

# THE Dental Trader

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So. Calif. Edition

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### FRESNO COUNTY

**CENTRAL VALLEY/So. FRESNO CTY** - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrix s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. Town is loaded w cash & PPO pts who work @ the prisons & hospital. This is a gold mine for the right full time Buyer. Seller's plans have changed. **[NEW]**

### KERN COUNTY

**BAKERSEFIELD #22** - (5) op computerized G.P. (3) ops fully eqt'd, 4th eqt'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice.

**BAKERSFIELD #24** - (4) op comput. G.P. located in a strip center w exposure/visibility & signage. (2) ops eqt'd w newer eqt., (2) add. plumbed ops. Cash/Ins/PPO pt. base. Gross Collect \$200K+/yr on (3) - (4) days/wk. Low rent. Seller retiring, but will assist w transition.

### LOS ANGELES COUNTY

**NORTH L.A. CTY** - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Cash/Ins/PPO/HMO & very small amount of Denti-Cal. Mos Cap checks \$5K+. Seller retiring. **[SOLD]**

**NORTHRIDGE** - (4) op comput. G.P. located in a smaller prof. bldg. on a heavily traveled main blvd. Bldg. is easily accessible & has ample free parking in rear. Cash/Ins/PPO pt. base. (17) years of Goodwill. 2010 Gross Collect projected at \$440K+. Selling due to health. Seller will assist w transition. **PRICE REDUCED. [SOLD]**

**RESEDA #6** - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$200K part time. Excell starter or 2nd office. **[NEW]**

**SAN GABRIEL VALLEY** - (3) op computerized G.P. Located in a two story medical/dental bldg on a well known, heavily traveled, main blvd. Cash/Ins/PPO pt. base w no HMO or Denti-Cal. Gross Collect. \$550K-\$600K/yr. Seller retiring but will assist w transition. **[NEW]**

**SANTA CLARITA** - (6) op comput G.P. in a free stand. bldg. (4) ops eqt'd w newer Belmont eqt. w (2) add. plumbed not eqt'd. ops. EZ Dental s/w, networked ops, digital pano & x-rays. Mixed pt. base. Gross collect \$20K-\$25K/mos & growing. Shares waiting room w M.D. who refers many pts. **[NEW]**

**WEST HILLS** - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Projected Gross Collect \$325K on a part time schedule. Digital x-rays & Dentrix s/w. Newer leaseholds. Seller retiring but will transition. **[PENDING]**

**WOODLAND HILLS** - BUILD TO SUIT MEDICAL & DENTAL OFFICES. 1,245 - 4,000 sq ft office space available w generous tenant improvements and/or lease concessions. Located on a very busy main blvd. Excellent exposure, signage and parking. **[NEW]**

**VALLEY VILLAGE (SHERMAN OAKS)** - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **[SOLD]**

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### ORANGE COUNTY

**ANAHEIM #2** - (4) op computerized G.P. and free standing building. Located on a major blvd. with heavy traffic. Excellent exposure/visibility/parking. Cash/Ins/PPO/Kids Denti-Cal patient base. New equipment. Dentrix s/w & intra oral camera. Digital ready. 2010 Projected Gross Collections \$240K+ on a 3.5 day week.

### SAN BERNARDINO COUNTY

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

### SAN DIEGO COUNTY

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

### SANTA BARBARA COUNTY

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

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

### VENTURA COUNTY

**WESTLAKE VILLAGE #2** - (4) op computerized G.P. (3) ops of newer eqt/4th op plumbed. Very upscale office. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. Gross Collections \$600K+. **[SOLD]**

**WESTLAKE VILLAGE #3** - Well maintained (4) op comput. G.P. in a smaller prof. bldg. (3) ops eqt'd/4th plumbed. Newer eqt. digital x-ray, eye illumination system & central nitrous. Cash/Ins/PPO & Smile Saver pt. base. Gross Collect \$200K+ p.t. Seller retiring. **[SOLD]**

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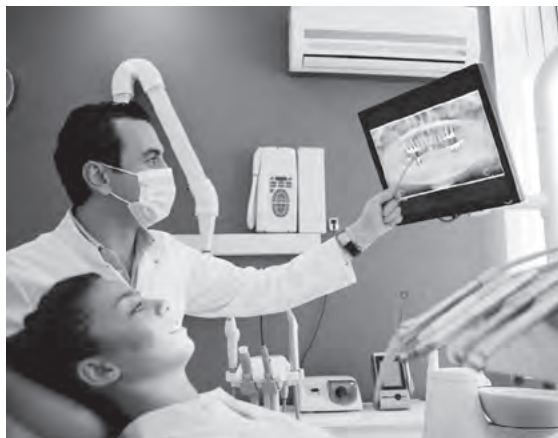
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**SAN DIEGO—NORTH COUNTY— ENDODONTIC** Practice available. Established 25+ years. Very attractive Professional Bldg. with lots of windows. 2 equipped Ops and 1 plumbed. Includes microscope. This part-time practice is an excellent opportunity as a satellite office or “startup”. **PRICE REDUCED!!**

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**Burbank** – Rare Burbank opportunity. Long established private practice. 5 ops. Bust shopping center. Priced to sell immediately.

**Encino** – 2 equipped ops + 1 plumbed in prestigious medical bldg., some charts included. Great starter opportunity or bring your patients into a beautiful suite. Reasonable rent.

**North Hollywood** – Equipment & Leaseholds w/charts! Long-estab practice in busy shopping center. 3 ops + x-ray room. Visibility; walkins; pole sign. Priced under \$200k

**North Hollywood** – Strip center location on busy street. 5 ops plus x-ray room. Good visibility. Revenues of over \$40k/mo. Priced for immediate sale.

**Northridge** – Equipment and leasehold only. Fully designed dental office with 3 ops fully equipped. A very inexpensive way to establish your practice.

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### Montebello

**Orthodontic private practice** - 4 operatories in 1250 sq. ft. single-story duplex -private insurance and cash -digital orthopantomograph for panorex and cephs - last year gross collections of \$270,000 on 2 days/week - over 30 years goodwill -priced for quick sale due to owner's illness - option to buy the building as well.

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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Canoga Park, Canyon Country, La Mesa, Los Angeles, Mission Hills, Moreno Valley, San Clemente, San Diego, Santa Monica, Sherman Oaks, Valencia, and West Los Angeles. Call Lee Skarin and Associates at 805-777-7707, 818-991-6552 or 1-800-SKARIN #1.

