

THE Dental Trader

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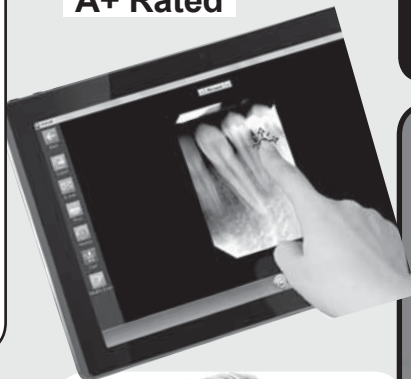
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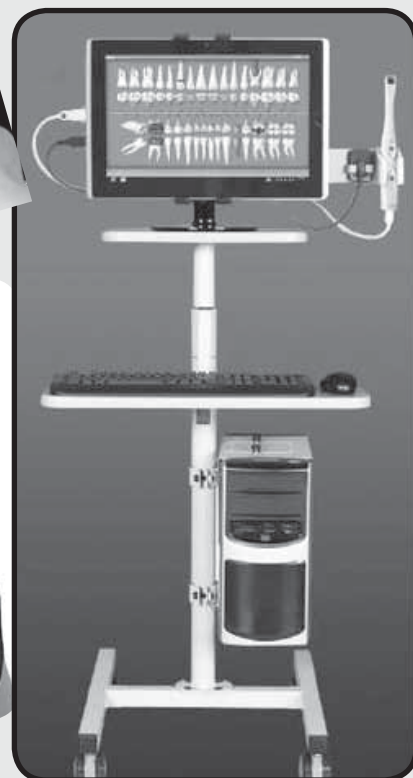
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A LOOK BACK AT OUR 2014 EVENTS

January 26th, 2014 – Montebello, California
"CALIFORNIA DENTAL PRACTICE ACT"
Jason P. Wood

February 6th, 2014 – Irvine, California
"BLUEPRINTS FOR SUCCESS: KEYS TO
BUILDING & STARTING A DENTAL PRACTICE"
Jason P. Wood

February 20th, 2014 – Pasadena, California
"BLUEPRINTS FOR SUCCESS: KEYS TO
BUILDING & STARTING A DENTAL PRACTICE"
Jason P. Wood

February 20th, 2014 – Sacramento, California
"CALIFORNIA DENTAL PRACTICE ACT"
Sacramento District Dental Society
Patrick J. Wood

February 21st, 2014 – Sacramento, California
"CALIFORNIA DENTAL PRACTICE ACT"
Sacramento District Dental Society-Annual Convention
Patrick J. Wood

April 25th, 2014 – Las Vegas, Nevada
"HOW TO GROW, MANAGE & SELL YOUR
DENTAL PRACTICE"
The Cosmopolitan Hotel
Jason P. Wood

May 9th, 2014 – San Diego, California
"ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH MY..."
CEA Dental Convention
San Diego Convention Center
Jason P. Wood

May 10th, 2014 – San Diego, California
"CALIFORNIA DENTAL PRACTICE ACT"
"DEAL OF THE YEAR: \$6K WORTH OF
ADVICE FOR THE PRICE OF ADMISSION"
CEA Dental Convention
San Diego Convention Center
Jason P. Wood

September 19th, 2014 – Costa Mesa, California
"LEGAL UPDATE"
ADS-Practice Transitions
Patrick J. Wood & Jason P. Wood

October 16th - 18th, 2014 – Denver, Colorado
"LEGAL & ACCOUNTING UPDATES"
Practice Valuation Study Group
Patrick J. Wood & Jason P. Wood

October 21st, 2014 – Santa Clara, California
"ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH MY..."
Santa Clara Dental Society
Jason P. Wood

October 25th, 2014 – Huntington Beach, California
"HOW TO MANAGE & PROTECT YOUR
DENTAL PRACTICE" US Bank
Patrick J. Wood

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

February 23rd, 2014 – San Jose, California
"CALIFORNIA DENTAL PRACTICE ACT"
Punjabi Dental Society
Patrick J. Wood

February 28th, 2014 – Los Angeles, California
"DENTAL PRACTICE TRANSITIONS"
UCLA Pediatric Residency
Patrick J. Wood

March 11th, 2014 – Santa Rosa, California
"DEAL OF THE YEAR: \$6K WORTH OF
ADVICE FOR THE PRICE OF ADMISSION"
Redwood Empire Dental Society
Patrick J. Wood

