

THE Dental Trader

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So. Calif. Edition

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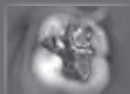
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FRESNO COUNTY

CENTRAL VALLEY/So. FRESNO CTY - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrux s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. Town is loaded w cash & PPO pts who work @ the prisons & hospital. This is a gold mine for the right full time Buyer. Seller's plans have changed. **[NEW]**

KERN COUNTY

BAKERSFIELD #22 - (5) op computerized G.P. (3) ops fully eqt'd, 4th eqt'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice.

BAKERSFIELD #23 - (12) op comput. G.P. Prime retail ctr. w excellent exposure/visibility & signage. Cash/Ins/PPO pt. base. Gross Collect. \$2.0M+/yr. Digital X-rays & Pano, paperless office, fully networked, & efficient modern design. Excellent advertising campaign in place with tons of new pts. Excellent long term experienced staff in place to assure Buyer's success. Will also consider a 50% Partnership.

BAKERSFIELD #24 - (4) op comput. G.P. located in a strip center w exposure/visibility & signage. (2) ops eqt'd w newer eqt., (2) add. plumbed ops. Cash/Ins/PPO pt. base. Gross Collect \$200K+/yr on (3) - (4) days/wk. Low rent. Seller retiring, but will assist w transition.

LOS ANGELES COUNTY

NORTH L.A. CTY - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Cash/Ins/PPO/HMO & very small amount of Denti-Cal. Mos Cap checks \$5K+. Seller retiring. **[SOLD]**

NORTHRIDGE - (4) op comput. G.P. located in a smaller prof. bldg. on a heavily traveled main blvd. Bldg. is easily accessible & has ample free parking in rear. Cash/Ins/PPO pt. base. (17) years of Goodwill. 2010 Gross Collect projected at \$440K+. Selling due to health. Seller will assist w transition. **PRICE REDUCED. [PENDING]**

RESEDA #6 - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$200K part time. Excell starter or 2nd office. **[NEW]**

SAN GABRIEL VALLEY - (3) op computerized G.P. Located in a two story medical/dental bldg on a well known, heavily traveled, main blvd. Cash/Ins/PPO pt. base w no HMO or Denti-Cal. Gross Collect. \$550K-\$600K/yr. Seller retiring but will assist w transition. **[NEW]**

SANTA CLARITA - (6) op comput G.P. in a free stand. bldg. (4) ops eqt'd w newer Belmont eqt. w (2) add. plumbed not eqt'd. ops. EZ Dental s/w, networked ops, digital pano & x-rays. Mixed pt. base. Gross collect \$20K-\$25K/mos & growing. Shares waiting room w M.D. who refers many pts. **[NEW]**

TEMPLE CITY - (3) op turnkey office for sale. Located in a strip center w exposure/visibility & signage. (4) year old eqt. Location has been a dental office for 13+ years. Many walk-ins. Previous successful DDS @ this location bought a bldg.

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Projected Gross Collect \$325K on a part time schedule. Digital x-rays & Dentrux s/w. Newer leaseholds. Seller retiring but will transition. **[PENDING]**

VALLEY VILLAGE (SHERMAN OAKS) - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **[SOLD]**

RIVERSIDE COUNTY

LAKE ELSINORE - pride of ownership, state of the art (4) op comput. G.P. located in a shop. ctr w exposure, visibility & signage. (3) ops eqt'd w nearly new Belmont eqt, 4th op is plumbed. Networked ops, digital x-rays & a Quick Vision Imaging System. Cash/Ins/PPO & HMO pt. w mos. CAP of \$1.2K. Approx (20) new pts/mos. 2010 Gross Collect approx. \$275K p.t.

ORANGE COUNTY

ANAHEIM #1 - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule. **REDUCED.**

ANAHEIM #2 - (4) op computerized G.P. and free standing building. Located on a major blvd. with heavy traffic. Excellent exposure/visibility/parking. Cash/Ins/PPO/Kids Denti-Cal patient base. New equipment. Dentrux s/w & intra oral camera. Digital ready. 2010 Projected Gross Collections \$240K+ on a 3.5 day week.

SAN BERNARDINO COUNTY

HIGHLAND #1 - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. (18) new pts./mos. Annual Gross Collect. approx \$250K. **[SOLD]**

UPLAND #3 - (5) op comput. G.P. & Speciality Pract. located in a free stand bldg. Cash/Ins/PPO/HMO/Denti-Cal pt base. \$2K+/mos in Cap Ck. 2 days/wk G.P. 1-2 days/wk Endo. 1-2 days/mos O. S. and 1-2 days/mos Peds. Excell situation for G.P. who likes to do Endo. Annual Gross Collect \$525K-\$625K. **[NEW]**

SAN DIEGO COUNTY

NORTH COUNTY - (4) op computerized G.P. located in a shop ctr with excellent exposure/visibility and signage. Annual Gross Collections of \$900K+. Dentrux s/w. Digital x-rays, and paperless office. Cash/Ins/PPO/HMO patient base. Cap Cks of \$3-4K/mos. **[NEW]**

VENTURA COUNTY

WESTLAKE VILLAGE #2 - (4) op computerized G.P. (3) ops of newer eqt/4th op plumbed. Very upscale office. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. Gross Collections \$600K+. **[SOLD]**

WESTLAKE VILLAGE #3 - Well maintained (4) op comput. G.P. in a smaller prof. bldg. (3) ops eqt'd/4th plumbed. Newer eqt. digital x-ray, eye illumination system & central nitrous. Cash/Ins/PPO & Smile Saver pt. base. Gross Collect \$200K+ p.t. Seller retiring. **[SOLD]**

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PRACTICES FOR SALE – April 2011

Attention SELLERS: We have many qualified Buyers desiring to purchase a practice in San Diego County. Call today for a complimentary consultation.

