

# THE Dental Trader

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### KERN COUNTY

**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. **NEW**

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

### LOS ANGELES COUNTY

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

**ARCADIA #3** - Beautiful, newly remodeled, (4) op computerized G.P. located in a well known Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO pts. Annual Gross Collect \$300K on a (3) day week.

**EAST 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. **PENDING**

**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. **REDUCED**

**ENCINO #9** - (8) op comput G.P. w (7) ops eqt'd. In a prof. bldg. on a main thoroughfare w easy fwy access. Cash/Ins/PPO/HMO pts. Cap Ck approx. \$6K/mos. Dextrix 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.

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

**HOLLYWOOD - ABSENTEE OWNER PRACTICE FOR SALE** - (5) op comput. G.P. on a main thoroughfare, on the 2nd floor of a strip center, w 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. **PENDING**

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

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**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. **SOLD**

### ORANGE COUNTY

**FOUNTAIN VALLEY** - (4) op comput G.P./ (3) eqt'd. (43) years of Goodwill. Cash/Ins/PPO. (7-9) new pts/mos. Digital X-Rays. 2018 Gross Collect. ~ \$414K on a (4) day wk. Low Overhead/High Net. Seller retiring. **NEW**

**LA HABRA** - (6) op comput. G.P. (2) ops set up for surgery. Heavy emphasis on Implants & Crown/Bridge. Located on a main thoroughfare, w excell. exposure/visibility/signage. Cash/Ins/PPO pts. (20-30) new pts/mos. Annual Gross Collect ~ \$1M on (4) days/wk & (9) mos/yr. Seller retiring but will assist w the transition. There is a Possible Partial Seller Carry Back & Seller is willing to work back. **NEW**

### 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. 2018 Gross Collect. \$400K+ on a (4) day wk. (14-16) new pts/mos. Cash/Ins/PPO/HMO/Denti-Cal. Approx. \$3.5K/mos. in Cap. Low rent. Seller refers out diff. O.S., & Endo. Digital & Easy Dental. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w the transition. **REDUCED**

### SAN DIEGO COUNTY

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

### SAN LUIS OBISPO COUNTY

**CENTRAL CA COAST** - High producing & very profitable G.P. with Seller work back. (7) op comput. G.P. located street level in a smaller professional bldg. near the downtown business district. 2017 Collections of approx. \$1.6M. Pract. does no advertising. Averages (12) days of Hygiene/wk. Cash/Ins & one PPO. 78+ yrs of Goodwill. Digital x-rays & digital Orthopantomograph. **SOLD**

### VENTURA COUNTY

**CAMARILLO** - (4) op comput G.P./ (3) ops eqt'd. Located in a Prof. Bldg. Cash/Ins/PPO. No HMO & No Denti-Cal. No Nights & No Weekends. (34+) years of Goodwill. Annual Gross Collections ~ \$350K+ on (3-4) days/week. Digital X-Rays. Reasonable Lease. Seller retiring but will assist with the transition. **PENDING**

**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. \$378K thru May 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. **REDUCED**

**VENTURA HMO** - (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.

**VENTURA #2** - (4) op comput G.P. in a strip ctr on a main thoroughfare. Some exposure & signage. (35) yrs of Goodwill. Cash/PPO Pts. No HMO & No Denti-Cal. No nights & No weekends. Projected 2019 Gross Collect of \$600K+ on (3 1/2) days/wk. Favorable Lease. (4) days of Hygiene/wk. Seller does no adv. other than website & social media. Most specialty work referred. Seller retiring. Will assist with transition. **NEW**

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**BELMED 4 TANK NITROUS CART.** Asking \$900.contact for more info and pictures or to make offer ddsshopper@cox.net

**Hi opportunity** to sublease a beautiful office in newport beach fashion island area. email: doctorsmileoc@gmail.com

**Ortho Boyd** Sideunits for Sale. All 4 for \$3100. White tops, royal blue bottoms. docfrerichs@yahoo.com 619 298-1775

**Culver City** dentist downsizing--miscellaneous equipment available Contact Judy at (310)839-2722 for more info

**Dental Building For Sale.** FEE SIMPLE Reseda CA. Fully built out dental clinic with lab. Joshua (RA) 323 524 3848

**bicon dental** implants and surgical kit for sale. 9 implants and 5 abutments please call for detail. (626)818-0633

**FRESNO Sublease,** for couple of days/month. Please email availability to ilyaben@gmail.com

**General Dentist** Experienced in Endo Needed. Office is in Los Angeles. Great Pay. Nice Office & Staff. 818.439.99954.

**Dental Practice** in Glenoaks 4 sale 5 ops. Digital, W/lab.and sterilizing rm. Call Minnie at (323)557.5128

**Upland office** 4 sale 30 yrs. 5 Ops \$65k, Dr employed 1 day/wk, Owner works 1 1/2 days/wk, drvcast@gmail.com

**Street-Front 3-OP office in DTLA** for sale. Great growth potential. AVG \$325K/year coll on a 2d/wk. drsamlavi@aol.com

**Anybody Looking** for an In-House Implant-Dentist? I Place & RE-STORE. Material + labor charge. text (949)798-9591.

**Dental assistant** or receptionist needed for an office in monte-bello area.Please fax CV to 323-722-2022

**Orthodontist needed** for an office in san fernando valley. denti-cal provider. send resume to kidsdental6969@gmail.com

**West Hollywood** Dental office is Sub-leaseing one or two private rooms Pt/FT . contact oshin@droshin.com for more info

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**Fontana Family Practice** for sale, mostly Hispanic, Dential, 5 ops, 20+yrs Goodwill, projected \$1M in 2019, Direct sale. Low rent in busy shopping center, staff will stay, doctor retiring, may finance. Second location, smaller practice in Cucamonga also for sale, asking leasehold improvements only, No Brokers. CALL 909-320-7562

**CAMARILLO - (4) op comput G.P./ (3) eqt'd.** Cash/Ins/PPO. Annual Gross Collect ~ \$350K on a (3) day/wk. Digital X-Rays. Seller retiring. D&M Practice Sales 818.591.1401

**General Dentist.** El Segundo. Contact huda@caredentistrygroup.com

**Cardiff by the Sea-** Coastal dream. \$741k Collections. Contact us for details. www.ddsmatch.com 855-546-0044

**Irvine Leasehold** - \$50k. 3 years left on lease with 5 year option. Brand new floors just installed. 4 private ops plumbed and 2 of them with plumbed Med gas. PBX telephone system included. Perfect Central Irvine. email for more info or photos. 48jawbreaker@gmail.com

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**Ortho Chairs For Sale.** 4 SDS Biscayne 1750s. Like new condition royal blue. All 4 for \$6999. S.D. docfrerichs@yahoo.com

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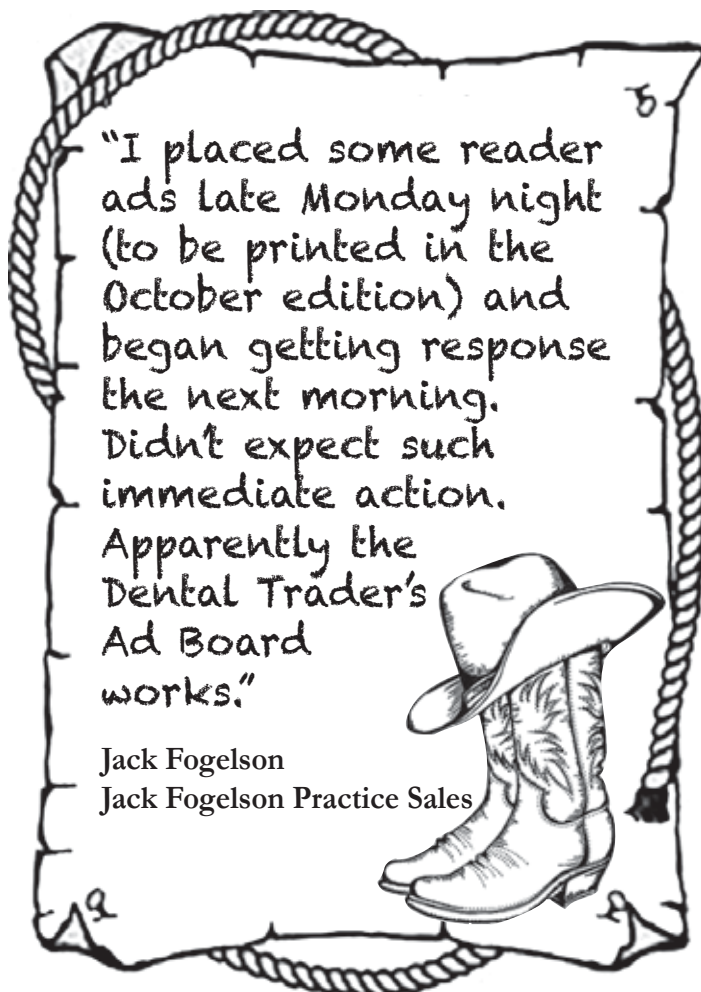
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## Los Angeles County

### **Beverly Hills** - Gross ~\$692K

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

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

- BH Triangle. 3 Eq. Ops.
- Gross ~\$473K on 2-3 days/wk

### **Carson** - New Listing!

- Medical/Dental bldg. for sale
- Single Story bldg. w/parking lot
- Currently used as veterinary office

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

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

### **Hawaiian Gardens**

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

### **Inglewood** - New Listing!

- Projecting ~ **\$1.15 M in 2019**
- Excellent Location! Shopping Plz.
- ~1,400 sq.ft., 4 eq.ops.+ 1 plumbed.
- Many in house specialists

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

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

### **Long Beach** - New Listing!

- Projecting ~\$900K in 2019
- High profit margin. CASH & PPO
- Beautiful & high tech office.
- Refers out complex procedures.

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

- Affordable Rent! Seller Retire
- Mostly Denti-Cal, some CASH

### **Los Angeles** -

- **Starter Practice & Real Estate**
- Freestanding Bldg at intersection
- ~ 1,245 sq.ft. + 3 Eq. Ops.
- Collects ~\$185K on 2 days/wk

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

- Projecting ~\$350K in 2019.
- Starter Practice. Low Rent
- Close to Chinatown
- 2 Eq. Ops. + 1 plumbed

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

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

### **South Gate** -

- **Pending** - Welcome backup offer
- Starter Practice w/Bonus Patients
- ~1,200 Sq.ft., 4 Equipped Ops

## Orange County

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

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

### **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 Ctr

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

### **Santa Ana** - Gross ~ \$500K

- PPO/FFS & Cash Only. 7 Eq. Ops
- Large Shopping Plaza, ~2,000 sf

### **Santa Ana** - Reasonable Rent

- Shopping Plaza, Little Saigon
- Collects ~ \$192K on 4 days/wk

### **Orange County** - New Listing!

- **Collects ~ \$1.1 M.** Insurance/FFS
- General, Cosmetics, Implants
- Stable pt. base & good recall system
- Good Location: Shopping Plaza

## Riverside County

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

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

### **Palm Springs** -

#### **Practice & Real Estate**

- **Gross ~\$1.1M.** ~2,500 sq.ft.
- GP & Implant Placement
- 5 Eq. Ops. + 1 add'l plumbed
- Freestanding Bldg w/parking

## San Bernardino County

### **Rancho Cucamonga** -

- Endo practice. PPO/HMO Practice
- Gross ~\$360K. Shopping Ct.
- 2 eq. ops. + 2 plumbed ops.

### **Victorville** -

#### **Starter Practice & Real Estate**

- Single Story Bldg w/Parking Lot
- 7 rooms, ~ 2,117 sq.ft.
- Bldg. visible off freeway I - 15

## San Diego County, CA

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

- Mostly Cash/PPO. 4 eq. Ops.
- Close by retail centers
- 9 years of goodwill

### **Solana Beach** -New Listing!

- Starter practice in shopping plaza
- Predominantly PPO, No HMO
- ~1,531 sq.ft., 3 eq. ops.

