

THE Dental Trader

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So. Calif. Edition

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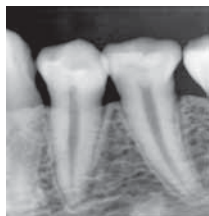
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FRESNO COUNTY

CENTRAL VALLEY/So. FRESNO CITY - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrix s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. **[SOLD]**

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 & small % of Denti-Cal. Seller retiring. **[NEW]**

LOS ANGELES COUNTY

COVINA #2 - Reduced Again! Seller wants it sold Now! (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Cash/Ins/PPO/Denti-Cal patient base. 2011 Gross Collect ~ \$220K on a (2) day wk. Located in a duplex free standing building with exposure & visibility. Seller is moving.

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. **[NEW]**

GLENDALE #6 - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th op plumbed. Dentrix s/w, networked ops, & digital x-rays. In a free stand bldg. on a main blvd. Prof. Designed & decorated. Excell exposure/signage & ample free pking in rear of bldg. Additional space in rear of suite for future expansion. Mixed pts base. Annual Gross Collect \$400K-\$500K. **[NEW]**

GLENDORA - (3) op computerized G.P. located in a smaller professional building on a main blvd. Very low overhead office with steady growth. Cash/Ins/PPO with a very small % of Denti-Cal. 2011 Gross Collections approx. \$275,000. (5-6) new patients/mos with no advertising. Digital X-Rays. Seller is moving, but will assist with the transition. **[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. **[NEW]**

No. L.A. CTY - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Mixed pts base. Mos Cap checks \$5K+. Seller retiring. **[SOLD]**

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

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

RIVERSIDE COUNTY

SOLD OUT - Room for your Riverside County Listing Available.

ORANGE COUNTY

NEWPORT BEACH - (5) op comput. G.P. 4 ops eqt'd/5th op plumbed. Located in a low rise, high end, prof. bldg overlooking the marina. Superb location w easy fwy access, impeccable views, & plentiful parking. Cash/Ins/PPO & a small % of cap (approx \$1,000/mos). 2011 Collections ~ \$450K on (2) days/wk. Can do much more w additional hours. Dentrix s/w, digital x-rays & intral oral camera. 25+ yrs of Goodwill. 30-35 new pts /mos. Seller has a second office in northern CA & is tired of the commute. **[NEW]**

SAN BERNARDINO COUNTY

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

SAN DIEGO COUNTY

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

SANTA BARBARA COUNTY

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

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

SOLANO COUNTY

VACAVILLE - (3) op computerized G.P. turnkey office w charts. Located in a small prof. dental/medical bldg. w low rent. GREAT Opportunity!! **[SOLD]**

TULARE COUNTY

So. TULARE COUNTY - (6) op comput. G.P. in a shop. ctr. Cash/Ins/PPO/small % Denti-Cal pt. base. 2011 Gross Collect. \$475K+ on a (4) day wk. **[NEW]**

VENTURA COUNTY

OXNARD #5 - PRICE REDUCTION! (4) op comput. G.P. Can purchase w or w/o the single use free standing bldg. Mixed patient base. 2011 Gross Collect ~ \$447K on a 3-4 day wk. Located on a heavily traveled main road w pole signage. (12-14) new pts/mos w no advertising. Excell growth potential in an up & coming area. Seller moving.

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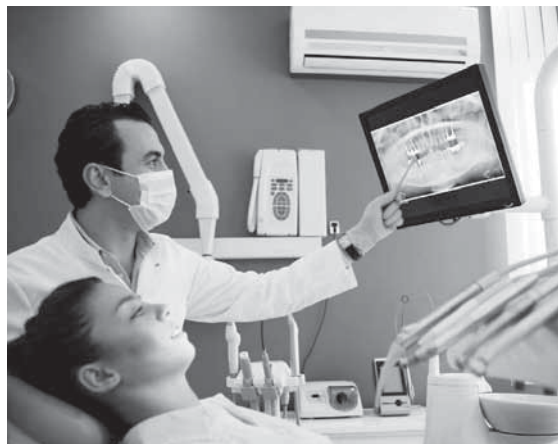
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TEMECULA—GENERAL Practice estab. 2003. 8 Ops (4 equipped) in approx.. 2400 sq. ft. Close to 15 freeway in Old Town.

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The last thing a dentist wants is to get sued over the practice that he or she sold. Some dream of the day that they can sell their successful practice and move to Hawaii (or maybe just tough it in sunny California). I wish law offices had a market like dental offices. In handling many lawsuits involving sale of dental offices, I can tell you that they get expensive and last a while, usually a year or more. I have handled many large cases on both sides. In many cases, the dentist buys a practice and realizes that the practice was not what he/she was promised or expected.

Make sure that an attorney with experience in dental practice sales represents you in the purchase. Dental offices are unique and experience counts. I hear many dentists want to save money on the legal fees by sharing an attorney. I personally do not recommend it. Each side should be represented. As I always tell my clients, few thousand dollars now can deter a lawsuit that will cost tens of thousands of dollars. I know the brokers have contracts that can be used, but each deal has its own issues. Many

lawsuits arise from the failure to have a good agreement.

Please read the agreement carefully, even if your attorney has read it. Make sure that the promises you make are accurate and correct. Each statement could be a basis for a breach if it is not accurate. I had a case in which the dentist stopped working after signing the agreement but before the practice was transferred. That breached the covenant to keep the practice in the same condition before closing.

In a case that we recently (and favorably) settled for a client, the buyer closed even though she had doubts and wanted to get out of the deal. Getting a litigation attorney involved at that time would have been helpful for her. Each party has rights, and a thorough risk versus benefit analysis is advisable when it gets complicated. I am often consulted as a litigator by dentists while they are in the process of purchasing. The rare possibility also exists for the buyer to hold on to the money and not close than to close and fight to get the money back.

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Featured Practices for Sale

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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.

