

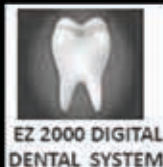
# THE Dental Trader

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So. Calif. Edition

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### **Upcoming Events**

**May 3, 2019**

**2019 Practice Transition Seminar | Jason P. Wood**  
 American Association of Orthodontists, Los Angeles, CA

**July 21, 2019**

**“California Dental Practice Act” | Patrick J. Wood**  
 Punjabi Dental Society, Montebello, CA

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**A-dec Chair** used, functional, DCI light and delivery unit sale \$2100. Email dentaleq12@gmail.com for photos & details.

**Beautiful 6** operatory West Los Angeles (Brentwood) dental office for sublease. 310-820-0093 (Sharon).

**Hiring Dentist in Orange County.** \$9,500 Sign-up Training Bonus is Offered. Send Resume to dentistjoboc@gmail.com

**2008 air techniques scanx IOILE.** no software. If interested text me at 4247032347. Asking 2900\$

**Close dental** office. Good dental chairs with complete system for sell. Xray. Sterilizer and more. Please call 9493103388

**Leasehold, Garden Grove.** 4 chairs, 3 full. 1000SF, \$2700/mo free electricity. newly remodeled. 80K. ronybikecrew@gmail.com

**Licensed DDS** wanted for hygiene only. Lovely small boutique type office in Manhattan Beach. Contact Ana (714)469-9223

**Orthodontist needed** once a month in Riverside nopaindentistry@gmail.com

**Looking for a pediatric** dentist to share space with orthodontist in Whittier, ca. Email me Orthopedodoctor@gmail.com

**Implantologist in your office.** implantforever@gmail.com.

**Associate dentist** needed. Saturday and Sunday. San Diego. call 7147183446 or email drleeseminar@gmail.com

**Dental Hygienist RDH** wanted in a private practice at Rancho Cucamonga for Monday position. easydental@yahoo.com

**PG-1000 Panoramic** X-ray Machine, Film, 1999, Used, Works fine. Local pick-up. \$1999 or BO. More info: 562-458-0030

**General Dentist** Wanted. Saturday and Sunday. full time. Great Opportunity to learn in North San Diego. 7147183446

**Pasadena Dental** Space to share, great location call or text Hamlet (818)749-1841 for pics, and detail information.

**Implant Specialist** at your practice. For more information, contact iimplant@gmail.com or send the text to 909-374-4927.

**Leasehold in Cypress/Buena Park.** 4 Ops, Great location on main street. Email to cypressdental@yahoo.com if interested.

**Dentist needed** for 2-3 days/wk for 2 weeks. Travelling out of town for emerg. Please contact Dr. Patel 9094375450.

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**El Cajon** Four ops \$455K Free standing building Real Estate Large lot. Practice \$70K elcajon.dds@gmail 619 403 3358

**Office in Reseda for sale** by owner. 2ops & 2xrays low rent. For quick sale 19k or best offer Please text 7144024854

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**Santa Barbara** Dental office for lease. 4 rooms 3 operatory 2 x-rays no patient, ready. please call 8056375670 after 5pm

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**Part time** dentist needed for an office in palm desert area with great pay. Please call 818-437-4666.

**Dentist Needed** at Desert Hot Springs & Yucca Valley CA email resume to hartdentalv@hotmail.com

**For sale** by owner, Encino Practice grossing 1.1mil+, over 50 yrs goodwill. Encino4sale@gmail.com No Brokers please





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May 16-18  
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Paul Maimone Broker/Owner  
CA Broker #01172430

## KERN COUNTY

**BAKERSFIELD #27** – PRACTICE & BLDG. FOR SALE. (4) op comput. G.P. & duplex bldg. On a main thoroughfare w/ excell. exposure/visibility/signage & parking. (30+) years of Goodwill. Pt. base is Cash/Ins/PPO & Denti-Cal. 2018 Gross Collect of \$510K+ on a (3) day wk. (45) new pts/mos. Eqt'd w/ digital x-rays & pano. Paperless office, electronic billing, & Dentrix s/w. Bldg is 4,388 sq ft. There is an existing tenant in one unit. The dental office is in the other. Seller relocating, but will assist w/ transition. **Back on the Market.**

**BAKERSFIELD #28** – PRACTICE & BLDG. FOR SALE. Be your own Landlord! (4) op/3 eqt'd comput. G.P. & duplex bldg. On a main thoroughfare w/ exposure/visibility. (48+) years of Goodwill. 2017 Gross Collect \$400K+ on a (4) day week. Seller does no advertising and refers out Ortho, Perio Surgery, Implant Placement, Complicated O.S. and Endo. Pt. base Cash/Ins/PPO. No HMO & No Denti-Cal. Easy Dental s/w. Seller is taking a govt. position, but will assist with transition. **NEW**

**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 #5** - (3) op comput. G.P. in a two story prof bldg with easy fwy access. (30+) years of Goodwill. Ave. Annual Gross Collect \$550K. (4½) days/wk of hygiene. Cash/Ins/PPO. Brand New Digital X-Ray System with (2) Suni sensors. Seller refers out all Endo, Ortho, Perio, Diff O.S. & Implant Place, & does no advertising. Primed for Growth. Seller retiring.

**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. **SOLD**

**EAST L.A. BLDG & G.P. PRACTICE** - Free stand, single use prof. bldg. with existing dental pract. to be sold concurrently. Owner has operated the pract. @ this location 40+ years, Cash/PPO Pt. Base with no HMOs & No Denti-Cal. (4) ops eqt'd. Reported Gross Collect. approx. \$200K/yr. p.t. Refers out Diff Endo, Diff O.S., Perio Surgery, & Ortho. Seller does no implant place, nor any implant restorations. Seller has no website, & does no advertising. Primed for growth with a new owner who keeps the specialties in house, does some adv., has a website, & is open more. Located in a high traffic count area, close to major fwys, residential neighborhoods, & shop. ctrs. Seller retiring.

**EAST SAN FERNANDO VALLEY ORTHO/PEDO** - Located in a free stand, duplex bldg. on a main thoroughfare. Excellent exposure & visibility. (60) yrs of Goodwill. Cash/Ins/PPO pt. base. No Denti-Cal, no HMO's, no nights, & no weekends. (3) chair open bay, (1) op quiet room & (1) x-ray room. Pano eqt'd. Annual Gross Collect. \$479K+ on a (4) day wk. Annual Net of \$154K+. Averaging (5) Ortho new starts/mos. Seller does no advertising other than website. Growth potential. Seller is retiring, but is willing to transition.

**ENCINO** - (4) op comput. G.P. in a high end prof. bldg. on a major thoroughfare. Computer Age s/w, digital x-rays, electric hand pieces, & approx. (10) yr old eqt. (3) yr Ave Gross Collect \$500K on a (4) day wk. Fee for Service Only! No HMO, No Denti-Cal, No Nights & No Wkends. (50)+ years of Goodwill. Seller retiring, but is willing to help Transition.

**GLENDAL/EAGLE ROCK AREA** - (5) op G.P./ (4) ops eqt'd. Located in a small, one story prof. bldg. on a main thoroughfare w/ excell. exposure, visibility, signage & parking. Gross Collect ~ \$500K/yr. on a (4) day wk. Cash/Ins/PPO pt. base w/ No HMO & No Denti-Cal. (6-8) new patients/mos. Seller refers out Implant Place., & all O.S., Endo, Perio Surgery, Ortho & Pedo. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w/ more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w/ the transition.

**L.A. (HANCOCK PARK)** - (4) op comput G.P. (3) ops eqt'd. In a well-known Prof. Bldg. on a major thoroughfare. Reported Gross Collect approx. \$200K/yr. p.t. Cash/Ins/PPO. Seller retiring but will assist with transition. **SOLD**

**PASADENA** - (3) op comput G.P. located in a prof. bldg on a main thoroughfare. (38)+ years of Goodwill. Pt base is FFS only, w/ no PPO's, no HMO's & no Denti-cal. 2017 Gross Collect \$332K+ on a (3) day wk. Seller averages 8-9 new pts per mos. Digital x-rays (w/ XDR) & Dentrix s/w. Seller refers out all Endo, Perio, O.S. Ortho, Pedo & implant placement. Seller is retiring, but will assist w/ the transition. **PENDING**

**SUNLAND** - (3) op comput. G.P. located in a free stand bldg. On a major thoroughfare w/ excellent exposure, visibility & pole signage. Cash/Ins/PPO/HMO/Denti-Cal pts. Seller working p.t. Annual Gross approx. \$200K. Great starter or Satellite. Seller retiring. **PENDING**

## ORANGE COUNTY

**ANAHEIM** - PRACTICE & BLDG. FOR SALE. (6) op comput G.P./ (4) ops eqt'd, (2) add. pmbd, plus an add. rm that could accomod a (4) bay Ortho area or (2) large surgery rms. Perfect for a Specialty Pract or a large Clinic. Recently remodeled bldg. is free stand, & at an intersection on a main thoroughfare. 2,232 sq. ft., w/ excellent exposure/visibility/signage & pking. (28+) yrs of Goodwill. Pt base is Cash/Ins/PPO/Denti-Cal. 2017 Gross Collect \$282K+ on a relaxed schedule. Eqt'd w/ digital x-rays. S/w is Practice Works. Seller retiring, but is willing to transition. **SOLD**

## RIVERSIDE COUNTY

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## SAN BERNARDINO COUNTY

**SAN BERNARDINO** - (5) op computerized G.P. (3) ops eqt'd, 4th partially eqt'd and 5th used for x-rays. First floor of a Prof. Bldg. 2017 Gross Collect. \$383K w/ 2018 Projected at \$400K+ on a (4) day wk. (14-16) new pts/mos. Cash/Ins/PPO/HMO/Denti-Cal. Approx. \$3.5K/mos. in Cap. Low rent. Seller refers out diff. O.S., & Endo. Digital & Easy Dental. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w/ more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w/ the transition. **NEW**

## SAN DIEGO COUNTY

**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! **SOLD**

## SAN LUIS OBISPO COUNTY

**CENTRAL CA COAST** - High producing & very profitable G.P. with Seller work back. (7) op comput. G.P. located street level in a smaller professional bldg. near the downtown business district. 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. **SOLD**

## VENTURA COUNTY

**VENTURA** - (6) op comput. G.P. with Pano, Ceph, Laser & softdent s/w. Cash/PPO/HMO pts. Mos. Cap ck. approx. \$4.5K. 2018 Gross Collect. \$534K p.t. Does no adv. Refers most specialty work. Growth potential. **NEW**

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**Dental Assistant/RDA** North Hills, CA Full-Time \$15-\$18/hr email resume to hr@mccn.org fax 8189983579

**Digital Pano/Ceph** for sale Soridex CRANEX™D Must sale, best offer, Please call 714.970.0833

**Ritter x-ray** chair, Model B located in Culver City, CA Contact Judy at (310) 839-2722

**Dental Assistant NEEDED.** Email resume @ shdcranchoffice@yahoo.com or Fax it at (909)463-6866

**DA/RDA FULL** time position available @ LF Dental in Lake Forest, CA - contact om.california4@gmail.com

**Pt/full time** dentist position available ASAP private office in Bakersfield. New grads welcome. Call (661) 487-9352.

**GP office** for sale at Rowland Height. Professional Buiding,3 chairs, digital x-ray. 8 years. Contact at 626-321-6608.

**General Dentist** needed 4 days/wk in Van Nuys. At least 3yrs exp. I Please email resume to bestfamilydentist@gmail.com

**office space** 3 op all euiped with xray for sublet for specialist and /or Gp beautiful encinitas, toothak@gmail.com

**Volunteer RDHs** needed@ www.SmileUntoHim.org free dental clinic. Contact Eileen@SmileUntoHim.org or 951-977-9415.

**Volunteer DDS/DMDs, general & specialty,** needed@ www.SmileUntoHim.org in Riverside. 951-977-9415 for more info.

**Gendex GX** 770 x-ray unit located in Culver City, CA. \$700 Contact Judy at (310) 839-2722

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**Associate GP** P/T to F/T in the SF Valley. Comfortable with adults and children. Email CV to LADDS96@gmail.com

**Pediatric dentist** or wanted for a private multi specialty group in Fontana and Upland.Send resume to pjra76@yahoo.com

**Dental assistant** needed full or part time in our Anaheim office. Must speak fluent Spanish. Call/text 8186404848

**2 Belmont** 20+ package for sale. information to sofiao.aig@gmail.com or )626)825-4406

**DENTIST** needed to cover April 1-5 for a vacationing dentist in Rancho Cucamonga/Hesperia Email: f.dentistry@yahoo.com

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**Impression & Temporary Guns** DS50 4:1/10:1, one Danville & one Dentsply gun, 50.00 each. e-mail im2near@yahoo.com.

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**PERIO PRACTICE FOR SALE-ORANGE COUNTY:** 5 Ops, 4 Doctor & 9 Hygiene days/wk. Long history of \$1M/yr. Coll w/low overhead. HSPPT-Kerri McCullough 949-300-0312 #CA520

**Per diem** Dentist wanted DTLA Daily rate \$600, avg 11 pt/day, mostly fillings/crowns, some RCT. Dentaltraderad@gmail.com

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**Impression Guns** DS50 1:1/2:1, one Discus Dental & one Kerr SDS, 45.00 each. e-mail im2near@yahoo.com.

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## Dental Practice for Sale Los Angeles County, CA

### **Beverly Hills** - Gross ~\$629K

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

### **Beverly Hills** - Just Renovated

- Grossed ~ \$365K
- Good Location. 3 Eq. Ops.

### **Covina** - New Listing!

- Front St. Location. Low overhead
- Mostly PPO/Dental
- 4 Ep.Ops. + 3 plumbed.
- Starter Office, 2,000 sq. ft.

### **Glendale** - Gross ~\$484K.

- Seller Retiring. GP with Ortho.
- Mostly Cash/PPO. 4 Ops
- Great Location: Commercial

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

- Shopping Ct. Reasonable Rent.
- 10 years of goodwill.
- 4 Eq. Ops + 1 plumbed

### **Lakewood** - New Listing!

- Main intersection/Shopping Ctr.
- Gross ~ \$425K. 5 eq. ops. + 1
- Opens Mon-Thurs.
- Lots of outside referrals.
- ~70% Dental & 30% PPO/Cash

### **Lawndale** - Equip. & Leasehold

- 5 Belmont Chairs, ~2,240 sqft
- Strip Mall, facing Main St.

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

- Affordable Rent! Seller Retire
- Most Dental, some CASH
- Currently Opens 3.5 days/wk

### **Los Angeles** - New Listing!

- Starter Practice & Real Estate
- Freestanding Bldg at intersection
- ~1,245 sq.ft. + 3 Ops

### **Los Angeles** - Gross ~\$375K

- Opens 4days/wk. No Weekend
- Mostly Cash, PPO & Denti-Cal.
- ~1,400 sq.ft. 3 Ops.

### **Los Angeles** - Coming Soon!

- Grossed ~ \$750K
- Seller Retiring. Shopping Plaza
- 7 Eq. Ops+ 2 Plumbed.
- General & Ortho Office
- 40-60 new pts/month
- Associate Run Office

### **Monterey Park** - Gross \$570K

- Large Shopping Center
- Mostly Cash/PPO
- Seller retires. 20 yrs. goodwill

### **Palmdale** - Equip & Leasehold

- Reasonable rent. ~2,200 sq.ft.
- 5 Eq. Ops + 1 add'l plumbed
- Front street location

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

- Nearby shopping plaza, 4 ops
- Reasonable rent. ~1,300 sf

## Dental Practice for Sale Orange County, California

### **Anaheim** - New Listing!

- Equipment & Leasehold
- Shopping Plaza facing main st.
- 4 Eq. Ops., ~1,200 sq.ft.
- West Anaheim close to Fwy 5

### **Cypress** - Equipment & Leasehold

- Commercial plaza. ~1,900 sqft
- 6 Eq. Ops + 2 add'l plumbed.
- Easy access to freeways

### **Garden Grove** - Corner Lot!

- Freestanding Building
- Contains Parking Lot.
- 3 Ops + 1 plumbed. ~1,600 sf
- Easy Access to Freeway 22

### **Garden Grove** - Busy Street!

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

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

- Starter Office on busv street.
- 4 Equipped Ops. ~1,500 sq.ft.
- Opportunity for growth & expansion

### **Santa Ana** - Starter Practice

- Front St. Location. Ample Parking
- New equipment & just renovated
- 2,000 sq.ft. + 5 Ops.