## Northern California

### **Berkeley** - Asking \$150K

- Cash/PPO Only
- Starter Practice + Bonus Pts.
- 3 Eq. Ops. Commercial Area

### **Daly City** -Gross ~\$365K. PPO/CASH

- Doctor retires. 25+ yrs goodwill
- Commercial Area.
- 1,200 sq.ft. 3 Eq. Ops.
- ~ 10-20 new pts/month

### **Dublin** - New Listing!

- Gross ~\$240K. Affordable Rent.
- ~10% Cash & 90% PPO
- Refers out implants, ortho, endo (multi root), complicated extractions
- 2 Eq. Ops + 1 add'l plumbed

### **Fairfield** - Seller Retiring

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

### **Fremont** - Gross ~\$660K

- ~95% PPO, 5% CASH
- 15+ years of goodwill
- 5 Eq. Ops, ~ 1,625 sq.ft.
- Opens 4 days/wk
- Refers out complex procedures

### **Pacific** - ~\$318K Collections

- All PPO/CASH
- Shopping plaza visible of adjacent Highway & Freeway.
- ~1,200 sq.ft., 2 ops + 2 plumbed

### **San Jose** - Asking \$60K

- Equipment & Leasehold
- East San Jose - Shopping Pl.
- 1,550 sq.ft., 3 eq.ops + 2 plumbed.
- Cone Beam CT Scan included

### **Vallejo** - New Listing!

- ~10% Cash & 90% PPO
- ~1,250 sq.ft., 3 equipped ops.
- Reasonable Rent
- Front street location

## Ventura County

### **Oxnard** - New Listing!

- Shopping Center. Low Rent!
- 2019 Projecting ~ \$168K
- No advertising. No website

## Dental Practice Wanted

### **Buyers Looking for:**

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Practices with Real Estate  
Starter Practice in Shopping Ctr  
PPO/CASH Practices  
High Production Practices**

### **Upcoming Practices**

- ❖ San Jose - Gross ~\$800K
- ❖ Modesto - Highly Visible Practice
- ❖ Fullerton - Starter Practice
- ❖ El Monte - \$300K Collections

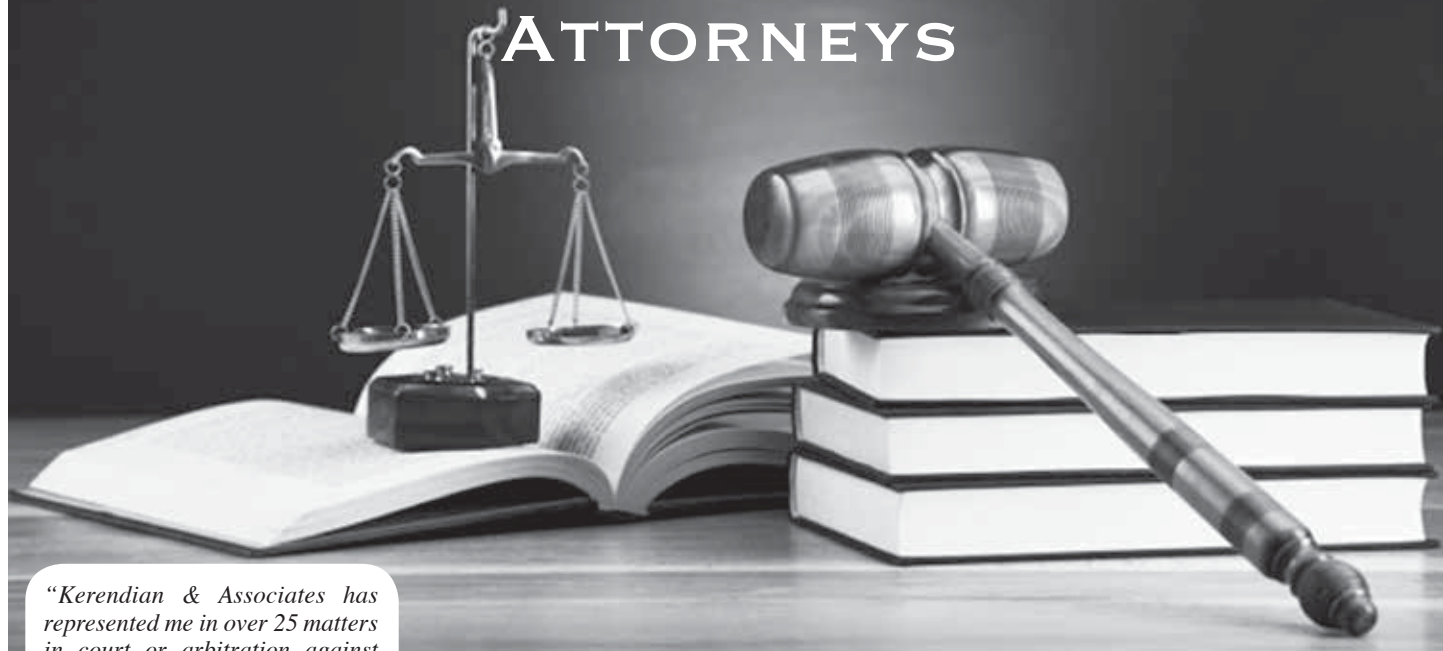
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**CAMARILLO:** IF you are looking in Ventura County, dont miss out on this one. Clean office / paperless. Excellent shopping center location. Reasonable rent. 3 ops plus room to expand. Revenues of \$20k/month. Seller disabled so all offers considered !

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

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

**HAWTHORNE:** Location, Location, Location ! Free-standing Building with Large Sign and Huge Parking Lot. Modern 4 op Office. Digital X-Ray & Pano.

**LANCASTER:** Over 30 years of Goodwill. 1st Floor Location with Sign & Visible location. Super clean 5 ops. Busy / large patient base with 4 days of hygiene per week. Modern. Superior opportunity.

**LOS ANGELES:** Free-standing Building. Sign. Clean 4 op Office. Goodwill of over 25 years. Recognizable location. Some Dent-cal. Mostly PPO. Revenues at over \$250k/yr on part-time schedule.

**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.

**MOORPARK:** Shopping center location. Beautiful / boutique practice. Seller selling due to relocation from area. Low overhead. Priced to sell immediately.

**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. Super location / busy walkins. Revenues of \$35k/mo. Can be absentee run or multi-specialty practice

## (818) 999-9595



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

**ORANGE COUNTY BEACH AREA:** Lender Repo. Low rent gem with 10+ years of Goodwill. Quality dentistry. Practice active 3 1/2 days per week. Modern / paperless. All inquiries to be screened per lender.

**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.

**PALM DESERT:** This one has it ALL !!! Revenues over \$1mill. Associates in-place. Conservative treatment planning. Significant room for management improvement and income growth. Seller retiring with transition available.

**PANORAMA CITY:** Super busy location. Long-term lease at super low rent. Street exposure. Very clean. Practice revenues will explode with proper management. Must see !

**RIVERSIDE:** Retiree. Owns building. Office open 3 days per week. All specialty treatment referred. No advertising. Small facelift needed. Over 20 years of goodwill. Long-term staff remaining.

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

**YORBA LINDA:** Super practice opportunity. 5 ops. Absentee operated. Very conservative owner. Revenues super steady at \$500k per year. N O advertising, no up-selling, specialty treatment referred out. HMO income of \$4k/month. Clean with HUGE upside.

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

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

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

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

**SAN 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.

**KEARNY MESA:** 5 ops. 29 years of goodwill. Centrally located in the heart of San Diego. Practice has excellent signage on one of San Diego's busiest streets. Long standing, large, loyal patient base.

**ENCINITAS:** 5 ops. Highly coveted North County coastal setting. Busy medical campus location with plenty of parking. Strong and loyal patient base. Well-trained skillful staff.

**SORRENTO VALLEY:** 5 ops. Excellent retail location in busy shopping center just off major freeway. Spacious, well lit, beautifully designed building layout, room for expansion and seller willing to associate.

**POINT LOMA:** 6 ops. Very nice well-kept modern office with top technology including Cerec, CT scan, 3D printer, implant and endo equipment. Located in the heart of San Diego. Plenty of parking.

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# **Practices for Sale**

## **Corona**

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

## **Yorba Linda**

**Private general practice for sale** – Dr relocating out of area – 5 operatories in 2200 sq ft – grossed over \$600,000 in 2018 on 4 days per week– digital xrays and Dentrux computer system – 4 days of hygiene per week – Priced for quick sale

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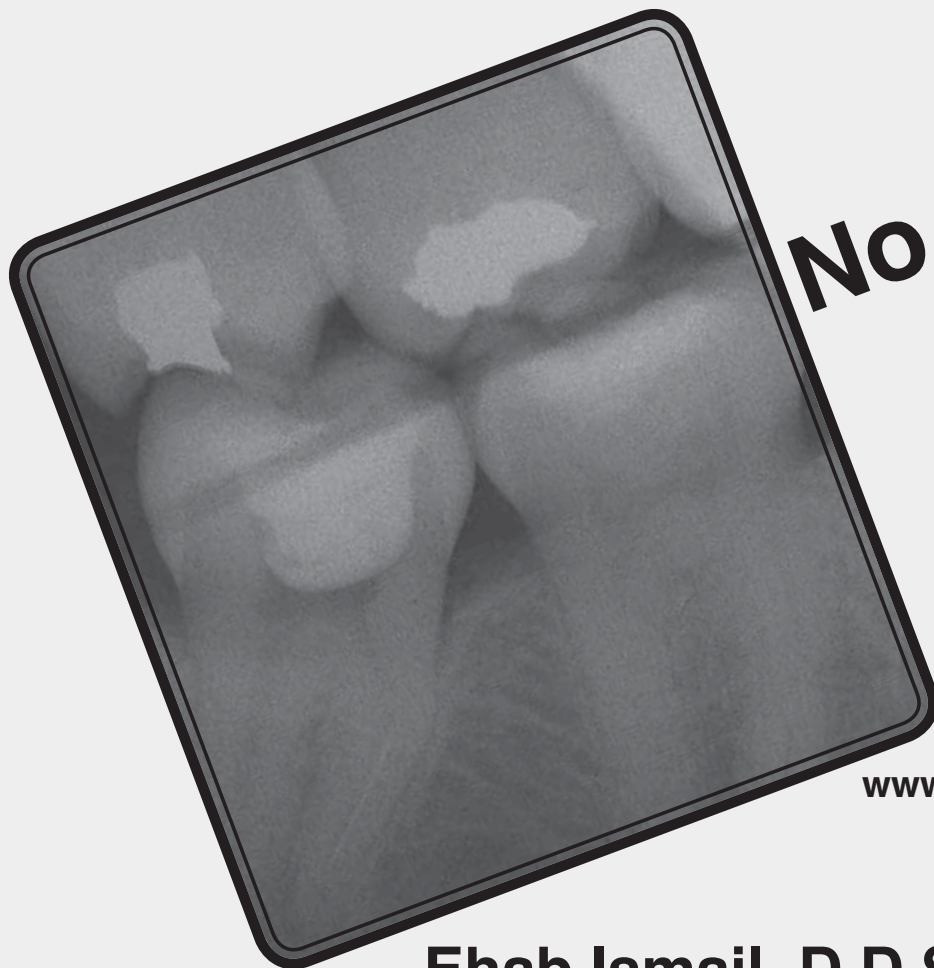
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**5 Operatory** dental practice equipment for sale. Everything must go! Adec chairs etc. All office furnishings must go as well. Please email to set up an appointment. DocG@GriffithsSmiles.com

**For Sale:** Snap-A-Ray for phosphorus plates/films x 8 + Rinn & TROLLByte X-ray. Huntington Beach. Elcjun2011@yahoo.com



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**PROSTHODONTIC PRACTICE FOR SALE** -Near San Luis Obispo, Ca. with many years of goodwill, looking to find a wonderful, kind practitioner to purchase practice, a beautiful well equipped Victorian building is optional. This FFS practice grosses approximately 1M on 4 days per week and generates approximately 11 new patients per month. The doctor will work back in the practice or mentor (if desired) to help with a successful transition. Please send your CV to: prosthsanluisobispoco@gmail.com

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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**DENTAL PRACTICES FOR SALE:** Carlsbad, Chula Vista, Encino, Gardena, Goleta, La Canada, Lancaster, Newhall, Oceanside, Santa Barbara, Santa Clarita, Thousand Oaks, Valencia, Van Nuys, Woodland Hills and Yucaipa.

