti-cal (10%)/HMO. Grossed \$960,454 in 2016. Buyer's net of \$326,688. Great opportunity! Please contact your CPS Agent for more information. **Property ID #5182.**

**CHINO Real Estate for Sale** - 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.**

**CORONA** - General Practice with over 30 years of goodwill is located in a single story free standing medical building across the street from new developments. This practice consists of 3 equipped operatories in an approximately 1,200 sq ft suite. Seller is working 1 day/wk, Associate 2 days/wk and 3 days/wk of hygiene. Sees approximately 12 new patients/mo. PPO/Cash/Denti-cal. It's computerized with Eaglesoft software and Digital X-ray (1 sensor). Grossed approximately \$402K for 2016 with a Buyer's net of \$132K. Great practice averaging \$35K/mo. Please contact your CPS Agent for more information. **Property ID #5133.**

**FONTANA (GP + Building for sale)** - Premier dental office with over 50 years of goodwill, the practice has been at its current location since 2000 when the Seller built the practice in an adjoining lot of the original practice. Located on a highly trafficked corner location, it is right across the street from a Middle School. Practice consists of 8 fully equipped operatories including 2 hygiene room and 1 surgery room in a approximately 3,000 sq ft office. It's computerized with Dentrux software and Digital X-ray (4 sensors). The practice has all of the latest technology to enable it to deliver the most advanced treatments, and all operatories have electric and air driven hand pieces. Seller is currently working 4 days/wk with 5 days/wk of hygiene, Proths 3 days/wk., O.S. 1 day/mo and Endo 2 days/mo. See approximately 60-65 new patients/mo. PPO & Cash only. Grossed approximately \$2.3M in 2016 with a Buyer's net of \$968,295. Great opportunity to own a great practice plus the building. Please contact your CPS Agent for more details. **Property ID #5140.**

**HEMET (GP + Real Estate)** - With almost 40 years of goodwill, this practice is an icon in the community. Located in a single story Tri-Plex Condo Building. Multiple generations of patients have been seen and continue to come to this practice. The practice's income source is derived from 60% insurance and cash, there is NO Medical. It consists of 4 equipped operatories in a 1,500 sq ft office. The practice is using digital imagery and even a Digital Intra-Oral Camera as the standard of care here. Projecting approximately \$347K for 2016. Buyer's net of \$138K. Our retiring Doctor seeks the right person to trust the goodwill of his loyal patient base to take to yet another level. Please contact your CPS Agent for more details. **Property ID #5152.**

**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 \$183K. Excellent opportunity. Please contact your CPS Agent for further details. **Property ID #5105.**

**PALM SPRINGS** - General practice established in 2005 and located in a one story free standing building. Practice consists of 3 equipped operatories with Practice Web software and digital x-ray. Major equipment is approximately 2 years old. Suite is 1,200 sq ft. Seller is working 5 days/wk and sees approximately 8-10 patients/day. Income source is approximately 25% insurance, 65% cash and 10% Denti-cal. Does little advertising. Grossed \$386 in 2016. BUYER'S NET OF \$153K. Please contact your CPS Agent for more information. **Property ID #4487.**

**RANCHO CUCAMONGA** - Established in 2004 this General Practice is located in a busy single shopping center. This office has 3 equipped operatories in an approximately 1,200 sq ft suite. It's computerized with Dentrux software and digital x-ray. Seller works 2 days/wk and Associate 2 days/wk and sees approximately 25 patients/day. PPO/Cash/Some Denti-cal/Some HMO. Grossed approximately \$747K in 2016. Buyer's net of \$251K. Please contact your CPS Agent for more details. **Property ID #5169.**



Fred Vuittonet, V.P.  
Lic #01363583

# CALIFORNIA

## Specializing in the Selling

**RIVERSIDE** – General Practice + Building!!! Established in 1975, the GP is located in a free standing historic building with 2 suites (for sale). Practice consists of 4 equipped operatories in an approximately 2,000 sq ft office. Computerized with Easy Dental software. 100% patient referral base. Absentee Owner. Currently the Associate is working 2 days/wk with 3 days/wk of hygiene. PPO & Cash only. Grossed approximately \$284K in 2016. Please contact your CPS Agent for more information. **Property ID #5146.**

**TEMECULA** – Modern designed General practice located single free standing building with 5 suites. Office consist 3 equipped operatories in a 1,350 sq ft suite. Seller is currently working 4 days/wk with 4 days/wk of hygiene. Averaging 15 new patients/mo. PPO & Cash only. NO HMO. Does some advertising. Computerized with Dentimax software and digital x-ray (3 Sensors). Grossed approximately \$1.2M in 2016 with a Buyers net of \$444K. Great location and good signage. Please contact your CPS Agent for more details. **Property ID #5155.**

**TEMECULA (GP – Turn-key)** This practice was built out by the Seller in 2005. A modern design and the well laid out floor plan are observed as you walk through the practice. The office consists of 3 equipped operatories and 3 plumbed not equipped for expansion with Digital X-ray's and Gendex Orthoralix 9000 Pan/Ceph X-Ray are just a few of the amenities that have set this practice up for success. Seller is currently working 3 days/wk and sees approximately 12-16 new patient/mo. PPO & Cash only. No HMO. 100% Patient Referral. Grossed approximately \$263,156 for 2016. Great practice. Please contact your CPS Agent for more details. **Property ID #5149.**

**UPLAND** – Pediatric dental practice located in a medical building with 40 years of goodwill. Seller is currently working 3.5 days per week and sees approximately 5-6 new patients/mo. PPO & Cash only. No Denti-cal or HMO. Does minimal advertising. Practice consists of 4 chairs in open bay with Alpha-Dent software. Has digital x-ray with 1 sensor. Has reasonable rent. Grossed \$271,934 in 2016. Buyer's net of \$82K. Next to residential area and shopping centers. Please contact your CPS Agent for more information. **Property #5188.**

## SAN DIEGO & IMPERIAL COUNTY LISTINGS

**DEL MAR - Price Reduced!!** Established in 1995 this General Practice is located in a 3 unit professional building. Next to residential area. One block from the ocean. The practice consist of 2 equipped operatories with window views to the ocean in an approximately 684 sq ft unit. It's computerized with Dentrix G5 software. Has reasonable rent. Seller is currently working 2.5 days/wk. PPO & Cash only! Grossed \$249K in 2015. Please contact your CPS Agent for more details. **Property ID #5140.**

**EL CAJON** – Real Estate + Leasehold Improvements & Equipment!! It's on a single story 8,564SF multipurpose tenancy investment building with 7 suites total. There is ample parking with 6 spaces in the front of the building and 15 parking spaces in a private parking lot in the rear of the building as well. The office consists of 5 equipped operatories in an approximately 1,250 sq ft suite. Near residential area and a daycare center. Great opportunity. Seller is also open to renting the suite for a reasonable price. Please contact your CPS Agent for more details. **Property ID #5180.**

**EL CENTRO (GP + BLDG)** – Well established family owned practice with over 60 years of goodwill. This practice is located in a single story building. Building is for sale. Practice consists of 5 equipped operatories, lab room, lounge room, storage, x-ray room, sterilization room, dark room, and 2 private offices in a 1,857 sq ft office. It's computerized with SoftDent software and digital x-ray. Seller is currently working approximately 4.5 days/wk and sees approximately 12-15 new patients/mo. Fee for service. Grossed \$347K in 2016. Great practice. Please contact your CPS Agent for more details. **Property ID #5023.**

**ESCONDIDO** – This Prosthodontic office is located in a single story free standing building with over 40 years of goodwill to offer. It's on the corner of the city's busiest intersections giving it an excellent visibility and great signage. The practice consists of 4 equipped operatories in an approximately 2,250 sq ft office. Seller works 3 days/wk with 2 days/wk of hygiene. Sees approximately 10-15 patients/day. PPO and Cash only. Grossed approximately \$683K in 2016. NET OF \$244K. This beautiful freestanding building has ample private parking and there is also additional street parking. Please contact your CPS Agent for more details. **Property ID #5173.**

**LA JOLLA** – Leasehold Improvements & Equipment Only!! You have heard of practices by the ocean, and they are generally in a high-rise. This is a rare find of a drop dead beautiful practice in a freestanding single story building that offers beautiful ocean views not only from the office, but from a large patio deck outside the operatories. This modern designed office consists of 3 equipped operatories in a 1,350 sq ft office. It's computerized with Dentrix software and digital x-ray. Seller's owns the building and built the office in 2011. Reasonable rent. Seller will be focusing on main office in San Diego. Please contact your CPS Agent for more information. **Property ID #5159.**

**RANCHO BERNARDO** – This General Practice & Specialty office is located in a newly remodeled single story shopping center. It was established over 23 years ago. The office is open 5 days/wk and 2 Saturday/mo and sees approximately 106 new patients/mo. It consists of 8 equipped operatories on a 3,080 sq ft suite. It's computerized with Eagle soft software and digital x-ray. Income source: Cash/Some PPO/ Some Denti-cal/ Some HMO. **Grossed approximately \$1,100,000 in 2016 & TRACKING TO COLLECT OVER \$2,000,000 for 2017.** 2016 Buyer's net of \$440K. The Seller will stay on if requested for consulting to assist the Buyer in continuing to grow the practice month after month too. There are two luxurious retirement communities in the general proximity; one of them is a few feet outside the back door of the practice provided an untapped source of income. This practice is a well-oiled machine that can be Associate Run, or if the Seller works in the practice can even make it more profitable than already represented on our cash-flow analysis. Please contact your CPS Agent for more details. **Property ID #5162.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Dan Parnell, V.P.  
Lic #00901038

