

# THE Dental Trader

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So. Calif. Edition

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## — Upcoming Events —

**APRIL 22, 2018 • 8:00-10:00AM**

**"California Dental Practice Act"**

*Punjabi Dental Society - San Diego, CA*

*Patrick J. Wood*

**MAY 23, 2018 • 6:00-9:00PM**

**"Dental Practice Ownership from Start to Finish"**

*Santa Barbara-Ventura County Dental Society*

*Jason P. Wood*



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**GP for "PEDO patients"** needed in LA. Great compensation + bonus + sign-up bonus. Email info@PhDDentalGroup.com

**Garden Grove** dental office for sale , very busy intersection ( shopping center )txt (714) 696-8232

**Temecula office** 4sale. 3ops. Great location/lease. Currently opens 1.5 days/week as a 2nd location. anaji12001@yahoo.com

**Dentist Position** available in El Paso Texas. Make \$1000-2000 a day. Call 3106634323 Tamir

**ALL-ON-4 +IV** Sedation : exp'd surgeon, same day transitional reconstruction + 3rd molars(CBIs). Email:Allon4@yahoo.com

**Keep ORTHO** referrals certified Orthodontist travels w/staff & supplies to start your ortho dept Inhouseortho@gmail.com

**Dental practice.** sofiao.aig@gmail.com or 626-825-4406. Anaheim. sale.

**Adec dental** chair for more information sofiao.aig@gmail.com or 626-825-4406. for sale

**Receptionist needed.** 5+ years of dental office experience and knows Dentrix software. Email resume huskersfkc@gmail.com.

**OFFICE TO SHARE** for SPECIALISTS :in Tustin for up to three days a week (949 )466-8228 shopping center location.

**3 equipped** operatories in Eagle Rock. Corner Property. Low Rent , Nice Professional building contact: Hamlet Abnous (818)749-1841

**Amazing Associate Looking for** an amazing office in the San Diego area. 5 yrs exp UCLA GRAD EdgarJRiveraDDS@gmail.com

**Front/dental assitant** needed for an office in glendale.spanish speaking .please email:as7067@gmail.com

**DENTAL ASSISTANT** W/ X-RAY LICENSE NEEDED ASAP 3 DAYS PER WEEK IN TARZANA. PLEASE CALL 818-342-2000

**FOR SALE:** Retired DDS MW Quiet Air Insight Handpiece. NO F/O Recently overhauled. Push Button \$295. (323) 851-6622

**General Dentist** wanted in Corona one to two days a week Must have knowledge of HMO. Call Dr B 951-733-8512

**OFFICE FOR SALE** Collected 624k in 2016. Asking 550k. E-mail: buydds1@gmail.com

**PT Dentist needed** in Lake Forest, please email resume/cv to 2015dentist@gmail.com

**Intra-oral camera** camrex cammy. Used, bought for \$800, sell for \$100. Dentistador@gmail.com

**GENERAL DENTIST** NEEDED(PART-TIME)Tuesdays and/or Saturdays, GLENDALE,CA area,email resume at info@smileexpertsdental.com

**SUPERSTAR General DENTIST** Wanted WestLA: needed part-time for RCT and EXTRACTIONS. 5 years experience and professional attitude a must. 310 259 3508

**Irvine sublease** for GP or specialist, near spectrum, top class building, 6 month to longterm, affordable rate, irvinespace@gmail.com

**DDS, GP** min.2 years experience for part time 2-3 days a week in La Habra. Fax 562-697-5844, email:redendds@gmail.com

**Periodontist Needed** in a warm, friendly atmosphere in Artesia. Pls Email resume & contact info to DentistDrLee@Yahoo.com

**Part time** position for general dentist in Palm desert area is available.Please send CV to hrn203@nyu.edu

**Endo Motor** Used X-smart control unit/battery/handpiece & stand/16:1 contra angle/AC adaptor\$750 xiaofangluyuki@gmail.com

**Prosthodontist wanted** 2-3 Days/week for Multi-specialty practice. Daily base plus percentage. farid74@aol.com

**Associate Position** available in an office in Glendale, please email as7067@gmail.com

**Dental Office** for Sale in Los Angeles.Collections 1M+/year Great Cash-flow.Sale price \$870k CEREC/CBCT.Call 213-864-7151

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**CPR Classes:** AHA Certified classes with CE's in the privacy of your office. References available. Salomay 310-245-2212.

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**Dent-X EVA** Used size #2 digital sensor/one docking station with USB cable -\$2,200(626)430-7370 xiaofangluyuki@gmail.com

**Looking for** ft/pt dentist for Newbury Park/Agoura Hills ca Snow White Cosmetic Dentistry please call 747 256-8750

**Associate Doctor** FunDental4Kids 90201 Full time high vol fast pace dential office Send resume j.johnyoo@gmail.com

**FOR SALE** San Gabriel 3 Operatory 2000 sq/ft GP in a strip mall. 300k production. Email sgdental99@yahoo.com

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

**OFFICE FOR SALE** Collected 624k in 2016. Asking 550k. E-mail: buydds1@gmail.com

**mplant Dentist** Available. Come to your office to place implants, do bone grafting and sinus lifts.. SWstory@gmail.com





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### KERN COUNTY

**SO. EAST KERN COUNTY** - (5) Op comput G.P. **VERY LIMITED COMPETITION!** In a free stand bldg. Bldg also avail. Exposure/visibility/signage. Cash/Ins/PPO. Digital CT Scan, Digital X-Rays, soft tissue laser, & a regular Pano. Annual Gross Collect \$600K+ on a (4) day wk. (24-25) new pts/mos. (4.5) Hygiene days/wk. Seller Retiring.

### LOS ANGELES COUNTY

**ANTELOPE VALLEY #4** - Pract. & Bldg. for sale. (6) op comput. G.P. & 4,192 sq ft duplex free stand. bldg. on a main thoroughfare with exposure/visibility & signage. (30+) years of Goodwill. Cash/Ins/PPO pt base. Gross Collect \$1.0MM+/yr with no advertising. Eqt'd with digital x-rays, (2) lasers, (2) wands, & Eagle Soft s/w. Refers out most Endo, all Perio, all O.S., all Ortho & all Implant Placement. Seller works (3) days/wk with (2) associates each (2) days/wk. (6+) Hygiene days/wk. Seller is retiring, but is willing to stay on p.t. **SOLD**

**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.

**BEVERLY HILLS ADJACENT** - (4) op comput. G.P. in a prof. bldg. on a main thoroughfare. 2017 Gross Collect \$412K+ on (3) DDS & (2) Hygiene days/wk. Patient base is Cash & Indemnity Ins. only! No PPO, No HMO & No Denti-Cal! Seller refers out Ortho, most Endo, diff Pedo & Implant Placement & does no advertising. Practice is poised for growth. (65+) years of Goodwill. Seller retiring, but will assist with transition. **NEW**

**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. **MAJOR PRICE REDUCTION!**

**GLENDORA** - (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 willing to help transition. **SOLD**

**SAN FERNANDO VALLEY #10 (CALABASAS)** - Located in an Exclusive Area of the Valley. (5) op comput G.P. w high end buildout & decor. Digital x-rays, CT Scan, Laser, Dentrrix s/w & (2 to 5) year old eqt. 2016 Gross Collect. \$1M+. Cash/PPO/Small Amt HMO. Reasonable overhead w high net! **PENDING**

**SAN GABRIEL VALLEY (upcoming)** - (6) op computerized G.P. located on a main thoroughfare in a free standing bldg. Annual Gross Collections approx. \$600K on 3 to 4 days/wk. 60+ yrs of Goodwill. Cash & PPO only. No HMO & No Denti-Cal. Digital X-rays & Pano, Dentrrix, Laser, Siemens eqt. & electric hand pieces. Seller retiring.

**SUNLAND** - Practice and Real Estate. (3) op comput G.P., Free Standing Bldg., & two additional store fronts for sale. On major thoroughfare w excellent exposure, visibility & pole signage. Cash/Ins/PPO/HMO/Denti-Cal pts. Seller working p.t. Annual Gross approx. \$200K. "Diamond in the Rough." Come build your dream clinic. Seller retiring.

**TORRANCE** - (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. Digital x-rays. Seller does no advertising. Seller retiring, but willing to transition. **Back on the Market.**

### D&M SERVICES:

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### ORANGE COUNTY

**Room for Your Orange County Practice Listing.**

### 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. **SOLD**

### SAN DIEGO COUNTY

**CHULA VISTA** - For sale or lease. 1,777 sq ft fully built out dental office condo. \$250k worth of tenant improvements. Located in the Otay Lakes/Eastlake area of Chula Vista, in a premier class "A" Medical/Dental/Office building. (1) mile from Hwy 125 - So Bay Expressway. Proximate to I - 805 & Hwy 54. Walking distance to retail and restaurants. Owner motivated. **REDUCED**

**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**

**LA MESA #2** - (4) op comput. G.P. (2) ops eqt'd (2) add. plumb. not eqt'd. Located in a prof. bldg. on a major thoroughfare. Ave. Annual Gross Collect. approx. \$300K on a p.t. schedule. Digital x-rays. Seller refers out all O.S., Endo, Ortho, & Perio and does no adv. Poised for growth. **NEW**

**SABRE SPRINGS/POWAY** - Beautifully appointed (3) op comput. G.P. in a strip ctr. w exposure. (2) Ops eqt'd/3rd plumbed. Digital & paperless. 2016 Gross Collect. \$232K p.t. w no advert. Referring all specialty work. (15) new pts/mos. Cash/Ins/PPO/HMO. Centrally located. Doctor retiring. Fantastic opp. in one of S.D.'s premiere communities. Won't last! **NEW**

### 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. 2017 Collections of approx. \$1.6M. 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. **PENDING**

### VENTURA COUNTY

**NEWBURY PARK/T.O.** - (4) ops/(2) equipped. Computerized Turnkey Office (no Charts). Located in a Professional Office Condo. Purchase or rent the condo. Easy fwy access. Prof. designed. Newer P&C eqt, Dentrrix, digital, & set up to be paperless. Priced to Sell!

**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. **SOLD**

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**Orthodontist Avail.to** wk in & near Los Angeles Send email to:ortho\_wiz@yahoo.com

**ORAL SURGEON** needed near DTLA 1 day a month.Great office to work in.Please email us your resume:office@embrace-ortho.com

**Wisdom teeth** Extraction.Not comfortable with XB? refer to our practice for minimally invasive extraction with affordable fees.(818)505-8083

**Inland Empire** Private Office looking for an Orthodontist to work 1 Friday/month.Send resume Shashimi100@hotmail.com

**Elegant looking** waiting room chairs, 8 in purple color,2 in burgundy, with cherry wood trim. 909-910-1688

**Inland Empire** General Office looking for Endodontist to work 2 Fridays/month.Send resume to Shashimi100@hotmail.com

**Our office** is looking for a treatment coordinator and biller. Min 5 years in the dental field. om@dentistcarson.com

**Associate Dentist** needed in a private practice at Rancho Cucamonga. Experience preferred. Email easydental@yahoo.com

**GP exp** with kids, quick hands, 9 yrs exp. Looking for assoc position on Fri wi 20 miles of La Verne. 213-519-6226

**Oral Surgeon** - is needed for Hesperia Office. Once or Twice/ Month. Please email your CV to f.dentistry@yahoo.com.

**BAKERSFIELD 5 OPS** FREE STD 3000sq ft Bldg, :practice estb 60 yr own mgr will do one million Total price incl RE \$650K. Call Tom Fitterer 714-345-9659

**Office manager and front** needed for an office in Glendale . Spanish speaking . Please email as7067@gmail.com

**LEGAL TIP:** C (but not S) corporations can deduct disability insurance premiums. Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

**DENTIST NEEDED** PRACTICE IN RANCHO CUCAMONGA SEEKING PART TIME DENTIST. E-MAIL RESUME TO PP.MGMT@YAHOO.COM.

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**Pedodontist** needed for partnership in Pedo/Ortho practice in Anaheim and ontario email orthopedoanaheim@gmail.com

**Shade Guides** for sale(used): (3) Vita, 60.00 each; Ivoclar(Vivadent), 35.00; Trubyte Bioform shade guide, 25.00. e-mail im2near@yahoo.com



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*Robert (Bob) was nothing short of being AMAZING....He was attentive, responsive, and diligent in representing me in a complicated sale that involved multiple office locations and a large staff .... I was pretty much clueless on all the steps, but Robert was patient and thorough in outlining the process and making sure everything was taken care of. Robert always responded to my email or phone correspondence in a timely fashion, so that I wasn't kept waiting or wondering what was going on. This was true especially for critical or time-sensitive issues that needed a quick response. I would highly recommend Bob to anyone who is looking to buy or sell their practice, whether it is dental or medical. He is truly an expert in this highly specialized area of law. There is no doubt in my mind that I would use his services again in the future.*

Avvo Review #89  
Posted August 4, 2015

## Robert W. Olson, Jr., APC

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**Oral surgeon** needed. busy office in Irvine 2-3/ month.50%split. ppo,hmo,medical. info@ocdentalgroup.com 949-485-8825.

**2 years** old dental chair with delivery system for sale \$500. Irvine, 949-485-8825. x-ray machine need repair \$100.

**Wanted dentist** and manager for San Clemente office PT position min 2 references and 2+yr experiences 949.481.2540(4) fax

**PRACTICE FOR SALE/** CHINO Real Estate for Sale in busy single story strip shopping center California Practice Sales, Inc. Phone: 714-639-2775

**DENTAL PRACTICES WANTED** in Vallejo, Tri-Valley, Morgan Hill \$500K+ Collections. Digital. Sellers call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfm.com|LCFPracticeSales.com

**\$50 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.**

**Orange County**, Free standing building location, excellent exposure and signage. Tina Ochoa, Broker (951) 309-3196

**Ontario CA,office** for sale 4 operatory rooms,4 chairs ( 1 chair to setup) .2 Xrays( 1 xray room),1600 sqft,fully equipped and working, excellent price. Owner rochg8@gmail.com

**OC BEACH CITY ABSENTEE GR \$550K 4 OPS RM FOR 5TH, VALUABLE RE possible Own mgr will do one millilon frst yr. Call Tom Fitterer 714-345-9659**

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

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**Parkell Ultrasonic Turbo 25-30 Cleaner.** Used, in very good condition with minimal useage, 375.00. e-mail im2near@yahoo.com.

**SAN CLEMENTE Ortho:** Huge growth potential by expanding relaxed work week! 2896 sf w/ 6 open bay chairs \$325k (KG-779) WPS/800-641-4179

**PRACTICE FOR SALE/** CARSON GP 33 yrs goodwill w/ 5 eq ops. Proj. \$275K California Practice Sales, Inc. Phone: 714-639-2775

**LONG BEACH** New project with modern exterior and interior design with abundant parking in Bixby Knolls. High density PPO area with Long Shoreman and excellent demographics. Units built-to-suit available from ~1400 SF and up. Building currently under renovation. Estimated Delivery in Q3 2018. Near Trader Joes, Crunch Fitness, Starbucks, and more. General Dentistry and Specialties welcome! Call Hareem Kim @ 619-254-8656

**GENERAL PRACTICE** FOR SALE-N. COUNTY SAN DIEGO: 6 Ops, Retail Center, Digital, GP+Ortho, Implants and Cosmetic. GR \$1.3M+. HSPPT-Russell Okihara 619-694-7077 #CA468

**New Dental Office Seeking Full-time** Treatment Coordinator/Dental Assistant in Sherman Oaks. Email stardds@gmail.com

**Wanted: Orthodontist** experienced,to work within GP practice. Great Salary.Great staff.joedds89@gmail.com 909-393-3180

**LAKE ELSINORE:** 7 Ops. 23 years of goodwill. Recently remodeled. Refers out othro and endo. On highly visible street. Ken Rubin Practice Sales 619-299-6161

**Lancaster shopping center** practice collects \$300,000 on 3 days per week. Absentee owned. 3 equipped ops. Motivated as associate is leaving. Asking \$100,000. Kurt Skarin 805-777-7707

**Practice Available In Las Vegas, NV** Newly listed mature General Practice located in central Las Vegas area right off the US-95, 10 mins from the Las Vegas Strip. The 1500 Sq ft. practice has a gross annual collections of \$650,000+ with an amazing selling price of only \$290,000 with very little overhead. Newly renovated with 4 large operatories and with an average of 50 new patients per month, it has a huge growth potential for the right provider. Please call (702) 217-7484 for info

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**DENTAL PRACTICE FOR SALE – SILVERLAKE:** Here's your chance to buy a practice at a great deal. Long-established practice with good location and super low rent. Call Broker - Practice Sales & Appraisals (818) 999-9595.

