THE Dental

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Upcoming Events

July 21, 2019
"California Dental Practice Act" I *Patrick J. Wood*Punjabi Dental Society, Montebello, CA

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Need Dental assistant in Montclair, part/full time, must speak Spanish call 9093981110, ask Veronica

AT 2000 Dental Film Processor & Developer needs minor repair. Must pick up Santa Clarita Valley (661) 254-7020

Torrance Office for Sale- 6op, great visibility, pano, new equipment, great demographics \$250K-text 310-647-7366

Dental Office for-sale Irvine 4 ops gross750k asking 950k prime location 949-677-7776 text only confidential/no brokers

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KERN COUNTY

BAKERSFIELD #27 – PRACTICE & BLDG. FOR SALE. (4) op comput. G.P. & duplex bldg. On a main thoroughfare we 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 prix/mos. Eqt'd we digital x-rays & pano. Paperless office, electronic billing, & Dentrix s/w. Bldg is 4,388 sq ft. There is an existing tenant in one unit. The dental office in the other. Seller relocating, but will assist we transition. Back on the Market.

BAKERSFIELD #29 – (4) op computerized G.P./(3) ops eqt'd (4th) plumbed. Cash/PPO/HMO/Denti-Cal Pt Base. Monthly Cap Ck. approx. \$3.5K. Digital X-Rays. 2018 Gross Collect. \$602K+. On track to do the same in 2019. Refers out Ortho, Diff O.S., Diff Endo & Implant Placement. Seller does no advertising. Low Overhead, High Net. Seller retiring.

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 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. \underline{w} (7) ops eqt'd. In a prof. bldg. on a main thoroughfare \underline{w} easy fwy access. Cash/Ins/PPO/HMO pts. Cap Ck approx. \$6K/mos. Dentrix 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.

<u>GLENDALE/EAGLE ROCK AREA</u> - (5) op G.P./(4) ops eqt'd. Located in a small, one story prof. bldg. on a main thoroughfare \underline{w} excell. exposure, visibility, signage & parking. Gross Collect $\sim \$500 \text{K/yr}$. on a (4) day wk. Cash/Ins/PPO pt. base \underline{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 \underline{w} more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist \underline{w} the transition. *REDUCED*

HOLLYWOOD – ABSENTEE OWNER PRACTICE FOR SALE - (5) op comput. G.P. on a main thoroughfare, on the 2nd floor of a strip center, we excellent exposure & signage. Cash/Ins/PPO/HMO/Denti-Cal pts. Cap Ck. approx. \$6K/mos. Digital X-rays & Pano. 2018 Gross Collect (\$900K+). Projecting (\$1M+) in 2019. Practice offers one day each/mos of Endo, Perio, Ortho & O.S., & has a full time G.P. Associate. A true gem of an absentee owner practice.

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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.

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

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.

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 accommod 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., we 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 we digital x-rays. S/w is Practice Works. Seller retiring, but is willing to transition [5010]

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

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 \underline{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 \underline{w} more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist \underline{w} the transition.

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.

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.

VENTURA COUNTY

SIMI VALLEY - (4) op G.P. w newer Adec eqt, server, computers, compressor, hand pieces, etc. In a prof. bldg. on a main thoroughfare. Lots of free parking. 2018 Gross Collect. \$590K+ on a (10) mos yr due to seller's (2) mos. medical absence. 2019 ytd Gross Collect. \$288K thru April 30. Projects to \$850K+ @ yr end. Digital x-rays w (2) sensors. 16 years of Good Will. Selling due to health, and to be closer to family. Seller will assist with an orderly transition.

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.

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practice for sale in pomona. new suction and xray with 4 ops. 2018 collection \$270K. price to sell \$80k 9099124270

Oral Surgeon needed in Arleta call818.891.6670

Associate General Dentist needed F/T for Palm Springs location. Please email resume to betterteeth4u@gmail.com

Thousand caks area. Looking to share my office space. Brand new built out, 4 ops. dentaloffice335@yahoo.com

GP/Pedo Dentist needed for an office in the Valley. Email resume to samslosangeles@gmail.com

liquidation: 3 full operatories, compressor vaccum 6 step zeiss scope kodak sensor nitro system & more call 310 666-1250

Adac dental chair, unit and light is available for for immediate sale. Contact psooferi@gmail.com

Wanted: DDS Associate in OC. FFS/PPO only. PT leading to FT. All digital offices. Email resume to Careers@OCSmile.com

Temecula Practice For Sale. Single owner looking to sell a successful 4 op practice. Please text or call 808-688-6932

Santa Maria Prestigious well established 5 opr office, Call Tom Fitterer PPS 714-345-9659

Dental assistant needed in Anaheim office. Must speak Spanish. Full or part time. Call/text 8186404848

GP for Pedo needed: LA office - Great compensation + we pay for your Liability Insurance. papDentalCorp@gmail.com

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Sublet in a brand new state of the art dental office in a medical complex in Thousand Oaks. sshamoiel@gmail.com

RETIRING ? Good dentist looking to associate or partner up with a path to ownership in Orange County (949)872-7498

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KaVoKlave 2100 used for sale in good condition if interested please email armond55@yahoo.com \$800 obo

Rosemead leasehold improvement or building wanted. Please email: wanwanliou@yahoo.com

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

PRACTICE FOR SALE/ LADERA RANCH Beautiful GP w/ 11 eq ops in a 3,568 sq ft suite. Grossed approx. \$1.9M in 2018. California Practice Sales, Inc. Phone: 714-639-2775

East Hollywood Near Vermont/Sunset GP retiring, selling ASAP. 30 years goodwill. 1000 sq.ft. 3 ops, 3rd is plumbed. Gross~140K 2.5 days. Asking \$55K. Email retiringdds@gmail.com

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Dental Practice for Sale Los Angeles County, CA

Beverly Hills - Gross ~\$629K

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

Beverly Hills - Just Renovated

- Good Location. 3 Eq. Ops.
- Gross ~ \$473K on 2-3 days/wk BH Triangle. Facing main st.

Covina - Starter Practice

- Front St. Location. Low overhead
- 4 Ep.Ops. + 3 plumbed.
- Mostly PPO, some Dentical

Glendale - Gross ~\$484K.

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

Hawthorne - New Listing!

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

Hawaiian Gardens - Gross ~\$355K Shopping Ct. Reasonable Rent.

- 10 years of goodwill.
- 4 Eq. Ops + 1 plumbed

Lakewood - Gross ~\$425K.

- Main intersection/Shopping Pl.
- ■5 equipped op. + 1 plumbed ■~60% Dentical & 40% PPO/Cash

<u>Lawndale</u> - New Listing!

