

THE Dental Trader

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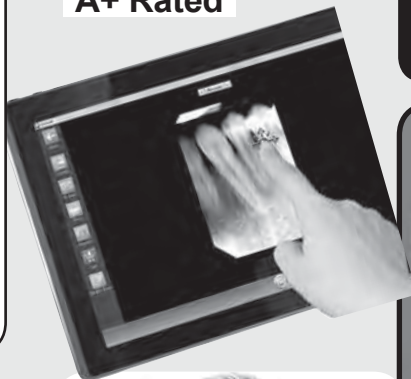
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KERN COUNTY

BAKERSFIELD #29 - (4) op comput. G.P. (3) ops eqt'd, (4th) plumbed. Located in a free stand bldg. Cash/Ins/PPO pts. Digital x-rays. Annual Gross Collect \$300K+ on a part time schedule. Seller moving. **[NEW]**

So. KERN COUNTY - (6) op comput. G.P. located in a Bakersfield suburb in a small strip ctr. with exposure/visibility. Pano eqt'd. Limited competition. Cash/Ins/PPO pts. Annual Gross Collect. approx \$350K part time. Seller is moving and is motivated. **[NEW]**

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+. Dentrux 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.

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 Gross Collect of approx. \$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 of approx. \$385K. Digital x-rays. Cash/Ins/PPO pts. Seller moving. **[NEW]**

PASADENA - Magnificent upscale, (3) op comput. turnkey office with included charts. (1) year old build out w/ newer 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. Annual Gross Collect of approx. \$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. **[SOLD]**

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. **[SOLD]**

ORANGE COUNTY

TUSTIN - (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Located in a busy Shop Ctr. w/ exposure/visibility & signage. Digital x-rays & CEREC. Cash/Ins/PPO pts. Annual Gross Collect \$460K+ on an easy (4 1/2) day wk. Growth potential. **[NEW]**

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

Room for Your San Diego County Practice Listing.

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.

SIMI VALLEY #3 - (4) op comput. G.P. located in a strip ctr. with excellent exposure/visibility and signage. Cash/Ins/PPO patient base. Annual Gross Collections of approx. \$600K. Digital X-Rays. Excellent Lease. Low Overhead. **[NEW]**

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Sean & Kristen Newsom, DDS - Atascadero, CA

"Citi Healthcare Solutions not only provided me with the best rate, they provided sound advice and the highest level of service, ensuring that my practice acquisition funded on time and without hitches."

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-Dan P. Benyamini, D.D.S., Family Practice, Los Angeles, Ca.

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ORTHO office (improvement) for lease San Bernardino. 1500 sf and has 5 ortho bays with chairs. Nicely decorated. Wayne (818)326-1348.

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LOS ANGELES (West): Private Practice. Seller Retiring. Low Overhead.

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SF VALLEY: Profitable w/20 yrs of Goodwill in North Valley. Hispanic patients.

SF VALLEY (NORTH): 1st Floor. Long Established. Absentee Owner.

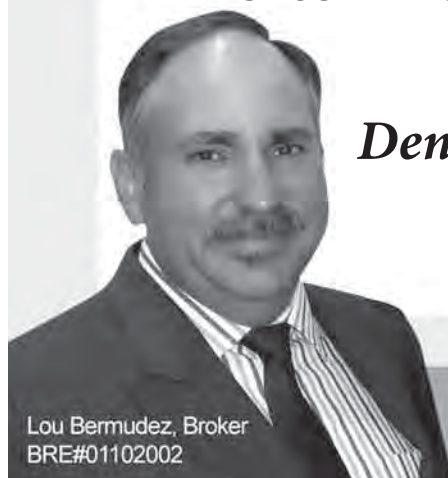
SANTA ANA: Visibility. Over 10 yrs Goodwill. 3 Ops. Excellent opportunity.

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Cypress

Great 5 operatory 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 - 3 operatories in 1300 sq 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 1200 sq 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 operatory and Pano/Ceph - contracts receivable over \$155,000 - priced for quick sale

Long Beach

Private practice for sale - 4 operatories in 1100 sq 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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LOS ANGELES PERIO PRACTICE FOR SALE: Established in 1975, this practice has a very strong hygiene component with hygiene accounting for 48% of the total production. Seller works five days per week with eight days of hygiene per week. Seller does NOT place implants. Collected \$850,000 in 2013. Seven equipped operatories all with incredible city to ocean views. The office does not have digital x-rays. Asking \$250,000.

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 week-ends. Practice averages 35-40 new patients per month. Seller is moving out of state. Asking \$1,500,000.-**SOLD AT FULL PRICE**

VENTURA COUNTY ENDODONTIC PRACTICE FOR SALE: One of only two endodontic practices within a ten-mile radius. This practice collected \$400,000 in 2014. The practice receives 40 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.

ARCADIA GENERAL PRACTICE FOR SALE: Prime location on the corner of a main boulevard in a free standing building. Seller has been in practice at this location for over 20 years. Practice collects over \$475,000/year consistently with a net income of \$185,000+ per year. Seller works 3 1/2 days per week with 4 days of hygiene per week. Seller refers all endo, all oral surgery, all perio and all ortho. No Denti-Cal, no HMO, no evenings, no weekends and no advertising. Potential to purchase a 50% interest in the real estate. Asking \$375,000 for the practice alone.-**PENDING AT FULL PRICE**

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 \$894,000 IN 2014 with a net income of \$250,000/year. Hygiene accounts for 25% of the revenue. Seller works 3 1/2 days per week. 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 if requested. Asking \$575,000.

FOUNTAIN VALLEY SOLO-GROUP PRACTICE FOR SALE: Established in 1978, this practice collects almost \$300,000/year on two and a half days per week with a net income of \$115,000/year. Seller refers all endo, all perio, all oral surgery and all ortho. The office is shared with another general dentist and each has 3 operatories for their exclusive use and share the lab, darkroom, business office, and reception area. **SOLD AT FULL PRICE**

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 \$300,000/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 \$85,000.

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.



