

# THE Dental Trader

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So. Calif. Edition

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## LOOKING FORWARD TO ANOTHER YEAR OF HELPING AND PROTECTING THE DENTAL COMMUNITY

### *A look* BACK AT OUR 2012 events

#### JANUARY 12 & 13, 2012

"ASSOCIATESHIPS, PARTNERSHIPS,  
ACQUISITIONS, OHH... MY!!"  
*University of San Francisco Dental School*

#### JANUARY 14, 2012

"CALIFORNIA DENTAL PRACTICE ACT"  
*Southwest Dental Conference, Dallas Texas*

#### JANUARY 22, 2012

"DENTAL LAW & INFECTION CONTROL"  
*Inland Empire Dental Society "Launch"*

#### JANUARY 29, 2012

"CALIFORNIA DENTAL LAW, INFECTION  
CONTROL & RISK MANAGEMENT"  
*Punjabi Dental Society*

#### FEBRUARY 4, 2012

"NAVIGATING THE DENTAL  
TRANSITION MINEFIELD"  
*San Jose, California*

#### FEBRUARY 9, 2012

"CALIFORNIA DENTAL PRACTICE ACT"  
*Sacramento Dental District Society  
2012 Midwinter Convention*

#### MARCH 1 & 2, 2012

"LEGAL UPDATE"  
*American Dental Sales*

#### MARCH 4, 2012

"CALIFORNIA DENTAL PRACTICE ACT"  
*Punjabi Dental Society*

#### MARCH 8, 2012

"ASSOCIATESHIPS, PARTNERSHIPS &  
TRANSITIONS"  
*Western University Dental School*

#### APRIL 10, 2012

"DENTAL PRACTICE TRANSITIONS"  
*Redwood Empire Dental Society*

#### APRIL 27, 2012

"PLANNING A PRACTICE TRANSITION:  
AN OWNER'S PERSPECTIVE"  
*Townie Meeting, Las Vegas, Nevada*

#### JUNE 2, 2012

"2012 JOB FAIR AND SPEED PAIRING"  
*Los Angeles Dental Society*

#### JUNE 14, 2012

"ASSOCIATESHIPS, PARTNERSHIPS &  
YOUR FIRST 5 YEARS AS A DENTIST"  
*University of Southern California Dental School*

#### JUNE 29, 2012

*Western University Golf Tournament*

#### JULY 14, 2012

"ASSOCIATESHIPS, PARTNERSHIPS &  
YOUR FIRST 5 YEARS AS A DENTIST"  
*San Fernando Valley, Western Los Angeles  
and Los Angeles Dental Societies*

#### JULY 29, 2012

"CALIFORNIA DENTAL PRACTICE ACT"  
*Punjabi Dental Society*

#### SEPTEMBER 6, 2012

"HOW TO GROW, MANAGE & SELL  
YOUR DENTAL PRACTICE"  
*Butte Sierra District Dental Society*

#### SEPTEMBER 18, 2012

"HOW TO GROW, MANAGE &  
SELL YOUR DENTAL PRACTICE"  
*Santa Barbara-Ventura County Dental Society*

#### OCTOBER 5, 2012

"BUYING AND SELLING A DENTAL PRACTICE"  
*Fresno-Madera Dental Foundation*

#### OCTOBER 6, 2012

"BUYING & SELLING YOUR DENTAL  
PRACTICE AND AVOIDING MALPRACTICE"  
*University of the Pacific Dental School*

#### OCTOBER 10, 2012

"BUYING OR SELLING YOUR DENTAL  
PRACTICE AND PRACTICE MANAGEMENT"  
*Punjabi Dental Society*

#### NOVEMBER 1-3, 2012

*Legal Update*  
"PRACTICE VALUATION STUDY  
GROUP-FALL MEETING"  
*Boston, Massachusetts*

#### NOVEMBER 30, 2012

"NAVIGATING THE DENTAL  
TRANSITION MINEFIELD"  
*La Jolla California*

#### DECEMBER 1, 2012

"NAVIGATING THE DENTAL  
TRANSITION MINEFIELD"  
*Irvine, California*

#### DECEMBER 5, 2012

"CALIFORNIA DENTAL PRACTICE ACT"  
*Annenberg Center for Health Sciences*

#### DECEMBER 14, 2012

"CALIFORNIA DENTAL PRACTICE ACT"  
*Santa Barbara-Ventura County Dental Society*

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**Ultra-Lume** LED Light 17.0 cord- \$350 Call Sheida @ 714-264-3131.

**used equipment** and supply sales, east LA office, please call 6262151740.

**fresno dental office** for sale by owner busy area 3 ops call 714 606 8395.

**Biolase laser for sale** 3 month old. new \$4900. contact 949 612 5500.

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**ONE "IMPULSE"** ND/YAG LASER. With accessories and glasses. (949)468-8623.

**General dentist** position avail in Murrieta. Wed or Thurs. (951) 858-5470.

**Ortho RDA** needed in Irvine. Please email resume to info@updikeortho.com.

**looking** for an x-ray machine or service to repair existing machine, call 949-683-5411.

**kids papoose** board+head strap, size reg 6-12 yrs, never used call 408-871-0877.

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### FRESNO COUNTY

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

### KERN COUNTY

**BAKERSFIELD #21 Bldg. & Pract.** - (10) op comput. G.P. & free stand. bldg for sale. (3) ops fully eqt'd, (3) ops partially eqt'd & (4) additional plumbed not eqt'd ops. Located on a main street w excell. exposure/visibility & signage. Annual Gross Collect. \$500K+ on an easy (2 1/2 - 3) day week. (3) days of hygiene booked 6-12 mos out. Cash/Ins & PPO. Fully eqt'd "removable" dental lab w a full time technician. Experienced staff. Seller retiring. **BACK ON THE MARKET**

**BAKERSFIELD #25 BLDG. & PRACT.** - (4) op comput. G.P. & Duplex Free Standing Bldg. w signage. Cash/Ins/PPO pts. (3) days/wk of hygiene. 20+ yrs. of Goodwill. 2012 Projected Gross Collect. \$400K+. **[NEW]**

### LOS ANGELES COUNTY

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

**HACIENDA HEIGHTS #2** - (3) op comput. G.P. located in a two story prof. bldg. w excellent signage & parking. Cash/Ins/PPO pt base. 4 1/2 days/wk of hygiene. (38) yrs of Goodwill. (10) new pts/mos. 2012 Projected Gross Collect. \$525K+. Seller retiring. **[PENDING]**

**SAN FERNANDO VALLEY ORTHO PRACTICE - UPCOMING**  
Comput. ortho office with a (4) chair open bay, plus (2) private ops. Located in a (1) story professional bldg. with ample parking and monument signage. (42) years of goodwill. Annual gross collections \$450K+ on 2.5 days per week. Cash/Ins/PPO. (10-12) new starts/mos. Excellent referral base. Will introduce. **[NEW]**

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

**VALENCIA** - Drop Dead Gorgeous! (6) op comput. G.P. Newer build out & equipt. Cash/Ins/& a few PPO's. 2012 Projected Gross Collect \$775K-\$800K on 4 days. Digital x-rays & Pano. Dentrux & Dexis. Cerec. All the bells & whistles! 22+ years of Goodwill. (4) days of hygiene/wk. (1-2) days/mos of Perio. Seller has a degenerative condition & is calling it quits before it worsens. Great opp for an experienced, quality oriented DDS looking for a larger, higher end practice. Re-Priced!

**WESTLAKE VILLAGE** - (3) op complete turnkey office for sale. Gorgeous! On outer perimeter of a prof. bldg. w excell. exposure, visibility & signage. Newer eqt., Digital x-rays. Includes supplies, instruments, furniture, eqt. & rights to lease. **[NEW]**

**WEST SAN FERNANDO VALLEY PEDO/ORTHO** - Comput. Pedo/Ortho office. On outer perimeter of a small prof bldg. w exposure/visibility. (3) op open bay & (1) op quiet room. Pano eqt'd. Digital x-rays. Cash/Ins/PPO. 30+ yrs of Goodwill. Annual Gross Collect. \$600K+. Seller retiring. **[NEW]**

### RIVERSIDE COUNTY

"Room for Your Riverside County Practice Listing"

### ORANGE COUNTY

**ANAHEIM #3** - (3) op comput. G.P. in a one story prof. bldg. on a well known, major blvd. Abundant off St. parking. Dr. works 2.5 days/wk & collects approx \$20K/mos. Does no advertising. Can produce/collect more w some advertising & more days. Cash/Ins/PPO w no Denti-Cal or HMO's. Low rent & overhead. Great starter or second location.