**Oral Surgery** office closed Matrix Surgical Tables X2 in very good condition \$8K new \$1200 each Matrix Oxygen/Nitrous Oxide Anesthesia Mixer Heads X2 w/positive Oxygen pressure and stainless steel stands \$500 each Valencia location Pictures available E-mail jawdok@att.net

**WEST COVINA** – 3 eq. ops. 30+ yrs of Goodwill. Low Overhead. Greg Beamer 909-542-4891

**Pediatric Dentist** or General Dentist needed 2days/week for PPO pediatric office in Rancho Cucamonga. fax resume 909-989-7227 or email contactchildrensdentistry@gmail.com

**Dental oral sedation** certification. A single case acceptance will pay for course. (805) 676-1063, www.dentaloralsedation.com. See display ad.

**Orthodontist,GP w/some** ortho exp or NEW GRAD Needed 2 cover Dr on vacay Wed June6th Ontario 9-6 Inhouseortho@gmail.com

**OC Fashion Island** unique situation lady DDS GR \$ 400K. Call Tom Fitterer 714-345-9659





# San Diego Practice Sales

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## **PRACTICES FOR SALE—April 2018**

**ENCINITAS--JUST LISTED!!** Great **LOCATION** along busy street and 1 block off freeway. Very well-established **GENERAL** Practice with 3 Ops (2 equipped) and Digital X-Rays. Situated in strip center with CVS and Smart & Final as anchors.

**OCEANSIDE--JUST LISTED!!** Long-established GP situated in very busy shopping center at major intersection. 4 equipped Ops with computers and TVs. Digital X-Rays and Intraoral Cameras. Motivated Seller!

**MISSION BAY (Bay Park)--JUST LISTED!!** Long-established **GENERAL** Practice situated in well-known Professional Bldg. Along busy thoroughfare and close to major freeway. 5 Ops in approx.. 2000 sq.ft. with **NEW** Chairs, Lights and Units. **NEW** Pan-Ceph, digital PA X-Rays PPO and Private Patients.

**CHULA VISTA--** Owner retiring from 35 year established **GENERAL** Practice, situated on corner of major thoroughfare. High Collections/ High Net! 6 Ops in approx. 2000 sq.ft., with digital X-Rays. SoftDent software updated 2016. Seller owns Building and there is possible sale in future.

**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--** (San Carlos area) **GENERAL** Practice with 3 Ops in approx. 1000 sq.ft., situated in Prof Bldg along Busy street. FFS & PPO with 18 yrs of Goodwill. **VERY MOTIVATED SELLER!**

for updates, please visit us at  
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SAN DIEGO PRACTICE SALES can also assist you with PRACTICE APPRAISALS, BUY-IN BUY-OUT TRANSACTIONS and LEASE NEGOTIATIONS.

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# DENTAL LAW

## LITIGATION ATTORNEYS



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## **FEATURED PRACTICES FOR SALE:**

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

**BELLFLOWER:** Turnkey Opportunity with over 10 Years of Goodwill. 1st Floor Location. 2 op with Uber Low Rent. Priced under \$120k.

**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!

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# Practice Sales & Appraisals

**MISSION VIEJO (upcoming):** Private practice. Over 20yrs 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.

**NORTH HOLLYWOOD:** Retiree with over 20 years of goodwill. 1st floor location. Minor upgrades to convert this clean office to modern facility. Seller will assist in transfer. Sale price at under \$200k makes this also ideal for merger opportunity.

**NORTH HOLLYWOOD:** Ortho / GP Practice. Outstanding Free Standing Corner Location. 5 Modern Ops in Super Nice Facility. Revenues of \$45k/mo on Limited Days

**NORTH SANTA BARBARA COUNTY:** Retiree with 20 yrs Goodwill. Seller works limited sched. Revenues Over \$45k/mo. Solid Net Revenues.

**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?

**PALM DESERT:** Retiree with Private Only Practice. Super Location with Sign. Low Cost Rent. Busy Hygiene Program. Income over \$90k/mo. Associate. Seller Transition Available.

**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.

**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.

**VAN NUYS:** Sweet Turnkey Offering. 1st Floor Location with Sign. Busy Area Move-in Fully Equipped. Priced Cheap - Good Deal.

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

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# Prime Dental Practices for Sale

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**LAKE ELSINORE:** 7 Ops. 23 years of goodwill. Recently remodeled. Refers out othro and endo. On highly visible street.

**HEMET:** 6 ops. 39 years of goodwill. Oppty. to buy real estate also. No marketing being done. Very loyal patient base.

**LA JOLLA:** 4 ops. Fully renovated with high end buildout. Top of the line equipment in each op. Street level location.

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**OCEANSIDE:** 4 ops 34 years of goodwill. All specialty procedures referred out. In desirable N. County shopping center.

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## ***We did a survey... here's what our clients liked best about Dr. Kempler and Thomas & Fees Practice Sales:***



- #1 - Your knowledge and know-how.** "Because you are a successfully retired dentist, you understand the differences between one practice and another. Most salespeople are clueless about dentistry."
- #2 - Your honesty.** "You told me the truth, and everything turned out just like you said."
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## **Practices for Sale**

### **San Clemente**

Dr retiring after 30 years in this location – grosses almost \$1 million on 3 1/2 days per week with very high net – completely fee for service and PPO's – 5 fully equipped operatories including digital x-rays – 33 hours of hygiene per week

### **Lake Elsinore**

**Dr. retiring** after 26 years in this location. Private insurance, cash, PPO's. and \$3,500/mo in CAP checks – 6 operatories – digital Pano and xrays – collections of \$470,000 in 2017 on 3 1/2 days/week – 3 1/2 days of hygiene -

### **Downey Orthodontic**

**5 chair Orthodontic practice** – grosses \$230,000 on one day per week with low net of approx. 50% - 24 years goodwill – great opportunity for starter practice or to add days to established dentist

### **Palmdale/Lancaster**

**Practice and Building for Sale** -Drs. Retiring – 37 years goodwill – grosses over \$1,500,000 per year – fee for service and PPO's – 9 operatories in 3350 sq ft with digital xrays –

### **Redondo Beach**

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

### **Placentia**

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### **Laguna Niguel Charts Only**

**Patient Charts only** – no equipment Dr currently shares space, losing his lease, and is retiring – approximate. collections of \$260,000

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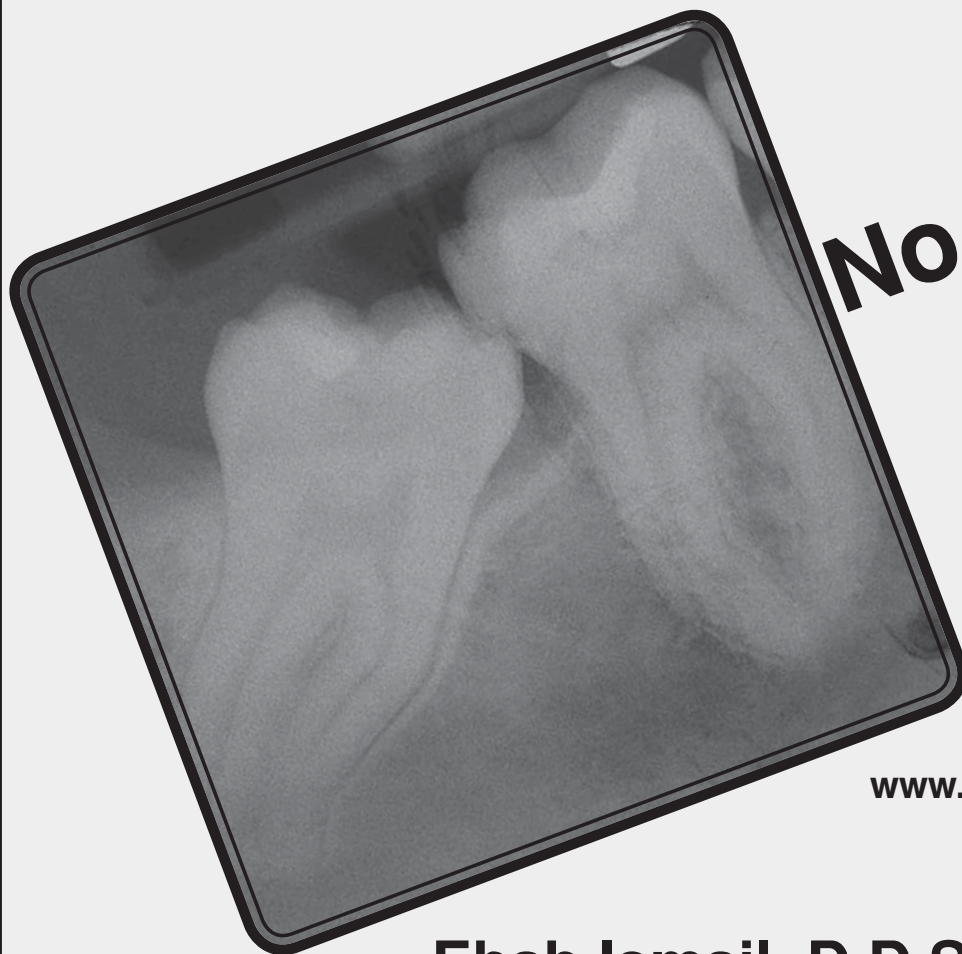
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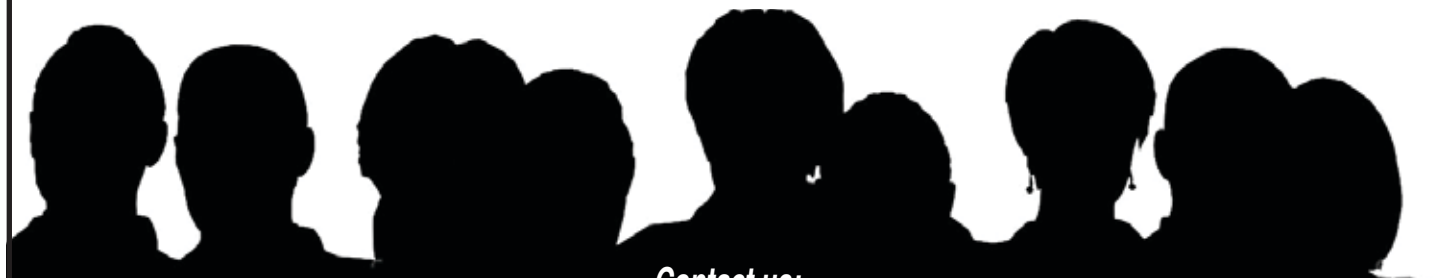
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**DENTAL PRACTICE FOR SALE** - SANTA CLARITA: Outstanding opportunity in growth area. Private only practice. Transition available. Revenues of \$30k/mo. Priced right. Call Broker - Practice Sales & Appraisals (818) 999-9595.

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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

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**SAN LUIS OBISPO GENERAL PRACTICE FOR SALE:** High quality, bread and butter, fee for service practice collects over \$1 million per year with a net income of \$525,000 on four days per week! Seller refers out all endo, all oral surgery and all perio. Seven days of hygiene. Hygiene and exams account for 38% of the gross production. Located in an upscale and growing area of San Luis Obispo in a business park one block from the SLO airport, this 4 operator office is gorgeous and state of the art – fully computerized with PracticeWorks software, digital x-rays, digital panoramic, laser and Cerec 3 milling unit. No advertising, no competition, no weekends, no evenings and still gets 36 new patients per month! The revenue could easily be increased by 50% with a dentist that does most specialty work and does some marketing. Asking \$880,000.

**LOS ANGELES/LAX AREA PRACTICE FOR SALE:** This practice has potential to produce more. Seller refers out virtually all endo, all perio and all oral surgery and does zero marketing or practice promotion. The practice collected \$260,000 in 2017 on 3 1/2 days per week with 3 days of hygienist coverage per week. The office is newly decorated in a professional building with great views of the Los Angeles airport. Four equipped operatories with digital x-rays. Motivated seller. Asking \$165,000.

**SHERMAN OAKS GENERAL PRACTICE FOR SALE:** Established fee for service practice collects over \$1 million per year on four days per week with six days of hygiene per week. No Denti-Cal, no HMO, no evenings and no weekends. Practice averages 28 new patients per month. Very well-designed office with five equipped operatories plus one additional operator that is plumbed but not currently equipped. The office is fully computerized with Dentrux software, digital x-rays, panoramic x-ray, laser, and air abrasion. Seller is very motivated due to a health issue. Asking \$600,000 – **SOLD AT FULL PRICE**

**LANCASTER GENERAL PRACTICE FOR SALE:** Located in a large shopping center, this office is absentee operated. The associate has recently purchased his own practice in the San Fernando Valley. Seller does not work in the office and has decided to sell. The office collected \$308,000 in 2017 on three days per week. The office does no advertising and is not open evenings or weekends. 23% of the patients are covered by Denti-Cal. The practice averages 10-15 new patients per month. Three equipped operatories. The office is computerized, but is not digital. Motivated! Asking \$100,000.

**SAN LUIS OBISPO FEE FOR SERVICE PRACTICE FOR SALE:** Long established, fee for service practice collects an average of \$750,000 per year on four days per week with four days of hygiene per week. \$270,000+/year net income. Seller refers all ortho, all perio, almost all endo and almost all oral surgery. The practice does no marketing, accepts no HMO's or Denti-Cal and does not see patients in the evenings or on weekends. Free standing building with four equipped operatories with digital x-rays and PracticeWorks software. Retiring. Asking \$495,000. **-SOLD AT FULL PRICE**

**CANOGA PARK CLINIC PRACTICE FOR SALE:** Great visibility and signage on Topanga Canyon Blvd. Retail location. Five equipped operatories plus three additional operatories that are plumbed but not equipped. Practice collects \$550,000 + on four and one-half days per week. No Denti-Cal and no HMO. There is one day of ortho per month, but no other specialties. Asking \$425,000. **- SOLD**

**WEST LOS ANGELES GENERAL PRACTICE FOR SALE:** Located in a strip shopping center, this practice collected \$460,000 in 2016 on three days per week and is on track to do even better this year. Four equipped operatories with room to expand. No HMO, no evenings and no advertising. Less than 5% Denti-Cal. Seller is motivated.

**BAKERSFIELD FEE FOR SERVICE PRACTICE:** Large office collects \$2 million per year with a net income of over \$540,000 to the working owner. 7 equipped operatories with CT scanner, digital x-rays and laser. Fully computerized. 13 days of hygiene coverage per week. No Denti-Cal, no HMO, no evenings and no weekends. The practice does no advertising. Seller is retiring after 40 years in practice in Bakersfield. Asking \$1,448,000. – **SOLD AT FULL APPRAISED PRICE**

**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. – **SOLD**

**SANTA BARBARA FEE FOR SERVICE PRACTICE FOR SALE: HUGE PRICE REDUCTION. SELLER MUST SELL!** 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 Dentrux software. Seller is retiring. Asking \$200,000.