### KERN, SAN LUIS OBISPO & VENTURA COUNTY

**NEWBURY PARK / THOUSAND OAKS (GP) Price Adjustment** – Established in 1997, this modern designed practice is the only 8 operator practice in the city on a 2,800 sq. ft. suite. It's located in a one story Ralph's shopping center. The office is open 5 days/wk with 4 days/wk of hygiene and the Sellers see approximately 60-80 new patients/mo. PPO/Cash/Some Denti-cal/Some HMO (~\$4500/mo). Do minimal advertising. Grossed approximately \$769K for 2016. BUYER'S NET OF \$214K. Sellers will be focusing on their other practices. Please contact your CPS Agent for more details. **Property ID #5115.**

**VENTURA** – This beautiful laid out General Practice with nearly 26 years of goodwill to offer is located a 2 story medical professional building. Practice consists of 4 equipped operatories in an approximately 1,500 sq ft suite. Seller is working 3.5 days/wk with 2.5 days/wk of hygiene. Grossing approximately \$584K for 2016. Buyer's net of \$297K. This practice is incredibly profitable because of its extremely low overhead complimented by the efficiencies of the office. While accepting only PPOs, approximately 70% of the patient base is eager to pay cash for the exceptional services they receive. This is an opportunity to buy a legacy. Please contact your CPS Agent for more information. **Property ID #5151.**

**VENTURA** - The practice offers 34 years of rock solid goodwill and it is a well know icon in the community. The Seller purchased the practice in 2008 and is only the second owner further demonstrating its stability. It has 4 equipped operatories and 1 plumbed not equipped (used for storage) in approximately 1,350 sq ft suite. Seller works 4 days/wk with 3 days/wk of hygiene and 1 day/mo of Perio. Sees approximately 25 new patients/mo. PPO/Cash/Some HMO. No Denti-cal. Grossed approximately \$725 in 2016. Buyer net of \$194K. The practice is located in the area's premier shopping center right off of the 101 Freeway. It has an excellent lease to help you control you overhead with two five year options. With too many anchor tenants to mention in this busy single story shopping center, it is a must see if you desire to be in Ventura County. Please contact your CPS Agent for more details. **Property ID #5166.**

**PORT HUENEME** – This modern designed general practice is located in a shopping plaza near residential and corporate offices. Has great street visibility and good signage. Established in 2007. The practice consists of 5 equipped operatories in a 1,380 sq ft suite. Have Easy Dental software, Digital x-ray and 2 year equipment. Office is open 5 days/wk. Seller does only management. Associates see an average of 40-50 new patients per month. Grossed \$1,087,027 in 2016 Buyer's net of \$249K. Great practice. Excellent staff. Please contact your CPS Agent for more information. **Property ID #5174.**

### SPECIALTY OFFICE LISTINGS

**BEVERLY HILLS (Turn-Key)** – Modern designed digital Periodontal practice located in a multi story elite medical professional building with valet parking. Build out in December 2014. Seller works 3 days/wk and sees approximately 4-10 patients/day. Cash, Cigna and Delta Dental only. No HMO. Computerized with Eaglesoft software. Consists of 3 equipped operatories and 1 plumbed not equipped operator in a 1,410 sq ft suite. Grossed approximately \$142K in 2016. Beautiful office. It could also be a fully functional state-of-the-art General Practice. Please contact your CPS Agent for more details. **Property ID #5157.**

**ESCONDIDO** – This Prosthodontic office is located in a single story free standing building with over 40 years of goodwill to offer. It's on the corner of the city's busiest intersections giving it an excellent visibility and great signage. The practice consists of 4 equipped operatories in a approximately 2,250 sq ft office. Seller works 3 days/wk with 2 days/wk of hygiene. Sees approximately 10-15 patients/day. PPO and Cash only. Grossed approximately \$683K in 2016. NET OF \$244K. This beautiful freestanding building has ample private parking and there is also additional street parking. Please contact your CPS Agent for more details. **Property ID #5173.**

**LOS ANGELES / LOS FELIZ** – Orthodontic office located in a 2 story professional building with 27 years of goodwill to offer. Has great signage. The office consists of 4 chairs in open bay and 1 equipped operator for consultation in a 1,798 sq ft suite with views to the mountain. Near high-end residential neighborhood. Well laid out ultra clean chic practice office with a private office with patio. Seller is currently working 3 days per month and sees approximately 5-6 new starts per month. Grossed approximately \$251,832 for 2016. Buyer's net of \$91,211. Great potential for a full time Buyer. Please contact your CPS Agent for more details. **Property ID #5158.**

**UPLAND** – Pediatric dental practice located in a medical building with 40 years of goodwill. Seller is currently working 3.5 days per week and sees approximately 5-6 new patients/mo. PPO & Cash only. No Denti-cal or HMO. Does minimal advertising. Practice consists of 4 chairs in open bay with Alpha-Dent software. Has digital x-ray with 1 sensor. Has reasonable rent. Grossed \$271,934 in 2016. Buyer's net of \$82K. Next to residential area and shopping centers. Please contact your CPS Agent for more information. **Property #5188.**

#### SELLER'S:

DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

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**Robert A. Palumbo:** rpalumbo@calpracticesales.com

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**West Los Angeles** High end practice collecting \$749,742 in 2016. Projecting over \$1,000,000 for 2017. Tina Ochoa, Broker (951) 309-3196.

**RDAEF 2** for a dental office in San Fernando. Proficiency in placing fillings, SSC's, taking impressions. Great compensation. Email CV to LADDS96@Gmail.com.

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**Long Beach** practice for sale 3 op, Digital. Plaza corner of two major streets. High visibility. \$139k Text 310-647-7366.

**Dental Office for Sale. Huntington Park. Busy intersection. Good exposure.** 3 ops equipped 2 plumbed. Gross receipts \$168,000 in 2016 on 16-18 hours a week. INS/FFS/HMO. Office is not computerized. Need some TLC. Priced to sell fast. 310/308-3097.

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**Orthodontist wanted** in Rancho Cucamonga 1-2 time per month. please email to [easydental@yahoo.com](mailto:easydental@yahoo.com).

**VALENCIA GENERAL** PRACTICE FOR SALE - 5 Ops, 4 Equipped, E4D, Digital, Paperless. 29 years Goodwill. 2016 GR \$723K, \$358K Adj. Net. HSPPT-Thinh Tran-949-533-8308 #CA413.

**SAN GABRIEL VALLEY FOOTHILLS** (3) op comput G.P. in desirable foothill area. Gross Collect \$350K - \$400K/yr on (3) day wk. (3) days of hygiene. Cash/Ins/& one PPO. Refers out Endo, O.S., Perio, Ortho & Implant Place. Does no advertising. Seller retiring. D&M Practice Sales 818.591.1401.

**Periodontist available** to place implants in your office! Extractions, grafting, laser gum surgery, recession treatment. Email [socalimplants@gmail.com](mailto:socalimplants@gmail.com).

**FOOTHILL RANCH PRACTICE FOR SALE** – gorgeous private 5 operatory high quality dentist general practice – grosses almost \$800,000/year on 3 days/week – Seller does all phases of dentistry but would be willing to stay as an Associate to perform any procedures Buyer is not comfortable doing- Thomas & Fees Practice Sales (714) 544-4341.

**DENTAL HYGIENIST NEEDED FOR WESTLAKE VILLAGE PRACTICE.** 1-2 DAYS PER WEEK, COMMUNICATION AND CLINICAL SKILLS A MUST. SEND RESUME [GEORGIANDDS@GMAIL.COM](mailto:GEORGIANDDS@GMAIL.COM).

**PRACTICE FOR SALE** WALNUT PARK GP+BLDG 50 yrs gdwll w/ 4 ops Net \$166K. California Practice Sales, Inc. Phone: 714-639-2775.

**Taylor Liao, Manager** of Kings Two Dental Supply (City of Industry, CA)-What can I say about him? He's the lawyer we go to when we need a lawyer. Dr. Chester Jeng of Law Offices of Jeng and Associates is very personable and knowledgeable in dentistry and law. He's definitely a straight shooter, he tells you what you need to know and also what you probably do not want to hear. He's the one we go to if we need a lawyer. Call Jeng & Associates 714-858-0536.

**Dentist/gp/pedo with** experience in pedo needed for an office in san fernando valley. email resume to [samslosangeles@gmail.com](mailto:samslosangeles@gmail.com).

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**E LA FOR SALE.** Dense location, low rent, high net income, 4 days/week. Avg \$800k last 5 years. PPO/Cash. Ask \$725k. Email: [socalteeth@gmail.com](mailto:socalteeth@gmail.com).

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**Shared Space** Opportunity in Huntington Beach strip mall. Ideal for specialist. 1-3 days wk. Contact/questions: [dr4tooth@ymail.com](mailto:dr4tooth@ymail.com).

**Pedodontist Needed** Riverside County. Must accept Dentical insurance. Available 1 to 2 days/month. Please email CV to [drhortonz@hotmail.com](mailto:drhortonz@hotmail.com).

**West Covina practice** for sale located in shopping center location collecting \$670,000 in 2016. Tina Ochoa, Broker (951) 309-3196.

**GP-PEDO needed** for a child friendly office in Canoga Park. PSSC, fillings, spacers... etc. Please send resume to [samslosangeles@gmail.com](mailto:samslosangeles@gmail.com).