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

### SAN BERNARDINO COUNTY

"Room for Your San Bernardino County Practice Listing"

### SANTA BARBARA COUNTY

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

### 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.

**VISALIA** - (4) op comput. G.P. and Triplex free standing bldg. (3) ops fully eqtd. Dr. works 2 days/wk & collects approx \$20K/mos. Cash/Ins/PPO and some kids Denti-Cal. Can do much more w more chair time. Seller slowing down. **[NEW]**

### VENTURA COUNTY

**PORT HUENEME #2** - turnkey office w charts. (3) ops eqt'd. In a strip ctr w exposure, visibility, & signage. In an upscale beach area. Easy Dental s/w, digital tomograph, & digital x-ray. **[SOLD]**

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**Dental chair** 2005 Belmont X-calibur, beige, excellent condition. Email photo available. \$2500 760-746-3663 Matching operator stool \$295.

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**PACIFIC BEACH—Owner** retiring from **GENERAL** Practice with 4 Ops (3 equipped) in approx. 1000 sq.ft. Professional Bldg. Panorex. **[NOTE:** could be combined with previous listing]

**SAN DIEGO—Imperial Beach area.** Estab in 1997 this **GENERAL** Practice has 3 Ops in 1200 sq.ft. Situated in Busy strip center with Macdonalds and KFC. Close to fwy 805.

**OCEANSIDE—NEW LISTING!!** Estab. **GENERAL** Practice situated in commercial/residential area. Digital X-Rays. Paperless practice. 3 Ops in approx. 1000 sq.ft.

**TEMECULA—Dr. joining Academia .....SOLD!!**

**POWAY—NEW LISTING!!** Retiring from **GENERAL** Practice estab in 2006. Outstanding LOCATION at busy intersection. 3 Ops in approx. 1150 sq. ft., in freestanding building.

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## Featured Practices for Sale

**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. **SOLD** Most specialty procedures referred out. Private patients only. Transition available. Professional building.

**CHINO HILLS** - Shopping center location w/modern office equip. 8+ yrs of goodwill. Revenues exceed \$30K per month on part time schedule. Seller transition available. Must See.

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

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

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

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

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

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

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# Practice Sales & Appraisals

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

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

**OXNARD PROXIMITY** - Hispanic area, 1st floor practice w/ sign exposure. Over 15 yrs. goodwill. 5 ops in modern facility. Revenues exceed \$35K per month on part time basis. Priced Right.

**RESEDA** – Long-established private practice with some HMO revenues. Monthly revenues of \$33k/month. 4 ops located in professional building. Nice sign and modern appearance. Seller working limited sched.; willing to assist in transition.

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

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

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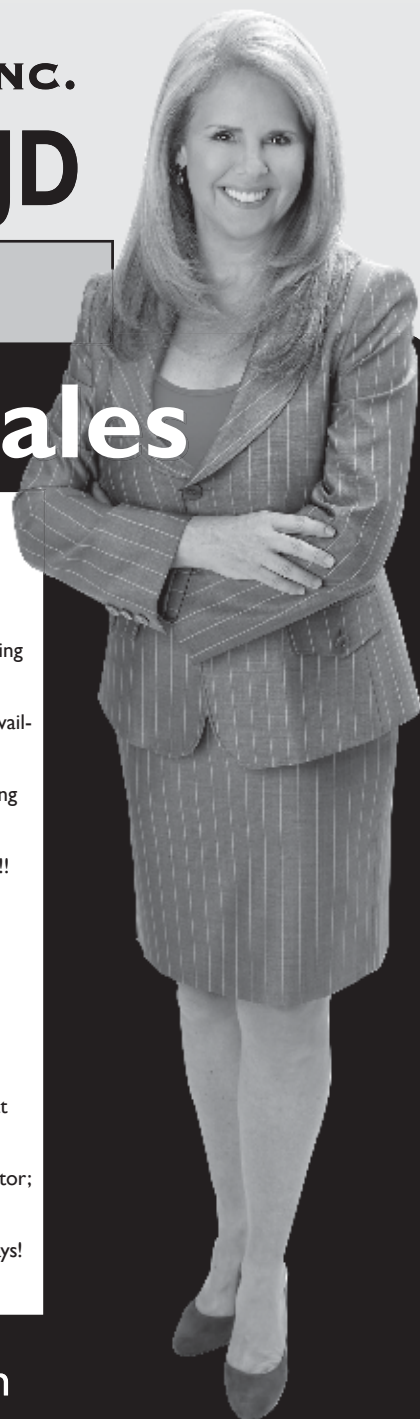
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**NEW!! MURRIETA** Asking \$515,000. Established OVER 30 years!! 5 ops. Digital X-Rays!! Select Practice Services, Bette Robin, DDS, JD 714-421-4407.

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**LANCASTER: For Sale** General Dentistry Practice. This 4 operatory office is located in 2,360 sq. ft. on the second floor of an attractive Medical-Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location. #14376 HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Beverly Hills, Encino, Glendale, Kern County, La Canada, Lake Elsinore, Long Beach, Los Angeles, North San Diego County, Santa Clarita, Santa Monica, Torrance, and West Los Angeles. Call Lee Skarin and Associates at 805-777-7707, 818-991-6552 or 1-800-SKARIN #1.

**LAKE ELSINORE GENERAL PRACTICE FOR SALE:** Located in a retail center, this practice has been established in Lake Elsinore for over 20 years. Seller works 3 ½ days per week with 5 full days of hygiene (hygiene accounts for 37% of the practice collections). No Denti-Cal, no HMO, no evenings and no weekends. Seller refers all molar endo, perio surgery, ortho and implant placement. The practice collects \$550,000 per year. The office consists of 3 equipped operatories. Asking \$370,000.

**LA CANADA FEE FOR SERVICE PRACTICE FOR SALE:** Practice consistently collects over \$1.2 million per year with a net income over \$525,000 each year on four days per week with seven days per week of hygiene. Seller does no marketing, does not work evenings or weekends and the only PPO accepted is Delta. Also refers out all endo, all oral surgery, all perio surgery, all implant placement and all ortho. Five equipped operatories, digital x-ray, panoramic x-ray and fully computerized with Dentrix software. Asking \$1,100,000.

**SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE:** Small, fee for service practice, collects \$170,000 per year on two and one-half days per week. Seller refers out most endo, all perio surgery and all implant placement. The practice does not accept HMO or PPO insurance patients. The office consists of 3 equipped operatories. The lease will expire at the end of May, 2013 and the Seller is willing to relocate the practice and transition the patients to a new location if a Buyer would so desire. Asking \$120,000.

**GLENDAL/LA CANADA GENERAL PRACTICE FOR SALE:** Over 40 years of goodwill with the same practitioner! The practice has averaged \$360,000 per year in collections and an average net income of \$120,000 per year on three and a half days per week. No HMO, no advertising, no evenings and no weekends. Seller refers all oral surgery, all perio surgery, almost all endo and all ortho. One and one-half days of hygiene per week. The practice is located in a professional building near the hospital and has 5 fully equipped operatories. Seller is motivated. Asking \$250,000.

**KERN COUNTY GENERAL DENTAL GROUP PRACTICE SEEKS AN ADDITIONAL PARTNER/SHAREHOLDER:** A well established general dentist group practice that currently collects over \$8 million per year is seeking an experienced general dentist that is capable of producing \$1.2 million or more per year to initially affiliate and ultimately buy-in to the group. The practice is limited only by dentist hours as the practice averages over 200 new patients per month and does not accept Denti-Cal or HMO patients. Large state of the art facility that is completely paperless and digital with a CT scanner, newer KaVo and Adec equipment, an in house lab and in house physician anesthesiologist. No business experience required, just practice dentistry in a great environment and be appropriately rewarded. Call for details.

**TORRANCE GENERAL PRACTICE FOR SALE:** This office is located in the Del Amo Medical building and the landlord of that property is not offering any leases beyond December, 2013. As a result, this office is ideal for a dentist with an office in the area or a dentist looking to open a new location in Torrance. The practice collected \$573,000 in 2011 with a net income of \$290,000 on three days per week. Buy the office now, work the practice in the present location for one year and then move it to your new location or existing office. Great practice building opportunity. Asking \$200,000.