**NORTHridge FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** Thirty-five years of goodwill! Practice collected \$625,000 in 2017 on four days per week. The hygienist produced 28% of that income. No Denti-Cal, no HMO, no evenings or weekends. Five equipped operatories in a professional building. Computerized with PracticeWorks software. Panoramic x-ray machine. Asking \$470,000.



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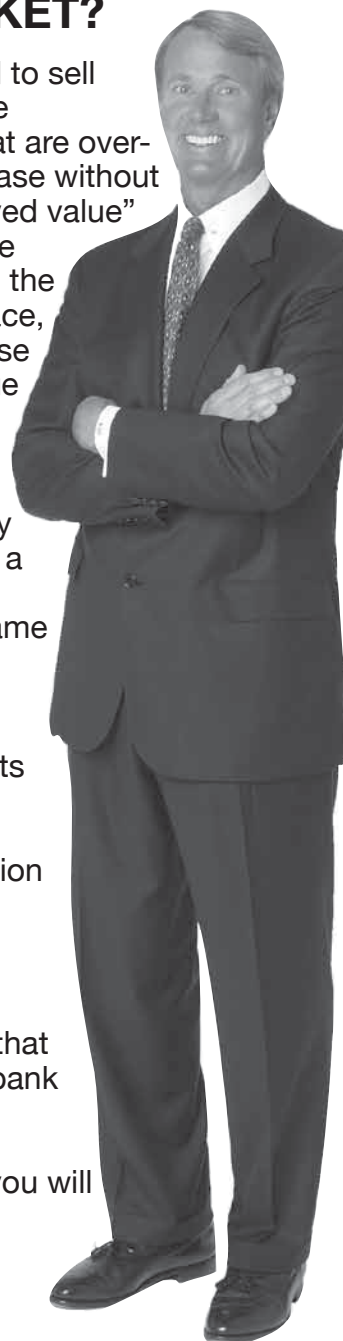
### WHY DO SOME PRACTICES SELL AND OTHERS LANGUISH ON THE MARKET?

While it should be obvious, practices that are priced to sell (translates to "can be financed by a bank"), that have "perceived value" will sell quickly, while practices that are overpriced (translates to "bank will not finance the purchase without a significant seller carry back") with minimal "perceived value" will take months to sell, if they ever sell at all, until the broker and/or seller comes to grips with the fact that the market considers it overpriced. In today's market place, if a buyer cannot secure the financing for the purchase price, the practice will not be sold barring some unique characteristics that, for lack of a better term, we will call "perceived value".

Practices in highly desirable areas (and no, not every area is considered equally desirable by buyers), with a lot of referred work, a strong hygiene program, a relatively underserved area (not ten dentists in the same building), and a practice that has the expectation of upside potential have greater "perceived value". Practices in less desirable areas (your spouse is not willing to live near there), with a seller placing implants and doing all specialty work, with minimal hygiene (suggests that patients are not being retained), in a competitive environment and the buyer cannot envision how he/she can produce more given the patient population and the seller's skill set have minimal "perceived value".

It is absolutely no coincidence that those practices that are successfully being sold can be a) financed by a bank and b) have high "perceived value". If you expect to successfully sell your dental practice, it must be financeable and have inherent "perceived value" or you will have to reduce your sale price accordingly.

For the facts, and not the hype (I do not want your listing if it cannot be sold) call Kurt Skarin with Lee Skarin and Associates at 805-777-7707.



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- Dr. Gomez

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

#### **Beverly Hills** - Gross ~\$855K.

- Mix GP & Specialty Practice.
- Mostly Cash/PPO. Some Cap.
- 3 Ops + 1 Plumbed, ~1,000 sf

#### **Bellflower** - Busy Intersections

- Starter Office in highly visible strip mall. 8 Ops, ~2,200 sq.ft.

#### **El Monte** - Gross ~\$1 Mil

- HIGH Production Implants
- GP Office located in strip plaza
- Approx. 60 new patients/mo.
- Mix income. 5 Ops. ~1,800 sf.

#### **Glendale** - Gross ~\$559K.

- Seller Retiring. GP with Ortho.
- 4 Ops, ~1,000 sf. High traffic.

#### **Glendora** - Leasehold. 4 Ops.

- Central Building in corner of intersection. Close to Fwy 210.

#### **Hawaiian Gardens** - Gross ~\$355K.

- Shopping Center. Lots of goodwill.
- 4 Ops + 1 add'l plumbed. 1200sf

#### **Lancaster** - Shopping Center

- Gross ~\$225K on 3 days/wk
- PPO/Cash, ~1,300 sq ft
- 4 plumbed Ops, ~1400 sq.ft.

#### **Lawndale** - Busy street!

- Equipment & Leasehold
- 5 Belmont Chairs, ~2,240 sf

#### **Long Beach** - Shopping Center

- Affordable Rent! ~1,350 sq.ft.
- 2 Eq. Ops + 2 Add'l Plumbed

#### **Los Angeles** - Collects ~\$635K

- Mostly Cash, PPO, Denti-Cal.
- 5 Ops + 1 add'l plumbed. 2000 sf

#### **Los Angeles** - High Capitations

- Gross ~\$150K on 2 days/wk.
- Low Rent. 4 Ops + 1 plumbed.

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

- 21 yrs. of Goodwill. Busy street.
- Mixed Patient Base. 5 Ops. 1420sf

#### **North Hills** - Shopping Center

- Starter Office w/ Bonus Patients.
- Recently Remodeled. Low Rent.
- Great mix patients. 4 Ops.

#### **Pico Rivera** - Real Estate & Dental Practice for Sale!

- ~\$459K Rev. GP. 4 Ops. 1200sf
- Building ~3,800 sq.ft.
- Income Producing Property!

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

- Nearby shopping plaza, major anchor stores. 4 Ops
- Reasonable rent. ~1,300 sf

#### **Van Nuys** - Shopping Center

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

### Dental Practice for Sale Orange County, CA

#### **Buena Park** - Mostly PPO/Cash!

- High Production Office. 3000 sf.
- Corner lot on intersection. 9 Ops

#### **Cypress** - Leasehold. Busy Street.

- GP refers out endo, implants
- 6 Ops + 2 plumbed. ~1,900 sf

#### **Garden Grove** - Freestanding Bldg

- Corner lot with own parking lot.
- 3 Ops + 1 plumbed. ~1,600 sf

#### **Garden Grove** - Busv Street!

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

#### **Huntington Beach** - Leasehold.

- Retired Orthodontist. Low Rent!
- Prestige location on main street.

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

- Walks from shopping mall
- PPO/Cash/Denti-Cal. No HMO.

#### **Laguna Hills** - Retail Shopping Ctr

- Cash/PPO! 4 Eq. Ops, 1,750 sf
- Starter Office. 4 Ops, 1,500 sf

#### **Laguna Hills** - Shopping Center!

- Large shopping center with supermarket anchor store.
- Mix income. 4 Eq. + 3 Plumbed.

#### **Westminster** - Reduced Pricing

- Major intersections, anchors.
- Reasonable Rent. 4 Ops. 1,600 sf.

#### **Yorba Linda** - Strip Mall

- Starter Office. 4 Ops, ~1,200 sf

### Dental Practice for Sale Riverside County, CA

#### **Corona** - Real Estate & Dental Practice for Sale!

- Highly visible Freestanding Bldg
- Gross ~\$418K. 4 Ops. ~1,700 sf

#### **Corona** - Affordable Rent!

- Seller Retiring. GP in mini mall.
- 3 Ops + 1 plumbed, ~1,000 sf

#### **Hemet** - 18+ yrs of Goodwill

- Reasonable Rent. 4 Ops, 1200 sf
- **Indian Wells** - Gross ~\$344K.

#### **Indian Wells** - Gross ~\$344K.

- Mostly PPO/Cash, some HMO.
- 5 Ops, 1,300 sf. Well maintained

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

#### **Crestline** - Real Estate & Dental Practice for Sale!

- Corner Real Estate w parking lot.
- Cash/PPO! 1400 sq.ft. 4 Ops.

#### **Fontana** - Retail Shopping Ctr!

- Gross ~\$310K. 3 Ops +1, 1250 sf
- **Rancho Cucamonga** - Beautiful!

#### **Rancho Cucamonga** - Beautiful!

- Modern Starter Office. 5 Ops
- Busy intersections. Close to Fwy.

#### **Rancho Cucamonga** - Cash/PPO!

- Absentee Owner. Gross ~\$273K
- 6 Ops + 1 plumbed, ~1838 sf

### Dental Practice for Sale Northern California

#### **Berkeley** - Cash/PPO!

- GP located in commercial area on main street. ~1,040 sq.ft.
- Approx. 15 patients/mo.
- 3 Eq. Ops + 1 add'l plumbed.

#### **Fairfield** - GP collects ~\$500K.

- Cash/PPO! No Denti-Cal, No HMO.
- Walks from retail shopping ctr.
- 3 Ops + 1 add'l plumbed. 1338 sf

#### **Fremont** - Gross ~\$535K

- Main Shopping Center.
- Mix Patient Income. 2000 sf.
- 7 Ops, 4 Eq. + 3 plumbed.

#### **San Francisco** - Modern Office

- Starter Office. Good foot traffic.
- 4 Eq. + 2 plumbed. 2000 sf.

#### **San Leandro** - Strip Mall

- Cash/PPO! Digital, Newer EQ.
- Low rent! 1,550 sq.ft. 5 Ops.

#### **San Jose** - Desirable Location

- Shopping plaza. ~1650 sq.ft.
- 4 Eq. Ops + 2 add'l plumbed.

#### **San Jose** - Remodeled.

- Newer EQ. Mixed income.
- 2 Ops + 1 plumbed. ~1,500 sf

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

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

#### **Turlock** - Shopping Center

- Gross ~\$215K on 5 days/mo
- Cash/PPO! Off Highway 99.
- Refers out endo & oral surgeries.

#### **Vacaville** - GP Collects ~\$140K.

- Part-time Starter Office. All phases with some Ortho. 3 ops
- Rarely refers out. ~750 sq.ft.

### Dental Practice for Sale Ventura County, CA

#### **Ventura** - Busy Main Street!

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Seller retiring  
1,020 square foot suite  
2016 Gross revenues \$395,000

**Asking \$305,000 for Practice**  
**Asking \$415,000 for Condo**

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### Central Orange County #1123

Restorative <sup>NEW</sup>  
Upscale strip mall location  
Seller retiring  
2017 gross revenues: \$473,243

**Asking price: \$335,000**

### South Orange County #1099

Restorative Practice  
Contemporary Suite w/ digital  
x-ray and lasers  
2016 gross revenues \$1,471,822  
Seller will work-back if desired

**Asking \$1,250,000**

### Coastal Orange County #1222

General practice  
Five treatment rooms  
Desirable shopping center location  
2017 gross revenues \$492,932

**Asking \$370,000**

### San Gabriel Valley #1122

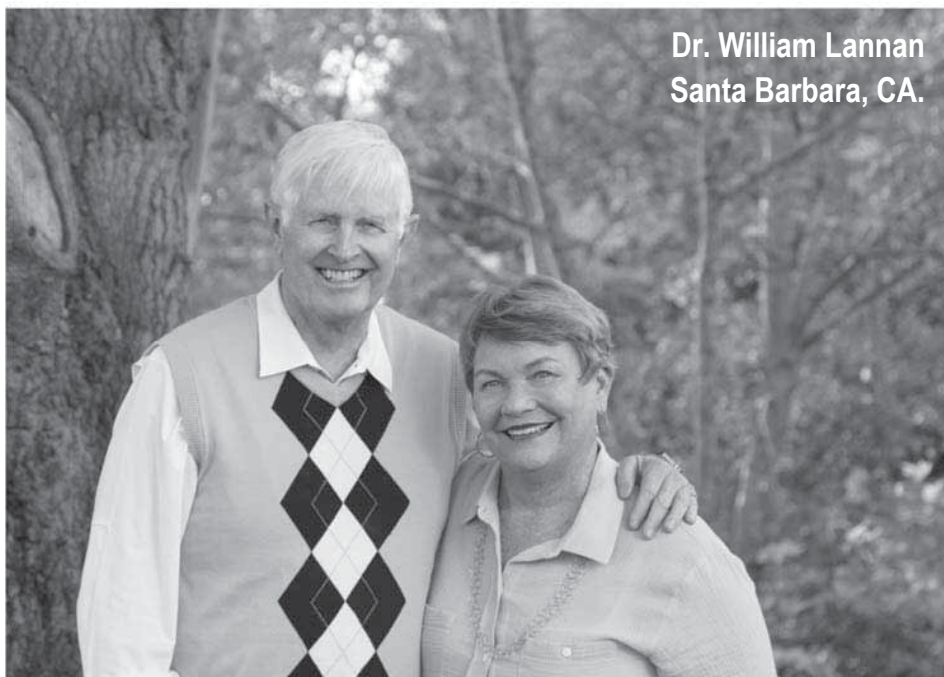
General practice  
Large suite in upscale location  
Seller retiring  
2017 gross revenues \$678,543

**Call for further details**

### Santa Monica #1115

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

**Asking \$450,000**



Dr. William Lannan  
Santa Barbara, CA.

### 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**

### Coastal Orange County #1124

Restorative fee-for-service  
<sup>NEW</sup> Prestigious location  
Seller retiring  
2017 gross revenues \$667,183  
w/ high profit

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**PRACTICE for SALE** - Retirement sale of a well-established pediatric and GP practice poised for more growth. Terrific street-corner location with great visibility and signage. Recently renovated and attractive office. Current mix of services includes 40% Peds, 30% Ortho, 30% GP. 4 equipped + 1 additional pre-plumbed operatories in a 1,650 sqft office. Average collections are \$400K/yr. 70% PPO insurance, No HMO.

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**South OC Practice**, located in high growth area. Open 3.5 days/wk. 10+ years goodwill, PPO and FFS patients. Brand new computers, 3 fully equipped operatories, looks new. Addl revenue opportunities as endo, oral surgery, ortho and implants currently referred out. Panoramic x-ray, favorable lease, medical bldg with plenty of parking, first floor location. Owner relocating out of state. Email [southocpractice@gmail.com](mailto:southocpractice@gmail.com).

**P/T Dentist** wanted 2-3 days per week fast growing practice in La Puente. Contact Dr Kumar @ 626-968-3793 or [pbkumardds@gmail.com](mailto:pbkumardds@gmail.com)

**Associate needed** p/t in East LA. Min 5 years exp. Helpful if spanish speaking. Flat+bonus. Email CV to [tallgeese@gmail.com](mailto:tallgeese@gmail.com) or text/call (626)241-8948.