- Seller retires. 5 Ops ~1,350sqft. Collects ~\$200K on 4days/wk.
- No Advertising. PPO/Cash

- <u>Lawndale</u> 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
- ■Collects ~\$185K on 2 days/wk

Los Angeles - Gross~ \$375K Opens 4days/wk. No Weekend •Mostly Cash, PPO & Denti-Cal.

■~1,400 sq.ft. 3 Ops.

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 -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 Blgd + 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.

- Projecting ~\$600K for 2019
- PPO/CASH (High profit margin)
- State of the Art Practice
- Implants & Full mouth reconstruction

Santa Ana - New Listing!

- 2018 Grossed ~\$700K \$750K
- PPO/FFS and Cash Only
- Large Shopping Plaza
- 7 Operatories, ~2,000 sq.ft.

Dental Practice for Sale Riverside County, CA

La Quinta - Gross ~ \$1.5 Million

- Retired Doctor
- ~60% Insurance & 40% FFS
- Beautiful & High Tech Office

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
- Office accepts all insurances
- 7 rooms, ~2,117 Sq.f.t
- Bldg visible off freeway I-15

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
- Asking \$150K!

Daly City - New Listing!

- Gross ~\$700K. PPO/CASH
- Doctor retires. 25+ yrs goodwill
- Commercial Area.
- 1,200 sq.ft. 3 Ops.
- Computerized + digital x-ray

Fairfield - Seller Retiring

- Good visibility. Busy location.
- Gross ~ \$205K
- Opens 4 days/wk.
- No marketing. No weekends.
- Dr. refers out complex procedures

Fremont - New Listing! Grossed ~ \$660K

- ~ 95% PPO, 5% CASH
- Commercial Bldg
- 15+ years of goodwill
- 5 Eq. Ops., ~ 1,625 sq.ft.

Pleasant Hills – Doctor Retires

Gross ~\$556K

- Long term Staff
- **1,200** sq.ft., **4** Eq.Ops. **+ 1** plumbed
- Refers out RCT, Implants, Pedo

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

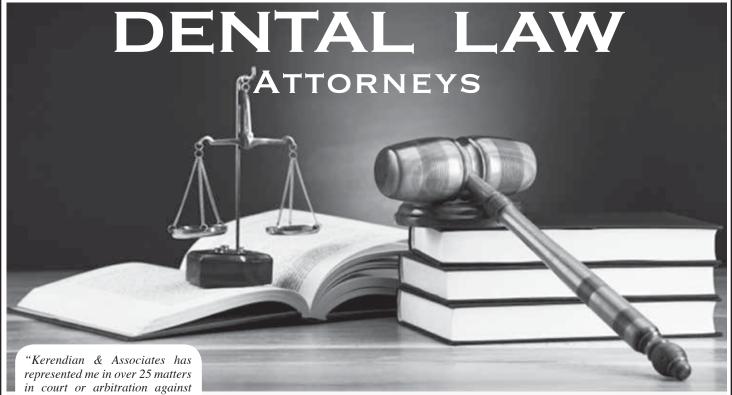
Buyers Looking for: Pediatric Practices Practices with Real Estate Stater Practice in Shopping Pl.

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-Mark Davidson, M.D., Los Angeles, Ca.

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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





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Retiree. **BURBANK Proximity:** bldg. 4 op Office. Goodwill over 25yrs. Only ume of Specialty Work Referred. Seller to Assist PPO/private. Large patient pool. Revenues over in Transition. Hygiene 2 days per week. Modern \$350k/vr.

CANOGA PARK/ WEST HILLS: Retiree w/ 25 GLENDALE: Office with 40+ years of Goodwill. P.T. Transition Available.

DOWNEY: Retiree w/ 25 years Goodwill. Super Visible location. Very Low Overhead. Seller 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!

Professional ENCINO: Over 30 years Goodwill. Significant Vol-Office. You will Love the Seller & Office.

years Goodwill. Shopping Center location. Nice Retiree. Small 2-op / Low Overhead gem. If you Sign Exposure. Very Low overhead. Seller works 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. Modworks P.T. PPO/Hispanic Patients Mostly. Good ern 4 op Office. Digital X-Ray & Pano. Over 30 years DDS at this Site. Income of \$30k/mo

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

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

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

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

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

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

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

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

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

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

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

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

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SAN 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.

SAN DIEGO: 20 ops. 25 years goodwill. Coveted location in the heart of San Diego. Seller retiring. Collections over 3.5 million.

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 digitial xray. Low overhead. Easy access with fwy close location. Seller must move away for family.

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

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

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- #2 Your honesty. "You told me the truth, and everything turned out just like you said."
- #3 Personal attention. "I liked dealing with you AND ONLY YOU! No frustrating and time-wasting calls with folks that didn't know anything about my situaon or dentistry."

Practices for Sale

Corona

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

Anaheim

Private practice for sale – Dr. retiring after 40 years – 3 operatories with digital xrays and digital pano which can be converted to 3D – located in large shopping center with 4 anchor stores –dentist has exclusivity in center – grossed approximately \$350,000 on 3 1/2 easy days/week – private insurance, PPO's and cash

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 Dentrix computer system – 4 days of hygiene per week – Priced for quick sale

Orange

Private general practice for sale - Dr. retiring after 40 years - grosses \$620,000 per year on 3½ days/week - 5½ 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

Del Mar

Private general practice for sale -Dr. relocating out of area - grosses \$600,000 per year on 3 3/4 days/week Priced for quick sale



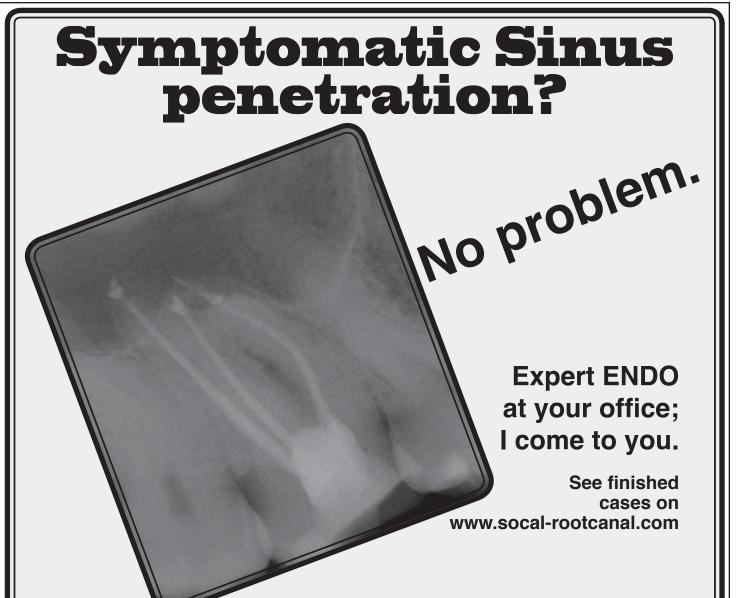
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APPLE VALLEY GENERAL PRACTICE FOR SALE: 3 Ops, EagleSoft, Digital, 3 days Dr. and Hygiene. GR \$381K with \$113K Adj. Net. HSPPT-Kerri McCullough-949-300-0312 #CA557