**MORENO VALLEY PRACTICE FOR SALE:** Located in a free standing retail building in a heavily populated residential community with little competition for miles, this practice collected \$2.4 million in 2010, \$2.1 million in 2009 and \$2.1 million in 2008 on ten dentist days per week with eleven days of hygiene per week. Net income is over \$800,000/year. The practice has eight equipped operatories in a state of the art facility. No Denti-Cal, no HMO, no evenings, no weekends, and minimal advertising. This is a great family community and an outstanding opportunity for a quality practitioner. Asking \$1,500,000 for the practice. Real estate is also available for purchase or lease.

**MISSION HILLS CLINIC PRACTICE FOR SALE:** Long established practice with over 40 years of goodwill. Collected \$900,000 in 2010 with a net income of over \$450,000 on four days per week. No Denti-Cal, minimal HMO, predominantly PPO insurance patients. Practice sees 50 new patients per month and has two days of hygiene per week. Five equipped operatories with digital x-rays and available improved space to expand the office to a total of nine operatories to add specialists. Asking \$720,000.

**CANYON COUNTRY GENERAL PRACTICE FOR SALE:** This "bread and butter" practice collects over \$350,000 per year with a net income of 50%. Located in a shopping center, the office has four equipped operatories with good signage and visibility. Seller does no marketing and refers out most endo, perio surgery, implant placement and difficult oral surgery. No Denti-Cal and no HMO. Retiring after more than 30 years in the community. Asking \$275,000.

**LA MESA MANAGED CARE PRACTICE FOR SALE:** Absentee owner. Practice is located in a one story, smaller professional building and has four equipped operatories. \$3,000 per month in capitation payments. Collections for 2010 were \$262,383 but the collections for 2009 were \$356,676 with a different associate dentist. This practice has potential for a owner dentist that wants to work. Asking \$210,000. *PENDING*

**PALM SPRINGS AREA PRACTICE FOR SALE:** Established, fee for service practice collects \$820,000 per year with a net income of \$300,000 plus. Four operatories of newer, top quality equipment in a professional building location. No Denti-Cal, no HMO's, limited PPO's and no advertising. Three days of hygiene per week. Seller refers all molar endo, all perio surgery, all pedo and all ortho. Asking \$600,000. *PENDING*

**SHERMAN OAKS GENERAL PRACTICE FOR SALE:** Established in 1976, this three operatory office is collecting \$200,000 per year on three days per week with potential for a younger practitioner to build upon a solid nucleus of patients. No Denti-Cal, no HMO, no advertising, no evenings and no weekends. Practice gets 15 new patients per month from patient and PPO insurance plan referrals. Asking \$140,000.

**WEST LOS ANGELES PRACTICE FOR SALE:** Located in a professional building, this practice has four equipped operatories with additional operatories plumbed but not equipped for future growth. The practice collects \$15,000-20,000 per month on two days per week with approximately \$3,000/month in capitation. Excellent opportunity for a buyer that wants a low cost practice or has patients in the area to merge. Asking \$210,000.

**CANOGA PARK GENERAL PRACTICE FOR SALE:** This is an excellent starter practice that is located in small, one-story professional building on a busy street with good signage and visibility. The practice has two equipped operatories with one additional operatory that is plumbed, but not equipped. Computer networked. Attractive office. Practice has \$4-5,000 per month in capitation and accepts all insurances. Owner works three days per week with no evenings or weekends. Seller refers all endo, all perio surgery, all third molars and all ortho. Good lease. Seller is motivated and must retire. *PENDING*

**SAN DIEGO GENERAL PRACTICE FOR SALE:** Prominently located in a prime location in a major shopping center, this practice averages 44 new patients per month with minimal advertising. The office has four fully equipped operatories with digital x-rays and full computerization. Collections are over \$765,000 per year with no capitation. The net income averages over \$300,000 per year. The office is open five days per week with four full days of hygiene per week. Asking \$625,000.

**SAN CLEMENTE PRACTICE AND REAL ESTATE FOR SALE:** Free standing dental building with rental apartment unit within walking distance to the beach. Three equipped operatories with newer equipment. Long established fee for service practice collects \$170,000 per year with no marketing, no capitation, no Denti-Cal, no evenings and no weekends. Seller works a short three days per week with a high net income due to building ownership. Practice with real estate is available for \$750,000. *SOLD*

**VALENCIA PRACTICE FOR SALE:** Located in a retail center, this practice collects over \$280,000 per year on three days per week with a net income of \$100,000 per year. Over \$5,000 in capitation income per month with 20 new patients per month. No advertising, no Denti-Cal, no evenings and no weekends. All of the production is done by associates as the Seller does not work in this practice. Four equipped operatories. Asking \$265,000 including the accounts receivable.



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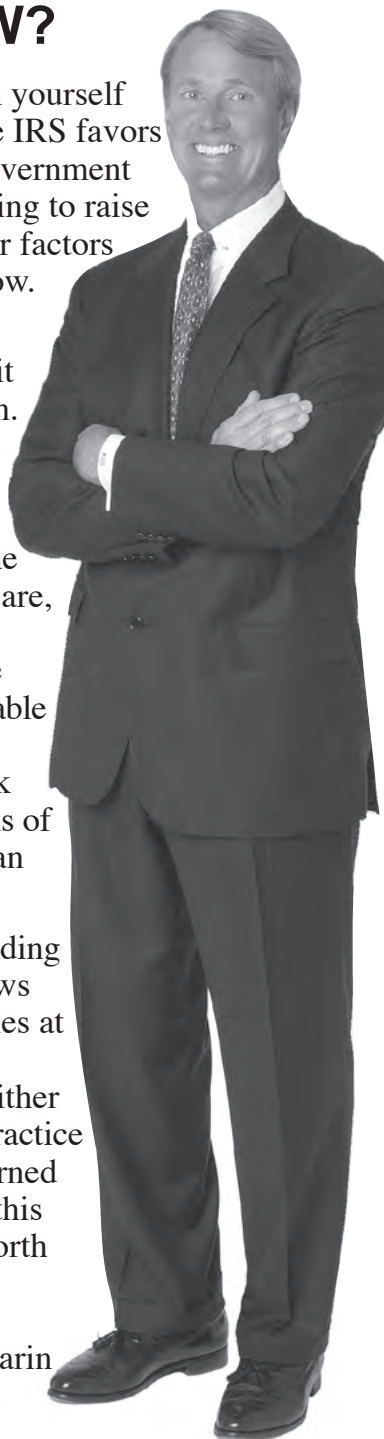
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Owning your own practice is both an investment in yourself and your future as well as smart tax planning as the IRS favors small business. However, today with the federal government spending money at an unprecedented rate and looking to raise the already high debt ceiling, there are several other factors to consider with respect to purchasing a practice now.