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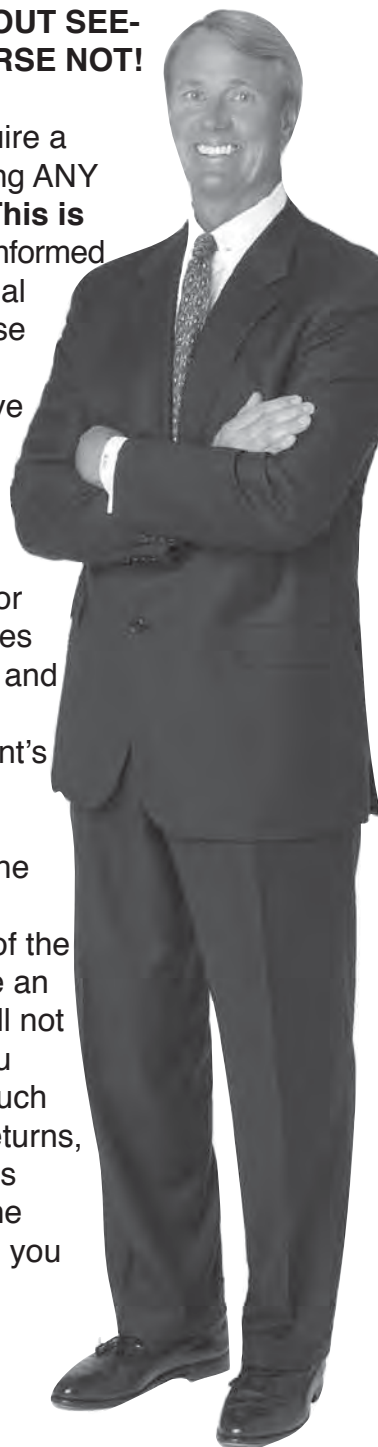
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- Walk distance to Water Front
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- 3 Operatories, ~ 1,100 sq.ft.

Anaheim - New Listing!

- Collection ~\$183K
- Busy Intersections, Strip Mall
- Excellent Street Visibility
- 3 Eq Ops + 1 add't plumbed
- Approx. 1,100 sq.ft.

Garden Grove - New Listing!

- Shell Practice
- Located on busy street
- Approx. 2,600 sq. ft.
- 3 Eq. Ops + 5 add'l plumbed

Dental Practice Listings

Fontana

- Starter Practice
- Approx. 1,350 sq. ft.
- 4 Eq. Ops + 1 Add'l plumbed
- Approx. 1,350 sq.ft.

Murrieta - Starter Practice

- Located in Retail Plaza
- Approx. 1,400 sq. ft.
- 2 Eq. Ops + 2 Add'l plumbed

La Jolla

- Gross Approx. \$350K
- 2 Eq. Operatories
- Close to Major Shopping Center

Dental Practice Listings Los Angeles County

Gardena - New Listing!

- Busy Intersections, Strip Mall
- Excellent Street Visibility
- 4 Operatories, ~ 2,100 sq.ft.

Long Beach - New Listing!

- Projected Collections ~\$510K
- 20 Years of Goodwill
- 5 Operatories, ~1,300 sq.ft.
- Mixed Income & Patient Base

Los Angeles - New Listing!

- Projected Collections ~\$356K
- Medical Building
- 4 Operatories, ~ 1,397 sq.ft.

Santa Monica

- Collections ~\$356K
- Medical Building
- 4 Operatories, ~ 1,397 sq.ft.

Valencia - Featured Listing!

- Real Estate & Practice for Sale
- Collections ~\$570K
- Medical Building built in 2007
- 6 Operatories, ~ 2,200 sq.ft.
- Mostly PPO/Cash

Covina - Starter Practice

- Beautiful, Newly Renovated
- 3 Eq. Ops + 1 Add'l plumbed
- Approx. 1,100 sq. Ft.

Downey - Spacious Office

- Located in Shopping Center
- 7 Eq. Ops 6 1 add't plumbed
- Approx. 3,400 sq. Ft.

South Gate

- Excellent Street Visibility
- 4 Eq. Ops + 1 Add'l plumbed
- Approx. 1,500 sq.ft.

Panorama City

- 2013 Gross Approx. \$240K
- 3 Eq. Operatories
- Located in Strip Mall
- Approx. 970 sq. Ft.

Dental Practice Listings

Oceanside - Price Reduced!

- 4 Eq. Operatories
- Located in Strip Mall
- Approx. 1,200 sq. ft.
- Mostly Cash/PPO

Dental Practice Listings Northern California

Mountain View - New Listing!

- Collection ~\$400K+
- Busy shopping mall with major store anchors,
- 5 Operatories, ~ 1,500 sq.ft.

San Bruno - New Listing!

- Projected Collections ~\$520K
- Freestanding Building
- Excellent Visibility
- 5 Eq Ops + 1 add't plumbed

San Francisco

- Dental Office & Condo Unit
- Newly Renovate
- Medical Professional Building
- Plumbed for 3 Operatories

San Jose - Starter Practice

- Newly Remodeled
- Low Rent
- 3 Eq. Ops, ~ 1,000 sq. Ft.

Hayward - Featured Listing!

- 2013 Gross Approx. \$575K
- Located in Shopping Center
- Mostly Cash and PPO
- 4 Eq. Ops + 1 add'l plumbed
- Approx. 1,800 sq. Ft.

Modesto

- 2013 Gross Approx. \$636K
- Located in Strip Mall
- 7 Eq. Ops + 1 Add'l plumbed
- Spacious, Approx. 3,200 sq. ft

Fresno

- Approx. 2,000 sq. ft.
- 3 Eq. Ops + 1 Add'l plumbed
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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.**

CHATSWORTH (GP) - Price Reduced!!! 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 4 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 Dentrix 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. \$948K for 2014. Buyer's net of \$398K. Great opportunity. Please contact your CPS Agent for more information. **Property ID #4537.**

SAN DIEGO COUNTY (GP/Specialty) - Established in 1984, this multi specialty practice is located in a one story free standing building. Practice is open 6 days/wk and averaging 350-380 new patients/mo. It is approximately 28% insurance, 51% cash, 15% Denti-cal and 6% CAP. The practice consists of 7 equipped operatories in an approximately 4,464 office. It's computerized with Dentrix software and Digital X-ray. Major equipment is new to older. Grossed \$1,700,000 in 2013 and projecting approximately \$2.2M for 2014 with monthly revenues of \$188,000. Great practice. Please contact your CPS Agent for more information. **Property ID #4231.**

SANTA MONICA (GP) - While the Seller has 15 years of goodwill to offer, this location has been a dental practice approximately 35 years prior. Located in a modern multi story professional medical building with touch screen directories, the UCLA Medical Group Building is a landmark in Santa Monica. You can enjoy views of the Pacific Ocean, and Catalina Island. The practice has an all inclusive lease that even included janitorial and several months of free rent in the lease. Practice consists of 3 equipped operatories, lab/sterilization room, lounge room, and private office in a 1,212 sq ft suite. It's computerized with Eagle Soft software. No digital. 100% patient referral. Most specialized procedures are currently being referred out. Seller currently works 4 days/wk and sees approximately 5-10 patients/day. Insurance and cash office. No Denti-cal or HMO. Grossed \$265,485 in 2013 and projecting approximately \$265,796 for 2014. Buyer's net of \$73,936. Please contact your CPS Agent for more details. **Property ID #5022.**

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GREATER LOS ANGELES COUNTY

CANOGA PARK (GP) – Price Reduced!! 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) – Price Reduced!! 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 4 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 Dentrix 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. \$948K for 2014. Buyer's net of \$398K. Great opportunity. Please contact your CPS Agent for more information. **Property ID #4537.**

LAWNDALE – Well established general practice located in a single free standing building. The building is available to purchase. Practice consists of 5 equipped operatories, lab room (plumbed), small lounge room, storage/supply room, x-ray room, sterilization room (plumbed), and private office in approximate 2,100 sq ft office. It's computerized with Easy Dental software. Minimal advertising. Grossed \$201K in 2013. Monthly revenues of approximately \$14K. Office is open 4 days/wk and sees approximately 8-10 new patients/mo. Some Denti-cal. No HMO. Please contact your CPS Agent for more information. **Property ID #5025.**

LOS ANGELES - Price Reduced! Leasehold Improvements & Equipment Only! 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 5 years old. Has a long term lease. 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 its income comes from capitation. The monthly capitation checks alone, more than covers the 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 its 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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Alice C. King, V.P.