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### **FEATURED LISTINGS**

**MONTEREY PARK** – General Practice built in 1995 is located in a busy shopping center with heavy foot traffic. Absentee owner. Associate works 3 days/wk and second Associate 1x/mo with 2 days/wk of hygiene. See approximately 31 new patients/mo. PPO/Cash/Some HMO/Some Denti-cal. It consists of 5 equipped operatories and 3 plumbed not equipped ops in a 2,316 sq ft office. Computerized with Dentrix software and digital x-ray. Grossed approximately \$636K in 2017. Buyer's Net \$183K. Well established practice with 22 years of goodwill. Please contact your CPS Agent for more details. **Property ID #5201.**

**NEWPORT BEACH** – Established circa 1965 this General Practice is located in a multi-story medical/dental building. The office has 3 equipped operatories with 2 plumbed not equipped. Have window views to the Pacific Ocean and Newport Coast. It's computerized with Computer Age and Digital X-ray. Seller is currently working 3 days/wk with 2 days/wk of hygiene. See approximately 8-10 patients/day. PPO/CASH/Some HMO. 100% Patient referral Only. Grossed approximately \$560K in 2017. Buyer's net \$241K. It's beautiful office. Please contact your CPS Agent for more information. **Property ID #5211.**

**SAN DIEGO** – General practice located in a single story medical / dental with 3 equipped operatories. Computerized with Easy Dental. Seller currently working 4 days/wk. Sees approximately 9-10 patients/day. Most specialties being referred out. Fee for service. Established circa 1950. 100% patient referral. Has reasonable rent. Grossed approximately \$301K in 2017. Net of \$129K. Close to San Diego University. Please contact your Agent for more details. **Property ID #5212.**

**SANTA CLARITA** – General Practice with 36 years of goodwill located in a professional medical building with scenic views. Practice consists of 5 equipped operatories in an approximately 1,612 sq ft suite. Computerized with SoftDent. PPO & Cash Only! Grossed approximately \$449K in 2017. Please contact your CPS Agent for more details. **Property ID #5207.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



### GP projecting \$2M in revenues for 2018 in Palm Desert



- Beautiful well established general practice
- **Grossed approximately \$1.4 Million in 2017**
- **Projecting approximately \$2M for 2018**
- **Approximately \$132K in monthly collections**
- **BUYER'S NET OF \$383K**
- Located in a one single story building
- Corner location with great signage and heavy traffic flow
- Seller is currently working 4 days/wk with 4 days/wk of hygiene
- Has Associates 2x/mo each
- Sees an average of approximately 33 new patients/mo.
- Cash and PPO Only!!
- Great advertising
- 4 equipped operatories
- 1,800 sq ft office
- Dentrix software & Digital X-ray.

Great practice. Please contact your CPS Agent for more details. **Property ID #5217.**



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

# CALIFORNIA

## Specializing in the Selling

### LOS ANGELES COUNTY LISTINGS

**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. Grossed approximately \$275K for 2017. Buyer's net of \$142K.** Has great street visibility. Good signage. On a major street. Please contact your CPS Agent for further details. **Property ID #5181.**

**COMPTON (GP + Real Estate)** – Established in 1982 this office is located in free standing building. Seller only does consultation. Associate works 4 days/wk. Ortho 2x/mo. Sees approximately 15-18 patients/day. PPO/Cash/Denti-cal/HMO. Practice consists of 4 equipped operatories and 3 plumbed not equipped operatories. Digital X-ray. Next door to a University and across from a church. **Grossed approximately \$581K in 2017. Net of \$154K.** Please contact your CPS Agents for more information. **Property ID #5209.**

**DOWNEY** – Modern designed General practice with over 60 years of goodwill consists of 4 equipped operatories in an approximately 1,100 sq ft office. It's located in a two story professional building corner location with excellent street visibility and heavy traffic flow. Has side and rear parking. Seller is currently working 4 days/wk with 6 days/wk of hygiene. Seller sees approximately 15-16 new patients/mo. Delta Premier and Cash Only. It's computerized with Dentrix software and digital x-ray. **Grossed \$837K in 2016 and projecting approximately \$817 for 2017.** Excellent Dental Practice!! Please contact your CPS Agent for more details. **Property ID #5114.**

**ENCINO** – This General Practice **grossed approximately \$488K in 2017. Has a buyer's net of \$144K.** It is located in a multi-story professional building with window views to the mountains. Retiring dentist is currently working 3.5 days/wk with 3 days/wk of hygiene. Sees approximately 15 patients/day. PPO & Cash Only. Established in 1981. Consists of 4 equipped operatories with Digital X-ray. 100% Patient Referral. Reasonable rent. Please contact your CPS Agent for more information. **Property ID #5210.**

**GLENDALE** – Leasehold Improvement and Equipment Only!! This beautiful and recent remodeled dental office is located in a one story single standing building. Seller is the landlord offering a reasonable monthly rent payment. Consists of 3 equipped operatories in an 850 sq. ft. office. Has historically produced approximately One Million in revenues. Great starter office near residential and commercial area. Please contact your CPS Agent for more information. **Property ID #5208.**

**GLENDALE** – Well established General practice located in a medical professional building with views of the mountain. **Grossed approximately \$472K in 2017. Averaging approximately \$39K/mo in revenues** in a 4.5 days/wk schedule. See approximately 18-20 new patients/mo. PPO & Cash Only! 100% Patient referral. Consists of 3 equipped operatories. Great practice. Please contact your CPS Agent for more information. **Property ID #5216.**

**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 Soft-dent software and digital x-ray (2 sensors). Has long term lease. **Projecting approximately \$456K for 2017.** 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. Does minimal advertising. Great practice. Please contact your CPS Agent for more information. **Property ID #5054.**

**LA VERNE** – Established circa 1980, this general practice is grossing approximately \$64K/MO. Its located in a busy single standing building. Seller is currently working 4 days/wk and 6 days/wk of hygiene. PPO & Cash only! Consists of 4 equipped operatories in a 1,250 sq ft suite. 100% patient referral. Computerized with Carestream software. **Grossed \$757K in 2016 and projecting \$767K for 2017. Buyer's net of \$195K.** Great office. Please contact your CPS Agent for more information. **Property ID #5196.**

**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 \$173K.** 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** - 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 1,121 sq ft suite. It's computerized with Easy Dental software and digital x-ray (1 sensor). 100% Patient referral. **Grossed \$511K in 2016 and projecting approximately \$537K for 2017.** 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 \$314K.** Great practice with excellent staff. **Property ID #5168.**

**MONTEREY PARK** - General Practice built in 1995 is located in a busy shopping center with heavy foot traffic. Absentee owner. Associate works 3 days/wk and second Associate 1x/mo with 2 days/wk of hygiene. See approximately 31 new patients/mo. PPO/Cash/Some HMO/Some Denti-cal. It consists of 5 equipped operatories and 3 plumbed not equipped ops in a 2,316 sq ft office. Computerized with Dentrax software and digital x-ray. **Grossed approximately \$636K in 2017. Buyer's Net \$183K.** Well established practice with 22 years of goodwill. Please contact your CPS Agent for more details. **Property ID #5201.**

**PASADENA** - Established in 1961 this General Practice is located in a two story medical dental building. Near residential area. Fee for Service. This office consists of 5 eq ops in an approximately 1,650 sq. ft. suite. Seller currently works 4.5 days/wk with 7.5 days/wk of hygiene. Sees approximately 20 new patients/mo. 100% Patient Referral. **Projecting approximately \$990K for 2017. Net of \$217K.** 56 years of goodwill. Great practice. Please contact your CPS Agent for more details. **Property ID #5204.**

**SANTA CLARITA** - General Practice with 36 years of goodwill located in a professional medical building with scenic views. Practice consists of 5 equipped operatories in an approximately 1,612 sq ft suite. Computerized with SoftDent. PPO & Cash Only! **Grossed approximately \$449K in 2017.** Please contact your CPS Agent for more details. **Property ID #5207.**

**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.**

### 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 \$309K.** 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 8 equipped ops and 3 chairs in open bay in an 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 Dentrax software and digital x-ray. **Grossed \$1.5M in 2016 and projecting approximately \$1.5M in 2017. NET \$452K.** Near residential and shopping plazas. Please contact your CPS Agent for more information. **Property ID #5190.**

**BREA (GP + Bldg)** - Well established practice located in a two story medical / dental building on a busy street of Brea. The practice consists of 4 equipped ops and 2 plumbed not equipped, excellent for expansion on a 2,000 sq ft office. Seller works 2.5 days/wk with 4 days/wk of hygiene. PPO & Cash Only! It's computerized with Eaglesoft software. Has digital X-ray. Does minimal advertising. **Projecting approximately \$566K for 2017.** Great office. Please contact your CPS Agent for more information. **Property ID 5197.**

**COSTA MESA** - Established in 1952, this General Practice is located in a single story building with 3 other tenants with good signage. Next to residential area. Practice consists of 3 equipped operatories in an approximate 1,000 sq. ft. suite. Seller work 3 days/wk with 3 days/wk of hygiene. Sees approximately 68 patients/day. Cash and Delta Premier Only. Has reasonable rent. Patient referral and website. **Projecting approximately \$333K for 2017. Buyer's net of \$139K.** Excellent location. Please contact your CPS Agent for more information. **Property ID #5202.**



John W. Knipf, President  
Lic #00283209

# CALIFORNIA

## Specializing in the Selling

**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.**

**HUNTINGTON BEACH** - Leasehold Improvements and Equipment Only!! Modern designed practice located in a two story professional medical building right across from 5 Point Shopping Center. The practice consists of 3 equipped operatories and 1 plumbed not equipped operator in a 1,160 sq ft suite. It has digital X-ray (1 sensor) and Practice Web software. Rent is reasonable. This unique location borders the high end residential communities and surrounded by shopping centers. Seller will be focusing on his primary office. Great starter practice. Please contact your CPS Agent for more information. **Property ID #5154.**

**HUNTINGTON BEACH (GP)** - This beautiful office with panoramic views of the area has been a known icon in the community for over 43 years. It's located in a 2 story professional building. Modeling this practice as a Leasehold and Equipment Only and pricing accordingly for a timely transaction. Seller is moving out of state. Practice consists of 4 equipped operatories / 1 plumbed not equipped networked for TV and Netflix. It's computerized with Care stream and has Digital X-ray (2 sensors). For the right, Seller will gift the charts that generated over \$300K last year. Please contact your CPS Agent for more details. **Property ID #5218.**

**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 Dentrux 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 \$630K 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.**

**IRVINE** - Long established modern designed general practice located in one story building. Seller works 2 days/wk and refer all specialty out. Practice consists of 5 equipped operatories plumbed for N2O2 in a 1,915 sq ft suite. 100% patient referral. Cash only. Computerized with Dentrux software. **Grossed \$553K in 2016 and projecting approximately \$549K for 2017.** Please contact your CPS Agent for more details. **Property ID 5193.**

**LAGUNA HILLS** - This modern designed General practice is located in new single story shopping center. Conveniently located right off the freeway 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 (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 Dentrux 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 Dentrux software. Has long term staff. **Grossed \$462K for 2016. Buyer's net of \$141K.** Please contact your CPS Agent for more details. **Property #5137.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Tony Frechette, V.P.  
Lic #01967152

**NEWPORT BEACH** – Established circa 1965 this General Practice is located in a multi-story medical/dental building. The office has 3 equipped operatories with 2 plumbed not equipped. Have window views to the Pacific Ocean and Newport Coast. It's computerized with Computer Age and Digital X-ray. Seller is currently working 3 days/wk with 2 days/wk of hygiene. See approximately 8-10 patients/day. PPO/CASH/Some HMO. 100% Patient referral Only. **Grossed approximately \$560K in 2017. Buyer's net \$241K.** It's beautiful office. Please contact your CPS Agent for more information. **Property ID #5211.**

**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.**

**ORANGE (GP)** - Established in 1978 this practice is located in a one story free standing duplex. Great location near Chapman University in Downtown Orange. Beautiful modern designed office with 3 equipped operatories/1 plumbed not equipped operator in a 1,300 sq ft office. It's computerized with Eaglesoft software and Digital X-ray. Has granite countertops. Operator views to the historical main street. Seller is currently working 3 days/wk and sees approximately 10-20 new patients/mo. PPO/Cash/Some HMO. **Averaging approximately \$32,000 in monthly revenues. Grossed approximately \$386K in 2017.** Buyer's net of \$176K. Great street visibility. Heavy traffic flow. Please contact your CPS Agent for more information. **Property ID #5213.**

**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 \$163,013 in 2015. Projecting approximately \$189K for 2016.** Seller is retiring. Please contact your CPS Agent for more details. **Property ID #5109.**

**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 \$180K in 2017.** 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.**

**TUSTIN** – Beautiful general practice with 4 equipped operatories in a 1,600 sq ft suite. Seller established this office in 1972 and moved to this location in 1997. Seller is currently working 3 days/wk with 3 days/wk of hygiene. Sees approximately 8-10 patients/day. Fee for service office. It's computerized with Dentrix software and Digital X-ray. Reasonable rent for the area. **Grossed \$700K in 2016 and projection \$709K for 2017. NET OF \$359,558.** Seller is retiring. Excellent staff. Please contact your CPS Agent for more details. **Property ID #5199.**

### RIVERSIDE & SAN BERNARDINO COUNTY LISTING

**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 Dentrix 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 \$560,454 in 2016. Buyer's net of \$298K.** 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.**





Fred Vuittonet, V.P.  
Lic #01363583

# CALIFORNIA

## Specializing in the Selling

**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.**

**DESERT HOT SPRINGS (GP + Building)** – Two Partners One Office. Located in a free standing building next to the City Hall. Sellers works 2 days/wk each. This practice consists of 4 equipped operatories and 1 plumbed not equipped. Computerized with Easy Dental software. See approximately 10-15 patients/day. Established in 1986. **Grossed \$653,741 combined in 2016 and projecting \$802K for 2017. Net of \$290K.** Please contact your CPS for more information. **Property ID #5198.**

**PALM DESERT** – Beautiful well established general practice that **Grossed Approximately \$1.4 Million in 2017** is located in a one single story building. Corner location with great signage and heavy traffic flow. Seller is currently working 4 days/wk with 4 days/wk of hygiene. Has Associates 2x/mo each. Sees an average of approximately 33 new patients/mo. Cash and PPO Only!! Does great advertising. Practice consists of 4 equipped operatories in a 1,800 sq ft office. Computerized with Dentrix software and has Digital X-ray. Doing approximately \$132K in monthly collections. **BUYER'S NET OF \$383K.** Great practice. Please contact your CPS Agent for more details. **Property ID #5217.**

**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. PPO/Cash/Denti-cal. Does little advertising. **Grossed \$365K in 2017. BUYER'S NET OF \$153K.** Please contact your CPS Agent for more information. **Property ID #4487.**

**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 \$260K in 2016.** Please contact your CPS Agent for more information. **Property ID #5146.**

**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 P (n) / Cash 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 \$247K 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. Projecting approximately \$262 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

**CARLSBAD** – Well established General Practice walking distance from the ocean located in a 2 story professional building near residential area. Seller is currently working 3.5 days/wk and 3 days/wk of hygiene. PPO and Cash only! Sees approximately 6-8 patients/day. Minimal advertisement. Practice consists of 3 equipped operatories with 2 hygiene equipped operatories with Open Dental software. **Projecting approx. \$385K Buyer's net of \$120K.** Established in 1985. Lots of foot traffic. Please contact your CPS Agent for more information. **Property ID #5191.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Dan Parnell, V.P.  
Lic #00901038

**SAN DIEGO** – Well established general practice located in a single busy shopping center right off the freeway with high traffic flow. Recent remodeled practice with 3 new equipped operatories with Eagle Software in approximate 1,087 sq ft suite. Computerized with Eaglesoft software and digital x-ray. Seller works 2-3 days/wk and sees approximately 8-10 patients/day. PPO/CASH/Some Denti-cal. Patient referral and Website. Projecting approximately \$300K for 2017. NET \$127K. Recently remodeled. Please contact your CPS Agent for more details. Property ID #5200.

### KERN, SAN LUIS OBISPO & VENTURA COUNTY

**GOLETA (GP)** – This practice is located in a 2 story professional building. Well established practice. PPO & Cash Only! Seller works 3 day/wk and sees approximately 10-20 new patients/mo. It consists of 4 equipped operatories. Grossed approximately \$572K in 2017. Please contact your CPS Agent for more information. Property ID # 5205.

**OXNARD** – Well established practice in a professional building. Grossed approximately \$585K in 2017. This office consists of 4 equipped operatories. Seller works 2 days/wk and Associate 2 days/wk. Sees approximately 10-12 new patients/mo. Near residential area. Please contact your CPS Agent for more information. Property ID # 5206.