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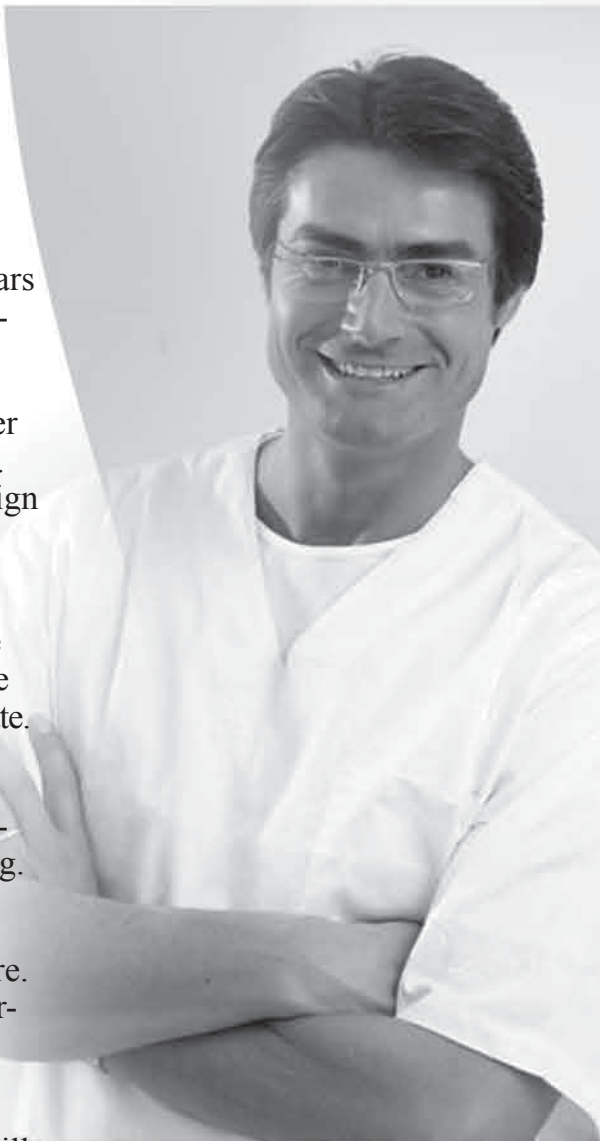
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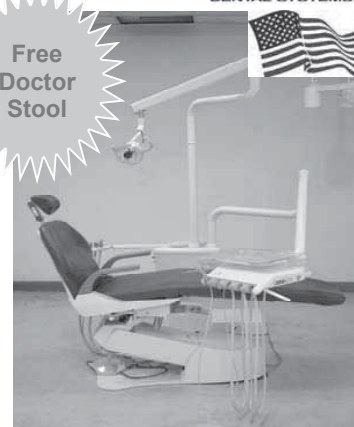
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LONG BEACH PERIO PRACTICE OR EQUIPPED OFFICE FOR SALE Ideal satellite practice or practice to be merged with an existing Long Beach area perio practice. Collecting \$100,000/year. Seller works two days per week and does not place implants. Two days of hygiene per week and hygiene accounts for over 55% of the total practice collections. The office is located in a professional building and has four equipped operatories with the potential for a fifth. Seller is retiring after 40 years in practice at the same location. Very motivated. Asking \$40,000. – **MAKE AN OFFER!**

THOUSAND OAKS PRACTICE FOR SALE: State of the art three equipped operatory office was built in 2006 and is fully computerized and paperless with digital x-ray, including digital panoramic x-ray. Located in a retail building with good visibility there is good potential for growth with an active marketing program. Practice collects an average of \$370,000 per year on three days per week with no Denti-Cal and no HMO and nets an average of \$150,000 per year. Seller has moved out of the area. Asking \$330,000. – **SOLD**

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

WESTCHESTER FEE FOR SERVICE PRACTICE FOR SALE: Located on an upper floor of a professional building with incredible views of LAX, this office has 40 years of goodwill with the same owner. Seller works three days per week and has three days of hygiene per week. Seller refers out all endo, all oral surgery, all perio surgery and all ortho. The practice collected \$272,000 in 2010 and is currently averaging \$27,000/month in collections for this year. The office has four equipped operatories with digital x-rays. Asking \$150,000. – **PENDING AT FULL PRICE**

LAWNDALE GENERAL PRACTICE FOR SALE: Good starter practice opportunity with three equipped operatories plus one additional operatory that is plumbed but not equipped. Seller works two and one-half days per week. The practice does no advertising and accepts no HMO plans. Collections have been above \$200,000 per year with potential for more with more time committed. Seller has three small children and needs to reprioritize her time. Asking \$150,000

SANTA CLARITA ENDODONTIC PRACTICE FOR SALE: Collected \$230,000 in 2010 and is on track to collect the same in 2011 on two five-hour days per week. Net income is over 50%. Two equipped operatories with Global microscope. Seller is a provider for all HMO and PPO programs. Asking \$125,000 – **PENDING**



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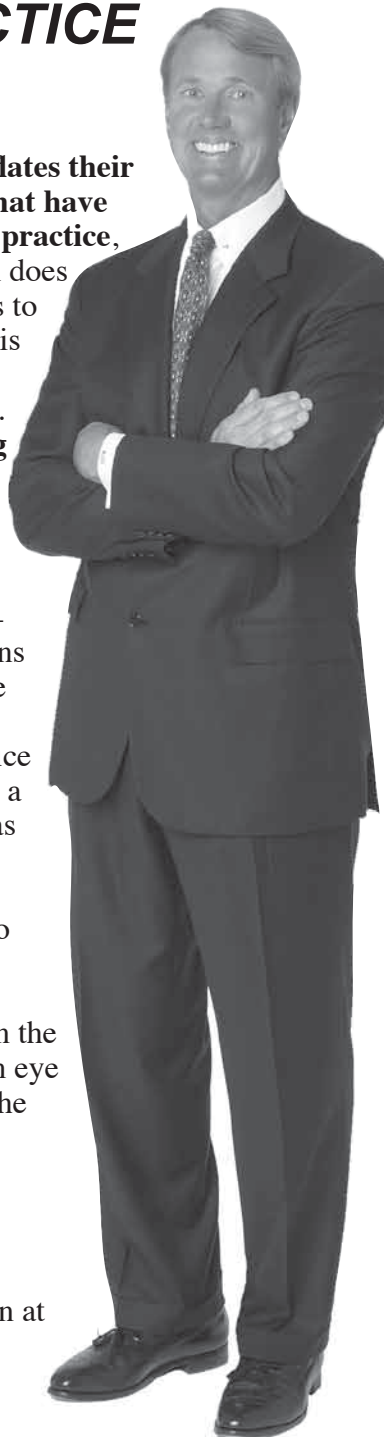
POSITIONING YOUR PRACTICE FOR SALE IN 2012

Nobody likes paying taxes. **Virtually every dentist inflates their expenses or has expenses that are legal deductions that have nothing to do with the actual operation of the dental practice,** i.e. car expenses. While claiming this type of deduction does save you taxes now, it may also hurt you when it comes to a buyer securing a loan to purchase your practice. This is because banks are now focused on the net profit after paying all of the necessary expenses to run the practice. **By increasing the deductions, you are also decreasing the net profit** and therefore the amount that can be borrowed on the practice. This, in turn, reduces the amount for which the practice can be sold.