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**ALISO VIEJO** – Turnkey Leaseholds Sale featuring 5 Operatories, 3 Equipped in 2,116 sq. ft. located in a very busy retail plaza near theaters and restaurants. **SOLD** Dat signage and move-in ready with computers, X-rays, sterilization equipment, and instruments for all phases of dentistry. #CA365- Kerri McCullough - 949-300-0312

**BAKERSFIELD** – This General Dentistry Practice with 5 Operatories has been established for 20+ years. Practice utilizes Dentrrix, Digital X-rays and the average age of equipment is 5 years old. 2015 Gross Receipts of \$675K. Seller plans on retiring but will assist with a smooth transition. #CA386- Thanh Tran - 949-533-8308

**BURBANK** – This General/Prosth/Implant practice with 15 years of goodwill is located in a retail center. Practice has 5 Operatories, 3 equipped, and utilizes **SOLD** EasyDental and Digital X-rays. 2016 Gross Receipts of \$290K with \$143K Adjusted Net Income on 3 days per week plus one Saturday per month. #CA348- Kerri McCullough - 949-300-0312

**CENTRAL ORANGE COUNTY – NEW LISTING** – General Dentistry Practice with 4 Operatories has 3 days of Hyg./wk and 50+ years of goodwill with retiring seller plus previous owner. Practice utilizes Intra-Oral Camera and Pano. Great upside - most specialty procedures are referred out. 2016 Gross Receipts of \$358K. #CA442- Thanh Tran - 949-533-8308

**COASTAL ORANGE COUNTY – NEW LISTING** – Periodontal Practice - features 5 equipped Operatories, 1 add'l plumbed, with 30 years of goodwill. Great location. Computer Age software and Pano. 2016 Gross Receipts of \$389K on a 3 day work week. Seller will help with smooth transition. #CA417- Kerri McCullough - 949-300-0312

**ENCINO** – General Dentistry Practice with 4 Operatories has been established for over 40 years in the Valley. Practice features EagleSoft with 5 workstations, Digital X-rays, and intra-oral camera. Gross Receipts of \$450K and \$182K Adjusted Net Income. #CA372- Thanh Tran - 949-533-8308

**GREATER LOS ANGELES AREA** – Periodontal Practice-This 5 Operatory Perio practice features Dentrrix software with Digital X-rays, Laser, and an Intra-Oral Camera. There is a great referral base, long-time staff and 34 years of Goodwill. 2016 Gross Revenue of \$712K with \$304K Adjusted Net income. #CA173- Kerri McCullough - 949-300-0312

**HUNTINGTON BEACH** – This General Dentistry practice with 3 Operatories is located near Huntington Harbour. Strong hygiene program with 4 days of hygiene per week. The practice utilizes Dentrrix software with Digital X-rays and an intra-oral camera. Most specialty work is referred out to local specialists. Gross Receipts of \$432K. #CA382- Kerri McCullough - 949-300-0312

**INLAND EMPIRE** – General Dentistry practice with 5 Operatories, PracticeWorks dental software, and Digital X-rays. Practice has 4 days of hygiene per week. 2016 Gross Receipts of \$937K with low overhead. #CA393- Kerri McCullough - 949-300-0312

**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 goodwill. #CA283- Kerri McCullough - 949-300-0312

**LA QUINTA – NEW LISTING** – General Dentistry Practice with 8 Operatories in Shopping Center at La Quinta's busiest intersection, 25 years goodwill. Last year's Gross Receipts were \$1.59M with Adjusted Net of \$435K. This is a PPO/Cash only practice, Seller works 4 days/wk. with specialist working 1 to 2½ days/mo. State-of-the-art office, Digital X-rays, Great Opportunity, Seller retiring. #CA425- Steve Caudill - 951-314-5542

**LANCASTER – NEW LISTING** – This downtown General Dentistry practice with 9 Operatories is located in a free-standing building. Practice utilizes EagleSoft, Digital X-rays, Microscope, CBCT machine, and Digital Pano. 2016 Gross Receipts of \$593K and \$166K Adj. Net Income. Building is also for sale. #CA437- Kerri McCullough - 949-300-0312

**LOS ANGELES WEST SIDE** – This General Dentistry practice with 5 Operatories, 4 Equipped is located on LA's West side. The practice's busy main street location has great visibility. Open Dental, Digital X-rays. 2016 Gross Receipts of \$461K with \$185K Adj. Net on a 2½-3 day week. #CA415- Kerri McCullough - 949-300-0312

**MANHATTAN BEACH** – Periodontal Practice- This Manhattan Beach Perio Practice is priced to sell. It features 3 Operatories, Dentrrix, Dexis Digital X-rays, Laser, and an Intra-Oral Camera. 20+ years of Goodwill in the community. 2016 Gross Receipts of \$857K. #CA410- Kerri McCullough - 949-300-0312

**NEWPORT BEACH – Facility Only-** This Newport Beach Facility features 4 Operatories, 3 Equipped, Dentrrix Software, and Digital X-rays with sensor **SOLD** office features all high-end equipment that is less than 10 years old, and a modern design. Seller is moving out of the area. #CA420- Thanh Tran - 949-533-8308

**NORTH EAST ORANGE COUNTY** – General Dentistry practice with 6 Operatories, EagleSoft dental software, Pano, and Digital X-rays. Practice has 4 days of hygiene per week. Gross Receipts of \$771K with \$271K Adjusted Net Income. #CA392- Kerri McCullough - 949-300-0312

**ORANGE COUNTY – NEW LISTING** – General Dentistry practice with 4 Operatories is located on a busy street with plenty of foot traffic. 40+ years of goodwill, 9 years with present doctor. Practice utilizes OpenDental with XDR Digital X-rays. 2016 Gross Receipts of \$533K with \$179K Adj. Net. #CA440- Kerri McCullough - 949-300-0312

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**ORANGE COUNTY** - Endodontic Practice in a highly desirable city with 4 Operators, 3 Equipped, Cone Beam CT, Microscopes, Dexis Digital X-rays, and a paperless TDO system. Over 20 years of goodwill with a very strong referral base. 2016 Gross Receipts of \$598K and 317K Adjusted Net Income. #CA412- Kerri McCullough - 949-300-0312

**ORANGE COUNTY** - Orthodontic Practice with 5 chairs is located in an upscale OC location. OrthoTrac Management with paperless charting and Dolphin Imaging. 2016 Gross Receipts of \$519K. #CA409- Kerri McCullough - 949-300-0312

**OXNARD** - This General Dentistry Practice with 4 Operators has been established for 30+ years in a professional building. The practice is paperless, utilizing Dentrix, Digital X-rays, and an intra-oral camera. There are 6 days of Hygiene per week and long-term staff. Seller plans on retiring but will assist with a smooth transition. Gross Receipts of \$795K. #CA387- Thanh Tran - 949-533-8308

**PALM DESERT** - *NEW LISTING* - General Dentistry Practice with 8 Operators in a 3,200 sq. ft. suite. Practice's 2016 Gross Receipts were \$1.1M, and features Digital X-rays, in a nice location with signage on building. The owner plus 3 Associates work in the practice. #CA426- Steve Caudill - 951-314-5542

**PALM DESERT** - General Dentistry Practice with 9 Operators, 8 Equipped. High-end build-out with Dentrix, Digital X-rays, Pano, and Lasers. Selling doctor works a 4 day week with 2016 Gross Receipts of \$1.3M and Adjusted Net Income of \$479K. #CA401- Steve Caudill - 951-314-5542

**PALM SPRINGS** - *NEW LISTING* - General Dentistry Facility with 4 Operators, 3 Equipped, 1 plumbed. Seller is practicing here only 12 hours per week and there are patients in the practice. Seller is including patients in the asking price. Utilizes PracticeWeb software with 4 workstations and Digital X-rays. Favorable lease terms. #CA429- Steve Caudill - 951-314-5542

**PALM SPRINGS** - This General Dentistry practice with 4 Operators has 30 years of goodwill. Good location, Doctor wants to remain and work part time if possible, 2015 Gross Receipts of \$549,600. #CA351- Steve Caudill - 951-314-5542

**PLACENTIA** - This long-established General Dentistry Practice with 3 Operators is new on the market. Practice has been established for 35+ years in this family community and features EagleSoft, Digital X-rays, and a 1,500 square foot suite in a single-story building. 2016 Gross Receipts of \$438K. #CA422- Kerri McCullough - 949-300-0312

**RIALTO** - *NEW LISTING* - General Dentistry Practice and historic free-standing Building for sale. 5 Operators and over 50 years of Goodwill. Dentrix and Intra-oral camera. 2016 Gross Receipts of \$253K. Seller is retiring. #CA421- Kerri McCullough - 949-300-0312

**SANTA ANA** - *NEW LISTING* - General Dentistry Practice with 4 Operators has 3 days of Hygiene per week and 50+ years of goodwill with retiring seller plus previous owner. Practice utilizes an Intra-Oral Camera and Pano. This practice has a great upside - most specialty procedures are referred out. 2016 Gross Receipts of \$358K. #CA442- Thanh Tran - 949-533-8308

**SANTA BARBARA** - This General Dentistry Practice is in a beautiful creekside location in Santa Barbara. Established for 40+ years with 4 Operators in 1,500 sq. ft., 2,600 active patients and 7 days of hygiene per week. FFS/Delta Premier only. 2016 GR were \$955K on a 4 day work week. #CA291- Kerri McCullough - 949-300-0312

**SANTA CLARITA VALLEY** - *NEW LISTING* - This large General and Multi-Specialty Practice with 15 Operators and a 4 chair Ortho bay is located in a shopping center with great visibility. 11 years of Goodwill, Intra-oral camera, Pano, and Digital X-rays. 100 NP/mo. Accepts most PPO and HMO plans with large CAP check. #CA435- Kerri McCullough - 949-300-0312

**SOUTH PASADENA AREA** - *NEW LISTING* - General Dentistry practice located in a great corner shopping center on main street with signage. 5 Operators, 4 equipped, and 23 years of Goodwill. Digital X-rays. Great opportunity. 2016 Gross Receipts of \$408K. #CA436- Kerri McCullough - 949-300-0312

**TEMECULA** - *NEW LISTING* - General Dentistry Practice with 5 Operators, 4 Equipped located in beautiful wine country, Temecula. Practice utilizes Practice Web, Digital X-rays, and a Pano. 2016 Gross Receipts of \$548K and \$241K Adjusted Net Income on a short 3 day work week. #CA430- Kerri McCullough - 949-300-0312

**UPLAND** - *NEW LISTING* - Facility Only - 4 Operators, 3 equipped, all brand-new equipment. Includes Open Dental software with 4 workstations, hand instruments, handpieces, all large equipment needed and some patients. #CA434- Thanh Tran - 949-533-8308