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.**

SANTA MONICA (GP) - While the Seller has 15 years of goodwill to offer, this location has been a dental practice approximately 35 years prior. Located in a modern multi story professional medical building with touch screen directories, the UCLA Medical Group Building is a landmark in Santa Monica. You can enjoy views of the Pacific Ocean, and Catalina Island. The practice has an all inclusive lease that even included janitorial and several months of free rent in the lease. Practice consists of 3 equipped operatories, lab/sterilization room, lounge room, and private office in a 1,212 sq ft suite. It's computerized with Eagle Soft software. No digital. 100% patient referral. Most specialized procedures are currently being referred out. Seller currently works 4 days/wk and sees approximately 5-10 patients/day. Insurance and cash office. No Denti-cal or HMO. Grossed \$265,485 in 2013 and projecting approximately \$265,796 for 2014. Buyer's net of \$73,936. Please contact your CPS Agent for more details. **Property ID #5022.**

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 \$602,715 for 2014 w/ a Buyer's Net of \$230,347. 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 \$139K for 2014. 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.**

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Robert A. Palumbo, Executive V.P./Partner

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 \$28K in monthly revenue. Great office. Please contact your CPS Agent for more details. **Property ID #4477.**

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.**

FULLERTON – Leasehold Improvement and Equipment! General practice located in a busy shopping center. Lots of traffic. On one the busiest intersections of Fullerton. Good signage. Practice consists of 3 equipped operatories, sterilization/lab combo, 2 storage rooms, and a private office in a 1,240 sq ft suite. Major equipment is approximately new to 10 years old. Great practice. Low sales price. Some patient charts included. Please contact your CPS Agent for more details. **Property ID #5028.**

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 an 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 Dentrrix 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.**

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.**

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



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Tina Ochoa, V.P.

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 \$315K for 2014. Great practice. Please contact your CPS Agent for additional information. **Property ID #5007.**

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 operatory 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 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 \$146,260. Projecting \$236K for 2014. Please contact your CPS Agent for more information. **Property ID #4551.**

SAN DIEGO & IMPERIAL COUNTY LISTINGS

EL CENTRO (GP) – Well established family owned practice with over 60 years of goodwill. This practice is located in a single story building. Building is for sale. Practice consists of 5 equipped operatories, lab room, lounge room, storage, x-ray room, sterilization room, dark room, and 2 private offices in a 1,857 sq ft office. It's computerized with SoftDent software and digital x-ray. Seller is currently working approximately 4.5 days/wk and sees approximately 12-15 new patients/mo. Fee for service. Grossed approximately \$304K for 2014. Buyer's net of \$132K. Great practice. Please contact your CPS Agent for more details. **Property ID #5023.**

SAN DIEGO COUNTY (GP/Specialty) – Established in 1984, this multi specialty practice is located in a one story free standing building. Practice is open 6 days/wk and averaging 350-380 new patients/mo. It is approximately 28% insurance, 51% cash, 15% Denti-cal and 6% CAP. The practice consists of 7 equipped operatories in an approximately 4,464 office. It's computerized with Dentrux software and Digital X-ray. Major equipment is new to older. Grossed \$1,700,000 in 2013 and projecting approximately \$2.2M for 2014 with monthly revenues of \$188,000. Great practice. Please contact your CPS Agent for more information. **Property ID #4231.**

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. Has monthly revenues of \$74K. Buyer's net of \$336,508. Has excellent signage. Please contact your CPS Agent for more details. **Property ID #4507.**

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Greg Beamer, V.P.

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

CHINO HILLS – Well established Orthodontic practice located in two story Medical/Dental building. This practice consists of 4 chairs in open bay, 1 equipped operator, consultation room with chair, Pano x-ray room, 1 plumbed not equipped operator, lab room, lounge room. Sterilization area, and private office in a 2,600 sq ft suite. It's computerized with Cloud 9 Ortho software. Cash and Insurance office. No HMO. Seller works 5 days/wk. Projecting approximately \$316K for 2014. Approximately monthly revenues of \$26K. Great practice. Please contact your CPS Agent for more details. **Property ID #5024.**

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.**

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 software and has Cat Scan X-ray, Biolase Laser and Centerfuse Laser. Grossed approximately \$972K in 2013 and projecting approximately \$1,016,000 for 2014 with a Buyer's net of \$260K. Please contact your CPS Agent for more details. **Property ID #5005.**

REDLANDS – Leasehold Improvements and Equipment Only! Known as a landmark in the area for being a dental practice for over 25 years, this office is located in a redevelopment area for the city of Redlands. Mall directly across the street. Centered amongst a cluster of salons and spas, it is in one of the wealthiest neighborhoods in the Inland Empire. Practice consists of 7 chairs in an open bay in 2,500 sq ft suite. The Seller has outgrown this location. The new digital Pan-Cef and X-ray with a 5 year warrantee, computers and other digital equipment, could not be replaced for the asking price. With the aggressive pricing, move quickly or live with regrets. Please contact your CPS Agent for more information. **Property ID #5029.**

SIMI VALLEY (Ortho) - Practice consists of 6 chairs in open bay. It's computerized with Orthoware software. Seller works approximately 1 day/wk. Sees approximately 25-30 patients/day. Fee for service practice. Located in a 1,260 sq ft suite on a two story shopping center. Grossed approximately \$221K in 2014. Please contact your CPS Agent for more information. **Property ID #5003.**

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Should I sell my building with my practice?

Often when we are hired to sell a dental practice, owners ask us if we think they should sell their building at the same time as their practice.

Here are some questions for consideration:

1. Location, location, location. Is the building located in a vibrant part of town where there is high visibility and a significant amount of residential and/or commercial growth? Or is it located in an older core where there used to be a lot of dental practices?
2. Does the outside of the building scream 1970s, or is it contemporary? Does the inside of the building scream 1970s with three or four tight, closed-in operatories and no room to expand, or has it been updated?
3. Have you already realized all of the tax advantages through depreciation and interest deductions? Is the building appreciating in value, or has it actually declined in value? If so, how much will it cost to renovate?