## Dental Practice for Sale Riverside County, CA

### **La Quinta** - Gross ~\$1.5 Million

- Retired Doctor
- ~60% Insurance & 40% FFS
- Beautiful & High Tech Office
- 27-33 New Pts/month
- 10-12 hygiene days/month

### **Palm Springs** -

### **Practice & Real Estate**

- Gross ~\$1.1M. ~2,500 sq.ft.
- GP & Implant Placement
- 5 Eq. Ops. + 1 add'l plumbed
- Monthly Cap Check ~ \$6-7K
- Freestanding Bldg w/parking
- Staffs to help with transition

### **Riverside** - Shopping Center

- Reasonable Rent. ~1,200 sq.ft.
- 3 Eq.Ops + 1 plumbed
- Newly Renovated.

## Dental Practice for Sale San Bernardino County, CA

### **Rancho Cucamonga** -

- GP/Endo practice.
- Gross ~\$300K. Shopping Ct.
- PPO/HMO Practice. ~1275 sf

## Dental Practice for Sale Ventura County, CA

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

- Shopping center. 5 Eq. Ops.
- GP & Ortho & Implant Office

## Dental Practice for Sale Northern & Central CA

### **Berkeley** - Only Cash/PPO

- Starter Practice + Bonus Pts.
- 3 Eq. Ops. Commercial Area

### **Fairfield** - Seller Retiring

- Gross ~ \$205K. No marketing
- Opens 4 days/wk. No Weekend

### **Fremont** - Pediatric Practice

### **PRACTICE & REAL ESTATE**

- Grossed ~ \$431K, 4 days/wk
- ~ 95% PPO, 5% CASH
- ~2,400 sq.ft. 4 equipped ops.

### **Fremont** - New Listing!

- Grossed ~ \$660K
- ~95% PPO, 5% CASH
- Commercial Bldg, good visibility
- Opens 4 days/wk.
- 15+ years of goodwill
- 5 Eq. Ops., ~ 1,625 sq.ft.

### **Fremont** - Excellent Location

- Grossed ~ \$431 K
- Downtown Fremont/shopping Ct.
- Refers out complex procedures
- Reasonable Rent

### **Pleasant Hills** - New Listing!

- Gross ~\$556K
- Doctor Retires. Long term Staff
- 1,200 sq.ft., 4 Eq.Ops. + 1 plumbed
- Refers out RCT, Implants, Peds

### **Milpitas** - Gross ~\$510K

- Shopping center. Mostly PPO.
- 10 yrs of good will, ~1,900 sf
- 4 Eq. Ops + 2 add'l plumbed

### **Sacramento** - Shopping Plaza

- Collects ~ \$337K
- Mostly PPO, some Cash & HMO
- 3 Eq. Ops + 1 plumbed Op.
- Reasonable rent.

### **San Jose** - Equip. & Leasehold

- East San Jose - Shopping Pl.
- 1,550 sq.ft., 3 eq.ops + 2 plumbed.
- 3D Cone Beam CT Included

## Dental Practice for Sale San Diego County, CA

### **Chula Vista** - Gross ~\$555K

- Highly visible location.
- Lots of goodwill. ~1,600 sf.
- Mostly Cash/PPO, 4 Ops.

### **Upcoming Practices**

Merced, Lawndale, San Jose, Visalia, Garden Grove (practice & Real Estate), Westminster (Practice & Real Estate), etc...

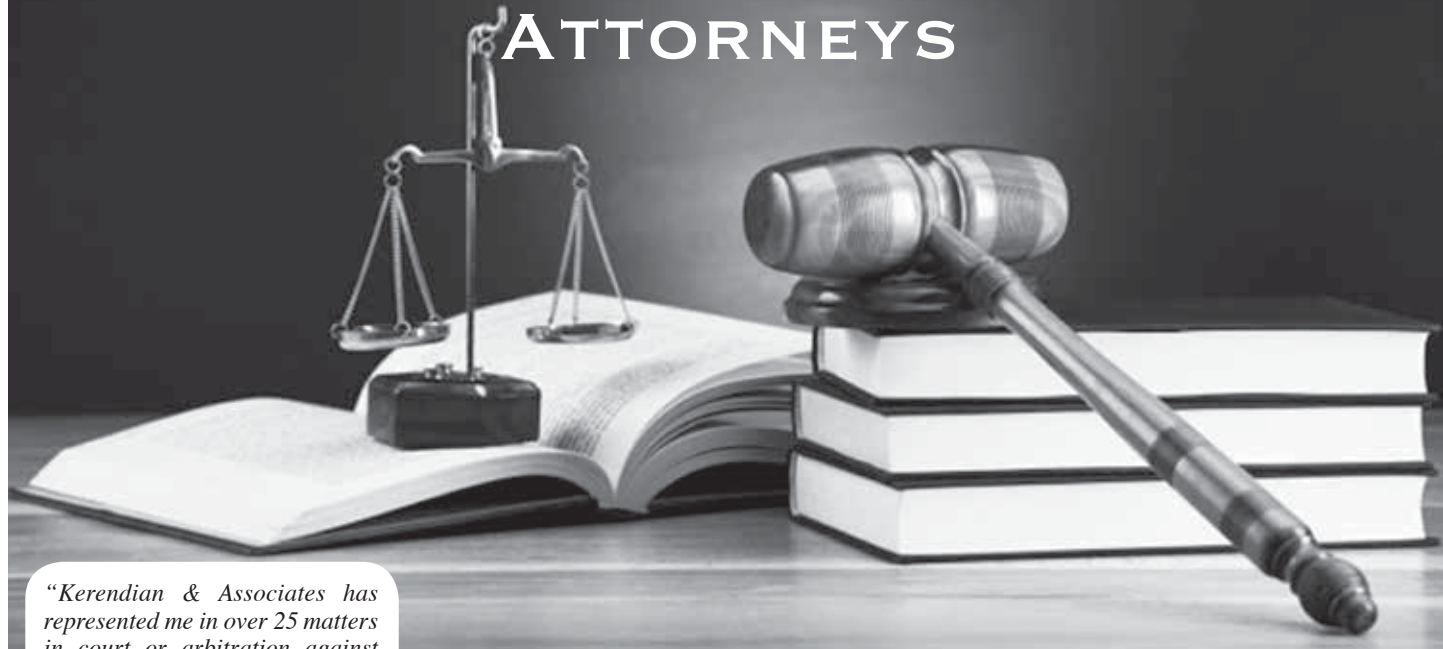
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**DOWNEY:** Retiree w/ 25 years Goodwill. Super Visible location. Very Low Overhead. Seller works P.T. PPO/Hispanic Patients Mostly. Good Staff. Easy Transition.

**EL MONTE:** Turn-key Office. Easy to Find Location. Sign Exposure. 1st Floor. Modern. Beautiful Office. 4 ops with Digital X-Rays & Laser. Excellent growth potential. Must see!

**ENCINO:** Over 30 years Goodwill. Significant Volume of Specialty Work Referred. Seller to Assist in Transition. Hygiene 2 days per week. Modern Office. You will Love the Seller & Office.

**GLENDALE:** Office with 40+ years of Goodwill. Retiree. Small 2-op / Low Overhead gem. If you are Looking for a P.T. Practice. Busy each day. Selling price at under \$150k.

**HAWTHORNE:** Single-User Free-standing Building with Large Sign and Huge Parking Lot. Modern 4 op Office. Digital X-Ray & Pano. Over 30 years DDS at this Site. Income of \$30k/mo

**HOLLYWOOD:** Busy 4-day week practice. Retiree working 3days. Revenues over \$30k/mo. Good area. Long-terms staff to remain. Steady Income.

**LANCASTER:** Over 15 years of Goodwill. 1st Floor Location with Sign & Easy to Find. Visible location. 4 ops. Modern. Excellent Starter Opportunity.

**LOS ANGELES:** Free-standing Building. Sign. Clean 4 op Office. Goodwill of over 25 years. Recognizable location. Some Dent-cal. Mostly PPO. Revenues over \$350k/yr.



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**LOS ANGELES/EAGLEROCK:** Very Busy Shopping Center Location. 4 op Office. Goodwill of over 20 years. Some Dent-cal. Mostly PPO. Being sold as Turnkey wit pricing under \$150k.

**LYNWOOD:** Shopping Center location. Nice Sign Exposure. 4 OPS. Low overhead. Seller works P.T. Ideal builder opportunity. Low Sale price.

**MONTCLAIR:** Busy. High Volume of Patients. Just Busy. 10+ years Goodwill. Shopping Center location. Nice Sign Exposure. Low rent & overhead costs. Revenues Over \$700k.

**NEWPORT BEACH:** 10 yrs Goodwill. Uber modern Office. Low Rent. Seller works P.T. Schedule. Revenues of \$30k/mo. Make an Offer.....this one will sell quickly!

**NORTH HOLLYWOOD:** Over 30 yrs Goodwill. Clean Office. Retiree with Low overhead. Seller works P.T. Schedule. Revenues of \$25k/mo. Seller to Assist in Transition. Make an Offer!

**NORWALK:** Location. Location!! Retiree w/ 25 years Goodwill. Free Standing Building on Busy Intersection. Super Exposure. Busy Office. Revenues over \$600k.

**OXNARD / SANTA PAULA:** Here it is – low expenses / high income ! 20+ yrs Goodwill. 70+ New Patients/Mo. Hygiene 4 days per week. Income over \$80k/mo

**PALMDALE:** Over 30 yrs Goodwill. Clean Office. Some HMO plans. Very Low overhead. Seller works P.T. Schedule. Revenues of \$30k/mo. Shopping Center location.

**PANORAMA CITY:** Emergency sale. Owner disabled with need to sell now. Terrific opportunity if right fit. Next door to Hospital. Much upside... priced under \$200k. Make any reasonable Offer!

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**SAN MARCOS:** 6 ops. Highly coveted north county location in busy shopping center. Relatively new CT scan, digital xrays, and intraoral cameras. Invisalign and implants can be added.

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**LA JOLLA:** 5 ops. Over 40 years of goodwill. Mostly fee for service. Great location with easy freeway access.

**VISTA:** 5 ops. State of the art practice with Pano, Cerec, and digital xray. Low overhead. Easy access with fwy close location. Seller must move away for family.

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## **Practices for Sale**

### **Corona**

**Private general practice for sale** – Dr. retiring – grosses \$ 2 million/year – 9 operatories in 3500 sq ft in two story professional building with private parking lot – 17 hygiene days/week – digital xrays and digital Panorex – Condo owned by Seller and is also for sale also for sale

### **Anaheim**

**Private practice for sale** – Dr. retiring after 40 years – 3 operatories with digital xrays and digital pano which can be converted to 3D – located in large shopping center with 4 anchor stores – dentist has exclusivity in center – grossed approximately \$350,000 on 3 ½ easy days/week – private insurance, PPO's and cash

### **Orange**

**Private general practice for sale** -Dr. retiring after 40 years - grosses \$620,000 per year on 3½ days/week – 5 ½ days of hygiene/week - 6 operatories plus one additional plumbed – computerized with digital xrays – many procedures referred out and no advertising – private insurance, cash and only one PPO

### **Rancho Mirage**

Dental office built out -facility only – no equipment – 4 plumbed operatories in 1670 sq ft – reception area, lab, Dr's private office, business office, oxygen/nitrous closet, and mechanical equipment room  
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### **Laguna Niguel**

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## DENTAL PRACTICES FOR SALE

**DENTAL PRACTICES FOR SALE:** Carlsbad, Chula Vista, Gardena, Huntington Beach, Indio, La Canada, Newhall, Oceanside, Santa Clarita, Simi Valley, Thousand Oaks, Valencia, Ventura, Westlake Village and Woodland Hills.

**WOODLAND HILLS GENERAL PRACTICE FOR SALE:** Established PPO and cash practice collects \$1,420,000 with a net income of \$485,000 per year. Seller works three days per week and has an associate one day per week. Seven days of hygiene per week. Periodontist one day per week and an endodontist one day every other week. Seller refers all ortho. Located in a prominent professional building with contemporary leasehold improvements, there are six equipped operatories with full computerization with Dentrix software, digital x-rays and CT scanner. Seller has some medical problems. Asking \$1,165,000. - **PENDING AT FULL PRICE**

**SANTA CLARITA VALLEY GENERAL PRACTICE FOR SALE:** Outstanding practice opportunity! This is a four day per week practice with the seller working three days in one office and one day in a second office that is not too far away, but a location that taps into a completely separate patient population. The practice collects \$1.6 million per year with a net income of over \$600,000. Eight plus days of hygiene per week with two plus hygienists working every day. Seller refers all perio surgery, all ortho, difficult endo and most oral surgery. The practice averages 20 new patients per month. There are 7 operatories in the one office and 4 in the other. The practice is computerized with Dentrix software, digital x-rays and a panoramic x-ray. Asking \$1,340,000. - **SOLD AT FULL PRICE**

**LA CANADA/FLINTRIDGE FEE FOR SERVICE PRACTICE FOR SALE:** Conservative practitioner collects \$1,175,000 with a net income of \$385,000 on four days per week with nine days of hygiene coverage per week. Seller refers all endo, all oral surgery, all implant placement, all perio and all ortho. Lots of potential income growth for a dentist that does some specialty work. The office has four equipped operatories with digital x-rays, full computerization with CareStream software and soft tissue laser. Located in a one-story easy to access professional building. Asking \$925,000.

**TORRANCE RETAIL CENTER GENERAL PRACTICE FOR SALE:** Located in a shopping center, this practice collected \$530,000 in 2018 with a net income of \$165,000 on four days per week. The practice is absentee owned and operated by associates (compensation to associates is included in the net income amount). The practice has two days of hygiene coverage. No HMO, no Denti-Cal, minimal marketing, no evenings and no weekends. Potential for significant improvement with an involved working owner. Four equipped operatories with digital x-rays and panoramic. Asking \$425,000.

**THOUSAND OAKS PRACTICE AND REAL ESTATE FOR SALE:** Established general practice collects \$435,000 per year with five days of hygiene per week. Seller refers all endo, all perio surgery, all implant placement, almost all oral surgery and all ortho. Hygiene accounts for roughly 50% of the practice production. Four equipped operatories including two Global microscopes. The office is not computerized. The 2,255 square foot, free standing building is also for sale. Asking price for the practice is \$330,000 and the asking price of the real estate is \$525,000 – **BOTH PENDING AT FULL PRICE**

**SIMI VALLEY PRACTICE FOR SALE:** Established four day per week practice in a retail location with four equipped operatories, CT scanner, digital x-rays and full computerization collects \$940,000+ per year with a net income of \$375,000 per year AFTER paying the associate for two days per week. The seller only works two days per week. The practice refers out all endo and all ortho, but does place implants. Three days per week of hygiene. No marketing, no capitation, no Denti-Cal, no evenings or weekends. Asking \$660,000. - **SOLD AT FULL PRICE**

**WOODLAND HILLS GENERAL PRACTICE FOR SALE:** Forty-three years of goodwill in the same location. The practice collects \$730,000 per year with a current net income of over \$200,000 per year. No HMO, no Denti-Cal, no evenings or weekends. Seller works 4 days per week with 4 days of hygiene per week. 24% of the production is from exams and diagnostic procedures; 58% is from restorative procedures. Seller gets an average of 10 new patients per month. The office has 4 equipped operatories. Asking \$500,000. - **SOLD AT FULL PRICE**

**THOUSAND OAKS FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** Practice consistently collects \$660,000 plus on four days per week with six days of hygiene per week. Seller refers out All endo, All oral surgery, All implant placement, almost all perio and all ortho except for a total of seven Invisalign cases all of last year. 30%+ of the production is from hygiene and diagnostics and 63% is from crown and bridge/restorative. Seller does no marketing. No HMO, no Denti-Cal, no evenings and no weekends. Exceptional opportunity for a buyer that does most specialty work and is willing to do some marketing. Asking \$550,000. - **SOLD**

**ORANGE COUNTY PERIODONTAL PRACTICE FOR SALE:** Nearly 40 years of goodwill in the same location. Practice sees patients two days per week. Practice collected \$368,000 in 2017 with a net income of \$195,000. Two days of hygiene per week. Hygiene and exams account for 38% of the production, surgery is 45% and implants are 15%. Six equipped operatories. Asking \$140,000.

