

# THE Dental Trader

VOL. 9 NO. 8 • AUGUST '12  
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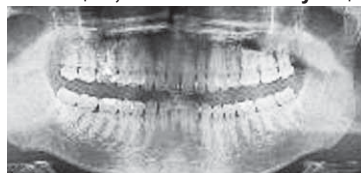


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**Dental office for sale** in Elk Grove, CA Tel. (916)761-5595.

**Dentist for SUNDAYS** In San Diego County.  
monica3372@hotmail.com.

**Endodontist needed** in Goleta ca. Please email resume  
huy\_n68@yahoo.com.

**We need a used** digital pan ceph machine in great condition  
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**Encino** Burbank office locations for sublease, share, or sell.  
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**Biolase MD 2007** for sale Located in orange county. Email: lidadmd@yahoo.com.

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**used Digital panoramic & ceph** needed ASAP call 626-755-9119 paul.

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### FRESNO COUNTY

**CENTRAL VALLEY/SO. FRESNO CTY** - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrax s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K+ on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A. **[NEW]**

### KERN COUNTY

**BAKERSFIELD #21 Bldg. & Pract. for Sale** - (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. \$500K on (3) - (4) days/wk. Cash/Ins/PPO/<1% Denti-Cal. Seller retiring. **REDUCED**

**BAKERSFIELD #24** - (4) op comput. G.P. located in a strip ctr. w exposure, visibility & signage. (2) ops eqt'd w newer eqt. (2) add. plumbed ops. Cash/Ins/PPO pt base. Gross Collect \$180K+/yr p.t. Low rent. Seller retiring. **[NEW] [PENDING]**

### LOS ANGELES COUNTY

**ANTELOPE VALLEY** - (7) op comput. G.P. located in a highly visible, easily accessible, free standing bldg. on a main boulevard. All ops are digital x-ray equipped. There is a Pano and a Ceph., an experienced staff, and room to grow. (20-30) new pts/mos. (50+) years of Goodwill. Cash/Ins and some PPO pt base. Annual Gross Collections of \$1.5M+. Projecting \$1.6M+ Collections in 2012. A Real Money Maker! **[NEW]**

**CONEJO VALLEY - "TO DIE FOR!" GORGEOUS** (3) op comput. G.P. & Condo. Digital & chartless. Cash/Ins/PPO pt base. Annual Gross Collect. \$500K+ on 3.5 days/wk. 17 years of Goodwill. Refers out all Endo, O.S. & Perio Surgery. Restorative practice w upper middle class pts. Seller retiring. **[NEW]**

**COVINA #3** - (3) op computerized G.P. w (52) years of Goodwill. Cash/Ins/PPO pt. base. 2011 Gross Collect ~ \$242K on an easy (3) day wk. Located in a small prof dental/medical bldg. on a main St. Free off St. parking. Low rent. Seller retiring, but will assist w transition. **[SOLD]**

**HACIENDA HEIGHTS** - (2) op p.t. G.P. located in a shop. ctr. w exposure/visibility & signage. Low overhead office w high % net. Cash/Ins/PPO pt. base. 2011 Gross Collect \$164K+ on 2 1/2 days/wk. Seller retiring from private practice to work for county. **[NEW]**

**LOS ANGELES (SILVERLAKE - ATWATER AREA)** - (3) op G.P. located in the trendy Silverlake - Atwater area of L.A. (28) years of Goodwill. Cash/Ins/PPO pts. 2011 Gross Collections ~ \$140K on a p.t. schedule. Retail store front w exposure/visibility. Seller owns bldg. & will grant Buyer first right to purchase in future. Seller retiring, but will assist w transition. **[SOLD]**

**NORTHIDGE** - (6) op comput. G.P. (5) ops eqt'd (6th) partially eqt'd & plumbed. (20) years of Goodwill. Cash/Ins/PPO/HMO pts. 2011 Gross Collections \$400K+ on a two day week. Approx \$3K/mos Cap cks. 17-19 new pts/mos. Seller to concentrate on his main office, & is to busy for this one.

**RESEDA #6** - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$150K part time. Digital X-rays & Dentrax s/w. Excell starter or 2nd office. **REDUCED. BRING ALL OFFERS!**

### RIVERSIDE COUNTY

**RIVERSIDE** - Very clean & well maintained (3) op G.P. Located in a shop ctr. w exposure/visibility/signage. Retiring DDS working (2-3) easy days per wk. Refers all speciality work. Cash/Ins/PPO & minimal amt. Denti-Cal. Annual Gross Collect. \$180K. Does no advertising. (30+) years of Goodwill. **[NEW]**

### ORANGE COUNTY

**IRVINE** - (3) op comput. turnkey office. Some charts included but not guaranteed. Located in a shop. ctr. w exposure/visibility & signage. Pano equipped. Plumbed for central nitrous. Digital x-rays. Location has been a dental office since 1992. **[NEW]**

### SAN BERNARDINO COUNTY

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### SANTA BARBARA COUNTY

**SANTA BARBARA #3** - (3) op comput. G.P. located in a dental/medical/prof. bldg. complex on the 1st floor w easy access to parking. Dr. retiring after 40 years. Significant goodwill available in the charts. Does little Peds even tho many kids are attracted to the complex. Refers all specialities. 8-10 new pts/mos. 6-8 pts/day. Ave. Annual Gross Collect. \$250K on a 4 day wk. Cash/Ins/PPO pts. Digital X-rays. Support during transition. Very attractive price.

### TULARE COUNTY

**SAN JOAQUIN VALLEY** - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring. **[NEW]**

**So. TULARE COUNTY - PORTERVILLE AREA** - (6) op comput. G.P. in a major shop. ctr. w exposure & visibility. Cash/Ins/PPO/Kids Denti-Cal pt. base. Annual Gross Collect. \$500K+ on a (4) day wk.

### VENTURA COUNTY

**PORT HUENEME #1** - (3) op comput. G.P. in a strip ctr. On a heavily traveled thoroughfare. Exposure/visibility/signage. Cash/Ins/PPO & some Cap. Very low rent & overhead. Gross Collect. \$220K/yr on 2 1/2 days/wk. Does no advertising. Office is Associate run (2) days/wk. Seller works 2 days/mos. Seller attends speciality program, is graduating, & is buying a speciality pract. **[SOLD]**

**PORT HUENEME #2** - turnkey office w charts. (3) ops eqt'd. In a strip ctr w exposure, visibility, & signage. In an upscale beach area. Easy Dental s/w, digital tomograph, & digital x-ray. 2011 Goss Collect. \$200K+ first 6 mos. 2010 Gross Collect \$369K+ on an Associate run three day wk. Associate left July, 2011. Owner decided to fold pract. into his Camarillo office. Most pts did not transfer. Many are now waiting for a new practitioner at this office. What an opportunity!

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**Prosthodontist needed** in an office in west Los Angeles. Please fax your resume to 310-553-5952.

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**Orthodontist looking to buy** used Planmeca digital pan and cephalometric machine. Please contact ortho888@gmail.com.

**CA licensed Dentist** is looking for investors to partner in dental practices under my dental license. Call (858)822-9666.

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**PART-TIME DENTAL ASSISTANT** needed in Huntington Beach. Peaceful working place. Must take good digital xrays/dental impressions. Send resumes office@seabreezedental.com.

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**PRACTICE FOR SALE** Coming UP! – Long Beach area – Corner Location. Bread & Butter practice. Long established. Collects \$500k per yr. Call PPS (714) 832-0230.

**PRACTICE for SALE** Los Angeles. 2 Equipped Ops, plumbed for 3rd. Located in a popular retail plaza, in the heart of Koreatown. Broker - Charles Kim 562-431-2144.

**WANTED** mobile nitrous oxide system. new or used. Must be functioning. e-mail with details. allproductsforsale@gmail.com.

**Vista Practice** seeks full time mature front desk person. Fast paced, high energy office. Send resume to cjdentalsmile@gmail.com.

**Panoramic Cephalometric** X-ray PC1000 and Gendex Automatic Developer with Daylight loader \$3000. 3104475790 or mfiroz@aol.com.

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**OCEANSIDE/CARLSBAD—PERIODONTAL PRACTICE.** Long-established Insurance and Cash practice. Doctor practices 2-3 days/wk. Situated in freestanding building on very busy thoroughfare. Excellent lease.

**CARLSBAD—FOR LEASE.** Fully built-out dental office situated in 2-suite Dental Bldg. Approx. 1700 sq. ft. with lots of windows. 4 Ops. Very spacious office!!

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**ESCONDIDO—GENERAL** Practice and **BUILDING.** Primarily PPO. 3 Ops (2 equipped) in approx. 1000 sq.ft. Building is freestanding, very visible on corner lot. 30 years of Goodwill!!

**TEMECULA—GENERAL** Practice established 2003. 8 Ops (4 equipped) in 2400 sq. ft., in retail center. Close to 15 fwy in "Old Town."

**ESCONDIDO—NEW LISTING!!—GENERAL** Practice and **BUILDING.** Started in 1995, currently part-time due to disability. 75% PPO. 5 equipped Ops (3 more plumbed). Freestanding Building situated in residential & professional area. 1705 sq. ft. Lots of dentistry referred out.

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"Having been represented by Mr. Kerendian many times, I was impressed with his expertise, quick response to questions, and degree of care."

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

"I have been working with Mr. Kerendian, and he has shown utmost professionalism and devotion to me."

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**PRACTICE for SALE** Fullerton (Call for price) Street front location. Established with 30+ years of goodwill - Low overhead, 2 Equipped Operatories. Plumbed and expandable to 4 Operatories. Broker - Charles Kim 562-431-2144.

**SAN GABRIEL Practice SALE** 2 Unites, 3 Plumbing, Cable, Low rent, Long lease, 168 Supermarket across, Visibility, Assistance buildup, 626-287-5988.

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# Practice Sales & Appraisals

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## *Featured Practices for Sale*

**ANAHEIM** – Turnkey Practice Opportunity. First floor location in Strip Center. 2ops equipped; 3 plumbed. Seller relocating from area. Sign. Visibility.

**BAKERSFIELD** – Small /part-time 3 ops practice catering to HMO patients. First floor location. Seller relocating from area. Excellent starter or merger opportunity.

**BEACH CITIES (upcoming)** – High-end/ private only practice. 4 ops. Spectacular ocean views. Over 20 years of goodwill. Revenues exceed \$40k/month on part-time schedule. Contact us to be placed on call-back list.

**BEVERLY HILLS** – Starter practice or merger opportunity. Over 35 years of goodwill! Owner retiring. 3 Ops. Most specialty procedures referred out. Private patients only. Transition available. Professional building.

**CORONA** – 2 Years Established Turnkey Practice opportunity / Bank Repo. Some patients. 3 equipped ops. Low Cost Office Lease. Act quickly.

**FONTANA** – This one has it all! Single-user/free standing building. Ample parking. Large sign. Very busy street. Growth area. State-of-the-Art equipment. 8+ op facility. Revenues exceed \$60k/month. Owner works limited schedule. Serious buyers only!

**KERN COUNTY** – Long established practice in free standing bldg. 5+ ops. Just north of Bakersfield, this location is a store front practice with monthly revenues in excess of \$30K/mo. on part time basis. Long term staff will remain for smooth transition. Priced for immediate sale.

**LONG BEACH** – Cap Practice with revenues of over \$20k/month on part-time schedule. 1st floor location in professional building. Priced right!

**LOS ANGELES (near LAX)** – 3 Op practice with revenues of \$25k/month. Looking for right practitioner to take over. 1st floor location. Low overhead.

**LOS ANGELES** – Small Capitation Practice with revenues of nearly \$20k/month. Looking for aggressive practitioner to take this practice to the next level! Currently no advertising & seller working limited sched. Low overhead.