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PRACTICE FOR SALE/ RANCHO BERNARDO GP w/ 23 yrs of gdwll. Grossed \$841K in 2018. Net of \$328K. California Practice Sales, Inc. Phone: 714-639-2775

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DENTAL OFFICE FOR SALE: It is located in the San Gabriel Valley in a densely populated Hispanic community. Low overhead and rent. 3 operatories (2equipped& 1 equipped but/not plumbed) digital x-ray. Practice collected \$227K/2018 on a 2 days/wk. It has the potential to produce more. Seller refers out most of the specialty work& does no advertising & is not open evenings or weekends. Serious inquires Only. Please send E-mails to vmalldental@gmail.com. TEL.626.485.1174

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When it Comes to the Sale

DENTAL PRACTICES FOR SALE

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

GOLETA/SANTA BARBARA CLINIC PRACTICE FOR SALE: Practice collected \$1,267,000 in 2018 with a net income to a working owner dentist of \$373,000. The office has \$7,500 per month in capitation payments. The owner does not work in the practice. Located in a shopping center, the office has good visibility and ample parking. The office has ten equipped operatories and is computerized with digital x-rays. Significant potential for growth with an involved owner and some marketing. Motivated! Asking \$900,000.

YUCAIPA GENERAL PRACTICE FOR SALE: Stable practice consistently collects \$875,000 per year on four days per week with a full eight days of hygiene per week. Hygiene, exams and x-rays represents a total of 49% of the practice production. Seller refers all endo, all oral surgery, all perio surgery and all ortho. There are 4,000 new homes being built within less than 4 miles of the practice. This is a gold mine for a dentist that does some specialty work and is willing to promote the practice to the growing neighborhood community. The office is in a retail center and is nicely improved with six equipped operatories. Seller is retiring. Asking \$600,000.

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. - **SOLD 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. — SOLD AT FULL APPRAISED PRICE

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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WHAT IS MY PRACTICE WORTH?

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Beware of any broker promising 100% of gross collections, as those valuations are not attainable. Those numbers have not been seen for many years and even then they included the accounts receivable, which is trading your money for their money minus a commission. Don't allow greed to mislead. Have the facts. If your practice has been for sale for more than three months. something is wrong. If you are considering the sale of your practice, get references from your prospective brokers and call them to see what value they were given at the time of the listing, how long it took to sell the practice and, ultimately, at what price. Selling in a reasonable amount of time at full price suggests that the practice was realistically priced from the beginning and not a "bait and switch" listing technique. Remember, dental practice buyers are not that different from home buyers, those that are serious and qualified are out there looking. As a result, the first buyers are usually your best buyers.

Get the straight talk about practice sales from someone that knows. Call Kurt Skarin of Lee Skarin and Associates at 805-777-7707.

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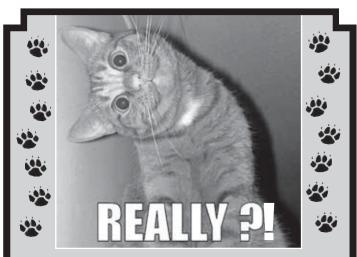
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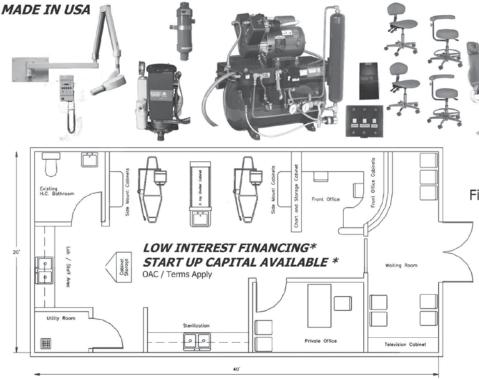
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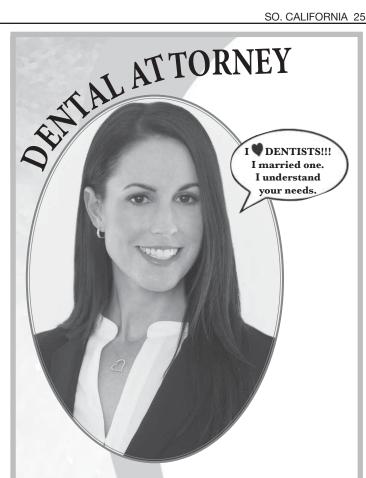
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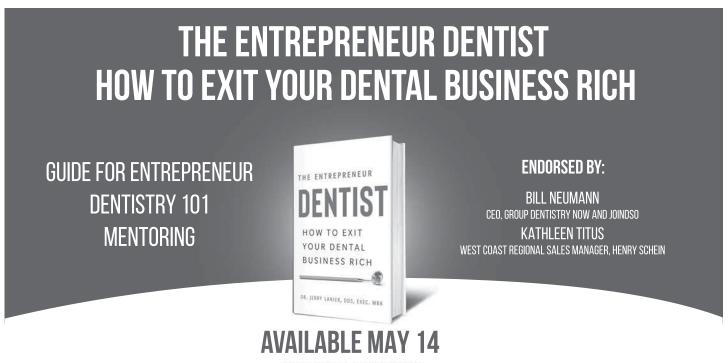
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California, Los Angeles Solo endodontic practice for sale in highly affluent and desirable area. 40+yrs goodwill. 2018 gross about 670k. Beautiful and spacious office with 2 scopes, paperless and Dexis digital. Young referrals an added bonus! Seller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

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FEATURED LISTINGS

DIAMOND BAR – This beautiful build-out turn-key general practice with 6 equipped operatories is located in a 2 story building. On a busy major street of the city. The office is open 3 days per week and sees approximately 20-30 new patients per month. PPO / Cash / Some minor Denti-cal and Capitation. Established in 2012. The practice is in an approximate 2,068 sq. ft. suite. Has long term lease. Equipped with Dentrix software and digital x-ray. **Grossed approximately \$434K in 2018.** Seller will be focusing on primary office. Please contact your CPS Broker for more details. **Property ID #5279.**

DUARTE – General practice established in 1964 located in a two story mixed use building on one of the busiest intersections in the city. The only dentist in the building. Absentee owner. Associate works 3 days/wk and sees approximately 15-20 patients per day. PPO and Cash only. 100% patient referral. Practice consists of 6 spacious equipped operatories in a ~3,400 sq ft suite. **Grossed approximately \$404K in 2018. Buyer's net of \$120K.** Has Dentrix software and digital x-ray. Reasonable rent for the area. Please contact your CPS Broker for more details. **Property ID #5183.**