History has shown us that in every period that the government has borrowed substantially more than it collects in taxes a chain of events is put into motion. First, as government debt increases, the government becomes a debtor and a competitor for the same dollars that fund all loans from homes to cars to dental practices. As such, the cost of those funds, the interest rate, goes up. Periods of high interest rates are, typically, marked by corresponding inflation which means that the value of the dollar is decreasing. The loans to purchase dental practices are currently available and at attractive fixed rate terms. The money you borrow today to buy your practice will be paid back with devalued dollars in the future and save you tens of thousands of dollars on your practice acquisition loan compared to a higher interest rate loan.

Another consequence of unbridled government spending is that eventually the money the government borrows must be paid back, which means higher income taxes at some point. As stated in a previous article, every component of the purchase of a dental practice is either depreciable or amortizable. Either way, the entire practice purchase price is ultimately deducted from your earned income. With higher income taxes on the horizon, this means that the value of those deductions will be worth more in tax savings tomorrow than they are today.

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**Greater Palm Springs Area #1040**– Gorgeous Restorative/ Implant/ esthetic practice, fee-for-service grossing \$1M+ in 2010 Net profit projected at \$422,381. Great street visibility, all digital, extremely well trained team. DREAM PRACTICE! Asking \$750,000!

**Central Orange County #1042**– Orthodontic practice, beautiful suite in highly desirable location, decades of goodwill. 2009 Gross \$370,000 Asking \$315,000!

**San Gabriel Valley #1044**– Fee-for-Service practice with 43 years of Goodwill. Currently being remodeled, 2010 Gross \$545,706, Asking \$425,000!

### FREE WEBINARS

#### **Financially Positioning your Practice for Ownership**

*Chau Lai, CFP<sup>®</sup>, ChFC<sup>®</sup>, Pacific Advisors*

**May 26**

**5:30pm**

#### **Pursuing Excellence Utilizing Science and Philosophy**

*Kim Miller, RDh, BSDH, RDHMP, JP Institute*

**June 9**

**5:00pm**

#### **Results Based Compensation/ Entitled NO MORE!**

*Phyllis Waite, Management Consultant*

**August 9**

**5:30pm**

#### **Recession Proofing your Dental Practice**

*Kathleen Johnson, Management Consultant*

**September 8**

**5:00pm**

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**MODESTO** – Multi-Anchored shopping center. Modern practice with 6 ops, 1 additional plumbed, ~2,400 sqft. Excellent sign & storefront visibility. Easy access to Hwy. 99 & 132. Cash/PPO patient base. 2010 Gross approximately \$816K.

**SUNNYVALE** – Starter Practice. Seller is retiring. 2 ops. Easy access to 85 Fwy. Asking \$95K.

**UNION CITY** – Starter Practice. 2 ops, equipment is approx. 3 to 5 yrs old. Good street visibility. Retail shopping center located on major cross streets.

**SAN FRANCISCO** – Starter Practice. 4 fully equipped ops., approximately 1,250 sq. ft. Busy street. Good foot traffic. Located on major cross streets. Asking \$85K.

**SAN BRUNO** – Leasehold Improvements. 4 plumbed ops in 1,500 sq ft. freestanding building located on street corner. Excellent visibility and parking spaces. Building purchase optional.

**MOUNTAIN VIEW** – Busy 1,500 sq ft. gp located on major cross street along with major store anchor. Excellent visibility. 3 ops, plumbed for 5.

**PORTERVILLE** – Dental Practice Oasis. Freestanding Building & Practice for sale. 2,700 sqft, 6 ops, 4 x-rays, 2 intraoral cameras & 1 bedroom upstairs, located on busy street. High visibility. Great opportunity.

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**GLENDALE** – This modern, well designed, efficient dental practice with 3 ops, approx. 1,200 sq. ft. located on main street in shopping center/strip mall with marquee sign. Excellent visibility and accessibility.

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**EAST LOS ANGELES** – Freestanding Building for Sale with 5 ops, 3 x-rays. High foot traffic.

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We have 4 professional Broker/Agents to assist you in understanding how to purchase a dental office.  
Call for your **1 on 1 Consultation**

**Robert A. Palumbo**  
Partner  
Executive Vice President

### FEATURED LISTINGS

**BEVERLY HILLS (GP)** – Long established state of the art practice focused on restorations located on a large luxurious suite in a professional building with beautiful window views from South Bay to Westwood. Practice consist of 7 fully computerized eq. ops., with Softdent software. Five day/wk practice with 4.5 days/wk of hygiene. Fee for service. Grossed approximately \$927,501 for 2010. Property ID # 4009.

**BAKERSFIELD GP** - State of the art office located in a single story busy shopping center. Seller works 4.5 days/wk, Associate 4.5 days/wk with 19 days/wk of hygiene. Great staff. See approximately 45 patients per day. Fee for service. Practice established in 2001. Office consist of 10 fully spacious computerized eq. ops, 2 plumbed not eq., with Open Dental software, digital x-ray and intra oral camera. Grossed approximately \$1,909,399 for 2010. **BUYER'S NET OF \$405K.** Gorgeous office. Seller transition available. Property ID #4017.

**FRESNO "Central Valley" GP** – Well designed office located in a single story building with over 20 years of goodwill. Seller works 3 days/wk, 4 Associates work 1-2 days/wk each and Hygiene 7 days/wk. Office sees approximately 90+ patients per month. Income source: Insurance /Cash / Capitation (approx. \$25K in cap checks/ mo.). Office consist of 4,530 sq. ft. suite, 10 fully computerized eq. ops., with digital x-ray and intra oral camera. Grossed \$2,081,826 in 2010. Great location and good street visibility. **A MUST SEE!** Property ID #4023.

**SANTA MARIA (GP) PRICE REDUCED!** - Established over 13 years this practice is located in a Medical plaza. Seller works 4 days/wk and sees approximately 14-15 patients/day. Income source: 45% insurance / 39% cash / 2% capitation / 14% healthy families. Practice consists of 4 fully computerized eq. ops, with Eagle Soft software and Intra oral camera. Great visibility from street and parking lot. Seller moving out of area. Grossed approximately \$654,962 in 2010. Property ID #4007.