**SAN FERNANDO VALLEY ORAL SURGERY PRACTICE FOR SALE:** Collected \$620,000 with a net income of \$242,000 on three and a half days per week. 54% of the income is from extractions, and 17% is from implants. Three equipped operatories. Professional building location. Seller is retiring but will stay on, if desired, for a transition period. Asking \$300,000. - **SOLD**

**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. - **SOLD AT FULL PRICE**

**VAN NUYS GENERAL PRACTICE FOR SALE:** Great opportunity for a satellite location or a starter practice. The office collects \$300,000 plus on two days per week with one day of hygiene per week. Seller does no marketing or promotion and does not work evenings or weekends. The office has four equipped operatories with digital x-rays, panoramic x-ray machine and SoftDent software. Seller is relocating out of the area. Asking price is just \$75,000.

**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**

**SAN FERNANDO VALLEY PROSTHODONTIC PRACTICE FOR SALE:** Collects over \$500,000 per year on four days per week. Very nicely decorated office with good quality equipment. Four equipped operatories with views of the valley from each. Fully computerized with digital x-rays, and CT scanner. No HMO, no Denti-Cal, no marketing, no weekends or evenings. Great opportunity.

**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**

**ANTELOPE VALLEY GENERAL PRACTICE FOR SALE:** Collects \$680,000 per year on five days a week with five days of hygiene per week. Newer leasehold improvements and equipment. Five equipped operatories with Softdent software, digital x-rays and panoramic x-ray machine. Practice gets an average of 18 new patients per month. Practice refers implant placement, oral surgery, and ortho. Asking \$450,000.

**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 SOLD AT FULL PRICE**

**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 - **SOLD AT FULL PRICE**

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**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.



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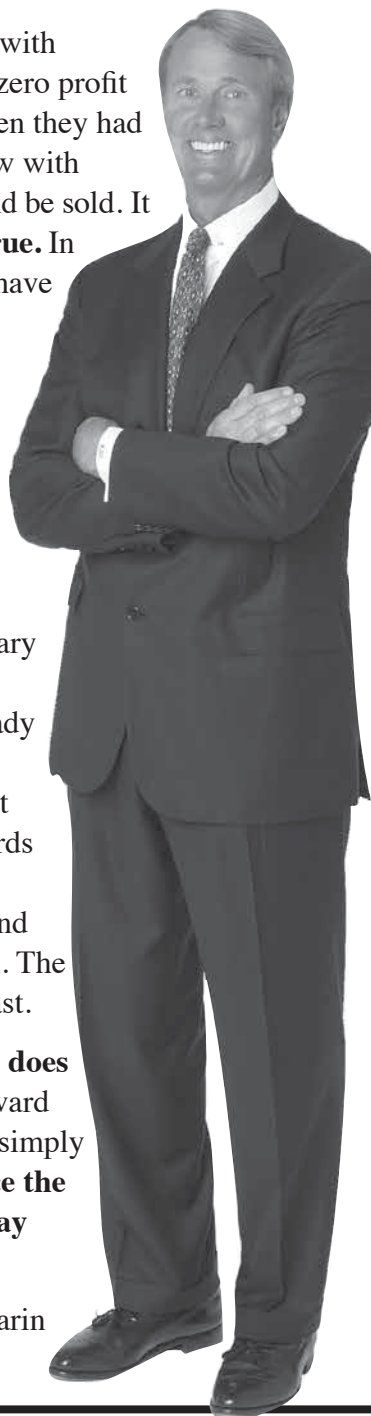
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**If your practice nets over \$100,000 per year, this does not apply to you.** If your practice is trending downward due to lack of interest, decreased need for income or simply getting tired, consider selling now versus later as **once the practice declines below a certain profit point, it may become effectively worthless.**

For all of your practice sale questions, call Kurt Skarin at Lee Skarin and Associates.



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**ENCINO #9** - (8) op G.P./(7) eqt'd. Cash/Ins/PPO/HMO. Mos Cap Ck ~ \$6K. 2018 Collect \$1.1M+. Digital X-Rays & CT Scan. Central Nitrous. Seller cutting back. D&M Practice Sales 818.591.1401

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**POMONA VALLEY** dental practice in major street for sale, excellent exposure, sale price \$118,000 [amyapplebee888@yahoo.com](mailto:amyapplebee888@yahoo.com)

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**Time:** 6:30 p.m.

**Scope:** Overview of the Acquisition Process

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- **Agoura Hills | \$265,000 | 3+ ops** | Contemporary fast-start practice in upscale area! Call Ken at (805) 338-5850.
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**Ken Skeate**  
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**Darren Sharp**  
(714) 928-5822  
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- **Roseville | \$360,000 | 5 ops** | Growing, beautiful practice in medical complex! Call Brian at (707) 898-0842.
- **Shasta County | \$135,000 | 5 ops** | General and implant center. Huge potential! Call Brian at (707) 898-0842.
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09/01/2018 to 08/31/2020  
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**Culver City** dentist downsizing--miscellaneous equipment available Contact Judy at (310)839-2722 for more info

**Handheld X-ray** unit GenOray includes tripod, and backscatter: only \$4,995. (800) 273-5033. [www.ez2000dental.com](http://www.ez2000dental.com)

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

**Part-time associate dentist** needed 2-3 days per week in a small private office located in Temecula Fax resume 9516935222

**Beautiful,modern dental** off. for rent in Santa Monica w/shared sterilization center,front desk. 1st/2nd fl. contact [njydds620@yahoo.com](mailto:njydds620@yahoo.com)

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**SAN DIEGO ORTHO PRACTICE** for sale. North county. Yearly collections \$300k on 8 days/month. 5 chairs. 1,300 square feet. Email [sandiegoortho123@gmail.com](mailto:sandiegoortho123@gmail.com)

**GP wanted:** office located in Koreatown (mid-Wilshire)excellent staff.Only PPO & cash pts.send resume to [ks2171@gmail.com](mailto:ks2171@gmail.com)

**Irwindale-Baldwin Park**, Turnkey 1000 sq ft,4 ops 2 fully equipped, very reasonable lease,today's technology, super busy corner shopping center, great potential, 700 businesses, 40000 employees around, direct sale \$119K. 626-500-9173

**Antelope Valley** general practice collects \$700,000/yr. 5 days of hygiene per week. 5 equipped ops. Digital and panoramic. Great building. Asking \$450,000. Kurt Skarin 805-777-7707



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**Central Coast Practice For Sale** | \$1,553,000 | ULTRA-PROFIT-ABLE, well-run, 6 operatories, paperless, pano, high-end throughout! Contact [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

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**LAGUNA HILLS** leasehold for sale. 4 Ops 3 fully equipped. Bring your existing Pts or great start up practice. LOW RENT [ddsshopper@cox.net](mailto:ddsshopper@cox.net)

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**Murrieta office** for sale/lease. TI's only. Modern, 5 ops, 1,700 useable sqft, prof. bldg, signage, parking. 760-975-1657

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

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**40 year practice 4 sale, health reason.** Studio City and Ne-whall sited. UCLA grad preferred Interested? text 661-803-6790



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**dental office for sale in ventura, hmo and ppo, cap check is around 4000 dollars. see patients 3 days a week, 2018 gross 534k, first half of 2019 gross is 350K. all endo and os is referred out, 6 ops, nice setup, no digital xrays. 25 years of good will**

**TORRANCE-TURNKEY PRIME DENTAL SPACE FOR LEASE:** 1,240 SF; 2 Ops, Lab., Sterl, Admin., Recept., Lounge, 1 add'l Op. plumbed, Most All Equipment & Furniture Included. Mo. Rent: \$3.13/ SF, FSG. Bkr. John Yeakel (DRE:00551745) 310-515-0834.

**Legal Tip: Sellers:** Will you remain liable on the lease after the sale? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**DENTAL Assistant Needed** for Pasadena & Alhambra, P/T, Min. 2 yrs exp. call 626-289-6815, fax 626-289-5526

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# CALIFORNIA

## Specializing in the Selling

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### **FEATURED LISTINGS**

**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 & projecting approximately \$436K for 2019. NET \$206K.** 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.**

**LAGUNA HILLS** – Beautiful laid out General Practice in an incredible shopping center location. Established in 2003. Conveniently located right off the freeway. This practice consists of 4 equipped operatories with Eaglesoft software in a 1,200 sq ft suite. The Seller is currently working 3 days/wk and sees approximately 16-20 new patients/mo. PPO/Cash/Some Capitation. **Grossed \$392K in 2018. Projecting approximately \$379K for 2019.** Seller will focus on primary ofice. Please contact your CPS Broker for more details. **Property ID #5290.**

**SAN DIEGO/CARMEL VALLEY (Turn-key) Price Reduced!!** – 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.**

**UPLAND** – Well established beautiful office located in a two story building with ample parking. This office consists of 4 equipped operatories with window views. Computerized with Dentrix Software and Digital X-ray. Seller manages only. Associate works 4 days/wk and sees approximately 60 new patients/mo. PPO and Cash Only. No Denti-cal. Excellent advertising. **Grossed \$943K in 2018. Buyer's net of \$221K.** Great staff. Established in 2013. Please contact your CPS Broker for more information. **Property ID #5237.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



### EXCELLENT OPPORTUNITY IN SAN BERNARDINO



- **Grossed \$401K in 2018**
- **Projecting approximately \$660K for 2019**
- **Buyer's net of \$199K**
- Located in a free standing building with Rear parking
- Seller is currently working 2 day/wk
- Associate 3 days/wk.
- Sees approximately 50 new patients/mo.
- PPO and Cash only
- Great advertising
- Consists of equipped operatories

- Approximate 1,500 sq ft suite
- Has Practice Web software
- Digital x-ray
- Two partners / One manages and the second works in the office
- Owns the building
- Established in February 2018

Great opportunity Please contact your CPS Broker for more information.

**Property ID #5290.**





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

# CALIFORNIA

## Specializing in the Selling

### LOS ANGELES/VENTURA COUNTY LISTINGS

**CANOGA PARK** – With 25 plus years of goodwill this practice is located in a single story corner building with rear parking. Excellent street visibility and great signage. On a heavy traffic flow street. Near residential area. Seller works 1.5 days/wk with Associate 2 days/wk and O.S. 1x/mo. See approximately 15-20 new patients/mo. PPO/Cash/Some HMO. Minimal advertising. Practice consists of 4 eq ops and 1 plmbd not eq in a 1,700 sq ft office. It's computerized with Eaglesoft software. **Grossed \$347K for 2018 and projecting approx. \$369K for 2019. Buyer's net of \$117K.** Please contact your CPS Agent for more information. **Property ID # 5241.**

**CENTURY CITY – PRICE REDUCED!!** Well established General Practice located in an 11 story medical dental building. This practice consists of 4 equipped opertories 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 is focusing on primary office. Great staff. Please contact your CPS Broker for more details. **Property ID #4509.**

**CERRITOS (Turn-Key)** – This General Practice has almost 50 years of goodwill to offer! Strategically positioned in the center of the strip mall with no vacancies; restaurants and retail surround it. Recently it's been remodeled and has a very competitive lease below market rate. The practice consists of 6 spacious equipped operatories in a 1,250 sq ft office. It's computerized with Easy Dental and Scan-X. Seller is currently working approximately 2 days/wk and sees approximately 15 new patients/mo. No HMO. PPO & Cash Only! 100% patient referral. No advertising. This underdeveloped practice has been a satellite office for our Seller whose primary focus has been his flagship office in Los Angeles. Please contact your CPS Broker for more details. **Property ID #5286.**

**CULVER CITY** – Established circa 1952 this practice is located in a two story free standing building. On a major boulevard in Culver City. Heavy traffic flow. Excellent street visibility. Retiring Seller owns the building. The practice consists of 4 equipped operatories and 2 plumbed not equipped in an approximately 1,500 sq ft office. All ops are plumbed for nitrous and oxygen. Seller is currently working 4 days per weeks and sees approximately 30 new patients per month. PPO / Cash / Some Capitation. 100% patient referral. Grossed \$365K in 2018. Please contact your CPS Broker for more details. **Property ID #5283.**