**GLENDAL/ATWATER AREA GENERAL PRACTICE FOR SALE:** Small, one operatory practice shares the reception room with a medical group. Practice collects \$120,000 per year on one day per week. Digital x-rays. Lease can be terminated in three months or renewed. This situation is ideal for a dentist with a practice in the area to acquire and merge. Asking \$50,000.

**ENCINO GENERAL PRACTICE FOR SALE:** Over 35 years of goodwill. This practice collects \$440,000 per year on two and one-half days per week with one and one-half days of hygiene per week with no HMO and no advertising. The office has 6 equipped operatories plus an x-ray room. Seller is willing to transition the practice to a buyer or will move the practice to a buyer's office and work in that office for one year to facilitate the patient transition/retention. Asking \$360,000. **-SOLD**

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

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

**NORTH HOLLYWOOD CLINIC PRACTICE FOR SALE:** Over 20 years of goodwill, this practice in predominantly managed care with a current capitation check of approximately \$16,000 per month. The office has nine equipped operatories plus four additional operatories that are plumbed but not currently equipped. The office is open five days per week with no evenings and no weekends. Asking \$1,070,000 including the accounts receivable – **SOLD AT FULL PRICE**



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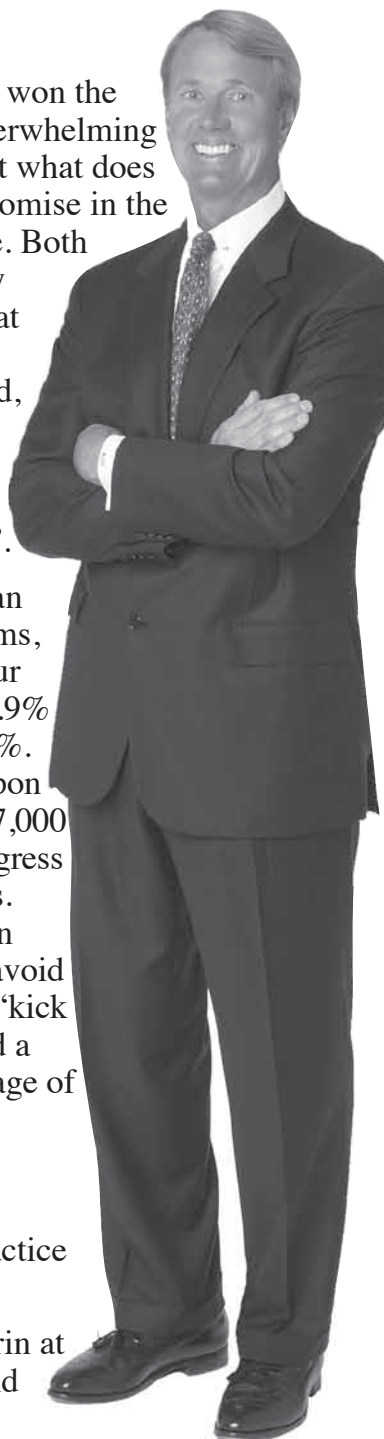
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I have been asked several times "what does it mean for me with the sale of my practice?" In simple terms, without addressing the source of the new taxes, your ordinary federal income tax rate is going to go up 4.9% and the federal capital gain tax rate is going up 9.4%. For a dental practice sale at \$500,000, depending upon the allocation of the assets, you will pay \$25,000-47,000 more in taxes for a sale after January 1, 2013 if Congress does not act. This does not consider any State taxes. Unless you already have a sale "in the works" when you read this, it is unlikely that you will be able to avoid the pending increases. If, however, Congress does "kick the can down the road", you will have been granted a reprieve, for now. Should that happen, take advantage of it, because as the national debt grows so does the probability of increased taxes to pay for it.

**Buyers:** Be sure to act now to take advantage of significant tax savings for this year by buying a practice before December 31, 2012.

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# DENTAL PRACTICES FOR SALE

**DALY CITY DENTAL PRACTICE FOR SALE (NEW LISTING)** – Gross ~ \$328K. Located in retail center with many restaurants & shops on major cross streets. Approx. 1,150 sq. ft. 3 fully equipped ops. Easy access to 280 Freeway.

**VALLEJO DENTAL PRACTICE FOR SALE** – Gross ~ \$650K. Digital office located in major retail shopping center. Excellent visibility. 4 fully ops, 1 additional plumbed. Approx. 1,500 sq. ft. Approx. 20-25 new patients per month.

**OAKLAND STARTER PRACTICE FOR SALE** – Asking \$69K. 5 eq. ops. Renovated 2 yrs ago. ~1,932 sq. ft. in professional bldg.

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

**SAN JOSE BUILDING FOR SALE** – 2 Units totaling 2,197 sq. ft. Approximately 1,100 sq. ft. each. Located on major cross street. Across from retail plaza, nearby anchor stores, restaurants and many more. Ample parking spaces. Easy access to 101 Fwy. Ideal for Dental, Medical or Office use. Great opportunity for Owner or Investor.

**SAN JOSE PRACTICE FOR SALE** – Gross ~ \$200K. GP located in shopping center. 3 eq. ops., 1 plumbed ~1,270 sq. ft.

**SAN JOSE STARTER PRACTICE FOR SALE** – Beautifully designed practice located on busy street in small medical plaza. Good visibility. Approx. 1,200 sq. ft., 2 fully equipped operatories, 1 additional plumbed. Close to 680 Freeway.

**FREESTANDING BUILDING IN BEAUMONT RIVERSIDE COUNTY, CA FOR SALE (NEW LISTING!)** - Two building on one lot in Beaumont, CA. Front building is the dental office, plumbed for three ops. Back building is office building. Facility is currently vacant, completely remodeled in 2005. Brand new condition. Great visibility. High traffic on main street location near freeway. Asking \$700K. Great opportunity for Owner or Investor!

**RIALTO DENTAL PRACTICE FOR SALE (NEW LISTING!)** - Asking \$79K or Lease Practice. Starter Practice in Stater Brothers/Pep Boys/Burger King plaza. Corner of Foothill Blvd. and North Acacia. Office next door to Stater Brothers. Excellent visibility. Newly refurbished equipment with 6 month warranty. ~ 1,365 sq. ft, 2 fully eq. ops, 2 additional plumbed.

**WHITTIER DENTAL PRACTICE FOR SALE (NEW LISTING!)** - Over 30 years of goodwill. Gross ~ \$398K. 3 fully equipped ops, 2 additional plumbed. Approx. 1,342 sq. ft. Located in major shopping mall. Lots of traffic and walk-in.

**LOS ANGELES DENTAL PRACTICE FOR SALE (NEW LISTING)** – Located in a mini-mall many shops & restaurants. Good street visibility. ~ 1,000 sq. ft., 3 fully eq. ops, 1 additional plumbed. Close to Echo Park and Chinatown.

**LOS ANGELES DENTAL PRACTICE FOR SALE (NEW LISTING)** – Located on major streets, near busy intersection. Downtown of East LA. ~ 1,498 sq. ft., 3 q. ops, 1 additional plumbed. Easy access to the 5 Freeway & 710 Freeway.

**SANTA ANA TURNKEY DENTAL BUILDING FOR SALE PRICE REDUCED!** - 2 suites ~2,134 sq. ft., 7 plumbed, 5 fully eq. ops. Located on major street in professional med. bldg. Easy access to 55 & 5 Fwy. Possible to sale suites separately.

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**WESTMINSTER DENTAL PRACTICE FOR SALE** – 1600 sq.ft. with 3 fully equipped operatories, 2 additional plumbed. Cash & PPO only. Easy access to 405 Fwy. Close by restaurants, markets, shops, and entertainment. #104WMD.

**LA JOLLA DENTAL PRACTICE FOR SALE** – Gross ~ \$300K. 2 fully eq ops, ~ 1,000 sq. ft. In professional building surrounded by Medical Centers & shopping centers. Great visibility. Easy access to 5 Fwy. Ample parking space.

**ESCONDIDO DENTAL PRACTICE FOR SALE** – 3 fully equipped operatories, 2 additional plumbed, ~ 2,100 sq. ft. Located in strip mall on major intersection. Close by anchor stores, pharmacies, restaurants and school.