SAN DIEGO – NORTH COUNTY – JUST LISTED!! ENDODONTIC Practice available. Established 25+ years. Very attractive Professional Bldg. with lots of windows. 2 equipped Ops and 1 plumbed. Includes microscope. This part-time practice is an excellent opportunity as a satellite office or “startup”. **PRICE REDUCED!!**

SAN DIEGO – Beach Area - UPCOMING!! Long-established General Practice situated in well-known Professional Building. Close to 5 freeway.

SAN DIEGO–CLAIREMONT Area – Situated in strip center in a heavily populated residential community. This **GENERAL** Practice has 3 equipped Ops, and Digital PA and Pan X-Rays. Owner desires quick sale and practice is priced accordingly!!

TEMECULA – TENANT IMPROVEMENTS & EQUIPMENT. 5 Ops total (4 with ADEC Cabinetry). 2 periapical X-rays. Situated on the first floor of two-story Professional Building. Owner anxious for immediate sale. **ONLY 80k!!!**

SANTEE – Doctor retiring from this **GENERAL** Practice established in 1971. Currently practicing approximately 20 hrs per week. PPO and Cash Patients. Situated in freestanding building along major artery in growth area. 6 Ops in 1900 sq. ft.

SOLANA BEACH -- TENANT IMPROVEMENTS & EQUIPMENT. Approx 1000 sq.ft. office in single story Prof Bldg. near 5 freeway. 3 equipped Ops plus Panorex. Price REDUCED to only 35K!! **SOLD!!**

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Canoga Park – Long-established private practice w/1st floor visibility, walk-in traffic & some HMO income. Starter opportunity with selling price below \$150,000.

Burbank – Rare Burbank opportunity. Long established private practice. 5 ops. Bust shopping center. Priced to sell immediately.

Encino – 2 equipped ops + 1 plumbed in prestigious medical bldg., some charts included. Great starter opportunity or bring your patients into a beautiful suite. Reasonable rent.

North Hollywood – Equipment & Leaseholds w/charts! Long-estab practice in busy shopping center. 3 ops + x-ray room. Visibility; walkins; pole sign. Priced under \$200k

North Hollywood – Strip center location on busy street. 5 ops plus x-ray room. Good visibility. Revenues of over \$40k/mo. Priced for immediate sale.

Northridge – Equipment and leasehold only. Fully designed dental office with 3 ops fully equipped. A very inexpensive way to establish your practice.

Reseda – Selected PPO's accepted in this 100% private practice with over 35 years of goodwill. 3 hygiene days/wk. Revenues between \$35-42/mo on part-time schedule.

Van Nuys – Low cost practice opportunity w/ 25+ yrs of goodwill. Disability forced sale. 1st floor location with sign. Monthly revenues over \$20k/mo. Some HMO's.

Upcoming – HMO Practice. Cap checks \$15k/mo. 7+ ops. Monthly income over \$65k/mo. Call us if you are ready to move quickly; have loan approval and are prepared to bid at the asking price.

Ventura/Santa Barbara & San Luis Obispo/Kern Counties

Oxnard (upcoming) – Call us now and get your name on the list before this one sells! 1st floor...5 ops...Revenues \$50k/mo...6 ops...busy. Ideal for absentee owner.

San Luis Obispo (upcoming) – Private only practice. 25+ yrs of goodwill. Active hygiene program. Revenues exceed \$35k/mo. Seller transition available.

Bakersfield – Established over 10 years. Low overhead; small 3 op practice. Annual revenues of \$150 k on p.t. sched. Some HMO revenue.

San Bernardino, Riverside & Surrounding Areas

Fontana – This one has it all!!! Free standing building. Large sign. State-of-the-Art equipment w/digital x-rays. Multi-op facility. Revenues exceed \$60k/month. Call now!

Rialto – Free standing bldg. w/street visibility. Modern office design & equipment. Low fixed overhead. Over 12 years of goodwill. Seller works limited schedule w/no promotion.

Riverside – Neat office w/3 ops. Free standing building. Equipment & leaseholds only. Excellent for first time owner.

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Practice Sales & Appraisals

Los Angeles & Surrounding Areas

Beverly Hills (upcoming) – Private only. Seller works p.t. sched. Revenues of \$40k. 3 op modern gem w/digital x-rays. Must see!

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Los Angeles – Near LAX. Visible 1st floor location. Growing practice with revenues of \$25k/mo on part-time sched. Priced for immediate sale.

Los Angeles – Hispanic Area. 1st floor location w/ visibility. Large signs. 3 ops. Very low Overhead. Monthly revenues exceed.

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Orange County & Surrounding Areas

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MORENO VALLEY PRACTICE FOR SALE: Located in a free standing retail building in a heavily populated residential community with little competition for miles, this practice collected over \$2.3 million in 2009 and \$2.1 million in 2008 on ten dentist days per week with eleven days of hygiene per week. The practice has eight equipped operatories in a state of the art facility. No Denti-Cal, no HMO, no evenings, no weekends, and minimal advertising. This is a great family community and an outstanding opportunity for a quality practitioner. Asking \$1,500,000 for the practice. Real estate is also available for purchase or lease. **SALE PENDING ON PRACTICE AND REAL ESTATE.**

LA MESA MANAGED CARE PRACTICE FOR SALE: Absentee owner. Practice is located in a one story, smaller professional building and has four equipped operatories. \$3,000 per month in capitation payments. Collections for 2010 were \$262,383 but the collections for 2009 were \$356,676 with a different associate dentist. This practice has potential for a owner dentist that wants to work. Asking \$210,000.

SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE: Prime Wilshire Blvd. location with seven equipped operatories including Cerec unit, Global microscope, digital x-ray machines, and full computerization with Dentrux software. Collections in 2009 were \$1,311,677 and in 2008 were \$1,326,108 with a net income in excess of \$450,000 each year. No advertising, no plans. Nine and one-half days of hygiene per week. Most oral surgery and perio and half of the endo is referred to specialists. Asking \$1,025,000.