**MONTEBELLO** – Turnkey Practice Opportunity. First floor location in Major Shopping Center – just off 60 Fwy.! Very busy site across from B of A branch. 2ops equipped/3rd plumbed. Excellent started opportunity.

**NORTH HOLLYWOOD** – Practice with over 14 years of goodwill. First floor location in Major Shopping Center with busy anchor tenants. 3 ops equipped. Seller retiring. Sign. Visibility. Walkins.

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**ONTARIO (upcoming)** – Call now to be placed on list – this one won't last! Shopping center location. Established 8 years. Revenues of \$40/month w/out advertising.

**RESEDA** – Long-established private practice with some HMO revenues. Monthly revenues of \$35k/month. 4 ops located in professional building. Nice design and modern appearance. Seller working limited sched.; willing to assist in transition.

**RIVERSIDE** – Over 10 years of goodwill for this part-time practice. Seller refers most specialty work. Mix of Private/PPO. Ample parking. Priced right!

**SAN DIEGO (downtown/upcoming)** – Retiree with 30+ years of goodwill. Seller works 4 day/wk sched. Busy hygiene program. 4 ops. Revenues exceed \$50k/month. Call now!

**SAN FERNANDO VALLEY (upcoming)** – Shopping Center location with thousands spent on tenant improvements. 4 ops. One of the busiest intersections in all San Fernando Valley. Sign across store front. Ample parking. Revenues exceed \$50k/month. Tremendous opportunity.

**SAN FERNANDO VALLEY** – Strip center with sign exposure on major blvd. Drive-up easy parking. Beautifully equipped office with 3 ops plus separate x-ray room and private office. Low rent rate.

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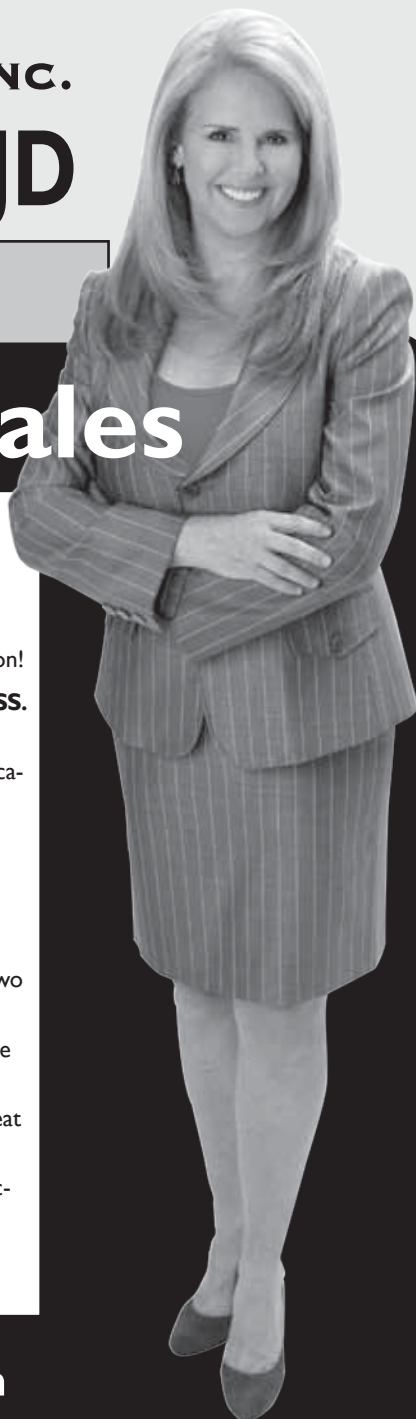
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**BEVERLY HILLS COSMETIC PRACTICE FOR SALE:** Practice is heavily based on implants and has all of the technology to support it with a CT scanner, Sidexis imaging software and Anatomage virtual implant placement software. The office has 3 operatories with outstanding views from every room of this Golden Triangle location. Gross collections in 2010 and 2011 were over \$1.4 million each year. Net income is over \$500,000 for a dentist that places their own implants. Full fee for service practice with no insurance plans. Seller refers all endo and all perio. Asking \$900,000.

**MURRIETA MANAGED CARE PRACTICE FOR SALE:** This practice is 100% absentee operated with over \$16,000 per month in capitation. The practice collects \$600,000 per year on two and one-half days of dentistry per week with five days of hygiene completing over 100 hygiene appointments PER WEEK. 80-100 new patients per month. The office is in a retail center and has 7 equipped operatories. The only specialist is an endodontist one half day per week. Lots of potential with 6,000 patients of record. Asking \$489,000.

**ENCINO FEE FOR SERVICE PRACTICE FOR SALE:** Seller has been in practice in Encino since 1985 and in the current suite since 1997. The practice has collected just under \$500,000 per year for the past four years with a net income of just over \$175,000 per year with two full days of hygiene per week. Seller accepts no HMO's and no PPO's, but does have 1-800-DENTIST which would increase the new patient flow beyond the current 12 new patients per month if the Buyer would accept PPO coverage. Seller is leaving the State. Asking \$365,000.-**SALE PENDING.**

**WOODLAND HILLS FEE FOR SERVICE PRACTICE FOR SALE:** Over 30 years of goodwill! This practice collects just over \$700,000 per year with a net income of \$275,000 on four days per week with five days of hygiene per week. No PPO's, no HMO's, no advertising, no evenings and no weekends. Five equipped operatories with digital x-rays, panoramic x-ray, and fully computerized with Dentrix software. Nice office! Asking \$595,000. – **SOLD AT FULL PRICE**

**ENDODONTIC PRACTICE FOR SALE:** Seller has two locations and work ten hours per week in each. Each office collects just over \$200,000 per year or over \$400,000 per year for the two with a net income of over 50%. Patient base is primarily managed care referrals with a long standing history. One office is in the Santa Clarita Valley and the other is in the San Fernando Valley. Buy both for \$240,000 or the Santa Clarita Valley practice alone for \$110,000.

**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, \$731,000 in 2011 and is currently averaging over \$66,000/month in collections for this year. Net income averages 41% of collections. No Denti-Cal. \$2,500/month in capitation. Asking \$495,000.

**SANTA PAULA GENERAL PRACTICE FOR SALE:** Originally established in 1946, this practice currently collects \$175,000 per year on four days per week and a very relaxed schedule. Seller does no marketing, does not work evenings or weekends and refers out a lot of specialty procedures. The office has 3 operatories of older equipment and is not computerized. Fairly substantial Hispanic population in the community. Potential for growth. Asking \$65,000.

**FULLERTON FEE FOR SERVICE PRACTICE:** With over twenty years of goodwill, this fee for service practice collects over \$900,000 per year on three and one-half days per week plus one day per week of associate coverage with five days per week of hygiene. Practice has four equipped operatories of 5-10 year old equipment with digital x-ray and full computerization in a professional building. –**SOLD AT FULL PRICE**

**SAN FERNANDO VALLEY ORTHODONTIC PRACTICE FOR SALE:** Established in 1976 and moved to the current suite in 1993, this practice has a long history in the San Fernando Valley. Seller is an edgewise practitioner and works 30 hours per week. Collections have been extremely consistent for the past 3 3/4 years at \$585,000 per year. Net income is phenomenal at just over \$350,000/year. The practice is not on any HMO or PPO programs. Seller does an average of 17 new patient consults per month and starts an average of 14 per month for a case acceptance rate of just over 80%. Seller will assist with the transition in whatever way the Buyer desires. Asking \$375,000 – **SOLD AT FULL PRICE**

**LONG BEACH STARTER PRACTICE FOR SALE:** Excellent opportunity to own a 50% interest in the building and a solid core of fee for service patients at a very reasonable cost. Seller works three days per week (no evenings, no weekends) and collects \$130,000 per year with no Denti-Cal, no HMO and no PPO plans. Seller does no marketing. The practice has two equipped operatories plus one additional operator that is plumbed but not equipped. The reception room, lab, sterilization area, front desk area and break room are shared with another dentist that owns 50% of the real estate and has his own three operatories. Each dentist uses their own operatories exclusively. Seller wants to sell his 50% interest in the real estate for \$150,000 which Seller will finance with no money down. Payments would be under \$1,000 per month. The asking price for the practice is \$80,000.

**NORTH SAN DIEGO COUNTY CLINIC PRACTICE FOR SALE:** Collected over \$2.6 million in 2010 and projecting the same for this year. \$16,000/month in capitation. General dentists' net income is \$750,000/year for two working buyers and over \$600,000 for a single dentist buyer. No Denti-Cal. 90 new patients per month. Practice is open seven days a week. One full time associate plus specialty. Seven days of hygiene per week. Excellent nine operator facility with good visibility. Asking \$1,675,000 – **SOLD AT FULL PRICE**

**CANOGA PARK GENERAL PRACTICE FOR SALE:** Very affordable practice with good positive cash flow. This practice collected \$198,000 in 2010 with a net income of over 38% on four short days per week. Seller does no significant advertising, but gets 10-15 new patients per month and has \$3,000 per month in capitation income. Seller refers all endo and all oral surgery. No Denti-Cal and no evenings. Located in a professional building, the office has three equipped operatories with digital x-ray. Asking \$140,000. – **SOLD**

**COVINA GENERAL PRACTICE FOR SALE:** Located in a shopping center, this practice has been established for over ten years and has shown steady growth even over the past several years. No Denti-Cal and no HMO. Predominantly PPO insurance patients. Collections average \$1.2 million per year with a net income of over \$300,000 per year. Seller refers all implants, all perio surgery, all ortho other than Invisalign, and difficult oral surgery. Seller is leaving the State. Asking \$800,000. – **SOLD AT FULL PRICE**



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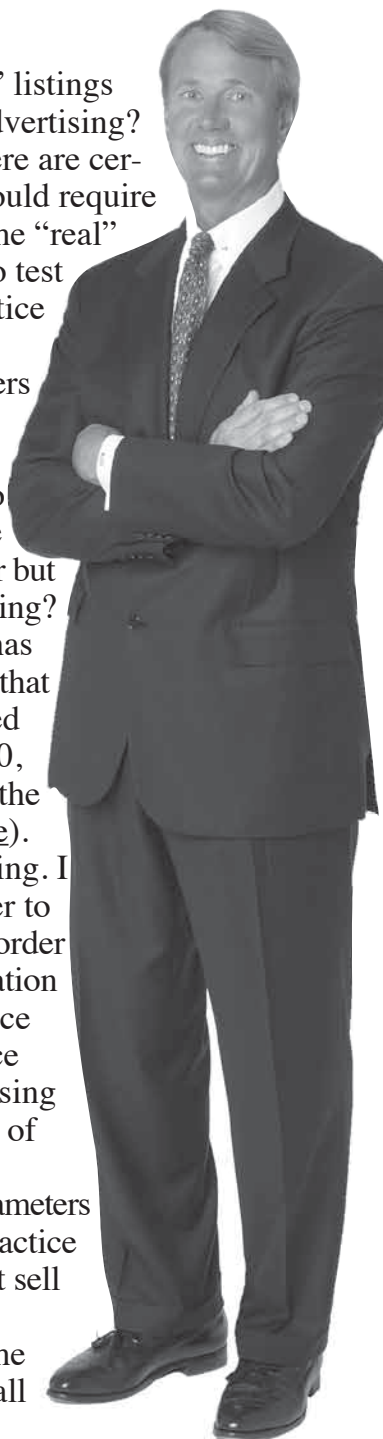
### **"PRICE REDUCTION"**

Have you noticed the number of "price reduction" listings some of the dental practice brokers are currently advertising? Doesn't that strike you as just a little unusual? There are certainly many possible reasons that can occur that would require a price reduction, i.e. the Seller was advised as to the "real" practice value but opted to list it at a higher price to test the market or changed circumstances with the practice that were either unknown or unforeseen. However, those situations are few and yet some practice brokers have many such listing price revisions. Is one to assume that the broker is not really informed about the market and not competent to advise a Seller as to the value of their practice or is it more likely that the broker knows exactly what the practice should sell for but would prefer to over value the practice to get the listing?