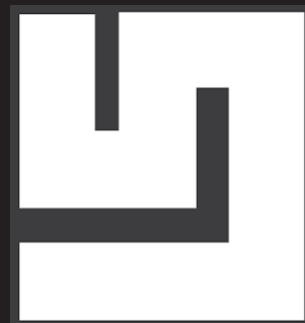
The real issue is not whether you claim additional, non-practice related deductions, but whether those deductions can readily be identified as nonessential expenses of the practice. For instance, purchasing items for your home and embedding those items in "dental supplies" or "office expense" is very difficult to get a buyer's accountant or a bank to accept as not being necessary expenses, whereas expense categories such as "travel and entertainment", "continuing education" or "officer's life insurance" are expense classes that are expenses clearly not required to maintain the gross income for the practice.

If you are anticipating the sale of your dental practice in the next few years, prepare your income tax returns with an eye towards the potential buyer and the bank to maximize the clarity of the practice financial information and the verification of the net profit.

To get the most from your practice sale, call Kurt Skarin at Lee Skarin and Associates, Inc.



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REDWOOD CITY DENTAL PRACTICE FOR SALE – Gross ~ \$481K in 2010. 2 ops, 1 additional plumbed. All digital, paperless. Great visibility. Across from major retail store. Approximately 70% PPO, 20% Cash, 10% Capitation.

SAN JOSE DENTAL PRACTICE FOR SALE – Unique Opportunity!!! MAJOR SHOPPING CENTER. 4 LARGE anchors. 4 ops, ~1,600 sq. ft. Very clean and well kept. Great visibility, heavy foot traffic.

SAN JOSE DENTAL PRACTICE FOR SALE – Medical plaza. ~ 1,200 sq. ft., 2 ops, 1 additional plumbed. Fwy 680.

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

SAN DIEGO DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE – Over 12 years of goodwill. 3 eq. ops, 1,176 sq. ft. Excellent visibility. Building for sale or lease. Gross ~\$300K. Asking \$180K for Practice. Seller Retiring.

SAN DIEGO DENTAL PRACTICE FOR SALE – Over 24 years of goodwill. ~ 900 sq. ft., 2 fully eq. ops, 1 additional plumbed. Opens 3 days per week. Located on major streets in plaza with supermarket, college & restaurants.

MURRIETA DENTAL PRACTICE FOR SALE – Gross ~ \$500K in 2011. ~ 1,810 sq. ft., 4 fully eq. ops, 1 additional plumbed. Digital x-ray and pano. Over 9 yrs. of goodwill. Located in busy strip mall with large anchor.

PALM SPRINGS DENTAL PRACTICE FOR SALE – 2,500 sq. ft. Gross revenue projected approximately 1 million. 5 fully equipped ops. Located on major street nearby major hotels in the heart of central Palm Springs. Good visibility.

PALM DESERT DENTAL PRACTICE FOR SALE – 5 fully equipped ops, approximately 1,660 sq. ft. Gross revenue projected approximately \$500K. Located nearby shopping center on major street. Good visibility.

WILDOMAR DENTAL PRACTICE FOR SALE – 4 fully eq. ops, ~ 1,300 sq. ft. Gross approximately \$300K in 2011. Approximately 50% PPO, 40% Cash, 10% Capitation. Located in plaza along with major anchors. Close to 15 Fwy.

TEMECULA SHELL DENTAL PRACTICE FOR SALE – 3 fully equipped ops, 2 additional plumbed, 2,288 sq. ft., digital x-ray. Shopping center on major street with 2 major anchors. Good visibility and good signage. Close to Fwy 79.

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.

LOS ANGELES DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE – 7 fully equipped ops, approx. 2,200 sq.ft. 2011 Gross approx. \$520K. Good signage & bill board. Great visibility. Major street. Close to 5 Fwy.

LOS ANGELES DENTAL PRACTICE FOR SALE – 2 ops, 1,000 sq. ft. Retail center. Busy location. New building.

LONG BEACH SHELL DENTAL PRACTICE FOR SALE – 3 ops, ~1,000 sq.ft. Shopping ctr store anchors major streets.

GLENDORA DENTAL PRACTICE FOR SALE – 4 ops, 1 additional plumbed. ~1,750 sq. ft., 3 yrs. old. High visibility.

RESEDA STARTER PRACTICE FOR SALE – 3 ops, 900 sq. ft. Prime location. Busy intersection. Asking \$95K.

COSTA MESA DENTAL PRACTICE FOR SALE – 3 ops, 1 additional plumbed, ~ 1,100 sq. ft. Gross ~ \$200K in 2011.

ANAHEIM SHELL DENTAL PRACTICE FOR SALE – 4 ops, ~ 1,100 sq. ft. Newly Remodeled. Major street. Asking \$60K.

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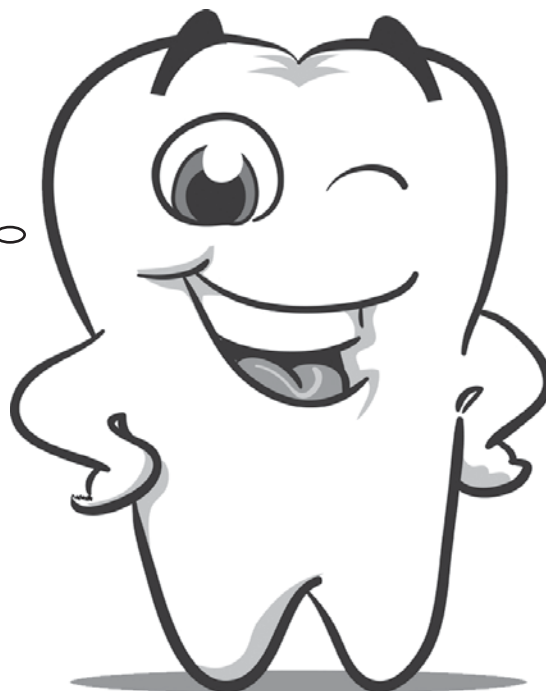
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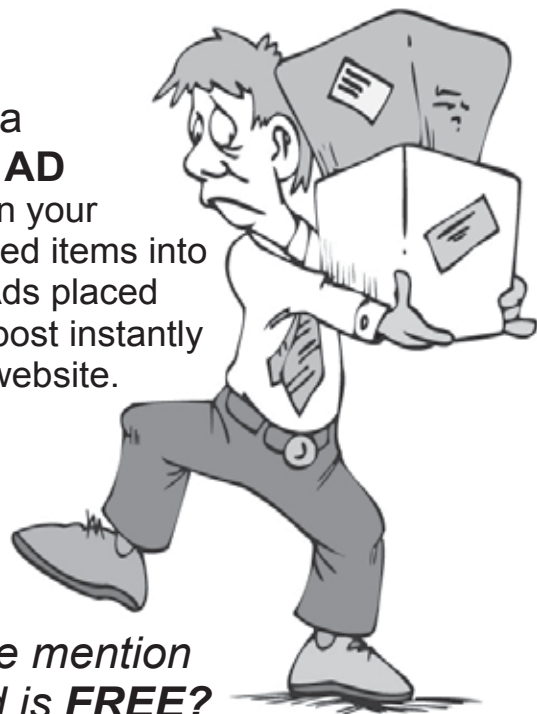
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\$950,000 Pedo Practice in the Inland Empire, San Bernardino County, Southern California with six (6) dental chairs, five (5) open bay, one (1) surgical suite, sterilization room, private office and great cash flow in a mixed-use building. In Escrow.