March 18th, 2014 – Tustin, California
EMERGENCY COVERAGE GROUP "ANNUAL
MEETING"
Patrick J. Wood

April 23rd, 2014 – Pomona, California
"DENTAL PRACTICE ACQUISITIONS"
Western University Campus
Jason P. Wood

April 25th, 2014 – Oxnard, California
"CALIFORNIA DENTAL PRACTICE ACT"
Santa Barbara-Ventura County Dental Society
Patrick J. Wood

June 12th, 2014 – Los Angeles, California
"ASSOCIATESHIPS, PARTNERSHIPS, & YOUR
FIRST 5 YEARS AS A DENTIST"
University of Southern California-Ostrow School
of Dentistry, USC Campus
Patrick J. Wood

June 27th, 2014 – Irvine, California
"PASSPORT TO YOUR DENTAL TRANSITION
DESTINATION"
Glidewell Laboratories
Patrick J. Wood

July 11th, 2014 – Oxnard, California
"CALIFORNIA DENTAL PRACTICE ACT"
Santa Barbara-Ventura County Dental Society
Jason P. Wood

July 16th, 2014 – Los Angeles, California
"CALIFORNIA DENTAL PRACTICE ACT"
Los Angeles Dental Society
at the Grove
Patrick J. Wood

July 27th, 2014 – Montebello, California
"CALIFORNIA DENTAL PRACTICE ACT"
Punjabi Dental Society
Patrick J. Wood

November 7th, 2014 – San Diego, California
"CALIFORNIA DENTAL PRACTICE ACT"
"ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH MY..."
CEA Dental Convention
San Diego Convention Center
Patrick J. Wood

November 8th, 2014 – San Diego, California
"CALIFORNIA DENTAL PRACTICE ACT"
"THE BUSINESS SIDE OF DENTISTRY"
CEA Dental Convention
San Diego Convention Center
Patrick J. Wood

November 14th, 2014 – Calabasas, California
"PASSPORT TO YOUR DENTAL TRANSITION
DESTINATION"
Patrick J. Wood

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Wanted front office with knowledge in billing corona fax resume 951 3712423.

Fully equipped 4 chair dental office for rent in San Diego County. Call (949) 212-5738.

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Are you looking for a California license dentist/silent partnership? Please text 626 610-5115.

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Experienced GP seeking PT position with buy in option 8183264684.

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(WTB) Digital Panoramic for \$10K or less, 2010 or newer Davinci0163@gmail.com.

Patterson brand vacuum former. Excellent working condition \$259 OBO. (916)420-5811. FOLSOM.

DENTSPLY GT obturator ovens(2). Excellent condition. \$190 OBO. (916)420-5811. FOLSOM.

sofia kukie@hotmail.com GP dentist molar endo, iv sedation, wisdoms, implants c/b etc...

Office Manager needed Lancaster, CA. EagleSoft experience a plus. 2 yrs dental office management exp pref. Please email palmsmile@yahoo.com.



Paul Maimone Broker/Owner
CA Broker #01172430

"Happy New Year"

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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. **[NEW]**

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

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

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

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

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

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

D&M SERVICES:

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- Medical/Dental Bldg. Sales & Leasing
- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

ORANGE COUNTY

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

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

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. **[NEW]**

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

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Chairs for lobby excellent condition high quality, email dentistador@gmail.com for picture. 7 chairs for \$25 each, originally \$200 each.

GP P/T needed M/W. Min 3 yrs exp. Pedo, Surgical Xb, and RCTs a must. email resume: berkeleymom93@yahoo.com.

Zoom lamp for sale Working condition. \$99 or best offer. Email bntran8p@yahoo.com. Pick up only. Placentia, CA.

Endodontist or GP proficient with molar RCTs needed 1-2 times/month. San Fernando. Nice patients and office! Please email lvfdental@gmail.com.

Used Dental Equipment for sale Chairs, xray machine and developer, sterilizer and tools. Bakersfield area 661-747-8185.

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office furniture L shaped desk, desk with hutch, storage cabinets, microwave, email: atdentalequipment@gmail.com.

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2 Kavo ops 2 back kavo cabinets one middle cabinet with sink Planmeca Xray, 2 side cabinets email: atdentalequipment@gmail.com.

San Fernando Valley leasehold Sunland City Only \$30,000 1200 sf rent \$2414 3ops 1xray contact ddssunland@gmail.com.

Endodontist needed for private practice once a month in Thousand Oaks. Please your email resume to dradfar@aol.com for consideration.


need partime GP in Oxnard for quality enthusiasm dentist one or two days. please text 805-236-4174.