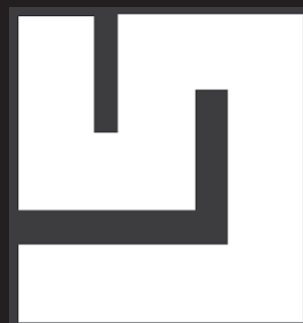
There is a reason that Lee Skarin and Associates has such a high percentage of completed practice sales that are at full price (of the \$4,840,000 of practices listed that were sold between January 1, 2012 and June 30, 2012 the total sales were \$4,775,000 or 98.66% of the list price and none were sold above the asking price). The practices were accurately valued in the beginning. I consider it a major disservice to a client for a broker to give them information that they know to be false in order to get their listing. The client relies upon the information we provide to make major life decisions. If a practice broker really does not know what any given practice should sell for, then maybe they should not be advising Sellers when there are often hundreds of thousands of dollars at stake.

Selling a dental practice is tied to some very real parameters and financing is one of the most significant. If the practice cannot qualify for the necessary financing, it will not sell since, virtually every, Buyer needs 100% financing.

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**SAN JOSE STARTER PRACTICE FOR SALE** – ~1,070 sq.ft. 2 fully equipped ops +1 plumbed. Located on major street in downtown San Jose.

**REDWOOD CITY DENTAL PRACTICE FOR SALE** – Gross ~ \$399K. 2 ops, 1 additional plumbed. All digital, paperless. Great visibility. Across from major retail store. Approximately 70% PPO, 20% Cash, 10% Capitation.

**HAYWARD DENTAL PRACTICE FOR SALE** – Gross ~ \$540K. 4 fully equipped operatories, 1 additional plumbed, approx. 1,820 sq. ft. Approximately 80% PPO. Located at the corner with major anchors.

**SAN BRUNO BUILDING & SHELL DENTAL PRACTICE FOR LEASE / SALE** – 4 plumbed ops in 1,500 sq ft. freestanding building located on street corner. Excellent visibility and parking spaces. Building purchase optional.

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**PORTERVILLE SHELL DENTAL PRACTICE FOR SALE** – Shell practice. Asking only \$20K. 3 operatories, approx. 950 sq. ft. Low rent. Located on major cross streets. Close by shopping center, hospital, pharmacy, and school.

**OXNARD DENTAL PRACTICE FOR SALE** – Starter Practice. 2 fully equipped ops. ~800 sq.ft. Located in plaza on busy street with excellent street visibility. High foot traffic. Close by restaurants, library and DMV.

**LOS ANGELES DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE** – Gross ~ \$520K. 7 fully equipped ops, approx. 2,200 sq.ft. Good signage & bill board. Great visibility. Major street. Close to 5 Fwy.

**RESEDA DENTAL PRACTICE FOR SALE** – Great Starter GP with 3 operatories, 900 sq. ft. Busy intersection, surrounded by lots of residential and commercial. Prime location, potential for growth. Asking \$90K

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**FULLERTON DENTAL PRACTICE FOR SALE** – 3 fully equipped ops, +1 plumbed. ~1,200 sq.ft. Located in shopping center with good signage. Clean and well maintained. Easy access to 57 Fwy.

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**El Monte in SGV area** (price reduced to sell) Renovated in 2010. Great potential in this high traffic area. Low overhead. 3 Ops with 4th Op plumbed. Broker - Charles Kim 562-431-2144.

**Dental Assistant** PT initially, for High quality office in LA by 10/405 freeways. Must be upbeat team player. SmileLACA@gmail.com.

**SAN FERNANDO VALLEY ORTHODONTIC PRACTICE FOR SALE** great starter practice or perfect for a second office – Dr selling for health reasons – grosses nearly \$15,000/mo on 2 days/week – very modern upgrades - Thomas & Fees Practice Sales (714) 544-4341.

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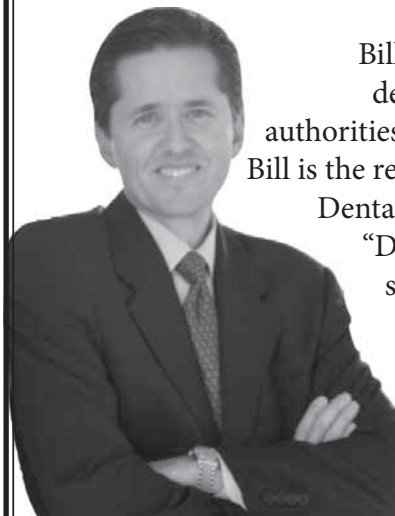
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### FEATURED LISTINGS

**CENTRAL COAST (GP)** - Well established practice with 48 years of goodwill. Located on a single free standing building with a flat lease. Great visibility and heavy traffic flow. Seller works 3 days/wk with 6 days/wk of Hygiene. Fee for service. Sees approximately 10-15 new patients/mo. Office consists of 3 fully eq. ops with Dentrix software, digital x-ray and intra oral camera. Grossed approximately \$995,145 in 2011. Projecting approximately \$1,136,311 for 2012. Seller will be focusing on second office. **Property ID # 4201.**

**BAKERSFIELD (GP)** - Practice located in a free standing building and owned by Seller. Established in 2007. Seller will be relocating out of State. Office consists of 3 fully equipped ops in a 1,000 sq. ft. office. Has Easy Dental software and equipment is approximately 5 years old. Seller currently works 4 days per week. Income Source: Ins/Cash/Medi-cal/ Some Capitation. Grossed approximately \$555,155 in 2011. BUYER'S NET OF \$354K. **Property ID #4165.**

**LAKE ELSINORE / CANYON HILLS (GP)** - Established in 2007 this modern designed office is located in a busy shopping center with great visibility and signage. Practice consists of 3 fully spacious computerized eq. ops with Practice Works software, 1 plumbed not eq., in a 1,620 sq ft suite. Equipment is 5 years old. Sellers work 2 days/wk. Insurance / Cash / Some Cap. (\$1450/mo in Cap checks). Monthly revenues of \$23K. Grossed \$229,529 in 2011. Projecting approximately \$287,089 in 2012. Buyer's net of \$109K. Call your CPS Agent for more details. **Property ID #4189.**

**MURRIETA (ORTHO)** - Established in 2009 this modern designed fee for service office is located in a one story shopping center with excellent signage. Seller works 2 days/wk and sees approximately 17-20 new starts per month. Monthly revenues of approximately \$50,000/mo. Practice consists of 4 chairs in open bay with Ortho II software, 2 chairs in consultation in a 2,200 sq. ft suite. Major equipment is approximately 3 years old. Projecting approximately \$600,000 for 2012. Motivated seller is moving out of the country. Contact your CPS Agent for more information. **Property ID # 4195.**

**WESTWOOD (GP)** - Long established practice with over 30 years of goodwill. Modern designed office. Located in a 12 story medical / dental building. Motivated Seller works 1.5 days/wk and sees approximately 15-21 new patients/mo. Insurance / Cash / Capitation (~\$1700/mo in cap checks). Practice consists of 2 fully eq. ops with Easy Dental software. 6 year old equipment. Grossed \$194,171 in 2011. Monthly revenues of \$15K/mo. Very desirable area. Call us now for more details!!! **Property ID # 4181.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



### GREATER LOS ANGELES COUNTY

**ARCADIA (GP)** – Long established fee for service practice with over 50 years of goodwill. Modern designed practice consists of 1,500 sq. ft. office with 3 spacious eq. ops, and 2 eq. chairs in open bay. Has Eaglesoft software and Pano & Ceph. 100% Patient referral. Located in a single story store front building with rear parking lot and patio. Reasonable monthly rent. Excellent signage and visibility with heavy traffic flow. Monthly revenues of ~\$50K/mo. Grossed approximately \$647,653 in 2011. Call your CPS Agent for more details. **Property ID #4137.**

**NEW**

**BELLFLOWER (GP) Practice and Building** – Long established practice with some HMO income. Located in single story free standing building. Grossed \$378,619 in 2011. Projecting approximately \$484,046 for 2012. Retiring seller works 3.5 days/wk and sees approximately 11-12 patients per day. Consists of 5 eq. ops in a 1,875 sq. ft. office. Corner location with excellent signage. For more information, contact your CPS Agent. **Property ID #4197.**

**LOMITA** - General practice established in 2007. Located in a single retail building. Seller currently working 3 days/wk and see approximately 10-15 new patient per month. 100% patient referral. Office consists of 1,000 sq. ft., 2 fully computerized eq. ops, with DentiMax software and intra oral camera. Practice offers a flat lease with no NNN and CAM charges. Grossed \$179K in 2011. **Property ID #4087.**

**LOS ANGELES (GP)** – Well established practice with over 18 years of goodwill is located in a free standing building with rear ample parking (11 private parking spaces). Dental office shares reception with Tax office. Excellent signage and street visibility with heavy foot traffic from the retail shops and restaurants that provide walk-ins and has convenient freeway access. Seller works 4 days per week and Associate 2 days/mo. See approximately 15-20 new patients per month. 2011 income source: 57% insurance, 42% cash and < 1% Denti-cal. Office consists of 1,420 sq. ft. suite with 5 spacious eq. ops, EZ Dental software, and intra oral camera. Monthly revenues of ~\$30K/mo. Grossed approximately \$364,976 in 2011. BUYER'S NET OF \$144K. Seller relocating closer to home. **Property ID #4113.**

**LOS ANGELES** – General practice located in a 16 story medical /dental building on one of the busiest boulevards in L.A. Over 34 years of goodwill. State-of-the-art facility. Fee for service. Seller works 2 days per week, Associates 4 days/wk with 5 days per week of hygiene. See approximately 15 new patients per month. Office consists of 1,187 sq. ft. suite (11th floor), 4 fully eq. ops, with Dentrux software. Monthly revenues of ~\$27K/mo. Grossed approximately \$313,298 in 2011. Projecting \$350K for 2012. BUYER'S NET OF \$250K. Staff speaks Japanese, Chinese, Spanish and Tagalog. Seller will be focusing on his Torrance practice. Want more details, please call your CPS Agent now! **Property ID #4147.**

**SANTA CLARITA** – General Practice nestled up against the mountains with a beautiful view not far from the 5 Freeway, this practice is among a retail area with many restaurants. The single story free standing building is shared with one other tenant, a medical doctor. No shared equipment. Office consists of 1,900 of 3,913 sq. ft. with 4 fully eq. ops and 2 plumbed not eq. Easy Dental software. Seller works 2 days/wk and sees approximately 19 new patients/mo. Ins/Cash/Cap. Grossed approximately \$273,181 in 2011. Call us now for more information. **Property ID #4133.**

**NEW**

**SOUTH GATE (GP)** – Leasehold Improvements, Equipment & Charts! Motivated seller is moving out of state. Price for immediate sale. Located on a busy strip mall with great signage, street visibility and plenty of foot traffic. Has ample parking spaces. Seller works 2 days per week. Fee for service practice. 100% patient referral. Practice consists of 2 eq. ops with 2 plumbed to expand in a 1,000 sq. ft. suite. Contact your CPS Agent for more details. **Property ID # 4199.**

**TARZANA JUST REDUCED RENT/SPACE - LOWERED OVERHEAD!** (GP) Established since the 1980's, Seller purchased practice in 2009 and is semi-retiring from Dentistry, Office is located in a 3 story Medical Building and resides in a 1,383 sq. ft. suite. Office has 5 equipped operatories. currently Seller works 2.5 days per week and sees 7-10 patients per day, Office Income is 30% Insurance/ 70% Cash, Office is computerized and digital / Computer software –Dentrux / Equipment age is approx. 10 years old / Heavy traffic flow / Great opportunity/ Great Street Visibility. Grossed \$447,681 in 2011. BUYER'S NET OF \$163K. **Property ID #4157.**





# CALIFORNIA

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Alice C. King, V.P.