TORRANCE – This General practice located right off of Pacific Coast Highway and as close as you can get to the elite communities and high rent district of the Rolling Hills Estates and Palos Verdes. Worthy of note is the very competitive lease in place that also has two five year options. The practice consists of 4 equipped operatories in a busy shopping center with major anchor tenants generating traffic. **Grossed approximately \$528K in 2018 with a buyer's net \$123K.** The Seller has historically run the practice as an absentee owner and given external factors to the practice has not been able to provide this practice the focus needed to realize its full potential. Please contact your CPS Broker for more information. **Property ID #5281.**

RANCHO BERNARDO - Our practice has over twenty-three years of goodwill to offer. It has always been at this location serving the local community as it is the only GP practice in the complex. The Seller started the practice from scratch and this legacy is being passed down directly to you. This practice consists of 4 equipped operatories in an approximate 2,242 sq ft office. **Grossed \$841K in 2018. Buyer's net of \$328K.** Seller is currently working 4 days per week and Associate 2-3 days per week. Has Easy Dental software and digital x-ray. Has new to 5 year old equipment. Great opportunity. Please contact your CPS Broker for more information. **Property ID #5280.**

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Beautiful General Practice in Century City



- Grossed approximately \$715K in 2018
- Buyer's net of \$184K
- Well established General Practice
- · Located in an 11 story medical dental building
- Practice consists of 4 equipped operatories & 2 plumbed not equipped operatories with windows views to the city
- Approximately 1,955 sqft suite
- · Computerized with Eaglesoft software
- · Digital x-rays.

- Seller works 1 day/wk with Associate 2 days/wk and hygiene 3 days/wk
- PPO and Cash Only
- Minimal advertising

Seller focusing on their primary office Great staff.

Please contact your CPS Broker for more details. **Property ID #4509**



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

LOS ANGELES COUNTY LISTINGS

CENTURY CITY – PRICE REDUCED!! Well established General Practice located in an 11 story medical dental building. This practice consists of 4 equipped operatories and 2 plumbed not 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 \$184K.** Seller focusing on primary office. Great staff. Please contact your CPS Broker for more details. **Property ID #4509.**

CULVER CITY - COMING SOON

DIAMOND BAR – This beautiful build-out turn-key general practice with 6 equipped operatories is located in a 2 story building. On a busy major street of the city. The office is open 3 days per week and sees approximately 20-30 new patients per month. PPO / Cash / Some minor Denti-cal and Capitation. Established in 2012. The practice is in an approximate 2,068 sq. ft. suite. Has long term lease. Equipped with Dentrix software and digital x-ray. **Grossed approximately \$434K in 2018.** Seller will be focusing on primary office. Please contact your CPS Broker for more details. **Property ID #5279.**

DUARTE – General practice established in 1964 located in a two story mixed use building on one of the busiest intersections in the city. The only dentist in the building. Absentee owner. Associate works 3 days/wk and sees approximately 15-20 patients per day. PPO and Cash only. 100% patient referral. Practice consists of 6 spacious equipped operatories in a ~3,400 sq ft suite. **Grossed approximately \$404K in 2018. Buyer's net of \$120K.** Has Dentrix software and digital x-ray. Reasonable rent for the area. Please contact your CPS Broker for more details. **Property ID #5183.**

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 Broker for more details. **Property ID #5263.**

GRANDA HILLS (GP) - With almost 50 years of goodwill to offer, the practice has been at this location since 1970. The practice has actually seen three generations of patients! The Seller has finally decided to retire after many years of success to focus on his other business ventures. The office consists of 3 equipped operatories in an approximate 1,200 sq ft suite. Granada Hills is a highly diverse and high-income neighborhood. **Grossed approximately \$328K in 2018.** The practice is exceptionally profitable because of the very low overhead of only ~58%. The landlord is offering a very competitive lease for the area to further assist in the Buyer's success. Please contact your CPS Broker for more information. **Property ID #5276.**

LONG BEACH (GP) - Our practice has 34 years of goodwill to offer and has been at this location for 26 years. The location of the practice is exceptional being right off of the 405 and near the 710 Freeways. The practice is currently being run as an absentee. Current Temp Associate works 3 days per week and sees approximately 16-20 patients per week. The practice consists of 3 equipped operatories in a 1,698 sq ft suite. Computerized with Open Dental software. 100% patient referral. **Grossed \$336K in 2018.** Has long term staff. The landlord resides in and has his medical practice in the same building and is offering a very competitive lease to assist with the new Buyer's success. Please contact your CPS Broker for more information. **Property ID #5282.**

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 \$570K in 2018. Buyer's net of \$159K.** Established late 2015. Please contact your CPS Broker for more details. **Property ID #5264.**

ROWLAND HEIGHTS – Established in 2009 this General Practice is located in a one story free standing building with front and back parking on a heavy traffic flow street of the city. Next to residential area. Great street visibility. Seller is current working 4 days/wk with 1 days/wk hygiene and 1x/mo of Ortho. Sees approximately 25 new patients/mo. PPO/Cash/Minor Denti-cal. Practice consists of 3 equipped operatories and 1 plumbed not equipped for expansion. Computerized with Dentrix software and digital x-ray. Minimal advertising. **Grossed \$772K in 2018. Buyer's net of \$225K.** Please contact your CPS Broker for more details. **Property ID #5278.**

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Juana Dominguez **Executive Administrator**

TARZANA (Ortho) - PRICE REDUCED!! 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.**

TORRANCE - This General practice located right off of Pacific Coast Highway and as close as you can get to the elite communities and high rent district of the Rolling Hills Estates and Palos Verdes. Worthy of note is the very competitive lease in place that also has two five year options. The practice consists of 4 equipped operatories in a busy shopping center with major anchor tenants generating traffic. **Grossed approximately \$528K in 2018 with a buyer's net \$123K.** The Seller has historically run the practice as an absentee owner and given external factors to the practice has not been able to provide this practice the focus needed to realize its full potential. Please contact your CPS Broker for more information. **Property ID #5281.**

ORANGE COUNTY LISTINGS

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

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 retails 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 Broker 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 Dentrix/Dexis software and digital X-ray. Seller is currently working 1 days/wk with Associates 8 days/wk and 7.5 days/wk of hygiene. The income source is only PPO and Cash. Seller established the practice in 2005. Does minimal advertising. **Grossed approximately \$1,967,013 in 2018. Buyer's net of \$388K.** Great opportunity. Please contact your CPS Broker for more details. Property ID: #5262.

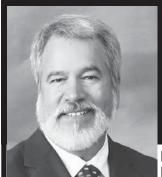
ORANGE (Turn-Key) Price Reduced!! - Established in 1996 this general practice is located in one story small shopping center. On a major heavy traffic street. Next to residential area. Seller is currently working approximately 30 hours/wk. Sees approximately 15 new patients/mo. Income source is insurance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

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 Dentrix 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 á full time dentist. Please contact your CPS Broker for more information. Property ID #5277.