North Tustin OC Free Standing Building and 5 op Dental Office for Sale. Best Location. Asking 1.4 M dr@mapdentist.com.

Dentist with Denti-cal license needed for treating Alzheimer, Dementia patients in skilled nursing hospitals. Office: 951-461-9024 Fax: 951-541-9025.

SIMI VALLEY (4) op comput G.P. for sale. Located in a busy strip ctr. w excell. exposure/visibility/signage. 10+ years of Goodwill. Annual Gross Collect approx \$600K on a (4) day wk. Digital x-rays. Cash/Ins/PPO pts. D&M Practice Sales 818.591.1401.

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"I had nearly given up on my dream of buying the perfect practice, when Citi stepped in to save the day. I found one other bank that would finance, but the interest rate was twice as high. Literally, Citi made it a win-win for me and the seller. Without the team at Citi I would be wishing and hoping, instead of loving every day in my very own practice. Thank You!! Seriously, you are simply the best!"

Justina Pham, DDS - Santa Barbara, CA

"Citi Healthcare Practice Finance Group 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."

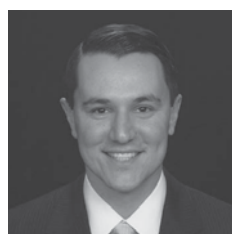
Jennifer Akagi, DDS - Santa Monica, CA

Contact Citi Commercial Bank Healthcare Practice Finance Group to discuss your plans for your practice.



Southern California
financial advisor

Bob Affleck
Citi Commercial Bank
Healthcare Practice
Finance Group
949-939-4550
bob.affleck@citi.com



Northern California
financial advisor

Brandon Finazzo
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Healthcare Practice
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FALLBROOK—JUST LISTED!! 18 year estab. GENERAL Practice situated in single story Prof Bldg. along main road. 3 Ops in approx. 900 sq.ft. Lots of dentistry referred out.

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MIRA MESA--- 20+ year **GENERAL** Practice has 4 Ops in approx.. 1300 sq.ft. Situated on corner of busy intersection. Primarily PPO.

LEMON GROVE—GENERAL Practice in high traffic strip mall. 4 Ops in 1100 sq.ft., has digital. Cash, PPO, Cap. Absentee owner.

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-Peiman Soleymani, D.D.S., Periodontist Los Angeles, Ca.

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

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

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

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

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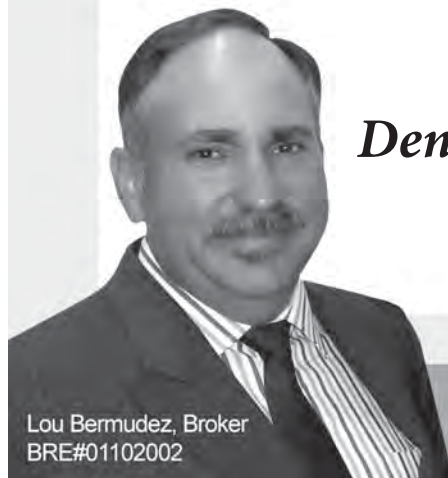
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AGOURA HILLS FEE FOR SERVICE PRACTICE FOR SALE: Exceptional office with six well appointed operatories, digital x-rays, digital panoramic, Biolase laser and fully computerized with Dentrix software AND reasonable rent. Practice collects \$1.8 million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

VENTURA COUNTY ENDODONTIC PRACTICE FOR SALE: One of only two endodontic practices within a ten-mile radius. This practice collected \$520,000 in 2013 with a net income of \$315,000. The practice receives 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 Dentrix 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.

