

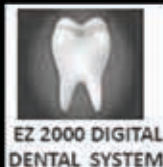
THE Dental Trader

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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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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, & Dentrrix 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.

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. **REDUCED**

ENCINO #8 - (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.

ENCINO #9 - (8) op comput G.P. w/ (7) ops eqt'd. In a prof. bldg. on a main thoroughfare w/ easy fwy access. Cash/Ins/PPO/HMO pts. Cap Ck approx. \$6K/mos. Dentrrix s/w, Digital X-rays & CT Scan, & Central Nitrous. 2018 Gross Collections (\$1.1M+). (49) Years of Goodwill. Practice offers one day/mos. of Endo, & two days/mos. of Perio. Owner DDS cutting back, but will assist with transition. **NEW**

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. **REDUCED**

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) & Dentrrix s/w. Seller refers out all Endo, Perio, O.S. Ortho, Pedo & implant placement. Seller is retiring, but will assist w/ the transition. **SOLD**

SANTA CLARITA - (4) op Comput. G.P. in a strip ctr. w/ exposure/visibility & signage on a main thoroughfare. High end buildout, w/ (4) ops of newer eqt Ins/Cash/PPO pts. No Denti-Cal, No HMOs, No Nights and No weekends. Eaglesoft s/w, digital x-rays & digital panorex. Annual Gross Collect. \$1.4M+. On pace to do \$1.6M+ in 2019. Refers out diff Endo, diff Pedo, & Perio Surgery. Does no advertising other than flyers. Selling due to health. Will help with transition. **NEW**

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. **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. **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 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 - Starter Practice

- Front St. Location. Low overhead
- 4 Ep.Ops. + 3 plumbed.

Glendale - Gross ~\$484K.

- Seller Retiring. GP with Ortho.
- Mostly Cash/PPO. 4 Ops

Hawthorne - New Listing!

- Seller retires.
- Strip Mall, 4 Ops.
- Gross ~\$260K on 2.5 days/wk

Hawaiian Gardens - Gross ~\$355K

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

Lakewood - New Listing!

- Main intersection/Shopping Pl.
- Gross ~\$425K. 5 eq. ops. + 1
- ~60% Dentical & 40% PPO/Cash

Lawndale - New Listing!

- Seller retires. 5 Ops ~1,350sqft.
- Collects ~\$200K on 4days/wk.
- No Advertising. 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 Dentical, 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 - New Listing!

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

Monterey Park - Gross \$570K

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

Pasadena - New Listing!

- Shopping Plaza
- Collects \$300k. PPO/FFS
- 3 eq.ops. + 2 add'l plumbed

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.

Cypress - Equipment & Leasehold

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

Garden Grove - Corner Lot!

- Freestanding Bldg + 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 busy street.
- 4 Equipped Ops, ~1,500 sq.ft.

Laguna Hills - Large Shopping Ct.

- Grossed ~\$550K in 2018
- PPO/CASH (High profit margin)
- State of the Art Practice
- Implants & Full mouth reconstruction
- 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
- 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

Dental Practice for Sale Ventura County, CA

Rancho Cucamonga -

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

Victorville - New Listing!

- Practice & Real Estate
- Single Story Bldg w/Parking Lot
- Lot size: ~18,500 sq.ft.
- Starter Practice: 7 rooms, 2,117 sq.ft.

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

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

Fremont - New Listing!

- Grossed ~ \$660K
- ~ 95% PPO, 5% CASH
- Commercial Bldg
- 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 - Doctor Retires

- Gross ~\$556K, 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.

Dental Practice Wanted

Buyers Looking for:

- Dental Pediatric Practices
- Practices with Real Estate
- Stater Practice in Shopping Pl.
- PPO/CASH Practices

Upcoming Practices

- Santa Ana- High Production Office
- Long Beach - Starter Practice
- Merced General Practice and etc...

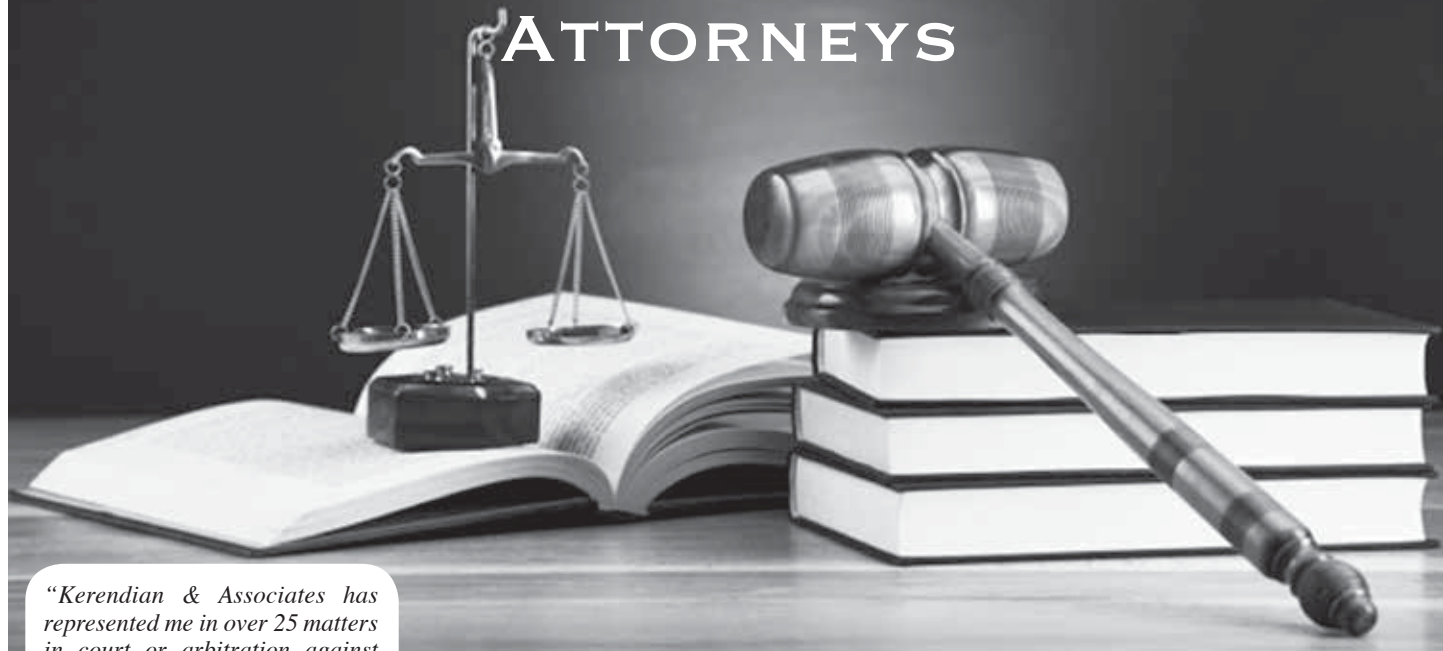
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DOWNEY: Retiree w/ 25 years Goodwill. Super Visible location. Very Low Overhead. Seller works P.T. PPO/Hispanic Patients Mostly. Good Staff. Easy Transition.