**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.

**SIMI VALLEY (GP + Buildings for sale)** - Great opportunity to invest in a general practice and real estate. There are two single stories free standing buildings, which the second property also includes a tenant in a separate detached building which generates rental income. Established in 1964, the 1,900 sq ft. practice consists of 4 equipped operatories with 2 that are plumbed, but not equipped and digital x-rays. It's computerized with Dentrax / Gendex software. Seller is currently working 3 days/week with 2 hygiene days. No advertising. With local business development in process, the potential for growth in the area and within the practice are very high. Projecting approximately \$257K for 2017. Has a Buyer's Net of \$92K. Please contact your CPS Agent for more details. Property ID #5185.

### SPECIALTY OFFICE LISTINGS

**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. It's digital x-ray with 1 sensor. Has reasonable rent. Grossed \$271,934 in 2016. Projecting approximately \$262 Buyer's net of \$82K. Next to residential area and shopping centers. Please contact your CPS Agent for more information. Property #5188.

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

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**Westchester general** practice collects \$260,000 on 3.5 days per week with 3 days of hygiene. Lots of referred work. 4 equipped ops. Professional building. Asking \$165,000. Kurt Skarin 805-777-7707

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		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
MOTHERS DAY						
20	21	22	23	24	25	26
27	28	29	30	31		
	MEMORIAL DAY					

April

S	M	T	W	Th	F	S
1	2	3	4	5	6	7
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15	16	17	18	19	20	21
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29	30					

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June

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**ARCADIA/PASADENA AREA - NEW LISTING** - General Dentistry practice with 3 Operatories is now available in beautiful Sierra Madre. This practice has been established for 50+ years, 20 with our retiring seller and has long-term staff and a strong hygiene program. Seller refers out all specialty procedures, room to grow! 2016 Gross Receipts of \$364K with \$100K+ Adjusted Net Income. #CA481- Kerri McCullough - 949-300-0312

**BAKERSFIELD** - General Dentistry Practice with 6 Operatories, 5 equipped is now available in Bakersfield. Practice is located in a duplex building with great signage in front. 2016 Gross Collections of \$509K with room to grow as most specialty work is referred out to local specialists. This is a PPO/Denti-Cal practice, no HMO. #CA459- Kerri McCullough - 949-300-0312

**BURBANK** - Beautiful practice available for a quick sale with long-term staff and over 28 years of goodwill. 3 Operatories in 1,650 sq. ft. with 3 days of hygiene and digital X-rays. Located in a great Burbank building close to downtown. 2017 Gross Receipts of \$477K. #CA464- Kerri McCullough - 949-300-0312

**CENTRAL ORANGE COUNTY** - General Dentistry Practice with 4 Operatories has 3 days of Hygiene per week and 50+ years of goodwill with retiring seller. Practice utilizes Intra-Oral Camera and Pano. Great upside - most specialty procedures are referred out. 2016 Gross Receipts of \$358K. #CA442- Thinh Tran - 949-533-8308

**CHINO - NEW LISTING** - This General Dentistry Practice with 3 Operatories utilizes CareStream Dental software and has 40+ years of Goodwill. Practice is located in a professional building near new home construction with very affordable rent and 2.5 days of hygiene per week. 2017 Gross Receipts of \$338K with \$126K Adjusted Net Income. Very motivated seller! #CA453- Kerri McCullough - 949-300-0312

**FULLERTON** - General Dentistry Practice with 5 Operatories, 3 Equipped, is located in a shopping center. Practice utilizes PracticeWorks, CEREC, Digital X-rays, and has 4 days of Hygiene per week. 2016 Gross Receipts of \$633K. Our retiring seller has 30 years of Goodwill in Fullerton. #CA453- Kerri McCullough - 949-300-0312

**GLENDAL - NEW LISTING** - General Dentistry Practice with 4 Operatories is now available in Glendale. The practice utilizes Dentrrix, Dexis digital x-rays, Intra-Oral Camera, and a Laser. Practice has 3 days of hygiene per week and 3½ doctor days per week. 2017 Gross Receipts of \$872K with \$393K Adjusted Net Income. #CA492- Thinh 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. 2017 Gross Revenue of \$694K. #CA173- Kerri McCullough - 949-300-0312

**LA QUINTA** - 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

**LAGUNA BEACH** - General Dentistry practice with 4 Operatories, 3 Equipped is now available in beautiful Laguna Beach. Practice features Dentrrix G4, Dexis Digital X-rays, and is paperless. 2017 Gross Receipts of \$442K with \$205K Adjusted Net Income. #CA443- Thinh Tran - 949-533-8308

**LANCASTER** - 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 - NEW LISTING** - Endodontic Practice with 27+ years of Goodwill is now available. This highly profitable practice features 4 Operatories, 3 Equipped with microscopes and digital x-rays. Seller has long-term relationships with referring doctors and will help buyer with smooth transition. 2017 Gross Receipts of \$692K and Adjusted Net income of \$433K. #CA485- Kerri McCullough - 949-300-0312

**MANHATTAN BEACH - NEW LISTING** - Facility Only Sale - This 4 Operatory office has a modern design in a great Manhattan Beach location near retail and residential. Includes computers, furnished Ops, Lab equipment, Zoom Bleaching light, curing lights, 2 X-ray heads. Move-in ready, just bring your patients! #CA467- Thinh Tran - 949-533-8308

**NEWPORT BEACH** - General Dentistry Practice with 3 Operatories is located near the hospital and features EagleSoft, Digital X-rays, and Digital Pano. 20+ years of Goodwill with seller and previous owner. 2016 Gross Receipts of \$401K. #CA452- Kerri McCullough - 949-300-0312

**ORANGE - NEW LISTING** - General Dentistry practice with 30+ years of Goodwill is now for sale in Orange. Near hospitals and other medical/professional suites. 4 Operatories, Dentrrix, Dexis digital x-rays, and Intra-oral camera. 2017 Gross Receipts of \$308K with \$152K Adjusted Net Income. #CA487- Kerri McCullough - 949-300-0312

**ORANGE COUNTY - NEW LISTING** - Endodontic Practice with 5 Operatories, fully equipped, and 3 Zeiss wall-mounted microscopes. Practice has been established for 30+ years and utilizes EagleSoft software with digital x-rays. Gross Receipts of \$311K and an Adjusted Net of over \$156K. #CA491- Kerri McCullough - 949-300-0312

**ORANGE COUNTY** - Endodontic Practice in a highly desirable city with 3 Operatories, 2 Equipped, Cone Beam CT, Microscope, Digital X-rays, and a paperless PBO system. 28 years of goodwill with a very strong referral base. 2016 Gross Receipts of \$603K and \$309K Adjusted Net Income. #CA466- Kerri McCullough - 949-300-0312

**ORANGE COUNTY** - 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

**PALM SPRINGS** - This General Dentistry practice with 4 Operatories 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

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

**RIVERSIDE COUNTY - NEW LISTING** - This General Dentistry Practice with 4 Operatories is turn-key with a beautiful design. The location is in a single story professional building that houses the practice and one other suite with signage. Practice utilizes Dentrrix, Digital X-rays, and is paperless. 2016 Gross Receipts of \$688K with \$223K Adjusted Net Income. #CA471- Kerri McCullough - 949-300-0312

**SAN FERNANDO VALLEY - NEW LISTING** - Large General and Multi-Specialty dental practice is now available in the San Fernando Valley. 13 Operatories plus an open bay Pedo room with 4 chairs and a separate waiting room, 3 x-ray tech areas with a total of 6 chairs and a digital Pano. Full porcelain lab on site, multiple sterilization areas and much more in 8,019 sq. ft. Practice utilizes EagleSoft and has a total of 18 hygiene days per week. Gross Receipts of \$3.6M+ with \$952K Adjusted Net Income. #CA488- Kerri McCullough - 949-300-0312

**SAN PEDRO** - This General Dentistry Practice with 4 Operatories has been established for 6 years in San Pedro. Practice features EagleSoft software with Digital X-rays and 6 year new equipment. Office is bright and spacious with a modern design. 2016 Gross Receipts of \$519K and Adjusted Net Income of \$157K. #CA449- Kerri McCullough - 949-300-0312

**SANTA ANA** - General Dentistry practice with 4 Operatories in a shopping center on a busy corner. Plenty of signage from two sides of the building. PPO/Denti-Cal practice. 2016 GR of \$434K with \$199K Adj. Net. #CA460- Kerri McCullough - 949-300-0312

**SANTA BARBARA** - This General Dentistry Practice is in a beautiful creekside location in Santa Barbara. Established for 40+ years with 4 Operatories 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

**SOUTH BAY, LOS ANGELES AREA** - This General Dentistry Practice with 4 Operatories, 3 Equipped, is located near the beach and utilizes Easy Dental, Digital X-rays, Digital Pano, and CBCT. There has been a dental office in this single-story location for 60+ years. Practice has 7 days of Hygiene per week. Gross Receipts of \$1M+ and 270K Adjusted Net Income. #CA461- Kerri McCullough - 949-300-0312

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

**TEMECULA** - General Dentistry Practice with 5 Operatories, 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** - General Dentistry Practice with 3 Operatories (4th Operatory is used as office), is located in a shopping center with 30 years of Goodwill. 2016 Gross Collections of \$324K. Great opportunity. Hurry, this one won't last. #CA450- Steve Caudill - 951-914-5542

**UPLAND - Facility Only** - 4 Operatories, 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** - This General Dentistry Practice with 5 Operatories, 4 Equipped, 1 Plumbed, E4D, Dentrrix, 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

**WESTERN SAN FERNANDO VALLEY** - Pediatric Dentistry. Great opportunity to purchase a Pedo practice in the western San Fernando Valley. In an upscale location, this 4 Operatory 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

**YUCCA VALLEY** - 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

**BONITA/CHULA VISTA AREA - NEW LISTING** - Terrific Opportunity, General Practice with 8 Fully Equipped Ops. This well-established practice is located in a stand-alone building near a busy section of Bonita that has excellent visibility and ample parking. The office is open 5 days and has 9 days of hygiene per week. SoftDent, Dexis, Pano, I/O cameras, and Laser. The patient base is comprised of FFS, Indemnity, and PPO patients. Most specialty work is referred out to specialists. This practice is going to move quickly. #CA476- Russell Okihara - 619-694-7077

**INLAND NORTH COUNTY SAN DIEGO** - 5 Operatory 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 - NEW LISTING** - Facility Only- 3 Operatories, General Practice is being sold as a Leasehold, it is currently staffed and with a patient base. Located in a Professional Building with free patient parking. Practice utilizes Open Dental, Priced for Quick Sale! Turn-Key ready. #CA482- Russell Okihara - 619-694-7077

**LA JOLLA - NEW LISTING** - This General Dentistry practice with 7 Operatories, 6 Equipped, utilizes Dentrrix software with Digital X-rays, 3D Scanner, and an Intra-Oral Camera. The practice has 4 days of Hygiene per week and the Gross Receipts are \$738K with \$264K Adjusted Net Income on a 4 day work week. 60 years of goodwill, 29 with current owner. Most specialty procedures referred out. This is a great location to live and work. #CA477- Russell Okihara - 619-694-7077

**NORTH COUNTY SAN DIEGO - NEW LISTING** - General Dentistry Practice in a retail center on a busy corner. 6 Operatories, Digital X-rays, and Dentrrix in a 2,400 sq. ft. suite. Retiring doctor has 17 years of Goodwill and also does Ortho, Cosmetic Dentistry, and Implants as well as bread and butter dental procedures. 2016 Gross Receipts of \$1.3M+ with 6 days of hygiene per week. #CA468- Russell Okihara - 619-694-7077

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**NORTH COUNTY SAN DIEGO - 5 Operator** General Practice, PPO/FES, 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** - Central San Diego: Excellent Opportunity to own a cutting-edge General Dentistry practice with 6 fully equipped Operatories. This well-established practice is located in a professional building with ample and convenient parking. The office is open 5 days per week and has 8 days of hygiene per week. The practice is operated with EagleSoft and is digitized with Schick dental sensors along with a Cone Beam Pano. Practice also utilizes CEREC, Intra-Oral Cameras, and Dental Lasers. The patient base is comprised of FFS, Indemnity and PPO. Most specialty work is referred out to specialists. 2016 Gross Receipts \$2M+ with Adjusted Net income of \$658K. #CA483- Russell Okihara - 619-694-7077

**SAN DIEGO** - 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 OAHU, HAWAII - NEW LISTING** - Family-oriented rural General Dentistry Practice with 3 Ops, Digitized X-Rays, Pano, and Innova. Seller accepts PPO and Medicaid and will be retiring. 2016 GR of \$923K with \$322K Adj. Net. #HI109- Russell Okihara - 619-694-7077

**CENTRAL COAST, OREGON** - 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** - 5 Operator General Dentistry Practice in the Pearl City/Waipahu area, Dentrrix, Pano, Dexis, Laser, Excellent Location with ample parking. Highly-profitable, Rare opportunity. #HI108- Russell Okihara - 619-694-7077

**HONOLULU, HAWAII** - 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.

**MAUI, HAWAII** - 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

**OAHU, HAWAII** - General Dentistry practice with 3 Operatories. Practice utilizes Dentrrix, Dexis Digital X-ray, 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

**BERKELEY** - 1,700 sq. ft., 4 Ops, Dentrrix Software, Digital X-Ray, Laser, Patient Education, I.O. Camera. 2015 GR \$1,288,000, Adj. 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

**CHICO** - General Dentistry with 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. Building also available for sale. #CA402- Steve Caudill - 951-314-5542

**CLEARLAKE** - Approx. 1,600 sq. ft., 4 Ops with the latest technology: Dentrrix, Dexis, Intraoral camera, Laser, Surgical Microscope & Panoramic x-ray machine. 2016 GR \$650,000+. #CA457- Gina Miller - 707-391-7048

**EASTERN CONTRA COSTA** - 3 Ops in 1,300 sq. ft., w/room to expand. Intraoral Camera, Laser, Dexis Digital X-ray, Softdent PMS. 2016 GR \$274K w/52% adj. net. #CA454- 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 with low rent. #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** - 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** - Seller retiring. Well-designed office space with good flow; Approx. 1,500+ sq. ft. with 4 Ops and upstairs lab in a beautiful, standalone building. Dentrrix, 2 Schick digital x-ray sensors, new server & CPUs. Well established practice, very accessible location. The building (\$450K appraisal value) is being sold in conjunction with practice. Outstanding opportunity for buyer to have a solid practice with stable rent and pride of ownership. 2017 GR increased 7% over 2016. #CA407- Thomas Wagner - 916-812-3255

**GREATER EL DORADO HILLS** - 2,400+ sq. ft. w/6 Ops, Digital X-rays, Ortho Phos XG 3D Digital Pan, Cerec Laser, and Dentrrix software. 2016 collections: \$1.8M. Owner relocating/retiring. #CA414- Thomas Wagner - 916-812-3255

**GREATER ROSEVILLE** - NEW LISTING - 3 equipped Ops in 4 Op, 1,320sf office. Dentrrix, Dexis digital sensors (2), new computers, \$70K in equipment & technology purchased in 2016. 3 days hygiene. 2017 collections \$481K+ on 20 Dr. hours/wk. #CA490- Thomas Wagner - 916-812-3255


**GREATER SACRAMENTO** - Oral Surgery Practice - 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** - Approx. 2,000 sq. ft., 6 Ops, equipped w/Intraoral Camera, Digital X-ray, Laser, CEREC, and Eaglesoft. 2016 GR \$934,829. Established for over 20 years. #CA455- Thomas Wagner - 916-812-3255

**GREATER SACRAMENTO** - 1,200 sq. ft. office w/4 Ops, Intraoral Camera, Dexis Digital X-ray, Dentrrix software. 2016 GR \$435K on 3 day work week. Practice est. for over 30 years. #CA456- Thomas Wagner - 916-812-3255