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**NEW LISTING - \$275,000 - General Dentistry Practice in Palm Springs**, Riverside County, Southern California with four (4) operatories. This practice is located on a main street, and has been established since 2005. Seller is moving out of the area. This is a PPO/Fee For Service practice, no HMO.

**\$80,000 - Dental Leasehold Improvements and Equipment in Lake Forest**, Orange County, Southern California with four (4) operatories, sterilization room, reception room, staff lounge, and private office in a retail center with plenty of foot traffic.

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**BELLFLOWER (GP)** - Practice and Building – Long established practice with some HMO income located in single story free standing building with 5 eq. ops in a 1,875 sq. ft. office. Grossed \$378,619 in 2011. Projecting approximately \$433,751 for 2012. Retiring seller works 3.5 days/wk and sees approximately 11-12 patients per day. Corner location with excellent signage. For more information, contact your CPS Agent. **Property ID #4197.**

**CULVER CITY** - Leasehold Improvements & Equipment Only! Practice consists of spacious 10 equipped operatories. Located on a single story building with private parking above building. On a busy street. Great exposure. In residential area. Motivated seller purchased building nearby. Excellent opportunity for a starter office. Please contact your CPS Agent for more information. **Property ID # 4261.**

**LA PUENTE (GP)** – Well established practice was relocated to a new facility in 2006. The practice is now located in a free standing building with private parking which seller is open to sell the building. Office consists of 5 fully equipped operatories. Motivated seller sees approximately 6-10 patients/day. Insurance/Cash/Some Capitation. Great location with excellent visibility and signage. Low sales price for immediate sale. Great starter practice. Contact your CPS Agent for more details. **Property ID #4253.**

**LOS ANGELES (ORTHO/GP)** - Leasehold improvements and equipment only! Excellent for a first time Buyer. Neat office with 3 chairs in open bay, though walls could certainly be constructed to add additional privacy. Recently made some upgrades. Office is located in the prestigious Wilshire West Medical Towers with great views of downtown L.A. and Century City. Priced for an immediate sale. Contact CPS for more information. **Property ID # 4025.**

**MALIBU - TURN-KEY** - General practice located in a very desirable upscale area with excellent exposure, visibility and signage. Three day/wk practice with two days/wk of hygiene. Fee for service practice. 100% patient referral. Practice consists of 4 fully eq. ops., plumbed for X2002, computerized with Easy Dental software, intra oral camera and digital x-ray. Practice is low volume, high fee & high quality dental care. Office has new floor, paint and air conditioner system. Seller will be concentrating on primary offices. Low sales price for immediate sale. Contact your CPS Agent for more details. **Property ID #3651.**

**NORTH HOLLYWOOD (GP / ORTHO)** - With over 14 years of goodwill, this practice is located in a Two Story Multi-Use Professional Building. Right off the freeway. Corner location with ample parking. The plaza has heavy traffic flowing from the surrounding restaurants and retail areas. With excellent street visibility, there are actually two sides of the building that offers signage to be observed from both major cross streets where the practice resides. The office consists of 4 equipped operatories with Ortho software and was recently painted and remodeled. Seller works 3 days/wk and Associate 1 day/wk. See approximately 16-18 new patients per month and approximately 4-5 new starts per month. Fee for service. There is approximately 50% Ortho. Seller has agreed to associate back into the office to complete the Ortho cases 1x/mo. Grossed \$374,768 in 2011. Projecting approximately \$386,106 for 2012 with Monthly revenues of approximately \$32,000. Buyer's net of \$128,444. Motivated Seller will be pursuing her career in lecturing around the world. Call us now for more information. **Property ID #4265.**

**SAN FERNANDO (TK)** - While this facility has all new state of the art equipment, and has been completely remodeled, on only 1.5 days a week it is collecting ~\$12,000 - \$17,000 per month. The practice is underdeveloped and the seller does not have the time to invest here, you benefit because you could not replace the equipment alone for the asking price that already has income for you. The location of this practice is incredible, seated between Sam's Club and Home Depot; the high end traffic it attracts has to be experienced firsthand. In addition to the two anchor tenants mentioned, some of the other tenants that provide exceptional traffic flow to the area are: Mc Donald's, Kentucky Fried Chicken, Quizno's, El Polo Loco, Taco Bell, Office Depot, Supercuts and too many others to mention sharing the same parking lot here. This spacious office located in the premier center for the area with good lease terms, it will certainly not be on the market for long. Ensure you get on the list to view the practice before it's gone. **Property ID # 4245.**



# CALIFORNIA

## Specializing in the Selling

Alice C. King, V.P.

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

**WHITTIER (GP)** - Established in 1955, this large state of the art facility is located in a single story strip mall with great signage and visibility. Practice consists of 8 fully equipped operatories, hygiene room with 4 equipped operatories, consultation room, sterilization room, lab room, private office, lounge room, K-Comp software package, Pano, Kodak Imaging and wireless dock in every operatory so such as intra oral cameras can travel between operatories. Motivated seller is working 3 days/wk, Associate 3 days/wk with 3 days/wk of hygiene. Income source: PPO / Cash / In House Insurance / Capitation (Approx. \$10K/mo in cap checks) Grossed \$1,573,684 in 2011. Projecting approximately \$1,500,000 for 2012. Buyer's net \$484K. Monthly revenues of \$127,000. Seller will be retiring. Call us now for more information. **Property ID #4259.**

### ORANGE COUNTY

**FOOTHILL RANCH (GP)** - Established is 2006, this modern contemporary designed office is located in 2 story medical building. Office was remodeled in July 2011 and consists of 6 fully equipped operatories with Dentrix software and digital x-ray in a 1,850 sq. ft suite. Major equipment is approximately 1-7 years old. Seller works 1 days/wk with 2 days/wk of hygiene. Monthly revenues of approximately \$32,000/mo. Income source: Insurance / Cash / Capitation (\$ 1,636/mo of cap checks). Beautiful office. Excellent starter opportunity. Call us now. **Property ID #4215.**

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

**IRVINE** - Leasehold Space. This practice was started from scratch in October 1983 and the Seller is only second owner who has outgrown the facility. The office has just been completely remodeled and is move in ready, including but not limited new: tile, lighting, plumbing fixtures and cabinetry. \*Please note we are only selling the facility there is no dental equipment included in the current pricing model except for the vacuum and compressor. **Property ID #4169.**

**LAGUNA HILLS** - This nice General practice is located in the 2nd floor of a 2 story busy shopping center on one of the busiest streets in L.H. with over 19 years of goodwill. It has Great visibility and signage. Upscale neighborhood. Seller has a flat rate lease that includes all utilities, maintenance, janitorial supplies and cleaning. Office is open 3 days/wk but certainly can produce more. Fee for service. Office consists of 4 fully eq. ops, in a 1,700 sq. ft. suite. Well lay out office with island containing the sterilization area. Monthly revenues of approximately \$47K/mo. Grossed approximately \$615,786 in 2011. BUYER'S NET OF \$250K. **Property ID #4155.**

**SAN JUAN CAPISTRANO** - Leasehold Improvement & Equipment Only! Modern designed practice located in a 2 story professional building on a retail center. Easy freeway access. Practice consists of 3 fully eq. ops. in a 1,113 sq. ft. suite. Computerized office with digital x-ray and Easy Dental software package. 3 year old equipment. Excellent practice for a first time buyer. Motivated seller will be focusing on her primary office. Ask your CPS Agent for more details. **Property ID #3071.**

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

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

**SANTA ANA** - Leasehold Improvement & Equipment Only! Great starter practice is located on the second floor of a multi story professional medical building. Excellent lease. Office consists of 1,268 sq. ft. with 3 computerized eq. ops, and 2 plumbed not eq. for expansion with EZ 2000 software. Well designed. Motivated seller made some upgrades approximately 2 years ago and now purchased a building nearby. Ask your CPS Agent for more details. **Property ID #4221.**

**TUSTIN** - Leasehold Improvement & Equipment Only! Beautiful state-of-the-art office is located in a two story medical dental building with heavy traffic flow. Office consist of 5 fully eq. ops, 3 not eq. for expansion in a 2,085 sq. ft. suite. Motivated seller built out the practice in 2007. Equipment 5 years old. This is an excellent opportunity for a GP or Multi Specialty practice. Great practice with room to grow. Contact your CPS Agent for more information. **Property ID #4225.**