**TORRANCE** - Leasehold Improvements & Equipment Only! Modern design office established approximately 10.5 years ago and is located in a premier shopping center providing excellent exposure and foot traffic, just right next to Home Depot, Vons, Wells Fargo & In and Out Burger to name a few anchor tenants. Motivated Seller purchased a building and will be relocating patient base. The office consists of 3 fully equipped operatories in a 1,215 sq. ft. suite. Great starter opportunity for a GP or Specialist. Low sales price. **Property ID #4125.**

**W. HOLLYWOOD** - Located on the top floor of this prestigious medical professional building with the best facing views in the entire building of the Santa Monica Mountains and the Trousdale Estates area. The practice has 48 years of goodwill. Motivated seller works 4 days/wk with 2 days/wk of Hygiene. 100% CASH. 100% Patient Referral. This modern designed office consists of 3 spacious fully eq. ops, with MAC Practice software, digital x-ray and intra oral camera in a 1,000 sq. ft. suite. Monthly revenues of approximately \$90K/mo. Grossed approximately \$1,031,093 in 2011. Projecting \$1,214,000 for 2012. BUYER'S NET OF \$553K. Seller relocating out of state. Call us now! **Property ID #4153.**

**WESTLAKE VILLAGE** - SEMI NEW BUILD OUT / LEASEHOLD IMPROVEMENTS, EQUIPMENT & CHARTS ONLY! Office started from scratch in January 2010. Seller has primary office in Valencia. Approximately 200 charts included. Currently Seller works 2 days per week. Beautiful office. Set up for Paperless / Digital. Located on the 2nd floor of the "Westlake Medical Center". Great upscale area. Perfect to merge an existing office into / relocate or Start up. There are a total of four (4) plumbed ops and 1 equipped op. Contact us for more details. **Property ID #3211.**

**WESTWOOD (GP)** - Long established practice with over 30 years of goodwill. Modern designed office. Located in a 12 story medical / dental building. Motivated Seller works 1.5 days/wk and sees approximately 15-21 new patients/mo. Insurance / Cash / Capitation (~\$1700/mo in cap checks). Practice consists of 2 fully eq. ops with Easy Dental software. 6 year old equipment. Grossed \$194,171 in 2011. Monthly revenues of \$15K/mo. Very desirable area. Call us now for more details!!! **Property ID # 4181.**

### ORANGE COUNTY

**ANAHEIM (GP)** - Turn-key practice located in a busy shopping center. Established in 1999. State-of-the-art facility with 4 fully computerized ops in a 1,200 sq. ft. office. Eagle software. Low rent for the area. Walk-ins potential. Practice is only open 2 days/wk, but will have more potential if open more days/wk. Fee for service. See approximately 6-10 patients/day. Grossed approximately \$180,917 in 2011. **Property ID #4171.**

**HUNTINGTON BEACH (GP)** - Long established practice with 37 years of goodwill located in a busy single story shopping center with heavy traffic flow. Easy freeway access to the 405. Located on one of the busiest intersections in H.B. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 10 new patients/mo. Office consists of 1,210 sq. ft. with 4 fully eq. ops, (plumbed for nitrous oxide) with Eaglesoft software, digital x-ray and intra oral camera. Nice office. Low rent. Monthly revenue of ~\$35K/mo. Grossed \$430,402 in 2011. BUYER'S NET OF \$101K. Seller is retiring. Call us for more details. **Property ID #4145.**

**HUNTINGTON BEACH** - Leasehold Improvements and Equipment ONLY! Located in single story building. Corner location with heavy traffic flow. Great visibility and signage. Has ample parking with 9 parking spaces. Office consists of 4 equipped operatories in a 1,200 sq. ft. New equipment. Motivated seller owns the building. Great opportunity for a GP or Specialist. Contact your CPS Agent for more information. **Property ID #4183.**

**IRVINE - PRICE REDUCED!** Great opportunity for GP or Specialist!! Leasehold Improvements & Equipment Only. Office consist of 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.**

**IRVINE (GP) - PRICE REDUCED!** Well established practice with over 10 years of goodwill is located in a busy shopping center with lots of foot traffic. This modern designed practice consists of 4 eq. ops with Easy Dental software, intra oral camera and digital x-ray. Seller only works one half day/wk. Associate works 2 days/wk and sees approximately 8-12 patients per day. Income source: Insurance 32%; Cash 54%; & Capitation 14% (~\$2,650 in cap checks/mo). 100% Patient referral. The office has been recently painted. Office has excellent exposure, signage and visibility. Grossed approximately \$314,349 in 2011. Seller will be focusing on his primary office in Culver City. **Property ID #4053.**

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**LAGUNA HILLS** – This nice General practice is located in the 2nd floor of a 2 story busy shopping center on one of the busiest streets in L.H. with over 19 years of goodwill. It has Great visibility and signage. Upscale neighborhood. Seller has a flat rate lease that includes all utilities, maintenance, janitorial supplies and cleaning. Office is open 3 days/wk but certainly can produce more. Fee for service. Office consists of 4 fully eq. ops, in a 1,700 sq. ft. suite. Well lay out office with island containing the sterilization area. Monthly revenues of approximately \$47K/mo. Grossed approximately \$615,786 in 2011. BUYER'S NET OF \$230K. **Property ID #4155.**

**LAGUNA NIGUEL (GP) - TURN KEY LOCATION.** Seller has primary practice in Irvine. Currently Seller works 2 days per week and sees approximately 8-12 patients per day, Office Income 20% Insurance, 70% cash and 10% Capitation (approx. \$500 in Cap checks p/month). Office is located in a free standing building/Shopping Center with 3 fully equipped ops in 1,119 sq. ft. suite. Equipment is approx. 2 years old. Computerized and Digital office – Software is Data Team, Office was remodeled in July 2011. Great Busy Shopping Center. **Property ID #4163.**

**ORANGE** - Well established practice located in a single story medical center with 4 fully computerized eq. ops, with intra oral camera, digital x-ray and Dentrux in a 1,040 sq. ft. suite. Fee for service office open 4 days/wk. An excellent lease includes all minor repairs, even bulb/fixture replacement. Full service cleaning is also included with bathroom supplies. This full service lease also includes storage outside of the office where the vacuum and compressor reside. All utilities are paid for with the exception of the phone service and answering service. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Grossed approximately \$185K in 2011. **Property ID #3531.**

**SANTA ANA (GP) - TURN KEY LOCATION.** Absentee owner. Long established practice located a single standing building with ample parking. Seller owns building. Practice consist of 4 fully computerized ops., with EZ Dental software and intra oral camera. Excellent street visibility and Heavy traffic flow. Nice office. Grossed approximately \$189,952 in 2011. **Property ID #4071.**

### RIVERSIDE & SAN BERNARDINO COUNTIES

**CATHEDRAL CITY** – Leaseholds and Equipment ONLY! Bank owned location. The office consists of 7 spacious eq. ops, with a Lab, sterilization area, Lounge, Large office manager office, X-ray room, and storage room on ~3,500 sq. ft. Located in a free standing building with rear parking. Corner location with heavy traffic flow. Rent is Negotiable. Perfect for a GP or Specialist. Contact your CPS Agent for more details. **Property ID #4173.**

**NEW CHINO HILLS (GP)** – Leasehold Improvement, Equipment & Charts!! Excellent starter opportunity. Office is located on a busy shopping center with excellent visibility and signage. Right off the 71 freeway. Absentee owner established the practice in 2007. Associate works 2.5 days/wk. This practice consists of 4 spacious eq. ops, and in x-ray chair in a 1,500 sq. ft. suite. Office is down the street from a High School. Ask your CPS Agent for more information. **Property ID #4135.**

**NEW LAKE ELSINORE / CANYON HILLS (GP)** – Established in 2007 this modern designed office is located is a busy shopping center with greet visibility and signage. Practice consists of 3 fully spacious computerized eq. ops with Practice Works software, 1 plumbed not eq., in a 1,620 sq ft suite. Equipment is 5 years old. Sellers work 2 days/wk. Insurance / Cash / Some Cap. (\$1450/mo in Cap checks). Monthly revenues of \$23K. Grossed \$229,529 in 2011. Projecting approximately \$287,089 in 2012. Buyer's net of \$109K. Call your CPS Agent for more details. **Property ID #4189.**

**LA QUINTA** - Price Reduced!! One of the fasted growing cities in California - Leasehold Improvements & Equipment Only!! Practice consists of 3 eq. ops., 1,000 sq. ft. suite located in a strip shopping center. Computerized office with Dexis software, intra oral camera and Dexis Digital X-ray. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. Motivated Seller opened new location. **Property ID #4063.**

**LOMA LINDA** - This excellent General practice with 12 years of goodwill is located in a busy strip shopping center with excellent signage and visibility. Great foot traffic. Seller works 3 days/wk, Associate 3 days/wk and with 4 days/wk of hygiene. Sees approximately 35 new patients/mo. Office is 1,100 sq. ft. with 4 fully eq. ops. Has Easy Dental software and Pano & Ceph. Fee for service practice. Monthly revenues of \$75K/mo. Grossed receipts approximately \$901,385 in 2011. Seller is semi-retiring. Call us for more details. **Property ID #4131.**

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# CALIFORNIA

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Tina Ochoa, V.P.

**RANCHO CUCAMONGA** – Leasehold Improvement & Equipment Only! Practice consists of 4 fully eq. ops in a 1,275 sq. ft. suite. Located in a busy one story shopping center with excellent visibility, signage, traffic flow with ample parking. Great opportunity. Seller relocated practice to new location. **Property ID #4161.**

**TEMECULA (GP)** – Fee for service practice has over 20 years of goodwill with over 10,000 charts to its credit. Located on a free standing building shared with 2 other tenants in a huge shopping center in the premier area of Temecula that is continually growing with new houses. Office consists of 1,999 sq. ft. suite with 6 fully eq. ops. Sellers work 7 days/wk (combined) with 10 days/wk of hygiene. See approximately 20-30 new patients/mo. Monthly revenues of ~\$83K/mo. Grossed approximately \$990,000 in 2011. BUYER'S NET OF \$224K. Both sellers are retiring. **Property ID #4143.**

**TEMECULA** – Leaseholds and Equipment ONLY! Bank owned location. Nice office with 2 eq. ops, 2 plumbed not eq. in a 1,857 sq. ft. suite. Located in a 3 story prestigious building. Great natural light and views with a courtyard entrance. Mediterranean décor and lush landscape. Near upscale neighborhood. Excellent starter practice. Call us now!! **Property ID #4159.**

### SAN DIEGO COUNTY

NEW

**OCEANSIDE (TURN-KEY)** – This general practice consists of 3 fully eq. ops, with Easy Dental software, intra oral camera and digital x-ray in a 1,200 sq. ft. suite. The office is located in single story medical professional plaza. It is a landmark with ocean view that has over 52 years of goodwill. The practice has some recent updates. Retiring seller is working 4 days/wk and sees approximately 6-8 new patients per month. Fee for service. Corner location with excellent signage and street visibility. **Property ID #4191.**