\$150,000 Orthodontic Practice in Pico Rivera, Los Angeles County, Southern California, with four (4) chairs, open bay, sterilization-lab combo, adjustment lab, reception area, business office/consultation room, and private office in a professional building.

\$300,000 General Dentistry Practice in Brea, Orange County, Southern California, with four (4) operatories, includes equipment, sterilization room, private office in a shopping center near mall and freeway.

\$500,000 General Dentistry Practice in South Orange County, Southern California with four (4) operatories, fully equipped, sterilization-lab combo, adjustment lab, staff lounge, private office, over 31 years of goodwill, doctor retiring.

\$475,000 Pedo Practice located in Costa Mesa, Orange County, Southern California with five (5) operatories, private office, staff lounge, sterilization/lab combo, adjustment lab, x-ray room, dark room, reception area, private office. 1500 square foot suite.

NEW LISTING – Los Alamitos, Orange County, Southern CA, with seven (7) operatories, Fully equipped in a great location, 5,000 square foot suite. Price to be determined - more information coming soon.

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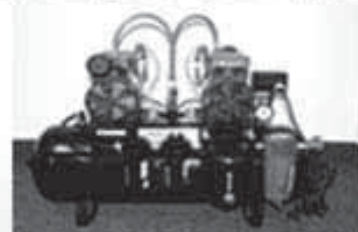
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INGLEWOOD – Long established fee for service practice with over 70 years of goodwill. Located in a single standing building. Office consist of 5 fully spacious eq., ops in a 2,500 sq. ft. Seller owns suite. Not for sale. Retiring seller works 4 days per week and sees approximately 18-20 new patients per month. 100% patient referral. Projecting approximately \$304K for 2011. Has great street visibility and signage. **Property ID# 4095.**

RANCHO MIRAGE – General practice located in single story busy shopping center. Practice consist of 4 fully spacious computerized eq. ops. New Easy Dental software and intra oral camera in a 1,400 sq. ft. suite. Retiring dentist works 3.5 days per week and sees approximately 25 new patients per month. Fee for service office was established in 2001. Great traffic flow and visibility. Projecting approximately \$497,581 for 2011. BUYER'S NET OF \$139K. **Property ID# 4091.**

SAN DIEGO - Family General practice with multiple specialties. Off of Freeway 8 and 15. 40 years of goodwill. 3 1/2 days per week practice in a 1,500 sq ft suite with 5 eq. ops. Gross production approximately \$760K for 2011. Located in a small business strip, off major thoroughfare with excellent visibility. **Property ID #4107.**

WESTMINSTER (GP) – Established in 2000 in Little Saigon, this practice consists of 4 eq. ops., 1 plumbed not eq with Eaglesoft software in a busy strip retail shopping center on a busy intersection. Seller works 4.5 days/wk and sees approximately 15-30 new patients per month. Monthly revenues \$33K/mo. Income source: Insurance PPO 95% and Denti-cal 5%. BUYER'S NET \$167K. Great signage, visibility and heavy traffic flow. **Property ID #4109.**

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GREATER LOS ANGELES COUNTY

BELL – Long established practice located one story building in busy shopping center. Absentee owner. Associate works 4 days/wk and sees approximately 20-25 new patients per month. Income source: Insurance 20%; Cash 25%; Medical 5% & Capitation 50%. The practice consist of 1,300 sq. ft., 4 fully eq. ops, with Dentrix software, intra oral camera and digital x-ray. Office monthly revenues of approximately \$37K. Projecting approximately \$371,188K for 2011. **Property ID #4085.**

BEVERLY HILLS (GP) – Fee for service practice located in a multi story professional building with great window views to the city. 60+ years of goodwill. Absentee owner. Associate works 3 days/wk with 2 days/wk of hygiene. See approximately 5-6 new patients per month. 100% patient referral. Practice consist of 2 eq. ops., in a 751 sq. ft suite. Projecting approximately \$265K for 2011. **Property ID #4081.**

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

GLENDORA – Long established general practice with 44 years of goodwill located in 2 story building. Practice consist of 4 fully computerized ops with Dent soft software and intra oral camera. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. Grossed \$811,875 for 2010. Projecting approx. \$870,973 for 2011. BUYER'S NET OF \$404K. Great street visibility. **Property ID #3041.**

INGLEWOOD – Long established fee for service practice with over 70 years of goodwill. Located in a single standing building. Office consist of 5 fully spacious eq., ops in a 2,500 sq. ft. Seller owns suite. Not for sale. Retiring seller works 4 days per week and sees approximately 18-20 new patients per month. 100% patient referral. Projecting approximately \$304K for 2011. Has great street visibility and signage. **Property ID# 4095.**

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. Projecting approximately \$222K for 2011. **Property ID #4087.**

MONTEBELLO (GP) – Located in a free standing building with over 25 years of goodwill. Great street visibility, signage and foot traffic. The practice consists of 2,500 sq. ft., 5 fully computerized eq. ops with Dentrix software and intra oral camera. Four days/wk practice with 2 days/mo of hygiene. Approximately 15-20 new patients/mo. Income source: Ins. 70%; Cash 17%; Medi-cal 3%; & Cap 10%. Projecting approximately \$363,518 for 2011. BUYER'S NET OF \$107K. A must see! **Property ID #4051.**



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ANAHEIM – Multi specialty office is currently being operated by an absentee owner in single story strip mall. Practice located on the corner of one of the busiest intersection in Anaheim with convenient freeway access. Surrounded by restaurants and shops which provide significant foot traffic. Office consists of 2,000 sq. ft., 6 fully computerized eq. ops, with Dentrux software. 30+ years of goodwill. Practice is averaging approximately \$94K/mo on 4 days/wk with approximately \$4200 in capitation checks/mo. Projecting approximately \$1,133,946 for 2011. **BUYER'S NET OF \$259K. Property ID #4105.**

ANAHEIM - Leasehold Improvement & Equipment Only! – Excellent for a first time owner. Located on a major boulevard in a two story colonial style medical plaza with large French windows. Excellent signage and visibility. On ground floor with direct access to the parking, offering ample shaded parking. Near the Anaheim Medical Center. Practice consist of 4 ops., 2 fully eq and 2 partially eq. Operatories plumbed for nitrous & oxygen with a Taylor Safety System. **Property ID #4061.**

