

THE Dental Trader

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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 #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

COVINA DUPLEX BLDG. & PRACTICE - (4) op computerized G.P. (3) ops eqt'd, 4th op plumbed not eqt'd. Cash/Ins/PPO/HMO/Denti-Cal patient base. 2010 Gross Collections \$251K+ on a (3) day wk. The free standing duplex building has exposure, visibility & parking, is 2,150 sq. ft. and is on an 8,900+ sq. ft. lot. Be your own landlord and rent the other side, or you can buy practice & rent space. Seller moving. **[NEW]**

GLENDALE #6 - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th op plumbed. Dentrux s/w, networked ops, & digital x-rays. In a free stand bldg. on a main blvd. Prof. Designed & decorated. Excell exposure/signage & ample free pking in rear of bldg. Additional space in rear of suite for future expansion. Mixed pts base. 2010 Gross Collect. \$490K+. Projecting \$500K+ for 2011. **[NEW]**

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+. Mixed pts base. Mos Cap checks \$5K+. Seller retiring. **[SOLD]**

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. 2011 Project Gross Collect \$370K+. Shares waiting room w M.D. who refers many new pts.

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Gross Collect \$305K on a part time schedule. Digital x-rays & Dentrux s/w. Newer leaseholds. Seller retiring but will transition. **Back on The Market.**

WOODLAND HILLS - BUILD TO SUIT MEDICAL & DENTAL OFFICES. 1,245 - 4,000 sq. ft. office space available w generous tenant improvements and/or lease concessions. Located on a very busy main blvd. Excellent exposure, signage and parking. **[NEW]**

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ORANGE COUNTY

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

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 Pedo. Excell situation for G.P. who likes to do Endo. Annual Gross Collect \$525K-\$625K. **[PENDING]**

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]**

SANTA BARBARA COUNTY

SANTA BARBARA #2 - Located in a highly sought after & desirable area, this G.P. is in a garden style prof. bldg w St. frontage. The comput. office has (4) ops/(3) eqt'd/4th plumbed not eqt'd. Pt. base is Cash/Ins. & PPO only. There are (4) days of hygiene/wk, approx. (20) new pts/mos. & is Pano eqt'd. Collects. are \$400K+/yr on a (4) day wk. Some Acc't Rcv. included for immediate cash flow. Motivated seller. Priced to sell. **[NEW]**

SANTA BARBARA #3 - (3) op comput. G.P. located in a dental/medical/prof. Bldg. Complex. 40 years of Goodwill. Cash/Ins/PPO pt. base. 8-10 new pts/mos. Annual Gross Collect. - \$250K/yr. on a relaxed (4) day wk. Digital x-ray equipped. Seller is retiring but will assist w transition. **[NEW]**

VENTURA COUNTY

OXNARD #5 FREE STAND BLDG. & PRACTICE - Be your own landlord! (4) op computerized G.P. & an 1,100 sq. ft. free stand bldg. Cash/Ins/PPO/Denti-Cal pt. base. 2010 Gross Collect \$387K+ on a (4) day wk. 2011 Project Gross Collect of \$447K. Located on a heavily traveled main st. w a pole sign. Excell exposure & visibility. (12-14) new patients/mos w no advertising. Area has several new housing tracts & a new shop ctr. Excell Growth Potential. Seller is moving. **[NEW]**

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]**

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SAN DIEGO–CARMEL MOUNTAIN AREA - JUST LISTED!! GENERAL Practice in attractive Prof. Bldg. 5 Ops in 1600 sq. ft. Panoramic X-Ray. Equipment approx. 5 yrs old. Near 15 freeway, Costco and residential areas.

EL CAJON - NEW!! GENERAL Practice and BUILDING available. 4 Ops. (3 equipped). Panorex. Approx. 50% Cash & 50% Ins. Owner does implants. Single story, free-standing building of 2200 sq. ft. Freeway close.

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ESCONDIDO - JUST LISTED!! FFS and PPO satellite GENERAL Practice in freestanding bldg. 3 equipped Ops with large windows, in 1100 sq. ft.

SAN DIEGO–CLAIREMONT - Part-time GENERAL Practice, primarily PPO. 2 equipped Ops, approx. 800 sq. ft. in Prof Bldg. Excellent satellite or starter practice with existing Pts.

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PRACTICES FOR SALE

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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.

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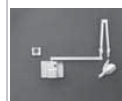
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VALENCIA GENERAL PRACTICE FOR SALE: Established practice was relocated to a new facility in 2007. The office is state of the art with designer leasehold improvements, six operatories of four year old equipment. Fully computerized, digital and equipped to be completely paperless. Seller works four days per week and collected \$740,000 in 2010 and is currently averaging over \$66,000/month in collections for this year. Net income averages 35% of collections. No Denti-Cal. \$2,500/month in capitation. Asking \$585,000.

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MISSION HILLS CLINIC PRACTICE FOR SALE: Long established practice with over 40 years of goodwill. Collected \$900,000 in 2010 with a net income of over \$450,000 on four days per week. No Denti-Cal, minimal HMO, predominantly PPO insurance patients. Practice sees 50 new patients per month and has two days of hygiene per week. Five equipped operatories with digital x-rays and available improved space to expand the office to a total of nine operatories to add specialists. Asking \$720,000. - **PENDING**

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VALENCIA PRACTICE FOR SALE: Located in a retail center, this practice collects over \$280,000 per year on three days per week with a net income of \$100,000 per year. Over \$5,000 in capitation income per month with 20 new patients per month. No advertising, no Denti-Cal, no evenings and no weekends. All of the production is done by associates as the Seller does not work in this practice. Four equipped operatories. Asking \$265,000 including the accounts receivable.