### VENTURA & SAN LUIS OBISPO COUNTIES

NEW

**CENTRAL COAST (GP)** - Well established practice with 48 years of goodwill. Located on a single free standing building with a flat lease. Great visibility and heavy traffic flow. Seller works 3 days/wk with 6 days/wk of Hygiene. Fee for service. Sees approximately 10-15 new patients/mo. Office consists of 3 fully eq. ops with Dentrux software, digital x-ray and intra oral camera. Grossed approximately \$995,145 in 2011. Projecting approximately \$1,136,311 for 2012. Seller will be focusing on second office. **Property ID # 4201.**

**PORT HUENEME (GP)** – (GP) Absentee Owner Practice. Seller is retiring. Office was established in 1980 and currently Seller has one (1) Associate working 2 days per week and 1 day per week of Hygiene. Office is located in a busy two story retail plaza with heavy traffic flow. Practice consists of 3 eq. ops, with motion sensor sinks, 920 sq. ft. suite. Income source is 90% Insurance, 10% Cash. Great location and great ocean views. Grossed \$277,103 in 2011. BUYER'S NET OF \$79K. **Property ID #4167.**

**VENTURA COUNTY (GP)** - State-of-the-art dental practice located in single story building. This high-tech office is completely computerized with both digital charts and x-rays. The interior is complete with a waterfall and Asia-themed bamboo décor. Established in 2004. Office consist of 1,700 sq. ft., 4 fully eq. ops, with Dentrux software. Fee for service. Seller works 2 days/wk with 3 days/wk of Hygiene. Grossed approximately \$764,436 in 2011. BUYER'S NET OF \$285K. Want more information? Please contact your CPS Agent! **Property ID #4151.**

NEW

**VENTURA (GP)** – Turn Key office located in a single strip mall with great street visibility near residential area. Heavy traffic flow. Absentee owner. Well established practice with over 24 years of goodwill. Insurance / Cash / Some Denti-cal. Practice consists of 3 eq. ops, Easy Dental 2010 and intra oral camera. 100% patient referral. Contact your CPS further information. **Property ID #4193.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

### KERN COUNTY

**BAKERSFIELD (GP)** - Practice located in a free standing building and owned by Seller. Established in 2007. Seller will be relocating out of State. Office consists of 3 fully equipped ops in a 1,000 sq. ft. office. Has Easy Dental software and equipment is approximately 5 years old. Seller currently works 4 days per week. Income Source: Ins/Cash/Medi-cal/ Some Capitation. Grossed approximately \$555,155 in 2011. **BUYER'S NET OF \$354K. Property ID #4165.**

### SPECIALTY PRACTICES

**IRVINE** - Specialist Practice - Leasehold Space. This practice was started from scratch in October 1983 and the Seller is only second owner who has outgrown the facility. With exceptional leasing terms open for any specialist, the Seller has the exclusive on this building and in shopping center for being the only Ortho; there are 4 GP's in this center which are potential referral sources. The office has just been completely remodeled and is move in ready, including but not limited new: tile, lighting, plumbing fixtures and cabinetry. \*Please note we are only selling the facility there is no dental equipment included in the current pricing model except for the vacuum and compressor. **Property ID #4169.**

**NEW LOS ANGELES (ORTHO)** - Leasehold improvements and equipment only! Excellent for a first time Buyer. Neat office with chairs in open bay. Located in a multi story professional building. Priced for an immediate sale. Great views to downtown L.A. Contact CPS for more information. **Property ID # 4025.**

**NEW MURRIETA (ORTHO)** - Established in 2009 this modern designed fee for service office is located in a one story shopping center with excellent signage. Seller works 2 days/wk and sees approximately 17-20 new starts per month. Monthly revenues of approximately \$50,000/mo. Practice consists of 4 chairs in open bay with Ortho II software, 2 chairs in consultation in a 2,200 sq. ft suite. Major equipment is approximately 3 years old. Projecting approximately \$600,000 for 2012. Motivated seller is moving out of the country. Contact your CPS Agent for more information. **Property ID # 4195.**

**SAN GABRIEL** - We have two practices bundled here that can be sold together or separately. Side A of the practice has been in existence since 2003 with 1 eq. ops and 3 chairs in open bay. With no GP services, the focus has been on Orthodontics with some Endo, Perio with very little O.S. which was recently started. Side B of the practice was built for expansion in 2005 with 5 eq. ops, and could be purchased separately as Leasehold Improvements. The practice is located on the corner unit within one of the busiest intersections in the city and offers ample private parking. Great signage and visibility. Call your CPS Agent for more details. **Property ID #4139.**

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#### SELLER'S:

DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

**John W. Knipf**  
jknipf@aol.com

**Robert A. Palumbo**  
rpalumbo@calpracticesales.com

#### BUYER'S:

DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

**Alice King** - aking@calpracticesales.com  
**Greg Beamer** - gbeamer@calpracticesales.com  
**Tina Ochoa** - tochoa@calpracticesales.com  
**Maria Silva** - msilva@calpracticesales.com

John W. Knipf (Neff) President & Robert A. Palumbo, Executive V.P./Partner  
Also serving you: Alice C. King, V.P., Tina Ochoa, V.P., Greg Beamer, V.P. & Maria Silva, V.P.

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**DENTAL ASSISTANT** Front desk. Bi-lingual preferred part time position. Call 562-925-4466, Fax 562-925-8866.

**WESTWOOD SUBLEASE** Prime loc near UCLA and Beverly Hills. 3 operatories, lab, office and reception. E: melnavi03@hotmail.com C:310-709-4129.

**ATTENTION: NEWPORT BEACH IRVINE-MISSION VIEJO areas- INCREASE monthly income by sharing/leasing your dental practice. ALSO, new patients & pre-diagnosed dental work referred to you. Email location-days available to politedds@gmail.com.**

**GD PRACTICE, \$709,000** Coastal Orange County, So. Cal, with four operatories, fully equipped. Great location near shopping center. Modern office w/high end finishes. Call MPG (949)675-5578.

**OFFICE SPACE TO SHARE** Specialists only. 3 ops. North Pasadena. smilenowdental@hotmail.com.

**PERIODONTIST** needed for two offices at RIALTO 9098744699 email-pahuja1865@gmail.com.

**DIAMOND BAR** Dental office for sale - sale of tenant improvement only (including vacuum and compressor). The space is 2200 sq. ft. Five operatories, large reception and waiting areas, lab, billing room, xray room, lounge, 2 bathrooms, and doctor's office. Asking \$35,000. Call Peter Chung at 909-268-4131.

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**Dentist** Temecula. P/T. Salary Negotiable. HMO/PPO. Endo & Surgery Experience. Percentage for top producers. Call 714-914-8252.

**PRACTICE FOR SALE/ LAGUNA NIGUEL** Turkey off w/ 3 ops busy shopping cntr. California Practice Sales, Inc. Phone: 714-639-2775.

**West Los Angeles** GP Dentist position. 3 yrs exp is a must. PT/ FT DOE. please include expected SALARY. howardsdental@att.net.

**"Wood and Delgado** are honest, accurate, efficient and confident attorneys." Philip B. Potter, D.D.S., San Clemente, California-See our ad on Pg. 2.

**Costa Mesa Newport** sale by owner. 5 ops. Gross +600K, 3 days/wk. Serious buyers only. 519k, Priced to sell. craigslist.dental@gmail.com.

**Dentist needed** Growing and busy children dental office seeking a female dentist to see children. Montclair/Ontario. dentalkc@gmail.com.



*Our firm placed a "Space for Lease" ad on the Dental Trader's website in November for the December edition (unnecessarily as it turned out) because we signed a lease with a new dentist/tenant who saw our ad online November 18th!! It was a great advertising decision.*

Linda Schwartz-Wright  
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Office Manager & Director of Operations/Facilities

**Assistant Manager** Growing, busy children dental office in Ontario. Experience in denti-cal requirement and office management. Team player needed. dentalkc@gmail.com.

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**HYDROCOLLOID PROCESSOR** (STAINLESS) FOR SALE, \$175 TORRANCE 310-326-5499.

**UPLAND OFFICE SALE 3 OPS DIGITAL XRAYs, NETWORKED WITH PRACTICE-WEB SOFTWARE, LOW OVERHEAD, LEASEHOLD IMPROVEMENT ASKING \$80,000, CALL 909 802 5000.**

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#### Dental Practice

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**Asking \$959,000**

### North Orange County #1044

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**Asking \$425,000**

### CENTRAL California COAST #1049

High end cosmetics, fee-for-service, general practice, all digital.

**2011 Gross: \$977,500 (3 days/ week)**

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**Orthodontic technician** experienced in indirect bonding trays similar to 6 months smile seeking employment. Please email: [orthodesign@yahoo.com](mailto:orthodesign@yahoo.com).

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**SANTA PAULA GENERAL PRACTICE** Collects \$175,000 on 4 days per week. 3 ops of older equipment. Good potential. Asking \$65,000. Kurt Skarin 805-777-7707.

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**ORAL SURGERY SERVICES** 310-997-0240 Do not refer out! will come to your office with own equipment for oral surgery services including partial and full bony impaction. 310-997-0240.

**PERIO, IRVINE** Asking \$219,000. Great, very busy location! Largely implant focused; Digital X-rays. Select Practice Services, Bette Robin, DDS, JD 714-421-4407.

**DA FOR TORRANCE** USC-GP IN PRIVATE OFFICE. FAX RESUME W/HANDWRITTEN COVER LETTER TO 310-326-5490. WILL TRAIN QUALIFIED, EAGER INDIVIDUAL.

**Endodontist wanted** p/t in Montebello. Experience in PPO/HMO. Email [montdental@sbcglobal.net](mailto:montdental@sbcglobal.net) and call (323) 722-6766.

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**Dental office for lease Available Sept 2012 City of Industry.** Currently a national chain multi specialty dental office. Great Freeway visibility and adjacent to large credit chains stores. Over 25 years of goodwill. 3740 sq ft and in great condition. [joejtna@aol.com](mailto:joejtna@aol.com); tel 13108010871.

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**25-YO DANSEREAU** CHAIR/HEALTHYCO LIGHT IN GOOD CONDITION. YELLOW COLOR; REASONABLE OFFERS CONSIDERED. TORRANCE 310-326-5499.

**A state of the art** periodontal office with 3 computerized treatment rooms, in Century City is available for partnership or rent to Endodontist or Orthodontist. Call 310-6141449.



*"I placed some unclassified ads in **The Dental Trader** to sell unwanted dental equipment and was besieged by so many telephone calls from readers that it became a problem. **The Dental Trader** works a little too well"*

Jeffrey Hempel, DDS

**Pediatric Dentist wanted** for Orthodontic/Pediatric Dental office in South Orange County. Employment/Partnership. Contact: 949- 233-2272 or [deer2go@gmail.com](mailto:deer2go@gmail.com).

**TC or manager needed** for private HMO PPO practice. BiLingual a +. Fax 951-471-1638. Lake Elsinore, Ca.

**PRACTICE WANTED** Buyer looking for 6 + operatories with good number of new patients per month, cap checks of \$7K per month and PPO patients. SELLERS call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780 @ (714) 550-7494 or [quickbiz4-e@yahoo.com](mailto:quickbiz4-e@yahoo.com) | [www.lcffin.com](http://www.lcffin.com).

**Dentist full time** needed for rialto indipendent office on comisson & base pay call Esther 9098744699, fax 9098744689 email [pahuja1865@gmail.com](mailto:pahuja1865@gmail.com).

**GP needed part time** in Lake Elsinore. Must do all TX necessary on adults & kids. email days available: [Toothfairyrecruit@yahoo.com](mailto:Toothfairyrecruit@yahoo.com).

**Newport Beach Practice Best location in Newport, 4 Ops, Digital xrays, Dentrix Software, Over 1000 active pts. Dentist relocating. Best price for Newport. Dentalpracticesforsale2012@gmail.com 949-200-0183.**

**General Dentist needed** for Riverside area. Must be experienced in RCTs and extractions. US graduate preferred. E-mail resume to [Rivdental@hotmail.com](mailto:Rivdental@hotmail.com).