**GARDENA GENERAL PRACTICE FOR SALE:** Thirty-five years of goodwill. This practice collects just under \$300,000 per year while referring out all endo, all perio, all oral surgery and all ortho. There is one day of hygiene per week. The office has 5 equipped operatories. Asking \$100,000 - **PENDING AT FULL PRICE**

## SAN DIEGO COUNTY LISTINGS:

**CHULA VISTA GENERAL PRACTICE FOR SALE:** Located in the Eastlake area in a professional building. Established for over 20 years, the practice collects over \$630,000 per year with no HMO and no Denti-Cal. Seller refers all oral surgery, all endo and all ortho. 4 ops with 3 fully equipped. Dentrix software, Cerec milling unit, and digital x-rays. Asking \$510,000.

**SAN DIEGO COUNTY PERIODONTAL PRACTICE FOR SALE:** Established for over 37 years, this practice collected \$353,000 in 2017 with a net income of \$173,000 on three and one-half days per week. Three days of hygiene per week. Seller does NOT place implants. The office has four equipped operatories. Office is computerized with Millennium "Periolase" laser. Asking \$140,000.



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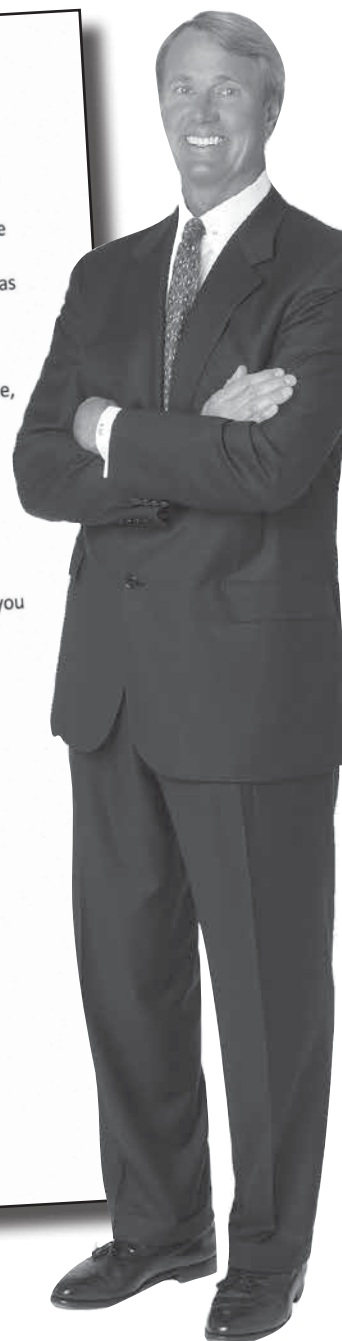
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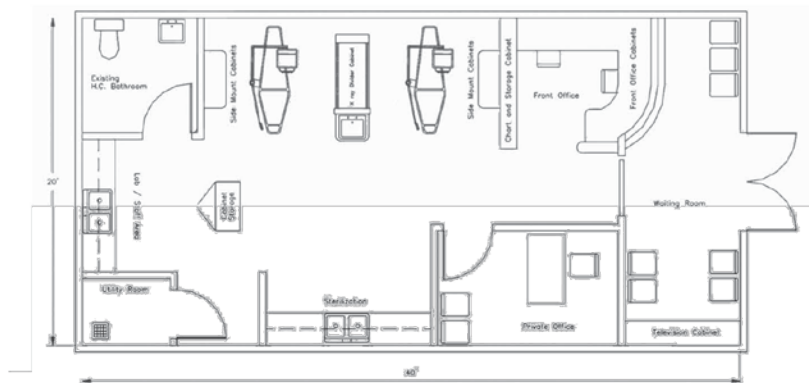
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Dr. Robert Wheeler

### Central Orange County

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Seller retiring  
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- **San Diego | \$985,000 | 11 ops** | Bustling San Diego location. State of the art practice features a brand new surgery room. This practice has lots of momentum and you could continue its upward trend! Call Linda at (619) 933-6225.
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- **Pacific Beach | \$397,000 | 3 ops** | State of the art practice with well trained staff. Call Linda at (619) 933-6225.
- **Escondido | \$180,000 + \$420,000 real estate | 2 ops** | Charming, free-standing building. Great general practice has room to expand to 4 ops! Call Linda at (619) 933-6225.
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### Orange County, Los Angeles, & Ventura

- **Glendale | \$662,000 | 4 ops** | Well-established practice in highly desirable neighborhood. Open parking lot in shopping center location. Collected over \$839K in 2017. Call for Arek for details at (213) 340-4375.
- **Camarillo | \$400,000 | 4 ops** | Located in a medical complex and near a large hospital, this beautiful practice features 4 well-equipped ops and a highly visible and easily accessible corner location! Call Ken at (805) 338-5850.
- **Long Beach (Bixby Knolls) Dental Office | 2865 sq ft office + 2800 sq ft residential** | Is it time to be your own landlord? Great opportunity in Bixby Knolls. Call Darren Sharp at (805) 338-5850.
- **Huntington Beach | \$120,000 | 4 ops (3 equipped)** | Well established practice located in a busy corner shopping center with a Starbucks! Just off the 405. Call Maricelle at (858) 722-7461.
- **Marina Del Rey | \$460,000 | 5 ops (4 equipped) | 2,400 sq ft** | Over 30 years of goodwill! Great practice located in a beautiful, modern, recently remodeled professional building. Tons of opportunity here! Call Ken at (805) 338-5850.
- **Long Beach (Bixby Knolls) | \$225,000 | 5 ops (3 equipped) | 2000 sq ft** | Long established practice located in a free standing building in the heart of Bixby Knolls! Seller is retiring. Call Ken at (805) 338-5850.
- **Newbury Park | \$375,000 REDUCED | 4 ops | 1,739 sq ft** | State of the art paperless practice in a beautiful medical building near a busy shopping center. Beautiful interior with incredible design. Call Darren at (805) 878-0633.
- **Newhall | \$300,000 | 5 ops** | Modern paperless practice in a high traffic shopping center with 5 beautiful and modern ops. Call for Arek for details at (213) 340-4375.
- **Camarillo | \$275,000 | 5 ops** | Large office in professional building. Seller is practicing just 2 days per week. Great opportunity to grow and profit from your own practice! Call Ken at (805) 338-5850.
- **Camarillo | \$240,000 | 3 ops** | Great practice on a busy corner near residential shopping! Call Ken at (805) 338-5850.
- **Oxnard | \$160,000 + real estate available | 4 ops** | Clean, professional office sits in a unique medical building with lush landscaping and water features in an enclosed courtyard. Call Ken at (805) 338-5850.

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- **Central Coast Beach Town | Collected \$1.7MM in 2018 |** Fantastic opportunity. Call Darren at (805) 878-0633.
- **Santa Maria | \$360,000 + real estate available | 4 ops |** Very nice office near medical buildings in the heart of Santa Maria. Plumbed for nitrous. Real estate also available for sale. Call Darren at (805) 878-0633.
- **Santa Barbara | \$165,000 | 2 ops |** Located in a busy shopping center near the freeway. Room for another operatory. This is a great opportunity to grow a practice. Call Darren at (805) 878-0633.
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- **Fresno County | \$343,000 | 4 ops |** Modern practice with state of the art equipment. Stunning and inviting reception room. Located directly off Highway 99. Call José at (925) 382-9525.
- **South Monterey County | \$300,000 + real estate available | 8 ops (6 equipped) |** Large, well-equipped office. With the real estate also available, this could be a great investment opportunity. Call Darren at (805) 878-0633.
- **Woodland Pediatric | \$210,000 | 2 ops |** Room for expansion! Call Brian at (707) 898-0842.
- **Redwood City | \$250,000 | 6 ops (3 equipped) |** Fast start with great reputation! Call Brian at (707) 898-0842.
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5	6	7	8	9	10	11
CINCO DE MAYO						
12	13	14	15	16	17	18
MOTHER'S DAY				CDA CONVENTION ANAHEIM 2019		
19	20	21	22	23	24	25
26	27	28	29	30	31	
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**Legal Tip: Buyers:** Does your agreement prevent the seller from soliciting referral sources? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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	Pros	Cons
Refer Out	<ul style="list-style-type: none"> <li>✓ Benefit Neutral – every patient is referred out</li> </ul>	<ul style="list-style-type: none"> <li>✓ Patient inconvenience</li> <li>✓ No control over patient compliance or treatment quality</li> </ul>
Do it Yourself (DIY)	<ul style="list-style-type: none"> <li>✓ Control over entire operation and process</li> <li>✓ 100% of profit <u>after costs</u></li> </ul>	<ul style="list-style-type: none"> <li>✓ Need to purchase new equipment and ongoing supplies</li> <li>✓ Need to train or hire Ortho Assistants</li> <li>✓ No clinical oversight</li> <li>✓ Major disruption if Orthodontist leaves</li> </ul>
<b>Pacific Ortho Group</b>	<ul style="list-style-type: none"> <li>✓ We handle staffing, treatment, supplies, billing, and collections</li> <li>✓ Customized marketing support for qualified offices</li> <li>✓ Potential for incremental patient flow for general practice</li> <li>✓ Financial benefit from sublease</li> <li>✓ Clinical controls and continuity of care</li> </ul>	<ul style="list-style-type: none"> <li>✓ Requires commitment and a cooperative approach</li> </ul>



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## **FEATURED LISTINGS**

**ANAHEIM (GP)** – Located in a 2 story dental building with heavy traffic flow. Next to residential area. Established in 1994, this practice is open 5 days/wk and sees approximately 40 new patients/mo with some ortho starts. Associate run. Insurance/Cash/Some Denti-cal/Some HMO. The practice consists of 8 equipped operatories with digital x-ray and Dentrux software. **Grossed approximately \$754K in 2018. Buyer's net of \$213K.** Please contact your CPS Agent for more information. **Property ID #5255.**

**EI CAJON (GP/Specialty + Real Estate)** - This office is equipped with the latest 3D Sirona CBCT Digital X-ray and the practice has been digital for over 10 years. It is located in a two story free standing building. Great opportunity to own the real estate. Absentee owner established the practice circa 1969. The practice is in a well-developed area with easy access to multiple freeways. Collections over a million for over 10 years with just 3 working days of production - plenty of room to expand the schedule and increase production. This office consists of 5 equipped operatories and 2 plumbed not equipped in a 2,814 sq ft suite. There is also an operational in-house lab ready to be used. Computerized with Eaglesoft software. Excellent staff. Please contact your CPS Broker for more details. **Property ID #5265.**

**LOS ANGELES (GP)** – Beautiful practice located in the very desirable Miracle Mile. The office offers an incredible built out consist of 5 equipped operatories and 1 plumbed not equipped with amazing views to the city. The practice and operatories have been completely rewired through discrete floor access with all new computers and digital x-ray units. Major equipment is 3-10 years and has Easy 2000 software. There's a new Veraviewepocs 3D R100 which buyer can take over the payments. Seller is currently working 2.5 days/wk and sees approximately 10 new patients per month. Income source is approximately 65% PPO and approximately 35% Cash. The practice established circa 1996. **Grossed approximately \$420K in 2018. Buyer's net \$165K.** Great office with a flat rate lease. Please contact your CPS Agent for more details. **Property ID #4489.**

**TEMECULA (GP)** - Well established practice with 4 equipped operatories in a 1,165 sq. ft. suite located on a busy single story shopping center. Heavy traffic flow. Absentee Owners. Associates work 3 days/wk. See approximately 10-15 new patients/mo. PPO, Cash and Some Capitation. Office is computerized with Dentrux software and Digital X-ray. **Grossed approximately \$327K in 2018.** Excellent staff. Great opportunity for a full time dentist. Please contact your CPS Broker for more details. **Property ID #5259.**

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and Appraising of Dental Practices



## EI CAJON (GP/Specialty + Real Estate)



- This office is equipped with the latest 3D Sirona CBCT Digital X-ray
- Digital for over 10 years
- Collections over a million for over 10 years with just
- 3 working days of production - plenty of room to expand the schedule and increase production
- Located in a two story free standing building
- Great opportunity to own the real estate
- Absentee owner
- Established the practice circa 1969

- The practice is in a well-developed area with easy access to multiple freeways
- This office consists of 5 equipped operatories and 2 plumbed not equipped
- Approximately 2,814 sq ft suite
- There is also an operational in-house lab ready to be used
- Computerized with Eaglesoft software
- Excellent staff

Please contact your CPS Broker for more details.  
**Property ID #5265.**





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

# CALIFORNIA

## Specializing in the Selling

### LOS ANGELES COUNTY LISTINGS

**CANOGA PARK** – With 25+ years of goodwill this practice is located in a single story corner building with rear parking. Excellent street visibility and great signage. On a heavy traffic flow street. Near residential area. Seller works 1.5 days/wk with Associate 2 days/wk and O.S. 1x/mo. See approximately 15-20 new patients/mo. PPO/Cash/Some HMO. Minimal advertising. Practice consists of 4 eq ops and 1 plmbd not eq in a 1,700 sq ft office. It's computerized with Eaglesoft software. **Grossed approx. \$356K in 2018. Buyer's net of \$100K.** Please contact your CPS Agent for more information. **Property ID # 5241.**

**CENTURY CITY** – Well established General Practice located in an 11 story medical dental building. This practice consists of 5 equipped operatories with windows views to the city in an approximately 1,955 sq ft suite. It's computerized with Eaglesoft software and digital x-rays. The seller works 1 days/wk with Associate 2 days/wk and hygiene 3 days/wk. PPO and Cash Only. Minimal advertising. **Grossed approximately \$715K in 2018. Buyer's net of \$200K.** Seller focusing on primary office. Great staff. Please contact your CPS Agent for more details. **Property ID #4509.**

**DIAMOND BAR (GP + Real Estate)** – Established in 1984 this General practice is located in a single story condo suite which is also for sale. Sellers currently work 3-4.5 days per week each. See approximately 13 new patients/mo. Delta Premier and Cash Only. It is equipped with 8 operatories and 1 plumbed not equipped. Computerized with Datacom, however, switching to Dentrax. Recently invested in computers and re-wiring. Do minimal advertising. **Grossed \$1,359,946 in 2017. Buyer's net of \$278K.** Well established practice with great staff. Please contact your CPS Agent for more details. **Property ID #5249.**

**ENCINO** – With over 40 years of goodwill, this General Practice is located in a prestigious 12 story Medical Professional Building with heavy foot traffic promoted by the outdoor plaza & foot court, and retail area. Practice is in a 1,337 sq ft suite and consists of 4 equipped operatories and 1 plumbed not equipped with incredible views to the city and local mountain range. Seller is currently seeing 4-8 patients per day. Cash and PPO only. NO HMO. It's computerized with Open Dental and digital x-ray (1 sensor). Minimal advertising. **Grossed approximately \$309K in 2018.** Great staff. Please contact your CPS Agent for more details. **Property ID #5263.**