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!

WHITTIER: Perfect fit for practitioner looking for PT practice. Free Standing Bldg. Easy to Find. Clean Office. Over 15 years of Goodwill. Sales Price under \$150k!

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SAN DIEGO: 6 ops. 25 years of goodwill. Collections over 1.4 million for past 5 years. Fantastic location and staff. Seller retiring. Highly profitable practice.

CARMEL VALLEY: 5 ops. 20 years goodwill. Coveted location in the heart of San Diego. Seller retiring.

CARLSBAD: Well established office with 30 plus years of goodwill being sold with standalone building. 10 ops. Highly visible, highly accessible fwy close location.

RANCHO PENASQUITOS: 4 ops. 29 years of goodwill. Highly visible shopping center location. Office remodeled in 2016 and has digital xray and Cerec.

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.

CARLSBAD: 4 ops. Nearly new buildout in superb retail location next to Panera Bread. Motivated seller wants to downsize.

SAN DIEGO: 3 ops. 39 years of goodwill. Collections over 1.2 million for past 5 years. Low overhead high net income. Seller retiring. A must see.

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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

Yorba Linda

Private general practice for sale – Dr relocating out of area – 5 operatories in 2200 sq ft – grossed over \$600,000 in 2018 on 4 days per week– digital xrays and Dentrux computer system – 4 days of hygiene per week – Priced for quick 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 1/2 easy days/week – private insurance, PPO's and cash

Orange

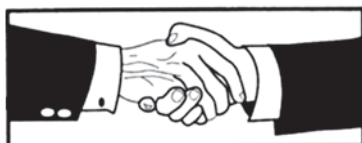
Private general practice for sale -Dr. retiring after 40 years - grosses \$620,000 per year on 3½ days/week – 5 1/2 days of hygiene/week - 6 operatories plus one additional plumbed – computerized with digital xrays – many procedures referred out and no advertising – private insurance, cash and only one PPO

Laguna Niguel

Facility only – 4 new operatories with digital xrays and 3D xray – laser and digital scanner -

Rancho Mirage

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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. - **PENDING AT FULL APPRAISED PRICE**

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 \$399,000.

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**

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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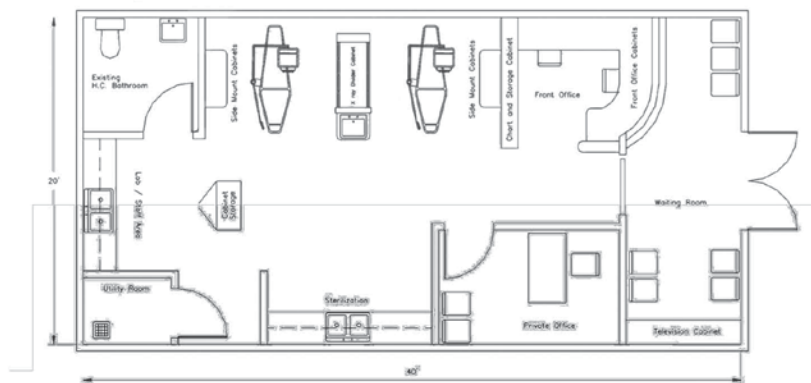
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Three year average practice net profit equals 42.7%
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Practice asking price \$475,000 • Real Estate listed at \$1.6M

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Restorative practice
Seven to eight days of Hygiene/ wk.
Prestigious location
Refers out for Endo/ Surgery/ Peds
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Intra-oral camera
2017 revenues \$902,499

Asking \$765,000

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Central Orange County #1131

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Restorative practice
Exquisite contemporary suite
Seller retiring
2018 gross revenues \$582,000

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Dr. Steven Mascagno

Central Orange County #1127

General dental practice
Located in professional building
1,160 square feet
Seller retiring
2018 gross revenues \$414,000

Asking \$329,000

South Orange County #1128

Private fee-for-service practice
Six (6) treatment rooms
2018 gross revenues \$731,771
Desirable community
Seller retiring

Asking \$595,000

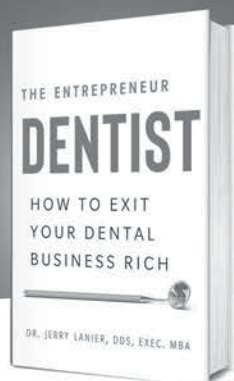
South Los Angeles #1129

Private practice
Same location for 35 years
Seller retiring
Large office with room to grow
2017 gross revenues \$928,000