**TUSTIN** - Leasehold Improvements & Equipment Only! Great office located on one of the busiest intersections of Tustin and in a busy shopping center with heavy traffic flow. Practice consists of 3 equipped operatories on the second floor in a 1,222 sq. ft. suite. Motivated seller moving to a larger building nearby. Price for immediate sale. Call us now for more information. **Property ID #4267.**

### RIVERSIDE & SAN BERNARDINO COUNTIES

**LAKE ELSINORE / CANYON HILLS (GP)** - Established in 2007 this modern designed office is located is a busy shopping center with greet visibility and signage. Practice consists of 3 fully spacious computerized eq. ops with Practice Works software, 1 plumbed not eq., for expansion in a 1,620 sq ft suite. Equipment is 5 years old. Sellers work 2 days/wk. Insurance / Cash / Some Cap. (\$1450/month Cap checks). Monthly revenues of \$23K. Grossed \$229,529 in 2011. Projecting approximately \$297K in 2012. Buyer's net of \$119K. **Property ID #4189.**

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

**RIVERSIDE - (GP)** - Established in January 2012, this office is located on a major street in a busy shopping center with heavy traffic foot, great visibility, and signage. Everything is brand new and digital, complete with a new security camera and alarm system. Practice consists of 4 fully equipped operatories with Easy Dental software and digital x-ray. Office is open 4 days/wk and see approximately 10-18 patients per day. Monthly revenues of approximately \$20K/mo. Great starter office Call us now for more information. **Property ID #4269.**

**MURRIETA (GP)** - Established in 2010, this general practice is located in one of the busiest intersections of Murrieta surrounded by anchor tenants. Motivated seller works 4 days/wk and sees approximately 10-15 patients/day. Income source: Insurance / Cash / Capitation. Office consists of 3 fully equipped operatories with Dentrux software in a 1,400 sq. ft. suite. Grossed \$317,968 in 2011 and now projecting approximately \$317,728 for 2012. Please contact your CPS Agent for more information. **Property ID # 4247.**

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



# CALIFORNIA

## Specializing in the Selling

Tina Ochoa, V.P.

**WRIGHTWOOD GP** – Well established practice with over 21 years of goodwill nestled among the pines high in the San Gabriel Mountains. Retiring seller works 3 days/wk and with 3 days/wk of hygiene. Fee for service. Office consists of 4 fully equipped operatories in a 1,265 sq. ft. suite. Located in a two story building. Projecting approximately \$510,906 for 2012. Buyer's net of \$178,130. Please contact your CPS Agent for further details. **Property ID # 4243.**

### SAN DIEGO COUNTY

**SAN MARCOS - PRICE REDUCED** Leasehold Improvements & Equipment! Established in 2010, this modern designed office is located in a two story building. In a retirement community and high income area. The practice consists of 2 eq. ops, consultation/private office, reception area and a storage room in a 800 sq. ft. office. Price for an immediate sale. Contact your CPS Agent for more information. **Property ID #4217.**

**SAN DIEGO (GP)** - This practice located in a free standing building corner location with its own private parking lot with great street visibility and heavy traffic flow in a hub center for medical facilities and located near several hospitals and within a few hundred yards from the freeway. The building only has two tenants, the other being the building owner that is a Pedodontist. Established over 5 years ago and consists of 4 equipped operatories with Dentrux software and digital x-ray in 2,076 sq. ft. suite. Motivated seller is working 4 days/wk with 1 day of hygiene. Grossed \$505,698 in 2011. Projecting approximately \$476,244 for 2012 with Monthly revenues of approximately \$40,000. Contact your CPS Agent for more information on this modern designed office. **Property ID #4279.**

### VENTURA & SAN LUIS OBISPO COUNTIES

**CENTRAL COAST (GP)** - Located in a Historic Colony District on a single free standing building with a flat lease. Great visibility and heavy traffic flow. This landmark on the central coast is surrounded by rolling hills studded with oaks; historic buildings; quaint lake, park and zoo. Seller works 3 days/wk with 6 days/wk of Hygiene. Fee for service. Sees approximately 10-15 new patients/mo. Office consists of 3 fully eq. ops with Dentrux software, digital x-ray and intra oral camera. Grossed approximately \$995,145 in 2011. Projecting approximately \$1,046,466 for 2012. Well established practice with 48 years of goodwill. Seller will be focusing on second office. Contact your CPS Agent for more information. **Property ID # 4201.**

**PORT HUENEME (GP)** - Absentee Owner Practice. Seller is retiring. Office was established in 1980 and currently Seller has one (1) Associate working 2 days per week and 1 day per week of Hygiene. Office is located in a busy two story retail plaza with heavy traffic flow. Practice consists of 3 eq. ops, with motion sensor sinks, 920 sq. ft. suite. Income source is 90% Insurance, 10% Cash. Great location and great ocean views. Grossed \$277,103 in 2011. **BUYER'S NET OF \$74K. Property ID #4167.**

**THOUSAND OAKS - GP** – This modern designed state of the art office is located in a single story building. Seller owns building but not for sale. In residential /commercial area. Has great street visibility. Practice consists of 6 fully equipped operatories with Data Tex software and digital x-ray. Equipment is approximate 5 years old. 50 years of goodwill. Absentee owner. Two Associates work 2 days/wk each and 3 days/wk of hygiene. See approximately 8-12 patients/day. Grossed \$547,871 for 2011. Projecting approximately \$644,000 for 2012. Please contact your CPS Agent for more information. **Property ID # 4257.**

**VENTURA (GP)** – Turn Key office located in a single strip mall on one of the busiest intersections in Ventura with great street visibility near residential area and government building. Heavy traffic flow. Absentee owner brings associates with an inconsistent schedule of 1-1 1/2 days per week. Well established practice with over 24 years of goodwill. Insurance / Cash / Some Denti-cal. Practice consists of 3 eq. ops, Easy Dental 2010 and intra oral camera. Contact your CPS further information. **Property ID #4193.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

### SPECIALTY PRACTICES

**BURBANK (ORTHO)** - Long established practice with over 45 year of goodwill, this Orthodontic office is located in a 4 story medical dental building in Burbank's media center and across the street from major medical center. Burbank is a bedroom community - 4 high schools (2 cities & 2 private within 5 miles of office), 3 middle schools and 4 parish schools. Practice consists of 2 equipped chairs in open bay area, Pano/Ceph X-ray room, Consultation/Treatment room w/ 1 equipped chair, Sterilization room, Dark room, Private office, large Lab in a 1,221 sq. ft suite. Retiring Seller is working 3 days/wk and sees approximately 25-30 patients per day. Approximate income source: Insurance 49%, Cash 50% & Cap 1%. Grossed \$338,488 in 2011. Projecting approximately \$307,386 for 2012. Please contact your CPS Agent for more information. **Property ID # 4047.**

**LADERA RANCH (ORTHO)** - Beautiful state-of-the-art office located in a two story medical/dental building near schools and residential area where new homes are being built. Practice was established in 1978 and consists of 2,627 usable sq. ft. with 5 fully eq. chairs in open bay, 2 chairs in adult room with Dolphin software. Retiring Seller is currently working 4 days/wk and sees approximately 40 patients per day. Fee for service office. Grossed \$604,701 in 2011. Monthly revenues of \$42,000/mo. Seller also rents space from GP in a nearby city 1/2 day/wk for the past 25 years which is included in the sale as well. Please contact your CPS Agent for more details. **Property ID #4209.**

**LONG BEACH (ORTHO)** - This orthodontic practice is located in a 3 story professional medical dental building with 46 years of goodwill. Has excellent traffic flow and plenty of parking. In residential area. Easy access to the 405 freeway. Office consists of 4 chairs in open bay in a 1,281 sq. ft. suite. Motivated seller works 3 days/wk and Associate 1 day/wk. Insurance/Cash/Cap. Low sales price for immediate sale. Great starter practice. Contact your CPS Agent for more details. **Property ID #4255.**

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**MERCED: For Sale** General Dentistry Practice. This is a tastefully done, 4 op., 1,550 sq. ft. office with 4 and 1/2 days of hygiene/week. All equipment is less than 10 years old and includes 2 Lasers, Intra-Oral Camera, Panographic X-ray, Digital X-rays, and Dentrix software. Molar endo and involved oral surgery cases referred out. Basic general (non-amalgam) type dentistry, 2011 gross was \$878,000 with 4 weeks out as a result of a medical issue. 2010 collections were \$956,000. Excellent location. Seller Retiring. #CA512 HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