**VALENCIA** - *NEW LISTING* - This General Dentistry Practice with 5 Operators, 4 Equipped, 1 Plumbed, E4D, Dentrix, Dexis, and is paperless. Practice features 29 years of Goodwill, long-term staff, and 4 days of hyg./week. 2016 Gross Receipts of \$723K with \$358K Adj. Net. #CA413- Thanh Tran - 949-533-8308

**VAN NUYS** - *NEW LISTING* - General Dentistry/Multi-Specialty Practice with 6 Operators is located in a busy retail center. Most dental equipment is 10 years old. Practice utilizes Digital X-rays and is paperless. PPO/HMO/Denti-Cal. 2016 Gross Revenue of \$1.09M with \$384K Adjusted Net Income. #CA431- Kerri McCullough - 949-300-0312

**WESTERN SAN FERNANDO VALLEY** - Pediatric Dentistry. Great opportunity to purchase a Peds practice in the western San Fernando Valley. In an upscale location, this 4 Operator practice features EagleSoft, an Intra-oral camera, and a Panorex. 9 years of goodwill at this professional building location, near a hospital. 30 new patients per month. #CA399- Kerri McCullough - 949-300-0312

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**YUCCA VALLEY - NEW LISTING** – General Practice for sale. Practice features 5 Operatories and retiring seller works a 4 day week with 27 years of Goodwill. Office condo is also for sale if desired. 2016 Gross Receipts of \$586K. #CA423- Steve Caudill - 951-314-5542

### SAN DIEGO

**INLAND NORTH COUNTY SAN DIEGO - NEW LISTING** – 5 Operator General Dentistry/Prosthodontic Practice is new on the market. Featuring EagleSoft, Digital X-rays, Intra-Oral Cameras, Planmeca 2D Digital Pano, and E4D machine. Great location with 26 years of Goodwill. 2016 Gross Receipts of \$802K with \$316K Adjusted Net Income. #CA432- Russell Okihara - 619-694-7077

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

**NORTH COUNTY SAN DIEGO** – 5 Operator General Practice, PPO/FFS, Spacious and Clean, Professional Building, Convenient Location, Dentist Retiring. Gross Receipts of \$453K with low overhead. #CA354- Russell Okihara - 619-694-7077

**SAN DIEGO - NEW LISTING** – North County General Practice with 5 Operatories, Dentrrix, Digital X-rays, and Pano. This is a PPO Practice in an excellent and convenient Location. 2016 Gross Receipts of \$635K and Adjusted Net Income of \$242K. #CA428- Russell Okihara - 619-694-7077

**SAN DIEGO - NEW LISTING** – This General Practice is in a great location, features 3 Ops, EagleSoft, and Digital X-rays in a Professional Building. The space is shared with another dentist, utilizing some common areas. 2016 GR of \$322K. #CA404- Russell Okihara - 619-694-7077

### OUTSIDE OF CALIFORNIA

**CENTRAL COAST, OREGON - NEW LISTING** - 1,080 sq. ft. office, 3 Ops, equipped with Digital x-ray and Daisy software. Doctor refers out all Endo, Surgery, and Perio Surgery. Building Available. Owner retiring. #OR106- Valerie Higgins - 209-627-9347

**HONOLULU, HAWAII - NEW LISTING** - 5 Operator General Dentistry Practice in the Pearl City/Waipahu area, Dentrrix, Pano, Dexis, Laser, Excellent Location with ample parking, Highly-profitable, Rare opportunity. Just listed! #HI108- Russell Okihara - 619-694-7077

**HONOLULU, HAWAII - NEW LISTING** - General Dentistry Practice with 4 Ops Plumbed, 2 Equipped, Easy Dental, Excellent Location with Ample Parking, 811 Sq. Ft. of Rentable Office Space, Dentist is Retiring, Excellent Opportunity, Priced for Quick Sale. #HI106- Russell Okihara - 619-694-7077

**HONOLULU, HAWAII** - General Dentistry Practice. This is a FFS/PPO practice with 6 Operatories plumbed, 4 Equipped. The practice utilizes Dentrrix, and is in an excellent location with great visibility. Established for 30 years. 2015 Gross Receipts of \$921K with \$314K Adjusted Net Income. #HI105- Russell Okihara - 619-694-7077

**HONOLULU, HAWAII** – General Dentistry Practice with 6 Operatories, 5 fully equipped, 1 plumbed, not equipped. Practice features Dentrrix, 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 - NEW LISTING** - General Dentistry Practice with 3 Operatories, Innova, equipped with a Planmeca Panoramic X Ray, excellent location and patient base, dentist retiring, seller is motivated. #HI107- Russell Okihara - 619-694-7077

**MAUI, HAWAII** – General Dentistry Practice with a spacious layout, 7 Operatories, 5 equipped. Lots of **SOLD** Goodwill, Computerized, FFS/PPO with a Modern design and CEREC. Excellent Location in central Maui. Gross Receipts over \$1.3M. #HI101- Russell Okihara - 619-694-7077

**OAHU, HAWAII** – General Dentistry practice with 3 Operatories. Practice utilizes Dentrrix, Dexis Digital X-rays, located in a shopping center. Established for 28 years, on most major PPOs. Gross Receipts over \$350K. #HI102- Russell Okihara - 619-694-7077

### NORTHERN CALIFORNIA

**ALAMEDA** – Office w/2 equip. Ops, 3rd plumbed in approx. 800 sq. ft., below market rent. 50% adjusted net on \$416,000 GR. Owner retiring. #CA378- Jim Engel - 925-330-2207

**BERKELEY** – 1,700 sq. ft., 4 Ops, Dentrrix Software, Digital X-Ray, Laser, Patient Education, I.O. Ca **SOLD** 2015 GR \$1,288,000, adjusted net \$494,000. 100% fee for service. #CA379- Jim Engel - 925-330-2207

**BRENTWOOD** - 1,600 sq. ft., 4 Ops with Dentrrix, Digital X-ray, Pano, Intra-Oral Camera. Endo, Oral Surgery and implants referred out. 2015 GR \$600K. #CA391- Dennis Hoover - 209-605-9039

**CAMPBELL** – 2,050 sq. ft., 5 Ops, CAD/CAM, Digital Pan, MacPractice software. 2015 GR \$1,000,007, 3 doctor days, 5 hygiene days, 100% fee for service. #CA374- Jim Engel - 925-330-2207

**CASTRO VALLEY** - General Dentistry – 1,700 sq. ft. office w/4 Ops. 2015 GR \$530,000, 4 day reduced schedule. **SOLD** Eaglesoft PMS, Digital X-Ray, Fiber Optics & Laser. Owner retiring. #CA368- Jim Engel - 925-330-2207

**CHICO** – General Dentistry - 7 Ops, Dentrrix, Digital, Pano, Diode Laser, and 3M True Definition. Practice has been est. for 60+ years with current and previous owner. 6 days of hygiene per week. 2016 GR of \$715K and Adj. Net of \$212K. #CA402- Steve Caudill - 951-314-5542

**CONTRA COSTA COUNTY** – 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

**EL DORADO COUNTY** – 960 sq. ft. w/ 4 Ops, intraoral camera, Digital x-ray, PracticeWorks software. 2016 GR \$453K. #CA339- Thomas Wagner - 916-812-3255

**EL DORADO COUNTY** – 1,200 sq. ft., 3 Ops, with Pano, EZ 2000 software. 2016 GR \$334K on 3 day week. #CA390- Thomas Wagner - 916-812-3255

**ELK GROVE Facility Only Sale** – Fully furnished 5 Ops total (4 furnished), No Patients. Signage on Elk Grove Bl., fast growing area, ready to move into, separate Pano. #CA411- Steve Caudill - 951-314-5542

**FOLSOM** – 1,650 sq. ft. leased office, 5 Ops, Intra-Oral, Dexis Digital X-ray, new Digital Pano, Laser, and Dentrrix software. 2016 GR of \$787K in 11 months, very low overhead. Owner relocating. #CA405- Thomas Wagner - 916-812-3255

**FOLSOM** – 2,900 sq. ft. office, 9 equipped Ops, 1 additional plumbed. Equipped with intra-oral cameras, Schick Digital x-ray, and Eaglesoft software. 2016 GR of \$931K with low overhead. Building available. Owner relocating. #CA406- Thomas Wagner - 916-812-3255

**GREATER EL DORADO HILLS** – 1,500+ sq. ft. office, 4 Ops, Dentrrix software, 2 Schick Digital x-ray sensors, new server & CPUs. Building available with practice. Seller Retiring. #CA407- Thomas Wagner - 916-812-3255

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**GREATER EL DORADO COUNTY** – Four day/week General practice in 1,700 sq. ft. with 5 Ops. Eaglesoft, Computer stations, Digital Pan, 2 Digital sensors, and 4 days hygiene/wk. Great location. Owner retiring. #CA343- Thomas Wagner - 916-812-3255 **SOLD**

**GREATER ROSEVILLE** – General Dentistry- 4 Ops, highly-desirable area, equipped with IO camera, Digital X-ray and Dentrrix. Est. 20+ years, 2015 GR of \$945K. #CA350- Thomas Wagner - 916-812-3255 **SOLD**

**GREATER ROSEVILLE/ROCKLIN/AUBURN** – General Dentistry - highly desirable location with 5 Ops. 2015 coll. of \$850K. Buyer must purchase 1,600+sf facility w/practice. Owner retiring. #CA338- Thomas Wagner - 916-812-3255 **SOLD**

**GREATER SACRAMENTO – NEW LISTING** - Oral Surgery office - 5 Ops in a 2,282 sq. ft. suite. Digital X-rays and Pano. 2016 GR of \$798K. Selling doctor is retiring. #CA438- Steve Caudill – 951-314-5542