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

SAN FERNANDO VALLEY PERIO PRACTICE: Established perio practice collected over \$850,000 last year with a net income of \$240,000/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. **PENDING 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 Dentrix 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, Dentrix 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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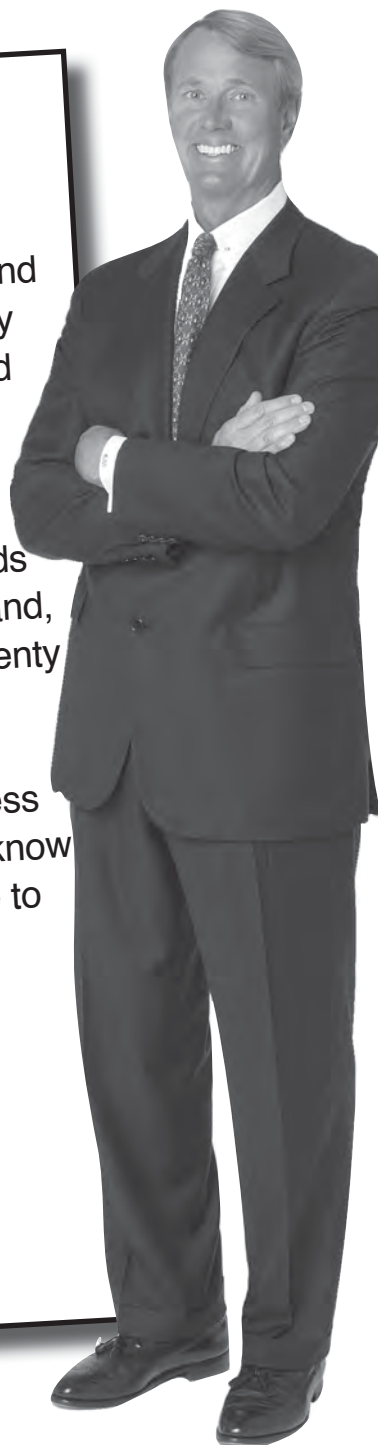
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President

FEATURED LISTINGS

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 3 days/wk with Associate (mainly hygiene) 2 days/wk. Practice consists of 5 equipped operatories, lab room, storage room, Pano room, sterilization room, dark room, and private office in a 1,377 sq ft office with digital cameras. It's computerized with 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. \$926K for 2014. Buyer's net of \$492K. Great opportunity. Please contact your CPS Agent for more information. **Property ID #4537.**

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.**

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 \$274,915 for 2014. Buyer's net of \$83,056. 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 ½ 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 3 days/wk with Associate (mainly hygiene) 2 days/wk. Practice consists of 5 equipped operatories, lab room, storage room, Pano room, sterilization room, dark room, and private office in a 1,377 sq ft office with digital cameras. It's computerized with Dentrax software. Minimal advertising. Has reasonable rent payment. Income source is approximately 50% insurance, approximately 49% cash and approximately 1% capitation. Grossed \$918K in 2013. Projecting approx. \$926K for 2014. Buyer's net of \$492K. Great opportunity. Please contact your CPS Agent for more information. **Property ID #4537.**

LAWNDALE – Well established general practice located in a single free standing building. Building 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. Office is open 4 days/wk and see 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 101 Freeway, 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 operatory 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.**



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Alice C. King, V.P.

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.**

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 \$274,915 for 2014. Buyer's net of \$83,056. 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 \$599,748 for 2014 w/ a Buyer's Net of \$220,926. Please contact your CPS Agent for more details. **Property ID #5000.**

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

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

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

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

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

ORANGE COUNTY

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

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

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

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

SAN JUAN CAPISTRANO (GP/Ortho/Pedo) – Well established modern design practice is located in a busy shopping center with excellent visibility and signage. This practice consists of 6 fully equipped operatories, 3 plumbed not equipped and 3 plumbed for chairs in open bay in a 3,000 sq ft suite. It computerized with Dentrix 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.**

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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.

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.**

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

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

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 in is now working 10 days/mo and averaging \$20K/mo. Sees approximately 10-12 patients/day. The income source is approximately 95% insurance and 5% cash. No advertising. 100% patient referral. Equipment is approximately 4 years old. Remodeled in 2010. Great practice with a Buyer's net of \$167,526. Projecting \$243K for 2014. Please contact your CPS Agent for more information. **Property ID #4551.**

SAN DIEGO COUNTY LISTINGS

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

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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 \$322K 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 and has Cat Scan X-ray, Biolase Laser and Centerfuse Laser. Grossed approximately \$972K in 2013 and projecting approximately \$1,034,000 for 2014 with a Buyer's net of \$247K. Please contact your CPS Agent for more details. **Property ID #5005.**

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

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Planning To Sell Your Practice On Your Own? Take This Test

Before you try to sell your practice on your own, you need to take this test. Unless you are SURE of the answers, and why, you should rethink trying to sell without professional help.