Asking \$770,000

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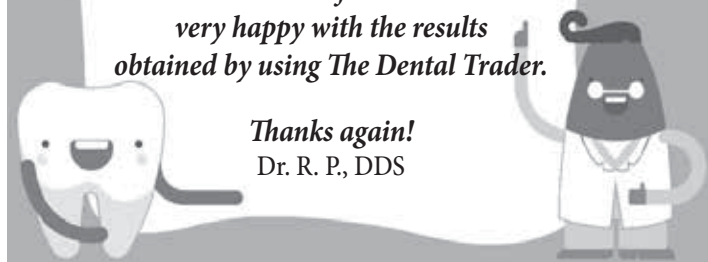
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FEATURED LISTINGS

CHULA VISTA (Turn-Key) – Well laid out general practice located in a 2 story medical dental building. The practice consists of 3 equipped operatories and 1 plumbed not equipped with room for expansion on a 1,233 sq. ft. suite. It's computerized with Eaglesoft software and digital x-ray. The Seller is currently working 2 days per week and Endo, O.S. and Perio once a month each. PPO and Cash Only. Seller sees approximately 7-15 patients per day. Does minimal advertising. **Grossed approximately \$588K in 2018.** Well established practice. Great potential for a full time dentist. Seller will be focusing on primary office and lectures. Please contact your CPS Broker for more details. **Property ID #5273.**

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 Dentrux 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.**

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.**

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.**

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- **Practice grossed approximately \$847K in 2018**
- **NET OF \$263K**
- The practice is conveniently located between The Interstate 5 and the 405 Freeway
- Located in premier shopping center
- Currently has no other dentists in building
- Our Seller established this GP practice and integrated a variety of specialties in 2012
- Seller works 3 days per week, Associate 2 days per week, Hygienist 3 days per week
- Sees approximately between 40-60 new patients per month
- This office is laid out very efficiently designed with 4 spacious operatories and 1 plumbed not equipped
- The doctor's private office also has its own lavatory

Please contact your CPS Agent for more details.
Property ID: #5230



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LOS ANGELES COUNTY LISTINGS

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 Dentrix. 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 Dentrix 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 1,200 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.**

TARZANA (Ortho) - Leasehold improvements and Equipment Only! Well laid out practice is located in a 2 story shopping center with excellent street visibility on a major street in Tarzana. Excellent freeway access. The practice consists of 2 equipped operatories, 2 chairs in open bay area and 2 plumbed not equipped for expansion in an approximate 1,850 sq ft suite. Seller established in 1994. An icon in the community. Great opportunity to build your practice. For the right Buyer, the charts remaining in the practice will be gifted to you, but not guaranteed. Please contact your CPS Broker for more information. **Property ID #5252.**

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Juana Dominguez
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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 \$1.1M 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 Dentrrix software. **Grossed approximately \$754K for 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 2020 in a 1,915 sq ft suite. 100% patient referral. Cash only. Computerized with Dentrrix 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.**

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 Dentrrix/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.**

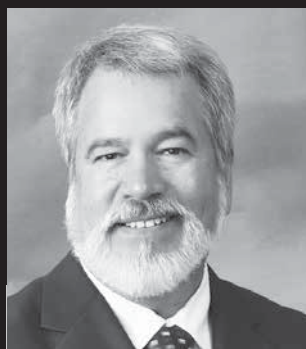
ORANGE (Turn-Key) – This General Practice has 37 years of goodwill to offer and is located in a single story med/dent building next to residential are and hospital. Easy freeway access. Absentee owner. Associate works 2 days per week and sees approximately 6-12 patients per day. This practice has 4 equipped operatories in an approximately 1,026 sq ft suite. It's computerized with Dentrrix software and digital x-ray. Has reasonable rent for the area. PPO and Cash only. **Grossed approximately \$162K for 2018.** Seller took over father's practice in Long Beach. This practice has great potential for a full time dentist. Please contact your CPS Broker for more information. **Property ID #5277.**

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.**

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.**



Fred Vuittonet, V.P.
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TUSTIN - Well established General Practice located in a two story shopping center. On a heavy traffic street. Good signage. Near residential area. Office is open 5 days/wk and generates approximately 19 new patients/mo. Seller manages only. PPO & Cash Only! Practice consists of 3 equipped operatories and a 1,222 sq ft suite. Computerized with Dentrix software and digital x-ray. **Grossed \$1.4M in 2017 and Projecting \$1.6M for 2018. Buyer's Net of \$307K.** Great practice. Please contact your CPS Agent for more information. **Property ID # 5236.**

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

TEMECULA + Real Estate - Established in 2004, this **Pedo/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 pedo 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 (GP) - 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.**

CHULA VISTA (Turn-Key) - Well laid out general practice located in a 2 story medical dental building. The practice consists of 3 equipped operatories and 1 plumbed not equipped with room for expansion on a 1,233 sq. ft. suite. It's computerized with Eaglesoft software and digital x-ray. The Seller is currently working 2 days per week and Endo, O.S. and Perio once a month each. PPO and Cash Only. Seller sees approximately 7-15 patients per day. Does minimal advertising. **Grossed approximately \$588K in 2018.** Well established practice. Great potential for a full time dentist. Seller will be focusing on primary office and lectures. Please contact your CPS Broker for more details. **Property ID #5273.**

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.**

ESCONDIDO (GP / Implant) This Turn-key practice is located in a single free standing building with 8 parking spaces and 1 handicap parking space. **Option to buy the Real Estate.** Great street visibility. Next to residential area. Established in 1990. Currently seller is working 2 days per week and hygienist 2 times per month. PPO/CASH/Some Capitation. The practice consists of 4 spacious equipped operatories in an approximate 2,400 sq ft office. Computerized with Dentrix software. **Grossed approximately \$312K for 2018.** Excellent staff. Seller will be focusing on primary office. Please contact your CPS Broker for more information. **Property ID #5275.**

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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 / Denti-cal. 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 in 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.**