ORANGE - COMING SOON!

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 operatory 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 Broker for more details. Property ID #5113.

STANTON – Price Reduced!! 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 Broker for more information. Property ID #5267.



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Fred Vuittonet, V.P. Lic #01363583

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.**

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. 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. **Grossed approximately \$658K in 2018. Buyer's Net of \$253K.** With no advertising, growth is reliant on only patient referrals. If you are looking for a practice with high standards, uncompromised safety standards, whose positive historical experiences have created a loyal patients base; this may be the practice for you. Please contact your CPS Broker for more details. **Property ID #5258.**

RIVERSIDE & SAN BERNARDINO COUNTY LISTING

LA QUINTA - Well established general practice with over 28 years of goodwill in high end neighborhood. This modern designed practice with 8 spacious operatories is located in a busy shopping plaza (fully occupied) with ample parking adjacent to the suite. On the busiest major intersection with heavy traffic flow in the desert. No longer a seasonal practice. Has year round golf, tennis and hiking. There's a private airport 3 miles away. Polo, Coachella Fest, Stagecoach. One the largest GP Practices in Coachella Valley. Seller is willing to stay for one year for transition. **Projecting approximately \$1.5M for 2018. Buyer's net of \$568K.** Please contact your CPS Broker for more details. **Property ID #5130.**

RANCHO MIRAGE - COMING SOON!

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.**

UPLAND - COMING SOON!

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. Locate 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 specialities out. Only inlays, onlays, and crowns are the majority of the holistic procedures being performed in-house **Grossed 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.**

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

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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 months. 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.**

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

RANCHO BERNARDO - Our practice has over twenty-three years of goodwill to offer. It has always been at this location serving the local community as it is the only GP practice in the complex. The Seller started the practice from scratch and this legacy is being passed down directly to you. This practice consists of 4 equipped operatories in an approximate 2,242 sq ft office. **Grossed \$841K in 2018**. **Buyer's net of \$328K.** Seller is currently working 4 days per week and Associate 2-3 days per week. Has Easy Dental software and digital x-ray. Has new to 5 year old equipment. Great opportunity. Please contact your CPS Broker for more information. **Property ID #5280**.

RANCHO BERNARDO - COMING SOON!

SAN DIEGO (Turn-key) – General practice with 3 spacious equipped operatories and 1 plumbed not equipped operatory 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 \$115K.** Seller moved to Northern California. Please contact your CPS Broker for more details. **Property ID #5272.**

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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.

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July 19th - 21st, 2019

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25 CE Hour Credit

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-Kevin Chou DDS, general dentist, Bakersfield.

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Anna Durkin DDS, general dentist, San Marcos, CA

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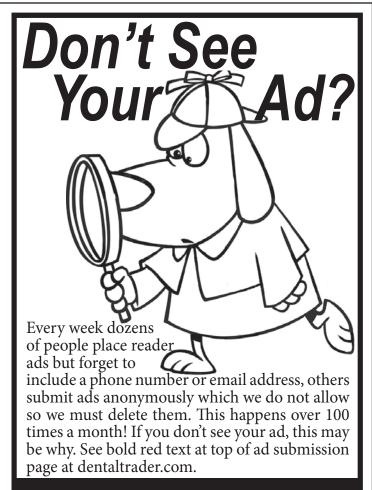
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- Built-Out New Office 1996
- Work for Dental Manufacturer 1996-1997
 - Law School 1997-2000
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GLENDALE GENERAL PRACTICE FOR SALE: 4 Ops, 3 Equipped, EagleSoft, Digital, Prof. Bldg. 2018 GR \$508K with \$249K Adj. Net. HSPPT-Thinh Tran-949-533-8308 #CA575

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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 PEDIATRIC PARTNERSHIP - NEW LISTING - Rare and unbelievable partnership opportunity at a successful 30+ year old Bakersfield pediatric practice with orthodontic and oral surgery services. Practice is owned by two partners and the junior partner has decided to leave to be closer to family. Great opportunity for someone to inherit a thriving well-run practice with 30+ years of goodwill and to work with an experienced partner planning to retire very soon. Over 4,000 active patients, averaging 40 new patients a month. The practice is currently open 5 days a week and closed on the weekends. The orthodontist works 4 days/mo. and the oral surgeon works 1 day/mo. Averaged \$2.5M+ in annual gross collections for the past 3 years. #CA599-Thinh Tran - 949-533-8308

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 apperless 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

BURBANK - NEW LISTING - Established in 1976, this restorative/cosmetic practice is the only dental office in an attractive, modern medical building. With a three year-old, completely new build-out, the facility features 4 matching Adec Operatories. Practiceworks and Dexis operating systems. Four-day work week for doctor, and four days (some double) of hygiene. Busy practice with consistent new patient inflow and dedicated staff. PPO, indemnity ins. and cash only with an excellent lease. 2018 Gross Receipts of \$751K with \$202K Adj. Net. #CA587- Thinh Tran - 949-533-8308

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, Intraoral 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 - 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 softward free 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 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 MTNS. - 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 - NEW LISTING - General Dentistry Practice with 7 Operatories is located in a professional building in a great location of LA. Practice has a strong hygiene program in place with 5+ days of hygiene per week and 37 years of goodwill. Gross Receipts over \$900K. #CA606-Thinh Tran - 949-533-8308

LOS ANGELES - HANCOCK PARK - 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. 2018 Gross Receipts of \$575K. Net. Room to grow! #CA531- Kerri McCullough - 949-300-0312

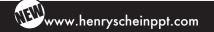
LOS ANGELES - WEST LA/BRENTWOOD PROSTHODONTIC - Attractive practice with 6 Ops is now available in geat West LA/Brentwood professional building LagleSoft, CEREC, and has on on-site lab with experienced lab techs and Pano. Priced aggressively for a quick sale. 2017 GR of \$680K. #CA539- Kerri McCullough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

N. ORANGE COUNTY - 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 six (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 - Longestablished 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

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ORANGE COUNTY ENDODONTIC - This 5 Operatory, 3 equipped, practice utilizes 2 microscopes, digital x-rays, intra-orationera. 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

PALM SPRINGS AREA MULTI-SPECIALTY - NEW LISTING - 5 equipped Ops and 1 plumbed, not equipped 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! Dentrix Software, Digital X-ray, Intra Oral Camera, CT Scan and Gemini Dual Wave Laser. History of collecting over \$1.2 Million a year. 92% Cash, 8% Ins. #CA604- Kerri McCullough - 949-300-0312