1. There will be lots of "tire kicker" prospects. Some you will know. T/F
2. A classified ad in the dental society bulletin will reach all prospective buyers. T/F
3. What documents and metrics will you need to provide to buyers and their lenders?
4. Buyers will see and be willing to pay for the growth potential you know is in your practice. T/F
5. What is EBITDA?
6. Why is EBITDA important to a practice valuation?
7. Revenue multiplier is the best way to value a practice. T/F
8. What multiple should you use? ____%
9. How did you determine it?
10. Name the three approaches to valuation.
11. Which one is typically used for dental practices?
12. What is a "normalizing adjustment"?
13. What is "implied salary"?
14. How is a cap rate calculated?
15. How is it used?
16. Labor cost is usually about ____% of practice revenue.
17. Facilities cost is usually about ____% of practice revenue.
18. Offering price is the most important thing to buyers. T/F
19. Dental schools are a great place to find buyers for your practice. T/F
20. How would you answer a buyer's objection about not having digital radiography?
21. How would you answer those questions about "older equipment"?
22. For questions 20 & 21, would you reduce the offering price by the cost of the new equipment?

23. For question 22, if your answer is no, what calculations would you present to the buyer?

24. Smaller practices are easy to sell because the buyer can grow them. T/F

25. Student loan debt makes it impossible for buyers to get financing. T/F

26. The bank you have been using for years is the best place to take your buyer for financing. T/F

27. What loan term and interest rate are currently "market"?

28. What will lenders need in order to fund your sale?

29. Letting a prospect "shadow" you for a few days is common. T/F

30. Shadowing is a good way to show them why they should buy your practice. T/F

31. What is involved with due diligence?

32. How long should due diligence take?

33. Should you sell your receivable accounts? If so, for how much?

34. If you should not sell your receivable accounts, what happens to them?

35. What happens to leased equipment in your office?

36. Landlords are generally willing to create a new lease in your buyer's name. T/F

This test could have included hundreds of questions -- there are literally that many details to a successful practice transition. The goal of every seller is to look after your patients, maximize your sale price, and start your buyer on their way to a successful career.

An experienced, competent broker would ace the sale for you.

We work for you.

John W. Knipf "neff"

Robert A. Palumbo

California Practice Sales is a founding member, and the only Broker affiliated with America Dental Sales in Southern California (ADS).

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Dental Office Leasehold 5 ops+2 plumbed 2600+sf on 2nd floor of medical plaza in Rosemead city for sale. contact: kkan98@hotmail.com.

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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

BAY AREA: Periodontal Practice 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.

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. Dentrux, Digital, Paperless, Intra-Oral Camera, Laser. #CA208.

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.

FOLSOM/EL DORADO HILLS: **SALE** 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2½ days of hyg./wk. Dentrux, Laser, Digital X-Rays and Intra-Oral cameras. #CA103.

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.

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

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.

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.

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.

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

GREATER PITTSBURG AREA: PRICE REDUCED – \$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.

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

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.

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

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.

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 – In Escrow.

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

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.

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.

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.

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.

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.

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. 2½ days hygiene per week. Great opportunity! Owner retiring. #CA558.

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

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.

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

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.

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

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.

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

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 per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrux Software. Seller is moving. #CA550.

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 – In Escrow.

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.

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.

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

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.

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.

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SOUTHERN CALIFORNIA LISTINGS

ANAHEIM: NEW LISTING - General Dentistry Practice & Building with 6 Ops, 3 Equipped, 3 Plumbed. Near Disney. Est. 39 yrs. with great visibility on a busy street. #CA186.

ANAHEIM: NEW LISTING -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.

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.

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.

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 \$1.5MM. #CA183.

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.

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.

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 and \$565K in 2012. #CA204.

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

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

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

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

LA MESA: NEW LISTING - General Dentistry - 4 ops, Dentrux, Digital X-rays, Intra-Oral Camera, and Pano. Est. for 28 years. 2013 GR of \$501K. #CA205.

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. Dentrux, Laser, and Digital X-Rays. #CA127.

LOMA LINDA: General Dentistry -4 Ops, est. in 1986. Intra-Oral Camera, Dexis Digital X-rays, and Pano. 2013 GR of \$631K on a 4 day work week. #CA185.

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

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.

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

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

NORTH HOLLYWOOD: General Dentistry - 5 equipped Ops, 1 plumbed. Free-standing building, Dentrux, Dexis, Pano, Laser, and the office is paperless. 2013 GR of \$845K with \$296K Adj. Net. #CA187.

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.

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

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

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.

REDLANDS: General Dentistry -3 Ops, has been est. for 48 years. \$364K GR on 3 doctor days and 3 hygiene days per week. #CA160.

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.

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

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.