**Our services are free to buyers, so we encourage you contact us to have a specialist assigned specifically to you to answer your questions and guide you through the purchasing process.**  
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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



The screenshot shows the website interface for California Practice Sales, Inc. At the top, it says "Video Website Powered by Crestline Industries" and "California Practice Sales Incorporated (866) 377-0446". Below this is a navigation menu with "SELECT A CATEGORY" and "SELECT A VIDEO". The main content area features a video player titled "NOW PLAYING: Founder John W. Knipf ('Netf')". The video player shows a man in a suit speaking. To the left of the video player is a list of video thumbnails with titles like "Founder John W. Knipf ('Netf')", "Selling Your Practice", "Buying a Practice", "Testimonials", and "Our Full-Service Office Does It All". At the bottom of the page, there are two call-to-action buttons: "CONTACT US TODAY!" and "EMAIL TO A FRIEND".

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### GREATER LOS ANGELES COUNTY

**ARCADIA** – Spacious 2,600 sq. ft. luxury office with a home town feel. Leasehold improvements and equipment Only!! 6 fully eq. op's with Adec chairs, lights and deliveries, 5 GX-770 X-Ray Units, All Star 3 dual head compressor and vacuum, 5 Doctor chairs, 5 assistant chairs, Telcam Intraoral Camera, Panasonic phone system and more. Incredible window views of the mountains and Santa Anita horse track in a professional building attached to a hospital. Price for immediate sale. Property ID #4015.

**BALDWIN PARK** – Leasehold Improvements, Equipment & Some Charts! Excellent opportunity for a first time Buyer. Office consist of 2 fully eq. ops., 4 plumbed not eq., in a 2,000+ sq. ft. suite located on a busy shopping center Easy freeway access. Seller works 3 days/wk and sees approximately 20-25 patients per week. Price for immediate sale!!! Property ID #3984.

**BEVERLY HILLS** – Price Reduced!! Leasehold Improvements & Equipment Only! Located in multi story historical medical professional building with parking options. Practice consist of 3 fully eq. ops., in 993 sq. ft suite. The building management is offering up to 6 months rent at half price and approximately \$15,000 in tenant improvements. A must see to appreciate. Property ID #3601.

**BEVERLY HILLS (GP)** – Long established state of the art practice focused on restorations located on a large luxurious suite in a professional building with beautiful window views from South Bay to Westwood. Practice consist of 7 fully computerized eq. ops., with Softdent software. Five day/wk practice with 4.5 days/wk of hygiene. Fee for service. Grossed approximately \$818,830 for 2010. Property ID # 4009.

**CLAREMONT** – Leasehold Improvements & Equipment Only!! State-of-the-art practice located in Medical building with 3 computerized ops., Softdent software and digital Kodak sensors. All equipment is approximately one year old and some never used. Seller invested \$250K in build out. Rent payment includes electric, water and janitorial services. Panoramic views to the San Gabriel mountains. Excellent for opportunity for GP or Specialist!!! Property ID #3994.

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

**ENCINO** – Leasehold Improvements, Equipment & Some Charts!! Located on the second floor of a multi story professional building with 2 fully eq. ops and 1 plumbed not eq. Computerized office with new Easy Dental software, Endos portable x-ray and Pano. Retiring seller works 2-3 days/wk. Established 6 years ago. An excellent starter practice. Low sales price for immediate sale. Property ID #4005.

**LONG BEACH GP** - With over 52 years of goodwill this modern refurbished office is located in a 2 story Medical / Dental building. Near busy shopping area and high traffic area. Fee for service practice. 100% Patient referral. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-15 patients/day. Practice consist of 5 eq. ops., with Eagle soft software, and intra-oral camera. **BUYER'S NET OF \$213K.** Property ID # 4003.

Web site: [www.calpracticesales.com](http://www.calpracticesales.com)

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



Alice C. King, V.P.



# CALIFORNIA

## Specializing in the Selling

**LOS ANGELES – PRICE REDUCED!!** 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrix software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. **BUYER'S NET OF \$58K.** Property ID #2771.

**LOS ANGELES (GP)** - Well established practice with 32 years of goodwill. Located in a single standing building. Building for sale with large parking, gated and fenced. Excellent signage. Absentee owner for 20 years. Four day/wk practice. Practice consist of 4 fully computerized ops., with Easy Dental software and intra oral camera. 100% Patient referral. Associates see approximately 20 new patients/mo. Income source: 25% insurance / 20% cash / 55% Denti-Cal. Great staff. Property ID # 3771.

**LOS ANGELES (GP)** - With over 20 years of goodwill this Turn Key practice is located in a 7 story Medical / Dental building. Office has excellent window views. Practice consist of 3 fully eq. ops., with Digital Denti-soft software and intra oral camera. Fee for service practice. 100% patient referral. Office is open 3 days/wk. Seller works 2-3 days/mo and sees approximately 8-10 patients per day. Office has potential. Low sales price!! Property ID #3791.

**LOS ANGELES - PRICE REDUCED!!** Leasehold Improvements and Equipment. General Practice located in a two story busy shopping center with great exposure and valet parking available. Practice consist 1,035 sq. ft. with 4 fully eq. ops. Computerized office with intra oral camera and 5 year old equipment. Absentee owner. Call CPS for more information. Property ID #3861.

**LOS ANGELES** – Leasehold Improvement and Equipment! Excellent for a first time Buyer. Neat office with 3 eq. ops located in a multi story professional building. Priced for an immediate sale. Great views to downtown L.A. Property ID # 4025.

**MALIBU** - 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 consist of 4 fully eq. ops., plumbed for N2O2, 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. Property ID #3651.

**RESEDA (GP)** – Family dental Turnkey office located in a single story Medical / Dental building with excellent street visibility and high traffic flow. Reasonable rent. Office consist of 2 fully eq. ops, with Open Dental software. Seller works 3.5 days/wk and sees approximately 15-20 new patients per month. 100% patient referral. Income Source: 50% insurance / 20% cash / 20% Medi-cal / 10% capitation. Established in 2008. Motivated Seller relocating out of state. Great starter. Property ID #3998.

**SAN GABRIEL** – Great for GP or Specialists- Leasehold Improvement & Equipment Only– Newly remodeled spacious practice with 3 fully eq. ops., 1 plumbed not eq. op., 1,255 sq. ft. suite located in a prestigious 3 story brick medical professional building. Retiring Seller owns the building and is ensuring a smooth transition and ease of leasing arrangements. Property ID #3161.

**SOUTH GATE** - Leasehold Improvement & Equipment Only!! Great opportunity for a GP or Specialist. This practice consist of 2 eq. ops., with Practice Web software and intra-oral camera. Office located in single story building. Corner location with heavy traffic flow. Excellent street visibility. Price for an immediate sale. Property ID #3911.