**ORTHODONTIC PRACTICE FOR SALE** Orange County - New Listing! Spacious, 6 chair, open bay orthodontic practice with a modern, upscale and elegantly designed office. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

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**Endo At Your Office GP Highly Experienced in Molar Endo (Military Trained) I Bring Everything Including Microscope. Call 818-588-0124.**

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**Are you looking for a quality dental practice with over 49 years of goodwill, (20 at this location) and a dedicated and enthusiastic team? This is a Fee-for-Service and Delta Premier General practice located in Central California. Free standing building (also for sale) in Premier Medical Complex, 4500 sq. ft., 8 operatories, complete digital + CAD-CAM. 2011 Collections 1.3mil., 4 work days/week, 2 months vacation/year. Ph# 310-694-6915.**

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**PRACTICE FOR SALE** #3287 - SO. CA - \$6,000,000. Estb 35 yrs. Prestigious Hi identity location. 12,000 sq. ft. @ \$1.00 per sq.ft. \$30k Cap/mo. Strong HMO. PPO Mix. Almost 200 Implants first year. Requires substantial net worth. Nets \$1 million plus. Must qualify financially for information. Call PPS – Tom Fitterer (714) 832-0230 or (714) 345-9659.

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**Prosthodontist wanted** 1-2 days per week for busy multi-specialty practice in Palm Desert. Call 760-272-6292.

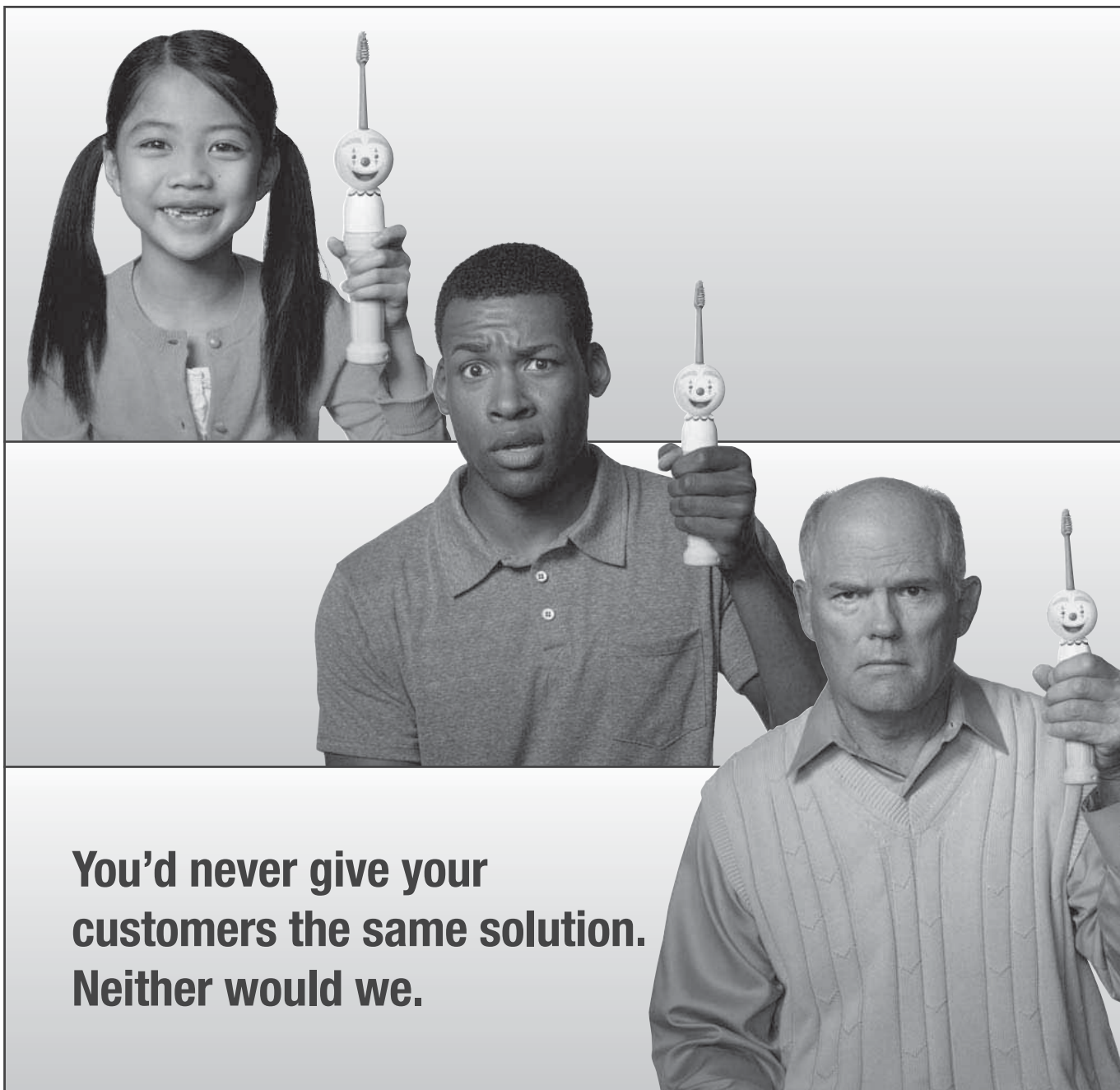
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**GP w/ +1yr needed** for all aspects of dentistry including Pedo in Los Angeles/Huntington Park. Email resume to [drjohn219@yahoo.com](mailto:drjohn219@yahoo.com).

**"They were clear** concise and had a good knowledge of the law in this highly specific area. I would recommend Wood and Delgado above all other attorneys. The others didn't compare." Nicholas N. Gadler, D.D.S., San Diego, California- See our ad on Pg. 2.

**GD PRACTICE** \$545,000, Westwood, LA County, Southern CA, Amalgam Free, 4 Ops, doctor retiring. Call MPG (949)675-5578.

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**PRACTICE FOR SALE/ LAKE ELSINORE** Modern off w/3 ops in shopping cntr. California Practice Sales, Inc. Phone: 714-639-2775.

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**Sirona Sirolaser** Never Used. Orginal Price 14,000 Plus Tax. Asking 6,200 OBO. Dr.Tabib 818 705 0200.

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**RDH-Female** USC graduate, flexible, energetic, team player looking to work in an established dental practice EMAIL: [800nelli@gmail.com](mailto:800nelli@gmail.com).

**Glendale Dental office** Sublease - 2-3 days a week..call Melinda 818 547 4398. Free unlimited parking.

**SO. CA** Experienced GP to perform ANY Wisdom Teeth Removal and Implant Surgery/Prosthodontic related procedure in your office. 6189175805.

**FOR SALE 2 USED DENTAL CHAIRS** 2 Proma chairs w/ lights & unit for sale in "as is" condition (\$1200). Email- [balboadentalcare@gmail.com](mailto:balboadentalcare@gmail.com).

**Carona, Calif Office needs Associate Dentist. Full or Part time. Possible buy in. Send resumes to [business@afamilydental.com](mailto:business@afamilydental.com) or fax to (951)736-0461.**

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**PRACTICE FOR SALE** #3288 - Bakersfield Area – Gross \$900k, net \$400k. 4 Ops. Cash, Insurance, Few PPO's. Low overhead, rent only \$2,500. Free standing building. Call PPS (714) 832-0230.

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**LOS ANGELES DENTAL MEETING** It's Easy to Work and Play - September 7-8, 2012 - [www.ladentalmeeting.com](http://www.ladentalmeeting.com) (323) 255-5848.





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## Featured Listings

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Spacious and attractively appointed 6 chair, open bay orthodontic practice. Well established business in a prime location. Friendly and accommodating staff.

### **TORRANCE *New Listing!***

GP in modern and efficient, 5 op facility equipped with digital x-rays and intraoral cameras. Over 32 years of goodwill. The seller is retiring.

### **SW SAN BERNARDINO COUNTY**

Long established, 7 op GP in a newer facility and an upscale medical/dental plaza. Strong patient base with collections consistently over \$1,000,000.

### **SAN JOAQUIN VALLEY**

Four op GP located in a stand-alone building. Well established with 39 years of goodwill and a stable patient base. The seller is retiring.

### **WEST LOS ANGELES**

Three op GP in a sought after location. Steady new patient flow and long term goodwill built over the past 30 years.

### **RIVERSIDE COUNTY (Oral Surgery)**

Nicely appointed, 3 op practice in a prime location with easy freeway access. The seller is retiring. **Sale Pending**

### **LOS ANGELES (Endo) *Price Reduction!***

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

### **NORTHERN SAN JOAQUIN VALLEY (Perio) *New Listing!***

Highly profitable, 5 operator (4 equipped) periodontal practice. Established in the community for over 30 years. Amazing opportunity!

### **SOUTHWEST RIVERSIDE COUNTY *Price Reduction!***

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

### **BAKERSFIELD *Price Reduction!***

Busy GP with a great Bakersfield location. The office is nicely appointed and efficient. The seller is relocating out of the area.

### **KERN COUNTY *Price Reduction!***

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

## Additional Listings

### **RENO, NEVADA *SOLD!***

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**PRACTICE FOR SALE** (Price Reduced!) Southwest Riverside County – Long established, 4 op GP with an excellent location in a growing community. The seller is relocating out of state. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

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**Westchester Leasehold For Sale** 4 ops fully plumbed, 2 equipped ops, private office, new flooring, ceiling, front desk E-mail w\_011@yahoo.com Call 310-645-5707.

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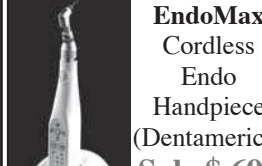
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*Botox therapy has many uses in restorative dentistry. Your California dental license already permits you to treat various dental related conditions by injecting Botox.*

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*We expect a large audience for this course, so register early.*