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- **AMADOR COUNTY:** *For Sale-General Dentistry Practice.* Owner retiring. 2011 gross receipts of \$710K+. There are 4 1/2 to 5 1/2 days of hygiene on a four-day week. This well designed and spacious 2,400 sq. ft. office includes 5 ops, Laser, Intra-oral camera, Dexis Digital X-ray, and Pano. Almost paperless. Av. age of dental equipment is less than 5 years. Abundant recreational opportunities are available close by. #CA510
- **ANAHEIM:** *For Sale-General Dentistry Practice.* This 3 op had \$253,000 in collections in 2011. There are 3 ops in this 864 sq. ft. office with 1.5 days of hygiene. Owner works 3 days per week. No welfare or HMO's. Laser, Dentrix Software and Intra-Oral Camera.
- **BISHOP:** *For Sale-General Dentistry Practice & Building.* After 29 years in the same location this retiring dentist is selling both his practice and building. Collections were \$1,000,243 in 2011 with \$387,000 adjusted net income. There are 6 days of hygiene in this 5 op., 1,800 sq. ft. building. 100% financing available for both building and practice. Owner has reduced price below valuation price. #14390
- **CHICO:** *For Sale-General Dentistry Practice.* The collections in 2011 were \$1,209,207. There are 7 days of hygiene in this 5 op., 2,400 sq. ft. office. Equipment includes Laser, Intra-Oral Camera, new Cone Beam X-ray and Dentrix software. This excellent practice has 1,824 active patients with 12 new patients a month. Owner will consider an Associate to Buy-In position leading to the purchase of this practice. #14392
- **EAST BAY:** *For Sale-ENDODONTIC PRACTICE.* The adjusted net income was \$186,000 in 2011 in this 3 operatory, 1000 sq. ft. office. Includes Microscope, X-ray Scanner and PBS software. Transfer of referral base should be excellent. Ideal office for new endodontist or as a satellite practice for established practitioner. Dr. is retiring.
- **FRESNO:** *For Sale-General Dentistry Practice:* \$935K in collections in 2011, w/adjusted net income of \$337K. Office is 2,300 sq. ft. and is located in north Fresno in a highly visible professional office complex on a main thoroughfare. There are 6 equipped operatories, owner reports average age of equipment is 4 years. Practice has been operating in present location for over 20 years. Eaglesoft software, owner is retiring. #CA502
- **FRESNO:** *For Sale-General Dentistry Facility.* One of the best opportunities this year. This 3 op dental office comes equipped. It is in a great location and has about 200 active patients. Owner is in the process of completing his Orthodontic training and only works in the office 5 days a month. Complete pictures of the office and an inventory list of included furniture and fixtures are available. Everything included for only \$85,000 You can't afford to pass this up. #14383
- **GRASS VALLEY:** *For Sale-General Dentistry Practice.* Gross Receipts of \$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. #14379
- **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.* Owner relocating. 2011 gross receipts \$505K on 4 days per week with 5 days of hygiene. This well-established practice with approximately 1,300 active patients is located in an 1,100 sq. ft. office with 4 ops, Dentrix software, Panoramic X-ray, Cerec, Intra-oral Camera, and X-rays in all ops. #CA509
- **GRASS VALLEY:** *For Sale-General Dentistry Practice.* Owner retiring. Well-designed 1,550 sq. ft. office with 4 ops plumbed, 3 ops furnished. Gross Receipts for 2011 were \$309K on easy 3 days/wk with low (47%+) overhead. Practice refers out Endo, Perio, Surgery & Ortho. Pano, PBS software. May be able to merge with another existing practice that will also be for sale in the near future. This merger would result in \$800,000 gross annually. #CA503
- **GREATER CHICO/YUBA CITY:** *For Sale-General Dentistry Practice.* 2011 GR \$592,520 on 4 days. 1,200 sq. ft. office with 4 equipped ops. Intra-Oral Camera, Pano, 1,100+ patients. Owner retiring after 33+ years in this picturesque and prosperous community with abundant recreation, close to the mountains and near one of the largest lakes in N. CA. #14359
- **GREATER SACRAMENTO:** *For Sale-Periodontal Practice:* Retiring owner is the only Periodontist in a community of 50+K with a draw area of 100K. Implant experience a must. Great opportunity to work closely with a Prosthodontist and an Endodontist. Nicely appointed 1,500 sq. ft. office with 5 operatories, Digital X-rays and Dentrix software. 2011 gross receipts of \$719K. #CA500.
- **HAWAII (MAUI):** *For Sale-General dentistry practice.* Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 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 Gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients.
- **LANCASTER:** *For Sale-General Dentistry Practice.* This 4 operatory office is located in 2,360 Sq Ft on the second floor of an attractive Medical Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location. #14376.
- **LAS VEGAS:** *For Sale-General Dentistry Practice.* This 4 operatory practice is in a great location in a high-end professional building with a view of the city of Las Vegas. It is equipped with an Intra-oral camera, Pano, Laser, and Dentrix software. There are 2 days of hygiene. The staff is well trained to efficiently run this low overhead office with great potential for further growth, 2011 gross receipts were \$727K with adj. net income of \$331K. Doctor moving out of state. #NV500
- **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.
- **MERCED:** *For Sale-General Dentistry Practice.* This is a tastefully done, 4 op., 1,550 sq. ft. office with 4 and 1/2 days of hygiene/week. All equipment is less than 10 years old and includes 2 Lasers, Intra-oral Camera, Panographic X-ray, Digital X-rays, and Dentrix Software. Molar endo and involved oral surgery cases referred out. Basic general (non-amalgam) type dentistry. 2011 gross was \$878,000 with 4 weeks out as a result of a medical issue. 2010 collections were \$956,000. Excellent location. Seller retiring. #CA512
- **MILLBRAE:** *For Sale-General Dentistry Practice.* This beautiful, well-established office is located on the main thoroughfare of the North Peninsula, offering great exposure that generates 25-30 new patients per month. 5 treatment rooms (6th plumbed) in approx. 1,500 sq. ft. equipped with Digital Pan, Digital Imaging and Intra-Oral Camera. 2011 gross receipts of \$651,000 with \$230,000 adjusted net income. Owner is retiring. Don't delay, this won't last long! #14395
- **MODESTO:** *For Sale - General Dentistry Practice.* Collections have been approximately \$700K per year with a 62% overhead on 3 days per week schedule. 5 1/2 days of hygiene in this 4 op. office. Eaglesoft software and Panoramic X-ray. Approximately

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2,000 active patients. Perio and Endo referred out. Excellent location. #CA505

- **MODESTO AREA:** For Sale-General Dentistry Practice. Owner is a senior partner in a practice set up to share expenses and reduce overhead. Each partner has their own patients, operatories, etc. Selling partner's gross receipts in 2011 were over \$950,000 with only 54% overhead or \$443,777 adj. net income. There are 8 days of hygiene. Intra-oral camera, Panoramic X-ray, digital X-rays, and Dentrrix software. Owner is retiring. #CA506
- **MODESTO-TRACY-AREA:** For Sale-Pediatric Practice. \$677,000 in collections in 2010 with a \$357,000 net income. This 3-chair office is located in approximately 1,250 sq. ft. & has recently been remodeled. Patient Base software. Office equipped for NO2 & IV sedation. Practice has operated in its present location for 20 years.
- **MOUNTAIN VIEW:** For Sale-General Dentistry Practice: This 2 day per week satellite office is located the heart of Silicon Valley, surrounded by most of Mountain View's largest employers. 2 fully equipped treatment rooms (expandable to 4), Pano, Digital Processor and Dentrrix Software in approx.. 1500 sq. ft. With household names as your neighbors, few opportunities are this good! #14398
- **MORGAN HILL:** For Sale-General Dentistry Practice & Building. DECEASED DENTIST AS OF JUNE 6TH, 2012. The office and equipment are only 5 years old. The office is beautifully decorated and efficiently laid out with 5 operatories. The condominium space is located in highly visible, upscale, professional office building. 2011 gross receipts were \$846,000. Intra-oral Camera, Panoramic X-Ray and Digital X-Ray. Staff and hygiene are working daily with out-of-the-area doctor covering. Approximately 1,700 active patients. #14399
- **NEWPORT BEACH:** For Sale-General Dentistry Practice. This 4 operatory practice is located in beautiful Newport Beach and is part of a larger office complex. Gross receipts were \$490K in 2011, with an average of 20 new patients per month. The office is 920 sq. ft. with Dentrrix software, Dental laser, and up-to-date equipment. #14397
- **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 Dentrrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.