Owners often think, "This building is my retirement income, so I'll be a landlord for a few years and then sell." Or, they might realize that they are no longer in a vibrant core area, and fearing they will be "stuck" with an empty building down the road, they require that the buyer buy both the building and the practice concurrently. Either option might be wise - or costly!

Landlord option - Let's explore the idea of guaranteed retirement income from owning/leasing the building. If you own a multi-tenant building that is providing steady income, you have a valuable asset that will be attractive to a buyer or outside investor. In this case, you may not want to sell immediately. If the building is new or recently updated, and it is in a great location, renting to the buyer and giving the buyer the first right of refusal may be the best option.

However, if the building is not in a good location or it needs a lot of remodeling, it's a good bet that the buyer/tenant may move on at the end of the lease. If this happens, you will be left with a dated building in a location that makes it hard to sell. Then,

rather than having a valuable retirement investment, you may have a weight around your neck that sits empty and generates maintenance, repair, and tax bills with no rent to offset the expenses. In addition, if you have already taken most of the depreciation and interest deductions and the building is no longer appreciating, it may no longer be an optimal financial investment, even if you do keep it rented. In that case, selling, or possibly using a 1031 exchange and reinvesting in another property where the tax advantages can once again accrue, may be a better long-term investment.

Selling with the practice - Requiring the concurrent sale of building and practice together may be too much for some buyers to bite off. It also might lead to a lower price for the practice when the buyer contemplates the combined amount of the loan he or she will need to purchase both simultaneously (unless there is rental income from other tenants to help with debt service). But your goal of divesting yourself of the building will be accomplished. Then again, it is also true that some buyers will only purchase a practice if they can also own the building, especially if the mortgage payment will be considerably less than their monthly rent payment. If that is the case, you can go ahead and sell concurrently, or negotiate to give the buyer the option to purchase the following year if that would be better for your tax position.

Ultimately, your choices are 1) keep the building and collect rent, at least in the short term, 2) get rid of the building at all costs, or 3) find the buyer who would be the best fit for your staff and patients. If you answered No. 3, the best option is to stay flexible. That way, the sale of your practice is accomplished as the first priority and then you can focus on options for your building.

John W. Knipf "neff"

Robert A. Palumbo

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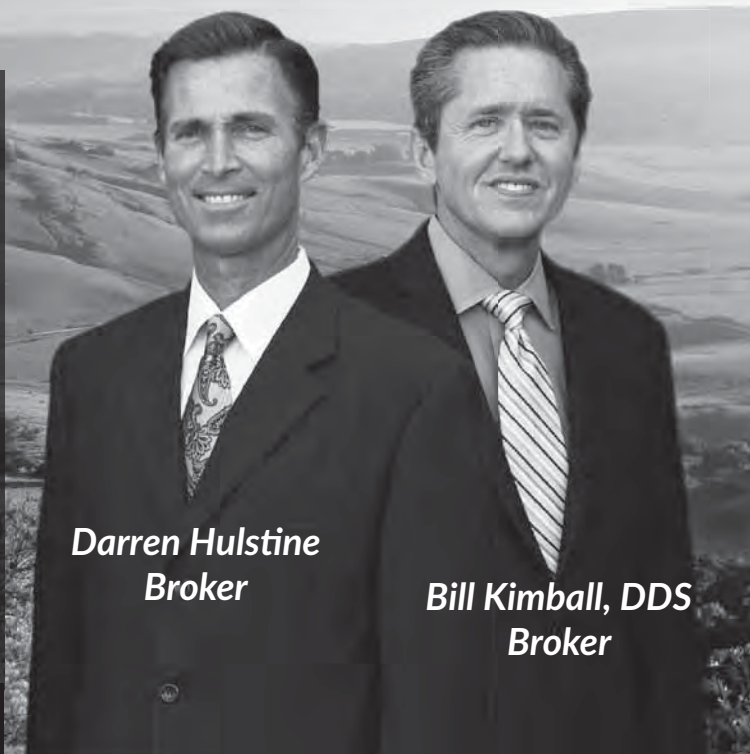
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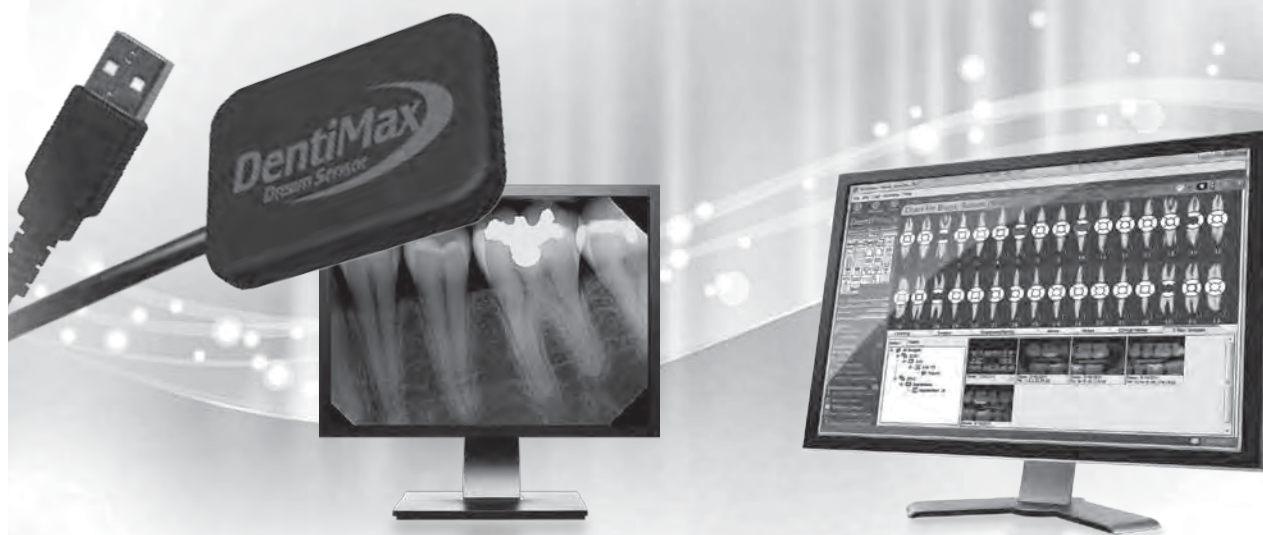
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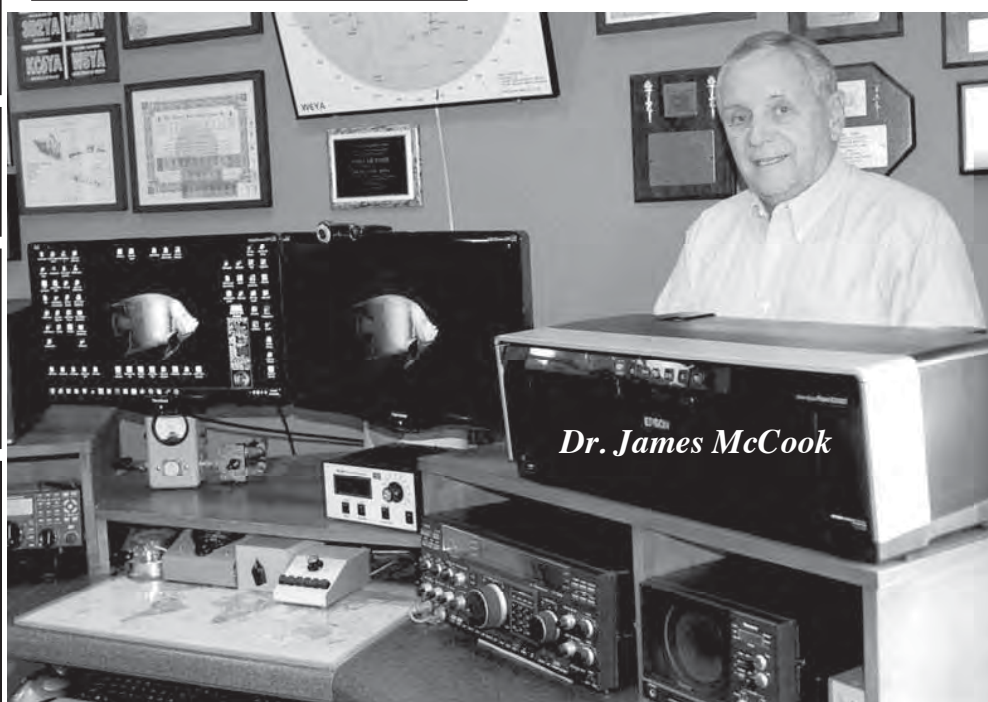
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SAN FERNANDO VALLEY General Dentistry, 3 Ops, 2 Equipped, Est 30+ years, EagleSoft, Schick Digital. Dr. Russell Okihara, HSPPT 619-694-7077 #CA159.