SAN DIEGO, SOUTH COUNTY: General Dentistry - 3 Ops in a retail center. Est. for 6+ years. EasyDental, Digital X-rays- 3 sensors. GR of \$310K and \$120K Adj. Net. #CA175.

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

SANTA MONICA: This General Dentistry Practice with 3 equipped Ops is in a 900 sq. ft. suite. The office utilizes Dentrux 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.

SOUTH BAY AREA, SAN DIEGO: NEW LISTING - General Dentistry practice with 3 Ops and 4 days of hyg/week. Located in a well-visited retail center with great visibility. Dentrux and Digital Pano, this is a PPO and Fee For Service Practice with 2014 Projected Gross Receipts of \$562K. #CA206.

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

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.

THOUSAND OAKS: FACILITY ONLY - Move-in ready - 4 Ops in 1,325 sq. ft. Modern design, Dentrux 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.

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.

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

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

OUTSIDE OF CALIFORNIA

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

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Premium Practice Listings

South Orange County #1078

Seller retiring, four treatment rooms, 1,266 approx. sq. footage, 2013 revenues \$1,100,000, over 40% profit, 2014 revenues approx. \$1,275,000
Asking \$1,050,000

North San Diego #1075

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

Inland Empire #1085

Restorative Fee-for-Service, doctor retiring, uses Dextrix/ Dexis, 2013 revenues \$715,534 with high profit.
Asking \$575,000

Orange County #1086

Restorative practice in busy shopping center, seller retiring, 2013 gross \$338,000. **Asking \$270,000**

Rancho Cucamonga #1067

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

Central Orange County #1084

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

Los Angeles #1089

South Bay Restorative Practice, 2014 revenues \$555,000. Contemporary office with Digital X-ray
Asking \$495,000

Coastal Orange County #1081

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

South Orange County #1048

“Beautiful digital office- two lasers”
Restorative fee-for-service practice in busy shopping center, seller retiring, 2013 gross over \$1,000,000.
Call for more details

Coastal Orange County #1079

★ “Terrific Location”
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Asking \$448,000

Coastal Orange County #1082

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

South Orange County #1083

Gorgeous office with digital x-ray and Pano (convertible to CT scanner.) Office in prestigious location, seller retiring. **Asking \$550,000**
(Revenues of \$661,296, about 40% profit)

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

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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.

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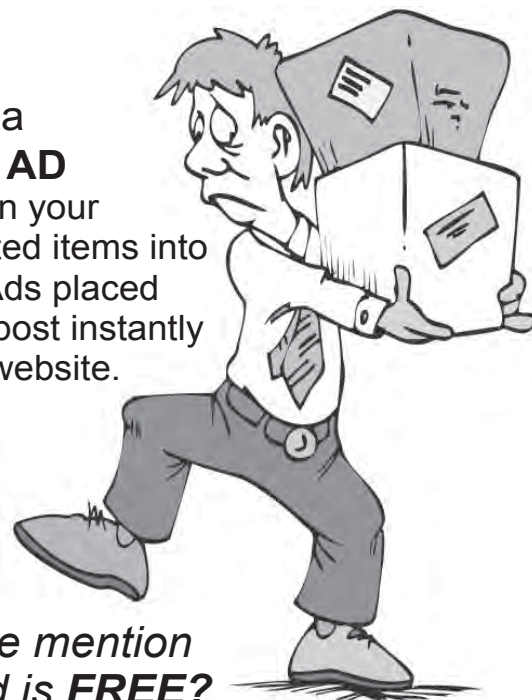
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! SCUMBAG ALERT !



Apparently an individual passing himself off as Scott Turner (and may be using additional names) and using the email address **gen2rule17@gmail.com** has discovered The Dental Trader and is contacting doctors who are advertising goods for sale on our Ad Board. He pretends to be an interested buyer. We have received evidence of fraud from a doctor who was offered more than the asking price for his equipment. Scott Turner is passing fraudulent checks. Online searches of this character produced other scams he appears to have engaged in, you can view these scam alerts at the link below. If you are selling an item, always ALWAYS make sure you are paid in full before shipping anything! If accepting a check or cashier's check, allow that check to clear first. If you receive an overpayment and the buyer requests you "reimburse" him the difference, DON'T DO IT!

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

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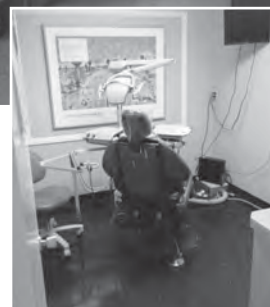
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