**GLENDALE** – Leasehold Improvement and Equipment Only!! This beautiful and recent remodeled dental office is located in a one story single standing building. 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. Some patient charts included but not guaranteed. Great starter office near residential and commercial area. Please contact your CPS Agent for more information. **Property ID #5261.**

**LANCASTER (GP + Real Estate)** – Long established General practice with 4 equipped operatories. The practice is located on a single standing building (for sale) in a 1,600 sq ft office. Seller is currently working 3 days/wk. See approximately 20-25 new patients/mo. Insurance/Cash/Denti-cal. Computerized with Dentrax software and digital x-ray. **Grossed approximately \$695K for 2018. Buyer's net of \$239K.** Great practice. Please contact your CPS Agent for more details. **Property ID #5222.**

**LA PUENTE (GP)** – This practice is a historical landmark circa 1961 for the city of La Puente, first owner built out the first dental practice for the city servicing the Latino community. It's located in a single free standing building with private parking lot. Seller owns the building. Seller is currently working 2 day/wk and new Associate 1 day/wk. Seeing approximately 20-30 new patients/mo. PPO/Cash/Some Denti-cal. 100% patient referral. Practice consists of 4 equipped operatories and 1 plumbed not equipped to expand in a 1,740 sq ft office. **Grossed approximately \$300K in 2018. Net of \$87K.** Great opportunity. Please contact your CPS Agent for more details. **Property ID #5269.**

**LOS ANGELES (GP)** – Beautiful practice located in the very desirable Miracle Mile. The office offers an incredible built out consist of 5 equipped operatories and 1 plumbed not equipped with amazing views to the city. The practice and operatories have been completely rewired through discrete floor access with all new computers and digital x-ray units. Major equipment is 3-10 years and has Easy 2000 software. There's a new Veraviewepocs 3D R100 which buyer can take over the payments. Seller is currently working 2.5 days/wk and sees approximately 10 new patients per month. Income source is approximately 65% PPO and approximately 35% Cash. The practice established circa 1996. **Grossed approximately \$420K in 2018. Buyer's net \$165K.** Great office with a flat rate lease. Please contact your CPS Agent for more details. **Property ID #4489.**

**LYNWOOD** – General practice located in a single story busy shopping center with ample parking lot. Great visibility. Heavy traffic flow. Absentee owner. Associate works 2.5 days per week and Ortho 1x per month. See approximately 40-50 new patients per month. PPO / Cash and some Denti-cal. 100% patient referral. Practice consists of 6 equipped operatories in a 2,500 sq. ft. suite. Has Softdent software. Digital x-ray with 2 sensors. **Grossed approximately \$610,426 in 2018. Buyer's net of \$205K.** Established late 2015. Please contact your CPS Agent for more details. **Property ID #5264.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Juana Dominguez  
Executive Administrator

**SOUTH GATE** - Leasehold improvements and Equipment + Real Estate!! Office is located in a single free standing building. Corner location with heavy traffic flow. Excellent street visibility. Next to residential area. This practice has 4 equipped operatories and 4 plumbed not equipped operatories which is excellent for expansion in an 1,829 sq ft office. Major equipment is approximately new to 5 years old. Great opportunity to own the real estate. Please contact your CPS Agent for more information. **Property ID #5250.**

**WOODLAND HILLS** – Beautiful General Practice located in 5 story medical dental building with 30+ years of goodwill. Seller works 3.5 days/wk with Associate 1.5 days/wk and 5 days/wk of hygiene. The practice consists of 4 eq. ops with window views in a 1,417 sq. ft. suite. Has Softdent software and digital x-ray. **Grossed approximately \$1M in 2018.** Numerous business offices, restaurants, retail establishments in the area-heavy traffic flow. Great practice. A must see. Please contact your CPS Agent for further details. **Property ID #5246.**

### ORANGE COUNTY LISTINGS

**ANAHEIM (GP)** – Located in a 2 story dental building with heavy traffic flow. Next to residential area. Established in 1994, this practice is open 5 days/wk and sees approximately 40 new patients/mo with some ortho starts. Associate run. Insurance/Cash/ Some Denti-cal/ Some HMO. The practice consists of 8 equipped operatories with digital x-ray and Dentrix software. **Grossed approximately \$754K in 2018. Buyer's net of \$213K.** Please contact your CPS Agent for more information. **Property ID #5255.**

**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 Dentrix software. **Grossed \$482K in 2017.** Please contact your CPS Agent for more details. **Property ID 5193.**

**IRVINE (GP/Specialty)** - The practice is conveniently located between The Interstate 5 and the 405 Freeway. The premier shopping center that our practice is located currently has no other dentists, and the landlord is focused on only allowing retail stores into this shopping center going forward. Our Seller established this GP practice and integrated a variety of specialties in 2012. This office is laid out very efficiently designed with spacious operatories, and the doctor's private office also has its own lavatory. **Practice grossed approximately \$847K in 2018. NET OF \$263K.** Depending on the Buyer's skill set will determine the additional profitability to be realized here that has consistently grown since inception and our focal point of the past 3 yrs. Please contact your CPS Agent for more details. **Property ID: #5230.**

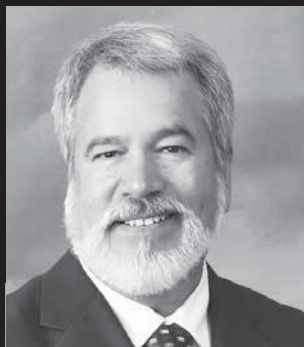
**IRVINE - Leasehold Improvements and Equipment Only!!** Beautiful office located in a 3 story medical dental building. Near shopping centers. This practice consists of 3 equipped operatories in a 1,401 sq ft suite. Includes a Kodak 3D Pano. Reasonable rent for the area. Newer equipment. It's great opportunity to start your own practice or to move your existing one. Please contact your CPS Agent for more details. **Property ID: #5257.**

**LADERA RANCH** – Beautiful General practice located in a premier shopping center. This practice consists of 11 equipped operatories in a 3,568 sq ft suite. It's computerized with Dentrix/Dexis software and digital X-ray. Seller is currently working 1 days/wk with Associates 8 days/wk and 7.5 days/wk of hygiene. The income source is only PPO and Cash. Seller established the practice in 2005. Does minimal advertising. **Grossed approximately \$1,967,013 in 2018. Buyer's net of \$388K.** Great opportunity. Please contact your CPS Agent for more details. **Property ID: #5262.**

**ORANGE (Turn-Key) Price Reduced!!** – Established in 1996 this general practice is located in one story small shopping center. On a major heavy traffic street. Next to residential area. Seller is currently working approximately 30 hours/wk. Sees approximately 15 new patients/mo. Income source is insurance / cash / denti-cal. 100% patient referral. The office consists of 3 equipped operatories in a 1,800 sq ft suite. Projecting approximately \$164K for 2018. Seller is retiring. Please contact your CPS Agent for more details. **Property ID #5253.**

**SANTA ANA** – This General Practice is located just north of South Coast Plaza and the 405 Freeway on an infamous intersection of Santa Ana. The Professional three-story Medical-Dental building which it resides has been a landmark for the community for over 38 years which is when our practice started. Numerous retail shops and restaurants surround it. Practice consists of 3 equipped operatories and 1 plumbed not equipped operator in a 960 sq ft suite. Patients pay at the time of service. The dedicated, loyal staff is eager to meet you to deliver continued service to their loyal patient base. **Grossed approximately \$504K in 2018. NET OF \$122K.** Note inventory is subject to change. Please contact your CPS Agent for more details. **Property ID #5113.**

**STANTON** – Turn-Key practice located in a single story corner strip mall. Retiring seller is currently working 4 days per week and Associate 1 day per week. PPO and Cash Only. 100% patient referral. This office only consists of 2 equipped operatories in a 797 sq. ft. suite. No computers. Reasonable rent. **Grossed approximately \$237K in 2018.** Some specialties are being referred out. Please contact your CPS Agent for more information. **Property ID #5267.**



Fred Vuittonet, V.P.  
Lic #01363583

# CALIFORNIA

## Specializing in the Selling

**STANTON** – General Practice located in a single story busy shopping plaza with heavy traffic flow. On a busy intersection. Seller built the practice from scratch in 2002. Currently working part time 1.5 days/wk with Associate 3 days/wk. Seller is focusing on his flagship practice in South O.C. The practice consists of 5 equipped operatories with Camsight software in an approximately 1,400 sq ft suite. 100% Patient Referral. Cash / PPO / Some Capitation. Sees approximately 20-25 new patients per month. **Grossed approximately \$461K in 2018. Buyer's net of \$169K.** Extremely well laid out office. Excellent opportunity. Please contact your CPS Broker for more information. **Property ID #5268.**

**TUSTIN (Endo/GP)** - Leasehold Improvement and Equipment Only!!! Beautifully remodeled including all new cabinetry through the practice located in a single story professional building. Practice consists of 3 equipped operatories and 1 plumbed not equipped which 2 ops are spacious great for surgeries and IC Sedation in a 1,800 sq ft suite. We have two price points for this practice. One if a GP does not want all the high-end Endodontic equipment (Global Microscope, 3 ASI Units), and one with all of it included. Has reasonable rent for the area. Please contact your CPS Agent for more information. **Property ID # 5244.**

**TUSTIN (GP + Real Estate)** – Established in 1987 this practice is located in a single free standing building. On a busy street. Practice consists of 4 equipped operatories and 1 plumbed not equipped with Mono dental software. On in a 1,140 sq ft office. Seller is currently working 4.5 days/wk and sees approximately 12-13 new patients/mo. Collected \$339K for 2017 and projecting approximately \$349K for 2018. **Buyer's net of \$128K.** Great staff. Please contact your CPS Agent for more details. **Property ID # 5247.**

**YORBA LINDA** – Established in 1987, this General Practice consists of 4 equipped operatories in a 1,150 sq ft suite. It's computerized with Dentrix software. No digital x-ray. 100% patient referral. PPO & Cash Only. Retiring seller is currently working 4 days per week with 3 days per week of hygiene. Sees approximately 10-12 new patients per month. It's located in one story medical dental building with the option to own ownership after 5 years. Has older equipment. **Grossed approximately \$658K in 2018. Buyer's Net of \$218K.** Please contact your CPS Agent for more details. **Property ID #5258.**

### RIVERSIDE & SAN BERNARDINO COUNTY LISTING

**PALM DESERT** – Beautiful well established general practice that Grossed \$1.4 Million in 2017 and projecting approximately \$1.9M in 2018 is located in a single story building. Corner location with great street visibility, good signage and heavy traffic flow. Seller is currently working 4 days/wk with 4 days/wk of hygiene. Has an O.S. 2x/mo. 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 \$164K in monthly revenues. Seller is willing to stay 2 days/wk and still have a **BUYER'S NET OF \$592K.** Great practice. Established in 2004. Please contact your CPS Agent for more details. **Property ID #5217.**

**TEMECULA + Real Estate** – Established in 2004, this Pedit/Ortho grossed \$1.3M in 2018. **Buyer's net of \$576K.** It's located duplex single story building. Seller is open to selling or leasing the office. Seller works 3.5 days/wk with the Ortho 1x/wk. Sees approximately 50-60 new pedit patients/mo with 6-8 new ortho starts/mo. PPO/CASH/DENTI-CAL. No advertising just Patient referral and website. This practice consists of 8 eq ops in a 3,500 sq ft office. Has Dentrix software and digital x-ray. Great opportunity with low overhead. Please contact your CPS Agent for more details. **Property ID #5243.**

**TEMECULA (GP)** - Well established practice with 4 equipped operatories in a 1,165 sq. ft. suite located on a busy single story shopping center. Heavy traffic flow. Absentee Owners. Associates work 3 days/wk. See approximately 10-15 new patients/mo. PPO, Cash and Some Capitation. Office is computerized with Dentrix software and Digital X-ray. **Grossed approximately \$327K in 2018. Excellent staff.** Great opportunity for a full time dentist. Please contact your CPS Broker for more details. **Property ID #5259.**

### SAN DIEGO & IMPERIAL COUNTY LISTINGS

**CARLSBAD** – This beautiful practice started from scratch by the Seller and has over 22 years of goodwill to offer. Located in a two story professional – medical building and the only dentist. A spa-like atmosphere office with 4 equipped operatories in a 1,800 sq ft suite. Computerized with Dentrix software. **THIS IS A RARE 100% FEE FOR SERVICE PRACTICE ALLOWING FOR THE BUYER TO SET THEIR OWN FEE SCHEDULE PRICING MODEL.** Currently, the practice refers all specialties out. Only inlays, onlays, and crowns are the majority of the holistic procedures being performed in-house Projecting approximately \$440K for 2018. Don't miss this rare opportunity. **Property ID #5256.**

**EL CAJON (GP/Specialty + Real Estate)** - This office is equipped with the latest 3D Sirona CBCT Digital X-ray and the practice has been digital for over 10 years. It is located in a two story free standing building. Great opportunity to own the real estate. Absentee owner established the practice circa 1969. The practice is in a well-developed area with easy access to multiple freeways. Collections over a million for over 10 years with just 3 working days of production - plenty of room to expand the schedule and increase production. This office consists of 5 equipped operatories and 2 plumbed not equipped in a 2,814 sq ft suite. There is also an operational in-house lab ready to be used. Computerized with Eaglesoft software. Excellent staff. Please contact your CPS Broker for more details. **Property ID #5265.**

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**LA JOLLA** – Beautiful general practice near the beach with 17 years of goodwill. This great built out practice consists of 4 equipped operatories in an approximate 1,100 sq ft suite. Seller owns the condo suite offering reasonable lease. It's computerized with Cloud Base Dentrix software and digital x-ray. Seller is currently working 3 days per week and sees approximately 15-20 new patients per month. Cash / PPO / Minimal Capitation. 100% patient referral. **Grossed approximately \$335K in 2018.** Seller moved to Northern California. This state of the art practice complete the latest technology can be yours. Please contact your CPS Broker for more details. **Property ID #5271.**

**OCEANSIDE (ORTHO)** – Established in 2001 this Orthodontic practice is located in a one story free standing building. Seller currently works 2 days/wk. Sees approximately 10-15 new starts/mo. PPO/Cash/Dentrix. Practice consists of 4 chairs in open bay on a 1,550 sq ft suite. Computerized with Dolphin Management software. Reasonable rent for the area. **Grossed approximately \$308K in 2018.** Seller focusing on primary office. Please contact your CPS Agent for more details. **Property ID #5225.**

**OCEANSIDE (GP)** – Established is 1990 this general practice consists of 4 equipped operatories in an approximately 960 sq. ft. suite. This office is located in a one story busy shopping center. Retiring seller is currently working 5 days/wk and sees approximately 8-10 new patients per month. Has Easy Dental software and digital x-ray w/ one sensor. Does minimal advertising. PPO and Cash Only. NO HMO. **Grossed approximately \$560,251 in 2018. Buyer's net \$168K.** Great practice and staff. Please contact your CPS Agent for more information. **Property ID #5267.**

**SAN DIEGO – Price Adjustment!** 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 \$306K in 2018. Net of \$151K.** Close to San Diego University. Please contact your Agent for more details. **Property ID #5212.**

**SAN DIEGO** – Spacious general practice established in 2012 is located 3 story professional building with well-maintained complete garden and waterfalls. Corner location. It's located near premier shopping centers, high school, and business buildings. Reasonable rent for area. This office consists of 5 eq ops in a 2,157 sq ft suite. Seller is currently working 4 days/wk with 2 days/wk of hygiene. See approximately 30 new patients/mo. Cash and PPO Only! **Grossed approx. \$651K in 2018. Buyer's net of \$364K.** Don't miss this great opportunity to own your first office or open a second one. Please contact your CPS Agent for more details. **Property ID #5233.**

