

# THE Dental Trader

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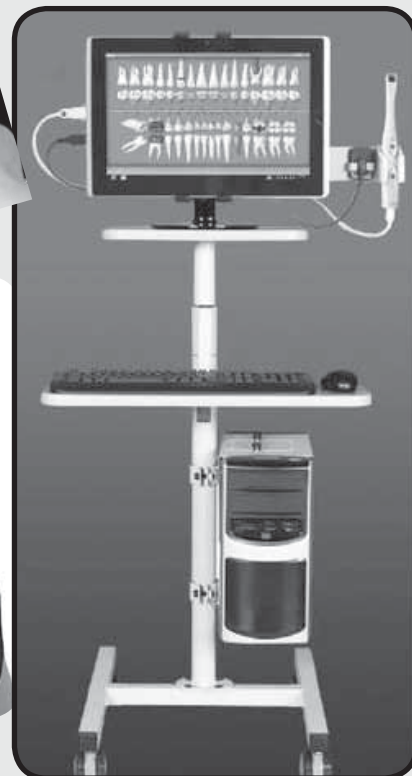
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### KERN COUNTY

**BAKERSFIELD #26** - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of goodwill. **[SOLD]**

### LOS ANGELES COUNTY

**CANOGA PARK** - (5) op comput. G.P. located in a strip center with exposure/visibility/signage. (4) ops eqt'd/5th plumbed. Cash/Ins/PPO patient base. Presently taking no Denti-Cal. Practice is located in an area of high Denti-Cal usage & could be added to significantly increase Gross Collections. 2014 Projected Gross Collections of \$250K+. Dentrix s/w. Digital x-rays - Dexis. Seasoned staff. Seller Retiring. **[PENDING]**

**ENCINO** - (3) op comput. G.P. located in a prof. bldg on a main thoroughfare. Part time practice w older eqt'd. Cash/Ins/PPO pts. Annual Gross Collect \$164K+. Below market Lease. Beautiful Valley views from ops. Great starter pract., part time pract., buy & combine pract. or satellite office. Seller retiring. **[NEW]**

**HOLLYWOOD** - Super clean, (3) op computerized G.P. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule.

**LANCASTER** - (5) op computerized G.P. and single use free standing bldg. located on a main thoroughfare with exposure/visibility and parking. Be your own Landlord! (3) ops eqt'd (2) add. plumbed. Digital x-rays, Easy Dental s/w. Pano eqt'd. 39 years of goodwill. Cash/Ins/PPO pts. 2014 Projected Gross Collections of \$300K+ on a (2) day week! Total mos. payment of \$4K w \$30K down! WOW! Seller retiring but will assist w the transition. **[NEW]**

**LA VERNE** - (6) op comput G.P. (3) ops eqt'd/(3) add. plumbed. Newer eqt'd. Located in a busy shop ctr. on a main thoroughfare w excell. exposure/visibility/signage & parking. Exhibiting health growth. 2014 Gross Collections projected at \$400K+. Digital x-rays. Cash/Ins/PPO pts. Seller moving. **[NEW]**

**LOS ANGELES** - Upscale, (4) op turnkey office for sale. Just built out & equipped w new eqt. Located in a new health care centered shopping ctr. on a main thoroughfare. Excellent exposure, visibility, signage & parking. DDS office has dental exclusive in the center. **[SOLD]**

**PASADENA** - Magnificent upscale, (3) op comput. turnkey office with included charts. (1) year old build out w near new Belmont eqt. On a main thoroughfare in a well known medical bldg next to the hospital. Only DDS in the bldg. Digital x-rays. Easy Dental s/w. Many built in referral sources. Seller to concentrate on other office. **[NEW]**

**SHERMAN OAKS #4** - (3) op comput G.P. located in a well known medical/professional building on a main thoroughfare. Cash/Ins/PPO patient base. 2013 Gross Collect \$180K+ on a (3) day week. Great starter, satellite or buy and combine opportunity. Seller retiring. **[NEW]**

**VAN NUYS/SHERMAN OAKS - Bldg. & Practice** - (5) op comput. G.P. (4) ops eqt'd. (5th) op plumbed. Located in a free stand. single use bldg. on a main thoroughfare w excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring. **[PENDING]**

**WEST SAN FERNANDO VALLEY** - (4) op comput G.P. Located in a smaller, well known, prof. bldg. on a main thoroughfare. Excell. signage & ample free parking in rear lot. Annual Gross Collect \$750K+ on a (4) day week. Digital x-rays & soft tissue laser. Cash/Ins/PPO pts. (10+) new pts/mos. Lower overhead office w excell. long term lease in place. Seasoned staff. **[PENDING]**

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### ORANGE COUNTY

**ANAHEIM** - (3) op comput G.P. (2) ops eqt'd/3rd op plumbed. Located in a one story prof. ctr. Cash/Ins/PPO pts. Gross Collect \$162K+ part time. Very low overhead. Sales price less than replacement cost. Seller moving. **[PENDING]**

### RIVERSIDE COUNTY

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### SAN BERNARDINO COUNTY

**RANCHO CUCAMONGA** - (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Located in a strip center w exposure/visibility/signage & parking. Annual Gross Collect \$185K p.t. Cash/Ins/PPO/ pts. Averaging (7-9) new pts/mos. Seller does no advertising. Seller moving. **[NEW]**

### SAN DIEGO COUNTY

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### 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. **REDUCED.**

### VENTURA COUNTY

**CAMARILLO** - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **[SOLD]**

**EAST VENTURA COUNTY #2 - Bldg. & Practice** - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eqt'd.

**EAST VENTURA COUNTY #3** - (5) op comput G.P. located in an upscale prof. bldg. w excell off street free pking. (4) ops fully eqt'd 5th op partially eqt'd. Digital x-rays, CEREC and Pano. Cash/Ins/PPO pts. Under market lease rate. Annual Gross Collect \$600K+ on a (4) day wk. (3) days of hygiene. Seller refers out diff O.S., all Endo, Implant Placement, Perio Surgery & Ortho. Seller moving. **[NEW]**

**SIMI VALLEY #3** - (4) op comput. G.P. located in a strip ctr. with excellent exposure/visibility and signage. Cash/Ins/PPO patient base. 2013 Gross Collections \$555K+. Digital X-Rays. Excellent Lease. Low Overhead. **[NEW]**

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**Dental Office Space for Lease in San Diego.** 2500 square feet with 6 ops on very busy street, beautiful professional building. Huge waiting room area, large sterilization room extensive storage space, consult room, laboratory, two bathrooms. 3 operatories plumbed. Lease \$1.30/sq.ft. 917 440 7245.

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**LOS ANGELES:** Strip center. Modern equipment. Seller retiring.  
**LOS ANGELES:** Strip Center, Over 30 yrs Goodwill. Low Overhead.  
**NORTH HOLLYWOOD:** Shopping Center. Signage. Visibility. Walkins.  
**PALMDALE:** Retiree. 20+ yrs Goodwill. HMO income of \$7k/mo. Priced Right.  
**PALM DESERT:** Implant practice. 25 yrs of goodwill. Revenues over \$50k/mo.  
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# Practices For Sale In San Diego

- Brawley:** 4 Ops. High visibility busy street location. 38 years of goodwill. Excellent reputation.
- Clairemont:** 9 Ops. Seller moving. 90 new patients/mo. Refers out all specialty procedures.
- Chula Vista #1:** 5 Ops. 2nd story corner suite with large windows in all Operatories.
- Chula Vista #2:** 3 Ops. Located in well kept dental/medical office complex. Ample parking.
- El Cajon:** 4 Ops, 2 equipped. Low overhead. Nice ground level building with plenty of parking.
- Escondido #1:** 5 Ops. Started Dec, 2013. High Visibility on busy street. Plenty of parking.
- Escondido #2:** 5 Ops, 4 equipped. Building for sale too. High visibility location. Retiring dentist.
- National City:** 4 Ops. High visibility location with excellent signage for advertising.
- Pacific Beach #1:** 4 Ops. 15 years of goodwill. High Visibility busy corner location.
- Pacific Beach #2:** 3 Ops. 33 years of goodwill. Amazing views of Mission Bay and the Pacific Ocean.
- Rancho Bernardo:** 4 Ops. Low Overhead. No marketing done. Ground floor Medical Bldg.
- Vista:** 6 Ops, 5 equipped. Started Dec, 2013. Excellent visibility in shopping center location.
- Oral Surgery:** North County SD. Beautiful office. Well established with excellent reputation.

## Equipment & Tenant Improvement Only (No Patients):

- Bankers Hill:** 5 Ops, 3 equipped. High visibility location with view of Balboa Park.
- Rancho San Diego:** 4 Ops. Located in popular shopping center. New Pano. Low overhead.

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**SAN JUAN CAPISTRANO** PPS sold to Seller 9 years ago. Lady Seller now moving from area. st of art offic Prestigious area, Lots of Developments in area will cause immediate popultion growth in high end homes and apts. CALL PPS 714-832-0230.

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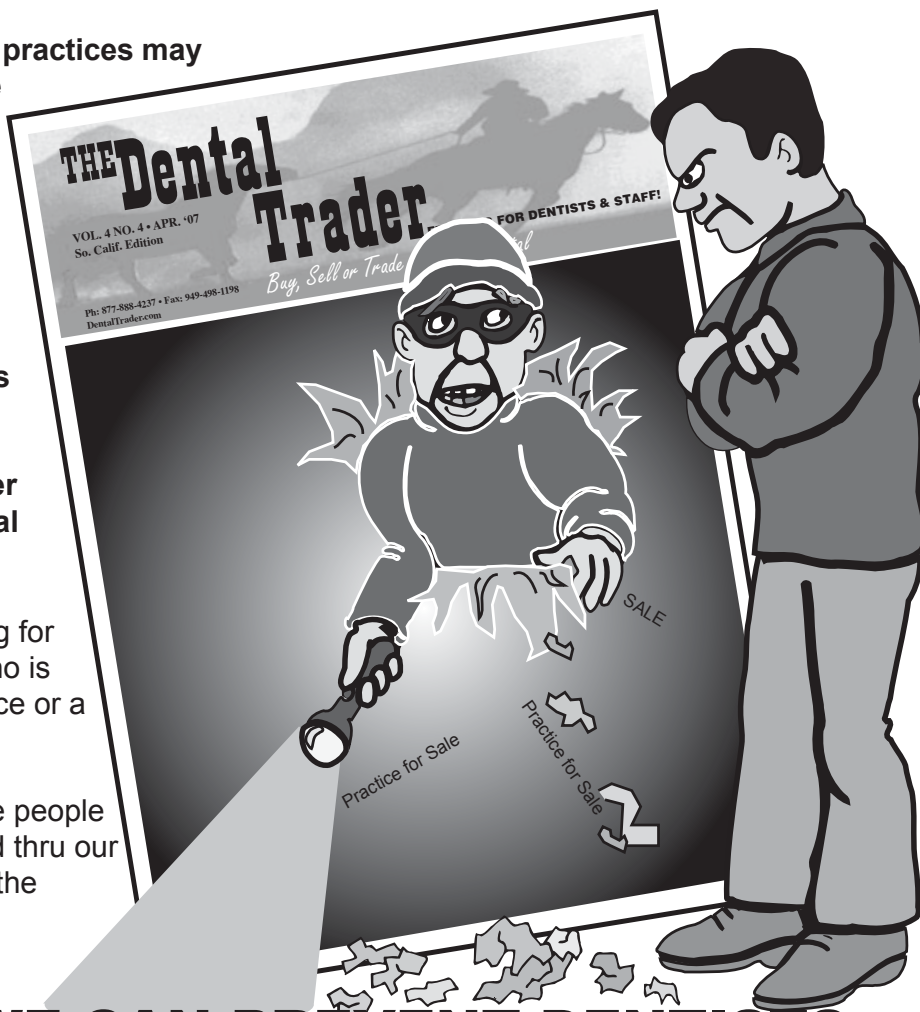
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# ILLEGAL DENTAL BROKERS

*The Dental Trader strictly enforces the following ad policy for the protection of dentists.*

Dentists selling their own dental practices may advertise them however, anyone else listing the sale of a dental practice or soliciting for listings must hold a valid DRE (Calif. Dept. of Real Estate) license. DRE compliance is required of all agents/brokers advertising the sale of dental practices per DRE code Sections 10000-10602. These advertisers are also required to identify themselves as an agent or broker on all ads placed that list a dental practice for sale.