**WEST HILLS (GP)** - Long established state-of-the-art practice with 6 fully computerized eq. ops., located on a 2,300 sq. ft. suite in a 3 story Medical Professional building (no parking fees). Seller works 4 days/wk, Endo 1 day/wk and 5 days of Hygiene. Fee for service. 100% Patient Referral. Computerized office with 2 Intra Oral Cameras & Digital X-ray. Over 50 years of Goodwill. Gorgeous office. Seller retiring from dentistry. Grossed \$1,205,168 for 2010. **A MUST SEE PRACTICE!!!** Property ID #4013.



# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**WHITTIER (GP)** - Fee for service practice with over 59 years of goodwill. Located in a 1,450 sq. ft single standing building with private parking. Building is available for purchase. Seller works 2 days/wk with 1 day of hygiene. Sees approximate 10 to 15 new patients per month. Practice consist of 4 eq. ops., 1 plumbed not eq. ops, with Dent Pro software. All together a very family orientated and relaxed practice with a comfortable feeling. Grossed approximate \$372, 846 for 2010. **BUYER'S NET OF \$120K.** Property ID #3931.

### ORANGE COUNTY

**ALISO VIEJO - PRICE REDUCED!!** Another great opportunity for a GP or Specialty office. This spacious build out of over 2100 sq. feet is selling Leasehold Improvements & Equipment Only. The practice was started from scratch in 2001 in a beautiful two story Professional Medical building. With 4 fully equipped ops, there is also another one that is not equipped but plumbed and ready to go. Additionally there are two private offices and a consultation room that could be used for an office manager. Contact your CPS Broker for more details on Property ID # 3751.

**ALISO VIEJO - PRICE REDUCED!!** Modern design Turn Key practice with great views and beautiful decor. 5 fully spacious eq. ops., 1 plumbed not eq., 2,600 sq. ft. suite located in a Medical Professional Building. Computerized with Eagle soft software, intra oral camera and digital x-ray. 5 days/wk practice with approx. 20 new patients/mo. Income source: 80% insurance & 20% cash. Seller will be relocating out of area. Property ID #3301.

**ALISO VIEJO (GP)** - Modern design office located second floor of a busy mall. Fee for service practice is open 5 days/wk with 3 days/wk of hygiene. Seller sees approximately 10 new patients per month. Office was established in 2004 and consist of 4 spacious computerized eq. ops., with Dentrix software, intra oral camera and digital x-rays. Has 2 additional ops., plumbed not eq. for future growth. Equipment is 5-6 years old. Grossed approx. \$711,804 in 2010. Must see!! Property ID #3981.

**GARDEN GROVE (GP)** - Turnkey practice with over 20 years of goodwill located in a one story free standing building with ample parking. Reasonable rent. This office consist of 1,200 sq. ft., 2 eq. ops., 1 plumbed not eq., with Dentist Mate software. 4 day per week practice and sees approximately 10-15 new patients per month. Income source: 30% insurance / 47% cash / 23% capitation. 100% patient referral. Grossed approximately \$178,748 in 2010. Easy freeway access. Great exposure, visibility and signage. Property ID #3988.

**IRVINE - PRICE REDUCED!!** Great opportunity for GP or Specialist!! Leasehold Improvements & Equipment Only. Office consist of 5 fully eq. ops., 1,450 sq. ft. suite located in a busy large shopping center. Approx. 1/2 mile away from 405 freeway. Near Valley College. Seller is relocating practice to a new office. Property ID #3401.

**IRVINE (GP) - PRICE REDUCED!!** Established in 1987 this practice is located in 3 story medical / dental building. Office consist of 3 eq. ops., with Data Team software. Absentee owner. Practice is open 6 days/wk with 1 day/mo of hygiene. 100% patient referral. Income source: 84% insurance / 15% cash / 1% Medi-cal. Collected approximately \$273,829 in 2010. **BUYER'S NET OF \$90K.** Easy access to the 5 freeway. Next to a busy shopping center. Property ID #3901.

**IRVINE** - Great opportunity for a Specialist!!! Leasehold Improvements & Equipment Only!!! Beautiful décor office is located in a Professional Medical / Dental building. Office consist of 4 spacious eq. ops., with great window views in a 1,393 sq. ft. suite. Excellent starter practice. Seller moving to a larger office. Property ID #3986.

**LAKE FOREST - PRICE REDUCED!!** Leasehold Improvement & Equipment Only. Modern design office with State-of-the-Art equipment. Practice is computerized and consist of 4 fully eq. ops., 2 plumbed not eq., intra oral camera and digital x-ray. Established in 2008. The office also offers a day spa and med spa. Note: Optional spa equipment can be purchased for \$100,000. Seller owns condo and may consider selling if the price is right. Great opportunity for a GP or Specialist. Property ID #3631.

**MISSION VIEJO (GP)** - Over 31 years of goodwill, this well established fee for service practice is located in a single story busy shopping center. Practice consists of a 1, 130 sq. ft. suite with 4 fully computerized ops., Dentrix software, intra oral camera and digital x-ray. Seller works 4 days/wk and sees approximately 10-12 patients/day. 100% patient referral. Grossed approximately \$518K in 2010. **BUYER'S NET OF \$180K.** Great location in busy street with excellent signage. Property ID #2061.

Web site: [www.calpracticesales.com](http://www.calpracticesales.com)

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Tina Ochoa, V.P.



# CALIFORNIA

## Specializing in the Selling

**ORANGE (GP) – PRICE REDUCED!!** Well established practice located in a single story medical center with 4 fully eq. ops., 1 plumbed not eq., in a 2,000 sq. ft. suite. Computerized office with intra oral camera, digital x-ray and Dentrix software. 4 days/wk practice. Income source: 80% insurance & 20% cash. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Property ID #3531.

**YORBA LINDA** - Turn Key practice located in a free standing building with heavy traffic intersection, excellent street visibility and good signage. Practice consist of 4 fully eq. ops., 3 plumbed not eq., newer equipment and fully computerized office with Easy Dental software. Seller works 2 days/wk and sees approximately 8-12 patients/day. Income source: 50% insurance and 50% cash. Grossed approx. \$262,878 for 2010. Motivated Sellers moving out of state. Great potential for a full time owner. Property ID #3711.