FULLERTON – Well established general practice located a one story free standing building on a major boulevard. Great street visibility and heavy traffic flow. This large practice consist of 10 fully computerized eq. ops., 3 chairs in open bay, 8 ops not plumbed with Dentrux software, intra oral camera and digital x-ray. Office open 5 days/wk and see approximately 20-25 new patients/mo. Income source: 40% insurance; 56% cash and 4% capitation (approx. \$2100/mo in cap checks). Projecting approximately \$594K in 2011. Buyer's net of \$144K. **Property ID #4103.**

GARDEN GROVE (GP) – Turnkey practice with over 20 years of goodwill located in a one story free standing building with ample parking. Reasonable rent. This office consist of 1,200 sq. ft., 2 eq. ops., 1 plumbed not eq., with Dentist Mate software. 4 day per week practice and sees approximately 10-15 new patients per month. Income source: 30% insurance / 47% cash / 23% capitation. 100% patient referral. Projecting approximately \$180K for 2011. Easy freeway access. Great exposure, visibility and signage. **Property ID #3988.**

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) – Located in a busy shopping center with lots of foot traffic. The modern designed practice consists of 4 fully computerized 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%. 100% Patient referral. Over ten years of goodwill. The office has been recently painted. Excellent exposure, signage and visibility. **Property ID #4053.**

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. Projecting approximately \$183K for 2011. **Property ID #3531.**

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Maria Silva, V.P.

ORANGE - General practice located in a single story standing duplex building. Great location near Chapman University in downtown Historical Orange. Beautiful modern design office consists of 3 fully eq. ops., and 1 plumbed not eq. op. Equipment is 2-5 years old. Motivated seller works 3 days/wk and sees approximately 8-10 patients/day. Great street visibility and heavy traffic flow. Collected \$261,597 for 2011. Seller relocating to another state. **Property ID # 4101.**

RANCHO SANTA MARGARITA - Leasehold Improvement & Equipment Only. This practice is located in South Orange County in a modern single story medical professional complex with views of surrounding mountain range. The Seller as been very successful in this location and needs to move to a larger facility. The leasehold improvements are listed for a small fraction of what was invested to build out this location. The Seller is a pedodontist who will remain in the area and desires a buyer that is of any of background to eliminate competing with each other. **Property ID #4079.**

S. ORANGE COUNTY - (Turnkey) Beautiful office located in a 5 story medical / dental building with ample parking. Absentee owner. Two Associates work 2 days/wk each and see approximately 12 new patients/mo. This office consist of 4 fully computerized eq. ops, 1 plumbed not eq., with Dentrix software and intra oral camera in a 1,600 sq. ft. suite. Plumbed for nitrous oxide and oxygen. Convenient location. Building was renovated 4 years ago. Projecting approximately \$208K for 2011. **Property ID#4093.**

SANTA ANA (GP) – 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. Projecting approximately \$232K for 2011. BUYER'S NET OF \$82K. **Property ID #4071.**

WESTMINSTER (GP) – Established in 2000 in Little Saigon, this practice consists of 4 eq. ops., 1 plumbed not eq with Eaglesoft software in a busy strip retail shopping center on a busy intersection. Seller works 4.5 days/wk and sees approximately 15-30 new patients per month. Monthly revenues \$33K/mo. Income source: Insurance PPO 95% and Denti-cal 5%. BUYER'S NET \$167K. Great signage, visibility and heavy traffic flow. **Property ID #4109.**

RIVERSIDE & SAN BERNARDINO COUNTIES

LAKE ELSINORE – Multi specialty office located in a free standing strip mall. Absentee owner. Practice is open 5 days per week and associates see approximately 25-35 patients per day. Income Source: Insurance 35%; Cash 35%; Medical 5%; Capitation 25% (~\$16K in cap checks/mo). Practice consists of 7 fully eq. ops., 1 plumbed not eq. with Dentrix software and intra oral camera in each operator in a 2,975 sq. ft. suite. Just over a year ago the office was remodeled with French doors, a private room for OS or Pedo, new computers in every OP and new cabinetry. Projecting approximately \$1,084,277 for 2011. **Property ID #4099.**

Web site: www.calpracticesales.com

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



Tina Ochoa, V.P.



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LA QUINTA - One of the fastest growing cities in California - Leasehold Improvements & Equipment Only!! 3 fully 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.**

MURRIETA (Practice & Bldg) - Leasehold improvement, equipment and some charts!! Well designed office with 4 fully eq. ops., 1,350 sq. ft. office located in a single story condo. Condo for sale. Computerized office with Easy Dental software. Newer equipment. Seller will be focusing on his primary office in Calexico. **Property ID #3221.**

RANCHO MIRAGE - General practice located in single story busy shopping center. Practice consist of 4 fully spacious computerized eq. ops. New Easy Dental software and intra oral camera in a 1,400 sq. ft. suite. Retiring dentist works 3.5 days per week and sees approximately 25 new patients per month. Fee for service office was established in 2001. Great traffic flow and visibility. Projecting approximately \$488K for 2011. **BUYER'S NET OF \$139K. Property ID# 4091.**

TEMECULA (GP) - Fee for service practice in nice strip mall. Seller work 3 days/wk and sees approximately 15-16 patients per day. Established late 2001. Practice consist of 2 fully eq. ops., 2 plumbed not eq., with Practice Web software and digital x-ray. Beautiful office. Projecting approximately \$303K for 2011. **Property ID #4075.**

UPLAND - General practice located in a busy shopping center. Excellent signage and visibility. Established in 2005. Practice consists of 3 fully computerized eq. ops., 1 plumbed not eq., with Genesis software and intra oral camera. There is no digital but wired for digital. Seller works 3 days/wk and sees approximately 10-15 patients/day. 2011 monthly revenues approx. \$22K/mo. A must see!! **Property ID #4065.**

SAN DIEGO COUNTY

DEL MAR (GP) - Beautiful Décor office located in a one story medical dental building with ocean view. Fee for service practice consists of 3 fully computerized ops., with Open Dental software and digital x-ray. Seller works 3 days/wk with 2 days/wk of hygiene. Sees approximately 8-10 patients/day. Remodeled office in 2007. Heavy traffic flow with great street visibility. Projecting approximately \$436K in 2011. **BUYER'S NET OF \$119K. Property ID #4083.**

SAN DIEGO (GP) - Long established practice with over 27 years of goodwill. Fee for service office located in a busy shopping center with ample parking. Half block from a elementary school. Seller works 3 days/wk with 2 days/wk of hygiene. Approximately 5-10 new patients/mo. Practice consist of 4 fully computerized eq. ops with Practice Work software, digital x-ray and intra oral camera. Great visibility and signage and foot traffic. Projecting approximately \$349K for 2011. **BUYER'S NET OF \$108K. Seller will be focusing on primary office. Property ID #4049.**

PRACTICE SALES, INC.

and Appraising of Dental Practices



Greg Beamer, V.P.