If you encounter someone soliciting for listings and/or selling a practice who is not the owner-dentist of that practice or a DRE licensed agent, please notify **The Dental Trader** staff by calling **877-888-4237**. Invariably these are people who have placed a small reader ad thru our website and have slipped through the cracks of our security measures.



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**SAN FERNANDO VALLEY** ORTHO PRACTICE FOR SALE – 4 operatories in 1500 sq ft –grosses over \$17,000/month on 6 days/month – very modern with computers in each operator and Pano/Ceph – contracts receivable over \$155,000 - Thomas & Fees Practice Sales (714) 544-4341.

**Tarzana practice** leasehold for sale on Ventura blvd, asking \$165K, 4 plumped, 3 ops, office like new, 1500 sf, [E1dietcoke@yahoo.com](mailto:E1dietcoke@yahoo.com).



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# Practices for Sale

## Los Angeles

Dr retiring after 44 years in private practice - beautiful, modern 3 operator practice with digital x-rays and ScanX system - very high tech - grosses \$400,000 on 4 easy days/week

## Cypress

**Great 5 operator private practice** in shopping center - Dr retiring after 34 years in area - Grosses over \$1 million/year on 3 1/2 days/week - low overhead with huge net profit.

## Newport Beach

**Prime Private practice** for sale - for sale - 3 operatories in 1300sq ft - Dr. retiring after 35 years in - digital x-rays- hygienist works 3 1/2 days/week -grosses just under \$400,000/year on 3 1/2 days/week plus 3 1/2 days of hygiene - Dr. leases out part of space to labtech.

## Cypress

**Private practice** for sale - 4 operatories plus 1 x-ray room in 1200sq ft - Dr retiring from private practice - office in existence for 40 years - grosses over \$400,000 on 3 1/2 days/week - great hygiene production from hygienist.

## San Fernando Valley Ortho

Orthodontic Practice- for sale - 4 operatories in 1500 sq ft. - grosses over \$17,000/month on 6 days/month - very modern with computers in each operator and Pano/Ceph - contracts receivable over \$155,000 - priced for quick sale.

## Long Beach

**Private practice for sale** - 4 operatories in 1100sq ft - Dr retiring after 50 years - grosses \$300,000 on 4 easy days/week with 3 days of hygiene/week - digital x-rays - Dr will stay in either administrative or part time work if requested by Buyer.

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**Eagle Rock** 8 years old practice 2350 sqf. 650-700 active charts high end equipment a deck. 275k (818)7491841 Hamletabnous@sbcglobal.net.

**PRACTICE FOR SALE** Lemon Grove. GP with 4 Ops in busy strip mall. High NET! SDPS: 760-599-7828.

**BEACH CITY SO ORG CTY** GROSSED 850K 2013, so far this year grossing ave 60 to 90k in recent months, Seller will assist in bank financing if necessary. CALL PPS TOM FITTERER 714-832-0230.

**Harbor City Practice** For Sale 3 Ops Huge PCH Traffic Retiring 20+ Yrs Goodwill Free Equipment/Supplies wylcal@yahoo.com.

**Palm Springs area** pros/GP practice in renovated 4 op facility with new equipment collects \$750,000/year, nets \$300,000/year. Asking \$475,000. Kurt Skarin 805-777-7707.

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**ORTHODONTICS PRACTICE SALE** VALENCIA. Established 30 years. Owner offers flexible transition assistance. Broker - Charles Kim 800-416-2055.

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**DENTAL CHAIRS** Four matching Healthco Celebrity chairs in good condition. Four Dr and two assistant stools. Email for info [dinodds@yahoo.com](mailto:dinodds@yahoo.com).

**Anaheim office for sale** 6 Ops, low rent, major street corner Plaza, visible signage, long established, PPO only, new upgraded Win7 computerized with Dentrux G5, new digital X-ray & intraoral camera, digital Pano, lots of potential. Seller is willing to help transition. Please email to [dds898@gmail.com](mailto:dds898@gmail.com).

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**Sub lease** our dental office in Tustin, CA. Feel free to call for more details@ (714)368-3413.

**Dentist looking** for a medium sized practice, 3-6 operatories. South Bay area is ideal! Decent patient base, good location. High visibility. Sellers call Loc Pham, Broker at LCF Financial, Inc. BRE #01875780. (714) 550-7494 or [practice@lcffin.com](mailto:practice@lcffin.com) | <http://lcffpracticesales.com>.

# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Arcadia, Agoura Hills, Anaheim, Camarillo, Costa Mesa, Long Beach, Los Angeles, Newbury Park, Newport Beach, Orange, Pasadena, Rancho Mirage, Simi Valley, Torrance, Whittier and Woodland Hills.

**AGOURA HILLS FEE FOR SERVICE PRACTICE FOR SALE:** Exceptional office with six well appointed operatories, digital x-rays, digital panoramic, Biolase laser and fully computerized with Dentrrix software AND reasonable rent. Practice collects \$1.8 million per year with a net income of \$750,000/year on four and one quarter days per week with twelve days of hygiene per week. Seller refers molar endo, third molar extractions, implant placement and full banded ortho. Seller does do Invisalign cases and restores implants. No HMO, no evenings and no weekends. Practice averages 35-40 new patients per month. Seller is moving out of state. Asking \$1,500,000.-**PENDING AT FULL PRICE**

**VENTURA COUNTY ENDODONTIC PRACTICE FOR SALE:** One of only two endodontic practices within a ten-mile radius. This practice collected \$520,000 in 2013 with a net income of \$315,000. The practice receives 60 new patient referrals per month on average. The office has two fully equipped operatories with microscopes and digital x-rays plus a third operatory that is partially equipped. Recently renovated professional building with attractive rent. Seller is motivated. Best offer!

**LOS ANGELES GENERAL PRACTICE AND REAL ESTATE FOR SALE:** Established practice with six equipped operatories plus one additional operatory that is plumbed but not equipped in a free standing building collected \$372,000 for the first ten months of this year is projected to collect \$440,000 this year with four days of hygiene per week. Digital x-rays and full computerization with Dentrrix software. Seller refers all endo and almost all oral surgery. No Denti-Cal, no advertising, no evenings and no weekends. Practice gets 21 new patients per month. Predominantly Hispanic neighborhood. Practice is for sale for \$300,000 and the real estate is for sale for \$550,000.

**LONG BEACH GENERAL PRACTICE FOR SALE:** Practice collects \$400,000/year on three and a half days per week with three days of hygiene per week. Hygienists produce 38% of the income. Seller refers most endo, most oral surgery, all perio surgery, all implant placement and all ortho. Located in a professional building with easy freeway access, the office has four operatories of older equipment. The office is computerized, but is not digital. Seller is motivated and retiring. Asking \$250,000.

**SAN FERNANDO VALLEY PERIO PRACTICE:** Established perio practice collected over \$850,000 last year with hygiene accounting for 25% of the revenue. The office has five equipped operatories in a professional building. The practice receives referrals from over 30 different general dentists in the community. Seller will stay for a transition.

**NEWPORT BEACH FEE FOR SERVICE PRACTICE FOR SALE:** Practice collected \$2.1 million in 2013 and is on track to collect almost \$3 million this year. Net income in 2013 was over \$800,000 and the net so far this year exceeds \$100,000 per month. The practice has an oral surgeon and a periodontist placing implants which the seller restores. Seller does not place any implants and refers all endo. The office is newer with 6 year old equipment and is fully computerized with digital x-rays, panoramic x-ray, Cerec milling unit and Dentrrix software. Asking \$1,595,000.-**SOLD AT FULL PRICE**

**RANCHO MIRAGE COSMETIC PRACTICE FOR SALE:** Brand new facility and equipment as of 2012. Very nice build out and quality equipment. Seller moved the practice from a nearby location where he had been in practice since 1991. The practice collects over \$750,000/year with a net income of \$200,000/year. Seller works 4 days per week with 2 days of hygiene per week. Seller refers all implant placement, all perio surgery, all ortho, most oral surgery and most endo. Four ops with full computerization, Dentrrix software, digital x-rays, air abrasion and diode laser. Medical issues are forcing the sale. Asking \$475,000.

**ANAHEIM GENERAL PRACTICE FOR SALE:** Well designed and nicely equipped three operatory office is located in a one story professional complex. The practice has collected over \$175,000 per year until 2013 when the Seller was out with medical issues. In 2013, the practice collected \$122,000. Small fee for service patient base, no insurance plans, no marketing or promotion. Good opportunity for someone with patients in Anaheim to build upon. Asking \$120,000.

**WHITTIER FEE FOR SERVICE PRACTICE FOR SALE:** Long established, fee for service general practice collects \$350,000/year on four days per week with a net income of \$140,000/year. Seller refers most oral surgery, most perio, all molar endo, all implant placement and all ortho. Four equipped ops in a free standing building with good visibility and parking. Asking \$260,000 – **SOLD AT FULL PRICE**

**PASADENA FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** Seller works 3 1/2 days per week with 2 1/2 days of hygiene per week. Practice collects \$450,000 per year with negligible marketing, no PPO's, no HMO, no evenings and no weekends. Seller refers oral surgery, perio and ortho. Four equipped ops in a professional building. Retiring due to health issue. Asking \$350,000.

**BURBANK GENERAL PRACTICE FOR SALE:** Long 50 year history of goodwill in the community. Practice has collected \$1,550,000 plus per year for the past four years running with a net income over \$550,000 per year each year. The practice has over 9 days of hygiene per week and refers almost all endo, all oral surgery, all perio surgery, all ortho and all implant placement. The practice does not accept HMO or Denti-Cal. There are 7 equipped operatories with full computerization and digital x-rays. Asking \$1,395,000 – **SOLD AT FULL APPRAISED VALUE**



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### Can Working Too Long Hurt the Value of My Practice?