SAN DIEGO (Turn-key) – General practice with 3 spacious equipped operatories and 1 plumbed not equipped operator on an approximately 1,815 sq. ft. suite. This practice established in 2005. Seller is currently working 1.5 days per week with Perio, Endo and O.S. once per month. Seller sees approximately 7-10 patients per day. PPO and Cash only. Does minimal advertising. Computerized with Eaglesoft software and digital x-ray. Grossed approximately \$325K for 2018. Well laid out office with great potential for a full time dentist. Please contact your CPS Broker for more information. **Property ID 5274.**

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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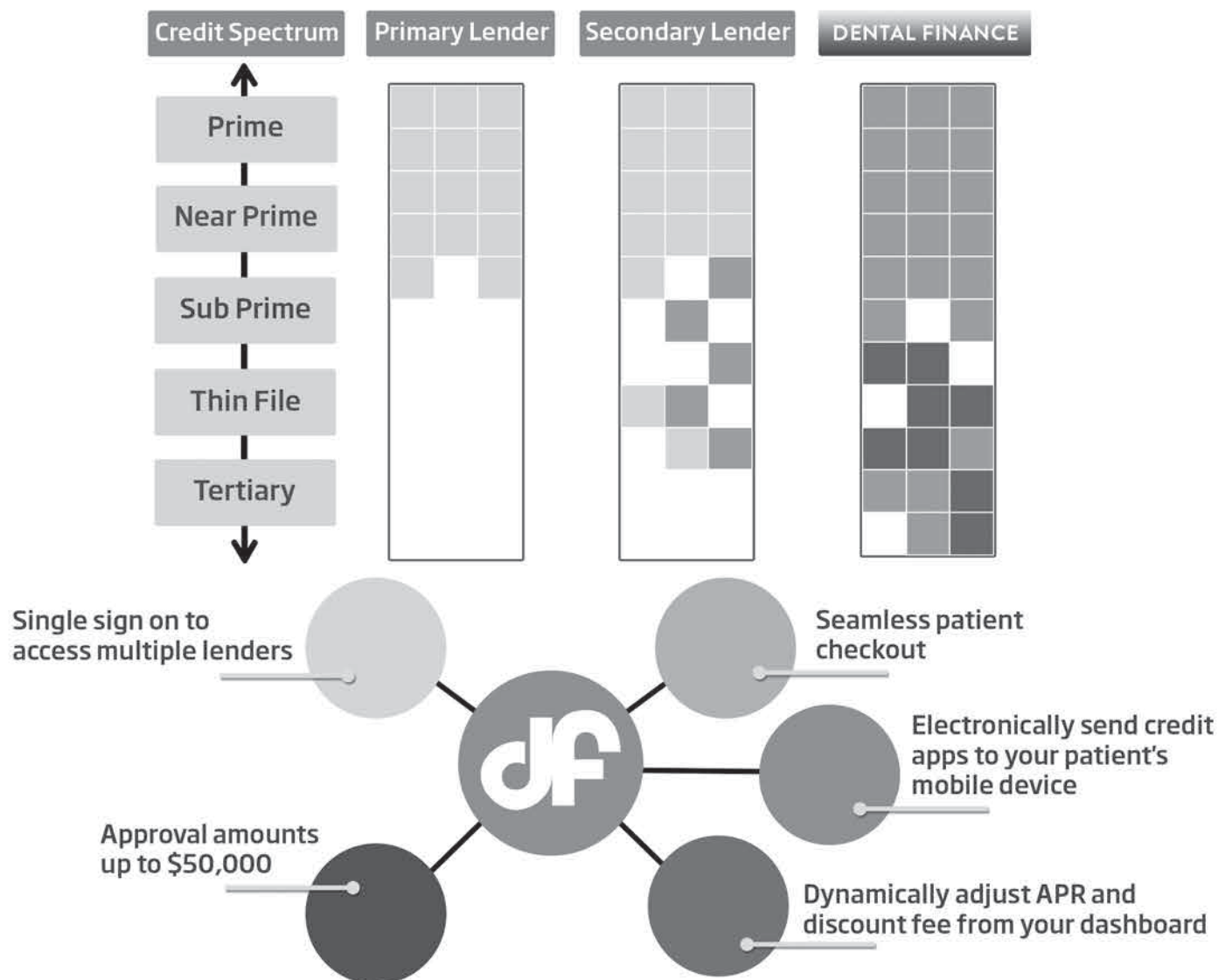
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IMPLANT/OS PRACTICE FOR SALE-SOUTH BAY LA: 3 Ops, WinDentOMS, Digital, Pano, CBCT. 2017 GR \$475K. HSPPT-Kerri McCullough 949-300-0312 #CA498

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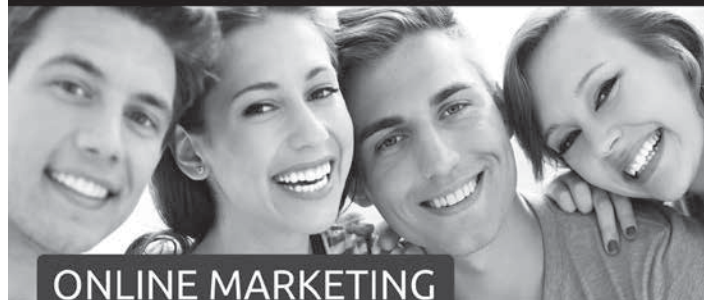
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APPLE VALLEY - General Dentistry practice with 3 Operatories has 50 years of Goodwill in Apple Valley. Practice utilizes EagleSoft software, digital x-rays, intra-oral cameras, laser, and a Digital Pan/Ceph. Doctor and Hygienist both work 3 days/wk. 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. Long 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 - 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

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 \$703K. #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 MOUNTAINS - 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