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Patient Record Sales

- **ANAHEIM:** For Sale-General Dentistry Practice. This 3 op had \$253,000 in collections in 2011. There are 3 ops in this 864 sq. ft. office with 1.5 days of hygiene. Owner works 3 days per week. No welfare or HMO's. Laser, Dentrrix Software and Intra-Oral Camera.
- **BISHOP:** For Sale-General Dentistry Practice and Building. After 29 years in the same location this retiring dentist is selling both his practice and building. Collections were \$1,000,243 in 2011 with \$387,000 Adjusted net income. There are 6 days of hygiene in this 5 op 1,800 sq. ft. building. 100% financing is available for both building and practice.
- **CHICO:** For Sale-General Dental Practice. The collections in 2011 were \$1,209,207. There are 7 days of hygiene in this 5 operatory, 2,400 sq. ft. office. Equipment includes Laser, Intra-Oral camera, new Cone Beam X-ray and Dentrrix software. This excellent practice has 1,824 active patients with 12 new patients a month.
- **CHULA VISTA:** For Sale-General Dentistry Practice and Building. **DECEASED DENTIST** as of March 25th, 2012. This beautiful 11 op. office located in a highly visible prime area in Chula Vista, had collections of \$1,684,000 in 2011 and \$1,730,000 in 2010. There are 5 days of hygiene with approx. 30 new patients per month. Lasers, Intra-Oral Camera, Pan-Ceph, etc. Practice has been in this location since 1998. 100% financing available for practice and building. Staff will stay. #14394
- **EAST BAY:** For Sale-ENDODONTIC PRACTICE. The adjusted net income was \$186,000 in 2011 in this 3 operatory, 1000 sq. ft. office. Includes Microscope, X-ray Scanner and PBS software. Transfer of referral base should be excellent. Ideal office for new endodontist or as a satellite practice for established practitioner. Dr. is retiring.
- **FRESNO:** For Sale-General Dentistry Practice: \$935K in collections in 2011, w/adjusted net income of \$337K, 15% of practice is HMO. Office is 2,300 sq. ft. and is located in north Fresno in a highly visible professional office complex on a main thoroughfare. There are 6 equipped operatories, owner reports average age of equipment is 4 years. Practice has been operating in present location for over 20 years. Eaglesoft software, owner is retiring. #CA502
- **FRESNO:** For Sale-General Dentistry Facility. One of the best opportunities this year. This 3 op dental office comes equipped. It is in a great location and has about 200 active patients. Owner is in the process of completing his Orthodontic training and only works in the office 5 days a month. Complete pictures of the office and an inventory list of included furniture and fixtures are available. Everything included for only \$85,000 You can't afford to pass this up. #14383
- **GLENDAL:** FACILITY SALE-General Dentistry Office Space & Leasehold Improvements Sale- Office located in a medical plaza, 1760 sq. ft. 7 operatories, computerized equipment approximately 5 years old. Two 5-year options available. #14373
- **GRASS VALLEY:** For Sale-General Dentistry Practice. 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. GR 545K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq. ft. Refers out most/all Ortho, Perio, Endo, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrrix Software. Owner retiring. #14372.
- **GRASS VALLEY:** For Sale-General Dentistry Practice. Owner retiring. Well-designed 1,550 sq. ft. office with 4 ops plumbed, 3 ops furnished. Gross Receipts for 2011 were \$309K on easy 3 days/wk with low (47+%) overhead. Practice refers out Endo, Perio, Surgery & Ortho. Pano, PBS software. May be able to merge with another existing practice that will also be for sale in the near future. This merger would result in \$800,000 gross annually. #CA503
- **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 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- **GREATER SACRAMENTO:** For Sale-Periodontal Practice: Retiring owner is the only Periodontist in a community of 50+K with a draw area of 100K. Implant experience a must. Great opportunity to work closely with a Prosthodontist and an Endodontist. Nicely appointed 1,500 sq. ft. office with 5 operatories, Digital X-rays and Dentrrix software. 2011 gross receipts of \$719K. #CA500.
- **HAWAII (MAUI):** For Sale-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 ½ days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **HAYWARD:** For Sale-General Dentistry Practice. This practice consists of 1,600 sq. ft. with 4 treatment rooms in an excellent location. 2010 Gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients.
- **LANCASTER:** For Sale-General Dentistry Practice. This 4 operatory office is located in 2,360 Sq Ft on the second floor of an attractive Medical Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location #14376.
- **LEMOORE/HANFORD AREA:** For Sale-General Dentistry Practice & Building. Owner has worked in this location since 1971. Gross Receipts were \$378K with \$139K adj. net income. There are 3 equipped operatories and 3 days of hygiene. Purchase of the building is optional to the Buyer. 100% financing is available for both building and practice. Excellent opportunity for new grad or satellite practice. #14375.
- **MILLBRAE:** For Sale-General Dentistry Practice. This beautiful, well-established office is located on the main thoroughfare of the North Peninsula, offering great exposure that generates 25-30 new patients per month. 5 treatment rooms (6th plumbed) in approx. 1,500 sq. ft. equipped with Digital Pan, Digital Imaging and Intra-Oral Camera. 2011 gross receipts of \$651,000 with \$230,000 adjusted net income. Owner is retiring. Don't delay, this won't last long! #14395
- **MODESTO-TRACY-STOCKTON AREA:** For Sale-Pediatric Practice. \$677,000 in collections in 2010 with a \$357,000 net income. This 3-chair office is located in approximately 1,250 sq. ft & has recently been remodeled. Patient Base software. Office equipped for NO2 & IV sedation. Practice has operated in its present location for 20 years.
- **MOUNTAIN VIEW:** For Sale-General Dentistry Practice: This 2 day per week satellite office is located the heart of Silicon Valley, surrounded by most of Mountain View's largest employers. 2 fully equipped treatment rooms (expandable to 4), Pano, Digital Processor and Dentrrix Software in approx.. 1500 sq. ft. With household names as your neighbors, few opportunities are this good! #14398
- **MORGAN HILL:** For Sale-General Dentistry Practice & Building. **DECEASED DENTIST AS OF JUNE 6TH, 2012.** The office and equipment are 5 years old. The office is beautifully decorated and efficiently laid out with 5 operatories. The condominium space is located in highly visible, upscale, professional office building. 2011 gross

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- receipts were \$846,000. Intra-oral Camera, Panoramic X-Ray and Digital X-Ray. Staff and hygiene are working daily with out-of-the-area doctor covering. Approximately 1,700 active patients. #14399
- **NEWPORT BEACH:** *For Sale*-General Dentistry Practice. This 4 operator practice is located in beautiful Newport Beach and is part of a large office complex. Gross receipts were \$490K in 2011, with an average of 20 new patients per month. The office is 920 sq. ft. with Dentrix software, Dental laser, and up-to-date equipment. #14397
  - **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 CALIFORNIA:** *For Sale*-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft. There are 6 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring. #14251
  - **NORTHERN CALIFORNIA:** *For Sale*-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 panoramic X-Ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.
  - **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. Dentrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
  - **NORTH OF SAN FRANCISCO:** *For Sale*-PERIODONTAL PRACTICE. Owner retiring: Great opportunity for a Periodontist with experience in dental implant placement. This well-appointed practice is located in a 1,300 sq. ft. office with 4 operatories along the busy 101 corridor north of San Francisco. 2011 gross receipts of \$558,000. DSN software. Buyer will be the only full-time periodontist in an area with the population of approximately 60,000. #14396
  - **OCEANSIDE:** *For Sale*-Modern looking office. 4 op, 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 rehire-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
  - **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
  - **ROSEVILLE:** *For Sale*-General Dentistry Practice. Great Location. 2009 Gross Receipts \$300K with adjusted net income of \$300K. 1,973 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
  - **SACRAMENTO:** Must be sold immediately. Well-established General Dentistry practice is desirable N. Sacramento location. Office is 1950 sq. ft. with 4 ops. plus fully functional dental lab. (porcelain oven, casting, splints) which can be converted into 2 additional ops., Digital x-rays and digital Pan, Practice Works software, 2010 Net receipts \$1,967,047. Don't assume anything about the purchase price. Inquire immediately. Purchase price is totally negotiable.
  - **SACRAMENTO:** *For Sale*-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Softdent software. Owner to retire. #14374
  - **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. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 2 ops 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 FRANCISCO:** *For Sale*-General Dentistry Practice. This 1000 sq. ft. office is located in the heart of the financial district. It is a corner office with each of the 4 operatories looking out at the incredible views on Golden Gate side of the bay. The 2011 collections were \$1,200,000 with a low overhead. The practice averages approximately 15 new patients a month.
  - **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 Dentrix 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 BARBARA:** *For Sale*-General Dentistry Practice. Wonderful opportunity to live and work in one of California's most desirable areas. 2010 Gross receipts were \$974,000 with a \$370,000 adjusted net income. Six days of hygiene. Dentrix software, Intra-Oral Camera and Panoramic X-Ray. Owner is retiring. #14382
  - **SANTA CLARA:** *For Sale* - BUILDING ONLY: This building is located just west of Westfield Mall and Santana Row. The building has two units. One side is designed and plumbed for dentistry and the other was a law office. There is 3,776 sq. ft. of office space. The dental office is approximately 1,800 sq. ft. with 6 operatories. The building has been recently re-roofed. Excellent opportunity for a startup practice or for the dentist that needs more space. Financing available through various dental lenders. #14368
  - **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. 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. #14320
  - **TORRANCE:** *For Sale* - General Dentistry Practice. Gross Receipts \$413K with an adjusted net income of \$203K. 50% overhead. Practice has been in its present location for the past 25 years. The office has been tastefully remodeled. Office is 800+ sq. ft. with 3 equipped operatories. 4 -hygiene days per week. Doctor is to retire. #14369
  - **VICTORVILLE:** *For Sale* - General Dentistry Practice. This practice is worked just on a three day a week schedule. There are 3 operatories with 10 off-street parking spaces. Practice has high visibility. The practice was acquired from previous owner in 2002. #14393

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**FRESNO** For Sale General Dentistry Practice. \$935K in collections in 2011, w/adjusted net income of \$337K. 15% of practice is HMO. Office is 2,300 sq. ft. and is located in north Fresno in a highly visible professional office complex on a main thoroughfare. There are 6 equipped operatories, owner reports average age of equipment is 4 years. Practice has been operating in present location for over 20 years. Eaglesoft software, owner is retiring. #CA502 HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

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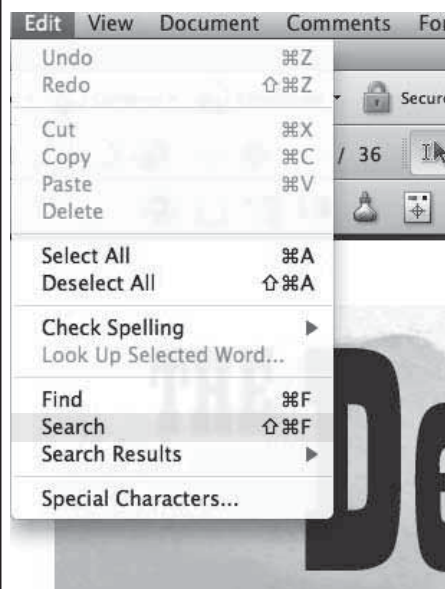


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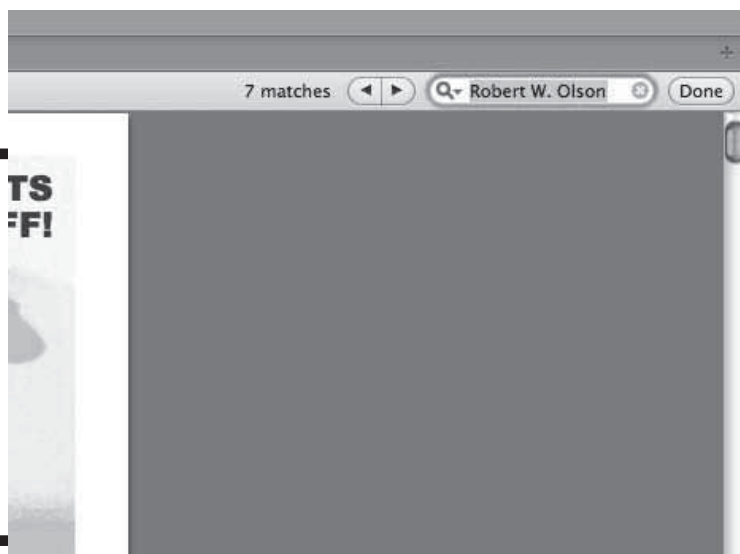
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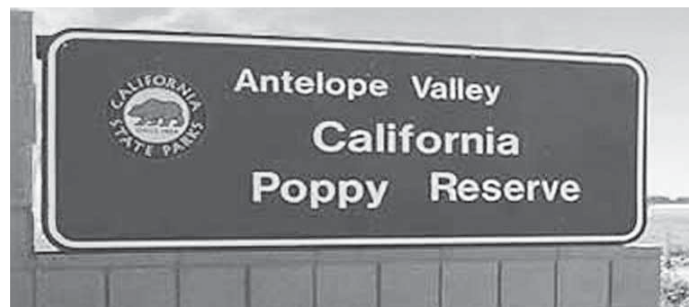
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**Experienced female GP** seeking part time in Orange County or 20 mile radius. Great with kids. Bilingual Spanish. (949)903-0672.

**Dental chair light** SDS brand, pole mounted, High/Low intensity control, asking \$250, call to email photos (818) 631-8180.