SAN DIEGO AREA PRACTICE AND REAL ESTATE FOR SALE: Over 35 years of goodwill with building is available for purchase. The practice collects over \$300,000 per year and is currently collecting over \$20,000/month on three days per week with three days of hygiene per week. No Denti-Cal, no HMO, no evenings or weekends. Good potential for growth with a more motivated owner willing to work more days. The free standing building is included with four equipped operatories. Great opportunity to have your own practice and be your own landlord. Asking \$450,000 for the package - **SOLD AT FULL PRICE**

TORRANCE GENERAL PRACTICE FOR SALE: This practice is located in a shopping center with excellent visibility and a high traffic count. Seller is retiring after 35 years of practice. Three equipped operatories. Practice collects \$180,000 per year with no Denti-Cal, no HMO, no advertising and no evenings. The practice cost more to build and equip than the asking price when it was moved to the current location in 1991. Motivated. Asking \$130,000.

WEST LOS ANGELES PRACTICE FOR SALE: Located in a professional building, this practice has four equipped operatories with additional operatories plumbed but not equipped for future growth. The practice collects \$15,000-20,000 per month on two days per week with approximately \$3,000/month in capitation. Excellent opportunity for a buyer that wants a low cost practice or has patients in the area to merge. Asking \$210,000.

CANOGA PARK GENERAL PRACTICE FOR SALE: This is an excellent starter practice that is located in small, one-story professional building on a busy street with good signage and visibility. The practice has two equipped operatories with one additional operatory that is plumbed, but not equipped. Computer networked. Attractive office. Practice has \$4-5,000 per month in capitation and accepts all insurances. Owner works three days per week with no evenings or weekends. Seller refers all endo, all perio surgery, all third molars and all ortho. Good lease. Seller is motivated and must retire. **MAKE OFFER**

SAN DIEGO GENERAL PRACTICE FOR SALE: Prominently located in a prime location in a major shopping center, this practice averages 44 new patients per month with minimal advertising. The office has four fully equipped operatories with digital x-rays and full computerization. Collections are over \$765,000 per year with no capitation. The net income averages over \$300,000 per year. The office is open five days per week with four full days of hygiene per week. Asking \$625,000.

SAN CLEMENTE PRACTICE AND REAL ESTATE FOR SALE: Free standing dental building with rental apartment unit within walking distance to the beach. Three equipped operatories with newer equipment. Long established fee for service practice collects \$170,000 per year with no marketing, no capitation, no Denti-Cal, no evenings and no weekends. Seller works a short three days per week with a high net income due to building ownership. Practice with real estate is available for \$750,000.

HESPERIA MANAGED CARE PRACTICE FOR SALE: Absentee owner collects over \$400,000 per year on three days per week with \$10,000 per month in capitation. No Denti-Cal and no advertising. Four equipped operatories in a shopping center. Potential for substantial revenue growth with an owner operator. Asking \$375,000. - **SOLD AT FULL PRICE**

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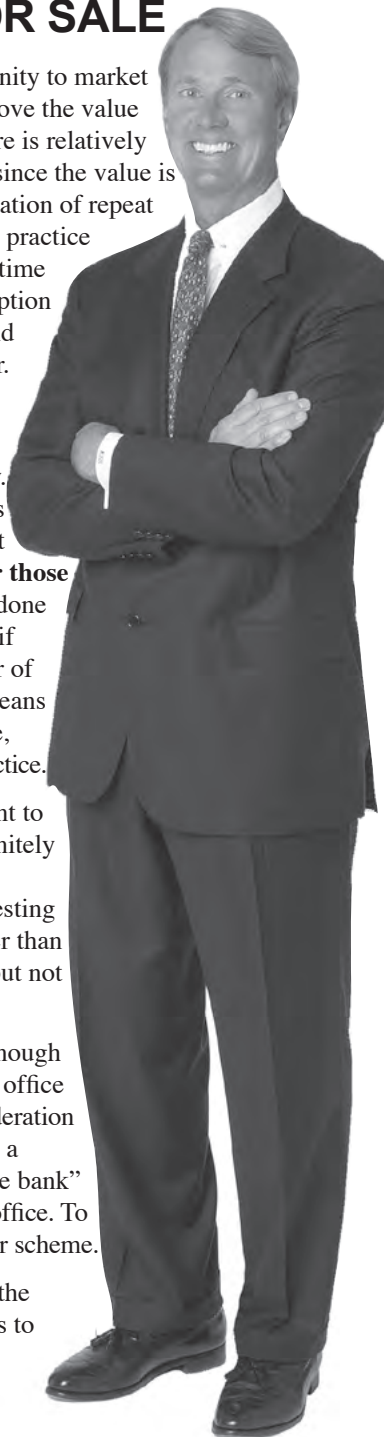
On the other hand, keeping an accurate record of expenses with details of the non-practice related expenses is very helpful to a Buyer in gaining a good understanding of the practice profitability. We all recognize that the practice income tax return includes items that are of personal benefit or value that are not necessary to the direct operation of the business. **Identifying and providing support for those expenses may enhance the value of your practice** and it can be done by going through your records for the past year or two. Similarly, if specialty work such as endodontia is referred, tracking the number of referrals for each specialty for the past year provides a concrete means for a Buyer to translate that number of referrals into added income, which enhances both the perceived value and the salability of the practice.

Equipment vendors are quick to suggest purchasing new equipment to make the practice more appealing. While newer equipment is definitely a selling point and something that most Buyers want, they are not willing to pay for the actual cost of the new equipment. Thus, investing in new equipment will give the practice a preferential value greater than another equivalent practice that does not have newer equipment, but not enough to warrant the expense.

While new equipment will not enhance the value of the practice enough to justify the cost of the equipment, some minor investment in the office may make it more attractive to Buyers. A more cost effective consideration would be cosmetic leasehold improvements, such as fresh paint in a contemporary color palate or new flooring. Neither will "break the bank" and both would provide a more aesthetically appealing look to the office. To get the best results, consider hiring a decorator to help with the color scheme.

If you are contemplating the sale of your practice and want to get the most from your years of hard work, call Lee Skarin and Associates to put yourself in the best position for success.