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. Practice features EagleSoft, CEREC, and has 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 ENDODONTIC - NEW LISTING - Beautiful, professionally designed suite. Newly built out in 2018, the practice features 6 Operatories, 5 Equipped, with 3 Microscopes, Cone Beam CT, fully digitized and paperless. Collections have been consistent for the past 3 years at \$1.3M+ with very low overhead. Excellent opportunity. Seller retiring. #CA593- 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 42 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 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- Thinh 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 - NEW LISTING - General Dentistry Practice with 5 Operatories is now available in a San Fernando Valley professional building. EagleSoft, Digital X-rays, Laser. 4 days of Hyg./week, a part-time GP Associate as well as Endo and Perio Specialists 2 days per month. 2018 Gross Receipts of \$961K with \$443K Adj. Net Income. #CA591- 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 Pedito room with 4 chairs and a separate waiting room, 3 x-ray areas with a total of 6 chairs and a digital Pano. Full porcelain lab on site, multiple sterilization areas and much more in 8,019 sq. ft. Practice utilizes EagleSoft and has a total of 18 hygiene days per week. Gross Receipts of \$3.6M+ with \$952K Adjusted Net Income. #CA488- Kerri McCullough - 949-300-0312

SANTA ANA/TUSTIN BORDER - NEW LISTING - General Dentistry Practice with 4 Operatories features Digital X-rays and Open Dental software in a great location in Santa Ana. Practice has over 50 years of goodwill and most specialty procedures are referred out. 2018 Gross Receipts of \$291K. #CA583- Thinh Tran - 949-533-8308

SANTA MONICA - General Dentistry Practice with 2 Operatories in a centralized location with great street visibility is now available 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 - Beautiful South Bay practice in a high income area. 5 Operatories in a professional building within walking distance to a high-end shopping center. Practice utilizes EagleSoft software with Digital x-rays, intra-oral camera, and Laser. Loyal, long-term staff, and currently open 3 full days and 1-2 Fridays and one Saturday per month. Most specialty work is referred out. 2018 Gross Receipts of \$741K with \$307K Adj. Net Income. #CA589- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - This 6 Operator 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 4 1/2 days per week. 2018 Gross Receipts of \$844K. #CA562- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - 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 - 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 3 1/2 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- Thinh Tran - 949-533-8308

WESTERN SAN FERNANDO VALLEY PEDITO - Great opportunity to purchase a Pedito practice in the western San Fernando Valley. In an upscale location, this 4 Operator 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 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 Operator Prosthetic 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, PPO/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 per week and has 8 days of hygiene per week. The practice is operated with EagleSoft and is digitized with Schick dental sensors along with a Cone Beam Pano. Practice also utilizes CEREC, Intra-Oral Cameras, and Dental Lasers. The patient base is comprised of FFS, Indemnity and PPO. Most specialty work is referred out to specialists. 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 Intra-oral. Seller accepts PPO and Medicaid and will be retiring. 2016 GR of \$923K with \$322K Adj. Net. #HI109- Russell Okihara - 619-694-7077

CENTRAL OAHU ORAL SURGERY - *NEW LISTING* - Well-maintained, 2-site location(s) sold as 1 practice. One location has 4 Ops and the other has 3 Ops. Practices are conveniently located with ample free parking. Collections have been consistent for the past 3 years at \$1M+ with low overhead. Strictly PPO and no hospital affiliations. Dentrrix, Digital Pano. Excellent opportunity. Seller retiring. #HI113- Russell Okihara - 619-694-7077

HONOLULU, HAWAII - General Practice, excellent location in a professional building. Well-designed floorplan with 3 Ops. Office 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 including 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 Pan, 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 Laser, and 3M True Definition. Practice has been est. for 60+ years. 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 software. 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 AUBURN/GRASS VALLEY AREA - *NEW LISTING* - GP practice in 1,330sf office with 3 ops and 4th plumbed. Rent: \$1,550/mo. Carestream software. 2018 GR of approximately \$474,000 on less than 3 day week. Seller refers out all endo, perio, ortho, and surgery. Retiring. #CA570- Thomas Wagner - 916-812-3255

GREATER EL DORADO HILLS - SELLING FOR LESS THAN 50% of 2017 COLLECTIONS OF \$700K. 25 minutes to 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% of patients 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 in great 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 ROSEVILLE - 3 equipped ops in 4 op, 1,320sf office. Dentrrix, Dexis digital sensors (2), Nomad Pro 2 X-ray, \$70K in equipment & technology purchased in 2016. Seller working 16 - 20 hrs./wk. #CA490- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO/ROCKLIN - *NEW LISTING* - GP practice with 6 fully equipped Ops., digital x-rays, pano, lasers, and Dentrrix software 2018 GR \$1.3M+. 7-8 days hygiene/wk. Owner Retiring. #CA584- 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 - *ASKING PRICE REDUCED* by \$60,000 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. GR 2018 P&L is \$786,000 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

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

GREATER 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

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

LODI - *NEW LISTING* - Digital Practice with 5 Ops, 75% HMO, Dexis sensors, low overhead. 2018 GR \$1,098,000 on 32 ave. Dr. hours/week. Building also available for purchase. #CA571- Jay Harter 916-812-0500

LOS ALTOS - Great location and 30-year history for 1,520 sq.ft. practice with 6 Ops, 3 equipped. Pano, Intraoral, Soft Tissue, **SOLD** 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 area, 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 AREA - *NEW LISTING* - ORAL SURGERY - Oral & Maxillofacial Surgery Specialty Practice: High-end Practice with 3 Ops w/4th Open, newer equipment & cone beam. Dr. will sell half ownership or to corporate. Beautiful riverview building also available. 2018 GR \$2,311,000 on 3 Dr. days/week. #CA579- Jay Harter 916-812-0500

REDDING - 2,600 sq. ft. office w/6 Ops, intra-oral camera, digital x-ray, **SOLD** 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 PMS, Schick sensors, and intra-oral camera. 2017 GR \$668K on a 4.5 day week. #CA519- Jay Harter - 916-812-0500

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 - 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 **SOLD** 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 - 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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Periklis Proussaefs DDS, MS is a prosthodontist and Associate Professor at Loma Linda University. Dr. Proussaefs has received formal training in all forms of sedation since 1997. He has been providing dental care under I.V. (moderate) or oral (minimal) sedation. His seminars focus on patient safety, airway management, monitoring, and handling emergencies. The course involves lecturing, hands-on training on a manikin, and real patient experience.