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 copier and features Dentrix software and Dexis 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 that the 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 GABRIEL VALLEY - NEW LISTING - General Dentistry practice with 4 Operatories and digital x-rays. Our retiring seller has owned the practice for 35 years, practice has been in the area for 65 years. Most specialty work is referred out, and most PPO plans are accepted. Practice is located on a main road and has great visibility. Seller sees patients 4 days per week. Nicely appointed and excellent opportunity for a growing area in Southern CA. #CA596- 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 Caustream software with digital x-rays. Gross Receipts of \$644K with \$382K Adjusted Net Income. #CA525- 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 Operatory practice utilizes Dentrix, Digital x-rays, Laser and has 6 days of Hygiene per week. 40+ years of goodwill in a very desired area of the South Bay. Seller works 4½ days per week. 2018 Gross Receipts of \$844K. #CA562- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - 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 3½ day per week schedule with a part-time Hygienist. 50 years of goodwill in this location, 29 with our seller. 2018 Gross Receipts of \$394K. #CA553- Kerri McCullough - 949-300-0312

VENTURA - NEW LISTING - General Dentistry Practice with 4 Operatories features a modern, state-of-the-art design, and 5 year-old equipment. The practice is mostly paperless utilizing Dentrix, Dexis digital x-rays, Pano, Laser and CEREC. 27 years of Goodwill and 3 days of hygiene per week. 2018 Gross Receipts \$725K with \$343K Adjusted Net Income. #CA586- Kerri McCullough - 949-300-0312

WESTERN SAN FERNANDO VALLEY PEDO - Great opportunity to purchase a Pedo practice in the western San Fernando Valley. In an upscale location, this 4 Operatory practice features EagleSoft and Intraoral 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 hand 4 days of Hygiene per week and the Gross 12 and 4 days of Hygiene per week and the Gross 12 and 4 day work week. 60 years of goodwill, 29 with current owner. Most specialty procedures referred out. This is a great location to live and work. #CA477- Russell Okihara - 619-694-7077

NORTH COUNTY INLAND PROSTHODONTICS - 4 Operatory Prosthodontic Practice featuring Dentrix and Digital X-Rays in a beautiful and spacious facility. In an excellent location with great curbside visibility and loyal referral sources nearby. Our seller is relocating. 2017 Gross Receipts of \$737K with \$182K Adj. Net Income. #CA524- Russell Okihara - 619-694-7077

NORTH COUNTY PERIODONTAL - NEW LISTING - Beautiful Periodontal Practice in North County San Diego. 4 Operatories, 3 Equipped. Newer equipment including a CT Scanner and Digital X-Raw and Dentrix. Excellent location in a well-maintained complex. Priced to sell quickly. 2018 Gross Receipts were \$269K. #CA605- Russell Okihara - 619-694-7077

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SAN DIEGO PERIODONTAL - 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

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, SODFS, 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. Dactice 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 Dentrix, 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 ORAL SURGERY - NEW LISTING - Longstanding OMFS practice for sale. 2 locations sold as one practice. 4 Ops in one and 3 Ops in the other location. Consistent production/ collections over the past 3 years. Convenient location(s) with ample free parking. Strictly PPO and no hospital affiliations. Dentrix, Digital Pano. Seller retiring. Excellent Opportunity. #HI113- Russell Okihara - 619-694-7077

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, Dentrix, seller does both bread and butter procedures as well as implant placement and restorations. Excellent opportunity in a highly desired location. Seller is relocating. #HII12- 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 Prectice with 3 Ops, Digitized X-Rays, Pano, and Medicaid and will be retiring. 2016 GR of \$923K with \$322K Adj. Net. #HI109- Russell Okihara - 619-694-7077

HONOLULU, HAWAII - General Practice, excellent location in a professional building, Well-designed floorplan with 3 Ops Computilizes Innova, Intraoral Camera, all specialty Documers sent out, PPO/FFS, Seller retiring and is motivated to sell, excellent opportunity to relocate your practice. #HII11- 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 the expand in 1550 Sq. Ft. with every amenity in Edding Dentrix, 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, Soll Digital Sensor, Dentrix PMS. 2017 GR \$354K on 2 days/week. #CA534- Jim Engel - 925-330-2207

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

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

EL DORADO COUNTY - 1,200 sq. ft., 3 Ops, with Pano, EZ 2000 softword 1017 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.. Dentrix 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 - 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 minute for El Dorado Hills. Owner wants to retire, price Natived for quick sale. 1,500+SF office with four Ops., Dentrix software, 2 Schick sensors, new server & CPUs. #CA407- Thomas Wagner - 916-812-3255

GREATER EL DORADO HILLS - NEW LISTING - Multi-doctor practice in Greater El Dorado Hills. Approx. 3,000sf office, possible eight (8) ops, seven (7) equipped, Intra Oral camera, Digital x-rays, and Digital Pan. Sellers will consider working back parttime. #CA578- Thomas Wagner - 916-812-3255

GREATER RENO/LAKE TAHOE AREA - Digital Practice with 4 Ops w/2 more plumbed 54% of patients are "100% Out of P\$ 10 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 greater prical 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 - Approximately 1,320+sq. office with 3 Ops, 4th Op plumbed. Dentrix, Dexis Digital sensors (2), and intra-oral camera. About \$70K in new computers and technology in 2016. Seller MUST SELL THIS PRACTICE ASAP. He will consider all offers. #CA490- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO/ROCKLIN - *NEW LISTING* - GP practice with 6 fully equipped Ops., digital x-rays, pano, lasers, and Dentrix software 2018 GR \$1.3M+. 7-8 days hygiene/wk. Owner Retiring. #CA584- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - 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

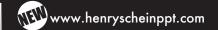
GREATER SACRAMENTO - ASKING PRICE REDUCED by \$60,000 Modern 4 Op w/5th Open, PPO practice, 1,664 SF. Higher-end TI's and neighborhood, Gendex sensor, intra-oral camera, Nomad, Pano and Laser. GR 2018 P&L is \$786,000 on 33 avg. hours/week. #CA550- Jay Harter - 916-812-0500

GREATER SACRAMENTO - 5 Ops, 1,856 SF Prof. Dental Office building. High-traffic, Dentrix, microscope, air abrasion, inta-oral camera, 5 computer work stations, separa in the dental 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 - El Dorado Hills/Folsom Area: 3 Op, PPO practice in approx. 1,399 SF. High-end Tl'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

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

GREATER STOCKTON - 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 STOCKTON - GP with 75% HMO and 20% PPO patients and 19+ years of Goodwill. Digital Sensors, digital Pano, 7 Ops, low overhead, 40 new patients/month. New Re-Model and Equipment in 2010. 2018 GR \$679,000. #CA572- Jay Harter - 916-812-0500

GREATER VACAVILLE - 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, Dentrix, and wellmaintained 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 Densor, Dentrix PMS, 2017 GR \$306K on 2-3 days/week. #CA535- Jim Engel -925-330-2207