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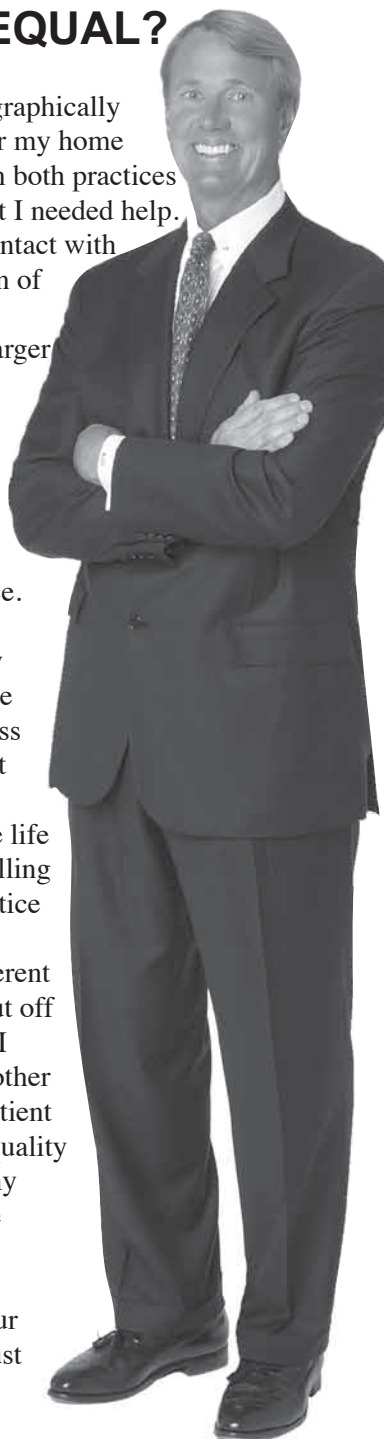
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"I had a large practice that was very successful, but not geographically convenient to my home. I had located a smaller practice near my home that I wanted to purchase, but knew that I could not maintain both practices and decided to sell. I had never sold a practice and knew that I needed help. I interviewed three established practice brokers that I had contact with over the years. I decided to list my practice with Kurt Skarin of Lee Skarin and Associates for two initial reasons: he came across as knowledgeable and confident that he could sell a larger practice and the price that he thought he could sell it for was over 15% higher than both of the other practice brokers. I definitely made the right choice. The day that I listed my practice, I received several calls from prospective buyers, but the very first dentist that came to my practice was a perfect fit. He was younger, but experienced, with a quality education and the demonstrated ability to manage a big office. He made a full price offer that day! Kurt Skarin walked me through the entire sale process and was always available any time of the day or evening to answer my many questions. He secured 100+ percent bank financing for the Buyer within less than two weeks. He assisted us with the purchase agreement and all aspects of the transfer.

Then I got scared. I had a successful practice, a comfortable life style, with the exception of a long drive to work, and was selling "my professional life" to make a life style change. The practice that I had located on my own to purchase was a very good practice, but about one-third the size of mine with some inherent restrictions in earning capability. I panicked. I wanted to put off the sale. Kurt never pressed me and gave me the space that I needed to figure things out. And he did more. He found another practice that was literally perfect for me with a very solid patient base, a Seller that had the same dental philosophy as me, a quality practice in every sense of the word, and within minutes of my home. In the end, both practice sales went smoothly and the transitions were flawless.

I would unequivocally recommend Kurt Skarin for all of your practice sale needs, but if you have a larger practice, you must give him a call." *Curt Couch, D.D.S., Van Nuys*



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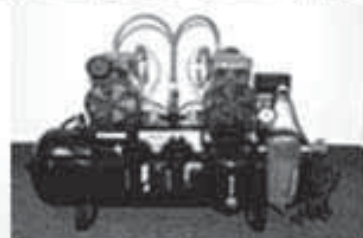


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DCI delivery unit with cuspidor and dental light. Light gray color. Rarely used. Excellent condition. Email: yjmdds@sbcglobal.net.

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PRACTICE FOR SALE #3251 – Anaheim – GP – Estb. 1,700 sq. ft., rent \$2,400. Martin Luther Campus. Estb 1967 Conservative Senior. Gross \$240k. Full Price \$150k. Call PPS (714) 832-0230.

GP needed with at least 5 years experience in Mission Viejo. Must know how to do molar endo. Call 714-914-2444.

J.Morita Panoramic X-Ray Selling a used film based panoramic machine. have the Operation and Installation Manual. (\$2,500) Sanchez24@MirelezDental.com.

PRACTICE FOR SALE San Diego (Escondido) Satellite GP. 3 Ops with lg windows, 1100 sq. ft. SDPS: 760-599-7828.

Dentist Part time/full time position in Southgate for General Dentist. Please call 323-351-3383.

practice for sale 2 op and x-rays 980 sf. Oxnard downtown. great location ppo, private, dental for detail, e-mail judyledds@yahoo.com.