**SAN DIEGO** – Established in 1998 this beautiful general practice is located in a 2 story professional building in busy shopping center. Seller is currently working 4 days/wk with 4 days/wk of hygiene and sees approximately 10-11 new patients/mo. The office is PPO and Cash only. Does minimal advertising. The practice consists of 6 equipped operatories and 2 plumbed not equipped operatories with window view to the city. It is computerized with Dentrix software and Digital X-ray. The suite is approximately 2,250 sq ft. **Grossed \$1,235,000 in 2018. Buyer's net of \$364K.** Great staff. Excellent opportunity to own a second practice. Please contact your CPS Agent for more details. **Property ID #5251.**

**SORRENTO VALLEY** – Located on a premier shopping plaza, this General Practice established circa 1992. Has convenient freeway access. Seller is currently working approximately 3 days/wk with Associate 2 days/wk. See approximately 20-30 patients per month. Cash / PPO / Some Capitation and Minor Denti-cal. 100% Patient Referral. The practice consists of 3 equipped operatories and 3 plumbed not equipped operatories which gives you room for expansion in approximate 2,400 sq ft suites (2). Which you have the option renew both or one in 2022. **Grossed approximately \$486K in 2018. Buyer's net of \$103K.** Seller moved to Northern California. Please contact your CPS Broker for more details. **Property ID #5272.**

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**LEMOORE (GP + Building)** - With 33 years of goodwill, this General Practice received the "2018 Business of the Year Award." It is located on the busiest intersection on the city's historic main street in an incredible two-story historic building. You have the option to rent or buy the building. Seller works 5 days/wk with approximately 10 days/wk of hygiene. Sees approximately 35-40 new patients/mo. PPO & Cash Only! Has 5 eq ops in a 1,655 sq ft office. Computerized with Dentrix software and digital x-ray. **Grossed \$1.4M in 2017. Buyer's net of \$377K.** Great opportunity to own the real estate. Please contact your CPS Agent for more information. **Property ID #5232.**

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### BUYER'S:

DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

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

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

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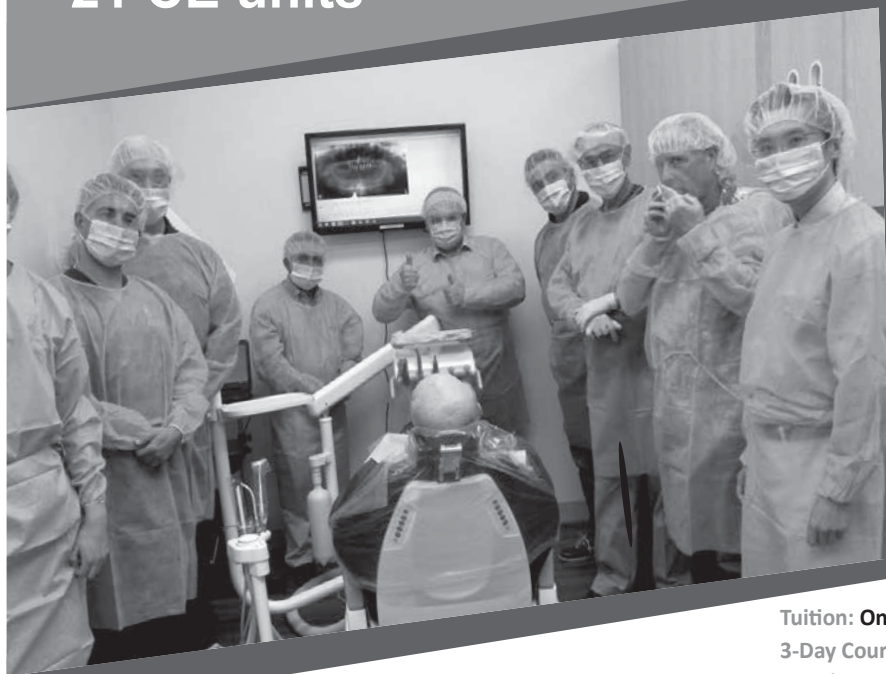
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**APPLE VALLEY** - General Dentistry practice with 3 Operatories has 50 years of Goodwill in Apple Valley. Practice utilizes EagleSoft software, digital x-rays, intra-oral cameras, laser, and a Digital Pan/Ceph. Doctor and Hygienist both work 3 days/wk. 2017 Gross Receipts of \$381K with \$113K Adjusted Net Income. #CA557- Kerri McCullough - 949-300-0312

**BAKERSFIELD - PRICE REDUCED!** General Dentistry Practice with 8 Operatories, 5 equipped is located in a duplex building with great signage in front. 2018 Gross Collections of \$578K with room to grow as most specialty work is referred out to local specialists. This is a PPO/Denti-Cal practice, small amount of HMO. #CA459- Kerri McCullough - 949-300-0312

**BREA** - General Dentistry Practice with a 40+ year history in Brea is now available. Practice features 5 Operatories, 4 Equipped, is paperless with Dentrix and Dexis Digital X-rays. Strong hygiene program in place with most specialty procedures referred out. 2017 Gross Receipts of \$724K with \$253K Adjusted Net Income. #CA548- Kerri McCullough - 949-300-0312

**CENTRAL ORANGE COUNTY - NEW LISTING** - General Dentistry Practice with 3 Operatories, Paperless and digital, located in a retail center on corner of a busy intersection. 2017 Gross Receipts of \$415K with \$148K Adjusted Net Income. #CA554- Thinh Tran - 949-533-8308

**COVINA** - This General Dentistry Practice with 5 Operatories features SoftDent, Digital X-rays, Intra-oral camera, Microscope, and Digital Pano. Great location. Strong hygiene program is in place and most specialty work is referred out. 2017 Gross Receipts of \$960K with \$406K Adj. Net. #CA533- Kerri McCullough - 949-300-0312

**GLENDALE - NEW LISTING** - General Dentistry Practice with 4 Operatories, 3 Equipped features EagleSoft practice management, Digital X-rays, Intra-oral camera, and newer equipment. Convenient professional building location. 2018 Gross Receipts of \$508K with \$249K Adjusted Net Income. #CA575- Thinh Tran - 949-533-8308

**GLENDALE - NEW LISTING** - Well-established, restorative-driven General practice in a professional building is new on the market. Our retiring seller has been in practice for 14 years and the practice features 4 operatories, A-dec equipment, CEREC, and Dexis Digital X-rays. Strong hygiene program with 35+ hours of hygiene per week. 2018 Gross Receipts of \$544K. #CA573- Thinh Tran - 949-533-8308

**GREATER LOS ANGELES AREA - PERIODONTAL** - This 5 Operatory Perio practice features Dentrix software with Digital X-rays, Laser, and an Intra-Oral Camera. There is a great referral base, long-time staff and 36 years of Goodwill. 2018 Gross Revenue of \$724K. #CA173- Kerri McCullough - 949-300-0312

**IRVINE - NEW LISTING** - General Dentistry Practice with 6 Operatories, 5 Equipped, features Digital X-rays, Digital Pano, Laser and PracticeWorks software in an amazing location in Irvine. All fee-for-service, the practice has over 45 years of goodwill and most specialty procedures are referred out. Strong Hygiene program in place and long-term staff. 2018 Gross Receipts of \$713K. #CA582- Kerri McCullough - 949-300-0312

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

**LAKE ARROWHEAD/SAN BERNARDINO MTS. - PRICE REDUCED** - Long-established practice with 6 Operatories is now available in Lake Arrowhead. The practice is computerized with SoftDent, Dexis digital x-rays, intra-oral camera, Pano, and laser and is a PPO/FFS office. Strong Hygiene/soft tissue management program in place with 7 days of Hygiene per week. 2017 Gross Receipts of \$1.14M with \$368K Adjusted Net Income. Real estate is also for sale in conjunction with practice sale. #CA517- Steve Caudill - 951-314-5542

**LONG BEACH** - General Dentistry Practice with over 25 years of Goodwill is now available in Long Beach. The 1,700 sq. ft. ground-floor condo that houses the practice was modeled 5 years ago and is also available for sale. The paperless practice has 6 Operatories, is computerized with Dentrix and utilizes Dexis digital x-rays, a digital Pano and a laser. 4 days of hygiene per week. 2017 Gross Receipts of \$493K. #CA499- Thinh Tran - 949-533-8308

**LOS ANGELES - HANCOCK PARK - NEW LISTING** - General Dentistry practice with 4 Operatories, street frontage and signage with parking in the rear. This office has been a Dental practice since 1928. Doctor retiring due to illness. 2017 Gross Receipts of \$365K, older office equipment in a great location. #CA565- Steve Caudill - 951-314-5542

**LOS ANGELES - WEST SIDE** - General Dentistry practice with 4 Operatories is now available on the Westside LA Area. This practice's location is convenient to all of the Westside and features SoftDent, Intra-Oral Camera, and Laser. Our retiring doctor has a strong hygiene program and refers out most specialty work. 2017 Gross Receipts of \$600K with \$171K Adj. Net. Room to grow! #CA531- Kerri McCullough - 949-300-0312

**LOS ANGELES - WEST LA/BRENTWOOD PROSTHODONTIC** - Attractive practice with 6 Ops is now available in a great West LA/Brentwood professional building. EagleSoft, CEREC, and has on on-site lab with experienced lab techs and Pano. Priced aggressively for a quick sale. 2017 GR of \$680K. #CA539- Kerri McCullough - 949-300-0312

**N. ORANGE COUNTY - NEW LISTING** - General Dentistry practice with 5 Operatories is now available. This practice has been in operation since 1965 and utilizes Dentrix practice management software and a digital Pano. Our retiring seller will assist with a smooth transition. Great single-story professional building location near residential, schools, and businesses. 2017 Gross Receipts of \$249K with room to grow as most specialty procedures are referred out. #CA558- Kerri McCullough - 949-300-0312

**ORANGE COUNTY PERIODONTAL** - Long-established 5 Operatory Perio practice located in Orange County is now available. The practice operates 4 days per week and has 9+ days of Hygiene per week. The retiring seller has approximately 18 new patients per month with a strong referral base of local dentists. Long history of collecting over \$1M per year with last year's Adjusted Net Income of \$498K. This is a great opportunity to purchase and continue a great Orange County Perio practice. #CA520- Kerri McCullough - 949-300-0312

**ORANGE COUNTY ENDODONTIC** - This 5 Operatory, 3 equipped, practice utilizes 2 microscopes, digital x-rays, intra-oral camera. The office is in a professional building with 2 years of goodwill with our retiring seller and previous owner. 2017 Gross Receipts of \$670K with very low overhead. #CA532- Kerri McCullough - 949-300-0312

**PASADENA** - This 5 Operatory General Dentistry practice is being sold in conjunction with the building, which features the suite the practice is housed in plus another leased dental suite. The suite is 1,586 sq. ft. with a total building square footage of approximately 2,880. The building is located on a well-traveled street with parking. This paperless practice is computerized with SoftDent, utilizes CareStream Digital X-rays, and an Intra-Oral Camera. There are 3 days of hygiene per week. 2017 Gross Receipts of \$473K and \$115K Adjusted Net Income with our retiring seller working only 3 days per week. This is a one-of-a-kind opportunity to own a practice with real estate in beautiful Pasadena. #CA505- Kerri McCullough - 949-300-0312

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**RANCHO CUCAMONGA** - General Dentistry practice with 7 Operatories is now available in Rancho Cucamonga. This practice is located in a free-standing building on a very busy corner and features Dentrix software and Dexis Digital X-rays, an Intra-oral camera, Digital Pano, and is partially paperless. The practice also has an Ortho bay with its own waiting area. Great opportunity! 2017 Gross Receipts of \$839K with \$158K Adjusted Net Income. #CA514- Thanh Tran - 949-533-8308

**RIVERSIDE COUNTY** - 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 Dentrix, Digital X-rays, and is paperless. 2017 Gross Receipts of \$816K with \$330K Adjusted Net Income. #CA471- Kerri McCullough - 949-300-0312

**SAN FERNANDO VALLEY** - General Dentistry Practice with 4 Operatories in a desirable San Fernando Valley location is now available. Practice utilizes Patient Base, Digital X-rays, and an intra-oral camera. Strong hygiene program with 6 hygiene days per week. Most specialty procedures are referred out to local specialists. 2017 Gross Receipts of \$630K. #CA537- Kerri McCullough - 949-300-0312

**SAN FERNANDO VALLEY** - Large General and Multi-Specialty dental practice is now available in the San Fernando Valley. 13 Operatories plus an open bay Pedit room with 4 chairs and a separate waiting room, 3 x-ray tech areas with 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

**SANTA ANA/TUSTIN BORDER** - An extraordinary practice opportunity located on the Santa Ana/Tustin border is now available. Practice is located in a highly desirable, established community and is the perfect location for this high quality general and restorative practice. The facility has four (4) operatories with 3 designated for clinical and 1 for hygiene. Currently the practice is open 4 days a week. Start practicing immediately in this well-maintained practice. The practice is located in a medical building and uses Open Dental software, Digital x-rays and semi-paperless. Office is 1,150 sq. ft. Practice has over 50 years of goodwill and most specialty procedures are referred out. 2018 Gross Receipts of \$291K. #CA583- Thanh Tran - 949-533-8308

**SANTA MONICA** - General Dentistry Practice with 2 Operatories in a centralized location with great street visibility is now **SOLD** in Santa Monica. The practice features CareStream software with digital x-rays. 2017 Gross Receipts of \$644K with \$382K Adjusted Net Income. #CA525- Kerri McCullough - 949-300-0312

**SANTA MONICA** - This turn-key General Dentistry practice with 4 Operatories, 3 equipped, is located in a professional building convenient to all of Santa Monica and the South Bay. Seller is the only dentist in the building. Practice utilizes Open Dental, Digital X-rays, and is Paperless. 2017 Gross Receipts of \$660K with \$284K Adjusted Net Income. #CA511- Kerri McCullough - 949-300-0312

**SOUTH BAY, LOS ANGELES AREA - NEW LISTING** - This 6 Operatory practice is brand-new on the market. Practice utilizes Dentrix, Digital x-rays, Laser and has 6 days of Hygiene per week. 40+ years of goodwill in a very desired area of the South Bay. Seller works 4½ days per week. 2018 Gross Receipts of \$844K. #CA562- Kerri McCullough - 949-300-0312

**SOUTH BAY, LOS ANGELES AREA - NEW LISTING** - General Dentistry practice with 7 Operatories is now available in a great sought-after South Bay neighborhood. Practice utilizes Dentrix and Dexis digital x-rays, Laser, and has 6 days of hygiene and is located in a professional building. This is a fantastic opportunity to own a thriving practice in the South Bay. 2017 Gross Receipts of \$769K with \$266K Adjusted Net Income. #CA560- Kerri McCullough - 949-300-0312

**SOUTH BAY, LOS ANGELES AREA IMPLANTS/ORAL SURGERY** - Practice is located in the South Bay area of LA and features 3 Operatories in 1,700 sq. ft., this practice has high visibility in a single-story corner unit of a retail/professional center. The practice is paperless and computerized with WinDent OMS Software, Dexis digital x-rays, Digital Pano, and CBCT. 2018 Gross Receipts of \$369K. #CA498- Kerri McCullough - 949-300-0312

**SOUTH ORANGE COUNTY - NEW LISTING** - Beautiful General Dentistry practice with 4 Operatories, 3 Equipped, is now available in sought-after South Orange County. Practice utilizes Dentrix software and operates on a 3½ day per week schedule with a part-time Hygienist. 50 years of goodwill in this location, 29 with our seller. 2018 Gross Receipts of \$394K. #CA553- Kerri McCullough - 949-300-0312

**SOUTH ORANGE COUNTY** - General Dentistry practice with 4 Operatories, 3 Equipped, utilizes an Intra-Oral Camera, Digital x-rays, Laser, and CariVu. Practice has 18 years of Goodwill with our retiring seller. 2017 Gross Receipts of \$332K working 20-24 hours per week with the seller referring out most specialty work. #CA509- Thanh Tran - 949-533-8308