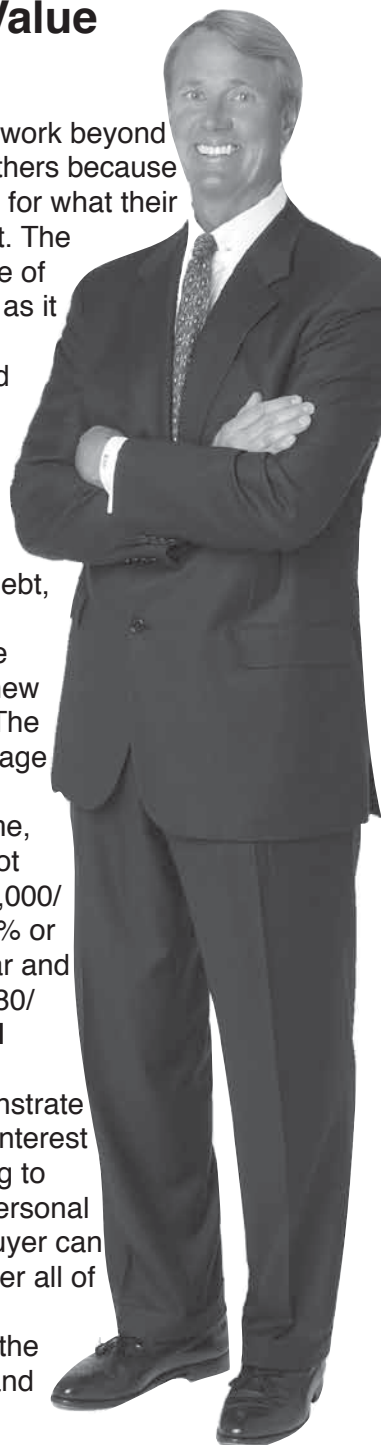
I frequently encounter dentists that have continued to work beyond the "traditional" retirement age, some out of necessity others because they absolutely love what they do, that now want to sell for what their practice may have been worth at some point in the past. The most difficult concept to convey to them is that the value of the practice is not based on the gross income as much as it is on the net income. Buyers must be able to secure a loan for the practice to be sold and that is intimately tied to what bankers refer to as the debt coverage ratio. Let me clarify this concern for you. Here are two examples:

Buyer #1 is married and the spouse earns \$120,000/year. The practice being purchased has a net income (profit to the owner) of \$200,000/year and is being sold for \$500,000 with a loan at 5.50%. The buyer's school debt, car payments, living expenses and home mortgage are \$8,000/month or \$96,000/year. The practice loan will be \$65,112/year. The buyer's household income with the new practice is \$320,000 and the annual debt is \$161,112. The debt coverage ratio is 1.99. Considering the debt coverage ratio alone, **every bank would make that loan.**

For Buyer #2, everything about the practice is the same, however, now the buyer is married, but the spouse is not employed. Buyer #2's personal debt obligations are \$12,000/month and the interest rate on the practice loan is 8.00% or \$72,780/year. With the buyer's income of \$200,000/year and the buyer's debt, personal and practice loan, of \$216,780/year, the debt coverage ratio is 0.92 and **no lender will make that loan.**

The above examples may be extreme, but they demonstrate the impact that the buyer's income, personal debt and interest rates have on the ability of the buyer to secure financing to purchase a practice. As outside income declines and personal debt and interest rates rise, the loan amount that the buyer can borrow decreases. The same practice profit cannot cover all of the buyer's obligations.

It is complicated, but for a complete understanding of the financing requirements, call Kurt Skarin at Lee Skarin and Associates, Inc.



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**MODESTO DENTAL PRACTICE FOR SALE** - Busy street. Strip mall. ~3,200 sf. 7 eq. ops. Close to major anchor stores. #MDT78F.

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4/17/2014



This place will not make you smile... :( I don't have any new news here, but would like to confirm the experiences I've read in many other Yelpers reviews. It's all about upselling very expensive services as "necessary". My second-opinion dentist (now my primary dentist) didn't seem to find any of the urgently pressing problems that were apparently threatening my very ability to continue eating while at [redacted] Whew! Didn't fall for it, and I'm now back to dentistry as usual.

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**CORCORAN** – Well established General Practice with over 50 years of goodwill located in a single story dental building with two suites. It's near residential community and elementary, middle and high schools. Seller is working an average of 26 hours per week and sees approximately 15-20 per day. The income source is approximately 60% insurance, 31.5% cash and 8.5% dental. Boswell Industries is one of the strongest patient pool for the practice with Guardian Insurance. The practice is a 1,400 sq ft suite with 4 equipped operatories, 1 plumbed not equipped operator, lab room, x-ray room, sterilization room, dark room, and a private office. It's computerized with CDM Software. Equipment is older. Does minimal advertising. Has a flat lease. Seller is moving to Southern California. Grossed \$281K in 2013 and projecting \$297K for 2014. Buyer's net of \$136K. Please contact your CPS Agent for more details. **Property ID #5001.**

**SAN JUAN CAPISTRANO (GP/Ortho/Pedo)** – Well established modern design practice is located in a busy shopping center with excellent visibility and signage. This practice consists of 6 fully equipped operatories, 3 plumbed not equipped and 3 plumbed for chairs in open bay in a 3,000 sq ft suite. It computerized with Dentrux software and digital X-ray. Major equipment is approximately 7-8 years old. Seller works 2.5 days/wk with 2 days of hygiene, GP 1 day/wk, Ortho 1 day/mo and Pedo 1 day/mo. Income source is approximately 30% insurance, 10% cash, 40% Dental and 20% capitation (\$2000/mo in CAP checks). Minimal advertising. Twenty four years of goodwill. Has monthly revenues of approximately \$72K. Projecting approximately \$875K for 2014. Seller will be retiring. Please contact your CPS Agent for more information. **Property ID #5016.**

**SANTA CLARITA (GP)** – This turn-key practice is located in single corner location with heavy traffic flow and excellent street visibility. Practice consists of 3 fully equipped spacious operatories and 5 plumbed not equipped in a 2,600 sq ft office. Plumbed for Nitrous and H2O. It's computerized with Easy Dental software and digital x-ray. Has new equipment. Seller works 2 days/wk with 2 days/ of hygiene and sees approximately 10 new patients/mo. The income source is approximately 50% insurance and 50% cash. Reestablished the practice in September 2013. Has long term lease. Averaging \$18,000 per month on a part time schedule. Projecting approximately \$203,637 for 2014. Great opportunity for a 1st time buyer or second office. Please contact your CPS Agents for more information. **Property ID #5013.**

**VICTORVILLE** – General practice located in a one story shopping center near Kaiser and close to a Target. Good location. Practice consists of 3 equipped operatories, 1 plumbed not equipped in a 1,450 sq ft suite. It's computerized with Practice Web software. Digital with 2 sensors. Seller moved to out of state in is now working 10 days/mo and averaging \$20K/mo. Sees approximately 10-12 patients/day. The income source is approximately 95% insurance and 5% cash. No advertising. 100% patient referral. Equipment is approximately 4 years old. Remodeled in 2010. Great practice with a Buyer's net of \$167,526. Projecting \$243K for 2014. Please contact your CPS Agent for more information. **Property ID #4551.**

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**CANOGA PARK (GP)** – This turn-key practice is located in a 3 story medical dental building with ample parking. Established approximately 10 years ago. Seller is currently working 1 day/wk with 1/2 day of hygiene. Sees approximately 10 new patients/mo. The practice consists of 2 equipped operatories, x-ray room with chair, small lab room, sterilization room, and private office in an approximately 1,000 sq ft suite. Has some HMO plans. 100% patient referral. Projecting approximately \$152K for 2014. Excellent opportunity for a first time buyer or a second office. Please contact your CPS Agent for more details. **Property ID #4357.**

**CHATSWORTH (GP)** – Well established practice with 38 years of goodwill located in a single story busy strip mall. Great signage and visibility. Heavy traffic flow. Seller work 3 days/wk with Associate (mainly hygiene) 2 days/wk. Practice consists of 5 equipped operatories, lab room, storage room, Pano room, sterilization room, dark room, and private office in a 1,377 sq ft office with digital cameras. It's computerized with Dentrux software. Minimal advertising. Has reasonable rent payment. Income source is approximately 50% insurance, approximately 49% cash and approximately 1% capitation. Grossed \$918K in 2013. Projecting approx. \$926K for 2014. Buyer's net of \$492K. Great opportunity. Please contact your CPS Agent for more information. **Property ID #4537.**

**HAWTHORNE** – General turn-key practice located in a corner single story free standing building with excellent visibility and private parking lot. It has been a landmark for dentistry for over 65 years. The practice has recently been remodeled and consists of 6 equipped operatories and 1 plumbed not equipped operator in approximately 1,997 sq ft office. It's computerized with Eaglesoft software and Digital X-ray. Seller is working 1 1/2 days per week with Associate 1 day per week. See approximately 8-10 patients per day. Income source is approximately 14% insurance and approximately 86% cash. Minimal advertising. Excellent opportunity for a full time Buyer. Seller will be focusing on primary office. Contact your CPS Agent for more information. **Property ID#4519.**

**LOS ANGELES Price Reduced!** – Turn-key general practice located in a multi story professional building. This modern designed practice consists of 3 equipped operatories, sterilization, and private office in approximately 824 sq ft suite. The office is computerized with Easy 2000 software and the equipment is approximately new to 3 years old. Has a long term lease. Seller is currently working 1 day/wk and sees approximately 8-10 patients/day and approximately 10-15 new patients/mo. Income source is approximately 50% insurance and approximately 50% cash. No HMO. Small advertising. It's a great potential for a full time and right buyer. Seller will be focusing on primary practice. Please contact your CPS Agent for more information. **Property ID #4467.**

**LOS ANGELES** – Family owned General practice with approximately 65 years of goodwill is located in single story free standing building with private gated parking lot. Building is available for purchase. Practice consists of 3 equipped operatories, 3 plumbed not equipped, 2 adjustment labs, 3 storage rooms, sterilization room, 2 dark room (use for storage), and private office in a 2,000 sq ft office. It's computerized with Computer Age Dentist software and has digital X-ray. Major equipment is approximately 5 to 13 years old. 100% patient referral. Seller works 5 days/wk and sees approximately 6-10 patients/day. Income source is approximately 90% insurance and 10% capitation (\$1396 in mo. Cap checks). Grossed approximately \$350K in 2013. Buyer's net of \$71K. Please contact your CPS Agent for more details. **Property ID #5008.**

**LOS ANGELES** - This practice with over 30 Years of goodwill, and approximately 60% of it's income comes from capitation. The monthly capitation checks alone, more than covers the to largest expenses the practice, being the rent and the staff. Given the demographics of the practice, it subscribes to the working class, that has insurance, or pays cash for dental services. Located in a retail area with heavy foot traffic, it is less than 1/4 mile from the 101Freeway, and next to a LAUSD School, known to have excellent insurance for it's staff. The Seller only purchased the last year, remodeled the location, put in digital radiography, and upgraded the computers. With the Seller having a life changing event, and moving out of state to Florida, you get to benefit from these upgrades, for less than what was invested. **Property ID #5012.**

**MISSION HILLS** - Leasehold Improvements & Equipment Only! Eight equipped operator office located in a two story professional building with side and rear parking available. Next to a residential area community. On a major street of Mission Hills with heavy traffic flow. The suite is approximately 2,541 sq ft. All utilities and janitorial service are included with rent. The major equipment is approximately 10 years old. This location has been a dental office since 1994. Seller is buying a building approximately 2 miles away. Please contact your CPS Agent for more details. **Property ID #5014.**

**MONTEREY PARK (GP)** – Leasehold Improvements & Equipment Only! This practice is located in a good area of Monterey Park on a 3 story medical building. Seller is the only dentist in the facility. Surrounded by shopping centers and a Hospital. Office consists of 3 equipped operatories, reception room, business and sterilization/lab area in 812 sq ft. suite. The equipment is approximately 10 years old. Has reasonable rent. Seller is moving his patients to his other office approximately 18 miles away. Price for an immediate sales. Please contact your CPS Agent for more information. **Property ID #4449.**