WORKSHOP SCHEDULE:

July 19th - 21st, 2019

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(Staff member participation encouraged.)

\$765: Recertification oral sedation dentistry doctor

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-Kevin Chou DDS, general dentist, Bakersfield.

Dear Dr. Periklis Proussaefs, Thank you for the wonderful course. I was doing conscious sedation for many years and took several renewal courses. Yours was indubitably the best. Very informative. Extremely to the point. Clear and very captivating. I learned a lot this Sunday and started work on Monday refreshed, energetic, and eager to use all my new knowledge. I strongly recommend this course to doctors who are willing to introduce sedation to their practice or the ones who need renewal. Thank you.

Anna Durkin DDS, general dentist, San Marcos, CA

“An oral sedation course that is practical. The difference between this course and any other course I have seen is the instructor is a true clinician that performs dentistry and surgery every day. His course is very practical, safe, and predictable way of performing oral sedation. Thank you Dr. Proussaefs, I finally feel comfortable performing oral sedation as a general dentist.”

Sherwin Matian DMD, West Hollywood, CA



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

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California, Los Angeles Solo endodontic practice for sale in highly affluent and desirable area. 40+ yrs goodwill. 2018 gross about 670k. Beautiful and spacious office with 2 scopes, paperless and Dexis digital. Young referrals an added bonus! Seller will ensure a thorough and smooth transition. Please send cv to: laendodontistdds@gmail.com

Dental Staff DA and Front office. DA w/ 3 yrs exp, front office w/ 1 year exp. Full time call for details. 310-390-6212

In need of a part-time dental assistant for a high volume Pediatric office. Potential for full time. Please call Isabel at (661)945-0701 on Friday's.

TRAVELING PERIODONTIST-IMPLANTS /Sinus lifts/CT grafts/Osseous/Ridge Aug. Will bring all instruments + materials. LAperiodontist@gmail.com

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

GP wanted- associate GP needed in Santa Ana, California. Available Tue, Wed, Fri, Sat Bilingual Preference (Spanish) Email resume to familydentistry_123@yahoo.com

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GENERAL PRACTICE FOR SALE-BURBANK: 4 Ops, Modern Design, Est. 1976. GR \$751K with \$202K Adj. Net. HSPPT- Thinh Tran-949-533-8308 #CA587

Attention Doctors! Unlicensed dental assistants must complete DBC approved 8 hour hands-on course in infection control, a DBC approved 2 hour course in (CaDPA) and the completion of a CPR course approved by the ARC or the AHA. This is a legislative mandate by the Dental Board to avoid fines. Contact Ms Grant (888)988-2364, MsGrant@ADMInstitute.com

GP/Pedo:GP very experienced with pedo, am available in SF valley. can do sedation if needed. "childrensdentist1@yahoo.com"

PRACTICE FOR SALE/ LA PUENTE Well established GP w/ 4 eq ops Grossed approx. \$300K 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



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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. *Under offer, back up offers encouraged.*

BEVERLY HILLS

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

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

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 (90071)

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.

LOS ANGELES (90048) - NEW LISTING

3 eq. ops. & 1 plumbed not eq. op. in a 1,000 sq. ft. suite with beautiful 11th floor views. Amazing design and buildout! Lease is only \$2,870/mo and includes utilities. 45 Years of Community Goodwill. Solid, Established Patient Base. State of the Art Suite with Dentrix G7 Software, Digital Xray, and Intra Oral Camera. 52% PPO and 48% Cash Practice. Collected Approx. \$560,894 in 2018.

LA KOREATOWN (90020) - NEW LISTING

3 eq. ops. in a 1,500 sq. ft. suite located in a multi-story professional building on a busy street. Rent is only \$3,500/month and includes all utilities except electric. Newer equipment, Digital Pano, Intra Oral Camera, Implant Motor System and Easy Dental Software. Patient base is primarily Korean and many patients pay cash. Seller will help transition. Collected approx. \$391,200 in 2018. The seller is requesting a resume from potential buyers. Modern, High Tech Practice - Do not miss out on this opportunity!

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. \$240,000.**

GLENDALE

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!

I interviewed several Dental Practice Brokers when I decided it was time to retire. Greg Beamer is the best and most trusted Dental Practice Broker you can hire. In selling my 42 year dental practice and building, I figured it'd take months. Instead within 10 minutes of Greg's E. Mail blast, I had received multiple offers- one of which ended up being the ultimate buyer of my practice. Greg and Ellen will professionally guide you through the entire process. YOU know Dentistry, THEY know Practice Sales!!!! They're the absolute best - Stephen M. Lojeski, DDS (Arcadia)



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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 (90037) - 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 \$75,000!

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

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 corner. 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

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

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

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

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. **Condo Suite for Sale or Lease.** Leasehold Improvements & Equipment Only \$75,000!



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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. *Under offer. Back up offers encouraged.*

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.*

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 SANTA MARGARITA – NEW LISTING

Leasehold and Equipment only. It isn't often that we have an 8 eq. ops. practice that presents itself like this location. Pelton Crane throughout – track lighting in all rooms – showcase practice in the Sidekick Spring 2006 edition. Close to the 241 toll and area amenities, this has been a dental office for over 25 years. Seller has purchased a building nearby. This will be an excellent multi-specialty location.

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! *Under offer. Back up offers encouraged.*

SOUTH ORANGE COUNTY SEASIDE PRACTICE – NEW LISTING

3 eq. ops. in a spacious suite with room to expand and ocean views. Amazing location close to the beach, 5 freeway, and local shops/restaurants. **Rent is only \$2,938/month!** 80% Insurance and 20% Cash Income Stream. Collected approx. \$680K in 2018 on a 4 day work week.