**WESTERN SAN FERNANDO VALLEY PEDO** - Great opportunity to purchase a Pedit practice in the western San Fernando Valley. In an upscale location, this 4 Operatory practice features EagleSoft and Intra-oral camera. 10+ years of goodwill at this professional building location, near a hospital. 30 new patients per month. 2017 GR \$266K on a short three-day work week. VERY MOTIVATED SELLER! #CA399- Kerri McCullough - 949-300-0312

### SAN DIEGO

**ENCINITAS - NEW LISTING** - General Dentistry Practice with six (6) fully eGeneral Dentistry Practice with six (6) fully equipped Operatories is located in a busy retail center. Practice was remodeled 5 years ago with new equipment and utilizes Dentrix, Digital x-rays, Pano, and Laser. 4 days of hygiene per week. 2018 Gross Receipts of \$813K. #CA574- Russell Okihara - 619-694-7077

**LA JOLLA** - This General Dentistry practice with 7 Operatories, 6 Equipped, utilizes Dentrix 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 INLAND PROSTHODONTICS** - 4 Operatory Prosthodontic Practice featuring Dentrix and Digital X-Rays in a beautiful and spacious facility. In an excellent location with great curbside visibility and loyal referral sources nearby. Our seller is relocating. 2017 Gross Receipts of \$737K with \$182K Adj. Net Income. #CA524- Russell Okihara - 619-694-7077

**SAN DIEGO PERIODONTAL - NEW LISTING** - Periodontal practice with 5 total Operatories, 4 equipped is now available. Excellent, bright, and airy location, with digital x-rays and Dentrix practice management software, Seller is retiring. 2017 Gross Receipts of \$379K with room to grow! #CA559- Russell Okihara - 619-694-7077

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**SAN DIEGO** - Family-oriented general practice in a busy shopping area with great visibility, 3 Operatories, EZ 2000 Software, Digital X-rays, Intra-oral Camera, **SOLD** FFS, Small amount of MediCal, Seller is retiring. Excellent Opportunity for a new doctor or a 2nd office location. Gross Receipts of \$253K with \$129K Adjusted Net. #CA523- Russell Okihara - 619-694-7077

**SAN DIEGO** - 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 a 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. 2017 Gross Receipts \$2.2M+ with Adjusted Net income of \$675K. #CA483- Russell Okihara - 619-694-7077

### OUTSIDE OF CALIFORNIA

**BEAVERTON, OREGON** - Smaller practice with a consistent and stable patient base. Low overhead, positive cash flow, offered at an aggressive price. Equipped with Dentrrix, digital x-rays and a panoramic x-ray. Practice is located in a desirable area in Beaverton off a major thoroughfare. The practice has 3 ops, with 2 more plumbed and ready. There is potential for growth, doctor retiring. #OR109- Jessica Burbon - 503-332-6462

**CENTRAL OAHU, HAWAII** - *NEW LISTING* - Family oriented GP practice located in a convenient and busy shopping area. Newly refurbished, 3 Ops with new equipment, Digital X-Rays, Upgradeable 2D Panorex, Dentrrix, seller does both bread and butter procedures as well as implant placement and restorations. Excellent opportunity in a highly desired location. Seller is relocating. #HI112- Russell Okihara - 619-694-7077

**CENTRAL OAHU, HAWAII** - Family-oriented General Practice conveniently located in a busy shopping area with 3 Operatories, 2 Equipped. This is a PPO/FFS practice and the seller is retiring. Office utilizes Innova and Dexis digital sensors. Computerized in each op and most specialty procedures are referred out. Excellent Opportunity. #HI110- Russell Okihara - 619-694-7077

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

**HONOLULU, HAWAII** - General Practice, excellent location in a professional building, Well-designed floorplan with 3 Ops. **SOLD** utilizes Innova, Intraoral Camera, all specialty procedures sent out, PPO/FFS, Seller retiring and is motivated to sell, excellent opportunity to relocate your practice. #HI111- Russell Okihara - 619-694-7077

**PORTLAND, OREGON** - Well-designed 5 op practice in approx. 2,072 sq. ft. office located in a mixed-use building on a major thoroughfare in an established part of SW Portland/Beaverton. Office includes EagleSoft, digital x-rays and panoramic x-ray. Potential for a lot of growth, doctor retiring. #OR108- Jessica Burbon - 503-332-6462

### NORTHERN CALIFORNIA

**CAMPBELL** - Beautiful practice est. in 1993 on one of the city's busiest thoroughfares. 3 Fully Equipped Ops and room to expand in 1550 Sq. Ft. with every amenity **SOLD** Dentrrix, 10 Computer Workstations, Dexis Digital X-Ray, Cone Beam Imaging, Laser and fiber optics. 2017 GR of \$864K with 3 year average Adj. Net of \$345K. #CA528- Jim Engel - 925-330-2207

**CASTRO VALLEY** - 1,800 sq. ft office, 5 treatment rooms, Digital Pn, Dexis Digital Sensor, Dentrrix PMS. 2017 GR \$354K on 2 days/week. #CA534- Jim Engel - 925-330-2207

**CHICO** - General Dentistry with 7 Ops, Dentrrix, Digital, Pano, Diode **SOLD** 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

**CONTRA COSTA COUNTY** - Goodwill/Records for only the Pediatric and Orthodontic portion of the Practice. 11+ year old practice. Buyer must be within 15 miles of Contra Costa County. Asking Price is below appraised value. #CA576- Jay Harter - 916-812-0500

**EL DORADO COUNTY** - 1,200 sq. ft., 3 Ops, with Pano, EZ 2000 **SOLD** e. 2017 GR \$414K on 3 day week with low rent. #CA390- Thomas Wagner - 916-812-3255

**FREMONT** - 4 equipped Ops in approximately 1,800 sq. ft.. Dentrrix PMS, Digital X-ray, Diode Laser, and Intra-Oral Camera. 2017 GR \$446K on 3 day/week. #CA547- Jim Engel - 925-330-2207

**GREATER EL DORADO HILLS** - SELLING FOR LESS THAN 50% of 2017 COLLECTIONS OF \$700K. 25 minutes from El Dorado Hills. Owner wants to retire, price reduced for quick sale. 1,500+ SF office with four Ops., Dentrrix software, 2 Schick sensors, new server & CPUs. #CA407- Thomas Wagner - 916-812-3255

**GREATER RENO/LAKE TAHOE AREA** - *NEW LISTING* - Digital Practice with 4 Ops w/2 more plumbed 54% **SOLD** discounts are "100% Out of Pocket". 1,600 SF, Dexis sensor, and Digital Pano. 2017 GR \$994,000 on 32 ave. Dr. hours/week. #CA552- Jay Harter - 916-812-0500

**GREATER ROSEVILLE/ROCKLIN** - Well-designed 5 Op, PPO practice, in approx. 1,495 sq. ft. office located **SOLD** at commercial location. SoftDent software, Suni digital sensor, laser, and intra-oral camera. 2017 GR of \$527,000+ on 3 day week. #CA513- Thomas Wagner - 916-812-3255

**GREATER SACRAMENTO** - *NEW LISTING* - Greater Sacramento Area: GP PPO Practice with 4 Ops, digital sensors, imaging system and intra-oral camera. Practice in business for approximately 33 years. 2017 GR \$652K; Office Condo available for purchase with this Practice. #CA561- Jay Harter - 916-812-0500

**GREATER SACRAMENTO** - Greater Sacramento North Area: Modern 4 Op w/5th Open, PPO practice, 1,664 SF. Higher-end TI's and neighborhood, Gendex sensor, intra-oral camera, Nomad, Pano and Laser. 2017 GR \$755,000 on 33 avg. hours/week. #CA550- Jay Harter - 916-812-0500

**GREATER SACRAMENTO** - 5 Ops, 1,856 SF Prof. Dental Office building. High-traffic, Dentrrix, microscope, air abrasion, intra-oral camera, 5 computer work stations, separate lab and Patient Consultation. 2017 GR \$1,036,000 4-day work week. Office Condo to be purchased with practice. #CA545- Jay Harter - 916-812-0500 or Tom Wagner - 916-812-3255

**GREATER SACRAMENTO** - Greater Sacramento - El Dorado Hills/Folsom Area: 3 Op, PPO practice in approx. 1,399 SF. High-end TI's and neighborhood, SoftDent, Carestream sensors, and intra-oral camera. 2017 GR \$506K on 4.25 day week. #CA543- Jay Harter - 916-812-0500

**GREATER SACRAMENTO** - Well-designed 4 op practice in approx. 1,500 sq. ft. office located in a professional building on a major thoroughfare. Office includes digital x-rays, digital Pan/3D/CBCT, Intra-Oral camera, Lasers, CAD-CAM and monument signage. Seller relocating. #CA516- Thomas Wagner - 916-812-3255

**GREATER SACRAMENTO** - *PRICE REDUCED BY \$100K!* - GP & Specialty HMO/ some PPO Practice. 9 Ops, digital sensors, imaging system, intra-oral camera, digital pano. 2017 GR \$1,134,000, 2018 Quickbooks (to be verified) GR \$680,000. Approx. 5,000 sf Building available with Practice. #CA567- Jay Harter - 916-812-0500

**GREATER SACRAMENTO** - GP practice w/4 Ops, Pano, Digital x-rays, Cerec. Seller refers out Ortho, Endo, **SOLD** Oral Surgery, and Implant Placement. 2016 Collections \$1.0M+. Stand-alone building selling with practice. #CA479- Thomas Wagner - 916-812-3255

**GREATER STOCKTON** - *NEW LISTING* - Established "All-Pedo" Limited GP Practice with 3 Ops located in a great area of Stockton. Well-maintained equipment in a 1,169 SF attractive "children-designed" setting, including 2 Digital Sensors, Nitrous, and 3 "Cavitron" units. 2017 GR \$273,000 on 24 hours (3 days) average Dr. hours/week. #CA555- Jay Harter - 916-812-0500

**GREATER VACAVILLE** - *NEW LISTING* - Dental Practice and Stand Alone Building for sale in prime downtown location. 2 Ops GP PPO practice in approximate 1,200 SF. Includes Dexis sensor, Dentrrix, and well-maintained equipment. 2017 GR \$449,000 on 32 avg. Dr. hours/week. Requires purchase of Dental Building. #CA556- Jay Harter - 916-812-0500

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**HAYWARD** - 1,900 sq. ft office, 4 treatment rooms, Digital Pano, Digital Sensor, Dentrrix PMS. 2017 GR \$306K on 2-3 days/week. #CA535- Jim Engel - 925-330-2207

**LOS ALTOS** - 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

**MARIN COUNTY FACILITY ONLY** - Dental Facility in Marin County w/Million dollar view! 2013 build in new condition. Has 3 Op's, bright and airy spacious layout in approx. 802 sq ft. Private Office, Reception, Planmeca Digital Pano, Digital sensor, Intraoral Camera, Sterilization. Paperless w/ bonus of patients. Opportunity to merge or work in an established facility to make a practice of your dreams! #CA502- Gina Miller - 707-391-7048

**MILPITAS** - 5 fully equipped treatment rooms in 1650 sq. ft., including Dentrrix PMS, Dexis Digital X-Ray, Intraoral Camera and Laser. 2017 GR of \$786,000 with 4 days of Hygiene. #CA549- Jim Engel - 925-330-2207

**PITTSBURG** - 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

**REDDING** - 2,600 sq. ft. office w/6 Ops, intra-oral camera, digital x-ray, Dentrrix software. Long history of GR over \$1M. #CA515- Valerie Higgins - 209-627-9347

**SACRAMENTO** - Great Sacramento Location - 3 Ops, shopping center location, digital X-Ray, ready to move in to. 2017 Collections of \$572K (From 2017 Corp. Tax Return), open 30 hours a week, 29 years goodwill. #CA527- Steve Caudill - 951-314-5542

**SACRAMENTO** - 3 Op, PPO practice in approx. 1050 SF. Eaglesoft, Schick sensors, and intra-oral camera. 2017 GR \$668K on a 4.5 day week. #CA519- Jay Harter - 916-812-0500

**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** - Long-Established 35 Yr Restorative Multi-Specialty Prosthodontist Practice in Downtown San Francisco. Large 2,463 sq. ft. leased space w/ In-house working Lab. Seasoned Lab Techs On-site. 4 Ops & 2 Lab Rms with opportunity to expand. Dentrrix & Carestream Digital x-ray w/9 workstations. Specialty providers brought in for Full Service Dentistry. 2017 Gross Receipts \$613K, 3 Day work-week. #CA529- Gina Miller - 707-391-7048

**SAN JOSE** - This West Valley High End Restorative and General Practice boasts 3 year average revenue of \$1.2M with over \$500K average Adj. Net on a 4 day work week. 100% FFS with 3 fully equipped Ops in 1,100 Sq. Ft. plus 500 Sq. Ft. of finished attic storage. Cone Beam Imaging, Schick Sensors, Lasers and nearly every technology to launch your dream office. Great lease at well below market rent of only \$3,269 per month. Seller will work back to mentor the buyer. Great practice, great cash flow and great location near major shopping mall to build your future career! #CA506- Jim Engel - 925-330-2207

**SONOMA COUNTY** - Large General Practice with 31 Yrs of Goodwill. Solo owner dentist with In-house specialists. 2018 GR above \$2.8M. Stand Alone 3,000 sq. ft. Prime Real Estate off a major Freeway and corner lot location, 1 Hr N. of San Francisco. 72 NP/mo. and 10 days of Hyg/wk. 6 Ops Pano, Dexis, Cameras, Laser, Dentrrix. Both Business & Real Estate for sale or Lease. Doctor Retiring & will work back. #CA544- Gina Miller - 707-391-7048

**SONOMA COUNTY - NEW LISTING** - GP: 1,890 sq ft office w/4 Ops. 2017 GR \$529K on 3 days/week w/3.5 days of hygiene. Dexis, Dentrrix, Intra-Oral, and laser. Real Estate available for purchase. Doctor retiring. #CA563- Gina Miller - 707-391-7048

**SONOMA COUNTY - NEW LISTING** - Six (6) Ops in 2,200 sq. ft. space. Seller owned facility. 2018 GR of \$802K with 4 Hyg Days. Dexis Digital X-ray, Dentrrix PM, Intra-oral Camera, Laser. #CA564- Gina Miller - 707-391-7048

**TRI-VALLEY/EAST BAY - ENDODONTIC LISTING** - 3 Ops and 1,300 sq. ft. office with TDO Imaging Software, Digital X-ray, and Global Microscope. 2017 revenues of \$341K with adjusted net above 38% on reduced schedule. Owner retirement. #CA526- Jim Engel - 925-330-2207

**VALLEJO** - Real Estate Available. 1,250 sq. ft. practice w/3 equip. Ops. Eaglesoft PMS, Digital X-ray, and CAD/CAM. 2017 GR \$736K on 3 1/2 day work week. Owner can assist with Real Estate financing, is retiring. #CA521- Jim Engel - 925-330-2207

**VISALIA - PERIO LISTING** - Periodontal Practice with 4 Operatories, fully furnished is now available in Visalia. Seller works 3 days a week, and owns the building, will consider selling the building also. 2,000 sq. ft. suite with 40 years of goodwill. 2017 GR of \$356K, great location and price for this practice. #CA512- Steve Caudill - 951-314-5542

**VISALIA** - 2,700 sq. ft. (to be verified), free-standing building with major Street frontage and signage also for sale. Equipment is only 4 years old, using Dentrrix software, Digital X-ray and Pano. This is a PPO and Cash practice (no HMO or Denti-Cal), \$585K Collections in 2017. Great opportunity to own the building and practice. #CA536- Steve Caudill - 951-314-5542

**WESTERN CONTRA COSTA CO.** - 1,625 sq. ft. office w/4 fully equipped Ops, 1 plumbed not equipped. Fully digital, paperless charts, Digital Pan, Digital X-ray, Eaglesoft PMS. 2018 GR \$764,000, 5 days hygiene, averaging 65 new patients/month. #CA569- Jim Engel - 925-330-2207