- **NORTH OF SAN FRANCISCO:** For Sale - PERIODONTAL PRACTICE. Owner retiring: Great opportunity for a Periodontist with experience in dental implant placement. This well-appointed practice is located in a 1,300 sq. ft. office with 4 operatories along the busy 101 corridor north of San Francisco. 2011 gross receipts of \$558,000. DSN software. Buyer will be the only full-time periodontist in an area with the population of approximately 60,000. #14396
- **ORINDA:** For Sale-FACILITY SALE. If you are thinking about relocating or building out a new office in a prime location, then you need to look at this opportunity. At half the cost or less, you can have an outstanding, fully furnished, 3 operatory office (2 additional plumbed) in a great location with good parking in an upscale building. Pictures and a complete list of equipment and furnishings are available. Office is suitable for Endo, Oral Surgery, or General Dentistry. #CA508
- **REDDING:** For Sale-General Dentistry Practice. Owner retiring. 2011 GR of \$548K on 4 day, 30 hr week schedule. Well-established practice in well-designed, 5 op. office, with 6 days of hygiene. Intra-Oral Camera and Dentrrix. #CA514
- **ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intra-Oral Camera, Dentrrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO:** For Sale-General Dentistry Practice. **Ideal start-up or satellite practice.** This is a satellite practice of the owner. this is a 5 op. office that includes Intra-oral camera, Panoramic X-ray, and Soft Dent software. 2011 gross receipts were \$202,000. Average age of equipment is 5 to 10 years. Purchase price is far less than purchasing equipment and paying for leasehold improvements in a new location. This office also comes with approximately 450 active patients that provides an immediate cash flow. #CA507
- **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
- **SAN FRANCISCO:** For Sale-General Dentistry Practice. This 1000 sq. ft. office is located in the heart of the financial

district. It is a corner office with each of the 4 operatories looking out at the incredible views on Golden Gate side of the bay. The 2011 collections were \$1,200,000 with a low overhead. The practice averages approximately 15 new patients a month.

- **SAN JOSE:** For Sale - FACILITY SALE ONLY - NO PATIENTS: Exclusive Willow Glen district offering 4 fully equipped treatments rooms, 2 additional plumbed, in approximately 1,900 sq. ft.. Digital Scanner, Intra-Oral Camera in a very elegant setting. This facility only sale offers favorable lease terms as well. #CA504
- **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 is 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353
- **SAN RAMON:** For Sale-FACILITY SALE. Great San Ramon location in professional complex: equipment, leaseholds & furnishings only. 1,400 sq. ft. with 4 equip. treatment rooms (2 additional plumbed), Pano X-ray, Computer Server & Workstations w/Dentrrix, Intra-oral Camera & wired for digital. Priced to sell in an upscale community that's home to Chevron, AT&T, Robert Half International, Accenture and Safeway Stores. #CA511
- **SANTA BARBARA:** For Sale-General Dentistry Practice. Wonderful opportunity to live and work in one of California's most desirable areas. 2010 gross receipts were \$974,000 with a \$370,00 adjusted net income. Six days of hygiene. Dentrrix software, Intra-Oral Camera and Panoramic X-Ray. Owner is retiring. #14382
- **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
- **VICTORVILLE:** For Sale - General Dentistry Practice. This practice is worked just on a three day a week schedule. There are 3 operatories with 10 off-street parking spaces. Practice has high visibility. The practice was acquired from previous owner in 2002. #14393

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## *\*Tip of the month:*

As we enter 2013, I have been asked a few times if the 2.3% Medical Device Tax will affect dental practices.

The answer to that question is YES! Pursuant to the Federal Health Care Legislation of March 2010, a new section 4191 was added to the Internal Revenue Code. This new code section provides for an excise tax of 2.3% on sales of medical devices exempting Class 1 Medical Devices. Example of exempted devices are eyeglasses, contact lenses, hearing aids, and other medical devices purchased, at retail, by the general public for individual use. Unfortunately, it does not apply to dental offices.

The amount is based on a 2.3% excise tax that will be levied on the total revenues of a company, regardless of whether a company generates a profit. The application of this new excise tax takes effect for sales by the manufacturer, producer, or importer of medical devices after December 31, 2012. So far, many dental manufacturers and retailers I have talked to have not decided how they will handle this increase yet, but my guess is that someone will have to absorb this 2.3% increase. Do I think the manufacturers or retailers will absorb the cost? Of course not, because I think they will simply see this as an increase in cost of doing business, and let the customers absorb the cost. So, my opinion is YES, we will see the effect of this 2.3% tax affecting dentistry with an increase cost of supplies and equipment purchases by dental practices. So get ready folks, cost of doing business has just gone up some more starting January 1, 2013!



Chester Jeng, DDS, JD, LL.M (Master Degree in Tax Law)  
Dentist and Attorney

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For information/registration go to our website [www.westernlads.org](http://www.westernlads.org) or call 310 349-2199

**Friday, January 11, 2013 (6 CE units) registration 8:00 am**

Licensure in a Day: Infection Control, CA Dental Practice Act, OSHA Refresher  
Marcella Oster, RDA

**Tuesday, February 5, 2013 (3 CE units) registration 5:30 pm**  
**TBD**

**Tuesday, May 7, 2013 (3 CE units) registration 5:30 pm**

Upper Airway Resistance Syndrome- Screening, Diagnosis and Management  
Mark A. Cruz, DDS

**Tuesday, June 25, 2013 (3 CE units) registration 5:30 pm**

Dental Implants  
Bach T. Le, DDS, MD

**Tuesday, September 24, 2013 (3 CE units) registration 5:30 pm**

The Digital Dental Office: Computer Assisted Prosthodontics  
David L. Guichet, DDS

**Saturday, December 7, 2013 (6 CE units) registration 8:00 am**

Endodontics for the General Practitioner  
Nestor Cohenca, DDS

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*\*Call for Friday program fee information*

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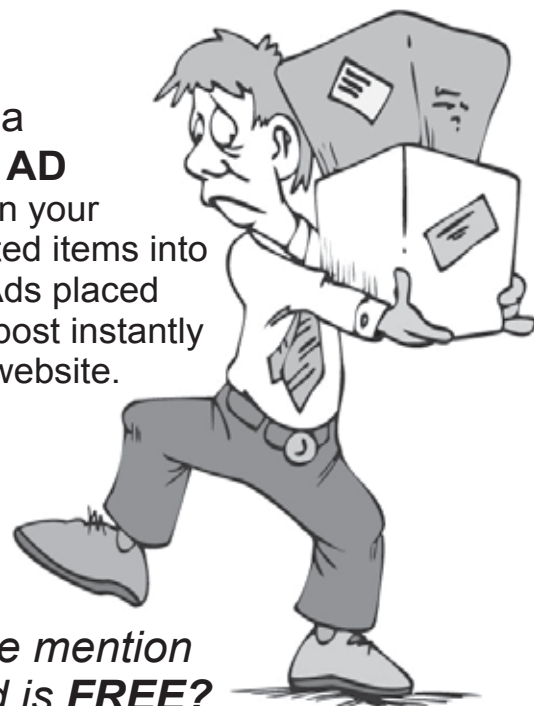
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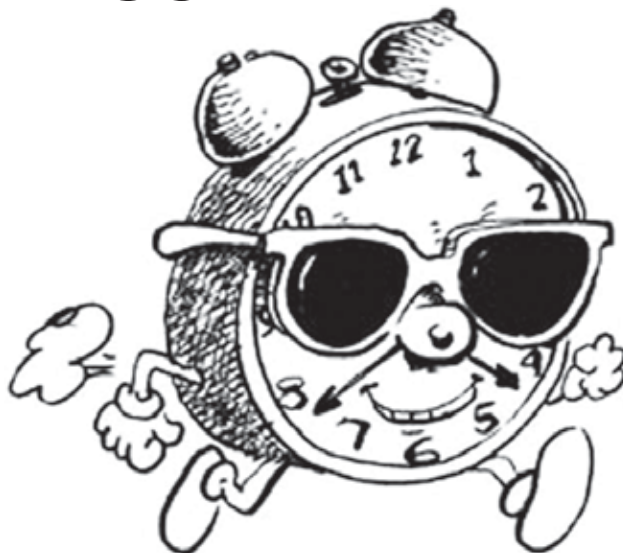
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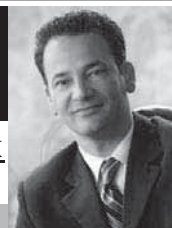
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## BUY-SELL-TRADE (TAX DEFERRED)

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**MOUNTAIN RESORT** Tired of four dentists on one corner- and raising your family in a questionable area - sell your existing practice and move to a paradise area of California, where relatives and friends would welcome a trip to see you and your family on occasion. Mountain resort, a winter wonderland, summers fishing and hunting, hiking and enjoying living on a relaxed schedule and having enough money to take a vacation any where in the world every other month. Seller grosses \$1,000,000 and nets \$500,000 5 ops in state of art office. RE may be available. Super staff, low overhead office, Appraised at \$850,000. Serious seller retiring, would be generous to Buyer who wants a change of life. FP\$700,000.