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FEATURED LISTINGS

ALISO VIEJO (GP) - Modern design office located second floor of a busy mall. Fee for service practice is open 5 days/wk with 3 days/wk of hygiene. Seller sees approximately 10 new patients per month. Office was established in 2004 and consist of 4 spacious computerized eq. ops., with Dentrux software, intra oral camera and digital x-rays. Has 2 additional ops., plumbed not eq. for future growth. Equipment is 5-6 years old. Grossed approx. \$711,804 in 2010. Must see!! Property ID #3981.

WHITTIER (GP) - Fee for service practice with over 59 years of goodwill. Located in a 1,450 sq. ft single standing building with private parking. Building is available for purchase. Seller works 2 days/wk with 1 day of hygiene. Sees approximate 10 to 15 new patients per month. Practice consist of 4 eq. ops., 1 plumbed not eq. ops, with Dent Pro software. All together a very family orientated and relaxed practice with a comfortable feeling. Grossed approximate \$372, 846 for 2010. **BUYER'S NET OF \$114,702.** Property ID #3931.

IRVINE (GP) - Established in 1987 this practice is located in 3 story medical / dental building. Office consist of 3 eq. ops., with Data Team software. Absentee owner. Practice is open 6 days/wk with 1 day/mo of hygiene. 100% patient referral. Income source: 84% insurance / 15% cash / 1% Medi-cal. Collected approximately \$273,829 in 2010. **BUYER'S NET OF \$74K.** Easy access to the 5 freeway. Next to a busy shopping center. Property ID #3901.

HEMET (GP) - Practice was established 30 years ago. Seller purchased office in March 2010. Since then Seller has accepted a position with the State. Seller currently works 1 day per week and has an Associate working 2 1/2 days per week. Located in a busy shopping center the office consist of 1,200 sq. ft., 3 eq. ops and 1 plumbed not eq. Income source: 25% insurance & 70% cash. Office is computerized with digital Easy Dent software and has newer equipment. Great location next to Home Depot. Great exposure. Beautiful Office. Property #3851.

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GREATER LOS ANGELES COUNTY

BEVERLY HILLS – Leasehold Improvements & Equipment Only! Located in multi story historical medical professional building with parking options. Practice consist of 3 fully eq. ops., in 993 sq. ft suite. The building management is offering up to 6 months rent at half price and approximately \$15,000 in tenant improvements. A must see to appreciate. Property ID #3601.

CANOGA PARK (GP w/ ortho) – Long established practice located on a major boulevard in a single duplex building with excellent signage. Six day/wk practice with approximately 90 new patients/mo. Income source: 60% insurance, 30% cash & 10% medi-cal. Practice consist of 5 eq. ops, 4 ortho chairs in open bay with Dentrux software, intra oral cameral and digital x-ray. Equipment in great condition, approximately 8 years old. Grossed approximately \$750,363 for 2010. **BUYER'S NET OF \$137K.** Property ID #3961.

CENTURY CITY (GP) – Well established practice located in a multi story medical professional building. Computerized office with Dentrux software, intra-oral camera and digital x-ray. Office consist of 5 fully eq. ops. Equipment is approximately 5-8 years old. 100% patient referral. Two (2) days/wk practice with 2 days of hygiene and sees approximately 6-8 new patients/day. Property ID #3581.

DIAMOND BAR - Great opportunity for a GP or Specialty office. Leasehold Improvements & Equipment Only! Located in a 2 story building. Practice consist of 12 spacious eq. ops., 3 plumbed not eq., 6,400 sq. ft. office. A must see. Property ID #3721.

ENCINO - Leasehold Improvements, Equipment & Some Charts! Located in a 12 story glass building. This 756 sq. ft. office consist of 3 spacious eq. ops., with Practice Web software, intra oral camera and digital x-ray. Seller was a Prosthodontist and moving 20 miles away. Corner location with good window views. A great starter opportunity. Property ID #3971.

HOLLYWOOD GP - Leasehold Improvements, Equipment and Some Charts!! Located in a 2 story general purpose building. Practice consist of 5 fully eq. ops., computerized office with Alta Point software. Great street visibility and heavy traffic flow. Property ID #3761.

LOS ANGELES - PRICE REDUCED!! 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrux software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. **BUYER'S NET OF \$58K.** Property ID #2771.

LOS ANGELES (GP) - Well established practice with 32 years of goodwill. Located in a single standing building. Building for sale with large parking, gated and fenced. Excellent signage. Absentee owner for 20 years. Four day/wk practice. Practice consist of 4 fully computerized ops., with Easy Dental software and intra oral camera. 100% Patient referral. Associates see approximately 20 new patients/mo. Income source: 25% insurance / 20% cash / 55% Denti-Cal. Great staff. Property ID #3771.

LOS ANGELES (GP) - With over 20 years of goodwill this Turn Key practice is located in a 7 story Medical / Dental building. Office has excellent window views. Practice consist of 3 fully eq. ops., with Digital Denti-soft software and intra oral camera. Fee for service practice. 100% patient referral. Office is open 3 days/wk. Seller works 2-3 days/mo and sees approximately 8-10 patients per day. Office has potential. Low sales price!! Property ID #3791.

LOS ANGELES - Leasehold Improvements, Equipment and Some Charts!! General Practice located in a two story busy shopping center with great exposure and valet parking available. Practice consist 1,035 sq. ft. with 4 fully eq. ops. Computerized office with intra oral camera and 5 year old equipment. Absentee owner. Call CPS for more information. Property ID #3861.

LOS ANGELES (GP) - Established over 50 years ago, this all cash practice is located a 2 story building. Great street visibility and heavy traffic flow. Five day/wk practice with 2 days/wk of hygiene. Practice consists of a 2,400 sq. ft. suite with 6 fully computerized operatories, Computer Age software, intra oral camera and digital x-ray. Approximately 4-5 year old equipment. 100% patient referral. Grossed \$605K in 2009 corporate year. Property ID #3881.