**free dental office (leasehold) in Santa Barbara - 4 ops, computerized, digital xrays, 1450 sq ft, please email me** huy\_n68@yahoo.com.

**Planmeca Proline EC 2003** for sale. Excellent Condition, film based, Foster Plate digital. Asking \$2800. beyeoffice@sbcglobal.net.

**ATTN SPECIALISTS** Office SPACE Sublease 2-3 Days in SANTA ANA. \$500-650, 1-2 DA and basic equipment. caredental.implants@gmail.com.

**Sirona Sirolaser** Never Used, Asking \$5300. OBO Scott (714)529-1311.

**HYDROCOLLOID CONDITIONER** STAINLESS \$125; APC BACKUPS 650 \$45; DANSEREAU CHAIR/HEALTHCO LIGHT \$475 OBO. 310-326-5499/docjty@gmail.com.

## CHANGE OF ADDRESS FORM

**THE Dental Trader**  
*Buy, Sell or Trade all things Dental*

### OLD ADDRESS

Dentist's Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

### NEW ADDRESS

Dentist's Name \_\_\_\_\_

Calif. Dental License # \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Authorizing signature \_\_\_\_\_

### PLEASE MAIL TO:

**PO Box 2631, Capistrano Beach, CA 92624**  
**or Fax this form to 949.498.1198**  
**on or before the 1st of the month.**

**For faster filing, submit this form online at:**  
**www.dentaltrader.com**

**RDH- USC Grad** Female, energetic, excellent clinical skills and very personable. Available Thursdays and Fridays. EMAIL: 800nelli@gmail.com TEL: 818-726-9068.

**Periodontist and Endodontist** needed for a dental office in Mission Viejo and San Juan Capistrano, Call: 949-310-5071 or email: californiadental@yahoo.com.

**La Jolla GP** has a contemporary office space to share with ALL Specialists. Minimal Cost. Contact nshriver14@yahoo.com or 858 754 7444.

**Dental office for lease Available Sept 2012 City of Industry.** Currently a national chain multi specialty dental office. Great Freeway visibility and adjacent to large credit chains stores. Over 25 years of goodwill. 3740 sq ft and in great condition. joejtina@aol.com; tel 13108010871.

**Turn your unwanted items** into CASH! Place a free ad in The Dental Trader. Submit you ad online at dentaltrader.com after reading the instructions on our FAQs page. The first 20 words are free! Free reader ads are not accepted by phone.

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# READER AD FORM FOR DENTIST & STAFF ONLY

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**We do not accept anonymously submitted ads**

Type or print ad copy clearly: \_\_\_\_\_

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### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card # \_\_\_\_\_

3 Digit Security Code (on back of card)

\_\_\_\_\_

Exp. Date \_\_\_\_\_

**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc)

**For Commercial Reader Ad Rates**, (to promote a business) please use form below.

This ad is for (check one): ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

#### Reader Ad Rates:

☐ 20 words or less - \*FREE.....(\$1 per word, thereafter-65 words maximum) \_\_\_\_\_

☐ All Bold Type: Add \$10. ....(add option: \$10) \_\_\_\_\_

☐ All Bold Type with Bold Border: Add \$15. ....(add option: \$15) \_\_\_\_\_

☐ Black Box with Bold White Lettering: Add \$20. ....(add option: \$20) \_\_\_\_\_

Total # of words.....(first 20 words free-add \$1 per word after first 20 words) \_\_\_\_\_

**Total** \_\_\_\_\_

Advertiser's Name \_\_\_\_\_

Charge Card Billing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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E-mail \_\_\_\_\_

Authorizing signature \_\_\_\_\_

**Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month**

# COMMERCIAL AD FORM FOR BUSINESSES

## The Dental Trader

*Buy, Sell or Trade all things Dental*

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**Submit this form online at: [www.dentaltrader.com](http://www.dentaltrader.com),  
 mail w/check or Fax submissions  
 (accepted w/charge card payment only) to 949-498-1198**

Type or print ad copy clearly: \_\_\_\_\_

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### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card# \_\_\_\_\_

3 Digit Security Code (on back of card)

\_\_\_\_\_

Exp. Date \_\_\_\_\_

This ad is for: ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

#### Bonus Feature Reader Ad Rates:

☐ 20 words or less - \$20.....(\$1 per word, thereafter-65 words maximum) \_\_\_\_\_

☐ All Bold Type.....(add option: \$10) \_\_\_\_\_

☐ All Bold Type with Bold Border.....(add option: \$15) \_\_\_\_\_

☐ Black Box with Bold White Lettering.....(add option: \$20) \_\_\_\_\_

☐ Total # of words..(first 20 words \$20-add \$1 per word after first 20 words) \_\_\_\_\_

**Total** \_\_\_\_\_

Name: \_\_\_\_\_

Charge Card Billing Address: \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

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**Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month.**



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Northern CA website: [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)

6008 - MENDOCINO COAST - FORT BRAGG Cultural haven offers attractive lifestyle. 2011 collected \$725,000 on Owner 3-day week. 4-days of Hygiene. Digital radiography. Computers in ops.

6020 - PEDO PRACTICE - ATTRACTIVE FAMILY COMMUNITY 2012 trending \$550,000+ in collections with Available Profits of \$280,000+. Remarkable office with investment here topping \$345,000. Computerized charting with digital Pano and Ceph. Full price \$240,000.

6023 - LOS GATOS - **"SOLD"** Part-time practice collected \$240,000 with profits of \$90,000. Computerized charting, digital radiography and digital Panorex.

6024 - PERIO PRACTICE - SAN FRANCISCO'S SOUTH BAY On part time schedule of 19-hour week with 7-weeks off, collected \$600,000 in 2011. 2012 trending Profits of \$270,000. Attractive office, nice location. Full price \$150,000.

6025 - CENTRAL MARIN COUNTY - SAN ANSELMO Well established practice collected \$490,000 in 2011 on 3-day week. 2+ days of Hygiene. 6026 - SACRAMENTO 2011 collected \$825,000 on 3-day week. Practice coupled with facility and location can do much more. Bring in specialists. Strong foundation can be developed into busier practice.

6027 - PLEASANTON Collected \$500,000 with Profits of \$260,000 in 2011. Office remodeled 3-years ago at cost of \$60,000. Nice "Town & Country" feel. Adec delivery systems.

6028 - BERKELEY'S ALTA BATES MEDICAL VILLAGE 2011 collected \$525,000. Collections for first 6-months of 2012 have practice tracking \$600,000. Busy Hygiene schedule.

6029 - NORTHEAST CALIFORNIA Trade in smog and congestion for soaring mountains and close-knit communities. 2012 tracking \$600,000 on 3-day week. 3-ops with Adec delivery systems. Be busy, be happy and take vacations. No worries here.

PPS SO. CA. - 714-832-0230 - 800-695-2732

3193 - Palm Desert. Grossing \$400,000+. Great Location.

3237 - Anaheim Hills - Solo group member wanted-Hi-identity-HiTech share beautiful space.

3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800,000 in hi identity shopping ctr. Available now @ \$250k. **SOLD**

3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$370k in '09. 1,800 sq. ft. 5 Ops equipped. Low rent

3273 - Downtown - Alvarado - Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing bldg. Grosses \$400,000 Part time.

3280 - Indio - 4,600 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. \$110k.

3284 Temecula/Menafee CLASSIC NO HMO PPO OR MEDI-CAL Estb 30 YRS, Gr \$850K 4 ops 3 days hygiene FP \$550,000

3287 - So. CA. \$6,000,000 Practice. Est. 25 yrs. Prestigious Hi identity location. 12,000 sq.ft. \$1.00/per sq. ft. \$30k Cap/mo. Requiring substantial net work. Nets \$1 million plus. Approx. 800 Implants. **SOLD**

NEW Sml Twn minutes from Bakersfield MODERN RE/Practice Gr 20 to 40 per month Bargain.

Apple Valley/Hesperia Gr \$700 to \$800 Free Std Bldg Avail Absentee.

3290 - Santa Paul at Fillmore-Hi identity location. GP Gross \$400k+. Est 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.

3298 - WESTWOOD/BH Estb 9 yrs HI IDENTITY CORNER GROUND FLR Gr \$350k No covenant, still a bargain at \$350k Seller invested over \$350,000

3299 - Lamont/Arvin Practice and RE next of MacDonalds Very Part time seller gr 15 to 40 per month. Full time DDS will do \$500,000

4000 - Hi identity Apple Valley Special SHOPPING CENTER Dental Office front and center Gr 650,000 Seller very conservative. Part time DDS says full time DDS will do a million FP at 550, K

4001 - Cathedral City. HI HI Identity corner dental off 8 to 12 ops FP \$150,000 dk Previous 1,000,000 location

Temec/Hemet HMO. Gr. \$700,000 part time. 8 ops fantastic location Million Dollar corner. Full Price \$565.

3284 - Temecula Classic-Cash & Indemnity 3 Days Hygiene 4 ops 3 equip super staff. Grossing Approx \$850K. Retirement.

HEMET/TEMECULA - HMO PT ABSENTEE GR \$700 PPS says Buyer will do 1.5 within 18 months Special Situation.

Victorville-AppleValley-Hesperia Area - Estb 20 yrs GP Gr \$700 plus Net Approx \$300 Conservative. More Vol avail 8 Ops Hi Identity Shopp Cent FP \$550,000 Serious Seller. Can do 1 million.

Santa Ana - estb 20 yrs - Super Hi identity intersection, 50 to 75000 auto per day. Five ops - Grossing 40 to 60K per month. Net \$200 to 300,000 - Great opportunity to build million dollar office here.

ABSENTEE OWNER

Lancaster - Estb 50 years - Hi identity central location, low overhead. Gross \$480,000 by part time owner. Seller can work back per new owner. Five operatories. Sellers Mgr says Full Time Doc will do a million here.

Orange County - Beautiful office - the right buyer will gross 2 million first year. Need specialists to group with this fantastic opportunity. Financing in place. Need Entrepreneur who has a team of specialists in place or dentist with multiple talents. HMO/PPO/Ins/Cash. Includes 9 days hygiene 10,000 - charts. As said with right team will do 2 million first year. Hi identity location shopping center.

Also Fantastic opportunity near 57/210. LAVERNE GROSSING 1.2 million Fulltime DDS will do more. Call PPS.

Montclair -- VERY HIGH IDENTITY - SPECIAL SITUATION --Try it you'll like it -- Hi Tech Modern new office--2260 sqft 6 OPs Seller will guarantee is real, If you don't Gross \$80k/month within 6 months don't Buy it, You have 6 months to prove you can do it. 50 year partial practice to move into this brand new hi tech facility, Grossed \$45k last month with absentee Seller. Full optionprice \$685,000. A bargain for right buyer.

Carlsbad-- Est 30 plus yrs Free Standing Bldg 12 ops Absentee run Gr \$700,000 HIGH IDENTITY BLDG-- Full Price Practice \$585,000.

## Call P.P.S. for new listings.

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Web address: [www.PPSDental.com](http://www.PPSDental.com)

ANOTHER APPLE VALLEY CLASSIC \$650k plus LOW OVERHEAD Garden Grove Gr \$450,000 KOREAN Patients Estb many yrs 3 ops, shopping ctr. Only \$330? Bargain Ask WHY!

Reseda - Very High Identity. 2nd year Gr \$600,000. 2500 sq. ft corner location. 2500 st lab 2nd deck. 2012 thru June Collections \$414k. 92 new patients June 550 NP 2012

Paramount Shopping Center Gp Gr \$360K More hours more gross and net FP 330K

SEVERAL EXCITING OPPORTUNITIES -- CALL TOM FITTERER OR DEAN GEORGE

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