LOOKING FOR FRONT OFFICE ASSISTANT IN EAST LOS ANGELES DENTAL OFFICE, BILINGUAL ENGLISH AND SPANISH, GOOD COMMUNICATION SKILL 323-722-6600.

2-Star Dental Sonic Scaler (Titan SW) with tips. Used and in good condition. Email for pictures. \$150 each Sanchez24@MirelezDental.com MirelezDDS@aol.com.

MORENO VALLEY PRACTICE Collects over \$2.25 million per year with 10 days of hygiene per week. 8 op, free standing building. Asking \$1,500,000. Kurt Skarin 805-777-7707.

Trollbyte Size 2 Sensor Positioner Starter Kit \$90 each. Five AMR/4303 and two VB/AF 3305 in each. Contact njydds620@yahoo.com.

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Looking for DA/Lab Tech for orthodontic office. Duties: taking impressions, X-rays, making retainers, pouring models, etc. Can train. wendytsai40@yahoo.com.

dentist needed part time in van nuys. must be comfortable to work on kids and do molar endo. email goldencaredds@yahoo.com.

DENTAL OFFICE TO SHARE PART TIME OR FULL TIME LOCATED IN VAN NUYS. FOR MORE INFO EMAIL goldencaredds@yahoo.com.

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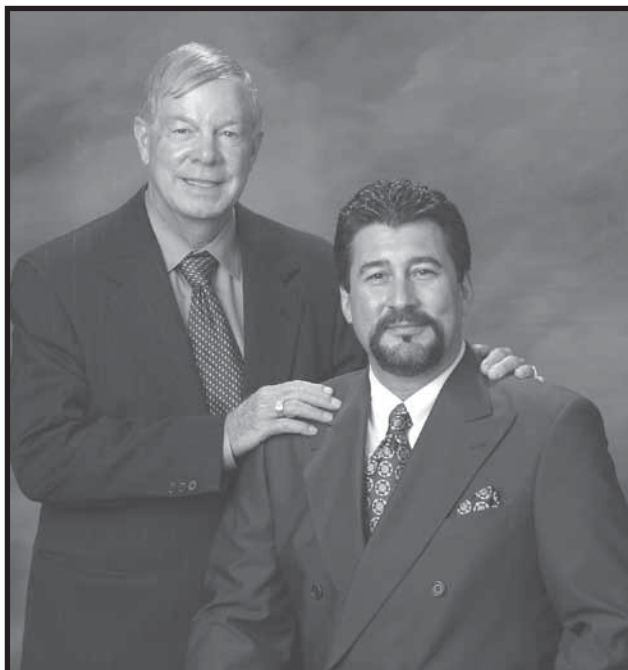
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FEATURED LISTINGS

BAKERSFIELD GP - State of the art office located in a single story busy shopping center. Seller works 4.5 days/wk, Associate 4.5 days/wk with 19 days/wk of hygiene. Great staff. Sees approximately 45 patients per day. Fee for service. Practice established in 2001. Office consist of 10 fully spacious computerized eq. ops, 2 plumbed not eq., with Open Dental software, digital x-ray and intra oral camera. Grossed approximately \$1,909,399 for 2010. Gorgeous office. Seller transition available. Property ID #4017.

CASTAIC - Modern design office located in a busy shopping center. Established in 2005. Three day per week practice with 1 day of hygiene. Insurance 70%, Cash 28% & 2% Capitation. Seller sees approximately 10-12 patients per day. Fully computerized practice with 3 eq. ops., 2 plumbed not eq., Dentrix software, intra oral camera and digital x-ray. Grossed \$357,460 for 2010. Projecting approximately \$386,449 for 2011. **BUYER'S NET OF \$116,787.** Excellent traffic flow with great street visibility. Property ID #4045.

FRESNO "Central Valley" GP - Well designed office located in a single story building with over 20 years of goodwill. Seller works 2 days/mo, 4 Associates work 1-2 days/wk each and Hygiene 7 days/wk. Office sees approximately 90 patients per month. Income source: Insurance /Cash / Capitation (approx. \$20K in cap checks/mo). Office consist of 4,530 sq. ft. suite, 10 fully computerized eq. ops., with digital x-ray and intra oral camera. Grossed \$2,081,826 in 2010. Great location and good street visibility. A MUST SEE! Property ID #4023.

S. ORANGE COUNTY ORTHO - Fully designed Orthodontic practice located in two story medical dental building near to the mall and the 5 freeway. This turnkey digital practice consist of 1, 180 sq. ft. suite, 4 chairs in open bay, 1 consultation chair, with Ortho II software. Office newly renovated. Only orthodontist in the building. Practice was established in 1990. There are approximately 160-200 active patients. Motivated seller has two other practices. Property ID # 4041.

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GREATER LOS ANGELES COUNTY

ARCADIA – Spacious 2,600 sq. ft. luxury office with a home town feel. Leasehold improvements and equipment Only!! 6 fully eq. op's with Adec chairs, lights and deliveries, 5 GX-770 X-Ray Units, All Star 3 dual head compressor and vacuum, 5 Doctor chairs, 5 assistant chairs, Telcam Intraoral Camera, Panasonic phone system and more. Incredible window views of the mountains and Santa Anita horse track in a professional building attached to a hospital. Price for immediate sale. Property ID #4015.