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MALIBU - General practice located in a very desirable upscale area with excellent exposure, visibility and signage. Four day/wk practice with two days/wk of hygiene. Fee for service practice. 100% patient referral. Practice consist of 4 fully eq. ops., plumbed for N2O2, computerized with Easy Dental software, intra oral camera and digital x-ray. Practice is low volume, high fee & high quality dental care. Office has new floor, paint and air conditioner system. Seller will be concentration on primary offices. Property ID #3651.

MONTEBELLO (GP) - PRICE REDUCED!! Long Established Practice - Leasehold Improvement, Equipment & Charts Only! 2 fully eq. ops., 1 plumbed not eq., 900 sq. ft. practice, located in single story busy shopping center. Computerized office with digital x-ray and 3 Star software package. Equipment 5 years old. Good street visibility. Easy access to freeway. Seller has another practice in Orange County. Property ID #2701.

SOUTH GATE - Leasehold Improvement & Equipment Only!! Great opportunity for a GP or Specialist. This practice consist of 2 eq. ops., with Practice Web software and intra-oral camera. Office located in single story building. Corner location with heavy traffic flow. Excellent street visibility. Price for an immediate sale. Property ID #3911.

SOUTH GATE - Leasehold Improvement, equipment with charts!! Established over 50 years ago, this practice is located in a free standing building across the street from the City Hall. Office consist of 4 eq. ops, with Open Dental software and 1 plumbed not eq. op. Has great street visibility with heavy traffic flow. Low sales price for a quick sale. Property ID #3941.

VALENCIA (GP) - State-of-the-Art office with Condo suite available for purchase or for lease. Established in 2003 located in 2 story building. Practice consist of 6 fully computerized eq. ops., Soft Dent software, intra oral camera and digital x-ray. Three year old equipment. Four days/wk office with one day/mo of Ortho. Sees approximately 30 new patients/mo. Fee for service practice. Advertises in a well known magazine. Grossed approximately \$708K for 2010. Call Now!! Property ID #3741.

WHITTIER (GP) - Fee for service practice with over 59 years of goodwill. Located in a 1,450 sq. ft single standing building with private parking. Building is available for purchase. Seller works 2 days/wk with 1 day of hygiene. Sees approximate 10 to 15 new patients per month. Practice consist of 4 eq. ops., 1 plumbed not eq. ops, with Dent Pro software. All together a very family oriented and relaxed practice with a comfortable feeling. Grossed approximate \$372, 846 for 2010. **BUYER'S NET OF \$114,702.** Property ID #3931.

ORANGE COUNTY

ALISO VIEJO - PRICE REDUCED!! Another great opportunity for a GP or Specialty office. This spacious build out of over 2100 sq. feet is selling Leasehold Improvements & Equipment Only. The practice was started from scratch in 2001 in a beautiful two story Professional Medical building. With 4 fully equipped ops, there is also another one that is not equipped but plumbed and ready to go. Additionally there are two private offices and a consultation room that could be used for an office manager. Contact your CPS Broker for more details on Property ID # 3751.

ALISO VIEJO - PRICE REDUCED!! Modern design Turn Key practice with great views and beautiful decor. 5 fully spacious eq. ops., 1 plumbed not eq., 2,600 sq. ft. suite located in a Medical Professional Building. Computerized with Eagle soft software, intra oral camera and digital x-ray. 5 days/wk practice with approx. 20 new patients/mo. Income source: 80% insurance & 20% cash. Seller will be relocating out of area. Property ID #3301.

ALISO VIEJO (GP) - Modern design office located second floor of a busy mall. Fee for service practice is open 5 days/wk with 3 days/wk of hygiene. Seller sees approximately 10 new patients per month. Office was established in 2004 and consist of 4 spacious computerized eq. ops., with Dentrux software, intra oral camera and digital x-rays. Has 2 additional ops., plumbed not eq. for future growth. Equipment is 5-6 years old. Grossed approx. \$711,804 in 2010. Must see!! Property ID #3981.

IRVINE - PRICE REDUCED!! Great opportunity for GP or Specialist!! Leasehold Improvements & Equipment Only - 5 fully eq. ops., 1,450 sq. ft. suite located in a busy large shopping center. Approx. 1/2 mile away from 405 freeway. Near Valley College. Seller is relocating practice to a new office. Property ID #3401.

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REMINDER: Net Income is Buyer's Net Income after Debt Service. BACK UP OFFERS ARE ALWAYS ENCOURAGED!!!



Tina Ochoa, V.P.



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IRVINE - General practice located in a busy shopping center next to a Medical Building. Easy freeway access. 4 fully eq. ops., 1,200 sq. ft. suite. 3 days/wk practice with approx. 45 new patients/mo. Income source: 60% insurance, 15% cash and 5% Medi-Cal & 20% capitation. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Seller moving out of area. Property ID#3471.

IRVINE (GP) - Established in 1987 this practice is located in 3 story medical / dental building. Office consist of 3 eq. ops., with Data Team software. Absentee owner. Practice is open 6 days/wk with 1 day/mo of hygiene. 100% patient referral. Income source: 84% insurance / 15% cash / 1% Medi-cal. Collected approximately \$273,829 in 2010. **BUYER'S NET OF \$74K.** Easy access to the 5 freeway. Next to a busy shopping center. Property ID #3901.

IRVINE - Great opportunity for a Specialist!!! Leasehold Improvements & Equipment Only!!! Beautiful décor office is located in a Professional Medical / Dental building. Office consist of 4 spacious eq. ops., with great window views in a 1,393 sq. ft. suite. Excellent starter practice. Seller moving to a larger office. Property ID #3986.

LAKE FOREST - Leasehold Improvement & Equipment Only! Modern design office with State-of-the-Art equipment. Practice is computerized and consist of 4 fully eq. ops., 2 plumbed not eq., intra oral camera and digital x-ray. Established in 2008. The office also offers a day spa and med spa. Note: Optional spa equipment can be purchased for \$100,000. Seller owns condo and may consider selling if the price is right. Great opportunity for a GP or Specialist. Property ID #3631.