### RIVERSIDE & SAN BERNARDINO COUNTIES

**CORONA – PRICE REDUCED!!** Leasehold Improvement, Equipment & Some Charts!!! 4 fully eq. ops., 1 plumbed not eq., 1,592 sq. ft. suite located a busy shopping center. Computerized office with intra-oral camera. Seller leaving Healthy Family & Medi-Cal patient charts up to 21 yrs of age. Seller moving his practice to a new office. Practice has 12' ceiling ceilings, ceramic tiles in equipped operatories and waiting room and sound system in ceiling. Good street visibility with heavy traffic flow. Property ID #3431.

**HEMET (GP)** - Practice was established 30 years ago. Seller purchased office in March 2010. Since then Seller has accepted a position with the State. Seller currently works 1 day per week and has an Associate working 2 1/2 days per week. Located in a busy shopping center the office consist of 1,200 sq. ft., 3 eq. ops and 1 plumbed not eq. Income source: 25% insurance & 70% cash. Office is computerized with digital Easy Dent software and has newer equipment. Great location next to Home Depot. Great exposure. Beautiful Office. Property # 3851.

**MORENO VALLEY** - Price Reduction!!! Turn-Key practice in busy Ralph's shopping center. 3 fully eq. ops., 2 plumbed not eq. ops., 1, 650 sq. ft. suite located in a single story building. Computerized office with Camsight software, intra oral camera and digital x-ray. Approx. 1-3 year old equipment. Seller works 2 1/2 days/wk. Approx. 20 patients/mo. Income source: 80% insurance & 20% cash. Seller will be focusing on his primary office in Corona. Property ID #3311.

**MURRIETA (GP)** – Turnkey practice located in a prestigious stand alone building. This state of the art office consist of 6 spacious eq. ops., with Open Dental software, intra oral camera and digital x-ray. Seller works 3 days/wk and sees approximately 10-15 new patients per month. Fee for service. 100% patient referral. Must see!! Property ID # 4002.

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

**RANCHO CUCAMONGA** - Great opportunity for a GP or Specialist - Leasehold improvements & equipment only! Office consist of 6 equipped ops., 1,800 sq. ft. suite located in 2 story medical / dental professional building. Computerized office with digital x-ray and Dentrix software. Motivated Seller moving the practice to a new building. Property ID #3191.

**UPLAND** – Leasehold Improvements & Equipment Only! Practice located in a busy single story shopping center with great mountain views. Office consist of 3 eq. ops., with intra oral camera and digital x-ray. Great location. Equipment has been refurbished and upholstered. Easy freeway access. Motivated seller purchased building nearby. Great starter practice. Property ID #3982.

**VICTORVILLE (GP)** – Turkey office located in a 1, 512 sq. ft. single standing building with over 55 years of goodwill. **BUILDING FOR SALE.** Practice consists of 4 fully computerized eq. ops with Eagle Soft software and digital x-ray. Seller works 4.5 days/wk with 3 days of hygiene. Sees approximately 8-12 patients per day. Fee for service practice. 100% Patient referral. Great street exposure and excellent signage. Seller recently made improvements inside and out. Grossed approximately \$328,668 for 2010. Monthly average collections of \$25K. Property ID #3871.





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**PRACTICE FOR SALE** #3237 – Anaheim Hills – Group member wanted – Hi identity. GP has space to share with Specialist. Pedit/Ortho/Or ?. Call PPS (714) 832-0230.

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**UPLAND** (5) op comput. G.P. & Speciality Pract for sale. Free stand. bldg. Some newer eqt. Mixed pt. base w \$2K+/mos Cap Cks. 2010 Gross Collect \$527K+. Excell. opp. for G.P. who likes to do Endo. D&M Practice Sales 818.591.1401.

**Beautiful Encino office** Prime Location Seeking DDS to share space 2-3 days a week ddsofficesharespace@yahoo.com submit resume and cover letter.

**ENDODONTIC Practice for Sale** North San Diego County. Etab 28 yrs. 2 Ops equipped + 1 plumbed. Microscope. Immediate sale desired SDPS:760-599-7828.

**PRACTISE FOR SALE** IN DOWNTOWN LOS ANGELES- 3 OPS - INSIDE SHOPPING CENTER- \$200,000 CALL (949) 400-4677.

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**MONTEBELLO ORTHODONTIC PRACTICE FOR SALE** Private Ortho practice with 4 operatories in free-standing building—over 30 years goodwill – digital ortho/ceph – private insurance and cash only – 2010 collections of \$267,000 on 2 easy days/week– Dr. selling for health reasons Thomas & Fees Practice Sales (714) 544-4341.

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**LAGUNA HILLS** 3 Ops, Well Equipped! Practice Established Over 30 Years! Great Location! Asking \$150,000. Select Practice Services, 714-421-4407.

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**SAN DIEGO County Practice FOR SALE** 8 operatories, located in free standing building, 714-259-0501. Wiederman & Potter Premium Practice Sales.

**Legal Tip: Sellers** Can your C corporation avoid double taxation of your goodwill allocation? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**SW RIVERSIDE COUNTY, CA** Long established, 4 op GP with an excellent location in a growing community. The seller is relocating out of state. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

**“Richard had done a great job** The construction was done on time and on budget. The post construction services were good. The office is running smoothly without any major issue. I highly recommend Richard to build you dream office.” Dr. Vincent Wang. Please call Richard @ San Luis Builders for a quote and free design consultation, 626 358 3717 or visit [sanluisbuilders.com](http://sanluisbuilders.com).

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## FEATURED LISTINGS

### **CENTRAL SAN DIEGO - *New Listing!***

Long established, consistently growing 3 op GP in an easily accessible professional building.

### **SAN DIEGO - PERIODONTAL PRACTICE**

Vibrant, 4 op perio practice primarily treating periodontal disease. Opportunity for growth by adding implant services.

### **SOUTH ORANGE COUNTY**

Attractive, 4 op GP in an easily accessible location with ample parking just off of a major freeway. Upper income, loyal patient base.

### **TORRANCE**

GP in a clean, efficient 1,200+ sq ft office with 2 equipped and 2 unequipped ops. The dentist working primarily one day a week.

### **NORTH SANTA BARBARA COUNTY**

Four operatory (3 equipped and 1 plumbed/unequipped) general dental practice located in a medical complex.

### **BAKERSFIELD**

Busy, GP in a popular commercial area. The practice has room for growth with 3 equipped ops and 2 plumbed/unequipped ops.

### **S.W. RIVERSIDE COUNTY**

Nicely appointed, well established, 4 op GP in a busy community. Situated in an easily accessible professional building.

### **LANCASTER *Price Reduction!***

Long established, 4 op GP with an excellent location in a professional complex. Strong patient base developed over 34 years.

### **LOS ANGELES (Endo) *Price Reduction!***

4 op, long established endodontic practice. Located in an easily accessible professional building next to a major intersection. .