CASTAIC – Modern design office located in a busy shopping center. Established in 2005. Three day per week practice with 1 day of hygiene. Insurance 70%, Cash 28% & 2% Capitation. Seller sees approximately 10-12 patients per day. Fully computerized practice with 3 eq. ops., 2 plumbed not eq., Dentrix software, intra oral camera and digital x-ray. Grossed \$357,460 for 2010. Projecting approximately \$386,449 for 2011. **BUYER'S NET OF \$116,787.** Excellent traffic flow with great street visibility. Property ID #4045.

CLAREMONT – Leasehold Improvements & Equipment Only!! State-of-the-art practice located in Medical building with 3 computerized ops., Softdent software and digital x-ray sensors. All equipment is approximately one year old and some never used. Seller invested \$100,000 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!!! Property ID #3994.

ENCINO - PRICE REDUCED! 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.

ENCINO – Leasehold Improvements, Equipment & Some Charts!! Located on the second floor of a multi story professional building with 2 fully eq. ops and 1 plumbed not eq. Computerized office with new Easy Dental software, Endos portable x-ray and Pano. Retiring seller works 2-3 days/wk. Established 6 years ago. An excellent starter practice. Low sales price for immediate sale. Property ID #4005.

LONG BEACH GP - With over 52 years of goodwill this modern refurbished office is located in a 2 story Medical / Dental building. Near busy shopping area and high traffic area. Fee for service practice. 100% Patient referral. Seller works 3 days/wk with 3 days/wk of office. Seller sees approximately 12-15 patients/day. Practice consist of 5 eq. ops., with Eagle soft software, and intra-oral camera. **BUYER'S NET OF \$213K.** Property ID # 4003.

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Alice C. King, V.P.



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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. Priced for an immediate sale!! Property ID #3791.

LOS ANGELES - PRICE REDUCED! Leasehold Improvements and Equipment. 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 - PRICE REDUCED! Prime dental office location in the famous Wilshire West Building on the west side of Los Angeles. Wired for a digital network – no equipment – but an excellent lease that is well under market rate and includes all utilities. Seller has outgrown the location – spent over \$100,000 in leasehold improvements three years ago. Recommend you visit to appreciate the area and the opportunity. Call your CPS broker for pricing and an appointment. Priced for an immediate sale. Property ID #4011.

LOS ANGELES - Leasehold improvements and equipment only! Excellent for a first time Buyer. Neat office with 3 eq. ops located in a multi story professional building. Priced for an immediate sale. Great views to downtown L.A. Property ID # 4025.

LOS ANGELES (GP) – Turn-Key office in the Westchester area. Established in 1972, this fee for service practice is located in the 11th floor of a 12 story medical dental building. Retiring seller works 4 days/wk and sees approximately 5-8 patients per day. Fully designed office with 2 eq. ops. Good family dentistry. Beautiful windows views from the operatories to the L.A. mountains. Remodeled in 2002. Priced for an immediate sale! Property ID #4039.

LOS ANGELES (GP) - Great opportunity for a first time Buyer in the Westchester area. Leasehold Improvements & Equipment Only. Located in a one story brick building on a busy street. Free parking. Great exposure, visibility and signage. Practice consist of 1,100 sq. ft., and 5 eq. ops. Reasonable rent. Low sales price for immediate sale! Property ID #4043.

RESEDA (GP) – Family dental Turnkey office located in a single story Medical / Dental building with excellent street visibility and high traffic flow. Reasonable rent. Office consist of 2 fully eq. ops, with Open Dental software. Seller works 3.5 days/wk and sees approximately 15-20 new patients per month. 100% patient referral. Income Source: 50% insurance / 20% cash / 20% Medi-cal / 10% capitation. Established in 2008. Motivated Seller relocating out of state. Great starter. Property ID #3998.

SAN GABRIEL – PRICE REDUCED! GP or Specialists- Leasehold Improvement & Equipment Only– Newly remodeled spacious practice with 3 fully eq. ops., 1 plumbed not eq. op., 1,255 sq. ft. suite located in a prestigious 3 story brick medical professional building. Retiring Seller owns the building and is ensuring a smooth transition and ease of leasing arrangements. Seller willing to carry 50% of financing! Property ID #3161.

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.

TARZANA (GP) – Turn Key! Established in 2008, this fee for service practice is located in a two story professional building on a busy street with good signage and visibility. The modern design digital practice consists of 1,770 sq. ft. suite, 4 fully computerized spacious eq. ops, 1 plumbed not eq., and Practice Web software. Office is open 5 days/wk and sees approximately 5-10 patients/day. 100% patient referral. Great opportunity. Sellers are motivated and must retire. Property ID#4031.

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and Appraising of Dental Practices



Maria Silva, V.P.

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 \$120K.** Property ID #3931.

ORANGE COUNTY

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.

GARDEN GROVE (GP) – Turnkey practice with over 20 years of goodwill located in a one story free standing building with ample parking. Reasonable rent. This office consist of 1,200 sq. ft., 2 eq. ops., 1 plumbed not eq., with Dentist Mate software. 4 day per week practice and sees approximately 10-15 new patients per month. Income source: 30% insurance / 47% cash / 23% capitation. 100% patient referral. Grossed approximately \$178,748 in 2010. Easy freeway access. Great exposure, visibility and signage. Property ID #3988.

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.