**PALM SPRINGS - PALM DESERT** GROSS \$2,000,000 if you buy both Practices, or buy individually, one can include Dental Building, Both Hi Identity Locations. 5ops in PS and 4 ops in Palm Desert. both have advantages, Buyer with a marketing plan will gross \$3,000,000.

**SAN DIEGO BEACH CITY** HIGH IDENTITY FREE STAND DENTAL BUILDING- ABSENTEE SELLER - HEALTH EMERGENCY SALE--Gr \$800,000 Requires hands on Dentist who can motivate staff to build to over a million like seller did when he had more time to work practice. Full Price on practice \$550,000.

**210/57 FREEWAY INTERCHANGE** CONFIDENT YOUNG BUYER ON A MISSION--Join senior Seller willing to assist in a five year Buy out. Seller grosses in excess of one million consistently. Actually enough room for two young dentists. With a marketing plan there are many options available No HMO or Medi-cal

**MONTCLAIR** PURCHASE PRICE \$750,000 Need cash or bank loan for \$250,000 using other assets as collateral. Tricked out 6 op HI identity dental Office; Newly Constructed, This is an extension of a Practice Thomas Fitterer sold two times in 40 years and now will certainly be a million dollar office within five years. If you like the top of the muffin, you will like this opportunity. A great 2nd office that will be your first office within three years.

**HEMET**--HI IDENTITY CORNER --LIKE A WESTERN DENTAL LOCATION--HMO OFFICE--SELLER WORKS TWO DAYS Ten ops in pedo ortho bay, and incl comm lab all in 4000sq ft and approx \$4000 rent. Incl approx 100K in ortho Gr approx 700k previously over a million when Seller limited himself to two offices. Wth good marketing plan this is a \$1,500,000 opportunity. FP \$550,000.

**MURIETTA-TEMECULA** Classic 4 op office, Seller Grosses \$750,000 3 and 1/2 days a week. NO PPO; HMO, Medi-Cal, Beautiful Office, Seller Retiring FP 550,000.

**LANCASTER** Estb. 50 years, center of city, 6 ops in 3000sq ft. Low rent, Part Time Seller Gr \$400,000 plus, Seller Mgr. says full time DDS will do a million.

When the US gets into a space program again, this practice will take off like a rocket. Great future. Doing 5 or \$600,000 now is assured.

**ANAHEIM HILLS** SELLER WANTS PARTNER TO SHARE OVERHEAD--Preferably a Dentist with a following in the area.

**LAMONT/ARVIN** Part time Dentist grs \$40k in Two days will assist young Dentist In building nice volume office. Free Standing Dental Condo next to MacDonalds 3000sq ft office 5 ops with living area Full Price with Real Estate \$385,000 or present offer.

**BALDWIN PARK** HIGH IDENTITY FREE STANDING DENTAL BUILDING- (to be appraised) Small dental building 3 ops with conservative lady dentist, gr \$200,000 plus located next to large Medical Complex. Practice \$185,000.

**RESEDA** SF Valley Area High Identity location; 70 New Patients per month growing rapidly grossed \$600K in 2011. With current projections \$1,000,000 this year.

**GARDEN GROVE** KOREAN PRACTICE--est 20 yrs, Store Front, Gr \$350,000 full Price \$250,000.

**ANAHEIM** PART TIME DENTIST 1 to 1 and 1/2 days per week Gr \$200,000. Previously oped 4 Doctor days, Seller has no time to cover the practice. Full Price \$150,000.

**LA/QUINTA/PALM DESERT** HI IDENTITY CORNER NEAR NEW CITY OF 5000 residents nearest to this office est 20 plus years, 4 ops in 1200sq ft, low rent, Gross \$780,000 2011 project \$840,000 2012. Full Price \$660,000.

## BUYERS LOOKING FOR MULTI MILLION DOLLAR OFFICES REQUESTED TO REGISTER WITH PPS

**3237** - Anaheim Hills - Solo group member wanted-Hi-identity-HiTech share beautiful space.  
**3250** - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. 1,800 sq. ft. 5 Ops equipped. Low rent.

**3280** - Indio - 4,600 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand

**3281** - Yucca Valley - Hi identity(huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. F.P. \$110k.

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

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

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

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

SPECIALIST TEAM REQUIRED TO OWN OR PARTICIPATE IN OWNERSHIP OF SEVERAL PRACTICES CALL TOM FITTERER

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**3299** - Lamont/Arvin Practice and RE next to MacDonalds Very Part time seller gr 15 to 40 per month. Full time DDS will do \$500,000. Full price \$250,000 RE \$150,000.

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

**4001** - Cathedral City. HI HI Identity corner dental off 8 to 12 ops FP \$150,000 dk Previous 1,000,0000 location.

**Temec/Hemet HMO.** Gr. \$600,000 part time. 8 ops fantastic location Million Dollar corner. Full Price \$565.

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

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

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

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

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

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

**BALDWIN PARK** -HI IDENTITY BLDG & PRACTICE est. 1984 3 ops 50%Latin 30%Philippino.

**CARLSBAD** HI IDENTITY 4000 sq ft Dental Bldg and Practice est 28 yrs Gr 7 to 800k. FP \$585,000.

**FOLLOW THE MONEY Senior Seller has made it - BOUGHT RANCH IN IDAHO -- WANTS IMMEDIATE RETIREMENT--RUN DON'T WALK GROSS ONE MILLION NET \$500,000 LAST MONTH \$100,000-- 5 ops in Free Standing Tricked out Dental Building previously a central Bank in middle of city. Every resident knows of this premier practice. Fantastic area to semi-retire or for a young family to raise a family. Run your spouse for mayor. Appraised at \$850,000, Full price \$775,000 or present your offer. Ave over 50 new patients per month. CONFIDENTIAL--BE PREPARED TO SIGN NON-DISCLOSURE-- There is room to grow to a two million Dollar office. Rent very reasonable, possible to buy real property as well. beautiful homes at a bargain now. THE STARS ARE LINED UP FOR A GLORIOUS FUTURE. CALL PPS TOM FITTERER OR DEAN GEORGE ASAP 714-832-0230.**

**RANCHO CUCAMONGA** - EMERGENCY - HEALTH NECESSITATES SALE - Includes a Mgr who routinely can bring in 50 to 80 new patients per month-- high identity shopping center next to 210 freeway. Full price \$880,000 Call PPS 714832-0230.

**Ontario shopping center** near 60 fry 5 ops in Stater Bro bargain \$250,000 Call PPS 714-832-0230.

**PALM DESERT** - SUPER HI IDENTITY LOW OVERHEAD PRACTICE GR \$840,000 - 4 opp office low rent for busy Shopping center--first office near booming 5000 resident area. FP \$660,000. Call PPS 714-832-0230.

**San Diego Bch City** Gross \$800,000 absentee DDS lives far away. Owner operator will gross 1,000,000 first yea Beautiful Deco Architecture High Identity Bldg available or rent. Call PPS 714-832-0230.

**SELLERS, CONSIDER SELLING YOUR practice doing \$500,000 and Buy a Million Dollar dream Practice.**

**SELL YOUR ORANGE COUNTY OR LA PRACTICE GROSSING \$500K AND ASK PPS FOR A PRACTICE NETTING \$500k OR MORE.**

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**Thomas Fitterer and Dean George, Ray and Edna Irving**

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Garden Grove Gr \$450,000 KOREAN Patients Estb many yrs 3 ops, shopping ctr. Only \$330? Bargain Ask WHY!

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