**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 \$79K.** 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 \$325K 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 & projecting approximately \$436K for 2019. NET \$206K.** 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 Associate works 3 days per week and sees approximately 16-20 patients per month. 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. Projecting approximately \$363K for 2019. Net \$122K.** 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.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Juana Dominguez  
Executive Administrator

**LYNWOOD Price Reduced!!** – 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 \$570K in 2018 and projecting approximately \$606K for 2019. Buyer's net of \$255K.** 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 and projecting approximately \$768K. Buyer's net of \$225K.** Please contact your CPS Broker for more details. **Property ID #5278.**

**SIMI VALLEY** - *Coming soon!*

**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.**

**VENTURA** - *Coming soon!*

### ORANGE COUNTY LISTINGS

**ANAHEIM** – General practice established circa 1960 is located in a small shopping center on a busy major street of the city. Next to residential area. Seller is currently working 5 days/wk and sees approximately 40-45 new patients/mo. PPO / Cash / Denti-cal / Some Cap. The office consists of 4 equipped operatories with Dentrix software and digital x-ray. Has reasonable rent and long term lease. Projecting approximately \$1.3M for 2019. **Buyer's net \$600K.** Excellent signage. Corner location. Please contact your CPS Broker for more information. **Property ID #5296.**

**ANAHEIM (GP + Real Estate)** – 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 3 equipped operatories with digital x-ray and Dentrix software. **Grossed \$754K for 2018 and projecting approximately \$752K for 2019. Buyer's net of \$229K.** Please contact your CPS Broker for more information. **Property ID #5255.**

**CERRITOS** - *Coming soon!*

**CORONA DEL MAR** – Well established General Practice located in a single story building just walking distance to the ocean. This beautiful office consists of 3 equipped operatories in an approximate 1,100 sq ft suite. It's computerized with Dentrix software and has digital X-ray. Retiring seller is currently working 4 days per week, O.S. 2x per month and 4 days of hygiene per week. Sees approximately an average of 20-24 new patients per month. PPO/Cash/Some Capitation. Does minimal advertising. **Grossed \$898K in 2018. Buyer's net of \$214K.** Reasonable rent for the area. Has excellent staff. Great location. Next to residential area and retail shops. Please contact your CPS Broker for more details. **Property ID #5285.**

**FOUNTAIN VALLEY** – This General Practice is located a busy corner strip shopping center with good street visibility. Has larger parking from and back. The practice consists of 4 equipped operatories and 1 plumbed not equipped for expansion in an approximate 1,637 sq ft suite. Has Digital X-ray and it's computerized with Eaglesoft. The retiring seller is currently working 3 days/wk and sees approximately 18 new patient/mo. PPO / Cash / Denti-cal / Some Cap. Does minimal advertising. **Grossed \$287K in 2018.** Established in 2003. Has excellent staff. Please contact your CPS Broker for more information. **Property #5293.**



Fred Vuittonet, V.P.  
Lic #01363583

# CALIFORNIA

## Specializing in the Selling

**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/Dentrix software and digital X-ray. Seller is currently working 1 days/wk with Associates 8 days/wk and 7.5 days/wk of hygiene. Primary income source is only PPO and Cash. Seller established the practice in 2005. Does minimal advertising. **Grossed \$1,003,000 in 2018. Buyer's net of \$400K.** Great opportunity. Please contact your CPS Broker for more details. **Property ID: #5262.**

**SAN CLEMENTE** - *Coming soon!*

**LAGUNA HILLS** – Beautiful laid out General Practice in an incredible shopping center location. Established in 2003. Conveniently located right off the freeway. This practice consists of 4 equipped operatories with Eaglesoft software in a 1,200 sq ft suite. The Seller is currently working 3 days/wk and sees approximately 16-20 new patients/mo. PPO/Cash/Some Capitation. **Grossed \$392K in 2018. Projecting approximately \$379K for 2019.** Seller will focus on primary office. Please contact your CPS Broker for more details. **Property ID #5290.**

**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 area 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 a full time dentist. Please contact your CPS Broker for more information. **Property ID #5277.**

**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 operatories in a 1,900 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.**

**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. Full time 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 \$214K.** With no advertising, growth is reliant on only patient referrals. If you're 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.**

**WESTMINSTER** – Established in 1978 this paperless general practice is located near to the intersection of Huntington Beach, Fountain Valley, and Westminster in a two story free standing building with ample parking. Next to residential area. Excellent signage and street visibility. The practice consists of 6 equipped operatories in an approximate 2,461 sq ft office. Has Dentrix software and digital x-ray. Seller is currently working 4.5 days per week with 4 days per week of hygiene. Sees an average of 20 new patients per month. PPO and Cash. No HMO or Denti-cal. Does minimal advertising. Has reasonable rent for the area. **Grossed \$737K in 2018 and projecting approximately \$790K. Buyer's net of \$229K.** Great practice with 41 years of goodwill. Easy freeway access to the 405. Please contact your CPS Broker for more details. **Property ID #5291.**

### 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. **Grossed approximately \$1.6M in 2018. Buyer's net of \$568K.** Please contact your CPS Broker for more details. **Property ID #5130.**

**RANCHO MIRAGE** – This beautiful laid out General practice established circa 2000 and moved to this location in 2012. It's located in free standing building with 2 dental suites with private parking. The seller is currently working 3 days per week with Associate 2 days per month and 3 days per week of hygiene. Sees an average of 10-15 new patients per month. Mainly fee for service practice. The office consists of 4 equipped operatories and 1 plumbed not equipped in an approximate 2,200 sq ft suite. It's computerized with Dentrix software and has Icat FLX CBCT for 3D Imaging. **Grossed \$1M in 2018. Buyer's net of \$333K.** Seller is relocating out of the country. New to 5 years old equipment. Please contact your CPS Broker for more information. **Property ID #5284.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Dan Parnell, V.P.  
Lic #00901038

**SAN BERNARDINO** – General practice located in a free standing building with 5 suites and rear parking. Seller is currently working 2 day/wk and Associate 3 days/wk. Sees approximately 50 new patients/mo. PPO and Cash only. Great advertising. The practice consists of equipped operatories in an approximate 1,500 sq ft suite. Has Practice Web software and digital x-ray. **Grossed \$401K in 2018 and projecting approximately \$660K for 2019. Buyer's net of \$199K.** Two partners. One manages and the second works in the office. Owns the building. Great opportunity. Established in February 2018. Please contact your CPS Broker for more information. **Property ID #5290.**

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

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

**UPLAND** – Well established beautiful office located in a two story building with ample parking. This office consists of 4 equipped operatories with window views. Computerized with Dentrux Software and Digital X-ray. Seller manages only. Associate works 4 days/wk and sees approximately 60 new patients/mo. PPO and Cash Only. No Denti-cal. Excellent advertising. **Grossed \$943K in 2018. Buyer's net of \$221K.** Great staff. Established in 2013. Please contact your CPS Broker for more information. **Property ID #5237.**

### 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 Dentrux software. **THIS IS A RARE 100% FEE FOR SERVICE PRACTICE ALLOWING FOR THE BUYER TO SET THEIR OWN FEE SCHEDULE PRICING MODEL.** Currently, the practice refers all specialties out. Only inlays, onlays, and crowns are the majority of the holistic procedures being performed in-house **Grossed approximately \$440K for 2018.** Don't miss this rare opportunity. **Property ID #5256.**

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

**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 with sensor. Does minimal advertising. PPO and Cash Only. NO HMO. **Grossed approximately \$560,251 in 2018 and projecting approximately \$573K for 2019. Buyer's net \$181K.** Great practice and staff. Please contact your CPS Broker for more information. **Property ID #5267.**

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

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**Robert A. Palumbo:** [rpalumbo@calpracticesales.com](mailto:rpalumbo@calpracticesales.com)

#### BUYER'S:

**DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS**

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

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

**Fred Vuittonet:** [fvuittonet@calpracticesales.com](mailto:fvuittonet@calpracticesales.com)

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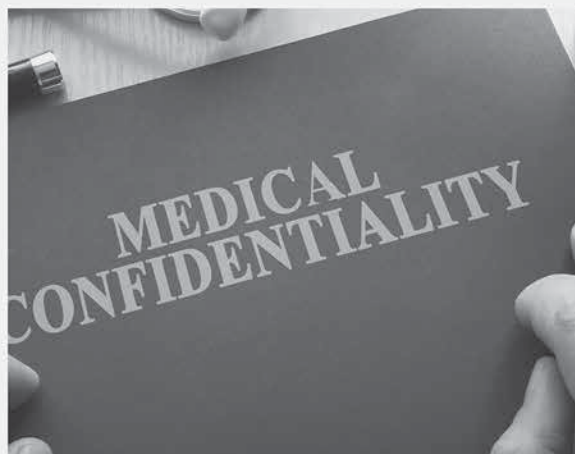
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**BAKERSFIELD GENERAL DENTISTRY PRACTICE - NEW LISTING** - Established General Dentistry Practice available in the Bakersfield area. The practice has 5 Operatories and utilizes Easy Dental. Four doctor days and four hygiene days per week. Room to grow the practice as most specialty procedures are referred to local specialists. Real estate also available to purchase. Exceptional opportunity to purchase two practices in same building and merge. See listing #CA622 for more info. 2018 Gross Receipts of \$375K. #CA623- Kerri McCullough - 949-300-0312

**BAKERSFIELD GENERAL DENTISTRY PRACTICE - NEW LISTING** - General Dentistry practice with 6 operatories and 39 years of goodwill in the community. Practice features Dentrrix, intra-oral camera, and Denar Pantograph. 2018 Gross Receipts of \$475K with \$165K Net Income with room to grow as most specialty procedures are referred out. Unique opportunity awaits to purchase two practices plus real estate for one larger practice. See listing #CA623 for more info. #CA622- Kerri McCullough - 949-300-0312

**BAKERSFIELD PEDODONTIC** - Rare and unbelievable opportunity to purchase a successful 30+ year old Bakersfield pediatric practice with orthodontic and oral surgery services. Great opportunity for someone to have a thriving, well-run practice with 30+ years of goodwill and to transition with an experienced partner. Currently 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 a month and the oral surgeon works one day a month. The practice averaged \$2.5+ million in annual gross collections for the past 3 years. #CA599- Kerri McCullough - 949-300-0312

**BURBANK** - 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. Practice includes Dentrrix 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- Thanh Tran - 949-533-8308

**COVINA - NEW LISTING** - Well-established General practice with great visibility, 4 operatories, and digital x-rays. A bright, cheerful setting welcomes patients to this long-established family practice. Seller refers out most difficult specialty work so there is room to grow. All new patients are from word of mouth, no marketing. #CA634- Kerri McCullough - 949-300-0312

**GLENDALE** - General Dentistry Practice with 4 Operatories, 3 Equipped features EagleSoft practice management, digital x-rays, intra-oral camera, and newer equipment. Convenient professional building location. 2018 Gross Receipts of \$508K with \$249K Adjusted Net Income. #CA575- Kerri McCullough - 949-300-0312

**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, ADEC equipment, CEREC, and Dexis digital x-rays. Strong hygiene program with 35+ hours of hygiene per week. 2018 Gross Receipts of \$499K. #CA573- Thanh Tran - 949-533-8308

**HUNTINGTON BEACH** - General Dentistry practice with 4 operatories has been open in HB for 50+ years. Practice utilizes EagleSoft and has 2 days of hygiene per week. Huge upside potential as most specialty services are referred out. 2018 Gross Receipts of \$356K, with \$141K Adjusted Net Income. #CA613- Kerri McCullough - 949-300-0312

**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. 2018 Gross Receipts of \$1.08M with \$300K+ Adjusted Net Income. Real estate is also for sale in conjunction with practice sale. #CA517- Steve Caudill - 951-314-5542

**LOS ANGELES, WEST SIDE - NEW LISTING** - West Los Angeles General Practice with a 60+ year history. Beautiful views from every operator. 4 equipped Ops plus 1 additional plumbed for expansion. Located in a very up-and-coming area with two new hotels and high-end apartments built nearby. Current owner bought practice in 2008. Practice utilizes EagleSoft PM software and digital x-rays. 2018 Gross Receipts of \$523K. #CA640- Kerri McCullough - 949-300-0312