IRVINE – Leasehold Improvements & Equipment Only. Well laid out office in a multi story professional medical building. Great views and good freeway access. Office consist of 7 computerized eq. ops with intra oral camera. Suite is approximately 1,867 sq. ft. Has new to older equipment. Seller purchase property. Priced for immediate sale. Property ID#4019.

LAKE FOREST - PRICE REDUCED! 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.

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 Dentrrix 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.

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., 1 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.

CLOSED

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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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RIVERSIDE & SAN BERNARDINO COUNTIES

HEMET (GP) - Practice established in 1988, fee for service office located in single story strip mall. Practice consist of 1,435 sq. ft. suite, 4 fully computerized eq. ops., with Easy Dental software, intra oral camera and digital x-ray. Office is open 2 day/wk, associate sees approximate 10-12 patients per day. Grossed \$165,387 in 2010. Great location is shopping center. Great street visibility and foot traffic. Property ID #4037-1.

HEMET (GP) - Established in 2004, located single story strip mall. Practice consist 1,379 sq. ft. office, 4 fully computerized eq. ops., with Easy Dental software. Office is open 2 days/wk and associate sees approximate 11-12 patient per day. 70% insurance / 28% cash / 2% capitation. Grossed \$105,145 in 2010. Seller invested over \$300,000 in the built out. Property ID # 4037-2.

MORENO VALLEY - PRICE REDUCED!! Turn-Key practice in busy Ralph's shopping center. 3 fully eq. ops., 2 plumbed not eq. ops., 1, 650 sq. ft. suite located in a single story building. Computerized office with Camsight software, intra oral camera and digital x-ray. Approx. 1-3 year old equipment. Seller works 2 1/2 days/wk. Approx. 20 patients/mo. Income source: 80% insurance & 20% cash. Seller will be focusing on his primary office in Corona. Property ID #3311.

MURRIETA (GP) - Turnkey practice located in a prestigious stand alone building. This state of the art office consist of 6 spacious eq. ops., with Open Dental software, intra oral camera and digital x-ray. Seller works 3 days/wk and sees approximately 10-15 new patients per month. Fee for service. 100% patient referral. Property ID # 4002.

****Seller will consider leasing the space and equipment for a reasonable price. Please contact your CPS Agent for more details.***

MURRIETA (GP) - PRICE REDUCED!! Leasehold improvement, equipment and some charts. Well design office with 4 fully eq. ops., 1,350 sq. ft office located in a single story condo. Computerized office with Easy Dental software. Newer equipment. Seller will be focusing on his primary office in Calexico. Property ID #3221.

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.

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.

KERN & SANTA BARBARA COUNTIES

FRESNO "Central Valley" GP - Well designed office located in a single story building with over 20 years of good-will. Seller works 2 days/mo, 4 Associates work 1-2 days/wk each and Hygiene 7 days/wk. Office sees approximately 90 patients per month. Income source: Insurance /Cash / Capitation (approx. \$20K in cap checks/mo). Office consist of 4,530 sq. ft. suite, 10 fully computerized eq. ops., with digital x-ray and intra oral camera. Grossed \$2,081,826 in 2010. Great location and good street visibility. A MUST SEE! Property ID #4023.

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Greg Beamer, V.P.

BAKERSFIELD GP - State of the art office located in a single story busy shopping center. Seller works 4.5 days/wk, Associate 4.5 days/wk with 19 days/wk of hygiene. Great staff. Sees approximately 45 patients per day. Fee for service. Practice established in 2001. Office consist of 10 fully spacious computerized eq. ops, 2 plumbed not eq., with Open Dental software, digital x-ray and intra oral camera. Grossed approximately \$1,909,399 for 2010. Gorgeous office. Seller transition available. Property ID #4017.

SANTA MARIA (GP) - PRICE REDUCED! Office was established over 13 years ago and is located in a Medical plaza. Seller works 4 days/wk and sees approximately 14-15 patients/day. Income source: 45% insurance / 39% cash / 2% capitation / 14% healthy families. Practice consists of 4 fully computerized eq. ops, with Eagle Soft software and Intra oral camera. Great visibility from street and parking lot. Seller moving out of area. Grossed approximately \$654, 962 in 2010. Property ID #4007.

SPECIALTY OFFICES

SOUTH ORANGE COUNTY (ORTHO) - Turn-Key Orthodontic practice located in one story business building on a incredibly busy shopping center with convenient freeway access. Office consist of 2,500 sq. ft. suite, 5 chairs in open bay, 1 plumbed not eq., computerized with Ortho II software and digital x-ray. Seller works 2 days/wk. Fee for service practice. Have approximately 200 active patients. Established in 2003. Perfect for Ortho/Pedo combo. Property ID #3990.

S. ORANGE COUNTY ORTHO - Fully designed Orthodontic practice located in two story medical dental building near to the mall and the 5 freeway. This turnkey digital practice consist of 1, 180 sq. ft. suite, 4 chairs in open bay, 1 consultation chair, with Ortho II software. Office newly renovated. Only orthodontist in the building. Practice was established in 1990. There are approximately 160-200 active patients. Motivated seller has two other practices. Property ID # 4041.

UPLAND / CLAREMONT AREA (ORTHO) - Established Orthodontic practice in a medical / dental building in upscale neighborhood with an ideal location. 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) - 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 \$627,192 for 2010. **BUYER'S NET OF \$261,323.** Property ID #3661.

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PALM SPRINGS *New Listing!*

Long established, 4 op GP in a newly built out facility with new equipment. The seller is retiring.