SAN DIEGO - Family General practice with multiple specialties. Off of Freeway 8 and 15. 40 years of goodwill. 3 1/2 days per week practice in a 1,500 sq ft suite with 5 eq. ops. Gross production approximately \$760K for 2011. Located in a small business strip, off major thoroughfare with excellent visibility. **Property ID #4107.**

SPECIALITY OFFICES

RANCHO MIRAGE (PERIO) - Fee for service practice located in one story medical / dental building. Seller works 1 day/wk and sees approximately 10-12 patients/day. Two days/wk of hygiene. Long established practice. 100% patient and dentist referral. Office consists of 4 fully computerized eq. ops., with Dental Pro software, intra oral camera, digital x-ray in a 1,500 sq. ft. suite. Great staff. Only 4 other Perios in the Valley. Projecting approximately \$400K for 2011. **Property ID#4089.**

WOODLAND HILLS (PEDO) - Well equipped Pedo office with 3 chairs in open bay area. Fully computerized office with Eagle Soft software and digital x-ray. Seller works 4 days/wk with half day/wk of hygiene. 31 years of goodwill. There is only one other Pedo in the area. Grossed \$627,192 for 2010. Projecting approximately \$683K for 2011. BUYER'S NET OF \$318K. **Property ID #3661.**

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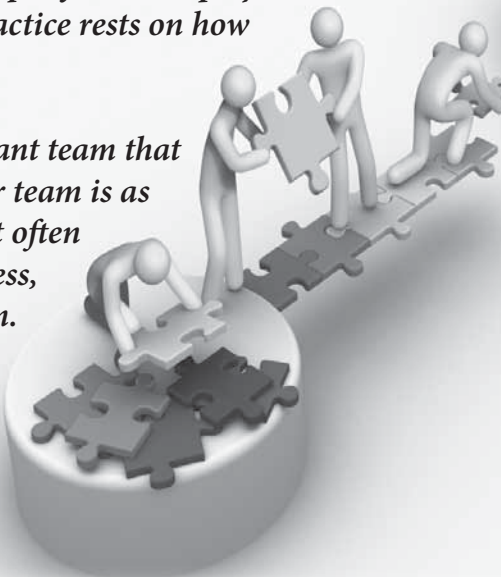
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Who's on your Team?

For your dental office to succeed you need a team of people behind you. That team could be your dental team and include an office manager, assistant, hygienist, marketing person, and other staff members. Each person of your team has a specific role to play. The success or failure of your practice rests on how good of a team you have.

There is another equally important team that needs your attention. This other team is as important as your office staff yet often gets ignored. This is your business, or financial treatment plan team. Just as your office staff needs to work as a fine tuned team your finance team needs to function in much the same way.



Let's take a look at some of the team members that are in your financial life.

First up is the certified public accountant. This is the person that is responsible for assisting you with your taxes. They can help you find ways to reduce that tax burden and offer suggestions on tax saving tips.

Then there is your attorney. An attorney can help you set up your dental corporation. They can assist you in reviewing legal documents that could have an impact on your practice. The attorney can help you draw up the appropriate agreements to protect yourself.

Another team member that plays a vital role is your coach. A coach can help you devise marketing strategies, deal with troublesome employees, and take a look at things that effect your practice on a daily basis. They can also help you implement systems for effectiveness and efficiency, and help with goal setting. One of the best things a coach can do is help you in creating a vision and then guide you to the end result you dream of.

The practice broker is a team member that can help you buy or sell the right practice. A practice broker brings together buyers and sellers of dental practices, working toward a smooth, safe, and mutually beneficial transaction

Lastly is your financial planner. Let me start by saying that not all financial planners are equal. In fact anyone can call themselves a financial planner. You want to look for a CERTIFIED FINANCIAL PLANNER. In reality anyone might find

the frank decay, but it takes a skilled, experienced professional to identify the insidious demineralization that can lead to disaster. A CERTIFIED FINANCIAL PLANNER is equipped with the knowledge that can assist you with questions like: Am I saving enough for retirement? At what age can I retire? And how much will it cost to put my kids through college? They often will offer advice on your investments, advise you on asset allocation strategies, and monitor your investment portfolio.

Regardless of your practice size, you might benefit from some of the professionals listed above. Take some time to think about your business and financial life and how these professionals can form a customized treatment team around you.



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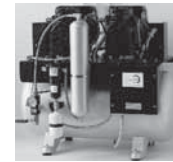
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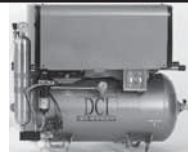
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- **EL DORADO HILLS:** *For Sale*-General Dentistry Practice. 2009 GR \$790,758, adjusted net income of \$312K. Intra-oral camera, pano, Softdent software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring.
- **EL DORADO HILLS:** *For Sale*-General dentistry practice. Gross Receipts of \$834K with an adjusted net of \$389K, 53% overhead. Office has five equipped operators in 1485 sq.ft. Pano, Intra-oral Camera, Dentrix, 5 days of hygiene. Owner retiring.
- **FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in 2010 were \$703K with an adjusted net income of \$300K. 5 days of hygiene and approx 100 active patients. Leased Office is 2,000 sq ft with 4 equipped operators-5 possible. Patient Base software. Owner to retire.
- **FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 4 ops, Digital, Dentrix, Intra-Oral Camera, Laser, 5+year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FOUNTAIN VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$284,000 with only a 47% overhead. Practice has been in its present location for the past 37 years. There are two equipped operators in this 5 op office. E2 2000 software. Doctor is retiring.
- **FRESNO:** *For Sale*-General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene. #14250.
- **GLENDALE:** *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, & Dentrix Software. Owner retiring. #14372.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq ft. 4 equipped operatories 5 available. Laser, Intra-Oral Camera, Cerac, & Eaglesoft software. Owner would like to retire. #37108.
- **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 SAN JOSE AREA:** *For Sale*-General Endodontic Practice. 2009 Collections were \$1,187MIL with an adjusted net income of \$696K. There are 4 ops in this nicely decorated 1,400 sq. ft. office space. 4 microscopes. Owner has been in same location for 26 years with long-term employees. Owner is retiring but will continue to work 1 1/2 to 2 years through the transition with the buyer.
- **HAWAII (MAUI):** *For Sale*-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 1/2 days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **HAYWARD:** *For Sale*-General Dentistry Practice. This practice consists of 1,600 sq ft with 4 treatment rooms in an excellent location. 2010 collections was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients.
- **IRVINE & COSTA MESA:** *For Sale*-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrix. #14355.
- **LAGUNA NIGUEL:** *For Sale*-General Dentistry Practice. 2010 gross receipts were \$503K. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** *For Sale*-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral Camera, Pano, and Data Con software. Owner to retire. #14338
- **LANCASTER:** *For Sale*-General Dentistry Practice. This 4 operator 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.
- **LINDSAY:** *For Sale*-General Dentistry Practice & building. Gross Receipts \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 3 operatories available (2 equipped), Intra-Oral Camera, Soft-Dent software. 3-hygiene days a week. Owner retiring. #14363.
- **LIVERMORE:** *For Sale*-General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely decorated 1,082 sq. ft. office space. Dentrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **LOS ANGELES:** *For Sale*-General Dentistry Practice. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire. #14348
- **MARIN COUNTY:** *For Sale*-General Dentistry Practice. This is a small 650 sq.ft. office with three treatment rooms. The practice has a very low overhead of only 48%. 2010 gross receipts were \$179,000 with \$90,000 adjusted net. Practice includes Panoramic X-ray and Easy Dental Software. Refers out O.S., Perio., & Endo. Practice has been in its present location for 30 years. This is an ideal practice for the new grad or satellite practice for the established dentist. Owner is retiring. #14370
- **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.
- **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.