**WOODLAND** - 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 \$770K. Our seller is retiring, this is a great location with potential for increased collections. #CA497- Steve Caudill - 951-314-5542

### CENTRAL CALIFORNIA

**CENTRAL COAST - ENDODONTIC PRACTICE** 3 Operatories equipped with Zeiss microscopes, Digital x-rays, Paperless, Cone Beam CT, and PBS Endo Software. 2017 Gross Receipts of \$1.0M+ with \$607K 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** - PERIO/IMPLANT office, 6 Ops, large conference room for teaching/meetings, 20 years goodwill, 2017 Collections of \$650K, works 2 days a week, cash only office. #CA518- Steve Caudill - 951-314-5542

**GREATER MODESTO** - 4 Ops in approx. 1,400 SF. 2017 GR \$366,000 and 2018 GR \$408,000 (to be verified) on a 3-day Dr. work week. Dental building must be purchased with practice. #CA546- Jay Harter - 916-812-0500

**MADERA** - General Dentistry Practice. 2017 & 2016 average gross receipts \$809K with a 52% overhead. Office has been in same location for 30 years. Dexis and Dentrrix software. 7 Ops. 10 days of hygiene. #CA541- Jay Harter - 916-812-0500

**MADERA** - Price Reduced 100K! North Fresno/ Madera Area: Modern 4 Operatory (room for 5th) PPO practice with newer equipment, 1800 SF, and 2017 GR \$233K on 2 days/week Dr. production. Building facility also available for purchase. #CA542- Jay Harter - 916-812-0500

**MADERA - NEW LISTING** - General Dentistry Practice and Building. Centrally located, high visibility. 3,141 sq. ft. with 7 Operatories, Dexis Digital x-rays, Invisalign, Delta PPO. \$968K Gross Receipts with low overhead. #CA566- Jay Harter - 916-812-0500

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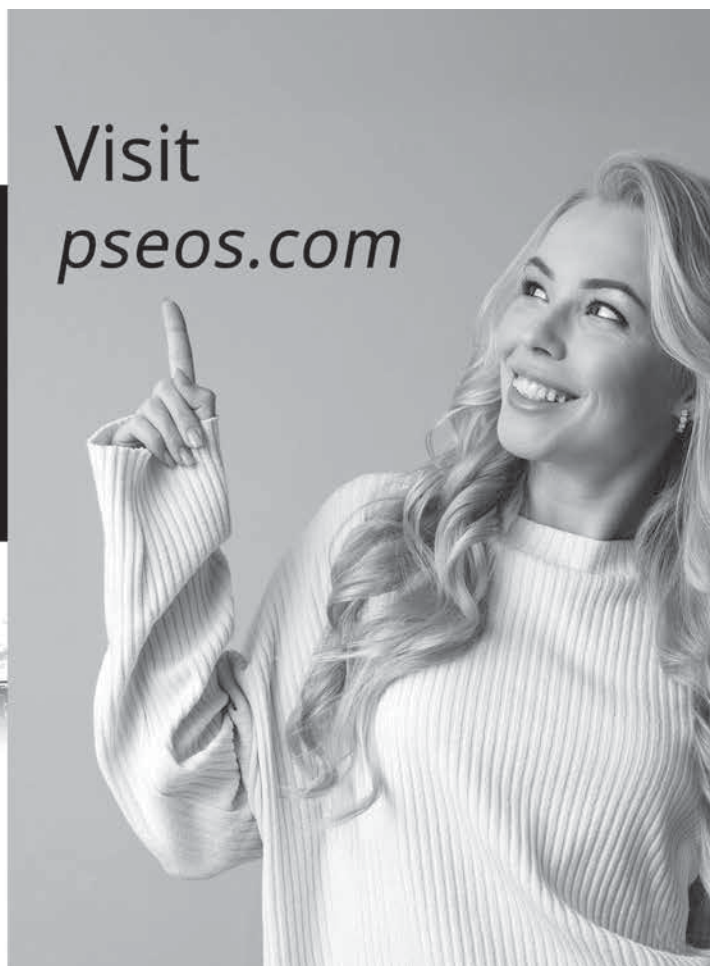
**SIMI VALLEY PRACTICE FOR SALE-** 4 operatory, 1,300 sq.ft. general practice with increasing revenues and room for continued growth. 867 active patients with 22 new patients/month. Owner is relocating and will accomodate transition. Asking \$490,000. Call 818-990-0686 or email [ali@furnesscpa.com](mailto:ali@furnesscpa.com). BRE#01503197

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**Temecula office** - 3 fully equipped ops. Digital sensors/Pano. Great location/lease. Priced to sell fast.(310)739-4091

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**Used equipments :** Dent-X 810 basic film processor \$ 500. and Densply Rinn Xray Duplicator \$ 200. Helen 626-576-5933.

**Office in** Tustin has space for lease for two or three days a week . for endodontist,oral or plastic surgeon.call 949-653-5609

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**PRACTICE FOR SALE/ SAN DIEGO** GP w/ 6 eq ops / 2 plmnd not eq Grossed approx. \$1.2M in 2018. California Practice Sales, Inc. Phone: 714-639-2775

**Hiring: DDS Assoc @ GARDENA,CA** small scratch built/start up office. email pdf CV: [ULTRABIZ88+HR@GMAIL.COM](mailto:ULTRABIZ88+HR@GMAIL.COM)

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## LOS ANGELES/VENTURA COUNTY

### BALDWIN PARK

4 eq. ops. in a stream-line, digital, paperless, 980 sq. ft. suite located in the heart of town. Busy shopping center location with excellent signage. Rent is very reasonable at \$2,354/month. 18 Years of Community Goodwill. Solid staff in place. \$180,000.

### BEVERLY HILLS - NEW LISTING

4 eq. ops. in a 1,100 sq. ft. suite with charm and attention to detail from floor to ceiling! Crown molding, ceiling medallions, chandeliers, coffered ceiling, and ornate architectural elements make up this must see practice! 28 Years of Community Goodwill. Seller sets schedule around high-end clientele. This practice has the opportunity to grow in such an affluent community!

### AZUSA - NEW LISTING

Strip shopping center location on a major thoroughfare providing excellent exposure and foot traffic. 1500 sq. ft. suite is offering 4 eq. ops., digital x-ray. Seller purchased a building and is moving the patient base. Has a history of being a dental office for over 15 years. Ave of 15 new walk-in patients per mo. Reasonable rent. Excellent opportunity. Priced to sell.

### EAGLE ROCK / LA - NEW LISTING

3 eq. ops. in a 1,000 sq. ft. suite located in a free standing building on a busy corner with excellent visibility. The base rent is currently \$2,060 a month! **Leasehold Improvements & Equipment Only \$14,900!**

### LOS ANGELES - NEW LISTING

**5 eq. ops. & 2 plumbed Xray rooms in a 2,500 sq. ft. suite. Upscale, Professional building off the 110 freeway. State of the Art practice** with an amazing build-out. Excellent marketing in place and foot traffic exposure. 17+ Years of Goodwill. **80% PPO & 20% Cash** practice. Long term, quality staff in place. Collected \$1,293,598 in 2018.

### DOWNTOWN LA

**4 eq. Treatment rooms & 1 plumbed not eq. Treatment room in a 1,977 sq. ft. suite** located in a Multi-Story, beautifully appointed, Professional Building with excellent exposure and visibility. 20+ Years of Community Goodwill. Rent is \$5,750/month. **Amazing views!** Long standing, GP patient base that keeps coming back to the practice. Seller is a Prosthodontist but only a few patients are truly Prosth patients. Most procedures are referred out and provide po-

tential for a buyer to keep those procedures in house. *Under offer, Back up offers encouraged.*

### LONG BEACH - RECENTLY REDUCED

2 equipped treatment rooms & 1 plumbed not equipped treatment room in a 800 sq. ft. suite located in a two story Medical/ Professional building close to CSLB and Long Beach Veteran's Hospital on a busy street. Ample parking. 40+ Years of Community Goodwill. **Rent is only \$1,300/month** and all inclusive. Being sold as Leasehold Improvements and Equipment only but given the distance to the Torrance practice, some patients may stay. **\$37,000.**

### DOWNEY - RECENTLY REDUCED

Excellent **corner location** in a well-known 4 story professional building in Downey. Our seller has **3 eq. ops., 19+ years of Goodwill. Collected \$378,260 in 2018.** The office has a sensitive and caring staff, and enjoys 10-15 new patients a month. 75% insurance, 19% cash and 6% other. **Centrally located** in Downey, this building is well known to those who live in the area as the place to attend to their medical and dental needs. Housed in a **1,214 sq. ft. suite, the rent is only \$2,739 a month. \$260,000.**

### GLENDALE - NEW LISTING

3 eq. ops. in an all digital, 1,100 sq. ft. suite located in a professional building convenient to the 134. Established as a dental practice for over 50 years. Rent is \$3,200/month. Eaglesoft Software, Intra Oral Cameras, Digital Pano, Air Tech Scannx. A must see!

### LONG BEACH - RECENTLY REDUCED

4 eq. ops. & 1 plumbed not eq. op. in a 1,800 sq. ft. suite, located on the 1st floor, in a two-story professional building convenient to the freeway with free parking. Custom finishes, Dentrix Software, Intra-oral camera, and Digital x-ray. Priced to Sell! \$130,000. **AVAILABLE.**

### LOS ANGELES - RECENTLY REDUCED

2 eq. ops. & 1 plumbed not eq. op. in a 900 sq. ft. suite located in a Medi-Cal building with excellent signage and street visibility. Medi-Cal Clinic offers many referrals and the Medi-Cal Fee Schedule just went up. 14+ Years of Goodwill. Low Overhead. Priced to Sell Quickly \$89,500!

### LOS ANGELES - RECENTLY REDUCED

3 eq. ops & 1 plumbed not eq. op. in a 1,000 sq. ft. suite located in a two story, free standing building that rents for \$2,450. Excellent exposure and Signage on a busy street. The second floor is vacant and available - approximately 1,000

In 26 years serving the dental community I have never seen a record sales year like 2018 and we are humbled and grateful for the trust our clients have placed in us. We know we don't merely sell dental practices, we broker your life's work and the buyer's future lifestyle. Many lives (including staff & patients) are impacted by the transition so this "matchmaking" must be perfect. Thank you for entrusting us to assist in this important event.



**Ellen Wood**

RE Agent - Sales & Marketing Associate  
18 Years in the Dental Practice Sales Industry  
DRE License #02006320

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sq. ft. 50+ Years of Goodwill. Urgent Care next door – office gets many walk-ins. Projecting approx. \$329,659 for 2018 on a part time schedule. Must see to appreciate. \$199,500.

#### **MANHATTAN BEACH - RECENTLY REDUCED**

The practice is currently an Endo but could easily be converted to a GP. This **turn-key location is fully equipped with digital sensors, microscopes and a CBCT**. There are three treatment rooms in a modern 1,000 sq. ft suite that rents for \$3,535 a month (includes CAM) with 4 years left on the existing lease. 21 years Goodwill. This is priced to sell!

#### **MONTEBELLO**

6 plumbed treatment rooms (5 equipped) in a recently remodeled, clean, streamline 1,500 sq. ft. suite. Excellent corner location and exposure in the heart of Montebello. Private parking. Rent is very reasonable at \$1,875/mo. Leasehold Improvements & Equipment only. *Under offer, back up offers encouraged.*

#### **PASADENA - RECENTLY REDUCED**

3 eq. ops & 2 plumbed not eq. ops in a 1,500 sq. ft. suite located in a single story, strip center on a busy corner convenient to the 210 freeway. Excellent signage. 15 Years of Goodwill. Rent is \$5,560/month. 90% PPO & 10% Cash. \$250,000.

#### **PASADENA**

4 eq. treatment rooms in a 2,435 sq. ft. state of the art, beautifully designed suite located at a busy intersection. 2nd floor location. Large parking lot. Seasoned, friendly, and knowledgeable staff that caters to the implant patients. Fee for Service. You need to see this if you are oriented toward placing and restoring implants!!! Seller is open to staying on part time during an extended transition period. Collected approx. \$715,824 in 2018.

#### **REDONDO BEACH - NEW LISTING**

Ocean Views and Breezes included! 5 eq. ops. in a 1,995 sq. ft. suite located in a multi story, professional building with over 50 years of Goodwill. Only a few blocks from the beach. Strong Patient Base. Long term, quality, caring staff. Potential to implement advertising and create a website to attract new patients. 50% Insurance & 50% Cash income stream. Collected \$339,277 in 2018.

#### **WESTCHESTER - RECENTLY REDUCED**

4 eq. treatment rooms in a 1,300 sq. ft. suite located in a well-known, community established high rise on a busy cor-

ner. 11th floor views! Rent is \$4,263/month and all utilities are included except internet and phone service. 39+ Years of Goodwill. Fee For Service. Intra Oral Camera, Digital Xray, and equipment that averages 5 years old. Currently no advertising plan in place. Collected \$261,939 in 2018 on a 3.5 work week. \$139,900.

#### **WEST SIDE ORAL SURGERY PRACTICE - NEW LISTING**

2 eq. surgery rooms & 2 eq. consultation rooms in a beautifully designed, recently remodeled, top of the line, paperless, digital, 1,500 sq. ft. suite located in a prestigious medical plaza. Solid referral base. Collected approx. \$706K in 2018. Seller is requesting a resume from potential buyers.

#### **WHITTIER**

One of a kind opportunity to own a piece of Whittier history. Generational practice that has grown with the City of Whittier for 100+ years. The single story, free standing building has 2,800 sq. ft. on the first floor and 600 sq. ft. of storage in the basement. The basement offers easy access to first floor plumbing. **4 eq. ops. and 1 plumbed not eq. op.** Private bathroom with shower. Large windows with garden views. Plenty of natural light. Good size lab. Private parking in the rear of the building. Retiring Seller currently works 3 days a week. **Real Estate For Sale!** *Under offer, back up offers encouraged.*

#### **WHITTIER**

2 eq. ops. in a well-designed, recently remodeled suite. Practice was previously an Implant practice producing about \$300,000 a year. Excellent location on a busy street convenient to the 57 and 60 freeways. Leasehold Improvements & Equipment Only

#### **DOWNEY - NEW LISTING**

**4 eq. ops. in a 1,250 sq. ft.** suite located in a single story, strip center on a busy street corner with excellent exposure and foot traffic convenient to the 5 freeway. **\$3,225/mo** rent includes all utilities except electricity. Long term staff in place. Collected approx. \$173,676 in 2018.

#### **NEWBURY PARK - NEW LISTING**

2 eq. ops. & 2 plumbed not eq. ops. in a 1,267 sq. ft. suite located in a two story, upscale, professional building off the 101 freeway, State of the Art, Paperless suite custom designed by George Fedyna. Seller owns the condo suite and is willing to negotiate a new lease. Leasehold Improvements & Equipment Only \$75,000!



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Experience in Finance and Brokerage since 1976  
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## ORANGE COUNTY

### AFFLUENT SEASIDE COMMUNITY IN ORANGE COUNTY – NEW LISTING

Amazing opportunity to own your dream practice on PCH just blocks from the beach. **State of the Art, 3 eq. ops. in a 1,100 sq. ft.**, exquisitely designed suite. Rent is only \$4,500/ month for this high exposure, high end location. 11 Years of Community Goodwill. Patients accept proposed treatment plans. Long term, knowledgeable staff in place. Priced at \$790,000.