TORRANCE *New Listing!*

GP in a modern, efficient 1,200+ sq ft office with 4 ops (3 equipped and 1 unequipped). Includes intraoral cameras & digital X-rays.

RIVERSIDE COUNTY, ORAL SURGERY PRACTICE *New Listing!*

Nicely appointed, 3 op oral surgery practice in a prime location with easy freeway access. The seller is retiring.

THOUSAND OAKS AREA *New Listing!*

Four op (3 equipped and 1 unequipped) GP located in a highly sought after medical/dental complex in an affluent area. The seller is retiring.

CENTRAL SAN DIEGO

Long established, consistently growing 3 op GP in an easily accessible professional building.

SAN DIEGO - PERIODONTAL PRACTICE

Vibrant, 4 op perio practice primarily treating periodontal disease. Opportunity for growth by adding implant services.

SOUTH ORANGE COUNTY *Price Reduction!*

Attractive, 4 op GP in an easily accessible location with ample parking just off of a major freeway. Upper income, loyal patient base.

NORTH SANTA BARBARA COUNTY

Four operator (3 equipped and 1 plumbed/unequipped) general dental practice located in a medical complex. Well established in a growing area.

BAKERSFIELD

Busy, GP in a popular commercial area. The practice has room for growth with 3 equipped ops and 2 plumbed/unequipped ops.

S.W. RIVERSIDE COUNTY

Nicely appointed, well established, 4 op GP in a busy community. Situated in an easily accessible professional building.

LANCASTER *Price Reduction!*

Long established, 4 op GP with an excellent location in a professional complex. Strong patient base developed over 34 years.

LOS ANGELES (Endo) *Price Reduction!*

4 op, long established endodontic practice. Located in an easily accessible professional building next to a major intersection.

KERN COUNTY *Price Reduction!*

Well established, 6 op GP with a great location for the dentist desiring a rural lifestyle in a friendly community. Amazing growth potential.

FLATHEAD VALLEY AREA, MONTANA *New Listing!*

Beautiful, 5 op GP with an established reputation for quality.

LAS VEGAS/SUMMERLIN AREA, NEVADA *New Listing!*

Consistently growing GP in a 4 op, nicely designed office.

LAS VEGAS, NEVADA

Thriving and efficient GP with an easily accessible location.

ARIZONA PROSTHODONTIC PRACTICE

Eight op prosthodontic practice in affluent, desirable location.

WASHINGTON STATE INLAND EMPIRE

Long established, 6 op (5 equipped/1 unequipped) GP in an attractive building.



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Orthodontic office in San Fernando Valley looking for assistant with orthodontic experience. RDA license preferred. Benefits are available. Email wendytsai40@yahoo.com.

Dentist looking to work P/T on Saturdays around the San Fernando Valley area, email dradsidhu@gmail.com for inquiry and resume.

PRACTICE FOR SALE #3248 – Small town near Palmdale – GP Est. 15 yrs. Previous Seller Grossed \$800k in hi identity shopping ctr. Gorgeous office. 5 Ops. Nicely appointed. Patients highly educated and salaried. This practice is available now @ \$200k. A fantastic buy. Expect \$500k 1st year. Call PPS (714) 832-0230.

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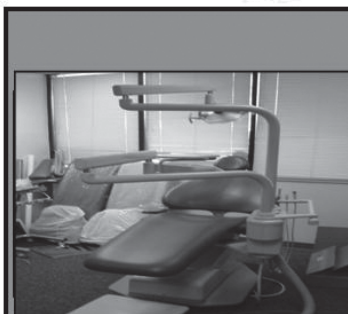
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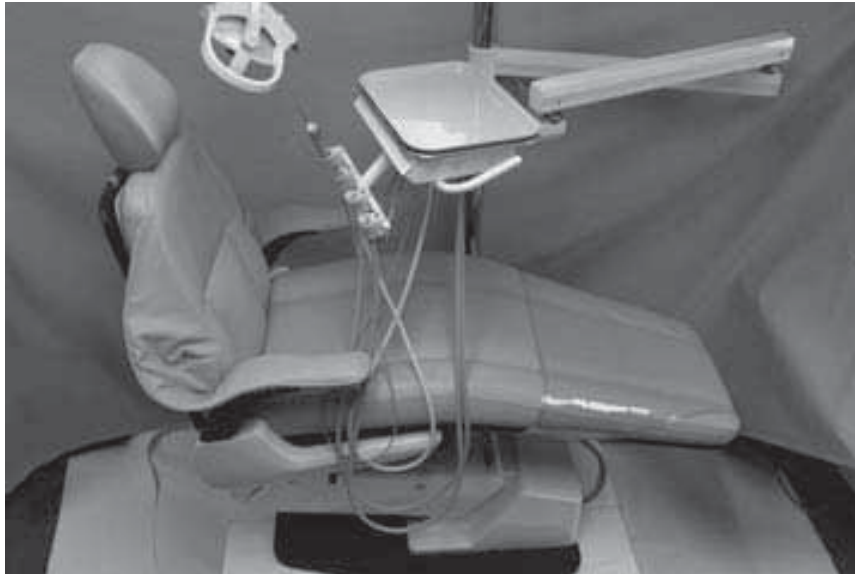
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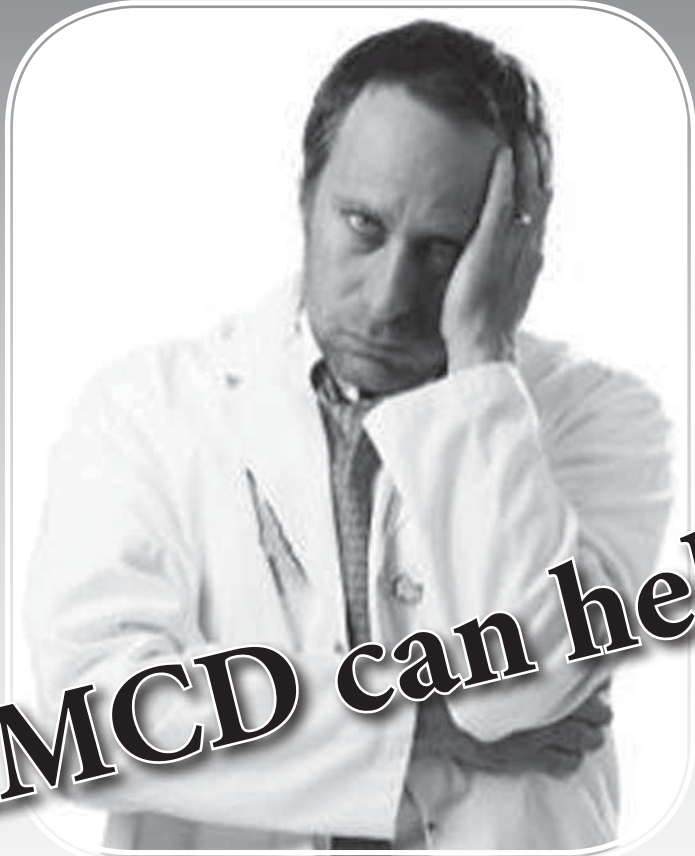
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September 13