### **KERN COUNTY - *Price Reduction!***

Well established, 6 op GP with a great location for the dentist desiring a rural lifestyle in a friendly community. Amazing growth potential.

### **LAS VEGAS, NEVADA**

Thriving and efficient GP with an easily accessible location. Annual collections \$900,000 with phenomenal cash flow.

### **ARIZONA PROSTHODONTIC PRACTICE**

8 op prosthodontic practice in affluent, desirable location. 2010 collections over \$1,367,000.

### **WASHINGTON STATE INLAND EMPIRE - *New Listing!***

Beautiful, 6 op (5 equipped/1 unequipped) GP in an attractive building and busy location. Over 28 years of Goodwill.

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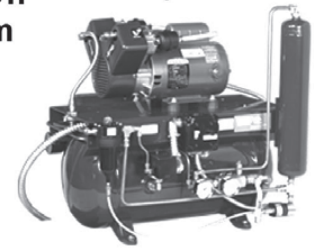
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- **BIG BEAR CITY:** For Sale-General Dentistry Practice. 26 years at current location. Gross Receipts \$428K. 3-equipped operatories. Doctor owns the building. New lease available or option to purchase. #14345
- **FOLSOM:** For Sale-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops, Digital, Dentrix, Intra-Oral Camera, Laser, 5+ year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
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- **GRASS VALLEY:** For Sale-General Dentistry Practice. 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Intra-oral camera, Diagondent, EZ Dental Software. Good Location. Owner retiring. #14337
- **GREATER CHICO:** For Sale-General Dentistry Practice. Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring.
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- **GREATER SACRAMENTO:** For Sale-Pediatric Practice. 2010 GR of \$1,095,914, with a 45% overhead. Pediatric oriented practice with 2,600 sq. ft. Digital office with Dentrix. Equipment is nine years old. Delta Premier is only insurance. Owner retiring. #14349
- **IRVINE & COSTA MESA:** For Sale-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrix.
- **LAGUNA NIGUEL:** For Sale-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** For Sale-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral camera, Pano, and Data Con software. Owner to retire. #14338
- **LIVERMORE:** For Sale-General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq. ft. office space. Dentrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **LOS ANGELES:** For Sale-General Dentistry Practice. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire. #14348
- **LOS ANGELES:** For Sale-General Dentistry Practice: This practice 80% Dental and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$709,000. 6 equipped tx rms, laser, Intra-Oral camera Pano and Ceph. Call for details. #14319
- **MODESTO:** For Sale-General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrix, Cerec, and Intra-Oral camera. Owner to retire. #14308
- **NAPA:** For Sale-General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$270K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days. 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- **NEWPORT BEACH:** For Sale-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops, in 1,450 sq. ft. Pano & Practice Works software.
- **NORTHERN CALIFORNIA:** For Sale-Pediatric practice. Owner has operated in same location for 22 years. Approx. 1,760 active patients, 1,160 sq. ft., Panoramic X-ray, Dexis Digital and Dentrix software in this 5-chair office. 2010 Gross Receipts \$610K. Owner retiring. Call for details. #14322.
- **NORTHERN FRESNO:** For Sale-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operatories. Dentrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
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- **PALM SPRINGS:** For Sale-General Dentistry Practice. Fee for Service. Gross Receipts \$282K with adjusted net income of \$157K. 1,280 sq. ft., 3 equipped operatories. Intra-Oral camera, Pano, Practice-NEB software. Doctor willing to transition by working 1-2 days a week. #14332
- **PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO:** For Sale-General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1, 806 sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- **ROCKLIN:** For Sale-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 4 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral camera, Dentrix software. Owner to retire.
- **ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital Panoramic camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO/ROSEVILLE:** For Sale-One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- **SAN DIEGO:** For Sale-General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$185,645. PPO and Fee for service practice. #14315
- **SAN DIEGO:** For Sale-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate.
- **SAN DIEGO:** For Sale-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- **SAN DIEGO/CITY HEIGHTS:** For Sale-General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, Panoramic X-ray, Intra-Oral camera, in this 3-chair office. #14321
- **SANTA BARBARA:** For Sale-General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- **SAN LUIS OBISPO:** For Sale-Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views.
- **SANTA CRUZ:** For Sale-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring.
- **TORRANCE:** For Sale-General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brian System, and Camsoft software in this 2 equipped, 3 available-chair office. Gross Receipts \$434K with 38% overhead. Owner relocating. #14320
- **TURLOCK:** For Sale-General Dentistry Practice. 2009 Gross Receipts \$2,728,319 with an adjusted net income of \$925,251. 13 days of hygiene in this tastefully decorated 3,500 sq ft office space. Owner is retiring from clinical dentistry.
- **VISALIA:** For Sale-General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$330K. Office is 1,380 sq ft with 3 equipped operatories, Intra-Oral camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

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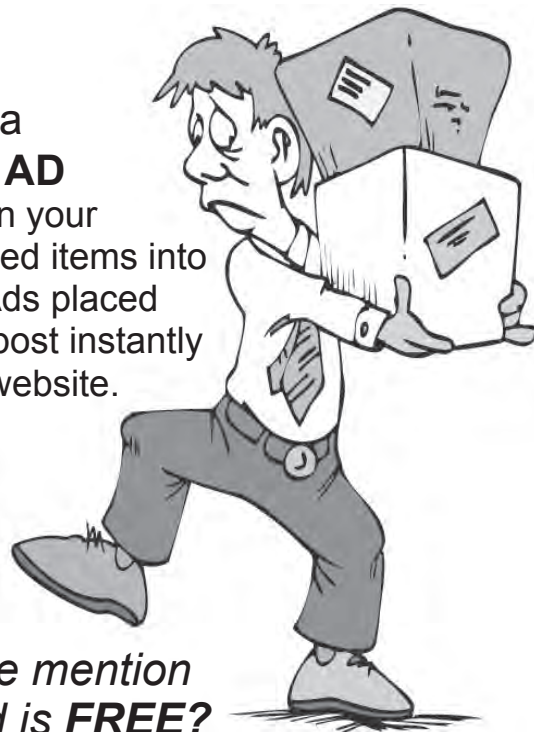
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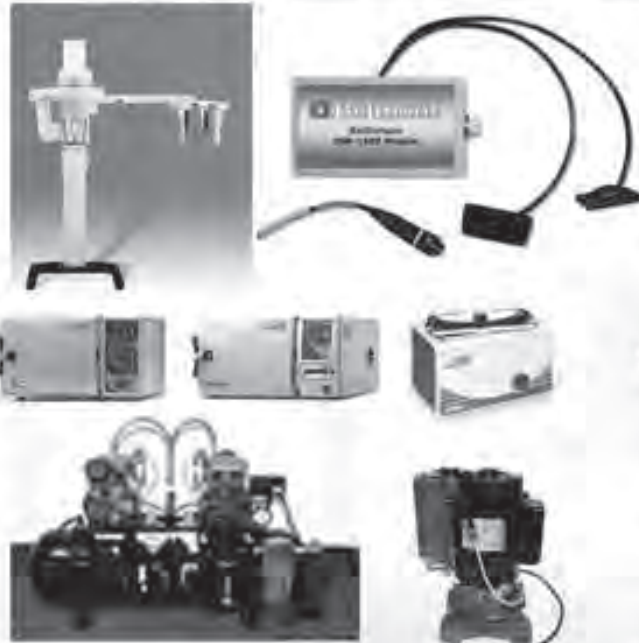
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# READER AD FORM FOR DENTIST & STAFF ONLY