MISSION VIEJO (GP) - Over 31 years of goodwill, this well established fee for service practice is located in a single story busy shopping center. Practice consists of a 1,130 sq. ft. suite with 4 fully computerized ops., Dentrix software, intra oral camera and digital x-ray. Seller works 4 days/wk and sees approximately 10-12 patients/day. 100% patient referral. Grossed approximately \$524K in 2010. **BUYER'S NET OF \$126K.** Great location in busy street with excellent signage. Property ID #2061.

ORANGE (GP) - PRICE REDUCED!! Well established practice located in a single story medical center with 4 fully eq. ops., 1 plumbed not eq., in a 2,000 sq. ft. suite. Computerized office with intra oral camera, digital x-ray and Dentrix software. 4 days/wk practice. Income source: 80% insurance & 20% cash. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Property ID #3531.

TUSTIN - PRICE REDUCED!! Great starter for a GP or Specialist. Leasehold Improvement & Equipment Only. Located in a busy shopping center with 4 fully eq. ops., on a 1,200 sq. ft. suite. Office with great potential. Motivated seller moving office to location nearby. Property ID #3481.

YORBA LINDA - Turn Key practice located in a free standing building with heavy traffic intersection, excellent street visibility and good signage. Practice consist of 4 fully eq. ops., 3 plumbed not eq., newer equipment and fully computerized office with Easy Dental software. Seller works 2 days/wk and sees approximately 8-12 patients/day. Income source: 50% insurance and 50% cash. Grossed approx. \$262,878 for 2010. Motivated Sellers moving out of state. Great potential for a full time owner. Property ID #3711.

RIVERSIDE & SAN BERNARDINO COUNTIES

CORONA - PRICE REDUCED!! Leasehold Improvement, Equipment & Some Charts!!! 4 fully eq. ops., 1 plumbed not eq., 1,592 sq. ft. suite located a busy shopping center. Computerized office with intra-oral camera. Seller leaving Healthy Family & Medi-Cal patient charts up to 21 yrs of age. Seller moving his practice to a new office. Practice has 12' ceiling ceilings, ceramic tiles in equipped operatories and waiting room and sound system in ceiling. Good street visibility with heavy traffic flow. Property ID #3431.

HEMET (GP) - Practice was established 30 years ago. Seller purchased office in March 2010. Since then Seller has accepted a position with the State. Seller currently works 1 day per week and has an Associate working 2 1/2 days per week. Located in a busy shopping center the office consist of 1,200 sq. ft., 3 eq. ops and 1 plumbed not eq. Income source: 25% insurance & 70% cash. Office is computerized with digital Easy Dent software and has newer equipment. Great location next to Home Depot. Great exposure. Beautiful Office. Property #3851.

RANCHO CUCAMONGA - Great opportunity for a GP or Specialist - Leasehold improvements & equipment only! Office consist of 6 equipped ops., 1,800 sq. ft. suite located in 2 story medical / dental professional building. Computerized office with digital x-ray and Dentrix software. Motivated Seller moving the practice to a new building. Property ID #3191.

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TEMECULA (GP) - Turn-Key practice located in a 2 story building with 4 full eq. ops. Computerized office with intra oral camera. Seller works 3 days/wk. 100% patient referral. Fee for service practice. Established in 2001. Located in a major street. Easy access to freeway. Low sales price!!! Property ID #3731.

UPLAND - Leasehold Improvements & Equipment Only! Practice located in a busy single story shopping center with great mountain views. Office consist of 3 eq. ops., with intra oral camera and digital x-ray. Great location. Equipment has been refurbished and upholstered. Easy freeway access. Motivated seller purchased building nearby. Great starter practice. Property ID #3982.

VICTORVILLE (GP) - Located in a 1, 512 sq. ft. single standing building with over 55 years of goodwill. **BUILDING FOR SALE.** Practice consists of 4 fully computerized eq. ops with Eagle Soft software and digital x-ray. Seller works 4.5 days/wk with 3 days of hygiene. Sees approximately 8-12 patients per day. Fee for service practice. 100% Patient referral. Great street exposure and excellent signage. Seller recently made improvements inside and out. Grossed approximately \$331,332 for 2010. **BUYER'S NET OF \$66,868.** Property ID #3871.

SAN DIEGO COUNTY

SAN DIEGO (GP) - Leasehold improvement, equipment & some charts!!! Located in a 2 story building with 10 parking spaces. Office consist of 1,300 sq. ft., 5 eq. ops., with Dentrix software. Good location with heavy traffic flow. Great opportunity for a first time owner. Retiring seller owns the building and offering a low cost rent. Property ID #3141.

SAN DIEGO - Long established General Practice located in a 3 story medical glass building with 3 fully eq. ops. Computerized office with Eagle Soft software, intra oral camera and digital x-ray. Office was remodeled 4.5 years ago. Retiring Seller works 5 days/wk. Fee for service practice. 100% Patient Referral. Collected \$757, 835 for 2009. Grossed approx. \$740K for 2010. **BUYER'S NET OF \$222K.** Call now for more details. Property ID #3671.

SPECIALTY OFFICES

CLAREMONT - Leasehold Improvements & Equipment Only!! State-of-the-art practice located in Medical building with 3 computerized ops., Softdent software and digital Kodak sensors. All equipment is approximately one year old and some never used. Seller invested \$250K in build out. Rent payment includes electric, water and janitorial services. Panoramic views to the San Gabriel mountains. Excellent for opportunity for GP or Specialist!!!

UPLAND / CLAREMONT AREA (ORTHO) - Long established Orthodontic practice located in a medical / dental building in upscale neighborhood with reasonable rent. Excellent opportunity for a second office or a starter practice. Consist of 3 fully equipped chairs. Office open 3 days/wk, doctor works 10 to 11 days per month. Seller will stay for patient introductions and a smooth transition. Fee for service practice. Property ID #3681.