Earl G. Freymiller, DMD, MD
"Management of Medical Emergencies
in the Dental Office"

October 11

Sergio Kuttler, DDS
"Simplicity in Endodontics:
An Achievable Goal"

All day meeting
DoubleTree Hotel
6161 Centinela Ave
Culver City

Saturday, 8:00 am
7 CE units

Fees: call for information 310 349-2199

December 3

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- **BIG BEAR CITY:** *For Sale-General Dentistry Practice.* 26 years at current location. Gross Receipts \$428K. 3-equipped operators. Doctor owns the building. New lease available or option to purchase. #14345
- **CORONADO:** *For Sale-General Dentistry Practice.* Gross Receipts in 2010 \$405K. Office space 1,400 sq. ft., 4 operators, Laser, Intra-Oral Camera. 1,000 active patients. 2 hygiene days a week. Practice has operated in its present location for 40+ years. Owner retiring.
- **EL DORADO HILLS:** *For Sale-General Dentistry Practice.* 2009 GR \$790,758, adjusted net income of \$312K. Intra-oral camera, pano, Softdent software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring.
- **EL DORADO HILLS:** *For Sale-General dentistry practice.* Gross Receipts of \$834K with adj net of \$389K, 53% overhead. Office has five equipped operators in 1485 sq.ft. Pano, Intra-oral Camera, Dextrix, 5 days of hygiene. Owner retiring.
- **FOLSOM:** *For Sale-General Dentistry Practice.* Gross Receipts in 2010 were \$703K with an adjusted net income of \$300K. 5 days of hygiene and approx 1500 active patients. Leased Office is 2,000 sq ft with 4 equipped operators-5 possible. Patient Base software. Owner to retire.
- **FOLSOM:** *For Sale-General Dentistry Practice* 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5), Intra-oral camera, fiber optics in all ops. Patient base software. Owner retiring.
- **FOLSOM:** *For Sale-General Dentistry Practice.* Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K.
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- **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. Intra-Oral Camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337.
- **GRASS VALLEY:** *For Sale-General Dentistry Practice.* Owner retiring. Gross Receipts \$89K. Practice has been in the same location for the past 33 years. 2 equipped operators, 3-4 available. Panoramic X-ray. Doctor owns building, which is available for purchase. This practice can also be combined with another Grass Valley practice also listed for sale. #14362.
- **GREATER CHICO:** *For Sale-General Dentistry Practice.* Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operators, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- **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 2,000 sq. ft. Digital office with Dextrix. Equipment is nine years old. Delta Premier is only insurance. Owner retiring.
- **GREATER SAN JOSE AREA:** *For Sale-General Endodontic Practice.* 2009 Collections were \$1,187MIL with an adjusted net income of \$696K. There are 4 ops in this
- **nicely decorated 1,400 sq ft office space. 4 microscopes. Owner has been in same location for 26 years with long-term employees. Owner is retiring but will continue to work 1 1/2 to 2 years through the transition with the buyer.**
- **HAWAII (MAUI):** *For Sale-General dentistry practice.* Gross Receipts of \$636K. Office has four equipped operators in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 1/2 days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise.
- **IRVINE & COSTA MESA:** *For Sale-General Dentistry practice combined.* Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dextrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dextrix. #14355.
- **LAGUNA NIGUEL:** *For Sale-General Dentistry Practice.* 2010 gross receipts were \$503k. 4 operators, 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
- **LINDSAY:** *For Sale-General Dentistry Practice & building.* Gross Receipts in 2010 \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 3 operators available (2 equipped), Intra-Oral Camera, Soft-Dent software. 3-hygiene days a week. Owner retiring. #14363.
- **LIVERMORE:** *For Sale-General Dentistry Practice.* 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this newly updated 1,082 sq. ft. office space. Dextrix 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