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- **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.
- **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 4 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 sq ft, panoramic X-Ray, Dexis Digital and Dentrix software in this 3-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.
- **OCEANSIDE:** For Sale-Modern looking office. 4 op, office space and equipment only. Belmont chairs, Gendex x-ray system, intraoral camera, approx 1,200 sq ft. Low overhead-Rent is \$1,900/month, and it's a 3 year lease. Staff is available for rehired-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
- **RENO:** For Sale-General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring
- **ROCKLIN:** For Sale-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 8 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral Camera, Dentrix software. Owner to retire.
- **ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 day hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, Fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **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 BERNARDINO:** For Sale-General Dentistry Practice. GR \$972K. Practice has been in its present location for the past 35 years. Leased 4,500 sq ft of office space- 12 equipped operatories. Dentrix software, Pano and Cerac. Accepts HMO. Multi-specialty practice. Owner to relocate. #14377
- **SAN DIEGO:** For Sale-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate. #14356.
- **SAN DIEGO:** For Sale-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- **SANTA BARBARA:** For Sale-General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral Camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- **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 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. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring. #14358.
- **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
- **TRACY:** For Sale-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Gendex x-ray units, 1 Softdix digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 Sq ft, 6 Ops. New lease available from landlord. #14335.
- **VISALIA:** For Sale- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$321K. Office is 1,380 sq ft with 3 equipped operatories, Intra-Oral Camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

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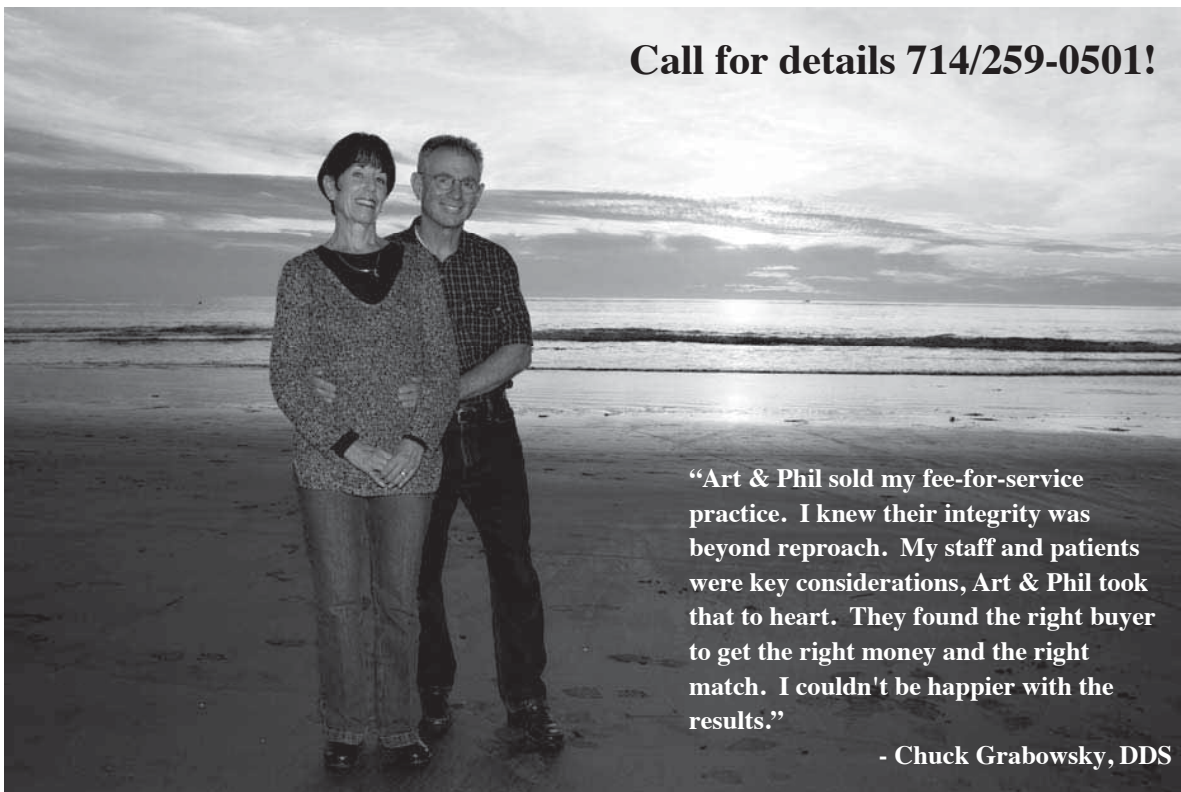
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Joan Otomo-Corgel, DDS, MPH, FACD: The periodontal link to systemic disease.
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- 5999 - "SOLD" Pleasanton - Great visibility in busy strip shopping center. 3 Ops, 4th available. Computerized Ops, intra oral cameras, digital x-rays. Collected \$692k with profits of \$400k. 2011 doing better!
- 6002 - San Jose's Evergreen Valley - Long Established practice moved into new building and suite 3+ years ago. Busy Hygiene schedule. \$650k per year performer. Strong profits. 4 Ops with computers.
- 6005 - Fairfield - West of I-80. Seeks full time Successor. Operates on 2.5 week schedule by Owner with other commitments. Collected \$500k in 2010 with profits of \$249k. Attractive 3 Op suite. Highly visible location.
- 6006 - Stockton - Beautiful office near intersection of West Hammer and Lower Sacramento. Busy retail location. Ideal for nearby Dentist seeking office upgrade or someone with a Business plan. 4 Ops, digital radiography, computer charting. No goodwill. FP \$99k
- 6008 - Mendocino Coast - Located in desirable cultural haven on ocean. 3 days of Hygiene. Owner works 3 day week. \$675k+ revenue performer. Computerized Ops, digital radiography and laser. Great lifestyle out of the "Rat Race".
- 6010 - Berkeley's Alta Bates Medical Village - Great location. Enjoys economic muscle flexed by its neighbor UC Berkeley. Collections average \$435k/yr. Extraordinary relationship with another Dentist generates \$10k+ per month in additional revenue. 2011 experiencing spike in performance.
- 6011 - San Jose - West of I-280. Long established practice off Saratoga Ave. Has averaged \$400k yr in collections. 3 Ops w/ 4th available in 1,100 sq. ft. suite
- 6012 - Fremont - Well established practice evidence by 6+ days of Hygiene. Fantastic recall system. Great location. Collects just shy of \$900k yr. Total Available profits in 2010 were \$360k. 5 Ops
- 6013 - Livermore - 3+ yr old practice collected \$400k in 2010. 2011 tracking \$430k. 4 Ops with digital radiography, computers and Dentrix software.