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# CALIFORNIA

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**RESEDA** – Well established general practice with over 50 years of goodwill. This family practice is located in a single story free standing building with ample parking. It's on a major street of Reseda with lots of heavy traffic and excellent street visibility. The practice consists of 3 equipped operatories (stand up dentistry), sterilization/lab combo, dark room, and private office in a approximately 950 sq ft office. Not computerized. Has older equipment. Seller works 4 days/wk and sees approximately 8-20 patients/day. Income source is approximately 30% insurance, 30% cash, 10% Denti-cal and 30% capitation. Projecting approximately \$292,796 for 2014 with monthly revenues of \$24K. Seller is retiring. Practice next to a residential community. Please contact your CPS Agent for more information. **Property ID#5017.**

**ROSEMEAD** – Established over 20 years ago. This general practice is located in a single story strip mall with tenants that included dry clear, Laundromat and restaurants that generate traffic for the plaza. Practice consists of 2 equipped operatories, lab/sterilization room, x-ray room, dark room and private office in a 790 sq ft suite. The practice is computerized with Open Dental software. Retiring seller is working in part time. Income source is approximately 30% insurance, 65% cash and 5% capitation. 100% patient referral. Projecting approximately \$119K for 2014. Low Sale Price! Please contact your CPS Agent for more details. **Property ID #5019.**

**SANTA CLARITA (GP)** – This turn-key practice is located in single corner location with heavy traffic flow and excellent street visibility. Practice consists of 3 fully equipped spacious operatories and 5 plumbed not equipped in a 2,600 sq ft office. Plumbed for Nitrous and H2O. It's computerized with Easy Dental software and digital x-ray. Has new equipment. Seller works 2 days/wk with 2 days/ of hygiene and sees approximately 10 new patients/mo. The income source is approximately 50% insurance and 50% cash. Reestablished the practice in September 2013. Has long term lease. Averaging \$18,000 per month on a part time schedule. Projecting approximately \$203,637 for 2014. Great opportunity for a 1st time buyer or second office. Please contact your CPS Agents for more information. **Property ID #5013.**

**SANTA MONICA** – Well established General practice with over 33 years of goodwill is located in a ground level of a 6 story professional building. Practice consist of 4 equipped operatories, lounge room, sterilization/lab combo and private office in a 1,321 sq ft suite. It's computerized with Eaglesoft software and digital x-ray. Sellers work 4.5 days/wk and see approximately 10 new patients/mo. Insurance and cash practice. No Denti-cal or HMO. There's minimal advertising. Grossed \$690,990 in 2013. Projecting approximately \$687,704 in 2014. Buyer's net of \$243,164. Great practice. Please contact your CPS Agent for more information. **Property ID #5021.**

**SOUTH PASADENA** – General practice with 4 equipped operatories located in a 1,100 sq. ft. suite on a two story Medical/ Dental building with 25 Years of Goodwill. Retiring Seller is currently working 4 dys/wk. Income is approximately 80% PPO & 20% Cash. It's computerized with Soft Dental software and Digital X-ray. Projecting approximately \$599,748 for 2014 w/ a Buyer's Net of \$220,926. Please contact your CPS Agent for more details. **Property ID #5000.**

**TEMPLE CITY (GP)** – Long established practice with 46 years of goodwill located in single story two suite dental building with option to buy. This practice consists of 3 equipped operatories, lab room, sterilization room, dark room, and private room in a 1,015 sq ft suite. Shares reception room only. Seller works 3.5 days/wk and sees approximately 5-6 patients/day. Income source is approximately 38% insurance and approximately 62% cash. Not computerized. Has older equipment. Grossed \$124,644 in 2013 and Projecting \$164,467 for 2014. Buyer's net of \$53K. Have revenues of \$13K/mo. Great practice. Please contact your CPS Agent for more information about this great office. **Property ID #4553.**

**TORRANCE (GP) Price Reduced!** – Modern designed fee for service practice located in a two story professional building. Corner location with heavy traffic flow. Have over 44 years in goodwill. Practice consists of 3 equipped operatories, 1 plumbed not equipped for expansion, with digital x-ray and Eaglesoft software. Motivated seller works 4 days/wk with 1.5 days/wk of hygiene and sees approximately 12-15 new patients per month. Grossed \$314,250 in 2013. Have revenues of \$27K/mo. Buyer's net of \$84,995. Please contact your CPS Agent for more information about this great office. **Property ID #4375.**

**TORRANCE** – General practice located in a busy single story shopping center with lots of traffic. Practice consists of 3 equipped operatories, sterilization/lab combo, consultation room, lounge room, and private office in an approximately 1,046 sq ft suite. Computerized with digital x-ray. Seller works 4 days/wk and sees approximately 10-12 new patients/mo. No HMO. Grossed \$321,051 in 2013. Practice is averaging \$27K in monthly revenue. Great office. Please contact your CPS Agent for more details. **Property ID #4477.**

**WEST COVINA** – Established in 1993, this General practice is located in one story building with rear parking, great visibility, and signage. Seller works 4 days/wk with 2 days/wk of hygiene. Income source is approximately 50% insurance / 25% cash / 25% Denti-cal. Seller sees approximately 10-24 patients/day. Minimal advertising. The practice consists of 3 equipped operatories and 1 plumbed not equipped, in an approximately 1,000 sq ft office. It's computerized with Easy Dental software. Great office. Grossed \$402K in 2013. Buyer's net of \$65,219. Office is averaging \$31K in monthly revenues. Please contact your CPS Agent for more details. **Property ID #4237.**

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Robert A. Palumbo, Executive V.P/Partner

**WOODLAND HILLS** – Leasehold Improvements & Equipment Only! Great starter practice located in a multi story medical/dental building adjacent to numerous amenities in the Warner Center area. Near major shopping mall. Practice consists of 4 equipped operatories, lab area, sterilization room, lounge room, consultation room and private office in a 1,500 sq ft office. This location has been a dental office for approximately 35 years. Seller merged practice into his primary office. Please contact your CPS Agent for more details. **Property ID #5002.**

### ORANGE COUNTY

**ANAHEIM** - Leasehold Improvements & Equipment Only! Historical dental office since 1989 located in a single story building with private parking. In busy intersection and surrounded by shopping centers and residential areas. Great signage. Practice consists of 4 equipped operatories in a 1,680 sq ft office. It's computerized with Diamond Dental software. Motivated seller is the Landlord. Great opportunity for a GP. Please contact your CPS Agent for more details. **Property ID #4535.**

**FULLERTON (GP)** – Modern design practice with 3 spacious equipped operatories, a conference room, built in sound system, a digital surveillance system, and even a unique built in tiled shower. Located in a free standing building with ample parking on one of the city's main thoroughfares, it is also backed right up against the California State University of Fullerton. Has excellent street visibility with heavy traffic flow, being located on one of the busiest streets in the city of Fullerton. Seller is currently working 2.5 days/wk and sees approximately 6-10 new patients/mo. The income source is approximately 30% insurance and 70% cash. Established in 2002. Computerized with Eaglesoft software. Projecting \$554K for 2014. Buyer's net of \$189K. Please contact your CPS Agent for more information. **Property ID #5010.**

**GARDEN GROVE (GP)** - Turn-Key office with 50 years of goodwill, the practice moved to this corner location in 1984, and was handed down from father to son, who is now the owner of the practice and the building. Building is for sale. There is ample parking in the private lot located at the rear of the building. The practice is less than .1 miles from freeway, with easy access to on and off ramps. The large signage that is visible from the freeway, is grandfathered by the city (signage can no longer be built in this area). Every morning and evening, heavy traffic is stopped right out in front of the practice because of the signal light. This practice consists of 4 equipped operatories with Eagle Soft software in a 1,745 sq ft office. Seller works approx. 2.5 days/wk and sees approx. 7-15 patients/day. Projecting approximately \$133,381 for 2013 (fiscal year). Please contact your CPS Agent for more details. **Property ID #4539.**

**RANCHO SANTA MARGARITA** – Leasehold Improvement Only!! This modern designed practice consists of 4 plumbed not equipped operatories, sterilization/lab combo area, lounge room, storage room and private office in a approximately 1,267 sq ft suite. It's located in a two story dental building with heavy traffic flow. Motivated seller purchased condo nearby. Seller is offering the buyer the ability to utilize the office 2 days/wk until seller moves out. Excellent opportunity for GP or Specialist. Please contact your CPS Agent for more information. **Property ID #4483.**

**SAN JUAN CAPISTRANO (GP/Ortho/Pedo)** – Well established modern design practice is located in a busy shopping center with excellent visibility and signage. This practice consists of 6 fully equipped operatories, 3 plumbed not equipped and 3 plumbed for chairs in open bay in a 3,000 sq ft suite. It computerized with Dentrux software and digital X-ray. Major equipment is approximately 7-8 years old. Seller works 2.5 days/wk with 2 days of hygiene, GP 1 day/wk, Ortho 1 day/mo and Pedo 1 day/mo. Income source is approximately 30% insurance, 10% cash, 40% Denti-cal and 20% capitation (\$2000/mo in CAP checks). Minimal advertising. Twenty four years of goodwill. Has monthly revenues of approximately \$72K. Projecting approximately \$875K for 2014. Seller will be retiring. Please contact your CPS Agent for more information. **Property ID #5016.**

**SOUTH COAST METRO AREA** – Modern designed General Practice located in a corner single story medical dental professional building. With nearly 45 years of goodwill, this practice is an icon in the local community. Practice consists of 2 equipped operatories, sterilization and lab room, storage room, and private office in a 1,115 sq ft suite. It's computerized with Dentrux software and Digital X-ray. Equipment is approximately 1-7 years old. 100% patient referral. This practice is extremely profitable with a Buyer's net of \$258,460. Projecting approximately \$495K in 2014. Seller is moving out of state. Please contact your CPS Agent for more information. **Property ID #4549.**

**TUSTIN** – Leasehold Improvements & Equipment Only! Modern designed practice located on a busy intersection in a single story professional plaza with private parking. Surrounded by shopping centers and residential areas. A dental office circa 1990. Practice consists of 4 equipped operatories and 3 chairs in open bay in a 2,600 sq ft suite. It's computerized with Diamond Dental software. Equipment is new to 10 years old. Seller is landlord. Great opportunity for a GP. Please contact your CPS Agent for more details. **Property ID #4533.**

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





Tina Ochoa, V.P.