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

**GREATER SACRAMENTO** – Prosthodontic office - 2,099 sq. ft., 5 Ops, Fiber Optic, Eaglesoft software. GR \$926K on 4 day week. #CA377- Thomas Wagner - 916-812-3255 **SOLD**

**MARIN COUNTY** – 1,250 sq. ft. 3 Operatories. Fee for service 2015 GR of \$370,000, on pace for same in 2015. #CA302- Jim Engel - 925-330-2207 **SOLD**

**MILPITAS** – 1,480 SF office is located on a major thoroughfare. 2015 GR were \$425K with an adjusted overhead of just 54%. 4 Ops, Intra Oral Camera, Pano, Kodak Digital X-rays and 3 days of hygiene. #CA398- Dennis Hoover - 209-605-9039 **SOLD**

**MOUNTAIN VIEW** – 1,150 sq. ft., 4 Ops, 3 equipped. Dentrrix Software, Dexis Digital X-Ray, Laser, I.O. Camera. 2015 GR \$514,000, 4 days/week. #CA385- Jim Engel - 925-330-2207 **SOLD**

**OAKLAND** – General Dentistry- 12 Ops in 5,000 sq. ft. modern office. GR of \$1.5M with PPO, HMO and FFS patients. Seller will help with a smooth transition. #CA360- Jim Engel - 925-330-2207

**OAKLAND** – General Dentistry - GR \$355K on 4 day work week. Approx. 1,000 sq. ft., 3 Ops, Dexis Digital X-Ray, Carestream PMS. Owner retiring. #CA396- Jim Engel - 925-330-2207

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

**SACRAMENTO** – 3 Op office in professional building, desirable location, EagleSoft software. Avg. age of equipment 15 years. Seller Retiring. #CA400- Thomas Wagner – 916-812-3255 **SOLD**

**SACRAMENTO – NEW LISTING** - 1,200 sq. ft. w/ 3 Ops, Intra-Oral camera & Patient Base software. Practice established 40+ years, owner retiring. #CA408- Thomas Wagner – 916-812-3255

**SACRAMENTO – NEW LISTING** – 1,150 sq. ft. office w/4 Ops, Intra-Oral, Dexis Digital X-ray, Carestream software. 2016 GR \$535K. #CA424- Thomas Wagner - 916-812-3255

**SAN FRANCISCO** – General Practice: Financial District office with 5 Ops, with room for a 6th, 1,760 sq. ft. 2015 GR \$1.2M with adjusted net of \$480,000. 36 years in practice, 26 years at this location. #CA357- Jim Engel - 925-330-2207

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

**SAN JOSE** – GP Chart Sale: 2015 GR of \$550,000.00 on 2 and a half day work week. Selling all Active and Historical Charts. #CA330- Jim Engel - 925-330-2207 **SOLD**

**SAN RAMON** – General Dentistry, emphasis on Children, 5 treatment chairs in 1,700 sq. ft. 2016 GR \$440,000 on minimum work week due to illness. Dentrrix PMS, PAPERLESS CHARTS, 9 workstations, Digital Sensor, Digital Pan. #CA439- Jim Engel - 925-330-2207

**SAN RAMON** – Facility Only Sale - 4 Ops w/ high-end Pelton & Crane Equipment, Digital X-Ray, Digital Pan, I.O. Cameras, 1,654 sq. ft. corner suite. #CA370- Jim Engel - 925-330-2207

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**SANTA ROSA** – General Dentistry & Building. 3 Ops. 2015 GR \$300K/\$186K Adjusted Net. #CA200- Dennis Hoover - 209-605-9039 **SOLD**

**STOCKTON** – General Practice: 7 Ops, 2,052 sq. ft., great lease and options to renew. GR \$750,000 with PPO, HMO and FFS patients. #CA361- Jim Engel - 925-330-2207

**VACAVILLE** – 1,342 sq. ft. office, 4 Ops, intra-oral camera, Digital X-ray, Pano, Laser, Dentrrix software. 2016 GR \$911,000 on 4 day/week. #CA389- Thomas Wagner - 916-812-3255 **SOLD**

**VACAVILLE** – 1,400 sq. ft. leased office established 25+ years, with 4 Ops, equipped with intra-oral camera, Endex Digital X-ray, and Dentrrix software. 2016 GR of \$807,000 on 3 1/2 days/week. Owner retiring. #CA416- Thomas Wagner - 916-812-3255 **SOLD**

**WINE COUNTRY – NORTHERN CALIFORNIA** – NEW LISTING- PERIODONTAL PRACTICE. Located in the beautiful wine country of Northern CA, 2016 GR of \$1,997,000 with a \$978,000 Adj. Net. 3,000 sq. ft. office, Building is also for sale. Sellers are retiring but will remain for the transition. #CA418- Dennis Hoover - 209-605-9039

### CENTRAL CALIFORNIA

**MODESTO** - 2015 GR \$918,000, adj. net \$441,000. 2,800 sq. ft. with Digital X-rays, Pano, Dentrrix Software. Owner is retiring. #CA380- Dennis Hoover - 209-605-9039

**MODESTO** – 1,630 sq. ft., 4 Ops, Schick Digital X-rays, Cephalometric X-Ray, EagleSoft. 2015 GR \$450K. Owner retiring. #CA388- Dennis Hoover - 209-605-9039 **SOLD**

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

**SANTA CRUZ** – NEW LISTING - Approx. 1,000 sq. ft. office w/4 Ops, established for over 55 years. 2016 GR of \$383K w/Adj. Net of \$186K on 3 day work week. #CA427- Jim Engel - 925-330-2207

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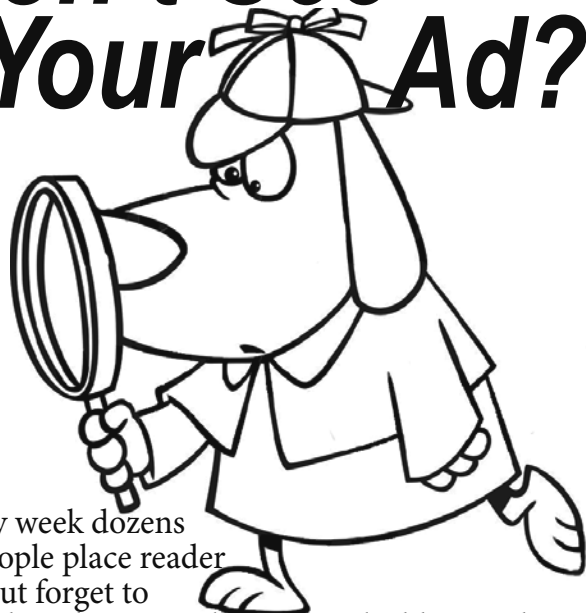
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specialtydental102@gmail.com.

**GLENDAL - 4 eq. ops** in a 1,400 sq. ft. suite w/ 14 Years of Goodwill. 70%PPO & 30%Cash. Collected approx. \$788K in 2016. Greg Beamer 909-542-4891.

**Experienced GP** Dentist needed for Alhambra & Pasadena. excellent pay, great friendly office Email to  
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**P.F.S. BUYING A DENTAL PRACTICE?** Call Sunwest Bank for all your lending needs - 714-730-4412.

**Orthodontist needed** for 1-2 days a month in Ontario. Please send resume to vistadentalcare@yahoo.com, or fax (909)989-3132.

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**A great** opportunity for an assoc general dentist, in a friendly private office, in the LB area P/T. Please send resume to [specialtydental102@gmail.com](mailto:specialtydental102@gmail.com).

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**Dental Treatment Coordinator/Biller** needed for growing Palmdale Dental Office. Pls email resume to [dental1dmd@gmail.com](mailto:dental1dmd@gmail.com).

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**Tina Ochoa** Dental Broker with over 25 years' experience offers customized personal service with fair and equitable fee commission structures. DDS Xpress Realty (951) 309-3196.

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**Nomad Pro2** Whirlwind vacuum (both 2 years old) , assorted NiTi, K files, endodontic instruments, used handpieces, good prices. scladds98@gmail.com.

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**Looking for an EXPERIENCED ORTHODONTIC ASSISTANT** to work 3-4 times per month in Orange, CA. Please email your resume to [gotbraces5@gmail.com](mailto:gotbraces5@gmail.com).

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**General Dentist** needed- los angeles. 3+ yrs exp. Surgical Ext and RCTs a must. pedo is a plus. Excellent pay. Email resume to [templedental13@gmail.com](mailto:templedental13@gmail.com).

**REMODELED LOW** rent Well equipped Bakersfield dental office asking 240K gross 450K rent \$1000 digital xray+pan open3 days call 909-762-4127 Jina kim.

**GP. ASSOCIATE DENTIST** needed P/T 2-3 days Cash, PPO, Medical, HMO, BUY OPTION (Retiring) 310-431-8910. [claudiaroma90@yahoo.com](mailto:claudiaroma90@yahoo.com) Southbay.

**Don't sign** your office lease without knowing what's in it! Talk to a skilled dental attorney regarding the ins and outs of your lease. Levi Barlavi. (310) 776-5384 [www.dental-attorney.com](http://www.dental-attorney.com).

**Associate PEDIATRIC DENTIST** position open. Small private office in POMONA CA. 2+ exp. Fri. OCS preferred. Buy-in opportunity. [babydentist2000@yahoo.com](mailto:babydentist2000@yahoo.com).

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**For lease. 3 op, pvt office, lab, mid-century** iconic bldg, walls of glass, waterfall, kitchenette, 2 bath. Excellent location. Contact [rogerlisa2@me.com](mailto:rogerlisa2@me.com).

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**Endodontist Needed** "Inland Empire". Willing to accept cash discount/Denti-cal big plus. Please Fax CV 951-672-7878 or email [H.POURSHIRAZI@YAHOO.COM](mailto:H.POURSHIRAZI@YAHOO.COM).