**GREATER SACRAMENTO** - Orthodontic Practice - 2,140 sq. ft., w/4 bays. Equipped with intra-oral camera, Digital Pan/Ceph, Laser, and OrthoTrac software. 2016 GR \$640,000. #CA458- Thomas Wagner - 916-812-3255

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**GREATER SACRAMENTO** - GP practice w/4 ops, pano, digital x-rays, Cerec. Seller refers out Ortho, Endo, Perio, Oral Surgery, and implant placement. 2016 Collections \$1.0M+. Stand-alone building selling with practice. #CA479- Thomas Wagner - 916-812-3255

**GREATER SACRAMENTO** - PERIO LISTING - Greater Sacramento Perio practice in professional building. Well-established, 4 days/week practice, has digital x-rays, laser, intra oral camera. Seller relocating, but is willing to work with buyer for a smooth transition. #CA480- Thomas Wagner - 916-812-3255

**LOS ALTOS** - *NEW LISTING* - Great location and 30 year history for 1,520 sq. ft. practice with 6 Ops, 3 equipped. Pano, Intraoral, Soft Tissue laser, Eaglesoft PMS. Sellers are retiring but will work with the right buyer for a smooth transition. #CA496- Jim Engel - 925-330-2207

**PITTSBURG** - *NEW LISTING* - Practice & Real Estate for sale. Stand-alone 2,324 sq. ft. building has housed a dental practice 20+ years, 7 Ops, 5 equipped, Paperless, Dexis Digital X-ray, PlanetDDS/Denticon software, Pano. 2017 GR \$781,000. #CA493- Jim Engel - 925-330-2207

**SACRAMENTO** - 1,567 sq. ft. office with 4 equipped Ops, 1 add'l plumbed, est. for 25+ years. 2016 GR \$680K on 3.5 day week. Equipped with Intra-Oral Camera, Digital X-ray, Pano, and Carestream software. Owner retiring. #CA441- Thomas Wagner - 916-812-3255

**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

**SACRAMENTO** - 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** - Price Reduced: practice selling for approximately 61.19% of 2017 collections. 1,150 sq. ft. office with 4 Ops. Intra-Oral camera, Dexis digital x-ray, and Carestream software. Est. 30+ years, 2017 GR \$558K. #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 \$480K. 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 2.5 day and a half day work week. Selling all Active and Historical Charts. #CA330- Jim Engel - 925-330-2207

**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. Dentrix PMS, Paperless Charts, 9 workstations, Digital Sensor, Digital Pan. #CA439- Jim Engel - 925-330-2207

**SONOMA COUNTY** - 2016 GR \$680K, 3 days/week. 3 Ops, 960 sq. ft., Condo for sale or lease. Pano X-ray, Intra-Oral Camera, Soft Tissue Laser, Datacon PMS. Owner retiring. #CA463- Gina Miller - 707-391-7048 or Jim Engel - 925-330-2207

**SONOMA COUNTY** - Multi- Specialist Restorative Practice for Sale in the city of Sonoma County. Established for over 16 Yrs w/ 2017 GR above \$1.4M on a 3.5 day work week. Selling both the 2000 sq. ft. Stand -alone Condo w/6 fully equipped OP's; LANAP, Digital Pano, Dexis and Dentrix w/12 workstation and business. Offering a STRONG TRANSITIONAL PLAN. Doctor is retiring. #CA470- Gina Miller 707-391-7048

**SONOMA COUNTY** - *NEW LISTING* - This Endodontic practice is located in a very desirable location within a complex of referring dentists. Revenue has averaged over \$1.1M for 2014-2016 3.5 day work week. Recently renovated, 4 Ops, 1500 Sq. Ft equipped with 2 Global microscopes, digital radiography, PBS Endo management software. Seller is highly motivated and is offering an EXCELLENT ACQUISITION OPPORTUNITY. #CA495- Gina Miller - 707-391-7048

**SONOMA COUNTY** - 2,415 sq. ft. office w/5 Ops, Intra-Oral, Digital X-ray, Dentrix software. 2016 GR \$1,315,000 with low overhead. Building available for sale. #CA441- Gina Miller - 707-391-7048

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

**VALLEJO** - 4 fully furnished treatment rooms in 1650 sq. ft., below market rent, Digital X-Ray, Digital Pan. 2016 GR \$567,000, 40% Adj. Net. Eaglesoft PMS with Paperless Patient Charts. 3 1/2 days #CA469- Jim Engel 925-330-2207

**WALNUT CREEK** - 1,260 sq. ft. office w/ Dexis Digital sensor, EZ Dental software, in 4 operatories. 2016 GR \$633,000 on 4 days/week, Adj. Net 45%. Owners retiring. #CA473- Jim Engel 925-330-2207

**WATSONVILLE** - *NEW LISTING* - Practice & Real Estate for sale. Stand-alone 2,245 sq. ft. building has housed a dental practice 30+ years, 4 equipped Ops, Paperless, Dexis Digital X-ray, Planet DDS/Denticon software. 2017 GR \$552,000. #CA494- Jim Engel - 925-330-2207

**WINE COUNTRY** - *NORTHERN CALIFORNIA* - 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

**WOODLAND** - *NEW LISTING* - 8 Operatory office in a 2,100 sq. ft. suite with 22 years of goodwill is now available. Practice is located in a shopping center with 2017 Gross Receipts of \$769K. Our seller is retiring, this is a great location with potential for increased collections. #CA497- Steve Caudill - 951-314-5542

### CENTRAL CALIFORNIA

**CENTRAL COAST** - *NEW LISTING* - Endodontic Practice with 3 Operatories equipped with Zeiss microscopes, Digital x-rays, Paperless, Cone Beam CT, and PBS Endo Software. 2016 Gross Receipts of \$1.1M+ with \$633K Adjusted Net Income. Hurry, this opportunity to live and practice in the beautiful Central Coast will not last. #CA489- Kerri McCullough - 949-300-0312

**FRESNO** - GR past 3 years averaging \$1.5M. 4 days of hygiene. Owner is retiring. Priced for an expedient sale. Delta PPO but no HMO'S. #CA445- Dennis Hoover - 209-605-9039

**MODESTO** - Great history for this Central Valley gem. 35 years at this location, 4 years with current owner who is relocating. GR of \$706K on 4 day work week. Great lease rate in 1,100 sq. ft., 3 completely equipped treatment rooms including computer workstations, Dentrix PMS and Dexis Digital Sensor, Fiber Optics and Laser. Updated interior and high-end building on the main thoroughfare. A great practice for a first time buyer or satellite practice for existing owners. #CA451- Jim Engel - 925-330-2207

**MODESTO** - Endodontic Practice & Building. 6 Ops, stand-alone building. Microscopes, CBCT and Endovision software. 2016 GR \$1.2M, 32% overhead. Owner will stay for transition. #CA475- Dennis Hoover - 209-605-9039

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

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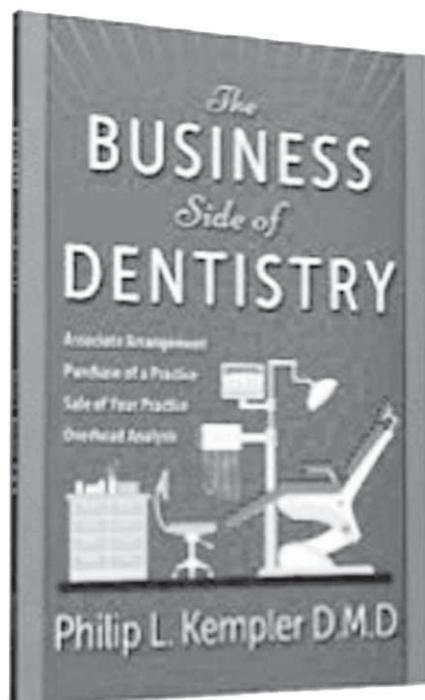


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*“The info about due diligence when buying a practice on Pg. 33, prevented me from making a monumental error that would have cost me hundreds of thousands!”*

Dr. Claire Bishop, DMD

*“The chapter on overhead control completely changed the way I operate and my overhead has dropped from 70% down to 50% while simplifying my life.”*

Gregory Jones, DDS

*“I’ve been practicing for decades and wish this book had come out sooner. Dr. Kempler addresses so many aspects of dentistry that directly impact profitability... lessons I learned the hard way during my career. This book is a must read!”*

Dr. Dean Patterson

*“One chapter just saved me 1000s of dollars in taxes for 2017!!! Thank you Phil!”*

Dr. B. Barrymore

Buy on Amazon by searching:

***The Business Side of Dentistry* by Philip L. Kempler D.M.D.**

or email: **[bizsideofdentistry@gmail.com](mailto:bizsideofdentistry@gmail.com)**

**Upland/Rancho Cucamonga:** 5 operatory, digital wired office. Corner strip mall with high traffic and visibility on Foothill Blvd. \$50K. (909)224-0990.

**General Dentist** needed with Cosmetic, Endo, general dentistry. Mondays and two Saturdays a month. Please E-mail CV to dentalstudioyork@gmail.com

**Own your practice with minimum investment & fewer risks. We will show you how to do it Oceanside CA send your CV chunhyu@gmail.com**

**Dental office** space to share in busy street of van Nuys great opportunities for any specialist. call for more info 818-785-9944

**GP needed** 2-3 days in Jurupa Valley, HMO/PPO office, high volume, production and bonus, email resume to admin@jurupadentistry.com

**Space sharing opportunity** in Newport Center. Beautiful office in Newport Center Medical buildings. Please email inquiries to Mbarnes@mbarnes.occoxmail.com

**Dental office** for sale ASAP! Located in Ontario Ca. 400k production. Call 909-215-7937.

**Dentist-Associate Los Angeles** is needed for busy practice. Aggressive compensation. Flexible schedule 3-6 days/wk. Call 215-880-5020

**Siemens Xray** machine, control box is not working, Head is ok. needs repair \$200 OBO. Info@ocdentalgroup.com or 949-653-8888. ready for pick up

**Unitek/3m SSC** Primary Molars complete Kit. New with first and second primary molars, 450.00. e-mail im2near@yahoo.com.

**Dental chair, delivery** system, 2 stools, 2 years old Irvine, info@odentalgroup.com \$1500/OBO email for pictures. 949-653-8888. uninstalled and ready

**ORTHODONTIC ASSISTANT** NEEDED One Monday afternoon each month assisting orthodontist in San Gabriel GP office. Competitive pay. email vtchen@yahoo.com

**CA BOARD APPROVED DENTAL ASSISTANTS COURSES, 8 HOURS INFECTION CONTROL, X-RAY SAFETY, CORONAL POLISH AND SEALANTS, CALL FOR SPECIAL PRICES 323-582-1999**

**Kodak 8000 Digital Panoramic x-ray** machine. (\$5000) includes PC, mounting plate and power source. Call Dr. Chad Arthur (cell) 480-227-1620

**Looking to purchase practice 3-6** pos. Burbank, Pasadena, Altadena, Eagle Rock, Glendale, La Crescenta, Tujung. Real Estate preferable. 818 454-9308.

**Dental office** leasing space in Orange County for \$1.50 Sqf and no NNN charges, up to 2500sqf is available. call 818-849-8644.

**Kavo Fiberoptic** Handpieces, 649B. Four used handpieces in good condition, rarely used. 250.00 each. e-mail im2near@yahoo.com.

**Dentist needed** in El Paso TX. Make 200-300K/year 310-663-4323 Tamir

**Ellman electrosurge** for sale, like new, \$850.00 obo. Email to deutschdds@gmail.com

**Associate Needed** 2-3 days/ week in Riverside. Quality driven office looking for a GP to join our team. 5 years experience needed. 714-624-4231

**Locum tenens** experienced family dentist available for LA, OC or North San Diego, Comfortable with RCT and Extractions. Email: tinro12@yahoo.com

**Fully equipped** 2 operatory office for sub-lease in a medical building in Encino. Call 818-990-5588

**State of art** office in Monterey park CA. need the Dental Associate. please e-mail your resume to calstatedental@yahoo.com

**Dental implants for sale as low as \$90. 6-pieces set of implant and cover screw, abutment, analog, healing abutment, transfer as low as \$170. Implants are FDA-approved and compatible with Zimmer, Alpha Bio, AB, Adin, and Cortex. Implant installation support available. Satisfaction guaranteed. Free exchanges. For more information, visit qualityimplants.com, or email us at admin@qualityimplants.com**

**Bakersfield SW** equipped office for lease w/wo equipment, attractive free-standing, high visibility, lighted sign. 5 operatories, 1800ft. 661-742-4594.

**PT Experienced DDS** Palm Desert area GREAT Staff! Base/Bonus please email CV @ ml4273936@gmail.com

**Brentwood, CA** (Los Angeles) Dental office available for sub-lease. Please call 310-820-0093 for more info.

**Lake Forest** Dental Assistant/ Receptionist needed for a private practice. F/T or P/T. Please call 949-521-7188 or email resume to coastdds@yahoo.com

**looking for MARKETER for ENCINO.** Must have previous experience and good track record. allproductsforsale@gmail.com

**Dental Office** ops built. Pico/Vermont area in LA. Medical Dental building. For specialist. call 909-261-4337

**COURTSIDE SOLUTIONS WORKS!** "Within a few short months I received a check from Toni without any effort on my part at all! Toni is a consummate professional and I would highly recommend utilizing her to make the process of obtaining funds from a judgment easier and less stressful!" -Christopher Cox. Call Courtside Solutions at 949-527-6550 or visit www.courtsidesolutions.com

**Dental Ceramist** wanted. Full/part time. Please send resume to uplanddental@yahoo.com

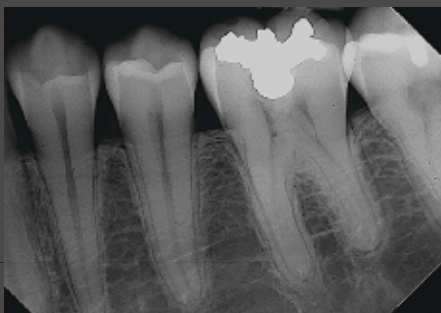
**Hygienist needed-Lomita** Every other Monday. \$45 per prophyl/ quadrant-310-832-5570.

**They made the process** of building my office much easier. Made the stress of opening a new office much easier. Dr. R. Pulen. 714-240-7179 (All County)



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**Office Sublease-Orange** Fully equipped 3 op office. Call or text 310-938-3132.

**Beautiful Westminster** office for sale. 1750sqft, equip with 4 Adec chairs, great location in busy shopping center. Call (949) 212-0913.

**Dental Implants** in your office. Why refer out? Biohorizon implants inclusive of abutment. Have placed over 2500 implants in the last 3 years. 310-995-3736

**DENTAL OFFICE** in Westminster/Huntington Beach. Great turn-key starter office in busy strip mall, 2-ops & X-ray room. Asking: 80K. Call 714-319-4956.

**Dentist-Partner Los Angeles** is needed for busy practice. Mobile Dental RV. Aggressive compensation. Flexible schedule 3-6 days/wk. Call 215-880-5020

**General Dental** practice for sale in National City CA. Turn key, 4ops, digital, fully equiped. Call 619-477-2787 or email: drgregorymculton2014@gmail.com.

**IN OFFICE PERIODONTIST (BOARD CERTIFIED). IV SEDATION, ALL SURGERIES AND IMPLANTS. HAVE ALL INSTRUMENTS AND SURGICAL ASSISTANT. (818)521-4947 RAFIEEDDS@GMAIL.COM**

**Ortho Assistant** Needed. Private Orthodontic Practice in Redlands. M-Th 8-5. E-mail resume to noreplyjob123@gmail.com

**Looking for** practice on the west side to buy or partner/buy or work/buy. Please call 872.222.8722

**CPR CARD ABOUT TO EXPIRE?** We come to you! Earn 4 hours of C.E. units and a 2 year AHA card. Class time 90 mins! 26 yrs of service w/a 90% repeat client rate! 22,000 dental staff trained. Call Danny today (626)797-6179. Thanks!