# CALIFORNIA

## Specializing in the Selling

### RIVERSIDE & SAN BERNARDINO COUNTIES

**APPLE VALLEY** - With over 20 years of goodwill, this General Practice is located in a freestanding building in one of the areas busiest shopping centers. Centrally located, it is worthy to mention that the bus stop for the city run system is right out front too. The practice consists of 8 equipped operatories in a 2,000 sq. ft suite. It's computerized with Softdent software. Seller is working 3 days/wk, Associate 1 day/wk and O.S. 1x/mo. Sees approximately 20-34 new patients/mo. Income source is approximately 50% insurance, 20% cash and 30% Denti-cal. Grossed \$707K in 2013 and Projecting \$722K for 2014. Great practice. Please contact your CPS Agent for more details. **Property ID#5009.**

**CHINO** - Established in 1996, this general practice is located in a busy single story strip mall. The practice consists of 4 equipped operatories, 1 plumbed not equipped operator, sterilization/lab room, lounge room, 2 storage rooms, dark room, and 2 private office in a approximately 1,620 sq ft suite. Computerized with Eaglesoft software. No digital. Seller works 3 days/wk and sees approximately 15-25 patients/day. Grossed approximately \$401K in 2013. Buyer's net of \$85K. Practice is approximately 78% Denti-cal. Contact your CPS Agent for more details. **Property ID #4495.**

**HESPERIA (GP)** - Located in a small strip plaza on a major street surrounded by shopping centers, this practice consists of 4 equipped operatories in an approximate 1,280 sq ft suite. It's computerized with Softdent software and digital x-ray. Seller works 3 days/wk with 3 days of hygiene and sees approximately 6-12 patients per day. The income source is approximately 60% insurance and 40% cash. No HMO. Has new to older equipment. Does minimal advertisement. Grossed \$260K in 2013 and projecting approximately \$336K for 2014. Great practice. Please contact your CPS Agent for additional information. **Property ID #5007.**

**LAKE ELSINORE** - Established in 1996, this General Practice is located in a single story building plaza just off the 15 freeway. Has great visibility and heavy traffic flow. Seller works approx. 2-3 days per weeks and sees approx. 15-20 new patients per month. The office is approx. 50% Cap. It consists of 5 equipped operatories and 3 plumbed in approximate 1,970 sq ft suite. Computerized with Dentrux software. Projecting approximately \$305,250 for 2014. Buyer's net of \$140K. Please contact your CPS Agent for more information. **Property ID #5011.**

**MURRIETA (GP)** - Well established practice with 24 years of goodwill, this office is located in a busy shopping center with ample parking. Seller works 4 days/wk with 5-6 days of hygiene/wk. Sees approximately 10-12 new/month. Income source is approximately 80% insurance and 20% cash. No HMO. 100% patient referral. Practice consists of 5 equipped operatories, 1 plumbed not equipped, equipment room, storage room, sterilization/lab combo room, private office and play room (plumbed) in a 1,856 sq ft office. It's computerized with Softdent software and digital-x-ray. Grossed \$581K in 2013. Buyer's net of \$157K. Great practice. Seller will be moving out of state. Please don't hesitate to contact your CPS Agent for more details. **Property ID #4529.**

**MURRIETA** - Leasehold Improvement & Equipment Only! This modern designed practice is located in a one story condo which you have the option to rent or buy. Practice consists of 4 equipped operatories, sterilization area, storage room, and private office in a 1,350 sq ft office. Computerized with Easy Dental software. Equipment like new. Great practice to start a specialty or GP office. Near residential community. Please contact your CPS Agent for more details. **Property ID #3221.**

**ONTARIO GP** - Practice consists of 4 eq. ops. in 1,200 sq. ft. suite located in a busy shopping center off the 60 freeway. Rent is very reasonable at \$2,892/mo. 24 Years of goodwill. Softdent Software, Intra Oral Camera, & equipment that averages 5 years old. Projecting approx. \$387,438 for 2014 on a 3 day work week. Please contact your CPS Agent for more details. **Property ID #4421.**

**PALM DESERT Price Reduced!** - General Practice established in 1999 is located in one story building with ample parking and excellent signage. This modern designed office consists of 5 equipped operatories with digital x-ray and Practice Web software in a 1,665 sq ft suite. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-14 new patients/mo. 100% patient referral. Have monthly revenues of approximately \$28K/mo. Motivated Seller will be focusing on primary office in L.A. area. Please contact your CPS Agent for more information. **Property ID #4331.**

**PALM SPRINGS** - General practice established in 2005 and located in a one story free standing building. Practice consists of 3 equipped operatories with Practice Web software and digital x-ray. Major equipment is approximately 2 years old. Suite is 1,200 sq ft. Seller is working 5 days/wk and sees approximately 8-10 patients/day. Income source is approximately 25% insurance, 65% cash and 10% Denti-cal. Does little advertising. Grossed \$357,312 in 2013. Please contact your CPS Agent for more information. **Property ID #4487.**

**RIVERSIDE** - Six operator General practice located in a one story building in a busy shopping center and next to a residential community. Easy freeway access to the 91. Established in 2000. It's computerized with Easy Dental software. Major equipment is approximately 5 years old. No Digital. Suite is approximately 3,000 sq ft. Retiring seller is working 3 days/wk, Associate 3 days/wk and Ortho 1x/mo. Income source is approximately 80% insurance and 20% cash. Projecting approximately \$550K for 2014. Buyer's net of \$136K. Please contact your CPS Agent for more details. **Property ID # 5006.**

**VICTORVILLE** - General practice located in a one story shopping center near Kaiser and close to a Target. Good location. Practice consists of 3 equipped operatories, 1 plumbed not equipped in a 1,450 sq ft suite. It's computerized with Practice Web software. Digital with 2 sensors. Seller moved to out of state in is now working 10 days/mo and averaging \$20K/mo. Sees approximately 10-12 patients/day. The income source is approximately 95% insurance and 5% cash. No advertising. 100% patient referral. Equipment is approximately 4 years old. Remodeled in 2010. Great practice with a Buyer's net of \$167,526. Projecting \$243K for 2014. Please contact your CPS Agent for more information. **Property ID #4551.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

### SAN DIEGO COUNTY LISTINGS

**VISTA** - Well established general practice with 35 years of goodwill is located in a Medical / Dental building with ample parking. This practice consists of 4 fully computerized equipped operatories, with Dentrux software and intra oral camera and digital x-ray in a ~1,608 sq ft suite. Fee for service practice. Seller will be moving out of area. Grossed approximately \$883K in 2013. Has monthly revenues of \$73K. Has excellent signage. Please contact your CPS Agent for more details. **Property ID #4507.**

### VENTURA, SANTA BARBARA & KINGS COUNTIES

**CORCORAN** - Well established General Practice with over 50 years of goodwill located in a single story dental building with two suites. It's near residential community and elementary, middle and high schools. Seller is working an average of 26 hours per week and sees approximately 15-20 per day. The income source is approximately 60% insurance, 31.5% cash and 8.5 denti-cal. Boswell Industries is one of the strongest patient pool for the practice with Guardian Insurance. The practice is a 1,400 sq ft suite with 4 equipped operatories, 1 plumbed not equipped operator, lab room, x-ray room, sterilization room, dark room, and a private office. It's computerized with CDM Software. Equipment is older. Does minimal advertising. Has a flat lease. Seller is moving to Southern California. Grossed \$281K in 2013 and projecting \$297K for 2014. Buyer's net of \$136K. Please contact your CPS Agent for more details. **Property ID #5001.**

### SPECIALTY OFFICE LISTINGS

**BELLFLOWER** - Specialty Leasehold Improvements and Equipment Only! This office is located in a 2 story building with rear parking available. Has excellent street visibility with heavy traffic flow. Next to little shopping stores and restaurants. Near residential area as well. Practice consists of 5 equipped operatories, sterilization area, lounge area, and private office in a 2,400 sq ft suite. Great starter practice. Please contact your CPS Agent for more details. **Property ID #5015.**

**HUNTINGTON BEACH** - Leasehold Improvements & Equipment Only! We are seeking a specialist for this location to complement the existing practices in the building, notably the landlord who is an Orthodontist located on the second floor, who's partner is a general practitioner. This initial marketing campaign is focused to attract the needed: Periodontist, Endodontist or Oral Surgeon. The practice is located on the busiest street in Huntington Beach, with good signage, private parking and convenient freeway access. The seven chairs in open bay are equipped with drawer(s) of hand tools. Know the practice is priced to move, with a competitive lease, which is rare for this very desirable location. Please contact your CPS Agent for further details. **Property ID #5018.**

**LOS ANGELES (PERIO)** - Beautiful practice located in the very desirable Miracle Mile. The office offers an incredible built out consist of 5 equipped operatories with amazing views to the city. No digital x-ray, however, is completely prewired through discrete floor access for all computers and digital x-ray. Major equipment is 5 years and has Dentrux software. Seller is currently working 4 days/wk and sees approximately 14-16 new patients per month. Income source is approximately 20% insurance and approximately 80% cash. The practice was established approximately 18 years ago. Grossed \$626,831 in 2013. Buyer's net of \$131,554. Great office with a flat rate lease. Please contact your CPS Agent for more details. **Property ID #4489.**

**ORANGE COUNTY PERIO** - Price Reduced Established in 2007 this practice is located in a 5 story dental / medical building. Great location in upscale community. Seller works 4 days/wk and sees approximately 15 patients/day and approximately 35-40 new patients/mo. Fee for service practice. NO HMO. Practice consists of 4 equipped operatories in a 2,086 sq ft suite. It's computerized with Perio Exec and has digital x-ray. Grossed approximately \$972K in 2013 and projecting approximately \$1,034,000 for 2014 with a Buyer's net of \$247K. Please contact your CPS Agent for more details. **Property ID #5005.**

**SIMI VALLEY / CAMARILLO (ORTHO)** - These two practices are to be sold together. Each practice has 6 chairs in open bay. They are computerized with Orthoware software. Seller works approximately 2.5 days/wk between each office. Sees approximately 25-30 patients/day. Fee for service practice. Patients travel back and forth. Simi Valley is located in a 1,260 sq ft suite on a two story shopping center. Camarillo is located in a 1,270 sq ft suite on a two story medical building. Grossed \$306K in 2013 and projecting \$307K for 2014. Has a Buyer's net of \$68K. Please contact your CPS Agent for more information. **Property ID #5003.**

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

#### BUYER'S:

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**Tina Ochoa** - tochoa@calpracticesales.com

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# CALIFORNIA PRACTICE SALES, INC.

Specializing in the Selling and Appraising of Dental Practices



## 10 Staff Considerations For A Smooth Transition

When sellers hit the twilight years of their practices between aggressive growth and the sale, they want to be comfortable and not face hassles or be hustled. Staffing is generally the biggest worry that doctors have, and they make every effort to be comfortable when they build their teams. With employee costs being perhaps the largest single expense to a buyer, a seller needs to keep this in mind, well in advance of the sale. That translates into three simple steps.

### **Seller side**

1. Ask yourself, "Knowing what I know today, would I hire these folks?" Be honest and take the appropriate action. You'll be happier and so will the staff, they may even be relieved.

2. Determine the appropriate staffing level. Doctors often become overstaffed because it's easier, and terminating people is difficult. Depending on the office manager, the doctor may be too disconnected from the operational side of the practice to be aware of the real needs.

3. Don't give "goodwill" raises, use a bonus system instead. Building in staff overhead hurts the buyer and takes away from the bottom line and ultimately the sale price.

***Staffing is generally the biggest angst that doctors have, and they make every effort to be comfortable when they build their teams.***

One of the buyer's biggest worries is matching the compensation package, especially medical insurance. Buyers want and need the support of staff. Cutting wages or benefits doesn't engender positive feelings toward a new employer, especially one the staff didn't select. Buyers worry staff will leave.

### **Buyer side**

1. Interview each person. Get to know them, their expectations and needs. Do not discuss future plans for the office, with the staff, prior to the close of sale.

2. Determine staffing needs for your operational style. You may need more staff if you're bringing in your own patients, or less if you want to run leaner.

3. Review compensation packages with the seller. Many selling doctors have been very generous and

it is difficult to match some packages. Find out which staff really needs what benefits. Medical insurance is often a set amount rather than a full benefit. Suggest a modest decrease in hourly wages and put the difference into medical benefits. That way staff benefit on pretax dollars and the employer saves payroll taxes. Creative thinking can help both the doctor and staff.

4. Do a cash-flow projection to help you determine what, if anything, needs to be changed.

5. Remember the psychology of the game "Fear Factor"? Not knowing was worse than the actual knowing and doing. Inform staff as soon as possible about any changes in their compensation package.

6. Determine the staff's level of support, and remember, earning their trust takes time. Until then, rely on the seller's trust in you.

7. Engage staff in passing on the excitement (and not the stress) of the transition to patients.

***After a period of being in a glide pattern with the former owner, it can be exciting for the staff to be part of a new beginning and resurgence of energy.***

During a practice transition, the most important tools employees can share are loyalty and support. Staff is the repository of patient trust until the new doctor earns acceptance. Patients can tell if the staff has confidence in the new doctor.