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.*

UPLAND – NEW LISTING

The office is very modern and roomy, with 3,000 sq. ft. on the first floor, and 900 feet on the second. There is space for a full service lab or converting it to an open bay. **4 eq. ops., 1 surgery room, 1 plumbed not eq. op., lab, 3 restrooms, lounge, reception, business office, computer room, storage room, hygiene room, 2 private offices, sterilization area, photo room and the Rent is \$5,358.06 + NNN/mo.** You could use the location as a management center if you had multiple offices. Leasehold Improvements & Equipment Only.

Dental office in Glendale Ca is willing to sub-lease/share space. Please email inquiry to: signature32@gmail.com

Marin County—For over 40 years, this beautiful practice has been providing exceptional dentistry to the families of Marin in a bay view setting near southern Marin. Annual collections have averaged over \$900K annually with an owner take home in excess of \$350K. All interested prospects should send a cover letter, CV to purchaseddds@gmail.com

La Habra Very Busy upscale Shopping Mall Walmart etc, Dentist next to Popular Bakery, Estb 16 yrs, Lady DDS, does not want to own. Sell & work back, This is a million dollar location 6 ops plumbed 5 equipped Full Price \$270k. Seller refers out per mo. 6 Endo's, 7 OS, 5-Implants, 2Ped. Call Tom Fitterer 714-345-9659 SEE PPS BOOTH 1157

****FULLERTON**** PPO & cash practice for sale. Potential for HUGE growth, refers out most specialty work, does no ads/ no online presence. Retiring seller motivated to sell to right buyer. Email to 1306main@att.net

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Great Opportunity to start a practice. Nice professional building. Leasehold + 120 active patients. The lease has 5 years extension negotiable with management now. Listed to sell asap price \$55000. Please contact (626)484-3026.

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

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

I submitted a "Doctor Needed" ad at Dentaltrader.com to appear in multiple issues. We got a great response and hired two doctors right off the bat. Please remove my ad; I am inundated with calls! The Dental Trader sure makes the phone ring!! Thank you, -Hepzi Perez, Office Manager-Lucero Dental Clinic. Why not place your free ad today? See FAQs page for simple instructions. www.dentaltrader.com

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

****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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Dental Office in Long Beach, Bixby: 2 ops and digital ctrx-ray-Room Available to share With dental specialty. 562-980-6122

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

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

BOARD APPROVED RDA COURSES Infection Control, Coronal Polishing, Radiation Safety, Pit & Fissure Sealants. Take our RDA Exam prep course & increase your passing rate, only \$150 (written, Law & Ethics), 5 star reviews on Google! Call (888) 988-2364 or email MsGrant@ADMInstitute.com

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

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GP seeking associateship in Orange County. Implant endo pedo. Very personable. Avail Oct 2019 tkislingdds@gmail.com

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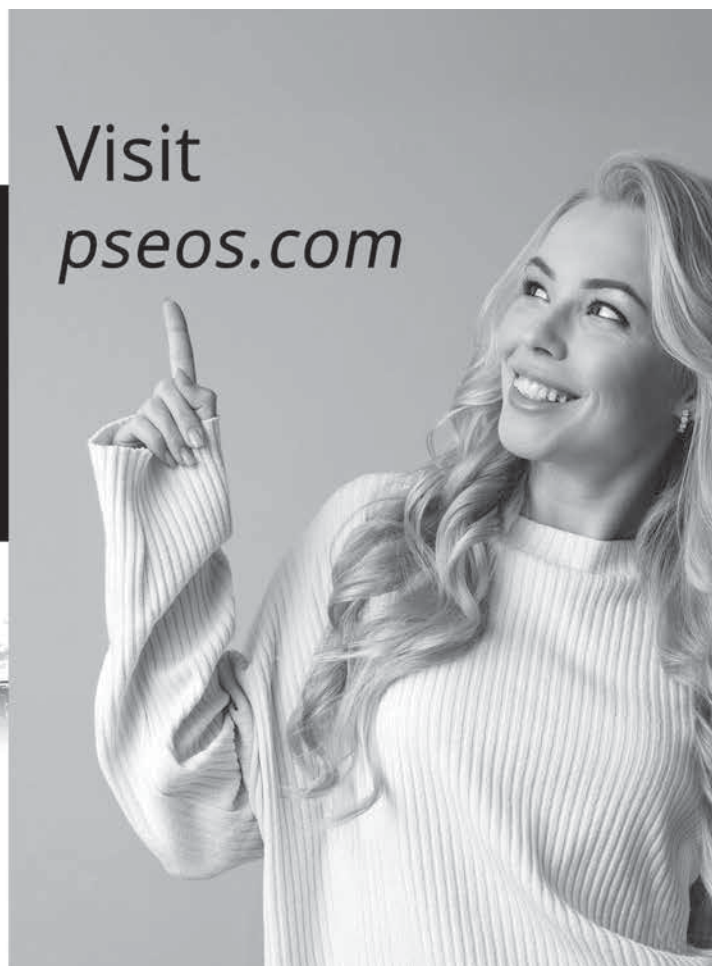
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Fazel helped me discover & understand embezzlement in my office. He helped me strengthen internal control& collection procedures. I am so glad we had him review the records and help decrease our risks! Dr. Sasha. Cal.Dental.CPA@Gmail.Com

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HIRING DENTAL ASSISTANT for Endo office in Hawthorne. Position is PART TIME. Spanish speaking only. Call 323-886-2414

Dent-X 810 Plus Film Processor for sale. Excellent working condition. Best offer. Pick up in San Gabriel. 626-319-5704

GENERAL PRACTICE FOR SALE-LA WEST SIDE: 4 Ops, SoftDent, Strong Hygiene Program, most specialty referred out. 2017 GR \$600K. HSPPT-Kerri McCullough 949-300-0312 #CA531

RDA with X-Ray license in Santa Monica with 1yr front and back office experience.(310)395-7221 OR njydds620@yahoo.com