**LOS ANGELES** - This practice is located in the one of the most desired areas of Los Angeles. There are 5 treatment rooms and a 3 chair ortho bay in a 3,000 sq. ft. suite with free parking. The practice has a visiting Periodontist 2 days per month and 2 days of hygiene per week. Practice opened in 2005. The practice has E-Z Dental software and is utilizes digital x-rays, 3D CBCT, Digital Ceph, and an intra-oral camera. Practice accepts most PPO plans, no HMO. #CA619- Kerri McCullough - 949-300-0312

**LOS ANGELES** - 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- Kerri McCullough - 949-300-0312

**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. 2018 Gross Receipts of \$283K, older office equipment in a great location. #CA565- Steve Caudill - 951-314-5542

**N. ORANGE COUNTY** - General Dentistry practice with 5 Operatories is now available. This practice has been in operation since 1965 and utilizes Dentrrix 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. 2018 Gross Receipts of \$231K with room to grow as most specialty procedures are referred out. #CA558- Dr. Rishi Salwan - 909-239-2800

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**ORANGE COUNTY ENDODONTIC** - Beautiful, professionally designed suite. Newly built out in 2018, the practice features 6 Operatories, 5 Equipped, with 3 Microscopes, Cone Beam CT, fully digitized and paperless. Collections have been consistent for the past 3 years at \$1.3M+ with very low overhead. Excellent opportunity. Seller retiring. #CA593- Kerri McCullough - 949-300-0312

**PALM SPRINGS AREA** - General Dentistry practice with 6 Operatories, 5 equipped, utilizes MacPractice, digital x-rays, and microscope. Practice has 6 dentists, excellent hygiene and most specialty work is referred out, leaving a big upside potential. No PPO or HMO. 2018 Gross Receipts of \$705K with \$210K Adj. Net Income. #CA612- Kerri McCullough - 949-300-0312

**PALM SPRINGS AREA MULTI-SPECIALTY** - 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 \$1.2M per year. 97% Cash, 3% Ins. #CA604- Kerri McCullough - 949-300-0312

**POMONA** - Great potential! Low Rent! Pomona - beautiful 4 operator practice. Dentist open only 2 days per week and retiring. 2018 Gross Receipts \$279K. Priced to sell. #CA610- Dr. Rishi Salwan - 909-239-2800

**SAN GABRIEL VALLEY** - 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

**SIMI VALLEY - NEW LISTING** - Beautiful General practice established for over 45 years, 5 fully equipped operatories, 1 not equipped, nitrous equipped in every operator. 2018 Gross Collections \$297K. Doctor refers out most specialty work. Great location and very low rent. #CA637- Dr. Rishi Salwan - 909-239-2800

**SIMI VALLEY - NEW LISTING** - General Dentistry practice with 3 Operatories and over 30 years of Goodwill. Older office with 1,100 sq. ft., located in a strip mall shopping center close to a residential area. A majority of the specialty procedures are referred out to specialists. 2018 Gross Receipts of \$263K. #CA626- Steve Caudill - 951-314-5542

**SIMI VALLEY** - General Dentistry practice with 6 Operatories is now available in Simi Valley. Practice has 39 years of Goodwill and loyal, dedicated staff. Strong hygiene program in place. The professional building is in a great location. Practice utilizes EagleSoft, digital x-rays, intra-oral cameras, and Pano. 2018 Gross Receipts of \$740K. #CA617- Kerri McCullough - 949-300-0312

**SOUTH BAY/TORRANCE AREA - NEW LISTING** - General Dentistry practice with a 44-year history in the South Bay is now available! 6 operatories in a professional building location that is beautifully decorated. Practice utilizes SoftDent, digital x-rays, intra-oral camera, and laser. Visiting Endodontist and Periodontist keeps some specialty procedures in-house. Strong hygiene program in place and long-term, loyal staff to ensure a smooth transition. 2018 GR of \$1M+. #CA624- Kerri McCullough - 949-300-0312

**SOUTH BAY, LOS ANGELES AREA** - 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

**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** - General Dentistry Practice with 5 Operatories, 4 Equipped, in an upscale area of the western San Fernando Valley. Computerized with EagleSoft and utilizes an intra-oral camera, Schick digital x-rays, and laser. 12+ years of goodwill at this professional building location, which is near a hospital. Accepts PPO and 3 HMO plans. 2018 Gross Receipts of \$484K with \$218K Adj. Net Income. #CA614- 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 Operator practice features EagleSoft and intra-oral camera. 10+ years of goodwill at this professional building location, near a hospital. 30 new patients per month. 2018 GR \$2317K on a short three-day work week. VERY MOTIVATED SELLER! #CA399- Kerri McCullough - 949-300-0312

### SAN DIEGO

**EAST COUNTY - NEW LISTING** - Spring Valley General family practice with 3 Operatories located in a convenient smaller strip mall adjacent to a busy street. PPO and no HMO, digital x-rays, EZ Dent practice software, excellent area of opportunity. 2018 Gross Receipts of \$466K. #CA636- Russell Okihara - 619-694-7077

**ENCINITAS** - General Dentistry Practice with 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

**NORTH COUNTY PERIODONTAL** - Beautiful Periodontal Practice in North County San Diego. 4 Operatories, 3 Equipped. Newer equipment including a CT Scanner and digital x-rays 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, MISSION VALLEY GENERAL & MULTI-SPECIALTY - NEW LISTING** - Excellent opportunity to purchase a 24 operator practice with 18 equipped. Practice utilizes ScanX digital x-rays, EagleSoft Practice Management software and accepts both PPO and HMO insurance along with DentiCal. The practice is in an excellent location with great visibility. Seller is motivated for a quick sale. #CA638- Russell Okihara - 619-694-7077

**SAN DIEGO COUNTY ORTHODONTIC - NEW LISTING** - Excellent and rare orthodontic opportunity in the San Diego area. Seller works out of 2 sites over a 4-day work week providing an excellent opportunity for further growth in each location. The seller has been in operation for over 26 years with a stellar reputation. This is a paperless that is well-maintained and includes recent upgrades to the computer hardware system. This listing will go quickly. #CA615- Russell Okihara - 619-694-7077

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

### OUTSIDE OF CALIFORNIA

**BEAVERTON/HILLSBORO, OREGON - NEW LISTING** - Well-established practice in growing area with a prime location. 10 Ops in 4,200 sq.ft., digital x-ray, Pano, intra-oral cameras, Dentrax PMS, and updated equipment. 2018 GR of \$1.7M+. Call for specific details of sale and structure of transition. #OR116- Jessica Burbon - 503-332-6462

**CENTRAL OAHU, HAWAII ORAL SURGERY** - Longstanding OMFS practice for sale. 4 Ops with consistent production/collections over the past 3 years. Convenient location with ample free parking. Strictly PPO and no hospital affiliations. Dentrax, Digital Pano. Seller retiring. Excellent Opportunity. #HI113- Russell Okihara - 619-694-7077

**EUGENE, OREGON - NEW LISTING** - Mid-sized practice in a central Eugene location with 2,600 sq. ft., 4 Ops, Eaglesoft, and 30 years of goodwill. #OR114- Jessica Burbon - 503-332-6462

**NORTH COAST, OREGON - NEW LISTING** - Beautiful North Coast practice nestled on a lake inlet, minutes to the ocean. Dr. works 3 days per week, 2 days of hygiene. 2018 gross collections \$366K, practice positioned for growth, Dr. is retiring. #OR112- Jessica Burbon - 503-332-6462

**SOUTH COAST, OREGON - NEW LISTING** - Beautiful turn-key general practice located on the Southern Oregon Coast. Features 3,200 spacious sq. ft., 6 Ops, Eaglesoft, Dexis, Pano. Collections for 2018 were \$740K. Building available for sale. #OR113- Jessica Burbon - 503-332-6462

**SOUTHWEST PORTLAND, OREGON - NEW LISTING** - This established general dentistry/private practice is located in a SW Portland mixed business complex off a main thoroughfare. 2,634 sq. ft. leased building is well maintained with 6 Ops, 1 more plumbed/ready. Dentrax PMS, Dexis digital x-ray, intra-oral, Pano. 2018 Gross Receipts \$510K. #OR115- Jessica Burbon - 503-332-6462

### NORTHERN CALIFORNIA

**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

**CONTRA COSTA COUNTY/EAST BAY** - ASKING PRICE LOWERED BY OVER \$30K - Digital Practice with 3 Ops, modern/attractive building and space, PPO, 1,200 sq. ft. and Dentrax. 2018 GR over \$1M on 34 average Dr. hours/week. #CA595- Jay Harter - 916-812-0500

**FREMONT** - 4 equipped Ops in approximately 1,800 sq. ft., Dentrax PMS, digital x-ray, Diode Laser, and intra-oral camera. 2017 GR \$446K on 3 day/week. #CA547- Jim Engel - 925-330-2207

**FREMONT** - Priced to sell! Over 40 years of goodwill in Fremont. Spacious 2,900 sq. ft., general dentistry practice has 9 equipped Ops in a stand-alone building. 2018 Gross Receipts \$631K. #CA607- Kim Ta - 408-687-5001

**GREATER AUBURN/GRASS VALLEY AREA** - GP practice in 1,330 sq. ft. office with 3 Ops and 4th plumbed. Rent is \$1,550/mo., Carestream software. 2018 GR of \$474K on less than 3-day week. Retiring seller refers out all endo, perio, ortho, and surgery. #CA570- Thomas Wagner - 916-812-3255

**GREATER EL DORADO HILLS** - Multi-doctor practice in Greater El Dorado Hills. Approx. 3,000 sq. ft. office, possible 8 Ops, 7 equipped, intra-oral camera, digital x-rays, and Digital Pan. Sellers will consider working back part-time. #CA578- Thomas Wagner - 916-812-3255

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

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

**GREATER SACRAMENTO** - 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** - PRICE REDUCED BY \$100K! GP & Specialty HMO/ some PPO Practice. 9 Ops, digital sensors, imaging system, intra-oral camera, digital pano. 2017 GR \$1.1M+, 2018 Quickbooks (to be verified) GR \$680K. Approx. 5,000 sq. ft. building available with practice. #CA567- Jay Harter - 916-812-0500

**LAKE TAHOE AREA ENDODONTIC** - 3 Ops, 3 digital sensors, Cone Beam in 1,100 sq. ft. 2017 GR \$523K on 32 average Dr. hours/week, with similar 2018 and 2019 GR. #CA602- Jay Harter - 916-812-0500

**LAKE TAHOE AREA** - GP practice with 5 Ops w/6th Open, Operatory views of Lake Tahoe, only 34 Delta Premier patients, 2,100 sq. ft., 2018 GR \$711K on 22 avg. Dr. hours/week. #CA608- Jay Harter 916-812-0500

**MONTEREY COUNTY - NEW LISTING** - Practice established for over 70 years, 32 with present owner. Beautiful 1,130 sq. ft. office w/ 3 Ops. Dentrax PMS, Dexis digital x-ray, I/O Camera, Diode Laser. 2018 GR \$528K on 4 days/week. #CA625- Jim Engel - 925-330-2207

**SACRAMENTO** - PRICE REDUCED - Downtown / Midtown Sacramento: High-traffic GP, 4 Op location with under 5% Delta Premier patients. 2018 Gross Receipts \$607K on 30 Dr. hours worked per week. #CA590- Jay Harter - 916-812-0500

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**SACRAMENTO AREA** - 4 equipped Ops, 1 additional plumbed. 47 years of Goodwill, only 24 Dr. hours/week. 2018 Gross Production was \$574K. 1,403 sq. ft. office Condo must be purchased with this dental practice. #CA603- Jay Harter - 916-812-0500

**SAN FRANCISCO** - 2018 GR \$561K on reduced schedule. 4 Ops in modern 1,130 sq. ft. suite. 41 years of goodwill, 18 in current 450 Sutter location. #CA618- Jim Engel - 925-330-2207