LODI - 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 Ops, 3 equipped. Pano, Intraoral, Soft Tissue aglesoft 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 appropriate 202 sq ft. Private Office, Reception area, Planeta 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 the Trix PMS, Dexis Digital X-Ray, Intraoral Cache and Laser. 2017 GR of \$786,000 with 4 days of Hygiene. #CA549- Jim Engel - 925-330-2207

PALO ALTO - NEW LISTING - 3 Ops, 700 sq. ft. in downtown leased office. Curve Hero PMS, Dexis, paperless charting. 2018 GR \$459K. #CA592- Jim Engel - 925-330-2207

PITTSBURG - Practice & Real Estate for sale. Standalone 2,324 sq. ft. building has housed a dental practice 20+ years, 7 Ops, 5 e Quit, 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 Dentrix software. Long history of GR over M. #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 Spin sensors, and intra-oral camera. 2017 GR \$666K 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. Dentrix & 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, Dentrix. Both Business & Real Estate for sale or Lease. Doctor Retiring & will work back. #CA544- Gina Miller - 707-391-7048

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

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

SONOMA COUNTY - NEW LISTING - 2018 GR \$906K. 1000 sq. ft, 3 Ops w/opportunity to expand. Paperless, Dentrix PM, XDR Digital sensors, and Intra-oral camera. Selling both Practice and portion of dental building ownership. #CA594- 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. 20 **50 (1)** \$736K on 3½ day work week. Owner can assist with Real Estate financing, is retiring. #CA521- Jim Engel - 925-330-2207

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 is 10 pping 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

YUBA CITY AREA - NEW LISTING - 46 years of Goodwill GP Practice with 3 Ops w/4th Open in 1,400 SF. Priced below professional Valuation. 2018 GR \$271,000. #CA580- Jay Harter - 916-812-0500

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

FRESNO AREA - NEW LISTING - GP and Prosthodontic Practice prime for a GP to purchase. 4 Ops in 1,500 SF with Digital Sensors, Pano (film), DentalMate Software, attractive office building and 2018 GR \$386,000. #CA588- Jay Harter space. 916-812-0500

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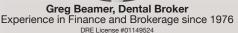
For sale by owner, Encino Practice grossing 1.1mil+, over 50 yrs goodwill. Encino4sale@gmail.com No Brokers please

Dental asst. needed for busy General practice 1-2 years Experience preferred Send resume freshdental@aol.com

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

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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!

COVINA - NEW LISTING

2 eq. treatment rooms & 1 plumbed not eq. treatment room in a 2,300 sq. ft. suite that is bright and ready to go! Located in a single story, professional building on a busy street with plenty of parking in the rear of the building. Two sellers working a total of 32 hours a week. Rent is only \$2,300/month. Collected approx. \$199,907 for 2019. \$135,000

CHANNEL ISLANDS/ OXNARD GP W/ AMAZING OCEAN VIEWS-NEW LISTING

2 eq. treatment rooms & 1 plumbed not eq. treatment room in a spacious, bright, 1,080 sq. ft., corner suite located in an upscale, two story, multi-use building with beautiful harbor views and tons of foot traffic. Rent is only \$3,100/month. 6 Years of Goodwill. 80% PPO Insurance & 20% Cash Income Stream. Collected approx. \$161,880 in 2018 on a 20-24 hour work week. Practice has the opportunity to be open more.

LA (90025) - NEW LISTING

3 eq. treatment rooms in a 1,000 sq. ft. suite located in a multi-story professional building on a very busy cor-

ner of Wilshire close to the 405 freeway. Rent is \$3,500 and includes maintenance, janitorial, and utilities. 80% PPO Insurance & 20% Cash. Collected approx. \$228,448 in 2018 on a part time schedule. \$150,000

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. *Under offer, back up offers encouraged.*

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, Inplant 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!

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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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.**

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!

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. *Under offer, back up offers encouraged.*

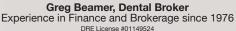
DOWNEY

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. *Under offer, back up offers encouraged.*

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. LEASEHOLD IMPROVEMENTS & EQUIPMENT ONLY \$42,500.

LAGUNA NIGUEL - NEW LISTING

4 eq. treatment rooms in a nicely designed, 1,119 sq. ft. suite located in a single story, busy strip shopping center on the corner of two busy streets. Exposure and Foot Traffic! Established as a Cosmetic/ Implant practice since 2008. Rent is \$5,144.05/month. Collected approx. \$521,402 in 2018 on a part time schedule. 85% Cash 15% Insurance Income Stream.

TUSTIN - RECENTLY REDUCED

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. \$30,000.

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.*

WESTMINSTER - NEW LISTING

Great location on Beach Blvd with excellent visibility and Pole, Building signage. 36 Years of Goodwill. 4 eq. treatment rooms in a 1,350 sq. ft. suitewith a Morita Pano, older equipment, and Mogo software. Retiring seller currently works 24 hours a week. Collected approx. \$170,911 in 2018. 30% of the patient base is Chinese, most speak English. \$107,000

RIVERSIDE/SAN BERNARDINO/SAN DIEGO COUNTY

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. Dentrix 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*.

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.

SOUTH ORANGE COUNTY ENDO - NEW LISTING

3 eq. treatment rooms in a 1,100 sq. ft., newly designed, clean, bright suite located in a single story, professional building on a busy street convenient to the 5 freeway and the beach. Rent is only \$1,600/ month. The practice was renovated in 2018. The seller needs to move out of the area and is motivated to sell! The location would work great as a GP as well. Projecting approx. \$208,058 for 2019 based on the current collections trend.

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.

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.

CONFIDENTIAL SALES: Most dentists will <u>never</u> have an opportunity to purchase a true goldmine practice because they are never advertised. You won't find them in any publication or on any website...they are not publicized. The finest dental practices are sold discreetly to "Inner Circle" doctors who are pre-qualified & have signed confidentiality agreements. The most desirable dental practices are often sold in hours, not days and you will never know about them unless you qualify and get the inside track. If you have a strong FICO and are looking to buy an exceptional dental practice, contact us. We can help you become a preferred member of the Inner Circle network.

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

Inland Empire Union Practice can do over 1 Mil 5 ops. Call Tom Fitterer 714-345-9659 PPS

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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.

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

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GP for Sale El Centro/Established Goldmine Practice 800k Collection 2018 Bank Financing Available Dr. Retiring Call/Text 760 791-9392

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Nice Office for sale in Westminster 2 Ops fully equipped, 7631 Westminster Blvd A westminster Ca \$60,000 714 622-5655

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

3M True Definition Scanner - 2017 model; used once; incl software & accs; \$10,000; 949-493-8118; san juan capo.

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Please join an excellent panel of dental industry professionals to discuss the ins and outs of starting or purchasing a dental practice.