F/T GP Dentist needed for Mission Viejo Cosmetic Dental office. 2 years experience required. Fax resume to (949)951-0962 or email to shedcamp1@gmail.com for consideration.

We need a part time, in house Endontist in Mission Viejo, CA. Please send resume to drzirakzadeh@yahoo.com.

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NORTHERN CALIFORNIA

BAY AREA - Periodontal Practice. Periodontal in leased office with 2,120 sq. ft., 6 Ops, Digital X-rays, Pulse Oximeter, Endoscope, Piezosurgery, and Dentrux software. 2013 GR \$1M. Open for almost 20 years. #CA167-Thomas Wagner - 916-812-3255.

EASTERN SIERRAS - General Dentistry - 2013 GR \$463,806. Well-designed, 4 Op, 1,600+ sq. ft. office, low overhead, 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. #CA528-Thomas Wagner - 916-812-3255.

FOLSOM - FACILITY ONLY - Well-designed, modern, fully equipped, 1,200 sq. ft. dental office with 3 Ops, digital x-rays, digital pan, computers & monitors in all ops, high & low speed handpieces, cavitrons, and Statim 5000. Nobel Vision TV, Danserau vacuum, and a new 2.5 hp compressor. Owner is willing to include about 400 HMO patients with the facility sale, if buyer is interested. #CA209-Thomas Wagner - 916-812-3255.

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. #CA553-In Escrow. Jim Engel - 925-330-2207.

GREATER LINCOLN/ROSEVILLE - General Practice. 2,150 sq. ft. suite in shopping center. 3 equip. Ops (2 add'l **sold). Intra-Oral, Digital X-ray, Laser, Eaglesoft software. 2013 GR of \$528K. #CA165-Thomas Wagner - 916-812-3255.**

GREATER PITTSBURG AREA - PRICE REDUCED by \$122,000 - General Dentistry. Est. 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. #CA108-In Escrow. Thomas Wagner - 916-812-3255.

GREATER ROSEVILLE/ROCKLIN/LINCOLN - General Dentistry- 2013 GR of \$350,671. Well-designed, tastefully **sold 1,887 sq. ft. office with 2 equipped Ops (3 additional plumbed). 3 day hygiene, equipment is approx. 7 years old, Eaglesoft. #CA154-Thomas Wagner - 916-812-3255.**

GREATER SACRAMENTO - General Dentistry - Well-designed 3,079 sq. ft. office (shared w/2nd dentist - separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/low overhead. Owner retiring after 35+ years in same location. #CA140-In Escrow. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Well-est. GP in 1,600 sq. ft. office with 5 equipped ops (1 additional **sold Eaglesoft, E4D, Intra-Oral, and Pano. 9 days Hyg/week. 2012 fiscal year GR of \$888K+. Seller refers out most specialties. Owner retiring. #CA156-Thomas Wagner - 916-812-3255.**

GREATER SAN JOSE AREA-NEW LISTING - Periodontal Practice - Receipts for fiscal year ending in Sept. 2014 were \$1.3M. Practice has been the same location for 28 years in a medical-dental complex on a busy thoroughfare. 5 Ops with the potential for 2 more. Equipped with Digital X-rays, Pano, Cone Beam, Laser, and Intra-Oral. Practice averages 35 new patients per month. Owner would like to work back 1-2 days per week. #CA219-Dennis Hoover - 209-605-9039.

MENDOCINO COAST - General Dentistry - Stand-alone professional building and practice in a medical area on the beautiful Mendocino Coast. 2,376 sq. ft. with 4 equip Ops. Dentrux, Intra-Oral camera, CAD/CAM. 2013 GR of \$1.025M every year since 2007 on av. 15 days/mo. 4½ days hygiene, averaging 25 new patients per month. #CA181-Thomas Wagner - 916-812-3255.

MILPITAS - General Dentistry- Beautiful, updated office on main street in well-maintained professional building. 5 Ops in 1,650 sq. ft., Pano, Intra-Oral Camera, and Laser. 2013 GR of \$935K with 7 days of Hygiene. Owner retiring after 35 years in present location, 45 in the community. #CA180-Jim Engel - 925-330-2207.

NORTH COAST-NEW LISTING - Endodontic Practice - Humboldt County: Well-established, high performing practice boasts 6 Ops (5 equipped) in 3,300 sq. ft. with Digital X-ray, Microscopes, and EndoVision software. Average age of equipment is 10 years. Very low overhead with excellent referral base. Owner will help buyer with transition period as needed. Owner retiring after 38 years in the community. #CA214-Jim Engel - 925-330-2207.

NORTH OF SACRAMENTO - General Dentistry- 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrux, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Est. 15+ years. #CA106-In Escrow. Thomas Wagner - 916-812-3255

NORTHERN CALIFORNIA - Periodontal Partnership Opportunity: One of two partners is retiring from a long-est., very successful Perio Practice. 1,500 sq. ft., 6 Ops, and Dentrux software. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. #CA168-Thomas Wagner - 916-812-3255

NORTHERN CALIFORNIA - Endodontic Practice: Well-est. satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft.. Two microscopes, Digital. 2013 GR \$319,865. #CA158-In Escrow. Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA - Endodontic Practice: 1,021 sq. ft. with 4 equipped Ops, 1 add'l available. 3 surgical microscopes, Dentrux software. 2013 GR of \$337K, in current location for 30+ years, owner retiring. #CA169-Thomas Wagner - 916-812-3255.