**SAN JOSE** - *NEW LISTING* - 2,700 sq. ft. practice with 8 fully equipped Ops with top of the line ADEC equipment. Dentrux digital sensors and so many other features. 2018 Gross: \$465K on a 34-hour work week. This practice is priced to sell! #CA627- Kim Ta - 408-687-5001

**SAN MATEO COUNTY** - *NEW LISTING* - General Family Practice, 2nd generation, Highly desirable Bay Area location. 2018 above \$1.3M Gross Receipts, 8 Days of Hygiene, on 4 Day Doctor work week. #CA639- Gina Miller - 707-391-7048

**SANTA CRUZ COUNTY** - Well-established practice in growing community. 1,410 Sq. Ft. w/4 Ops, Carestream PMS, Dexis sensors, 6½ days of hygiene. 2018 GR of \$1.1M+. Owner retiring. #CA609- 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, Dentrux. 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 with 3½ days of hygiene. Dexis, Dentrux, 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, Dentrux PM, intra-oral camera, laser. #CA564- Gina Miller - 707-391-7048

**SONOMA COUNTY** - 2018 GR \$906K. 1,000 sq. ft, 3 Ops w/opportunity to expand. Paperless, Dentrux PM, XDR Digital sensors, and intra-oral camera. Selling both Practice and portion of dental building ownership. #CA594- Gina Miller - 707-391-7048

**SONOMA COUNTY** - GP practice located Sonoma County, 2018 GR above \$2M. 8 Ops, in a 4,600 sq. ft. facility, 13 days of Hyg. on 4½ Day work week. 42 Yrs. Goodwill. Doctor retiring and will work back. Paperless, Digital, high-tech, modern. #CA601- Gina Miller - 707-391-7048

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

**WOODLAND/DAVIS AREA** - *NEW LISTING* - 6 fully-equipped Ops in approximately 2,100 sq. ft. 2018 GR \$1.1M+ on 32 Dr. hours/week. Dental Office Condo Building must also be purchased with this Dental Practice. #CA629- Jay Harter - 916-812-0500

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

## CENTRAL CALIFORNIA

**CENTRAL COAST ENDODONTICS** - 3 Operatories equipped with Zeiss microscopes, digital x-rays, paperless, Cone Beam CT, and PBS Endo Software. 2018 Gross Receipts of \$1.1M+ with \$633K Adjusted Net Income. Hurry, this opportunity to live and practice in the beautiful Central Coast will not last. #CA489- Kerri McCullough - 949-300-0312

**FRESNO PERIO/IMPLANT** - 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** - Price Reduced \$50K! GP and Prosthodontic Practice prime for a GP to purchase. 4 Ops in 1,500 sq. ft. with Digital Sensors, Pano (film), DentalMate Software, attractive office building and space. 2018 GR \$386K. #CA588- Jay Harter - 916-812-0500

**GREATER MODESTO** - 4 Ops in approx. 1,400 sq. ft., 2017 GR \$366K and 2018 GR \$408K on a 3-day **SOLD** work week. Dental building must be purchased with practice. #CA546- Jay Harter - 916-812-0500

**GREATER MODESTO** - *NEW LISTING* - Established neighborhood with 62 years of Goodwill, 5 Ops. Practice only open 3 days per week and 2018 Gross Receipts were \$1.M+. 1,450 sq. ft. Dental Office Condo (with upstairs bonus rooms included) can be purchased or leased with this Dental Practice. #CA635- 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 sq. ft., 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 **SOLD** Dexis digital x-rays, Invisalign, Delta PPO. \$968K Gross Receipts with low overhead. #CA566- Jay Harter - 916-812-0500

**MODESTO PERIODONTAL** - 4 Ops and 5th available in 1,600 sq. ft., LANAP Laser and digital sensor. 2018 GR \$494K on 4 days per week. Dental Building also available. #CA598- Jay Harter - 916-812-0500

**TRACY** - *NEW LISTING* - Practice established 55+ years, central location. 1,700 sq. ft. w/4 Ops, digital x-ray, Digital Pano, CAD/CAM. 2018 GR \$732K. #CA630- Jim Engel - 925-330-2207

**VISALIA** - *NEW LISTING* - Nice GP office with 5 Ops, seller also owns the building which is for sale (make offer), digital, 2,000 sq. ft. Office has great visibility, main street frontage with sign and easy, free parking. Crown and bridge and cosmetic, no Ortho, some basic Endo, Perio, Oral and no implants, Collections of \$334K for 2018. #CA628- Steve Caudill - 951-314-5542

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**Dr. Saeid Malboubi DDS.MS.CAGS**

By

**Saeid Malboubi, D.D.S, M.S.**

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### Speaker Bio:

Dr. Saeid Malboubi is a Board Certified Periodontist, and Oral Plastic Surgeon, graduated from Goldman School of Dental Medicine in Boston University. He holds a Doctorate in Dental Surgery (DDS), Master of Science (MS) in Oral Biology and Certificate in Advanced Graduate Studies (SAGS) in Periodontics and Implant Surgery. He also is a proud Diplomate of American Board of Periodontology (ABP). He has been involved in teaching Periodontics and Oral Biology as a volunteer Clinical Assistant Professor at the University of California San Francisco (UCSF) Department of Periodontics.

Dr. Malboubi has been practicing dentistry since 1996, he has always been dedicated to performing the highest quality standard of care dentistry during his over 20 years of practicing. He gets the benefits of both conventional and the state of the art Laser technology to enhance the outcome of his surgeries. His practice is limited to periodontics and implant surgery and he is also a nationwide and worldwide speaker in his specialty. Website: [CalifornialImplant.com](http://CalifornialImplant.com).

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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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### LOS ANGELES/VENTURA COUNTY

#### ARCADIA

**6 ops. total (4 eq. & 2 not eq.) in a 1,753 sq. ft. suite** with an amazing design! Located in a Multi-Story Professional building on a busy street with lots of exposure. Convenient to the 210 freeway. Established as a successful practice for over 13 years. Rent is very reasonable at \$4,000/month. Seller is moving the patient base to Monrovia. **The build-out and equipment are a must see!** Leasehold Improvements & Equipment **\$150,000**

#### BEVERLY HILLS – NEW LISTING

3 eq. treatment rooms in a 600 sq. ft., efficient suite located in a multi-story professional building in the heart of Beverly Hills. One block from Rodeo Drive. Building shows very well and rent is only \$3,200/month. Two hours of free public parking across the street. 70% Insurance and 30% Cash. Collected \$363,014 in 2018 on a minimal schedule with no advertising in place.

#### BEVERLY HILLS

The location is on the ground floor, which is rare, and sought after in 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! Rent is \$7,910/month (negotiable). Seller currently has a Dentist subletting that pays half the rent. 28 Years of Community Goodwill. \$10,000

#### BEVERLY HILLS

2 eq. ops. and 1 plumbed not eq. op. in a beautifully designed, bright, efficient 600 sq. ft. suite located in a prominent Medical building on a busy corner. Large windows in the ops with nice views. Rent is \$4,053/month. **70% Cash & 30% PPO.** Seller only works this location 2 days a week and is projecting approximately \$477,483 in 2019. **\$170,000**

#### BEVERLY HILLS

3 eq. ops. and 1 plumbed not eq. op. in a 1,397 sq. ft., spacious, bright, **penthouse suite** located in a prestigious, recently remodeled, Medical building. **Private elevator** leads to the practice and roof access which offers a great deal of privacy. Building and suite cater to the area's high-end clientele. Established as a Dental practice for 20 years. **Landlord is ready to negotiate a new, reasonable lease with Tenant Improvements.** Leasehold Improvements & Equipment Only.

#### DOWNEY – BACK ON THE MARKET!

**3 eq. ops. in a 1,214 sq. ft. suite** located in a community established, four story, medical building on a busy corner with **20 Years of Goodwill.** Rent is only **\$2,738.21/month.** Solid Patient Base and Caring Staff. Collected approx. \$375,827 in 2018 on a 2 day work week. **Motivated Seller! \$195,000 or best offer!**

#### HUNTINGTON PARK W/ REAL ESTATE FOR SALE OR LEASE

**6 eq. ops. in a 2,500 sq. ft. suite** located in a two story building **w/3 rental units** on the second floor. Excellent signage and pride of ownership. 40+ Years of Community Goodwill. Associate GP working approx. 3 days a week and 1 day a month of Ortho. Fee for Service. **Collected \$658,372 in 2018; Projecting approx. \$709,862 for 2019.** Recently Reduced.

#### LANCASTER - NEW LISTING

**3 eq. ops.** in an efficient 1,000 sq. ft. suite located in a **single story center** close to the area hospital in the city's "Medical Mile." Plenty of Parking. Rent is \$1,800/month. Low Overhead. **40+ Years of Goodwill.** Approx. 200-300 charts included but not guaranteed. \$110,000

#### LA PUENTE W/ REAL ESTATE FOR SALE OR LEASE -

**4 eq. ops in a 1,740 sq. ft. suite** located in a single story, free standing building on a busy street. Excellent Pole signage and viability. Plenty of parking in the rear of the building. Tons of storage space. **39 Years of Community Goodwill.** Large apartment complex next door and busy shopping center across the street. Collected approx. \$308,509 in 2018 and Projecting \$321,199 for 2019 on a 1.5 day work week. With a little marketing and more Doctor days, The practice could take off!

#### LONG BEACH

**4 eq. ops. in a 1,100 sq. ft. suite** located in a single story, free standing professional building with parking in the rear. Landlord is renovating the property and ready to negotiate a new, lower, long-term lease. Rent is currently only \$2,000/month. 37 Years of Goodwill. **Retiring, motivated Seller** currently working 30 hours a week. **80% Cash/20% Insurance.** Collected approx. \$334,628 in 2018. **\$100,000 Firm.**

#### LA (90025)

**3 eq. ops.** in a 1,000 sq. ft. suite located in a multi-story professional building on a very busy corner of Wilshire

*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)



**Ellen Wood**  
RE Agent - Sales & Marketing Associate  
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close to the 405 freeway. Rent is \$3,500 NNN and includes maintenance, janitorial, and utilities. **80% PPO Insurance & 20% Cash.** Collected approx. \$228,448 in 2018 and projecting \$253,378 for 2019 on a part time schedule. Excellent opportunity at only **\$150,000!!!**

#### LA (90037) TURN KEY

**2 eq. ops. & 1 plumbed** not eq. op. in a 900 sq. ft. well designed suite located in a two story medical building with parking in the rear. Excellent, Large, Signage. 15 Years of Goodwill. Rent is only \$1,200; **Low Overhead!** Seller only works this location 2 days a week with a history of collecting over \$166K a year. He would like to concentrate on his main practice in Upland. **\$75,000!**

**BEAUTIFUL, FOOTHILL COMMUNITY PRACTICE - ESTATE FOR SALE OR LEASE** - Rare opportunity- State of the art dental suite with 6 ops **collecting over \$1.8 Million/year on a 3.5 day schedule!** 100% fee for service, no HMO. 35 years of Goodwill, strong community reputation. Robust Hygiene department. Long term, qualified staff. Single story Professional building with excellent rental income from two other suites. Great growth potential for full time DDS. Call Greg on this opportunity- financing available!

#### REDONDO BEACH - RECENTLY REDUCED

**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. \$95,000.

#### SHERMAN OAKS

**3 eq. ops. in a 1,000 sq. ft. suite** located in a Multi-Story Medical building next to the hospital. **Beautiful 7th floor views.** Practice is nicely designed, efficient, clean, and bright. Rent is only \$3,437/month. Established as a dental practice for over 8 Years. Digital practice with Easy Dental Software and Intra Oral Camera. Leasehold Improvements and Equipment Only

#### VAN NUYS - NEW LISTING

**7 eq. ops. in a 2,200 sq. ft. busy corner location.** Heavy traffic all day - parking on 3 sides of the building. This used to be a Western Dental office. Dome chairs with DCI

Edge fronts and Belmont lights. Digital Pano. Seller purchased this two years ago and did a **complete overhaul** of the inside. **Very clean and modern.** Seller needs to spend time at his other locations. Leasehold Improvements & Equipment Only

#### WALNUT

Location, Location, Location! 2 eq. ops. and 1 plumbed not eq. op. in a 1,100 sq. ft. suite located in a very busy, strip center on a major street. **Excellent signage, visibility, and foot traffic!** Rent is very reasonable at \$3,850/month. **30+ years of area Goodwill. Retiring seller.** Projecting ~ \$237,566 for 2019.