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**BRENTWOOD - New Listing** - Beautiful Brentwood location with stunning views of the Getty Museum. Granite desks and counter tops. Custom sinks and Italian brass fixtures with Swarovski crystal handles. Floor to ceiling cherrywood cabinetry with brass handles and hinges. Porcelain tile floors. Pelton Crane units have upgraded deliveries and removable massage pads. Turnkey office with vacuum and dual head oilless compressor. Rent is \$2,642 a month. One crown pays the rent.

**COSTA MESA** - 5 eq. treatment rooms in a 1,400 sq. ft. suite located in a single story shopping center on the corner of two highly traveled streets close to the Newport Back Bay and the Beach. High End practice that caters to Newport Beach and Costa Mesa clientele. Suite has a nice layout, Serona chairs, Digital X-ray, and is paperless. The income stream is 60% Cash and 40% PPO. **Accepted Offer, Back up offers encouraged.**



**DOWNEY** - 3 treatment rooms in 1,214 sq. ft. suite located in a four story Medical building w/17 years of Goodwill. Rent is very reasonable at \$2,469/month. Quality, Caring Doctor and Staff. Seller has primary office in Newport Beach - currently works 2.5 days a week at this location. Collected \$324K in 2016. This has a great history as a dental office - and Downey is a very stable area! **Priced at \$240,000.**

**ESCONDIDO** - Charming, Historic Bungalow style building located on a busy street in a residential area with elementary schools/ churches nearby. **Established as a dental practice for 24+ years.** Building shows pride of ownership, offers handicap ramps, gated parking and has a 2nd floor office area w/ shower & closet. The 2nd floor could be used as a sleeping area. Newer Air Conditioning Unit. 5 eq. ops. in 2,200 sq. ft. Leasehold Improvements & Equipment Only \$95,000 **Building for Sale or Lease.**



**FOUNTAIN VALLEY** - This office could be associate-driven if you could dedicate 1 day a week. Seller has another office out of the LA basin. Associates in place. 5 treatment rooms in 1,350 sq. ft. suite located in a multi-story professional building. All Digital. Super clean suite. Collected approx. \$845,794 in 2016. Well run and well managed. 40% ins-40% cash-5% Medi-Cal and 15%HMO. **\$242,000 Buyer's Net after expenses and bank debt!!! Recently Reduced \$705,000.**



**GLENDALE** - 4 eq. treatment rooms in a 1,400 sq. ft. suite located in a busy strip shopping center on the corner of two highly traveled streets with excellent exposure and signage. **14 Years of Goodwill.** Suite offers Dentrux Software, Intra Oral Camera, and Digital X-ray with 2 sensors. Rent is \$4,109/month. **70%PPO & 30%Cash.** 5 Star Yelp Reviews and Excellent Community Goodwill. Collected approx. \$788,492 in 2016. **\$650,000.**

**HUNTINGTON BEACH - New Listing** - 6 treatment rooms in approx. 1,900 sq. ft. spacious suite located in a two story professional building with an open atrium in the center of the complex. Ample parking and Rent is \$5,000/month. Leasehold Improvements & Equipment Only **Priced at \$100,000.**

**HUNTINGTON BEACH PEDO** - Excellent location - 6 equipped, plumbed treatment chairs in a 2,500 sq. ft. suite located in a single story, professional building with 36 Years of Community Goodwill. Exceptional, caring seller and staff work closely with the patients and patients' family to offer the best, and most comfortable dental experience for their young patients. The practice is very diversified and offers primary care for well children and those with special health care needs. Community based but drawing from larger environs due to specialized care. Collected approx. \$1M+ in 2016. Seller is requesting a resume from potential buyers. **Under Offer.**



**LANCASTER** - 4 eq. treatment rooms in a 1,500 sq. ft. suite with room for expansion located in a single story, free standing building in the downtown area. Excellent exposure and 57 years of Community Goodwill. Suite offers Dentrux Software, Digital X-ray, Intra Oral Camera, and Equipment that averages 8 years old. Collected Approx. \$749,340 in 2016 on a 22 hour work week. **BUILDING IS FOR SALE OR LEASE.**

**LOS ANGELES** - 2 eq. treatment rooms & 1 plumbed not eq. treatment room in a 900 sq. ft. efficient suite located in a Medical/ Dental building off the 110 freeway. MediCal office is next door and a great referral source. Seller currently works 2 days a week but would like to concentrate on his main practice in Up-land. Rent is only \$1,200/month. Low Overhead! Recently Reduced \$105,000.



**NEWPORT BEACH** - 3 eq. treatment rooms in a spacious suite located in a single story, Medical/ Dental building near Hoag Hospital. Retiring seller that currently works 8-12 hours a week. The practice has potential to be open more. 2 of the 3 treatment rooms offer newer equipment. Rent is \$3,000/month. Priced to sell **\$190,000!**

**NEWPORT BEACH** - Located on the street that leads to the island ferry, this office has been established for a number of years. The atmosphere is what you find prominent in the area - folks who love being and living near the water! 3 eq. treatment rooms in a comfortable suite. Area clientele is high income and accepts suggested treatment plans. Patients know each other and chat in the reception area. Seller is open 1 day a week, sees 10 patients. Rent is \$3,600 for 1060 sq. ft. and has 10 years left on the lease. Seller practices in BH (endodontics) and is looking for a buyer who wants a boutique practice in a seaside community. **Recently reduced \$165,000!**



**SANTA CLARITA - New Listing** - 10 Equipped Treatment rooms in a well appointed 3,520 sq. ft. suite located in a single story building with 38 Years of Community Goodwill. Caring, knowledgeable sellers and staff that offer a family friendly atmosphere that have seen generations of patients. History of Collecting \$1.4+ Million for the past 4 years. **Accepted Offers.**



**SAN BERNARDINO** - 3 equipped treatment rooms in a 930 sq. ft. suite located in a single story building. Rent is very reasonable at \$1,283/month. Low Overhead. Seller has a manual, very accurate book-keeping system. This would be a great opportunity for someone who wants to bring in their own system and digital. **Seller currently works 3 days a week and collected \$253,816 for 2016.** Seller added Medical late last year and is on target for a nice increase this year. **Recently Reduced \$199,000.**

If you are considering selling your practice in the coming year, summer is the perfect time to groom your practice before you list it so you can get the most from your life's work. You've gone through a lot to build your practice and I would like the opportunity to share information on the best way to prep your office (from esthetics to cleaning up your records) prior to listing it. I know what buyers and lenders are looking for and will assist you in preparing your practice for a swift sale and un hindered financing. Call for a free consultation.

Greg Beamer



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Sales & Marketing Associate

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**SANTA ANA** - Excellent location convenient to the 5 and 55 freeways. Nicely maintained Medical/Dental/Professional building with plenty of free, onsite patient parking. Across the street from a new, upscale, 500+ unit residential community and close to area schools. 4 equipped treatment rooms with Adec chairs in a 1,411 sq. ft. suite that was beautifully, custom designed. Intra Oral Camera, Digital X-ray, and a cloud based software (Denticon/ Planet DDS) that can be accessed anywhere. Practice caters to upscale professionals. A must see to appreciate!



**THOUSAND OAKS** - *New Listing* - 6 eq. treatment rooms & 1 plumbed not eq. treatment room in a 1,700 sq. ft. suite located in a single story, free standing building with 50+ years of community Goodwill. **Absentee, Retiring Seller with a solid, long-term staff in place.** Collected approx. \$467,879 in 2016. **\$420,000 Accepted Offer - Back up offers encouraged.**



**TUSTIN - AVAILABLE** Beautiful, Unique, Boutique Style build-out A must see to appreciate! 3 treatment rooms in a 1,400 sq. ft. recently remodeled suite located in a two story Medical building with a new monument sign. The décor and entire facility would work well for a GP, specialist, or someone who wanted to focus on sleep apnea. You need to walk this one to get the true

feeling for it. If you are practicing in the area, and your lease is near its end, you definitely need to consider this location as your new home! Seller is also interested in someone wanting to partner up. **Seller will handle management and assist in marketing. Build your way into ownership.**



**WEST COVINA** - You need to walk this to appreciate the seller's efforts! 1,500 sq. ft - 5 treatment rooms with 2-7 year old equipment. 20+ years of Goodwill - Seller owns the entire building so we will not have any issues with the landlord! Long history as a dental office. Rent is only \$3,500/month. Dentrix software, Digital X-ray, and Intra Oral Camera are included. Collected \$330,156 in 2016.

**WESTWOOD** - 1 eq. treatment room in a 400 sq. ft. in a professionally designed suite in the heart of Westwood convenient to the 10 and 405 freeways. Established as a dental practice for over 10 years. Rent is \$950/month (includes water & trash). Excellent Satellite or Specialist location \$46,500.



**MISSION VIEJO** - The complete package - all specialists in place. Large, State of the Art Suite with an incredible location. Producing \$1.8MM+ for the past three years. Steady revenues with a Buyer's Net over \$500K. Sellers are requesting a resume from potential buyers.

**MONTCLAIR** - Turn-Key Opportunity: 2 eq. treatment rooms & 2 plumbed not eq. treatment rooms in a 1,260 sq. ft. suite located in a busy strip shopping center w/ 22 Years of Goodwill, convenient to the 10 freeway. Retiring Seller. Patient Charts included but not guaranteed. **Priced at \$92,500.**

**UPLAND** - *New Listing* - The office is very modern and roomy, with **3,000 sq. ft. on the first floor, and 900 feet on the second.** There is space for a full service lab on the upper floor, or you could open it to Ortho by converting it to an open bay. There is a surgical suite, as one of the sellers is a prosthodontist. You could use the location as a management center if you had multiple offices. **4 eq. treatment rooms, 1 surgery room, and 1 plumbed not eq. treatment room and the Rent is \$4,635 + NNN/month. Must walk this one to understand the potential. Leasehold Improvements & Equipment Only.**

**VALENCIA** - *New Listing* - If you are looking for a well-established practice in a prominent area in SoCal, this is it. Established in a busy Medical Center, the Seller has made the decision to **retire**. He has **4 treatment rooms in a 1,174 sq. ft.** suite that rents for \$4,700 a month. The office is open 4 days a week (with 5 hygiene days/wk). Solid, long-term staff and an established base of insurance and cash patients round out this great opportunity. This is a must-see to appreciate the location and the seller!