Dental Assistant position available in Cerritos CA, 2-3 days/week. Contact jess.innovative@gmail.com

DIAMOND BAR Startup Leasehold Equip. 4 op, 3 eq. ~1150 sq ft, \$1650/mo rent. \$138600. sgvsales38@gmail.com 909-274-9583

Revenue Cycle Mgr needed for dr owned group practice. HMO/PPO. Experienced only. Alan@goldcoastdental.com

PRACTICE FOR SALE/ YORBA LINDA GP w/ 31 yrs of gwl. 4 eq ops. NET \$218K California Practice Sales, Inc. Phone: 714-639-2775

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Office space to share one or two days a week. Poway, Ca. San Diego north county inland area. Contact Dr. Derek. 858-437-3587

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Need GP skilled in root canal therapy. Minimum base \$1000/day guaranteed plus percentage. contact h.pourshirazi@yahoo.com

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Thomas Sudhijo, DMD (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every step. Call Jeng & Associates 714-858-0536

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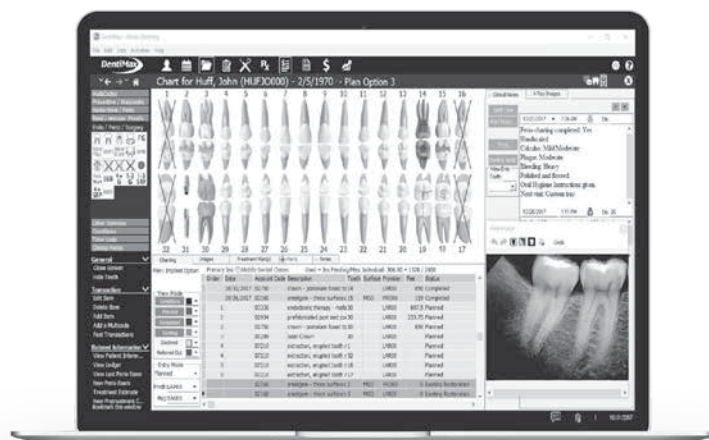


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- Practice could not produce enough income to pay for loan and buyer's income.
- Buyer overpaid for practice.
- Buyer did not know what information to ask for and review.
- Buyer did not engage any consultants and dealt with seller and broker on his/her own.
- Buyer oversaw substantial expenses.
- Buyer took over bad staff, bad working culture or overpaid staff.

- Practice Selection
- Practice Assessment
- Comprehensive Financial Review
- Comprehensive Practice Evaluation
- Practice Valuation and Appraisal



Buying a dental practice without proper analysis is like purchasing a house before a home inspector has reviewed it. Except this purchase determines your quality of life. Profitability must be immediate, sustainable and able to grow over time. *Don't just buy a practice, buy **the practice**.*

DDR

(250+ in 2018) carried substantial hidden risks for buyers.

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- Opened Second Office - 1993
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			1	2	3	4
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	
	MEMORIAL DAY					

April

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**Dear Keith,
I am looking to lease a new space and I don't understand all these different lease types. Can you help explain them? Dr. R.W.**

That is a loaded question – but let's break this down into the basics. There are generally three types of leases that you see in the commercial context; (1) the gross lease; (2) the triple-net lease (also referred to as NNN-lease) and it's variant, the REIT lease; and (3) the full-service lease. Tenants universally prefer the gross lease for one simple reason, the tenant pays a monthly rental rate at a price negotiated and the landlord pays all the operational expenses of the property. Landlords prefer the triple-net lease because in addition to the monthly rent paid by the tenant, the tenant also pays a pro-rated portion of the operating expenses of the building, which includes taxes, insurance, utilities, maintenance, and other charges. This type of lease places the risk of the rise and fall of the operational costs directly on the tenant. There is a variant to the NNN lease which is the REIT lease. Much like the NNN lease the operational costs plus monthly rent are paid by the tenant. However, the added complexity with the REIT lease is the property being owned and operated by a conservative and generally publicly traded Real Estate Investment Trust. This means communication difficulties, high rents (a bi-product of being located generally in high rent areas such as strip centers) and the likely inability to assign a lease as part of a

future practice transition making your practice difficult to sell. This requires thinking ahead and negotiating for assignment rights on the front end of the lease rather than the backend. As you can imagine, tenants do not like to pay a proportional share of operational costs in addition to monthly rent and landlords do not like to collect rent without the ability to adjust for increase in operational costs. The third option, a full-service lease, is a hybrid of the other two lease types. The tenant pays a base monthly rent to the landlord. In addition to the monthly rent, the tenant also pays a portion of the increase in operational costs. Good luck on your lease and make sure you consult with your professional advisors.



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.



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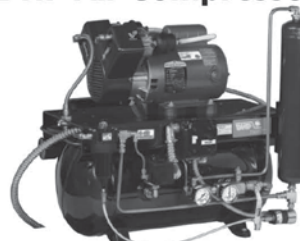
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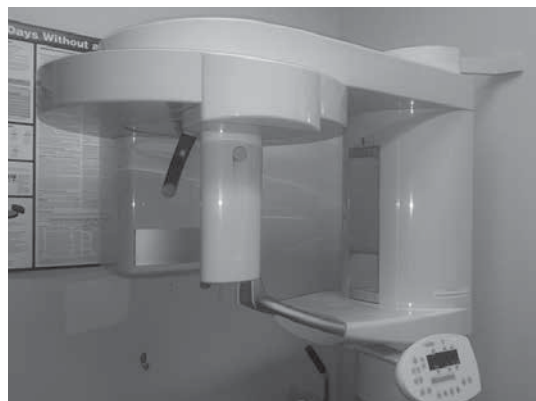
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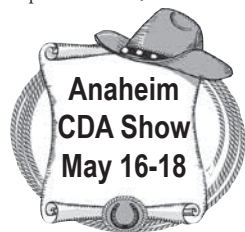
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