A "gut level instinct" about lack of support is usually right. Regardless of how valuable an employee is perceived to be, if the person does not enthusiastically support the new doctor, he or she must go, and the sooner the better. A new employee will hurt a practice less than one who is sabotaging the transition.

After a period of being in a glide pattern with the former owner, it can be exciting for the staff to be part of a new beginning and resurgence of energy. Patients feel that eagerness and the vibrancy is translated into renewed focus on them and the practice. Getting the staff excited about the benefits of a growing and vibrant practice makes everyone's jobs easier.

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**Orthodontist** or experienced DDS needed for start-up Ortho in General Practice. San Bernardino. Please call for more info. 909-884-0369/626-383-1265.





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**Thousand Oaks** turnkey office for sale: brand new 5 op-3 equipped all plumbed, 1900 sqft. Retail space highway visibility. social4salenow@gmail.com.

**Thousand Oaks** Beautiful GP office has ops available for lease. Excellent visibility, retails space, Ideal for specialist. care1620@gmail.com.

**Office for sale** same location since 1977 1000sq ft, Beverly and western. Dr retire 2 op. Contact cleetra@yahoo.com.

**Endodontist needed** for High-End private practice in Valencia CA. Please call 818-429-0377 or email Shahinjav@aol.com.

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**Pedodontist** Recent grads welcome. Great opportunity to start your own practice. Please email pdoboy28@yahoo.com if interested.

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### CENTRAL AND NORTHERN CALIFORNIA LISTINGS

**BAY AREA:** Periodontal Practice. Periodontal practice in leased office with 2,120 sq. ft., 6 Ops, Digital X-rays, Pulse Oximeter, Endoscope, Piezosurgery, and Dextrix software. 2013 GR \$1M. Practice open for almost 20 years. Practice #CA167

**EASTERN SIERRAS:** General Dentistry Practice – 2013 GR \$463,806. Well-designed, 4 Op, 1,600+ sq. ft. office, low overhead practice, w/4+ days of hygiene. Seller refers out most OS, Perio, Endo, and all Ortho. Great opportunity in a nice community not saturated with dentists. Owner retiring. Practice #CA528.

**FOLSOM/EL DORADO HILLS:** PRICE REDUCED - Like-new office with 1,200 sq. ft. and 4 Ops. 2013 GR of \$405K. 2 1/2 days of hyg/wk. Practice utilizes Dextrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103.

**FREMONT:** Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. Practice #CA553 – In Escrow

**FRESNO:** General Dentistry. This 5 Op, 2,000 sq. ft. office is located in North Fresno. The practice was started by the owner in 1997. There are 5 days of hygiene with 23 new patients per month. 2013 GR of \$789,000. Equipment is approx. 5 years old. Owner is retiring. Practice #CA171.

**FRESNO:** General-Partnership Interest. Partner in well-established, highly regarded, 5 dentist group practice in the North Fresno Area is selling his interest. Intra-Oral Camera, Digital Pan, Kodak sensors, SoftDent software. 7,500 active patients. 2013 Partnership R were \$4,708,000. Selling Partner's Net Income 2013 \$368,000.

**FRESNO:** General Dentistry. This 1,739 sq. ft. office has 4 Ops with 6 days of hyg. Practice receipts have averaged \$760,000 per year with low 61% overhead. Practice features Genex X-rays & Scanner, Soft Tissue Laser, Intra-Oral, Digital Pan, and Cerec CAD/CAM. Owner is retiring after 31 years in the same location. Practice #CA197.

**GREATER LINCOLN/ROSEVILLE:** General Practice. 2,150 sq. ft. leased suite in shopping center. 3 equip. Ops (2 add'l plumbed). Intra-Oral, Digital X-ray, Laser, Eaglesoft software. 2013 GR of \$528K. Practice #CA165.

**GREATER PITTSBURG AREA:** PRICE REDUCED by \$122,000 - General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108.

**GREATER ROSEVILLE/ROCKLIN/LINCOLN:** General Dentistry Practice. 2013 GR of \$350,671. Well-designed, tastefully decorated 1,887 sq. ft. office with 2 equipped Ops (3 additional plumbed). 3 day hygiene, equipment is approx. 7 years old, Eaglesoft software. Practice #CA154. – In Escrow

**GREATER SACRAMENTO:** General Dentistry Practice. Well-designed 3,079 sq. ft. office (shared w/2nd dentist – separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacan software. 2013 GR of \$947K w/low overhead. Owner retiring after 35+ years in same location. Practice #CA140 – In Escrow

**GREATER SACRAMENTO:** General Dentistry Practice: Well-established GP practice in 1,600 sq. ft. office with 5 equipped ops (1 additional plumbed). Eaglesoft software, E4D, Intra-Oral, and Pano. 9 days Hyg/week. 2012 fiscal year GR of \$888K+. Seller refers out most specialty services. Owner retiring. Practice #CA156 – In Escrow

**MENDOCINO COAST:** General Dentistry Practice. Stand-alone professional building and practice located in a medical neighborhood on the beautiful Mendocino Coast. 2,376 sq. ft. with 4 equip Ops. Dextrix software, Intra-Oral camera, CAD/CAM. 2013 GR of \$1,025M every year since 2007 on av. 15 days/mo. 4 and 1/2 days hygiene, averaging 25 new patients per month. Practice #CA181.

**MILPITAS:** General Dentistry Practice: Beautiful, updated office on main thoroughfare in well-maintained professional building. 5 fully equipped Ops in 1,650 sq. ft., including Pano, Intra-Oral Camera, and Laser. 2013 GR of \$935,000 with 7 days of Hygiene. Owner retiring after 35 years in present location. 45 years in the community. Practice #CA180 – In Escrow

**NORTH OF SACRAMENTO:** General Dentistry 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dextrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Practice established at current location for over 15 years. Practice #CA106 – In Escrow

**NORTHERN CALIFORNIA:** Periodontal Partnership Opportunity: One of two partners is retiring from a very successful Perio Practice. Office leased with 1,500 sq. ft., 6 Ops, and Dextrix software. Has been in present location for many years. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. Practice #CA168.

**NORTHERN CALIFORNIA:** Endodontic Practice: Well-established satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft. Two microscopes, Digital. 2013 GR \$319,865. Practice #CA158 – In Escrow

**NORTHERN CALIFORNIA:** Endodontic Practice: Endodontic in 1,021 sq. ft. with 4 equipped Ops, 1 add'l available. 3 surgical microscopes, Dextrix software. 2013 GR of \$337K. practice in current location for over 30 years, owner retiring. Practice #CA169.

**PITTSBURG:** General Dentistry Practice: Well-established practice on city's busiest thoroughfare. 3 year avg. GT of \$236K w/60% overhead. 5 equip. ops in 1,400 sq. ft. with Panoramic, Fiber Optics. 12 new patients/month and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. Practice #CA133

**PLEASANTON:** Facility Only Sale: Former Endo office but also perfect for a GP startup in this high-demand neighborhood. 2 fully equipped Ops, Computers Microscope, 3rd Op plumbed and partially equipped. 975 sq. ft. in a Professional Complex with Perio, Ortho, and GPs. Below market rent and ready to move in. Call for photos and more details on this great location with almost new equipment! Practice #CA195.

**PLUMAS COUNTY:** PRICE REDUCED – General Dentistry Practice: 2013 GR of \$546,429 working 4 days, 37+ weeks/year in great retirement location – not saturated with dentists. 5 Ops available (4 equipped) in newly-remodeled office with Pan, Fiber Optics, EZ Dental software. 2.5 days hygiene per week. Great opportunity! Owner retiring. Practice #CA558.

**SACRAMENTO:** General Practice: Leased, stand-alone professional building on busy thoroughfare. 1,250 sq. ft. with 3 equip Ops, 1 add'l plumbed, remodeled less than 10 years ago. Digital X-rays, Patient Education software, Dextrix software. 2013 GR of \$794K. Practice #CA177.

**SACRAMENTO:** General Practice: 2,400 sq. ft. office w/7 equipped Ops, 1 add'l plumbed. Located in one of Sacramento's historic, well-established neighborhoods. Intra-Oral Camera, Digital X-ray, Pano, Softdent software. 2013 GR \$711,014. Owner retiring. Practice #CA182.

**SAN FRANCISCO – FINANCIAL DISTRICT:** General Practice. Beautiful, modern office with 1,744 sq. ft. with 5 Ops, 4 equipped. 2013 GR of \$906K in 177 Dr. days with Adj. Net of \$388K. 6 days of Hyg. Pano, Digital X-ray, Intra-oral camera, Softdent software. Owner retiring due to health issues. Practice #CA162.

**SAN FRANCISCO:** General Practice. Located close to Union Square, this practice has shown steady increase every year. 2013 GR were \$854K with only 55% overhead. 4 days of hygiene. Owner moving out of Bay Area. Practice #CA191.

**SAN JOSE:** General Practice: Nestled between the Evergreen and Silver Creek districts, this high traffic professional center boasts 3 fully equipped Ops in 1,200 sq. ft. with Pano X-ray and Eaglesoft software. 2013 GR of \$370,000 on 30 hour work week with 2 days of Hygiene. Located on a major intersection with Health Care and other businesses nearby. Owners are downsizing. Practice #CA178.

**SAN JOSE:** Facility Only. North Valley, well-established location featuring 7 ops in approx. 1,400 sq. ft.. Office is fully equipped with all you need at 1/3 the price of a new start up. One block from VTA stop, beautiful landscaping and newly re-furnished interior. Pano, Digital Scanner, and 5 station computer network included. Practice #CA190.

**SAN MATEO:** General Practice: Professionally designed office across from shopping area with 5 Ops plumbed, 4 equipped in 2,150 sq. ft.. 2013 GR of \$708,000 with 5 days of Hygiene. Dextrix software, Digital X-ray, Film based Pano, Intra-Oral Camera, and 9 years new, top-of-the-line equipment. Owner is retiring from private practice. Practice #CA179.

**SANTA CRUZ COUNTY:** General Dentistry Practice in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dextrix Software. Seller is moving. Practice #CA550.

**SANTA MARIA:** This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 fully equipped Ops in 1,500 sq. ft.. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 GR of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. Practice #CA166

**S. LAKE TAHOE:** General Dentistry Practice: This 1,450 sq. ft. office has 5 ops (1 add'l available) and is owned by owner in 1973. Average collections for the last 3 years have been \$773K. The practice has high visibility and parking. 15 new patients/month, 4 days hyg. Practice #CA134.

**TUOLUMNE COUNTY:** General Dentistry Practice & Building. The practice receipts averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, with 8 days of hygiene. There are 6 Ops in approx. 2,000 sq. ft., equipment average age is 3-4 years. The building is well maintained with lots of storage and upscale interior décor. 45 minutes from population centers with 200,000 plus people. Practice #CA199.

**WALNUT CREEK:** Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. Practice #CAM540.

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### SOUTHERN CALIFORNIA LISTINGS

**ANAHEIM: NEW LISTING** - General Dentistry Practice and Building with 6 Ops, 2 Equipped, 4 Plumbed. Near Disneyland. Practice established 39 years with great visibility on a busy street. Practice # CA186.

**BAKERSFIELD: NEW LISTING** - General Dentistry Practice with 8 Ops, 4 Equipped, 4 Plumbed in a 2,400 sq. ft. suite. 2013 GR of \$521K. Practice has been established for 20 years. Practice #CA193.

**BALDWIN PARK:** General Dentistry Practice with 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$317K GR and \$163K Adjusted Net in 2013. Seller is relocating out of state. Practice #CA176.