**General dentist** needed in Murrieta/Temecula area. Please fax resume at 9516950312 or text. 9499810327

**F/T GP needed. Grand Terrace, CA : PPO/FFS busy private practice 4 days a week. Must have 3 years experience and excellent clinical skill. Salary is Negotiable. Send CV to DRLalisa@Hotmail.com with reference lists.**

**NEW Accutron** Ultra PC % meter 4 tank Portable Nitrous - \$3,000, 2 at this price - (818) 282-8202

**SUBLEASE WESTCHESTER**, I have a spacious, newly renovated 9 op dental practice located in the penthouse suite. It overlooks LAX with views extending out to the ocean, Santa Monica, Century City and Downtown. I have up to 4 ops immediately available, plumbed and equipped. Great for someone starting a new practice, specialist or someone wanting to move their practice. email beatty23@hotmail.com or text 805-407-7539

**Space sharing opportunity** in Irvine, Ca. Beautiful office in Woodbridge area. Please email any inquiries to Smilecentraldental@yahoo.com

**PRACTICE FOR SALE/ IRVINE** Modern designed office w/ 4 eq ops; LH & Equip Only! California Practice Sales, Inc. Phone: 714-639-2775

**Orthodontist Needed** in Apple Valley. To cover maternity leave 8-12 days a month, from Dec-April 2018. Email your resume to hdorthodontist@gmail.com

**looking for OFFICE MANAGER** for ENCINO. Will double as front desk. Must have previous experience and good track record. allproductsforsale@gmail.com

**WantedDentalAssistant/DentalReceptionist** dental assistant 1 year experience. fax or email resume 323)957-1234 253beverlywest@gmail.com

**General Dentist** with experience wanted- bilingual English and Vietnamese preferred. Very busy office in Westminster. Please call (714)725-2153

**Full-time Dental assistant** needed for San Gabriel Valley dental office. Please send resume to info@huntingtondentalspecialties.com

**ENDO PRACTICE FOR SALE-CA CENTRAL COAST:** 3 Ops, Scopes, Digital, Paperless, ConeBeam CT, PBS Endo. GR \$1.1M+. HSPPT-Kerri McCullough 949-300-0312 #CA489

**Sublease or** Selling practice in Santa Clarita - Sublease at \$2000 per month (utilities included) or For Sale - Price is negotiable. Call (562)756-2573

**Part Time** General Dentist needed for growing Long Beach Office. 5624226838 or office@lbfamilydental.com

**Hygienist needed in a busy office in San Bernardino, CA Great Opportunity. Email: employment@tcdspecialty.com**

**Seeking Dentist** to join our team. Our office is located in California's central coast 70 miles north of Santa Barbara. Improving our patients dental health through education and friendly communication is our goal. Current DDS or DMD licenses required, licensed to work in California. Bilingual in Spanish favorable, not necessary. Immediate openings for full time or part time. Vacation benefits. Sick pay. Please email resume or fax to (805)922-5333. Call (805) 922-5122 for more info.

**Ultradent Tips** for sale in packs of 100: Inspiral brush tip, 40.00; Blue micro tip, 25.00; Blue mini dento-infusor, 50.00. e-mail im2near@yahoo.com

**Own your practice with minimum investment & fewer risks. We will show you how to do it Oceanside CA send your CV chunhyu@gmail.com**

**BRAND NEW CLEARFIL SE BOND 2** Value Pack \$445. Three sets of bond + primer. Will sell individual sets for \$120 each. exp 2020-04-30 rayahndds@gmail.com

**Oral Surgeon Needed** in San Francisco. Great Comp. Will split cost of flight and hotel. One day per month. richard@inglesidedentalsf.com

**Rent Space** Rent Single Ops or Entire Office. 5 days/wk available. San Juan Capistrano. Call Maryam 818-903-5968.

**BACK ASSISTSNT** needed for Downtown LA office FT/PT 10-7pm email CV to info@riverdentistry.com Looking for immediate hire.



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- PRACTICE TRANSITIONS • FINANCIAL ASSISTANCE • PROVIDES BUYER OR SELLER REPRESENTATION

**BUENA PARK** - GROUP SOLO PRACTICE w/ 41 Years of Goodwill. Excellent corner location convenient to the 5 and 91 freeways. Seller has two treatment rooms, and there is a room for overflow. Seller has his own staff, phone number and charts as well as ownership of his equipment. The suite is 1600 sq. ft. and his half of the rent is \$1,400/month!. 80% insurance - 20% cash - long-term quality staff and 5 star Yelp reviews!. Dr. is retiring - works 32 hours a week. This is the perfect practice for someone who wants to work a shorter schedule and split the costs of rent and some overhead.

**FOUNTAIN VALLEY** - 4 eq. treatment rooms & 2 plumbed, partially eq. treatment rooms in a well-appointed suite located in a single story, free standing building. Busy shopping center location w/ lots of parking. Rent is \$3,200/month. Retiring Seller. Dentrix Software, Digital X-ray, and Intra Oral Camera. Long term staff. Strong Hygiene department. Projecting approx. \$540,445 for 2017. \$407,000. *Accepted offer, back up offers encouraged.*

**FULLERTON** - 4 eq. treatment rooms in a 1,100 sq. ft. suite located on Harbor Blvd. near downtown Fullerton. Excellent signage and ample parking in the rear of building. Bus stop right out front and lots of foot traffic. Seller started the practice approx. 9 years ago, works 2.5 days/week, and plans to retire. 5 Star Yelp reviews. **Low Overhead.** Recently Reduced \$125,000. *Accepted offer, back up offers encouraged.*

**GARDEN GROVE** - For those of you looking for a practice and real estate - THIS ONE IS FOR YOU!!! (or sign a long term lease with options to renew). Located just off the 22 freeway, this office was completely remodeled 2.5 years ago, and the rebuild is awesome. There are 5 treatment rooms in this 1,850 sq. ft. stand alone building. Corner location - grandfathered pole sign. Off-street parking in front of and behind the office! This design must be seen to be appreciated. There is a 33 year+ established patient base. The practice is surrounded by a residential area close to the border of Anaheim and Garden Grove in OC. All digital - paperless office (including a digital sensor). You must see this to appreciate it. *Accepted offer, back up offers encouraged.*

**HACIENDA HEIGHTS** - 3 eq. ops. & 1 plumbed not eq. op. in a 975 sq. ft. suite located in a single story, busy, strip shopping center convenient to the 60 freeway. 20 Years of Goodwill. Seller is moving out of the area. **Price Reduction \$80,000.**

**HUNTINGTON PARK - NEW LISTING WITH REAL ESTATE FOR SALE OR LEASE.** The spacious lot has two buildings. The front unit is an active dental office with 2 equipped and one more room plumbed. There is a large lab, Pano Area and storage. You can keep the tenant if you are looking at this as an investment, or the tenant can leave if you want to practice in the location yourself. The tenant is paying \$3,158 a month with 3 year increases - triple net. The lot is on a main street with excellent signage and the front building was recently painted. Parking is available behind the first building and on the street in front of the office. Close to the freeway. Building to the back of the property has water and electric, is a shell cleared to the walls and floor so you can build it out to your needs and specs.

**LA HABRA - NEW LISTING** - 4 eq. treatment rooms & 1 plumbed not eq. treatment room in a 1,600 sq. ft. suite located in a frequented, single story, strip center on a busy street with Excellent exposure and signage. Suite is streamline and nicely designed. Rent is \$2,740/month. The practice has not met its full potential on a 3 day work week. Priced to sell **\$135,000.**

**LA PUENTE** - Practice w/Real Estate for Sale - 4 eq. treatment rooms in a 2,400 sq. ft. suite located in a single story, freestanding building on a busy corner with large, pole signage. 37 Years of Community Goodwill. Retiring Seller. Projecting approx. \$328,132 for 2017 on a part time schedule. Accepted offer, Back up offers encouraged. **Under offer, back up offers encouraged.**

**LANCASTER** - New Listing - Located in Downtown Lancaster, this office is right in the heart of town, on a corner, with excellent exposure/signage. There are two major banks on two of the other corners, and the practice is close to the Lancaster Performing Arts Center. **6 eq. treatment rooms in a 2,600 sq. ft. spacious suite.** The office is **digital.** There is a **Pano** that has only been used a few times since purchased that can be upgraded to connect into the system. **34+ Years** of Community Goodwill. **Retiring Seller** who currently works 4 days a week. Long-term staff. 90% PPO and 10% Cash. **Collected \$829,367 in 2017!**

**LAKE ARROWHEAD** - 6 eq. treatment rooms in a 3,000 sq. ft. suite located in a single story, professional building w/ 28 years of community Goodwill. Retiring Seller and excellent, long-term, knowledgeable staff. Spacious suite with large windows throughout and lots of storage. Modern office with Carestream Software, Intra Oral Camera, Dexis Digital X-Ray, 3M True Definition Digital Impression Scanner and Picasso Lite Diode Laser. Fee for Service. Practice has a history of collecting over \$1 Million since 2005.

**LOS ANGELES** - New Listing - 4 eq. treatment rooms and 1 plumbed not eq. treatment room in a 1,500 sq. ft. suite located in a single story, store front building on a busy street with excellent exposure. 40+ years of Goodwill. Seller works 2.5 days a week but would like to concentrate on his other practice in Valencia. Collected \$460,828 on a part-timeschedule. Practice has the potential to be open more days a week. \$298,500

**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 Upland. Rent is only \$1,200/month. Low Overhead! Recently Reduced \$105,000.

**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. Open Dental Software. Seller currently works 3 days a week and is projecting approx. \$255K for 2016. Seller added Medical late last year and is on target for a nice increase this year. **Price Reduction \$199,000.**

**SANTA MONICA** - Beautiful, light filled suite with high ceilings containing 2 spacious treatment rooms in 905 square feet. Street level location with good visible individual signage. Rent below market including 4 free parking spaces. Well-maintained and well-managed fee for service practice. Low overhead. Seller has a solid patient base with a history back to 2001 and before. Excellent 5 Star Yelp reviews. Seller does no advertising. Knowledgeable, long term, caring staff. Seller retiring. Collected approximately \$646,079 for 2017 working 4 days/week with 1 month off. Income stream is 50% Insurance & 50% Cash.



## Notice to Buyers!

Our inventory has been changing weekly so be sure to visit our website to check for new listings and/or to see if a listing advertised here is still available.



**Ellen Wood**

RE Agent - Sales & Marketing Associate  
17 Years in the Dental Practice Sales Industry

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**DOWNEY LOCATION** – 6 treatment rooms in a 2,100 sq. ft. suite located in a single story, professional building with a great location off of Paramount Blvd., close to the 5 freeway with excellent street signage, visibility, and ample parking. Suite is inviting, comforting, spacious, offers plenty of storage, and a large lab. Established as a Dental practice for over 40 years. Rent is very reasonable at \$3,550/month. Successful Seller is relocating to his own building. **Price Reduction \$65,000.**

**SIMI VALLEY** - *New Listing* - 3 equipped treatment rooms in a 832 sq. ft. suite located in a single story building convenient to the freeway. The suite was remodeled in late 2016, early 2017. Well designed, clean, and efficient use of space. 40 Years of Goodwill. Retiring seller currently works 25-30 hours a week. 80% PPO & 20% Cash. Rent is only \$2,275/month. 5 Star Yelp Reviews. **Low Overhead!**

**WEST COVINA** – 3 eq. treatment rooms in a spacious suite located in a single story, medical/professional building on a busy street. 30+ years of community Goodwill. Low Overhead; Rent is only \$1,800/month. Retiring seller currently works approx. 27 hours a week. 90% Insurance, 10% Cash. Collected approx. \$242,405 in 2017. **Price Reduction \$189,500.**

**LA/EAGLE ROCK LOCATION** – 6 eq. treatment rooms & 1 plumbed not eq. treatment room in a 2,350 sq. ft. suite. Good, busy location w/ parking in the back and easy access to freeways. Suite was completely remodeled in 2006. Rent is \$5,552/month. Established as a Dental Practice for over 11 years. Potential to be a great Multi-Specialty location. Motivated Seller! Leasehold Improvements & Equipment Only.

**SAN PEDRO** – *New Listing* - Excellent practice located in a retail center with Starbucks right next door. **3 eq. treatment rooms in a 1,500 sq. ft.** professional, upscale suite located in a single story building off a busy intersection. Great signage and exposure Seller currently works 3 days a week but would like to concentrate on his other practice. The practice has the opportunity to book more days per week. Outstanding rapport with the local unions. OpenDental Software, Intra Oral Camera, Digital Xray, and equipment that averages 4 years new. 80% Insurance and 20% Cash Income Stream. **Must see to appreciate.**

**SHERMAN OAKS LOCATION** – 3 treatment rooms in a 1,000 sq. ft. suite located in the Sherman Oaks Medical Plaza on Van Nuys Blvd. convenient to the 101 freeway. Established as a dental practice for 7 years. Seller is moving the patient charts to a Reseda practice. Rent is \$2,991/month. A must see! \$89,900. *Accepted Offer - Back up offers encouraged.*

**SOUTH GATE** - 4 eq. treatment rooms & 1 plumbed not eq. treatment room in a 2,700 sq. ft. suite located in a single story, busy, strip shopping center with excellent visibility. Convenient to the 710 and 105 freeways. 5 Star Yelp Reviews and Excellent are reputation. 22 Years of Goodwill. Rent is \$2,800/ month. Seller is moving out of the state. Collected approx. \$445,345 in 2017. *Accepted Offer - Back up offers encouraged.*

**THOUSAND OAKS** - *New Listing* - 2 equipped treatment rooms & 2 plumbed not equipped treatment rooms in a **1,348 sq. ft. suite** located in a single story, professional building. Convenient to the 101 freeway. Rent is very reasonable at \$2,207 month. **38+ Years of Goodwill.** 55% Insurance & 45% Cash. High Collection Ratio. **Retiring Seller.** Collected approx. \$184,924.41 on a 16 hour work week in 2017. **Untapped Potential!** 5 Star Yelp Reviews \$99,500. *Accepted Offer - Back up offers encouraged.*

**TORRANCE** - *New Listing* - 4 eq. treatment rooms and 1 plumbed not eq. treatment room in a 1,250 sq. ft. suite. Excellent location on a busy street. **38 Years of Community Goodwill. Retiring seller** that currently works 30 hours a week. Seller recently brought in an Endo and Perio. Great Staff in place. PPO/ CASH Practice. **Collected approx. \$705,219 for 2017.** *Accepted Offer - Back up offers encouraged.*

**UPLAND LOCATION** – *New Listing* - 1,600 sq. ft. dental suite ready to go. This has been an existing dental office for the last 12 years - Seller relocating to his own building. Located next to the intersection in a very busy shopping center, there is excellent signage to the street. This is a space-offering plumbed and ready to go with 5 treatment rooms. Spacious build out - good design, wired for digital. Perfect for someone who wants to start from scratch without going through build-out, or someone in the area that wants an excellent lease. Lease will be approximately \$3,800 a month - and we have an excellent lease negotiator that doesn't charge buyers to assist in getting the best deal possible. \$50,000.

### Sold in the last 60 Days:

Long Beach, Montclair, Valley Village, Fountain Valley, Valencia, West Hollywood Perio, Toluca Lake.

## SPECIALTY PRACTICES

**COSTA MESA PERIO** – If you are looking for a Perio office in a beautiful setting, you need to visit this one. Located across from the Newport Golf Course, and close to the Newport Back Bay, this 4 treatment room, 1,200 sq. ft suite is in a frequented two story multi-use building on a busy corner. Excellent visibility with plenty of parking. Dr. works here part time, and the practice has a long history.