### CYPRESS - NEW LISTING

**4 eq. ops. in a 2,040 sq. ft.** suite located in a single story, professional building on a busy street with excellent **Pole Signage and visibility. Rent is \$3,310/month.** Established as a Dental Practice for 13 years. Seller out grew the space. New Compressor. **700 sq. ft. storage space. LEASE-HOLD IMPROVEMENTS & EQUIPMENT ONLY \$42,500.**

### LAGUNA NIGUEL – NEW LISTING

**4 eq. ops.** in a nicely designed, 1,119 sq. ft. suite located in a single story, busy, corner, strip shopping center. Exposure and Foot Traffic! Established as a practice since 2008. Seller would like to concentrate on his other practice. Rent is \$5,144.05/month. Leasehold Improvements and Equipment Only.

### TUSTIN

Excellent location in the Tustin Medical Center on a busy street convenient to the 5 and 55 freeways. Will entertain a GP or Pedo. Room for 3 to 4 ops with addition of dividers. Bright, clean, well designed 2,000 sq. ft. suite - Seller used superior materials on the build-out. The rent is \$4,700/month. Leasehold Improvements only.

### WESTMINSTER – NEW LISTING

**4 eq. ops.** in a 1,190 sq. ft. suite located in a busy shopping center convenient to the 405 and 22 freeways. Nicely designed, clean, bright suite with a rent of \$4,566/month. Seller works part time managing the practice and has qualified associates in place. Long-term, excellent staff. Collected \$352,711 in 2018 on a 2 day work week.

## RIVERSIDE/SAN BERNARDINO/SAN DIEGO COUNTY

### COACHELLA VALLEY MULTI SPEC - NEW LISTING

**5 eq. ops. & 1 plumbed not eq. op.** in a 2,500 sq. ft. suite. 27 years of goodwill. The well-trained staff caters to a high-end patient base. Rent is only 3,600/month! Dentrux Software, Digital X-ray, Intra Oral Camera, CT Scan and Gemini Dual Wave Laser. History of collecting over \$1.2 Million a year. 95% Cash, 5% Ins. Seller is requesting a resume from potential buyers.

### HESPERIA – NEW LISTING

**2 eq. ops. & 1 plumbed not eq. op.** in a 1,000 sq. ft. suite located in the heart of town with 18 Years of Goodwill. Attracting 30+ new patients/month. Rent is only \$1,500/month. Collected approx. \$134,984 in 2018 on a part time schedule. Low Overhead & Potential to be open more! \$75K

### LA QUINTA

**8 modern, fully equipped treatment rooms** in a state of the art 2,275 sq. foot suite located in a frequented shopping center with over 30 Years of Community Goodwill. Dentrux G5 Software, 10 Intra Oral Cameras, Digital X-ray, Pano, and equipment that averages 10 years old that is in excellent condition. Long-term, Knowledgeable staff. Strong Hygiene department -10 days/week. Qualified Specialists in place. Retiring Seller. 60% Cash 40% PPO/ Delta (no HMO or CAP). Projecting approx. \$1,844,394 for 2018/2019 with a history of Collecting \$1.5+ Million. *Available.*

### LANCASTER - NEW LISTING

**8 eq. ops.** in a 3,200 sq. ft. spacious, nicely designed suite located in a busy shopping center convenient to the 14 freeway with excellent visibility. Established 28+ years as a Pedo dental practice, would be a great GP location. Landlord is willing to paint the suite, negotiate a new lease and is easy to work with. Suzy Dental Software, Intra Oral Camera and Pano. Leasehold Improvements & Equipment.

### NORTH COUNTY SAN DIEGO

**4 eq. ops.** in a beautifully designed, state of the art, and paperless suite located in a busy shopping center on a main street convenient to the freeway. Established, Fee for Service, Seaside Community practice. Excellent exposure, foot traffic, and attracting approx. 20 new patients per month. Seller currently works 3 days a week with 2 days a week of hygiene. History of Collecting over \$940K. *Under offer. Back up offers encouraged.*

### POWAY - NEW LISTING

**3 eq. ops. in a 1,100 sq. ft. suite** located in a two story professional building. Nice, Clean, Bright layout. Upscale area and clientele. Rent is \$3,700/month. Seller only works this location one day a week and needs to concentrate on her Vista and Oceanside practices. Potential to be open more! **Patient Charts included but not guaranteed. \$72,500.**

### RANCHO CUCAMONGA

**4 eq. treatment rooms in a 1,175 sq. ft. suite.** Excellent location in a busy, strip shopping center off Baseline with excellent parking. Close to the 15 and 210 freeways. **Rent is only \$2,900/month.** Adeq equipment. Leasehold Improvements & Equipment Only.

### REDLANDS

**3 eq. ops.** in a 850 sq. ft. boutique style suite located in a single story, store front building close to the City Hall, Mall, Area Schools and convenient to the 10 freeway. Large signage and visibility. Rent is only \$1,200 per month. Seller has put in over \$80K in tenant improvements but needs to concentrate on his Rancho Mirage practice. Motivated Seller, Make an Offer!

### TEMECULA TURN-KEY - NEW LISTING

**3 eq. ops. & 5 plumbed not eq. ops.** in a spacious 3,029 sq. ft. suite located in a single story, free standing building. Beautifully designed and everything looks new! Seller has a practice in La Puente and lives in Orange County. Seller has only been able to work this location 2 days a week. Established as a dental practice since 2013, Rent is \$4,544/month. Collected approx. \$135,819 on a 2 day work week in 2018. Would be a great Multi-Specialty location! *Under offer. Back up offers encouraged.*



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**N. COUNTY SAN DIEGO** PROS PRACTICE FOR SALE: 4 Ops, Beautiful facility, Dentrux, Digital, Seller relocating. HSPPT-Russell Okihara 619-694-7077 #CA524

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**GLENDAL /BURBANK** absentee seller, Gr \$840k Beautiful Corner RE newly renovated like new 5 ops rm for more. RE includes small apt, HMO cks pays rent. This is a 1.5 million \$ location refers out most all Endo Gorgeous. Call Tom Fitterer 714-345-9659 PPS

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**GP wanted-** associate GP needed in Santa Ana, California. Availabe Tue,Wed,Fri,Sat Bilingual Preference (Spanish) Email resume to familydentistry\_123@yahoo.com

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**GLENDAL/EAGLE ROCK AREA** (5) op G.P./(4) eqt'd. In free stand. bldg. Gross Collect. ~ \$500K/yr. on (4) days/wk. Cash/Ins/PPO. Seller retiring. D&M Practice Sales 818.591.1401

**Panoramic X-ray PG-1000 for sale** with User Manual. Working condition, low exposure. Best offer. San Gabriel 626-319-5704

**Shared space/rent** opportunity in Newport Center Medical building. Ideal for any spec/or GP. 1-6 ops avail 1-6days/wk. Beautiful office, fantastic setting. New Dig.x-ray/Comp see photos at michaelbarnesdds. More info @ 698-2693 or mbarnes@mbarnes.occoxmail.com

### KL-955 San Diego:

This practice has been established for 11 years and seller is relocating. The growth potential in this location is limitless! Increase marketing & types of procedures to watch this practice skyrocket. 1,053 square feet and consists of 2 fully equipped Ops (plumbed for 1 add'l). Adjacent vacant suite available for expansion. **Full Price: \$225,000**

### KL-909 San Diego:

Collecting over \$1.4M annually, this is a remarkable opportunity at a proven location in the up-and-coming, evolving, chic and vibrant North Park neighborhood. Designed with office efficiency & patient flow foremost, resulting in a comfortable, productive and pleasant environment. The office occupies approximately 2,400 square feet and consists of 5 fully equipped Ops w/ 2 Peditors. Call for More Information. **REDUCED! NOW ONLY \$910k**

### KG-921 Santa Maria, California *Desirable collegiate coastal community!*

With Collections over \$529K in 2017, this 900+ sf office with 3 fully equipped ops is centrally located in a long-established professional building in desirable neighborhood w easy highway accessibility. Call for Details **Full Price: \$315,000**

### JG-757 Visalia Periodontics:

Offering a full spectrum of Periodontic procedures: Root Planing, Surgery, Laser (Lanap), active Recall system, *except Implants*, this practice is an outstanding opportunity and gold mine for the astute periodontist who recognizes this as a potential for growth! **With 9 Hygiene days per week, this practice is a rare gem! Reduced Price: \$350,000**



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**\*\*Santa Ana\*\*** PPO & Cash practice for SALE. Potential for HUGE growth, seller refers out most specialty work, does no ads/no online presence. Seller retiring. Email to 1306main@att.net

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**Treatment Coordinator** for Irvine GP office. Min 2 yrs exp. Dentrux exp a plus. Email resume to iflossforyou@gmail.com.

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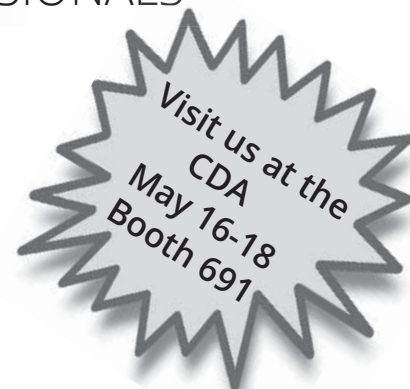
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**Dr. K.G.**



Wow, that is a big step and congratulations on your pending retirement. Ensuring payment on the transition is a common concern along with the tax implications of the transition. In general, most sellers look at two types of sale – an installment sale or a lump sum sale. Both come with pros and cons. The lump sum sale is favored by some because you get paid the full price at the time of sale. Others prefer the installment sale because spacing out the payments allows you to space out the tax obligations and potentially reduce the tax obligation because of lower incomes in retirement. However, the installment sale comes with the risk of default. There is a third payment method known as a structured sale that allows the seller to take advantage of the lump sum payment benefits as well as the tax bene-

fits of the installment sale but requires the use of a third-party trustee to comply with the constructive receipt rules under the IRS rules. There is no universal correct answer for a preferred payment structure, the structure is as much about the people as it is about the transaction. Consult your professional advisors on which payment structures may work best for you. Good luck on your pending sale and future retirement -- I wish you the best.

*Keith Dunnagan is the managing shareholder of BPE Law Group, PC, a Sacramento area law firm providing comprehensive legal services statewide to the California dental and business community in the areas of employment, practice transition and planning, business and corporate formation, real estate, estate planning, and contract law. He is a recognized speaker and writer and has been included in the Northern California Superlawyer magazine's Rising Star list (2018) and Superlawyer list (2019) and included in the 2018 list of Top Lawyers of Sacramento. To ask questions you can write to Keith at [kbdunnagan@bpelaw.com](mailto:kbdunnagan@bpelaw.com).*



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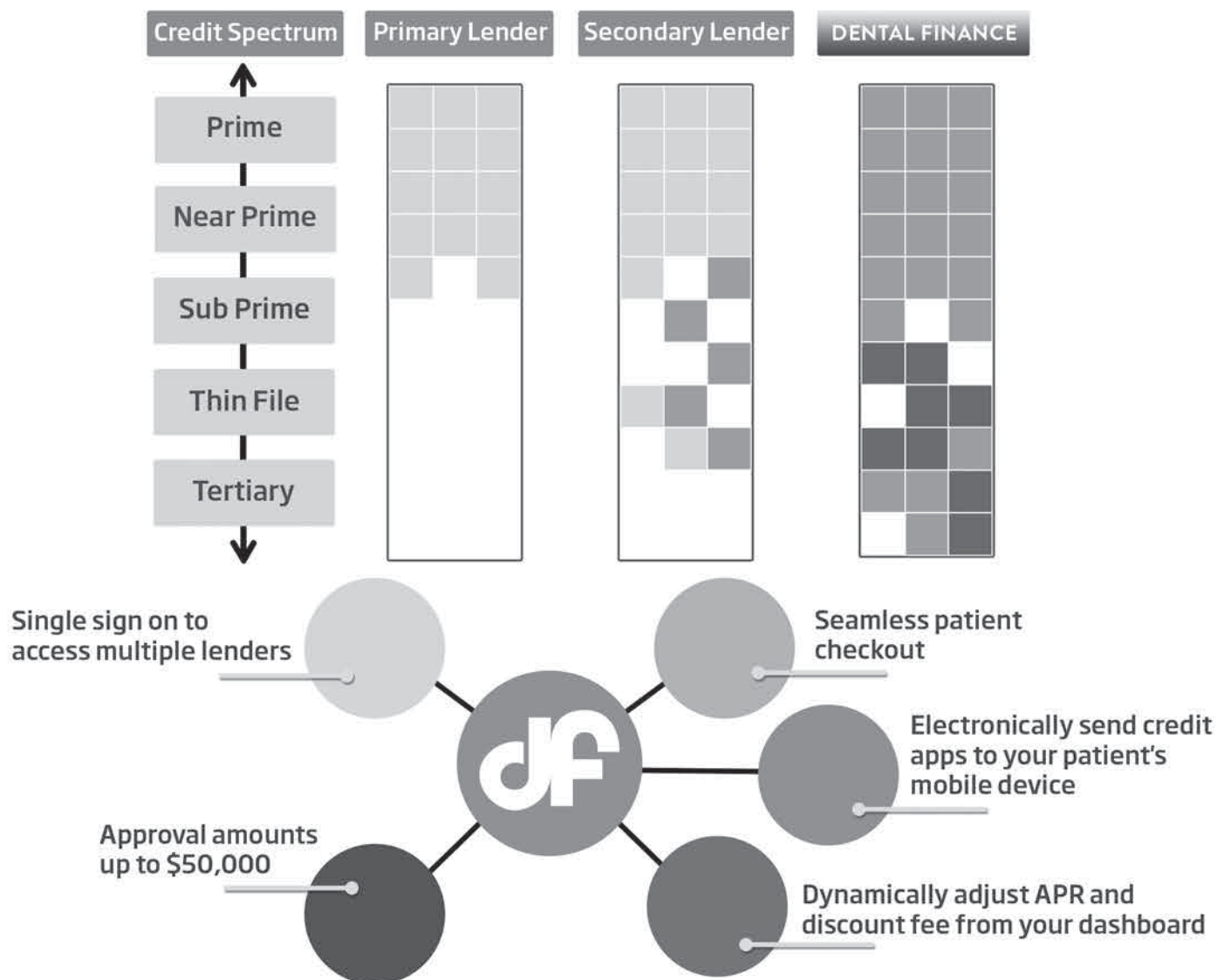
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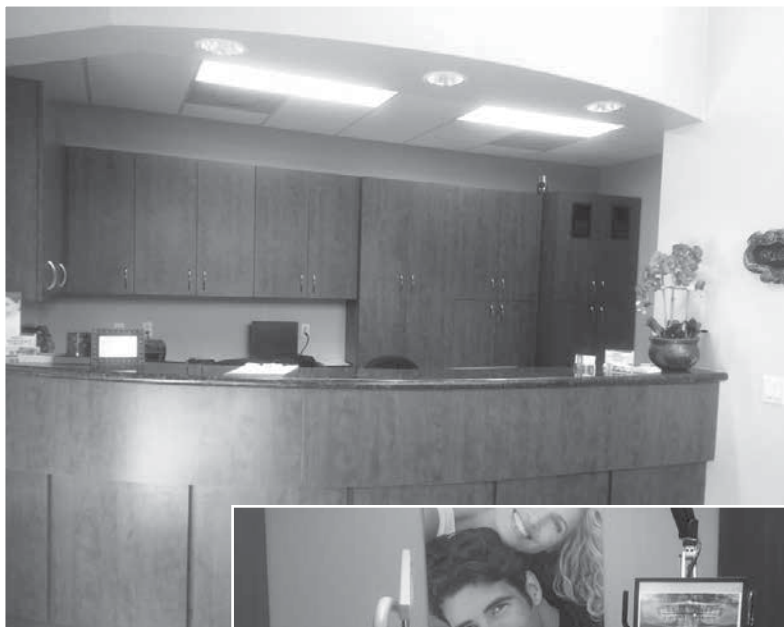
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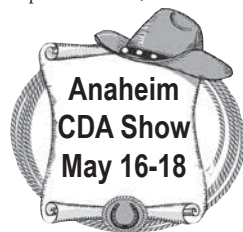
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