#### WESTCHESTER

**4 eq. ops. in a 1,300 sq. ft., recently remodeled 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.** 70% PPO - 30% Cash. Intra Oral Camera, Digital X-ray, and equipment that averages 5 years old. No advertising plan in place. Projecting approx. \$284,485 on a 3.5 work week in 2019. **\$126,000.**

#### TESTIMONIALS:

***"I wanted my practice sold by October 1st and you delivered!! Thanks"***  
**Paul Stanley**

***"Greg helped me purchase my practice in 1997, and then sold it a few months ago when I retired. I had my buyer within 8 days of the practice being listed!"***  
**Darryl Bowles, Fountain Valley, CA**

***"Greg helped me through the process of selling my practice so I could retire. He kept me posted each step of the way, was always available, and understood my needs as a person and not just as a seller."***

**- Lan Tran, DDS**

***I have worked with Greg on a number of occasions and have found him to have a sound knowledge of the industry. He has great ethics.***

**- Peter Bishay, DDS**





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### ORANGE COUNTY

#### FOUNTAIN VALLEY ORTHO

**4 eq. chairs**, beach themed, open bay in a 1,100 sq. ft. suite located in a two-story professional building on a busy street. The seller is the **only Dentist in the Building**. Rent is \$1,741/month. **44 Years of Goodwill. Retiring Seller.** Collected \$234,027 in 2018 on a 2-3 day work week.

#### SOUTH ORANGE COUNTY SEASIDE PRACTICE

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.

#### TUSTIN

**3 eq. ops. in a 1,100 sq. ft.** suite located in a busy, single story, strip center off the 5 freeway. Nicely designed suite with **equipment that is 2.5 years new**. Rent is \$4,100/month and includes utilities. Seller works 2 days a week but would like to concentrate on his other practices that are over 30 miles away. Practice has the potential to be open more hours. Collected \$256,662 in 2018. \$217,600.

#### YORBA LINDA

**4 eq. ops. in a 1,200 sq. ft. suite** located in a frequented shopping center on a very busy street. **Rent is only \$3,600/month for this amazing location.** Collecting approx. \$4,000/month on a 2- day work week. Patient Charts included but not guaranteed. **Practice has the potential to be open more. Perfect Turn-key operation. Priced to sell at \$139,000.**

### SAN BERNARDINO/SAN DIEGO/RIVERSIDE COUNTIES

#### CORONA

Beautiful, Modern Suite located in a two story professional building with plenty of parking. 4 ops total: 2 eq. ops. & 2 plumbed not eq. ops. Everything looks new! 8 Years of Goodwill. Seller only works 2 days a week and would like to concentrate on his other practice. **Collected \$161,960 in 2018 on a 2 day work week.** With a little advertising and being open more days a week, this practice will sell itself to new patients! \$140,000.

#### LA QUINTA

**8 modern, fully eq. ops.** 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.

#### PALM DESERT GP - NEW LISTING

**7 eq. treatment rooms** in a spacious, well designed suite located in a busy center on a major thoroughfare off the 10 freeway. **30+ Years of Community Goodwill.** Attracting 50+ new patients per month. **Strong hygiene department.** Knowledgeable staff. **Projecting approx. \$1,496,718 for 2019 on a part time schedule.** Seller is requesting a resume from potential buyers.

#### TEMECULA - NEW LISTING

**3 eq. ops. & 1 plumbed not eq. op. in a 1,400 sq. ft.,** nicely designed suite located in a single story, **busy strip center** with great signage and visibility off the 15 freeway. Lots of foot traffic! **Rent is only \$2,129/month.** Seller's main practice is in San Bernardino and he has not had the time to grow this location to its full potential. Excellent Yelp reviews. **Digital Suite w/ Intra Oral Camera, 2 Kodak Digital X-ray sensors, Dentimax Software, and Pano.** Collected approx. \$70,000 in 2018 on a 1-2 day work week with little to no advertising! Patient Charts Included but not guaranteed.

### PRACTICES WITH REAL ESTATE FOR SALE:

#### BEAUTIFUL, FOOTHILL COMMUNITY PRACTICE W/ REAL ESTATE FOR SALE OR LEASE -

Rare opportunity- State of the art dental suite with 6 ops **collecting over \$1.8 Million/year on a 3.5 day schedule!** 100% fee for service, no HMO. 35 years of Goodwill, strong community reputation. Robust Hygiene department. Long term, qualified staff. Single story Professional building with excellent rental income from two other suites. Great growth potential for full time DDS. Call Greg on this opportunity- financing available!

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- USC Undergrad - 1983
- USC Dental School - 1987
- USC Endodontic - 1989
- Hired Associate - 1992
- Sold 1/2 of Practice - 1992
- Opened Second Office - 1993
- Built-Out New Office - 1996
- Work for Dental Manufacturer - 1996-1997
  - Law School - 1997-2000
- Transactional Attorney 2001 to Present
- Maddox Practice Group (MPG) Brokerage - 2010
  - Sold MPG to Henry Schein - 2013
  - Managed HS brokerage business from 2013 through 2018 in 7 states

*I believe Dr. Maddox is the best lawyer! I've been working with him for more than 10 years. He is very reliable, quick and honest. I believe that he is the best in his profession because he has extensive knowledge regarding both the law and dental aspects of the transactions, which means he can understand the reality of what you are going through. He always looks out for the best interest of his clients. He will defend and protect you like no other.*

**Hendrick Gonzalez, DDS - 9/25/18**

*I have used Lee's advice over the last 30 years, starting with reviewing my multiple office leases, associate agreements and finally with establishing a successful partnership agreement. Lee's advice is always fair and I respect his view of creating a "win-win" formula. I have and will continue to recommend his professional advice to all my dental colleagues!*

**Ari Rosenblatt, DDS, DMD**



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## Jack Fogelson Practice Sales

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Jack specializes in Southern California and Central Coast Practice Sales, working with additional Brokerages and Agents to extend his reach all over California. New agents are in training to cover the entire State.

### ***Featured Practice***

#### **Beverly Hills - \$3,000,000**

This is your dream practice, Make over \$1M a year. Eaglesoft, Schick, Trios, CBCT, Microscope, Trios. Seller will teach you his special marketing secrets. This office has great view and hosts most specialties in-house. Many celebrity patients in this practice!

**Calabasas:** 4 ops, 3 equiped, Dentrax, Dexis, intra-Oral cameras, dig. Pan. On a busy street with high visibility, reasonable rent for the area. 1100 sqft on ground floor.

**Kern County (great area):** Beautiful office in a serene park environment 3000sqft on large lot with room for an additional 4000sqft 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 exposure, and street level. Fully digital. 1800SqFt, 6ops. Retail exposure. Great signage.

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

**North Hollywood:** Large multi-speciality office with great parking.

**Saugus:** 4 ops 3 equiped, room for more. Located in a retail center great visibility and one of a few dentists in this residential area. Digital w/easy dental.

**Orange County:** Want to be next to Starbucks and McDonalds with great parking and an awesome office? This is the location. Its a great 4 op office with Eaglesoft/Schick and Cerec room for CBCT. Ground floor retail. Ready for sale now. Price reduced.

**Los Alamitos:** Large office 200sqft 4 ops, room for more. 8K Cap Check, digital, room for 3 more ops. Consult room. Convenient location

**Lamont:** Large office outside Bakersfield collecting Mid \$300k's, 5 ops room for more. Pano, Located near retail. This is a huge growth opportunity.

**Thousand Oaks:** Practice and Condo, with 3ops that you will own. Digital sensors/pan, Large conference room. This is exquisite located near high end retail. Covered ample parking. Dream office.

**West Hollywood:** Great location associate run. call for more info

**Mission Hills:** 40+ year practice with low rent 3 ops in this well designed homey office Collects approx. \$300k. Digital, room for CBCT.

**Paramount:** Large office in a prime location, shares waiting room with a medical office. Digital Pan and great cash flow.

**Sherman Oaks:** Large 1800 sqft office 4 ops room for 8. Located on busy street with retail center and great parking.

**Valley Village:** Well designed office in a great area of North Hollywood, located in a retail center with active business neighbors. 3 treatment rooms and digital sensors. Opportunity and Location.

**Marina Del Rey1:** Spacious office 5, treatment rooms in Marina Del Rey. This is a well established office, Doctor is retiring and looking for quick sale. Office uses Eaglesoft and has stupendous views from large ops.

**Costa Mesa:** 5 ops great rent on busy street retail area. ice part of Costa Mesa. Great numbers.

**Calabasas:** Incredible upscale office with more than 2200sqft. 5 Ops and with room for expansion to at least 7. Great private office. Newer equipment in modern building. Dentrax and Dexis. Just under \$900k in collections. Ground floor, and street signage gives you a great marketing boost.

**Norwalk - CA:** 4 treatment rooms, sensors, recently remodeled in a great retail center near starbucks. Lots of new equipment and chairs.

**West Hollywood:** 4 treatment rooms, Great collections, lots of foot traffic at RETAIL CENTER. Located on the famous Sunset Blvd, on the ground floor High collections, street exposure with great signage. This upscale office has: Easy Dental, and Dexis. Room for expansion, and room for growth.

**Encino:** 5 treatment rooms, Eaglesoft, Dexis Sensors, Intraoral Cameras, Intra-Oral Scanner, Cerec, Caries Detection. This office has a stupendous view, with plenty of room. Double entry ops, Private treatment room, private office. Plenty of clerical space. Retiring dentist.

**Reseda:** 4 ops 3 working, Digital Lots of room for growth. Next door to large medical clinic. This is a Turnkey Plus Opportunity. Please call for explanation. Comes with digital sensor. Large Parking lot and expansion room.

**North Hollywood:** Great turn-key + office with four treatment rooms. Each room has a view of an enclosed garden, great private office with private restroom. This office sports 2 in-suite restrooms. It includes everything you need to do dentistry. Just move in and get going.

**Thousand Oaks:** Elegant Turnkey, 5 ops 2000 sq ft. room for growth. Dr is moving to new office. Fully equipped. Great location. Private office room for two more ops.

**North Hollywood:** Great office 2000 sq ft in retail strip mall. 6 treatment rooms, high production, room for expansion, lots of parking. This will go fast.

**Sellers:** Please be aware that I am respectful of your privacy. The listings only have minimal information designed to keep the office sale secret. I consider the practice one of your most valuable assets, and for most sellers a key component to their ability to retire.

**Buyers:** If you are looking to purchase a practice, please see [www.jackfogelson.com](http://www.jackfogelson.com). If I don't have the right office for you; I offer Buyer services. If you sign a Buyer Services agreement with us, I help you locate an office to your liking and negotiate for you, not the seller. I also have customized marketing for DSO's or Multi-Practice Buyers. Call us and let's discuss this.