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- **MODESTO:** *For Sale*-General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrax, Cerec, and Intra-Oral Camera. Owner to retire. #14308
- **NAPA:** *For Sale*-General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$250K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days. 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- **NEWPORT BEACH:** *For Sale*-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.
- **NORTHERN FRESNO:** *For Sale*-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operatories. Dentrax software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
- **NORTHERN CALIFORNIA:** *For Sale*-For Sale- Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active patients. 1000 sq ft, panoramic X-Ray, Dexis Digital and Dentrax software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.
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- **PLEASANTON:** *For Sale*-General Dentistry Practice. Owner has other practice in Bay Area only in Pleasanton 1 day/wk. 300 active patients. Excellent location-beautiful 1600 sq.ft. 5-op office. Equipment like new, intra-oral camera, pano, Easy Dental software. Must See. #14364.
- **PLUMAS COUNTY:** *For Sale*-3 equipped ops. Space available for 4th op. 1,245 sf 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). Dentrax 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, Dentrax 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, Intra-Oral Camera, Dentrax, 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 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. Dentrax software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate. #14356.
- **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
- **SANTA BARBARA:** *For Sale*-General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral Camera, Schick Digital X-Ray, Datacan software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- **SAN LUIS OBISPO:** *For Sale*-Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrax software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.
- **SANTA CRUZ:** *For Sale*-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrax software. Practice has been in its present location since 1980. Owner retiring.
- **SANTA CRUZ:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361
- **TORRANCE:** *For Sale*-General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Btrial System, and Camlight software in this 2 equipped, 3 available-chair office. Gross Receipts \$434K with 38% overhead. Owner relocating. #14320
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- **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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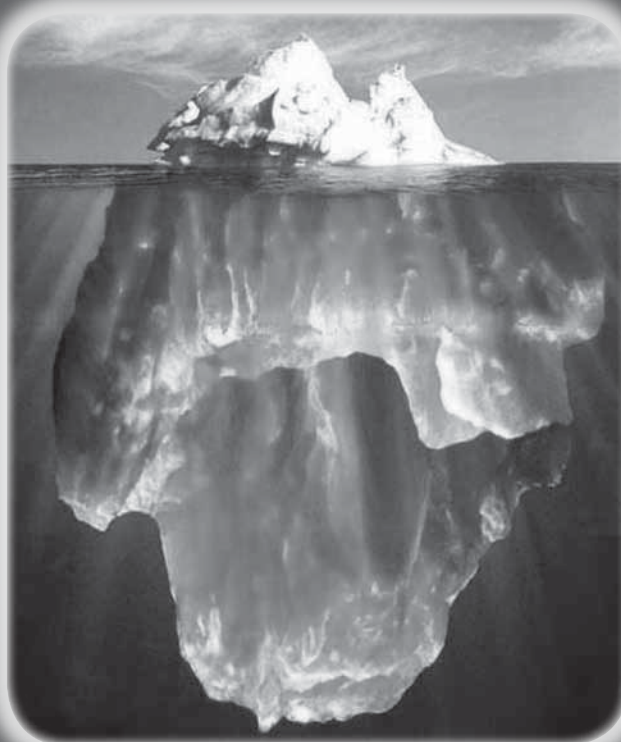
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- 6005 - Fairfield - West of I-80. Seeks full time Successor. Operates on 2.5 week schedule by Owner with other commitments. Collected \$500k in 2010 with profits of \$249k. Attractive 3 Op suite. Highly visible location.
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- 3226 - Corona - New Hi identity. New shopping center. Grossing \$400k. HMO \$3k - \$4k/month and growing. 4 Ops room for more. Bargain price.
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- 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800,000 in hi identity shopping ctr. Available now @ \$250k
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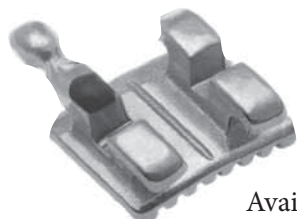
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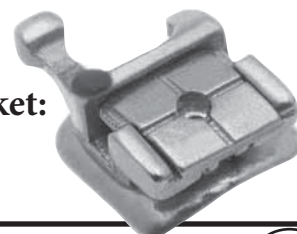
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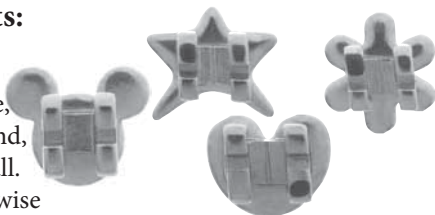
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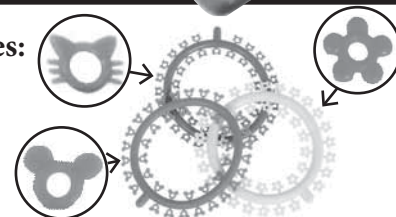
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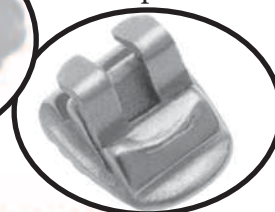
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