WOODLAND HILLS (PEDO) - Well equipped Pedo office with 3 chairs in open bay area. Fully computerized with Eagle Soft software and digital x-ray. Seller works 4 days/wk with half day/wk of hygiene. 31 years of goodwill. There is only one other Pedo in the area. Grossed approx. \$643K for 2010. **BUYER'S NET OF \$305K.** Property ID #3661.

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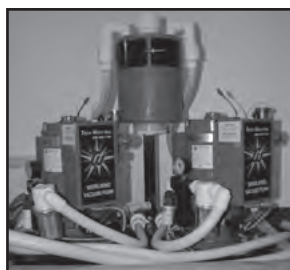
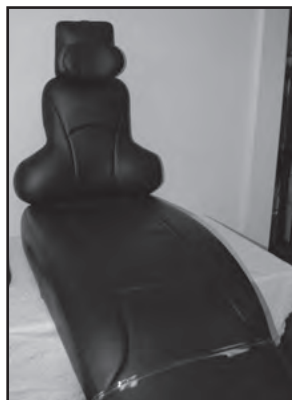
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- **BIG BEAR CITY:** *For Sale* - General Dentistry Practice. 26 years at current location. Gross Receipts \$428K. 3-equipped operatories. Doctor owns the building. New lease available or option to purchase. #14345
- **EL DORADO HILLS:** *For Sale*-General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$332K. Intra-Oral camera, Pano, Softdent software, 4-equipped operatories. Practice has been in its present location for past 18 years. Owner retiring. #14324
- **FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in 2010 were \$703K, 3 1/2 day week with adjusted net income of \$300K. 5 days of hygiene and approx. 1,500 active patients. Leased office is 2,000 sq. ft. with 4 equipped operatories - 5 possible. Patient Base software. Owner to retire. #14350
- **FOLSOM:** *For Sale* - General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops, Digital, Dentrix, Intra-Oral camera, Laser, 5-year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FOLSOM:** *For Sale* - General Dentistry Practice 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5), Intra-Oral camera, fiber optics all ops. Patient base software. Owner retiring. #14329
- **FRESNO:** *For Sale* - General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Laser, Intra-oral camera, Diagnoston, EZ Dental Software. Good Location. Owner retiring. #14337
- **GREATER FAIR OAKS-SUNRISE AREA:** *For Sale*-Gross Receipts in excess of \$1.1 Million dollars for the past three years. Adjusted net \$450K. 2,400 sq ft office-5 ops. Hygiene days-6, Owner works 32 hours per week. Eagle Soft, Laser, Pano Intra-Oral camera, fiber optics. Owner retiring. #14343
- **GREATER SACRAMENTO:** *For Sale*-Pediatric Practice. 2010 GR of \$1,095,914, with a 45% overhead. Prevention oriented practice with 2,600 sq. ft. Digital office with Dentrix. Equipment is nine years old. Delta Premier is only insurance. Owner retiring. #14349
- **LAGUNA NIGUEL:** *For Sale*-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** *For Sale*-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral camera, Pano, and Data Con software. Owner to retire. #14338
- **LIVERMORE:** *For Sale* - General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nice office. Total 1,082 sq. ft. office space. Dentrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **LOS ANGELES:** *For Sale* - General Dentistry Practice. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire. #14348
- **LOS ANGELES:** *For Sale* - General Dentistry Practice: This practice 80% Dental and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$709,000. 6 equipped tx rms, laser, Intra-Oral camera Pano and Ceph. Call for details. #14319
- **MODESTO:** *For Sale* - General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrix, Cerec, and Intra-Oral camera. Owner to retire. #14308
- **NAPA:** *For Sale* - General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$200K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days. 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- **NORTHERN CALIFORNIA:** *For Sale* - Pediatric practice. Owner has operated in same location for 32 years. Approx. 1,760 active patients, 1,160 sq. ft., Panoramic X-ray, Dexis Digital and Dentrix software in this 5-chair office. 2010 Gross Receipts \$610K. Owner retiring. Call for details. #14322
- **OCEANSIDE:** *For Sale* - Modern looking office. 4 ops, office space and equipment only. Belmont chairs. Genex x-ray system, intraoral camera, approx 1200 sq ft. Low overhead-Rent is \$1,900/month, and it's a 5 year lease. Staff is available for retire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346
- **PALM SPRINGS:** *For Sale* - General Dentistry Practice. Fee for Service. Gross Receipts \$282K with adjusted net income of \$157K. 1,280 sq. ft. 3 equipped operatories. Intra-Oral camera, Pano, Practice-NEB software. Doctor willing to transition by working 1-2 days a week. #14352
- **PLUMAS COUNTY:** *For Sale*-3 equipped ops. Space available for 4th op. 1,245 sq ft office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **REDDING:** *For Sale*-Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO:** *For Sale* - General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- **ROCKLIN:** *For Sale*-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 4 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral camera, Dentrix software. Owner to retire.
- **ROSEVILLE:** *For Sale* - General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital Intraoral camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO/ROSEVILLE:** *For Sale* - One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- **SAN FRANCISCO:** *For Sale*-Patient Base for Sale-Owner passed away last June and the practice has continued on 4 days a week with an associate. Lease can't be renewed. There are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- **SAN DIEGO:** *For Sale*-General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 Receipts were \$185,645. PPO and Fee for service practice. #14313
- **SAN DIEGO:** For Sale-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentrix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate.
- **SAN DIEGO:** *For Sale*-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- **SAN DIEGO/CITY HEIGHTS:** For Sale-General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, Panoramic X-ray, Intra-Oral camera, in this 3-chair office. #14321
- **SANTA BARBARA:** *For Sale* - General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- **SOUTH LAKE TAHOE:** *For Sale*-General Dentistry Practice. 2007 collections \$534K. Office is 645 sq. ft. with 3 ops. Practice has been in its present location for the past 26 years. Owner to retire.
- **TORRANCE:** For Sale- General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brican System, and Camsight software in this 2 equipped, 3 available-chair office. Gross Receipts \$434K with 38% overhead. Owner relocating. #14320
- **TURLOCK:** For Sale- General Dentistry Practice. 2009 Gross Receipts \$2,728,319 with an adjusted net income of \$925,251. 13 days of hygiene in this tastefully decorated 2,900 sq ft office space. Owner is retiring from clinical dentistry.
- **VISALIA:** For Sale- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$ 321K. Office is 1,380 sq ft with 3 equipped operatories, Intra-Oral camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

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MOTHER'S DAY				ANAHEIM CDA DENTAL CONVENTION		
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29	30 MEMORIAL DAY	31				

April

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April 12	Eric Sung, DDS "Management of Cancer Patients"
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*Timothy G. Giroux
DDS/Broker*

ASK THE BROKER

Question:

I have been thinking about selling my practice. I assume that I can't sell in the current economic climate. When do you think I should sell?