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DRE:01993607

10.19

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**LANCASTER GP** 3 ops Low Overhead. 40+ Yrs of Gdwill. Greg Beamer 909-542-4891

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**Dental Assistant** Diamond Bar, CA Full Time w/ benefit \$15-17/hr email resume: goldensprings206@gmail.com. Fax 909-396-8874

**Orange County:** Next to Starbucks and McDonalds with great parking and an awesome office? This is the location. Its a great 4 op office with Eaglesoft/Schick and Cerec . Ground floor retail. (DRE01993607) at (818)522-9123

**\*\*Norwalk Office** for sale \$199K, OBO, very busy corner location. Extremely visible, lots of parking. dmdwhittier@gmail.com

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

**Office Lease** Hold for sale. 5 ops in Fullerton . Great visibility and low rent. Mikengodds@yahoo.com 714624-2270

**Associate PEDO Dentist** wanted in Bakersfield. Full time position. Very competitive salary/bonus/benefits. Sedation License a Plus. send resume: healthysmiles4us@yahoo.com or call 661-2052695

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**Office** for sale by owner located in Long Beach 3 ops digital Xrays \$220k production 3days. \$160k. Text me at 4247032347

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

**IBRITE TOOTH WHITENING LAMP** IN GOOD CONDITION FOR \$500. PLEASE CONTACT IRVINEDENTALCENTER@GMAIL.COM

**Beverly Hills** Operatory 4 Rent, Ground Floor Corner, 310-392-2022, walk to Rodeo & Century City, may lead to Associate

**SAN DIEGO PERIO PRACTICE** FOR SALE - 4 Ops, 3 Equipped, CT, Digital, Dentrux. GR \$269K. HSPPT- Russell Okihara-619-694-7077 #CA605

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

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

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

**WEST LOS ANGELES PRACTICE FOR SALE:** 5 Ops, 4 Equipped, Digital, Great location! GR \$523K. HSPPT-Kerri McCullough-949-300-0312 #CA640

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

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

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

**Santa Barbara clinic** practice collects \$1,267,000 with a net to the owner/operator of \$373,000. Shopping center location with 10 ops. \$7,500/mo. cap check. Asking \$900,000. Kurt Skarin 805-777-7707

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

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

**SOUTH BAY GENERAL PRACTICE FOR SALE** - 6 Ops, SoftDent, Visiting Specialists. 2018 GR \$1M+. HSPPT- Kerri McCullough-949-300-0312 #CA624

**Space needed** for GP to treat Sleep Apnea patients in specialist office (OC or LA). Please email: uscdental13@gmail.com

**3M LED Paradigm DeepCure Light** New/Unopened REF #76974 \$550 45% off Retail. Contact 310-922-5666

**3M ESPE Rotomix** Rotational/Centrifugal Capsule Mixer \$600 New/Unopened. Located in West Los Angeles Contact 310-922-5666

**North Hollywood Medical Bldg** for Sale by Owner.Good for Specialist,can occupy entire 2nd floor. \$1.950M (818) 679-1780.

**MIDWEST PROPHY HANDPIECE FOR SALE**, \$250 dollars each or 2 for \$400 dollars. Email : davidto\_ddds@yahoo; 949-278-6806

**Treatment Coordinator/Receptionist** needed in Downownla Please call Guia:8182882557

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**GLENDAL GENERAL PRACTICE FOR SALE:** 4 Ops, 3 Equipped, EagleSoft, Digital, 2018 GR \$508K, \$249K Adj. Net. HSPPT-Kerri McCullough-949-300-0312 #CA575

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*Dinner will be included,*

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- associates who want to buy a practice in the future and want to familiarize themselves with the process; and
- dentists wanting to acquire another practice.

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

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Email: Cal.Dental.CPA@Gmail.Com

## FEATURED SPEAKERS



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Maria has many years of experience in the dental lending field and can provide substantial insight into the best lending programs for dentists.

### Amy Borden, Esq., Dental Attorney

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With over 14+ years as a practicing attorney, Amy currently specializes in the representation of dentists in all aspects of their business. She will provide an overview of an attorney's role in the acquisition process.



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Fazel Mostashari is a DentalCPA assisting dental professional in all areas of tax, accounting, consulting, financial and business matters. He also specializes in startups, acquisitions, financial due diligence, valuation and transitions of dental practices.



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"I've worked with **Lee Maddox** since 2003 when he facilitated the sale of my dental practice and the subsequent start-up of another dental office. He was pivotal in structuring and negotiating the agreements and leases for both transactions. Dr. Maddox's sage advice/expertise as both a dentist and attorney afford him a unique and valuable perspective. I highly recommend Dr. Maddox to anyone who wants wise counsel and expert legal advice." Dr. Mallonee.  
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**MISSION VIEJO SPACE SHARING ,DENTAL PRACTICE**;Great opportunity for space sharing at a very low cost Amazing established general practice located in a 2 story medical building at mission viejo. .Established 2005 in 2700 sq.ft suite It has large waiting room with beatiful fish tank ,large office area and with lot's of high end goodwill. 2 TREATING ROOMS WITH A-DEC CHAIRS,LIGHTS AND CABINETS ARE READY FOR USE; more info call 949 293 1212 e-mail [gbarnar@sbcglobal.net](mailto:gbarnar@sbcglobal.net), [www.drbarbar.com](http://www.drbarbar.com)

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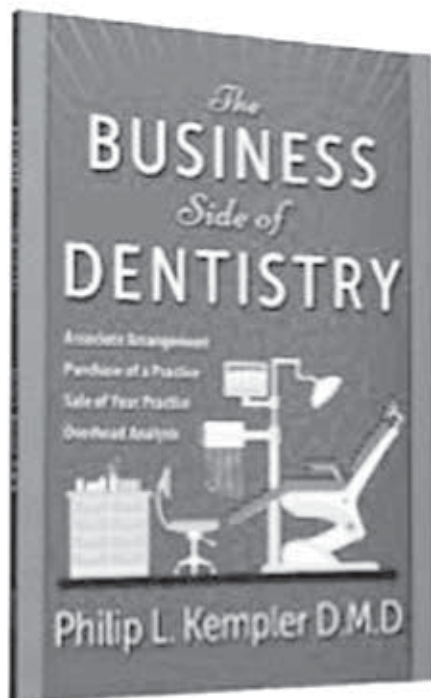
**PRACTICE FOR SALE IN VISALIA:** The office is fully computerized and digital, and operates with the Eaglesoft practice management software. This primarily FFS practice grosses approximately 650K and generates approximately 9 new patients per month. The practice is located in a great community in which to live and practice dentistry. Please send your CV to: [centralvalleydds@gmail.com](mailto:centralvalleydds@gmail.com)

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- How to value a dental practice
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- Tax consequences of buy or selling a practice. “Asset allocation” two words that can make or break the deal.
- Practice brokers...the good, the bad and the ugly!
- Includes overhead analysis templates and retirement in come planners.

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

Dr. Claire Bishop, DMD

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

Gregory Jones, DDS

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

Dr. Dean Patterson

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

Dr. B. Barrymore

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**Dentist retiring** in South OC. Good starter practice or satellite office, 3 operatories. Mature practice, great beach town location. Motivated seller. Contact: Ken at goldmine11876@gmail.com

**PRACTICE FOR SALE/** CANOGA PARK GP w/ 25 yrs gdwil grossed \$347K for 2018 California Practice Sales, Inc. Phone: 714-639-2775

**Ventura, CA. General Practice dental** office is for sale due to retirement after 40 plus years. The office is conveniently located in a highly visible, easily accessible building. The office occupies approximately 1100sq.feet and consists of 4 fully equipped operatories, a private office, a reception area, a sterilization area, a staff lounge, a lab, and 1 restroom.. This practice collected approximately 450K in 2018. Please send your CV to: venturacadds@gmail.com

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**Stunning & Exclusive Dental Suite** in prime location in south orange county medical complex for share, Ground floor impressive, 2700sq ft 6 ops, private dr office, kitchen, lab, Ct scan, all digital private for your log in, ample parking, term negotiable, must see the appreciate, call direct to Dr ATLI, 949 351 4331

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**(10) OC Orange Starter Estb 1970 Seller PT Near Chapman/Tustin St Gr 400 Merge or Grow**

**(12) MDR Net Take Home one million HMO 5 to 8k/mo Resume required**

**(13) OC Beach A PPS Best Buy 1800 Sq Ft 5 ops rent \$3600 Gr 1.2 million first yr. Transition one yr City Fathers In high growth mode with \$330,000,000 in Bank- Join Chamber and grow with city.**

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**(17) LOS ALAMITOS ESTB 4 ops with RE' GORGEOUS, FANTASTIC BARGAIN**

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**W LA** Prestigious Med Building DDS who has 39 yrs estb Gr 800 3ops **PPS has one million net possible near MDR requires. Resume asap**

**Hemet**, Estb 60 yrs Two previous Sellers gr one Million PT current Seller works one day and produces \$240K working one day 5 ops RE also available. Practice \$110K Bargain on RE

**Ladera Ranch** 4 ops Gr about \$800K High Growth area.

**OC Beach City** Gr \$800 PT Full Time Buyer will do 1.2 Million first yr. Valuable RE may be available as well.

**Diamond Bar** Diamond Free Rent to end of yr. with 5 ops With digital Pan \$150,000 LOCATION-LOC-LOC-LOC

**Irvine** lady Gp Gr one million will share office.

**Pedo** Chinese/Hispanic, Gre \$350k 4 ch \$250,000

**(j) MIRCLE MILE 3OPS GRT VIEW /WILSHIRE ESTB 40**

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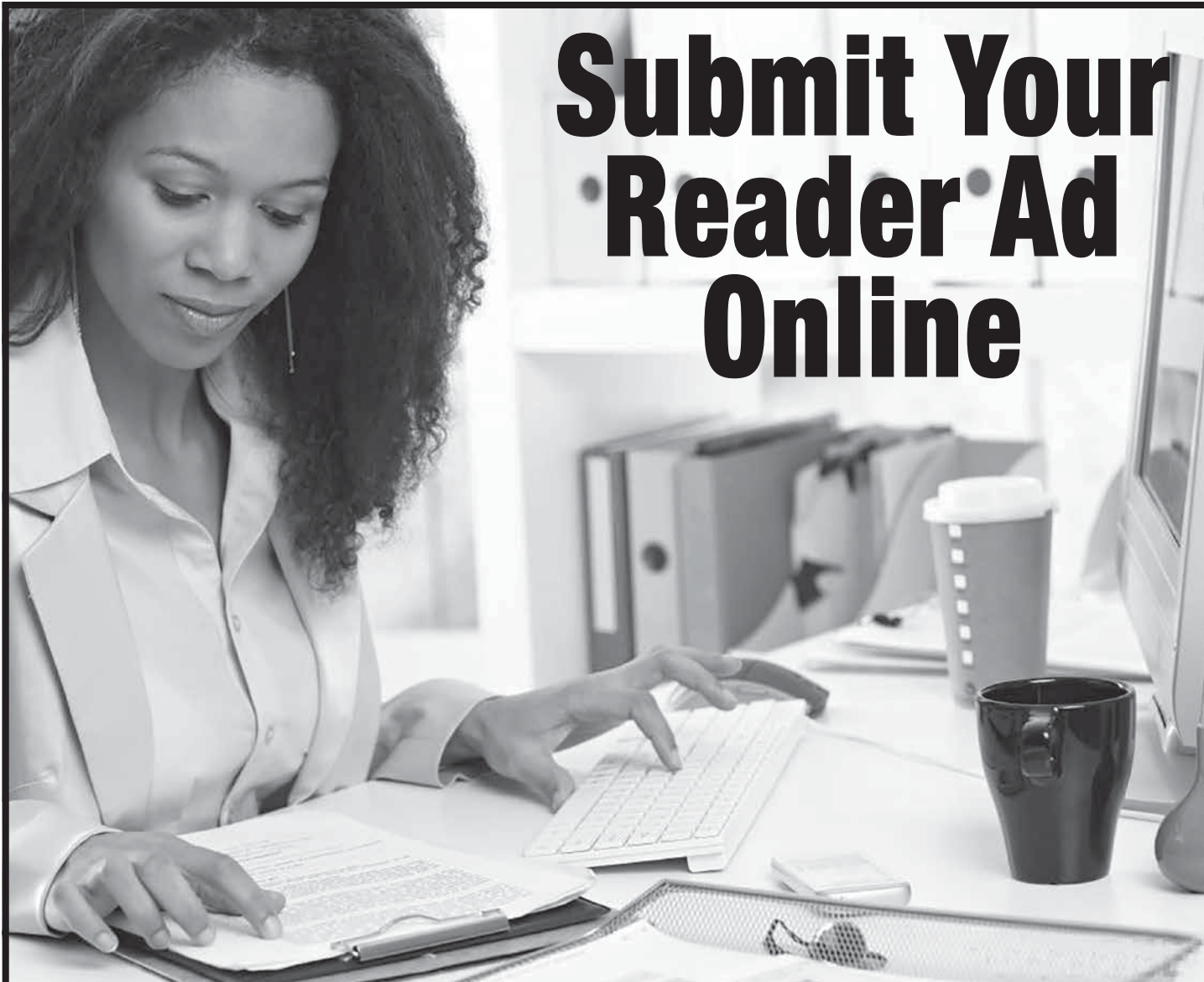
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