**BANNING:** General Dentistry Practice with 6 Ops in 1,873 sq. ft. Practice features digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5MM. Practice #CA183.

**BEVERLY HILLS: NEW LISTING** - Leasehold Improvements plus some patients - 2 Ops, 1 Equipped, Practice has Open Dental with computer, Digital x-rays with 2 sensors, vacuum, and sterilizer.

**CHULA VISTA:** This General Dentistry Practice was started 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dentrux Software. \$493K 2013 GR, seller is retiring. Practice# CA109.

**COASTAL ORANGE COUNTY:** Retiring doctor spent \$500K in 4 new Ops of Pelton Crane chairs and cabinetry in addition to the TIs. Dental X-rays, Dextris, Digital Pano. Close to the ocean - dream location! Practice #CAM566.

**GREATER LOS ANGELES AREA:** Periodontal Practice with 5 Ops, Dentrux, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, long-time staff and 34 Years of Goodwill. Practice #CA173.

**HUNTINGTON BEACH: NEW LISTING** - General Dentistry Practice with 3 Ops, Dentrux, Digital X-rays, intra-oral camera. 50% PPO, 50% HMO. \$252K GR in 2013. Practice #CA194.

**HUNTINGTON BEACH:** General Dentistry Practice has been established for 18 years. Spacious suite with 5 Ops, 3 Equipped in a great location near ocean. Practice #CA155 - In Escrow

**LA MESA: NEW LISTING** - General Dentistry Practice with 4 ops, Dentrux, Digital X-rays, Intra-Oral Camera, and Pano. Established for 28 years. 2013 GR of \$501K. Practice #CA

**LA MESA:** This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$403K in 2013 with similar numbers projected for 2014. Practice features Dentrux, Laser, and Digital X-Rays.

**LOMA LINDA: NEW LISTING** - This General Dentistry Practice with 4 Ops has been established since 1986. Practice utilizes an Intra-Oral Camera, Dextris Digital X-rays, and Pano. 2013 GR of \$631K on a 4 day work week. Practice #CA185

**LOS ANGELES: NEW LISTING** - General Dentistry Practice with 9 Ops, 6 Equipped in a retail center with high visibility. Established for 16 years. Dentrux, Digital X-Rays, Pano, Intra-Oral Camera. 2013 GR of \$824K with \$355K Adj. Net. Higher numbers projected for 2014. Practice #CA197.

**MURRIETA:** General Dentistry Practice with 7 Ops, Schick Digital X-rays, CEREC, and Dentrux. 2013 GR of over \$1.4MM and over \$512K Adj. Net. Practice #CA163.

**NEWPORT BEACH:** General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dextris sensors, and Dentrux software. 2012 GR of \$350K on 3½ days per week. Located near hospital in a desirable area. Practice #CAM534.

**NORTH HOLLYWOOD: NEW LISTING** - General Dentistry Practice with 5 equipped Ops, 1 plumbed, not equipped. Office is located in a free-standing building and utilizes Dentrux software, Dextris Digital X-rays, Pano, Laser and the office is paperless. 2013 GR of \$845K with \$296K Adj. Net. Practice #CA187.

**NORTH ORANGE COUNTY: NEW LISTING** - General Dentistry Practice with 7 Ops, 6 Equipped in a 2,700 sq. ft. suite. GR of \$601K with \$244K Adj. Net on a 3 day work week utilizing EagleSoft, Intra-Oral Camera, Schick Digital X-rays, and Pano. Practice #CA189.

**NORTH ORANGE COUNTY: NEW LISTING** - Orthodontic office. Leasehold improvements plus some patients. 4 chairs in an open bay located in a retail center. Practice is in an upscale family community. Practice #CA188.

**ORANGE COUNTY:** Oral Surgery Practice with 5 Ops in a professional building. Practice has been established for 8 years. 2013 GR of over \$1.4MM and \$875K Adj. Net. Practice #CA163 - In Escrow

**ORANGE COUNTY:** Periodontal Practice with 6 Ops, 5 Equipped. 2013 GR of \$479K with \$164K Adj. Net on a 4 day week. Great OC location near freeway, hospital, and shopping. Practice #CA172.

**REDLANDS:** General Dentistry Practice with 3 Ops has been established for 48 years. \$364K GR on 3 doctor days and 3 hygiene days per week. Practice #CA160.

**RIDGECREST:** General Dentistry Practice and Dental Building: This 4 Operatory office is located in 1,536 SF office building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. Practice #CA523.

**RIVERSIDE:** This General Dentistry/Implant Practice with 5 Ops has been established 25 years and utilizes Dentrux, Digital Pano, and CT Scan. Dental equipment is 8 years old and has 20+ new patients/mo. Building also for sale. Practice #CA120.

**SAN BERNARDINO:** General Dentistry Practice with 4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with growth potential. Practice #CA150.

**SAN DIEGO:** Retiring Dentist in a convenient, highly-desirable, central area of San Diego. 3-Op layout, with the dentist utilizing 2-ops. Small, quality driven FFS practice utilizing PracticeWorks. Ideal starter practice or an additional boutique practice location. Practice #CA161.

**SAN DIEGO, SOUTH COUNTY:** This General Dentistry Practice with 3 Ops is in a retail center and has been established for over 6 years. Uses EasyDental and Digital X-rays with 3 sensors. GR of \$310K and \$120K in Adj. Net. Practice #CA175.

**SAN FERNANDO VALLEY:** General Dentistry Practice with 3 Ops, 2 Equipped, 1 add'l plumbed. Practice has been established over 30 years. Practice utilizes EagleSoft and Schick Digital X-rays. 2013 GR \$177K. Practice #CA159.

**SOUTH ORANGE COUNTY: NEW LISTING** - General Dentistry Practice with 5 Ops. Practice utilizes EagleSoft, Schick, Intra-Oral Camera, and a Laser. \$400K in Gross Receipts in 2013, with similar numbers for 2014. #CA192.

**TEMECULA:** General Dentistry Practice with 26 years of Goodwill and 6 Ops. EagleSoft with 14 workstations, digital, Pano, CEREC, and Intra-Oral Camera. Long-term staff and 4 days of hygiene/wk. \$794K GR and \$290K Adj. Net. Practice #CA174.

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**VICTORVILLE:** General Dentistry Practice with 3 Ops plus 3 plumbed for expansion, 2,150 SF, SoftDent, 2013 GR of \$313K with \$147K Adj. Net, Established 34 years. Practice #CA149.

### OUTSIDE OF CALIFORNIA

**MAUI HAWAII:** General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2 1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101.

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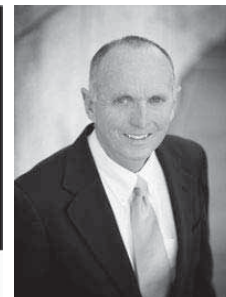
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## Premium Practice Listings

### South Orange County #1078

Seller retiring, four treatment rooms, 1,266 approx. sq. footage, 2013 revenues \$1,100,000, over 40% profit, projected 2014 revenues \$1,250,000  
**Call for more details**

### North San Diego #1075

Fee-for-service practice, doctor retiring, beautiful suite in professional building, upscale neighborhood, favorable lease in large well-appointed suite, 2013 revenues \$760,000  
**Asking \$658,000**

### **NEW!!** Inland Empire #1085

Restorative Fee-for-Service, doctor retiring, uses Dentrix/ Dexis, 2013 revenues \$715,534 with high profit.

**Call for more details**

### North Orange County #1086 **NEW!!**

Restorative practice in busy shopping center, seller retiring, 2013 gross over \$1,000,000. **Call for more details**

### Ranch Cucamonga #1067

Great location, four treatment rooms, drive and walk by exposure, seller retiring, 2013 revenues \$388,076.  
**Asking \$318,000**

### Mid-Wilshire/ Wilshire Center #1077

Fee-for-service, nine treatment rooms, digital x-ray, current fiscal year is projected to be \$1,153,227, with a true net profit projected to be over \$400,000.  
**Asking \$875,000**

### Central Orange County #1084

Highly profitable partnership opportunity, high tech with CT scanner, CAD/CAM, 2013 revenues over 1.3 million.  
**Call for details**

### Coastal Orange County #1081

Fee-for-Service general dental practice, grossing \$482,000 in Medical/ Dental complex. True net profit of just over \$166,000. Seller retiring.  
**Asking \$425,000**

### South Orange County #1048

Restorative Fee-for-Service practice in busy shopping center, seller retiring, 2013 gross over \$1,000,000.

**Call for more details** **NEW!!**

### Coastal Orange County #1082

Fee-for-service general dental practice which grossed just under \$1,200,000 in 2013 and projected 2014 revenues \$1,254,000 with excellent net profit. Fully digital office. Seller retiring. **Asking \$1,050,000**

### Coastal Orange County #1079

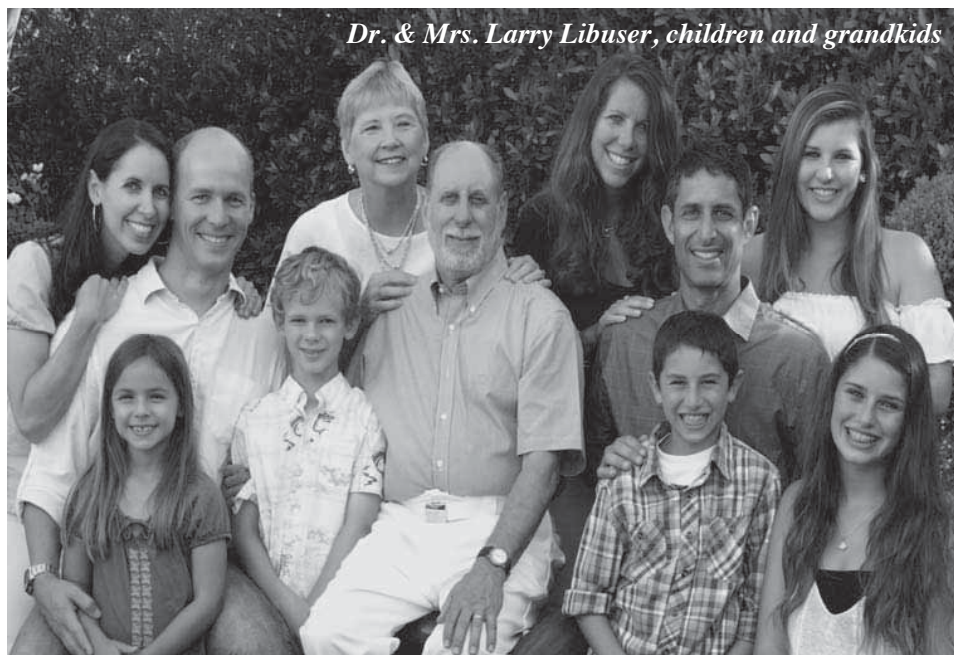
Seller retiring and owns the office condo, 2013 revenues \$586,010. **Call for more details**

### South Orange County #1083

Beautiful office in prestigious location, seller retiring, 2014 projected revenues \$661,296.  
**Call for more details**

### Orange County #1087 **NEW!!**

**Ortho** practice, seller retiring, 2013 revenues \$595,960. **Asking \$425,000**



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Apparently an individual passing himself off as Scott Turner (and may be using additional names) and using the email address **gen2rule17@gmail.com** has discovered The Dental Trader and is contacting doctors who are advertising goods for sale on our Ad Board. He pretends to be an interested buyer. We have received evidence of fraud from a doctor who was offered more than the asking price for his equipment. Scott Turner is passing fraudulent checks. Online searches of this character produced other scams he appears to have engaged in, you can view these scam alerts at the link below.