Dr Matt S.

Now is an excellent time to consider putting your practice on the market. Buyers are starting to come back into the market after taking practically a year off.

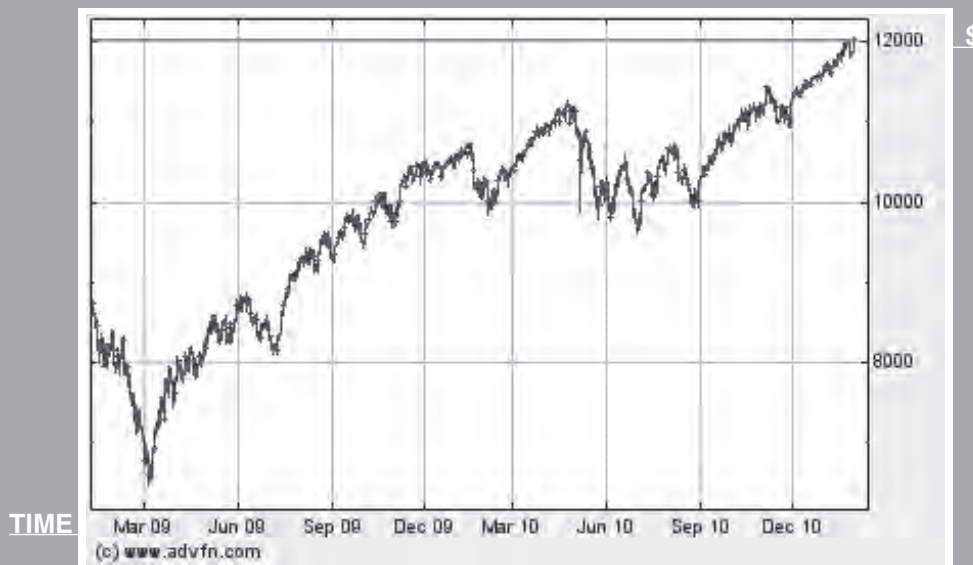
Dental practice sales have been down nationwide for the past 10 to 12 months. Normally practice sales slow in the summer, pick up in September through November, slow down for the holidays and then pick up again by February. Last year's pick-up in September never occurred due to the banking crisis, and sales have been depressed ever since. Patience has been a real virtue for anybody who put their practice on the market since last May. That is all about to change as I foresee this fall and spring to be very active months. Inventory levels are at their lowest levels in years as many sellers have postponed the sale of their practices for various reasons. Interest rates are still low and money is available. Most experts expect that the interest rates will eventually go up as the unprecedented spending habits of this administration will certainly lead to inflation at some point. Low inventories, low interest rates, pent-up buyers finally re-entering the market and favorable seasonal factors signal that **now** is the time to list your practice!!!

Having said that, many of you that have attended my lectures know that I advise dentists to sell only when they are ready to retire and do not want to practice any longer. The money you net after taxes is usually not enough to influence the timing of the market. Working an extra year or two will usually more than make up the financial benefit of proper market timing, even in a declining practice. If you still love to practice, keep doing it!! While not the norm, there are also buyers out there who will allow you to work back a few days a week if the cash flow will allow. I traveled back to Scottsdale for 18 months to work my practice two and a half days per week after I sold it. Feel free to call our office anytime to discuss your options as location, size of the practice and the buyer's needs will affect the direction you may take.

Timothy G. Giroux, DDS is currently the Owner & Broker at **Western Practice Sales** (westernpracticesales.com) and a member of the nationally recognized dental organization, ADS Transitions. A graduate of Creighton University, School of Dentistry (1983), he and his wife, Mona Chang, DDS (LLUSD 1984) were in private practice together for 15 years in Scottsdale, AZ, before establishing their home in northern California.

Questions? Email them directly to *Timothy G. Giroux, DDS* at: wps@succeed.net or Call 800.641.4179

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- 3273 - Downtown – Alvarado – Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing bldg. Grosses \$400,000 Part time.
- 3271 - Costa Mesa – Hi identity office. 1,400 sq.ft., 4 Ops, Pelton crane. 5th Op plumbed. Seller grossed less than \$1 million in past. Proven location @ \$125,000.
- 3275 - Emergency - Palmdale – Hi identity shopping center. 3 days hygiene. Gross \$390k 10 months. Refers out all Endo, extractions. All perio. Bargain due to Emergency \$285,000.
- 3277 - Torrance. GP – Est 12 yrs. Grossing \$189,000 12hrs/wk. 2nd office no time to build. Hi identity location. Invested \$250,000
- 3279 - Tustin – 4,600 sq.ft. Hi identity building. 4 Lighted corner. 65,000 autos plus per day. Make entire bldg your dental sign. F.P. \$1,650,000
- 3280 - Indio – 4,6000 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand.
- 3281 - Yucca Valley – Hi identity (huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. F.P. \$165,000
- 3282 - Palmdale/Lancaster-GP New shopping ctr. 4 yrs. \$350k now by Absentee Seller. Owner Manager will do \$40k - \$60k per mo. first year.
- 3283 - Palmdale/Lancaster – High growth area. GP Grossing \$1.5 mil. FFS. Net 40% plus. Eight Ops. Established 40+ yrs. Seller to stay for a smooth transition. F.P. \$1,250k. Real Estate available.

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