This seminar is great for:

- doctors that are actively hunting for a practice;
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 - current practice owners looking to sell in the future, who can learn a great deal about the transaction process from a buyer's perspective.

In addition to our lecture, we will have ample time to meet one on one with doctors to answer any questions you may have. If any of your colleagues might benefit from the talk, please pass on this information.

THURSDAY, JUNE 20, 6:30 PM

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David Tessier, Wells Fargo
Practice Finance, Healthcare Banking Loans and Underwriting
(619) 997-6883

David.J. Tessier@wellsfargo.com

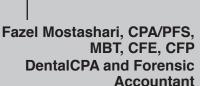


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Experienced bilingual dental assistant for front office with computer skills needed. call Ira 818-652-6335

VENTURA GOUNTY GENERAL PRACTICE FOR SALE - 4 Ops, Modern, Dentrix, Digital, Pano, CEREC. GR \$725K with \$343K Adj. Net. HSPPT-Kerri McCullough-949-300-0312 #CA586

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Medical SPACE for lease. Newly Renovated. 805 sq ft with 3 operatories. Email: sparklew2k@yahoo.com

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Westminster dental practice in popular well known restaurant plaza. 2 OPs turn key practice. 150k obo.(714)251-8718

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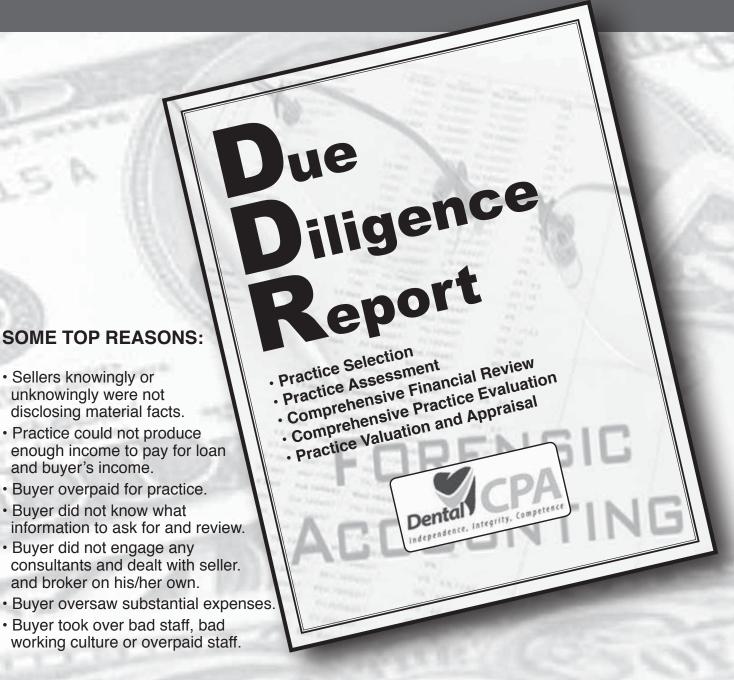
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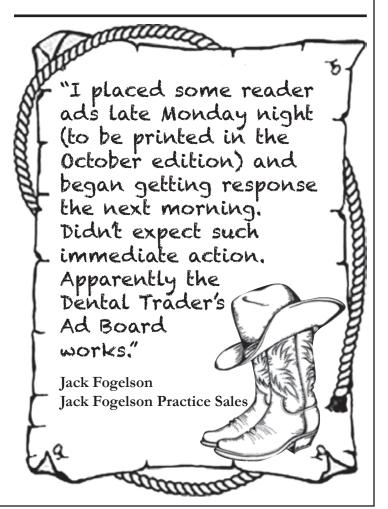
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ASK THE BROKER

How do you determine the listing price of my practice?

The single-most important factor in determining the practice sales price is the collection total of the previous calendar year. Lenders and Buyers like to see stability without large variances from year to year. It should be obvious that steady, slight increases in revenues are always better than even the slightest of decreases. Poor performance of one of three years should not affect pricing, unless it is the last calendar year that shows a significant drop. Therefore, try to maintain a stable practice, make sure you finish strong and make all your December deposits for that last year you will be filing!

Practices are priced based heavily on gross receipts. Let's work through some scenarios and options. If you plan to practice 2-3 more years, it is not worth investing extra money in the practice. In this case, I would just advise finishing strong, especially to reflect your last tax return which will be filed. If you plan to practice approximately 5 years, spending large amounts of money for new technology may not necessarily return the investment unless it helps to increase your production. However, this being said, purchasing new equipment may increase your enjoyment of practicing dentistry and therefore be a worthwhile investment

With 8–10 years remaining to practice, modernizing the practice with the latest and greatest is generally a great idea. Leasehold improvements typically last 5-8 years, so making the investment at this time to spruce up the office will enhance the desirability of the sale. It may also give you greater satisfaction of working in a first-rate environment for the entire duration of the leasehold improvements. Most importantly, since practice values are based on gross receipts, keep up the good work!

With factors affecting the current practice market such as a large number of "Baby Boomers" choosing to retire coupled with a lower percentages of Millennials wanting to own dental practices, it is important to make decisions now that will help your practice stand out from the rest when you decide to sell! Call or email us today for a free copy of Dr Giroux's book "Top Ten Issues for Dentists Contemplating Retirement in Ten Years or Less".

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions.

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Wow - that is a big issue. I have heard many of these stories too and unfortunately, usually, when I am being consulted it is far too late. While we don't know what tomorrow holds and we cannot eliminate the possibility of a tragedy in the future – with proper planning you can address how the business will run in the face of a tragedy and reduce the likelihood that your practice folds as a result. Simple steps like reciprocal Good Samaritan agreements where a group of dentists agree to help each other out in the event of a tragedy or more importantly naming a spouse or someone else as an officer (the key is having two corporate officers) of the company so that the doors can remain open for business are critical for maintaining the business. Keeping the doors open goes a long way towards allow-



ing a dental practice to maintain value while in the process of selling post tragedy. If you don't have a succession plan for your practice – get one! As my dentist always tells me "prevention is better than a cure".

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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Kern County:

Beautiful office in a serene park environment 3000 sq ft on large lot with room for an additional 4000 sq ft building. 7 fully equiped treatment rooms; in a masterful layout. This office is fully digital. This seasoned office has the look of just being built

Monterey Park:

Large office, Dentist is changing careers retail

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West Covina:

35 year practice, fully digital in a retail strip center. Lots of activity, great parking room to grow.

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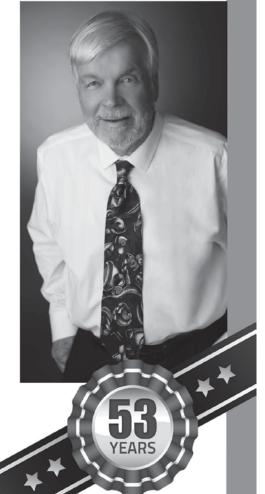
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