OAKLAND-NEW LISTING - General Dentistry: Piedmont District - Well-established downtown charmer w/GR of \$453,000. 3 treatment rooms in shared office totaling 1,600 sq. ft.. Off-street parking w/5 days of hygiene, 8 new patients per month. Owner retiring after 27 years at this location. #CA217-Jim Engel - 925-330-2207.

PITTSBURG - General Dentistry- Well-est. practice on city's busiest thoroughfare. 3 year avg. GR of \$236K w/60% overhead. 5 ops in 1,400 sq. ft. with Pano, Fiber Optics. 12 NP/mo. and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. #CA133-Jim Engel - 925-330-2207.

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! #CA195-Jim Engel - 925-330-2207.

PLUMAS COUNTY - PRICE REDUCED - General Dentistry: 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 1/2 days hygiene per week. Great opportunity! Owner retiring. #CA558-Thomas Wagner-916-812-3255.

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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, Dentrrix. 2013 GR of \$794K. #CA177-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: 2,400 sq. ft. w/7 equipped Ops, 1 add'l plumbed. Located in one of Sacramento's historic, well-est. neighborhoods. Intra-Oral Camera, Digital X-ray, Pano, Softdent. 2013 GR \$711,014. Owner retiring. #CA182-Thomas Wagner - 916-812-3255.

SAN FRANCISCO – FINANCIAL DISTRICT – General Practice. Beautiful, modern office with 1,744 sq. ft. with 5 Ops, 4 equip. **SOLD** 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. #CA162-Jim Engel - 925-330-2207.

SAN FRANCISCO – General Practice. Located close to Union Square, this has shown steady increase every year. 2013 GR were \$854K with only 55% overhead. 4 days of hygiene. Owner moving out of Bay Area. #CA191-Dennis Hoover - 209-605-9039.

SAN JOSE – General Practice- Nestled between the Evergreen and Silver Creek districts, this high traffic professional center boasts 3 **SOLD** 200 sq. ft. with Pano and Eaglesoft. 2013 GR of \$570K on 30 hour work week with 2 days of Hygiene. #CA178-Jim Engel - 925-330-2207.

SAN JOSE – Facility Only. North Valley, well-est. location featuring 7 ops in approx. 1,400 sq. ft. 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. #CA190-Jim Engel - 925-330-2207.

SAN MATEO – General Practice: Professionally designed office across from shopping area with 5 Ops plumbed, 4 equipped in 2,150 sq. ft. **SOLD** of \$708K with 5 days of Hygiene. Dentrrix, Digital, Film based Pano, Intra-Oral Camera, and 9 years new, top-of-the-line equipment. Owner is retiring. #CA179-Jim Engel - 925-330-2207.

SANTA CRUZ COUNTY - General Dentistry 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/month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrrix Software. Seller is moving. #CA550-Jim Engel - 925-330-2207.

SANTA MARIA – This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 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. #CA166-Jim Engel - 925-330-2207.

SANTA ROSA – This 3 Op office is part of a larger complex, owner selling interest in building. 4 days of hygiene seeing 10-12 patients per day, booked 6 months in advance. 2013 GR were \$542K with \$182K Adjusted Net. Practice was started by present owner in 1968, owner is retiring. #CA200-Dennis Hoover - 209-605-9039.

SANTA ROSA – This 3 Op office is located in a retirement community where 70% of the patients are private pay. Intra-Oral Camera, Schick Digital X-ray, Discus NV laser, Eaglesoft software. Most Endo, Pedo, Ortho, and Oral Surgery is referred out. 3 days of hygiene. 2013 GR of \$437K with \$173K Adjusted Net. Practice was started by present owner in 1998, owner is retiring. #CA201-Dennis Hoover - 209-605-9039.

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. #CAM540-Jim Engel - 925-330-2207.

CENTRAL CALIFORNIA

CENTRAL COAST: NEW LISTING – General Practice in the Central Coast area. 31 years of goodwill. 6 Ops, 8 days of hyg/week. 2013 GR of \$2.3M and Adj. Net of \$840K. Dentrrix, Digital. Paperless, Intra-Oral Camera, Laser. #CA208-Kerri McCullough - 949-300-0312.

FRESNO – General Dentistry. This 5 Op, 2,000 sq. ft. office is in North Fresno. Started in 1997. There are 5 days of hyg./wk. with 23 new patients per mo. 2013 GR of \$789K. Equipment is approx. 5 years old. Owner is retiring. #CA171-In Escrow. Dennis Hoover - 209-605-9039.

FRESNO - General – Partnership Interest. Partner in well-est., highly regarded, 5 dentist group in the North Fresno Area is selling his interest. Intra-Oral Camera, Digital Pan, Kodak sensors, SoftDent software. 7,500 active patients. 2013 Partnership GR were \$4,708,000. Selling Partner's Net Income 2013 \$368K. #CA196-Dennis Hoover - 209-605-9039.

FRESNO – General Dentistry. This 1,739 sq. ft. office has 4 Ops with 6 days of hyg.GR have averaged \$760K per year with low 61% overhead. Gendex X-rays & Scanner, Soft Tissue Laser, Intra-Oral, Digital Pan, and Cerec CAD/CAM. Owner is retiring after 31 years in the same location. #CA202-Dennis Hoover - 209-605-9039.

PORTERVILLE – NEW LISTING – General Dentistry with 6 Ops in a 2,600 sq. ft. suite. 2013 GR of \$344K. Call for more information on this new listing. #CA223-Steve Caudill - 951-314-5542.

TUOLUMNE COUNTY - General Dentistry Practice & Building. The GR averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, and 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 storage and upscale interior décor. 45 minutes from population centers with 200,000+ people. #CA197-Dennis Hoover - 209-605-9039.

SOUTHERN CALIFORNIA

ANAHEIM - General Dentistry Practice & Building with 6 Ops, 3 Equipped, 3 Plumbed. Near Disney. Est. 39 yrs. with great visibility on a busy street. #CA186-Jaci Hardison - 714-318-4911.

ANAHEIM – General Practice with 4 Ops equipped and an additional 5 Ops available. SoftDent Kodak Digital, and a Digital Pan. 2013 GR of \$237K. Retiring doctor works only 3 days per week- room to grow! Great central Anaheim location. #CA207-Tinh Tran - 949-533-8308.

BAKERSFIELD – General Dentistry - 8 Ops, 4 Equipped, 4 Plumbed in a 2,400 sq. ft. suite. 2013 GR of \$521K. Practice has been est. for 20 years. #CA193-Kerri McCullough - 949-300-0312.