**VALLEY VILLAGE** - *New Listing* - 5 eq. treatment rooms in a 1,400 sq. ft. suite located in a multi-story professional building on the corner of two busy streets with free parking and elevator. Rent is \$3,346/month. **45 Years of Community Goodwill.** Approx. 1,200 active charts. **Retiring Seller** currently works 2.5 days/week with an Associate working 2 days/week. Solid base of customers loyal to the practice. Seller will assist in reasonable transition. Projecting approx. **\$234,926 for 2017. Priced at \$180,000! Accepted Offers.**

**WESTCHESTER** - *New Listing*. 3 eq. treatment rooms & 1 plumbed not eq. treatment room in a 1,320 sq. ft. suite located in a free standing, Medical building. The front of the building was recently, completely remodeled. Excellent exposure off two highly traveled streets. Attracting 25+ new patients per month. Rent is \$3,900/month. **Priced at \$240,000!**

**WOODLAND HILLS** - *New Listing* - Excellent signage and free parking. **Beautiful build-out with attention to detail.** Sellers opened this practice 2.5 years ago. **Cash & only 5 PPOs.** \$322,618 Collection for 2016. **Approximately 700 Active patient charts. 4 eq. treatment rooms & 5 plumbed not eq. treatment rooms in a spacious, bright, 3,000 sq. ft. suite.** A must see to appreciate!

**YORBA LINDA** - *New Listing* 3 treatment rooms in a 1,200 sq. ft. suite located in a frequented shopping center in Beautiful Yorba Linda close to the 91 freeway! Rent is very reasonable at \$2,765/ month. **14 Years of Goodwill.** Seller currently works 3-4 days a week. **Priced at \$125,000. Accepted Offer, Back up offers encouraged.**

**Sold in the Last 60 days:** Palm Desert, Simi Valley, Whittier, Los Angeles, Huntington Beach.

## Other Opportunities:

**Laguna Hills** - Successful GP looking for a Specialist to sublease. Beautifully designed Laguna Hills Suite. Suite offers 3 eq. ops. & 1 plumbed not eq. op. ready to be equipped if needed. Referring GP works 3 days a week.

**Koreatown** - *Successful, referring GP looking to sublease space to a specialist. 3 eq. ops. Available.*

**Build Your Dream Practice** in one of the Build-out Opportunities that I have listed in Century City, Foothill Ranch, Huntington Beach, La Habra, LA and Rancho Cucamonga.

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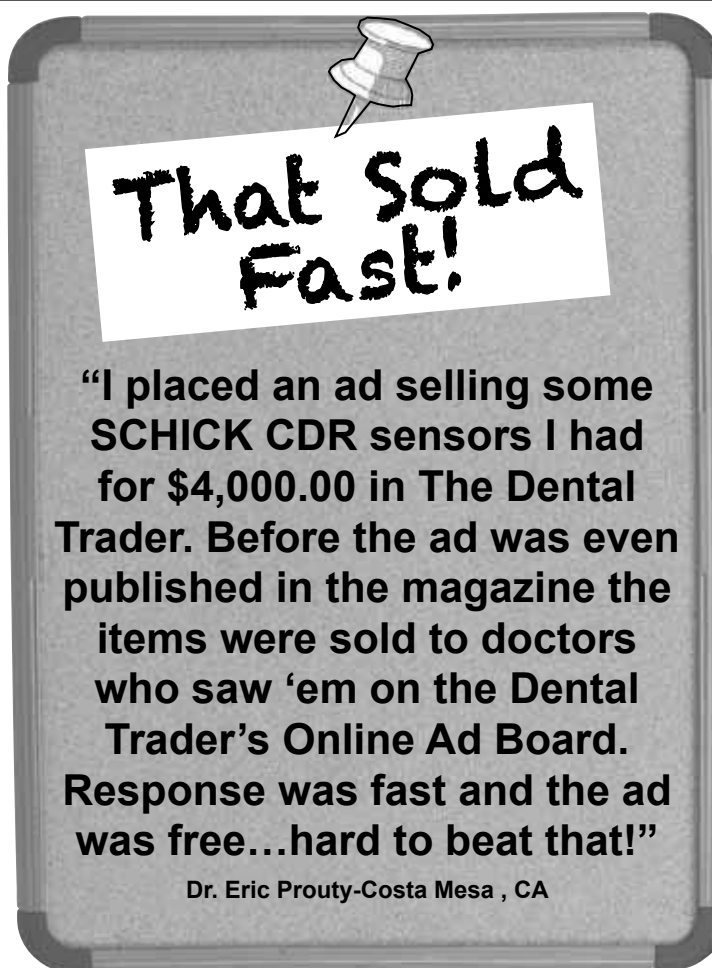
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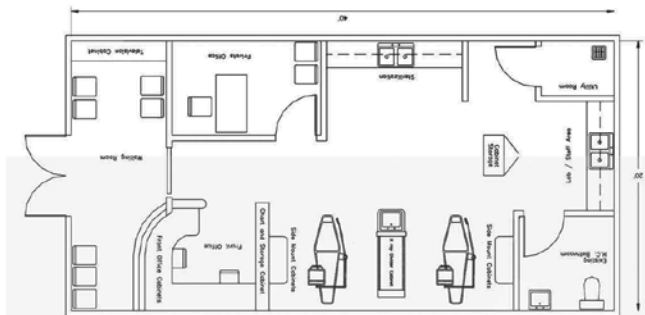
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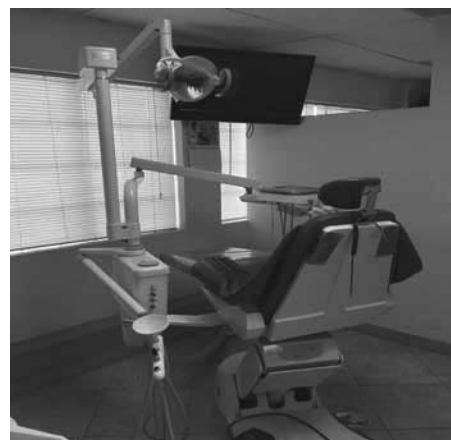
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### Anaheim : LOCATED ON MAJOR THOROUGHFARE. REAL ESTATE FOR SALE

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### Century City: HIGH END PRACTICE COLLECTING \$749,742

Located in high rise professional building on Century Park East, this practice has been established for over 40 years, Seller acquired practice in 2010. The practice offers 5 fully equipped operatories in beautifully decorated 2000 square foot suite. Digital x-ray, Eaglesoft software and average age of equipment is only 4 years old. The practice is projection over \$1,000,000 for 2017. Seller currently works 1 day a week and associate works 3.5 days per week. There are a total of 5 hygiene days per week. Seller wants to focus on her primary office. Price at only \$675,000.00, this practice will not last on the market.

### CHINO HILLS: STRIP SHOPPING CENTER LOCATION

This ideal location has been a dental office for over 15 years in prime area of Chino Hills providing excellent exposure an foot traffic. The offices offers 3 fully equipped operatories in approx. 1100 square foot suite. Digital X-ray and Pano. Priced below replacement cost. This opportunity is available for immediate move-in. Seller is moving patient base to his Chino office. PRICED REDUCED TO \$69,900

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### Newbury Park: LEASE OPPORTUNITY

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Orange County: STORE FRONT LOCATION LEASEHOLD OPPORTUNITY On major thoroughfare, across the street from courthouse and downtown shopping. This spacious office offers 4 operatories with 2 fully equipped operatories with lots of growth potential in approx. 2000 square foot suite. The office offers pano, intra oral camera, and digital x-ray. Seller moving patient base to his Irvine office. A real steal at \$60,000.00 Great opportunity for Buyer who has out grown current space.

San Fernando Valley: STRIP SHOPPING CENTER LOCATION Providing excellent exposure and foot traffic. The office offers 9 operatories, 4 fully equipped in a spacious suite. The practice offers Digital X-ray, Computer Age Software, Pano and much more. The equipment is only 7 years old and in excellent condition. Practice collected \$383,865 in 2016. This location offers great potential.

### Thousand Oaks: MANAGING DENTIST

Great opportunity for Specialty practice or Satellite practice in prime area. Located on 2nd Fl. of two-story professional building. Seller reduced her 4 day a week practice down to 2 days per week due to injury sustained in auto accident. No longer able to work, hired associate March 2017. The office offers 3 ops, 1 plumbed, digital x-ray, Practice Web software. Collecting \$191,191,757 in 2016 on 2 day week schedule. Referred out all Endo, Oral Surgery, & Perio for past couple of years due to inability to perform services. Established for over 17 years.

West Covina: MAIL LOCATION Located on the ground floor of major shopping center. The office offers 5 operatories, high foot traffic and exposure attracting 75 new patients per month. This associate run office has offers digital x-ray, pano and much more. Collecting \$688,303 in 2016 offering services in general dentistry and orthodontics. Absentee owner. An ideal opportunity for multi-specialty practice. A must see opportunity. Call now for more details.

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## DR. MARJON B. JAHROMI, DDS, DNDDBA

Co-Founder, Dr. Jahromi, has been a practicing dentist anesthesiologist in Southern California since 2003 and has performed thousands of anesthetic procedures during her professional career. She is experienced in providing anesthesia services in various settings including private offices, surgical centers and hospitals.