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- 3193 - Palm Desert. Grossing \$400,000+. Great Location.
- 3237 - Anaheim Hills - Group member wanted. Hi identity. GP has space to share with Specialist. Peds/Ortho/or?
- 3240 - Redlands - GP Est-5 Ops. Shopping ctr. Should do \$300k to \$400k first year with little marketing. Great lease. \$1.00 sq.ft. FP\$285k
- 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
- 3270 - Downtown - Beautiful 3 Op office in prestigious area of downtown. Ultra modern. Gross \$500,000 your first year.
- 3273 - Downtown - Alvarado - Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing bldg. Grosses \$400,000 Part time.
- 3279 - Tustin - 2,000 sq.ft. Hi identity building. 4 Lighted corner. 65,000 autos plus per day. Make entire bldg your dental sign. F.P. \$1,350,000
- 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.
- 3282 - Palmdale/Lancaster - GP. New shopping ctr. 4 yrs. Near 90 million ffs. New Hospital was doing \$600k. Now \$350k by Absentee Seller.
- 3283 - Palmdale/Lancaster - Hi growth area. GP Gross \$1.5 mil. 40% Net. SML TWN! 5 min Bakersfield RE@Practice.

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- 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
- 3290 - Santa Paul at Fillmore-Hi identity location. GP Gross \$400k+. Est 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.
- 3297 - So. Bay. Location Only. Free standing Dental bldg on main street.
- 3298 - Long Beach area. Corner Location. Bread and Butter practice. Long established. Collects \$500k per year. SOLD
- La Habra - Great starter Shopping center with low rent, low overhead, 4 ops in over 2000 sq. ft. Rent only \$2700. Grossing \$15 to \$30,000. Full Price \$185,000. SOLD
- Hawaiian Gardens - Long Estb. hispanic prtc. Grossing near \$500,000. Beau off 5 ops Grt shopping center. FP \$350,000.
- Temec/HMO. Gr. \$700,000 part time. 8 ops fantastic location Million Dollar corner. Full Price \$565.
- Corona HMO GR \$70 to \$80k month absentee. Low overhead FP \$850,000.
- 3303 - Oxnard/Ventura- Emergency - Health. Hi Identity Shopping center. Location. Est 23 yrs. 3 Ops. Only \$165,000 Outstanding Opp first yr \$500k (714) 345-9659
- 3304 - Glendora - Hi identity shopping corner. New Location. GP who likes Ortho also as no Ortho in area. Full Price new office \$200k to \$250,000.
- La Habra - New life in 20 yr. Prtc corner near Whittier @ Beach. 290 new patients since May. Gr. 20k plus Grt Staff New Digital office. Must Sell below cost \$185K super proved BARGAIN. SOLD
- ORANGE Gr 30k plus 5 ops Beau rent \$2000 FP250K.
- HEMET/TEMECULA - HMO PT ABSENTEE GR \$700 PPS says Buyer will do 1.5 within 18 months Special Situation.
- Torrance, Special Diamond Location Hi Identity. Will Gr \$500k first year. \$125K FP.
- 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 \$650,000 Serious Seller. Can do 1 million.
- Marino Valley - Estb 20 years - HMO - PPO - Gross \$600k. Beautiful office. Low overhead. Absentee seller.
- 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.
- 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.
- 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.

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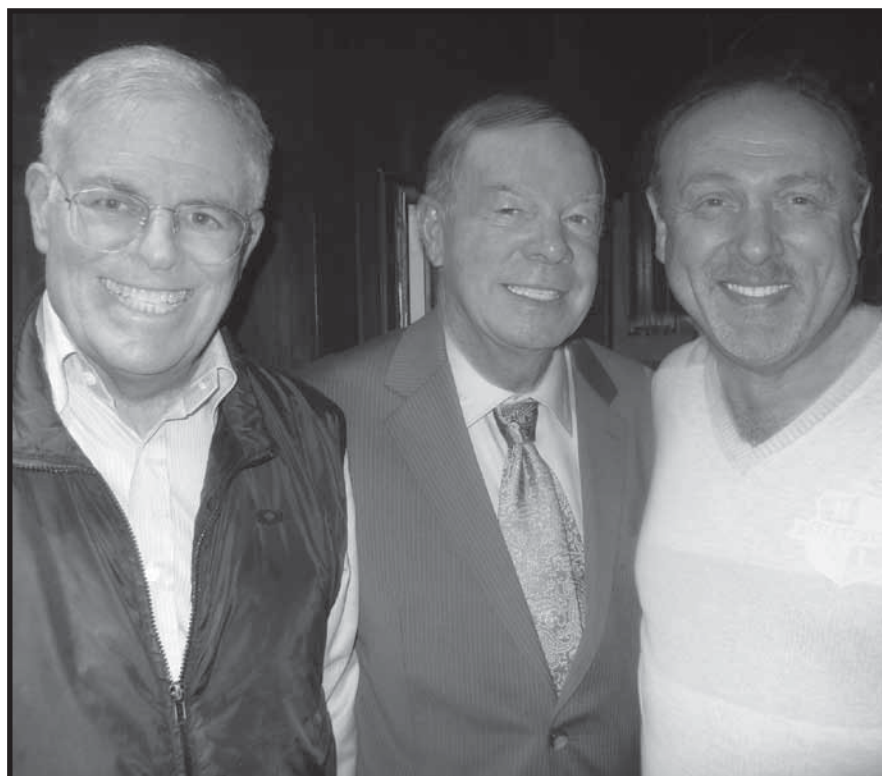
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