BALDWIN PARK – General Dentistry - 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. #CA176-Kerri McCullough - 949-300-0312.

BANNING – General Dentistry - 6 Ops in 1,873 sq. ft. Digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5M. #CA183-Steve Caudill - 951-314-5542.

BEVERLY HILLS – NEW LISTING-Leasehold Improvements plus some patients-2 Ops, 1 Equipped, Open Dental with computer, Digital x-rays with 2 sensors, vacuum, and sterilizer. #CA215-Mario Molina - 323-974-4592.

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BEVERLY HILLS – NEW LISTING – General Dentistry Practice with 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, equipment ~7 years old. 4 days hyg/week, long-term staff. 2013 GR \$1.2M+ with Adj. Net of \$406K. #CA210-Kerri McCullough - 949-300-0312.

CAMARILLO – NEW LISTING – General Practice -Retiring dentist has been in practice 34 years. Retail location with good anchor stores and near a huge retirement community. Untapped implant opportunities. Doctor refers most of the specialty work. 4 Ops. 1-2 more Ops available. GR of \$568K in 2013. #CA204-Thinh Tran - 949-533-8308.

GREATER LOS ANGELES AREA - Periodontal Practice-5 Ops, Dentrrix, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, long-time staff and 34 Years of Goodwill. #CA173-Kerri McCullough - 949-300-0312.

HUNTINGTON BEACH – NEW LISTING – General Dentistry- 3 Ops, Dentrrix, Digital X-rays, intra-oral camera. 50% PPO, 50% HMO. \$252K GR in 2013. #CA194-Thinh Tran - 949-533-8308.

HUNTINGTON BEACH – General Dentistry -Est. for 18 years. Spacious suite with 5 Ops, 3 Equipped in a great location near ocean. #CA155-In Escrow. Jaci Hardison - 714-318-4911.

LOS ANGELES – NEW LISTING-General Dentistry - 9 Ops, 6 Equipped in a retail center with high visibility. Est. for 16 years. Dentrrix, Digital X-Rays, Pano, Intra-Oral Camera. 2013 GR of \$824K with \$355K Adj. Net. Higher numbers projected for 2014. #CA197-In Escrow. Kerri McCullough - 949-300-0312.

LOS ANGELES – NEW LISTING -This General Practice is located in a multi-story professional building, 1200 sq. ft. with 4 Ops, 3 Equipped, this practice has been est. for 60+ years. 2013 GR of \$256K on a 2 day work week. Room to grow. #CA211-Thinh Tran - 949-533-8308.

MURRIETA – General Dentistry with 7 Ops, Schick Digital X-rays, CEREC and Dentrrix. 2013 GR of over \$1.4MM and over \$512K Adj. Net. #CA163-Kerri McCullough - 949-300-0312

NEWPORT BEACH - General Dentistry -3 Ops, high-end equipment <10 yrs old: ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrrix software. 2012 GR of \$350K on 3½ days per week. Located near hospital in a desirable area. #CAM534-In Escrow. Thinh Tran - 949-533-8308.

NORTH HOLLYWOOD – General Dentistry - 5 equipped Ops, 1 plumbed. Free-standing building, Dentrrix, Dexis, Pano, Laser, and the office is paperless. 2013 GR of \$845K with \$296K Adj. Net. #CA187-In Escrow. Kerri McCullough - 949-300-0312.

NORTH ORANGE COUNTY – General Dentistry - 7 Ops, 6 Equipped in a 2,700 sq. ft. suite. GR of \$601K with \$244K Adj. Net on a 3 day work week. EagleSoft, Intra-Oral Camera, Schick Digital X-rays, and Pano. #CA189-Kerri McCullough - 949-300-0312.

ORANGE COUNTY – Periodontal Practice - 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. #CA172-Kerri McCullough - 949-300-0312.

REDLANDS – General Dentistry -3 Ops, has been est. for 48 years. \$364K GR **SOLD** Doctor days and 3 hygiene days per week. #CA160-Thinh Tran - 949-533-8308.

RIDGECREST - General Dentistry Practice & Building: 4 Ops in 1,536 sq. ft. Est. at this location for 32 years, retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. #CA523-Steve Caudill - 951-314-5542.

SAN BERNARDINO – General Dentistry -4 Ops, 30+ years goodwill, street sign, average GR \$265K with growth 3 years, Dr. is retiring. Great office location with the lowest potential. #CA150-Steve Caudill - 951-314-5542.

SAN FERNANDO VALLEY – General Dentistry -3 Ops, 2 Equipped, est. 30+ years. EagleSoft and Schick Digital X-rays. 2013 GR \$177K. #CA159-Russ Okihara - 619-694-7077

SANTA ANA – NEW LISTING - This General Dentistry Practice has been established for 35 years on a main street. Features 6 Ops in 1,750 sq. ft. suite with Dentrrix software, Dexis Digital X-Rays, Intra-Oral camera, Pano, and Laser. 2013 GR of \$1,031,433 with higher numbers projected for 2014. #CA221-Kerri McCullough - 949-300-0312.

SANTA MONICA - This General Dentistry Practice with 3 equipped Ops is in a 900 sq. ft. suite. The office utilizes Dentrrix with 5 workstations, and most equipment is 3-5 years old. The location is near residential, shopping, and restaurants. GR of \$223K for 2013 with room to grow. #CA203-Kerri McCullough - 949-300-0312.

SOUTH BAY, LOS ANGELES – NEW LISTING - General Dentistry Practice with 4 Ops in a beautiful commercial/residential neighborhood. This paperless practice features Dentrrix, Dexis digital x-rays with 3 sensors, and Pano. This mostly fee for service practice has newer equipment and most specialty work is referred out. Practice has 8 days of hygiene per week with 2013 GR of \$1.1M and similar numbers for 2014. #CA218-Kerri McCullough - 949-300-0312.

SOUTH ORANGE COUNTY – NEW LISTING – Pediatric Dentistry with 4 Ops, 1 year new equipment, OpenDental, Digital X-Rays, and Pano. \$236K GR on 4 days/week with room to grow. #CA222-Thinh Tran - 949-533-8308.

SOUTH ORANGE COUNTY - General Dentistry -5 Ops, EagleSoft, Schick, Intra-Oral Camera. \$400K in Gross Receipts in 2013, with similar numbers for 2014. #CA192-Kerri McCullough - 949-300-0312

TEMECULA – General Dentistry -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. #CA174-In Escrow. Kerri McCullough - 949-300-0312

THOUSAND OAKS – FACILITY ONLY - Move-in ready - 4 Ops in 1,325 sq. ft. Modern design, Dentrrix with 4 workstations, business ofc, and sterilization area. Great start-up, satellite office or Specialist location - .7 General Dentists in the building. Full inventory and photos available. Buyer will have first opportunity to purchase real estate in the future. #CA137-Mario Molina - 323-974-4592.