She graduated from University of Michigan School of Dentistry in Ann Arbor, MI in 2001 and completed her dental anesthesia residency at Loma Linda University Special Care Dentistry and Riverside County Regional Medical Center in 2003. She received her Diplomate status of the National Dental Board of Anesthesiology in 2004. During her 11 years as an Assistant Professor and Attending Anesthesiologist in the Dental Anesthesia Department at Loma Linda University School of Dentistry, Dr. Jahromi treated a variety of complex medical and surgical cases. She is excellent at providing all levels of sedation and will customize the anesthesia to meet the unique needs of your patient so that you can focus on the surgical procedure, making the patient comfortable and relieving your stress as well.

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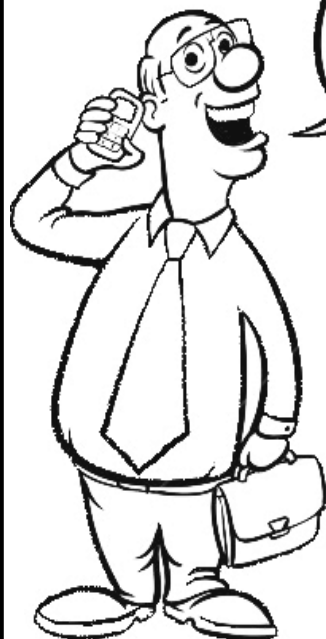
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**GLENDALE:** Incl HIGH IDENTITY CORNER RE WITH RM For Specialist. Absentee Seller Rm 6 ops plus separate 850sq ft. Gr 1 million refers out all endo, OS and implants. Est 1997 Lots of happy patients. With Mktg gr 1.5 First yr. FP \$950 BARGAIN.

**BELLEVUE:** STARTER or 2nd off low cost bargain low rent to do 500 to 600 1st yr. ESTB 60 yrs, Lots of pts, ABSENTEE SELLER says make it a bargain. 6 ops, FP 195K.

**INLAND EMP HIGH IDENTITY TARGET CENTER EMERGENCY SALE:** GR ONE MILLION Conservative Seller no mktg Estb 24yrs 5 days hygiene, 200,000 autos pass daily. with marketing \$2,000,000 Recently renovated 300K Full Price \$950K Bargain.

**INLAND EMPIRE: EMERGENCY SALE** Shopping Center. Operated by part time Associate. Fantastic staff. Grossing \$350,000. Owner/Operator will do \$500,000+. 5-ops plumbed, 3 equipped. Gorgeous office. Full Price \$350,000.

**LA BEACH CITY:** Grossing \$2.4 Million. Private & PPO. RE available. Seller requires work back contract, Net take home 1 million FP 2.4 million. Bank Approved Financing.

**ORANGE COUNTY BEACH CITY:** HMO grossing \$4.4 Million, two locations. Absentee Owner. Full price \$4.4 Million (Cap cks 23k/m). Seller must sell. Hands-on Owner will do \$5.5 Million.

**PEDO--EST30 YRS - PASADENA AREA:** REFERS 30 TO 40 ORTHODONTIC PATIENTS / mo gr \$450k low overhead RE CORNER AVAIL. Fantastic for build large GP Group. Full price \$350K. Grossing \$450,000. Refers 30+ ortho cases/month. Bargain at \$390,000. RE available.

**RIVERSIDE:** Location to share. 4-ops, nice corner suite. Share \$1,500 rent. Investment required or Seller willing to sell facility and work-back. Many options. Asking \$90,000.

**SAN FERNANDO VALLEY:** Established 40-years. Recently renovated with the best. Absentee Owner, previously did \$1 Million. 6 ops. Gr 550K.

**TORRANCE:** Strip Center on Hawthorne. 3-ops. Gross \$300,000. Refers all endo, OS, implants, perio, ortho. Close to Palos Verdes. FP \$295K.

**DIAMOND BAR:** DIAMOND 5 ops Gr \$500k.

**LAKE ELSINORE:** HMO RENT FREE Estb 40 yrs Popular Seller wnts to work back 2 dys Gr \$550 Lots of room to go to 800K first yr. 6 ops low rent.

**MORE OPPORTUNITIES AVAILABLE:** Bellflower, Corona, Dana Point, East LA, LA HMO Grossing \$1.5 Million, Ladera Ranch, Norco. San Juan Capistrano est 40 yrs, Lawndale Galleria, 640 sq ft \$125K est 30 yr, Anaheim, Lake Elsinore gr \$550k Seller will work back; Irvine, Diamond Bar, Temecula gr 1.5, Gorgeous Prtc gr \$600k @ 15 & 76; San Diego 1.8, mill, Orange/Tustin.

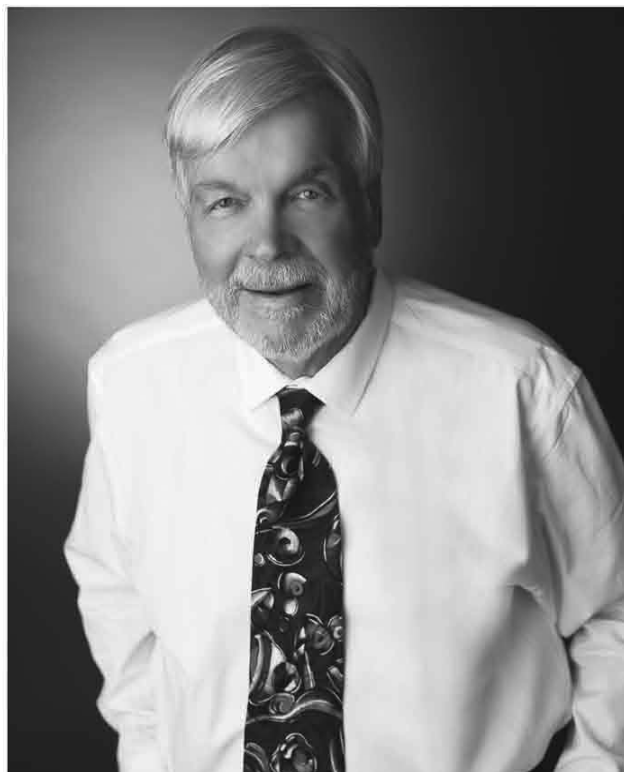
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**Cecilia Chen, Esq** always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. —Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: 855-850-4111,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

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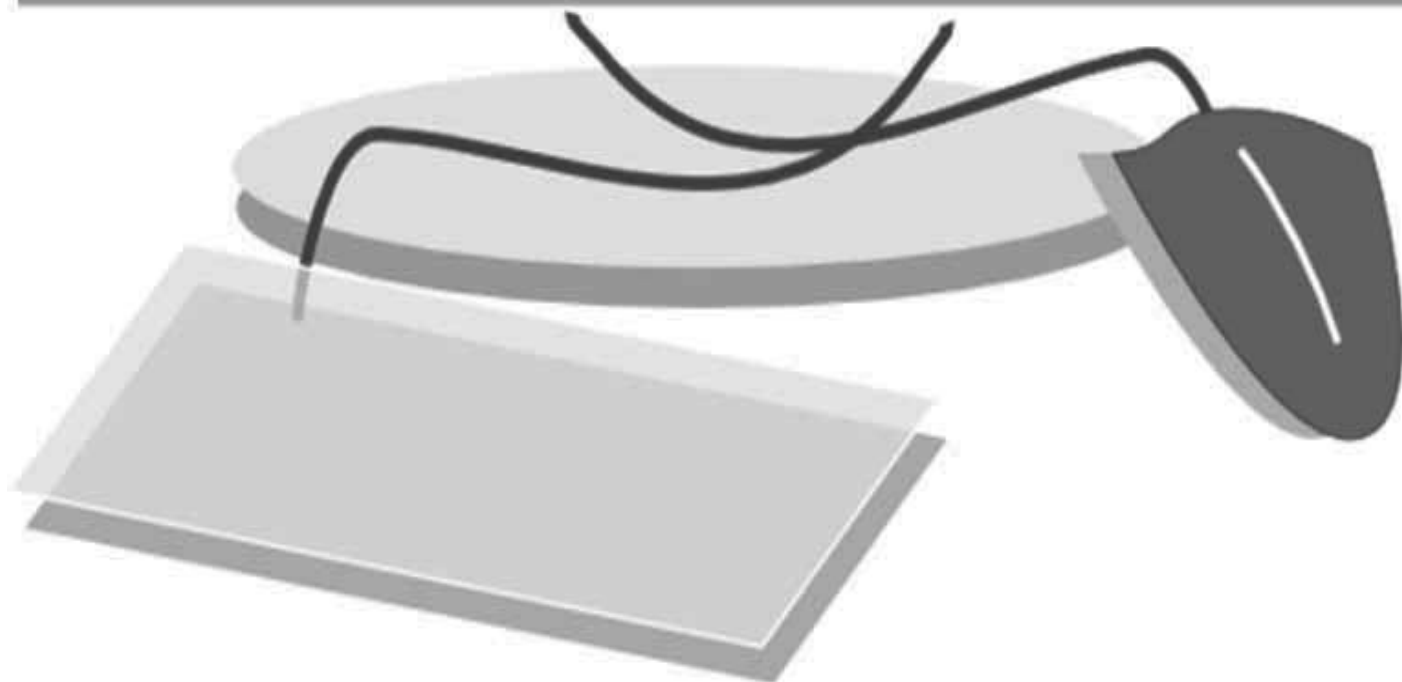
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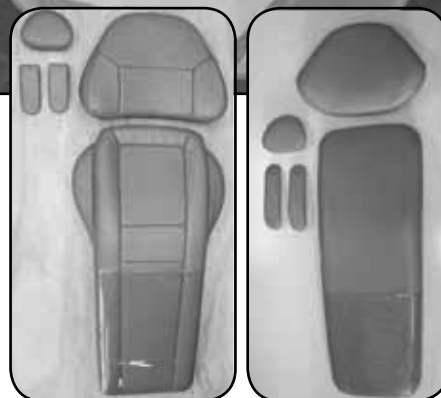
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