If you are selling an item, always **ALWAYS** make sure you are paid in full before shipping anything! If accepting a check or cashier's check, allow that check to clear first. If you receive an overpayment and the buyer requests you "reimburse" him the difference, **DON'T DO IT!**

This is a scam. Because Scott Turner is not a Dental Trader advertiser and we don't even know if there is a "real Scott Turner" or not...we have not added him to our Consumer Alert. If you are advertising an item for sale and contacted by this individual please notify The Dental Trader immediately so we may assist law enforcement in apprehending this scumbag.

<http://www.dotmed.com/virtual-trade-show/category/Honest-%26-Dishonest-Dealings/Discussions/Forums/Beware-Scott-Turner/46032>.



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T. Feder, DDS

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Wilshire Blvd. Sale of large 7 Operator (4 fully equipped) general dental practice. Great 1st floor location on Wilshire Blvd in Koreatown, with a diverse patient base. Currently running as satellite office 3 days/week, owner has too many offices and wishes to slow down. Buyer must pre-qualify to receive information for this highly confidential sale.

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San Diego County. Currently operating as a satellite office with 2 days/week of dentist coverage. Seller wishes to downsize due to health. Located on a major road, near affluent neighborhoods and numerous corporate office parks. 4 equipped Ops, with 5th pre-plumbed for future expansion. Upscale location, with visible signage from the street.

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Established general dental practice, with annual collections of over \$300,000/yr on part-time owner hours. Attractive location in professional building, located across from commercial retail centers with easy access to freeway. 1,700 sqft office with, 5 equipped operatories. Seller to retire and open to providing flexible transition support.

## PRACTICE for SALE – Los Angeles

Mid-Wilshire. General dental practice established for over 30 years. Retiring seller offers flexible transition terms. Average \$400,000/yr on 3 days by owner. 3 equipped Ops + x-ray room. Very good lease rate for this area.

## PRACTICE for SALE

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## PRACTICE for SALE – Los Angeles

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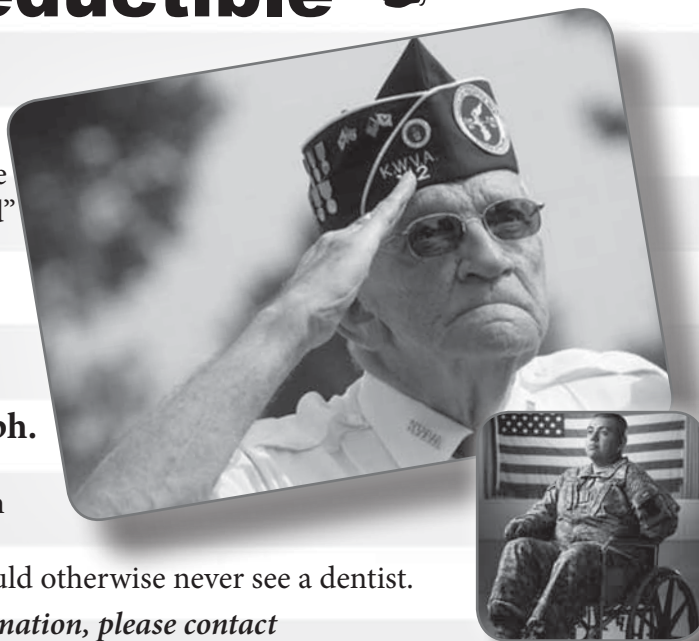
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Dr. Charles Zahedi, part-time faculty member, UCLA Periodontics

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**info@oraldisabilityrescue.org or call: 858.771.6376**

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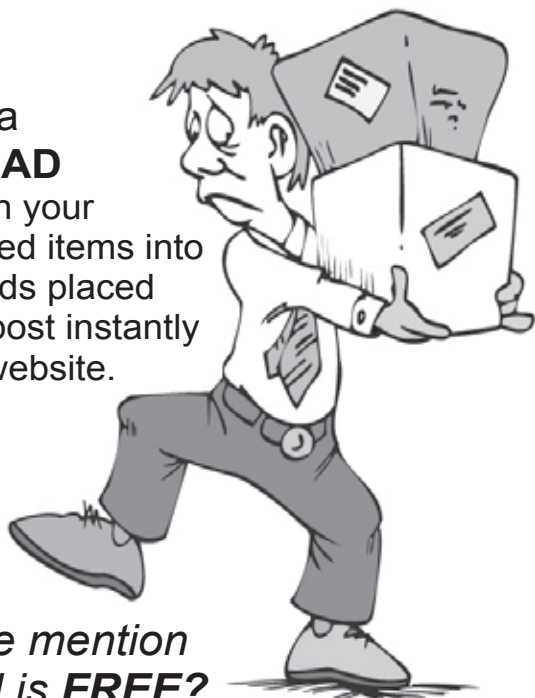
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**Sunday, December 7, 2014**

**8am to 5pm • Registration 7am • 8 CE Units**

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*"In November 2011 when it came time to list the sale of my seven digit dental practice, there were two publications reaching California dentists...The Dental Trader and the Dental Shopper. I carefully researched both magazines side-by-side and found 21.5 pages of advertising from brokers in The Dental Trader (along with several hundred ads placed by dentists). In the November Dental Shopper I only saw only 3 pages of advertising from practice brokers and about five dozen ads from doctors.*

*I then realized that a serious buyer would be looking carefully at The Dental Trader. Now, one month later we have received dozens of calls from The Dental Trader ad, some firm offers and one great candidate whose paperwork is being processed by the bank. If you are a serious seller, make sure your practice is advertised in The Dental Trader.....that is where the serious buyers are looking for dental practices."*

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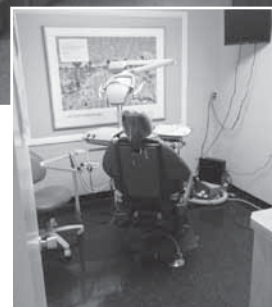
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**WEST LA** - GR 1.2 CANDIDATE for specialty team  
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**TEMECULA** - PARTNERSHIP LEADING TO OWNERSHIP

**IRVINE** - EST 1981 Low OH grt lease 3day hygiene BARGAIN

**LONG BEACH** - EST 40 YR incl. Dental Condo BARGAIN

**San Dimas** - HMO HMO HMO mo ch 8 to 10K Hi Identity  
shop centr seller work bck, refers a lot SPECIALIST OK.

**HUNTINGTON PARK** - HI IDENTITY 50,000 autos per day  
80 yr Seller 3 op Full Price 175.000

**IRVINE** - GP EST 1981 Quality low overhead 4 op Cash/indm-  
nity one PPO gr 300 plus 50% OH full price \$250,000 grt lease.

**EMERGENCY SAN FERNANDO VALLEY** GR \$450K  
Shopping Center Full Price \$450K Call PPS 714-832-0230.

**SAN FERNANDO VALLEY** - ESTB 40 YRS PT DDS GR  
300K PLUS hundrs patients full time DDS will do \$ 500K RE.

**SAN FERNANDO VALLEY** - BEST HISPANIC CORNER  
GR 1.25 MILLION. IN TIME WILL DO 2 MILLION RE AVAL.

**RIVERSIDE** - HMO GR \$850K LOW OVERHEAD. ESTB  
20 YRS 9 OPS 3000 SQ FT INCL ORTHO HI IDENTITY  
THOUS'S PATIENTS 1.5 MILL POSS.

**SO ORG CTY** - GRSSD \$950 2013 GORGEOUS STATE OF  
ART OFF 5 OPS Full Price \$795,000

**LAKE FOREST** - Large office 7 ops located accross street from  
major employer in OC.

**TORRANCE/GARDENA** - RETIREMENT CHINESE DDS  
EST 31 yrs. VERY LOW OVERHEAD GR 200K SELLER RE-  
FERS OUT LOTS 4 OPS PLUMBED AND 2 EQUIPPED.

**PASADENA AREA** - GR \$900k HMO STOREFRONT 5 ops  
RE avail.

**PALMDALE** - BANK SALE, 4 OPS GRT hi IDENTITY BARGAIN  
**BAKERSFIELD** - THOUSANDS OF PATIENTS LOW OVER-  
HEAD 5 OPS CAN DO ONE MILLION BARGAIN.

**SML TWN NEAR BAKERSFIELD** - 4 op practice with apt  
with RE \$350,000 Previous DDS retired to Rancho Santa Fe San  
DiEGO

**REDLANDS** - Bank Repo being run by expert Internet Market-  
ing DDS 4 ops low overhead Gr 30K/month FP 285K.

**HUNTINGTON PARK** - 98% HISPANIC ESTB 40 YERS GR  
600k LOW OVERHEAD incl orthodontics 4 ops 200 sq ft.

**SANTA ANA** - Emergency, Seller sys discount and sell. Low  
overhead strip ctr. 3 ops.

**NEVADA RESORT AREA** - SELLER GR 600K IN 3 DAYS  
ST OF ART. Will stay until 6 days are built up --FP 600K. DEN-  
TURE PRACTICE SEES 30 DENTURE CLIENTS PER DAY  
PERFECT OPPORTUNITY FOR IMPLANT SPECIALIST.

**HMO HMO HMO** - 2 practices grossing 4.5 million \$35,000  
cap checks per month southern calif, must sign new confidential-  
ity agreement. ONE INCL RE. CALL TOM FITTERER.

**3237 - Anaheim Hills** - Group member wanted. Hi identity. GP  
has space to share with Specialist. Pedit/Ortho/or ?

**3240 - Redlands** - GP Est-4 Ops. Shopping ctr. Should do \$300k  
to \$400k first year with little marketing. Great lease.\$1.00 sq.ft.  
FP\$285k.

**SO ORANGE COUNTY** - Prestig Plaza Hi End area. Modern  
off 1450 sq.ft. more space avail. Unusual immediate growth, will  
be 1.5 within 3 yrs. BARGAIN.

**BAKERSFIELD** lady DDS must move. GR \$800K shop ctr  
some senior care busy office fullprice \$585,000 low overhead  
high net.

**3250 - Anaheim** NW Disneyland. Part time Seller. 2 days wk.  
Hi identity. Estb 50 yrs, Gr \$20k to\$ 30K New dentrix &digital  
x-ray sys \$225K.

**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 build-  
ing. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home  
plus apts. F.P. \$110K.

**3287 - So. CA** \$4,500,000 Practice. HMO Est. 40 yrs. Presti-  
gious Hi identity.

**HEMET** - HI IDENTITY GP 10 ops WILL BE a 1 million dollar  
office Seller will sell 50 % now for 300K State of Art office now  
and sell other 50% in 3 years at predetermined formula. Thou-  
sands of Patient. A CLASS PRACTICE

**TORRANCE** - RETIREMENT GR \$300k plus 3 ops prstigious  
bldg nxt hospital within 5 minutes of 2nd retirement Seller buy both

**NO OF BAKERSFIELD** - GR 1.5 working FOUR 6 hr days -  
DO MEDI-CAL and GR 2 MILLION more than 50% net. So  
of Bakersfield Practice and RE 1800sq ft 5op and apt full price

\$350K Bargain. BUILDING RECENTLY RENOVATED 6.14

**Corona/Norco** - ave 90k /mo 2014 will do 1.2 in 2014 St of art  
8 op office.

**PALM DESERT** - estb 17yrs 5 op gr \$800 Bargain.

**COMING UP** - HI IDENTITY SANTA ANA LOCATION

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Thomas Fitterer and Dean George, Ray and Edna Irving

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Larry Basham, DDS, and Kevin Miller, DDS.

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