TORRANCE – NEW LISTING – General Dentistry with 3 Ops, 2 Equipped. Practice is near hospital and in professional area. Practice established 19+ years. 2013 GR of \$333K with \$176K Adj. Net. DentiSoft Software. #CA213-Thinh Tran - 949-533-8308.

VICTORVILLE – General Dentistry - 3 Ops plus 3 plumbed for expansion, 2,150 sq. ft., SoftDent, 2013 GR of \$313K with \$147K Adj. Net, Est. 34 years. #CA149-Kerri McCullough - 949-300-0312.

WEST HOLLYWOOD – NEW LISTING – General Dentistry – 4 Ops, Professional Building, 9 years of goodwill. Mediadent Software, Intra-Oral Camera, Digital, Laser. Equipment average age is 5 years old, 2013 GR of \$539K with higher projected GR for 2014. #CA212-Kerri McCullough - 949-300-0312.

SAN DIEGO

CHULA VISTA - General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3 1/2 days of hygiene, Dentrrix Software. \$493K 2013 GR, seller is retiring. #CA109-Russ Okihara - 619-694-7077.

LA MESA – NEW LISTING – General Dentistry - 4 Ops, Dentrrix, Digital X-rays, Intra-Oral Camera, and Pano. Est. for 28 years. 2013 GR of \$501K. #CA205-Russ Okihara - 619-694-7077.

LA MESA – This 3 Op Practice is located in 2,000 sq. ft. in a prof. building. GR of \$403K in 2013 with similar numbers for 2014. Dentrrix, Laser, and Digital X-Rays. #CA127-Russ Okihara - 619-694-7077.

SAN DIEGO – Retiring Dentist in a convenient, highly-desirable area of San Diego. 3-Ops, with the dentist utilizing 2-ops. Small, quality FFS, PracticeWorks. Ideal starter or additional boutique location. #CA161-Russ Okihara - 619-694-7077.

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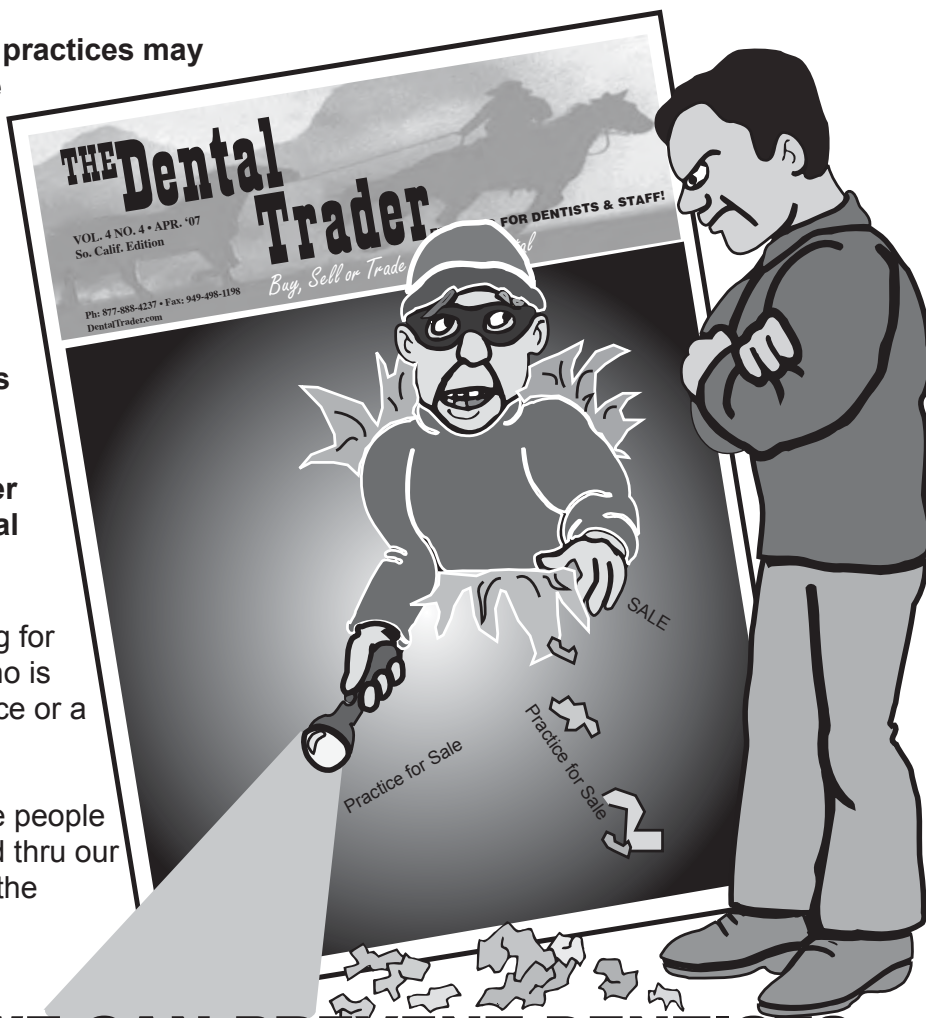
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5 EASTER	6	7	8	9	10	11
12	13	14	15 TAX DAY	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30 ANAHEIM CONVENTION 4/30 - 5/2		

March


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Review FAQs page for instructions on reader ad submission BEFORE using form.

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The screenshot shows the homepage of 'THE Dental Trader'. At the top left are several accreditation and social media logos: BBB Accredited Business (A+ Rating), Facebook, LinkedIn, TrustLink (4 stars), and a CC AAA logo. The main title 'THE Dental Trader' is prominently displayed in a large, bold, serif font, with 'TM' to the right. Below the title is the tagline 'Buy, Sell or Trade all things Dental' in a cursive script. A large arrow points from the 'Review FAQs' text above to the 'Frequently Asked Questions' link in the navigation menu. The navigation menu is a rectangular box with a decorative border containing the following links: 'Frequently Asked Questions', 'Read The Latest Edition', 'Place a Free Reader Ad (For Dentists & Staff ONLY)', 'Search Archived Copies', 'Reader Ads For Businesses (For Commercial Advertisers)', 'Display Ad Info (Rates, Media Info, Ad Specs)', 'Online Ad Board', 'Subscribe/Change Address', 'Testimonials', and 'Dental Links (Hundreds of Dental Websites)'. Below the navigation menu, the address 'Ararat Pharmacy' is listed, followed by the mailing address: 'The Dental Trader PO Box 2631 Capistrano Beach, CA 92624'. Contact information includes 'PH: (877) 888 4237 or (949) 429 6836 - FAX: (949) 498 1198 - E-Mail: tradestaff@cox.net'. At the bottom is a horizontal navigation bar with links: 'Home | Place a Free Reader Ad | Reader Ads for Businesses | Online Ad Board | Dental Links | Proof of Circulation | FAQs | Testimonials | Latest Edition | Archived Copies | Place a Display Ad | Submit a Change of Address | Contact |'.

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