**HUNTINGTON BEACH** - 4 eq. treatment rooms in a spacious, nicely designed suite located in a newly **renovated** building with excellent visibility. Large windows with plenty of natural light and great views. Rent is \$4,200/month. 30+ years of Goodwill. Seller currently works 2 days a month but would like to concentrate on his Glendora practice. **Approximately 125 active prosth patients are included in the price - \$150,000,** or if you want him to take the patients with him, he will **sell the build-out for \$75,000 firm.**

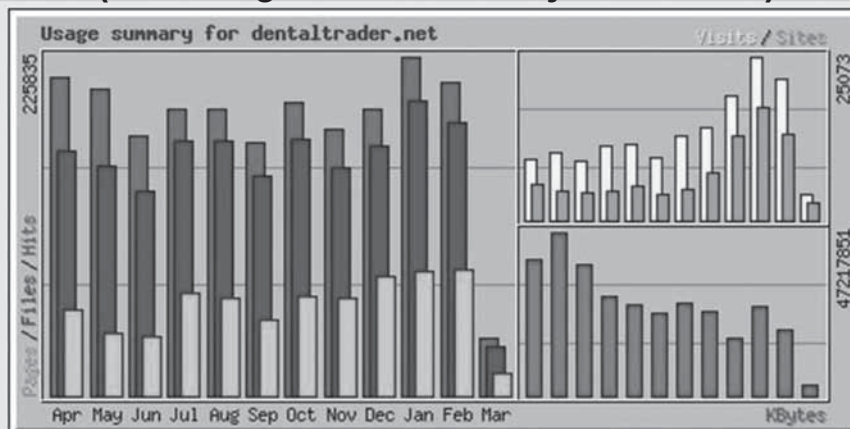
**TEMECULA** – *NEW LISTING* - This practice is focused on General and Mini Dental Implant Dentistry. The seller is an instructor in Mini Dental Implants, and can train you if you are not familiar with this technique. About 35% of production is related to Mini Implants. It is a successful niche practice in a great location with low overhead & room for expansion. Convenient to the 15 freeway and located in a busy strip center, there is an upstairs area of about 250 sq. ft. that would be perfect for a private office. On the main floor, there are 3 equipped treatment rooms & 1 plumbed not equipped treatment room for 1,350 sq. ft. downstairs and 250 sq. ft. upstairs for a total of 1,600 sq. ft. suite. Rents for \$3,605/month. Solid, qualified long-term staff. 6 years of Goodwill. Nice design, large windows. 50% cash & 50% Insurance. Collected over \$1.2 Million in 2017. Seller has an opportunity to teach nationally - the price shows he is motivated!

# 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 the 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!

(Server log statistics in early March 2017)



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

After 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.”

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**Periklis Proussaefs DDS, MS** is a prosthodontist and Associate Professor at Loma Linda University. Dr. Proussaefs has published over 50 peer-reviewed articles in the dental literature, and has been serving as an Editorial Board member for the Journal of Prosthetic Dentistry, the Journal of Prosthodontics, and the Journal of Oral Implantology.

Dr. Proussaefs has received formal training in all forms of sedation since 1997. Part of his residence program at LLU included full time training in general anesthesia. He has been providing dental care for patients under I.V. (moderate) sedation or oral (minimal) sedation. His seminars focus on SAFETY, and in particular airway management, patient monitoring, and handling emergencies. The course involves lecturing, hands-on practicing on a manikin, and real patient experience. The discussion with the instructor will focus on sharing the instructor's 20 years' experience in sedating dental patients.



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**9:00 am-4:30 pm**

**Registration 8:30 am**



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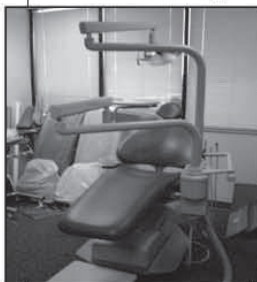
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## Riverside County w/ Condo Suite for Sale

Offering over 20 years of Goodwill. The practice is housed in approx. 1500 square foot suite condo in two-Story Professional Building. This prime area in Riverside County has major housing developments going up in the immediate surrounding area of this office, attracting 100s of new families into the area. The office offers 4 operatories, Digital x-ray, Easy Dental Software and much more. The office collected \$543,171 in 2017. Seller works 3 days per week and associate works 2 days per week. Condo suite is available for sale. Seller will consider lease as well. A must see opportunity!!!

## FEATURED LISTING



### RIVERSIDE COUNTY

#### CORONA

#### COMMERCIAL PLAZA LOCATION

The office is conveniently located off the 91 freeway providing easy freeway access. Offering two operatories, Pano, Digital X-ray, Open Dental Software and Much more. Ideal opportunity for satellite office or specialty practice. Ample patient parking and reasonable rent terms. Save thousand in build-out cost. \$45,000.00.

### SAN BERNARDINO COUNTY

#### CHINO

#### PRACTICE COLLECTING OVER \$579,102 IN GROSS REVENUES IN 2017

This 4 operatory facility is located in Two-Story Professional Building in prime area of Chino conveniently located off the 71 Freeway. The surrounding area has had major development with retail shopping centers, restaurants and other businesses. The practice has a history of being quite profitable collecting over \$579,102 in gross revenues in 2017. This practice offers 12 years of Goodwill, digital x-ray, intra-oral camera and much more. Seller owns condo suite and will offer reasonable rent with first right of refusal to purchase condo at a later date. Truly a GEM!!!

### LOS ANGELES COUNTY

#### HACIENDA HEIGHTS

#### SHOPPING CENTER LOCATION

This leasehold & equipment opportunity is located in well-established shopping center location on Hacienda Heights Blvd, just North of 60 Freeway. Vons Market and Rite Aid are the main anchors stores in the center. The office offers 4 operatories (2 ops

fully equipped) in spacious suite with great exposure and foot traffic. Priced below replacement cost at only \$59,500. Will save Buyer hundreds of thousands of dollars in built-out cost. Seller purchased condo suite and moved his patient base to new location. Call for details.

#### LOS ANGELES

#### STRIP SHOPPING CENTER LOCATION

Location provides excellent signage and foot traffic. The office offers five fully equipped operatories in 1060 square foot suite. Offering Dansereau chairs and Adec Chairs, Digital Pano, Intra-oral camera and Practice Web software. Five computer work stations throughout the office. Equipment is only (5) years old. Seller moving his patient base to other LA office. Priced below replacement cost, saving hundreds of thousands of dollars in build-out cost. \$82,500.00

#### LOS ANGELES COUNTY PRACTICE

#### CITY OF BELL W / REAL ESTATE FOR SALE

Free standing building located on major thoroughfare providing excellent exposure and signage. Easy commute from 710 freeway on highly traveled artery with thousands of daily commuters. The practice offers 6 eq. ops in 2,194 sq. feet building with ample private parking. This great locations attracts 40 new patients/mo. Digital X-ray, Intra Oral Camera, Practice Web Software and equipment that averages 7 years old. Collected \$440,391 in 2016.

#### PASADENA

#### NEW LISTING

Offering over 17 years of Goodwill serving the community. Store Front location on major thoroughfare across the street from large shopping center attracting 20 new patients per month. Great signage and exposure. Practice offers 3 operatories in 1000 square foot suite. There is ample free patient parking in the rear of building.



# in Dental Practice Sales



Offering reasonable rent and asking only \$150,000.00. Call now, will not last on the market.

## PASADENA STORE FRONT LOCATION

Located on major thoroughfare providing excellent exposure and foot traffic attracting an average of 15 new patients per month. This practice offers great potential for the Buyer who will work full time. Seller has elected to work 2 1/2 days a week since she opened the practice in 2007. Collecting over \$263,000 this year on limited work schedule, this practice offers 5 operatories, computerized with Easy Dental software, digital x-ray. Truly a must see opportunity. Call now. Will not last on the market!!!

## 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 \$191,757 in 2016.



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## ORANGE COUNTY

### ANAHEIM DENTAL LOCATED ON MAJOR THOROUGHFARE

#### REAL ESTATE FOR SALE

Beautiful built-out facility, completed renovated inside and out located on State College Bl. providing excellent exposure and signage. Conveniently located providing easy freeway access from the 91 Freeway, 5 Freeway and 57 Freeway. This office offers 4 operatories (2 equipped), digital x-ray. Sirona Pano and much more. Truly a GEM. A Must See Opportunity!!! **PRICED REDUCED**

## ORANGE

### COMMERCIAL PLAZA LOCATION

This great opportunity offers 4 operatories, (2 equipped) in nicely decorated 1400 square foot suite in two-story commercial plaza on Tustin Avenue, just south of Katella Avenue. This ideal location provides excellent signage, foot traffic and easy freeway commute. This paperless office offers digital x-ray and equipment is only 10 years old, but hardly used. Seller only working 1 1/2 days per week. The office collected \$94,690 in 2016 on 1 1/2 days week. Call now!! **Priced below replacement cost at \$85,000.00.**

#### TURNKEY OPPORTUNITY

Located in free standing building on major thoroughfare providing excellent signage and exposure. Easy freeway access from the 22 Freeway. This ideal location attracts an average of 30 new patients per month. The 2021 square foot office has been completed renovated and offers five fully equipped operatories, New Carestream digital Ceph/Pano, intra oral camera, paperless office and much more. The chairs have been newly refurbished and the office shows pride of ownership. The office has been opened since Jan 2017 and collected \$191,372 in 2017. Call now, this opportunity will not last on the market.

## SOUTH ORANGE COUNTY

### NEW LISTING

Ideal for someone looking for room to expand. The office offers 6 operatories, 3 equipped in large 2000 square foot suite. Located in professional building in prime area of South Orange County. Practice is computerized, digital x-ray and much more. Priced below replacement cost. This Turn-Key opportunities offers great potential. Call now for details.

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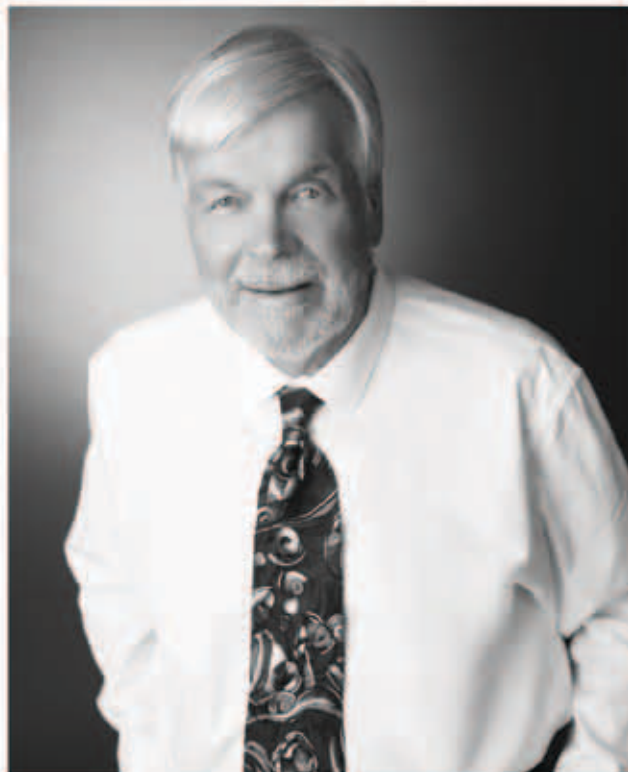
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**Cecilia Chen, Esq.** always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. -Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: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

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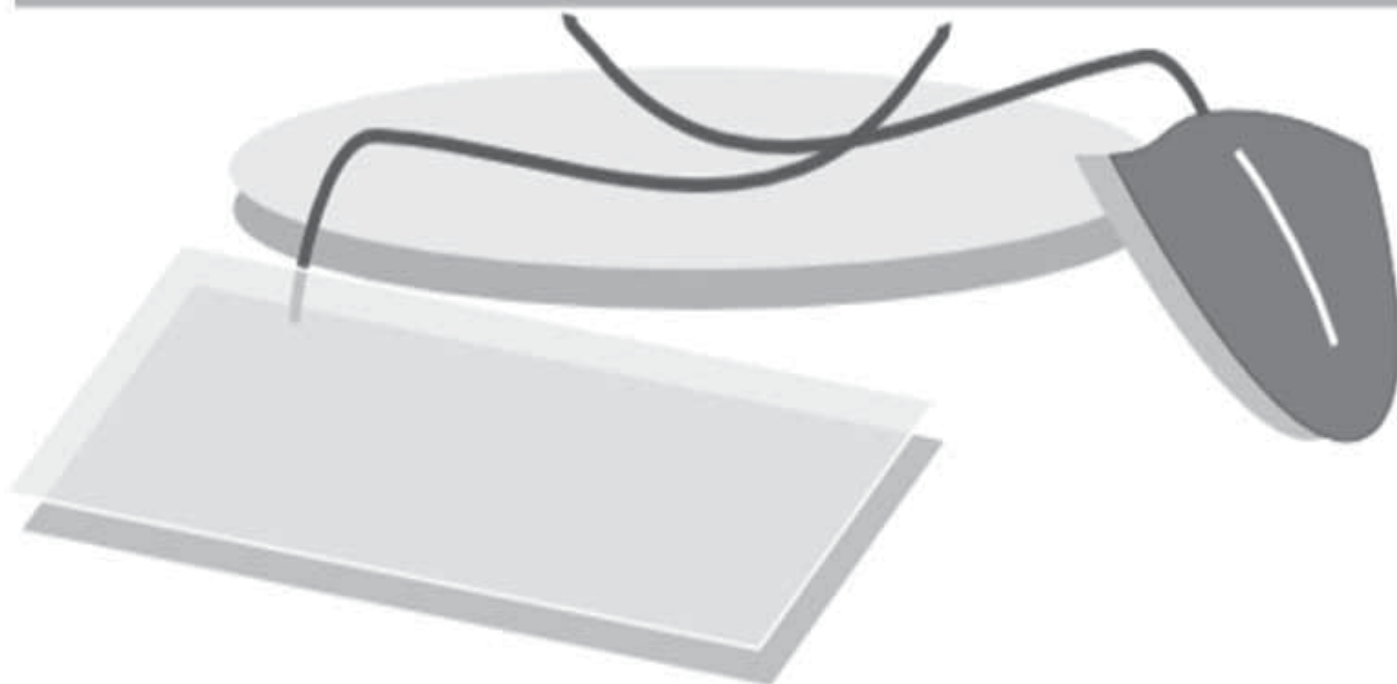
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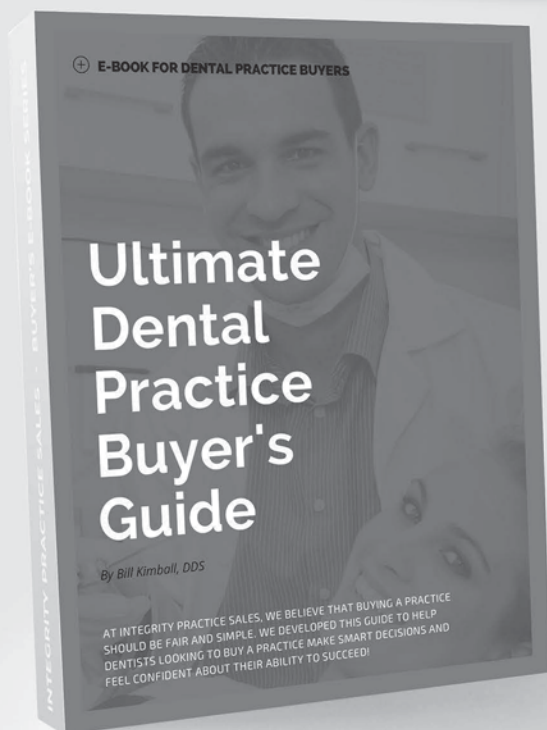
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