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at:  
www.thedentaltrader.com or Fax: 949-498-1198**

Type or print ad copy clearly: \_\_\_\_\_

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This ad is for (check one):  So. Calif.  No. Calif.  So. & No. Calif.

### Reader Ad Rates:

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  - All Bold Type: Add \$10. ....(add option: \$10) \_\_\_\_\_
  - All Bold Type with Bold Border: Add \$15. ....(add option: \$15) \_\_\_\_\_
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**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc) **For Commercial Reader Ad Rates**, (to promote a business) please use form below.

**Ads accepted by fax until the the 1st of the month. Ads submitted online accepted until the 7th of the month**

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- 5999 - Pleasanton - Adjacent to Hacienda Business Park. 2011 tracking \$900k. Digital radiography with computers in Ops. Great visibility.
- 6000 - Millbrae. Completely digitized and computerized. Impeccable suite. 2010 collected \$720k. Profits topped \$370k
- 6002 - San Jose's Evergreen Valley - Filipino Practice. Long established practice housed in new building and suite. Busy Hygiene schedule. 2011 tracking \$850k. Strong Profits.
- 6003 - Pinole's Appian Way. Collected \$710k in 2010. Excellent recall system, busy Hygiene Department.
- 6004 - San Jose's Santa Teresa Area. Beautiful 3 Op office. \$200k invested here. Digital paperless. Opened 11/09, fast growing practice shall collect \$340k+ in 2011.
- 6005 - Fairfield - West of I-80. Generates \$500k/yr on Owner's 2.5 day week & 2 day of Hygiene. Attractive office. Shall do better with more attention.
- 6006 - Stockton - Beautiful office near West Hammer & Lower Sacramento. Busy retail location. 4 Ops, digital radiography, computer charting. No goodwill.
- 6007 - Livermore - Centrally located. Housed in free standing bldg. 2010 topped \$400k in collections. 4 Ops, paperless charting and digital radiography.
- 6008 - Mendocino Coast - Located in desirable cultural haven on ocean. 4 days of Hygiene. Owner works 3 day week. \$675k+ revenue performer. High tech office. Great lifestyle.
- 6010 - Berkeley's Alta Bates Medical Village - Collections averaged \$435k/yr last 2 years. Shared office arrangement generates \$10k+/mo in additional revenue. 2011 enjoying spike in performance.
- 6011 - San Jose - West of I-280. Long established practice off Saratoga Avenue. Has averaged \$400k per yr in collections. 3 Ops in 1,000 sq. ft. suite.

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- 3164 - GP. Temecula/Murrieta area. Currently collecting \$30k/mo. Ins & cash only. 1,700 sq.ft., 5 Ops. Located in shopping center with AAA tenants. F.P. \$385,000. Super Bargain. Best Buy.
- 3193 - Palm Desert. Grossing \$400,000+. Great Location.
- 3226 - Corona - New Hi identity. New shopping center. Grossing \$400k. HMO \$3k - \$4k/month and growing. 4 Ops room for more. Bargain price.
- 3227 - Orange County. Beach city. GP. Grossing \$1,200,000 plus. Est 35 yrs. Referred out \$250k Endo, \$100k in OS and \$300k in Ortho. Seller will stay to assist in smooth transition.
- 3237 - Anaheim Hills - Group member wanted. Hi identity. GP has space to share with Specialist. Pedo/Ortho/or?
- 3240 - Redlands -GP Est-5 Ops. Shopping ctr. Great lease.\$1.00 sq. ft. FP\$285k
- 3245 - Arcadia/Monrovia area. Location only. Million dollar location. 2,500 sq.ft. with 8 Ops, 4 equipped. Very busy shopping center. FP \$150k
- 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800,000 in hi identity shopping ctr. Available now @ \$200k
- 3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$270k in '09. 1,800 sq.ft. 5 Ops equipped. Low rent
- 3251 - Anaheim. GP Estb. 1,700 sq.ft. rent \$2,400. Est 1967. Conservative Senior. Gross \$240k. FP. \$150,000.
- 3270 - Downtown - Beautiful 3 Op office in prestigious area of downtown. Ultra modern. Gross \$500,000 your first year.
- 3273 - Downtown - Alvarado - Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing bldg. Grosses \$400,000 Part time.

ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA

- 3271 - Costa Mesa - Hi identity office. 1,400 sq.ft., 4 Ops, Pelton crane. 5th Op plumbed. Seller grossed more than\$1 million in past. Proven location @ \$135,000.
- 3279 - Tustin - 2,000 sq.ft. Hi identity building. 4 Lighted corner. 65,000 autos plus per day. Make entire bldg your dental sign. F.P. \$1,250,000
- 3280 - Indio - 4,6000 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand.
- 3281 - Yucca Valley - Hi identity(huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. F.P. \$110k
- 3282 - Palmdale/Lancaster - GP. New shopping ctr. 4 yrs. Near 90 million ffs. New Hospital was doing \$600k. Now \$350k by Absentee Seller.
- 3283 - Palmdale/Lancaster- Hi growth area.GP Gross \$1.5 mil.FFS. Net 40% +
- 3286 - Riverside - GP Est 30 yrs. 4 Ops. Gross \$450k. Low overhead. Rent only \$1,600/mo. Full Price \$350k. Make Offer
- 3287 - So. CA. \$6,000,000Practice. Est. 25 yrs. Prestigious Hi identity location. 12,000 sq.ft. \$1.00/per sq.ft. \$30k Cap/mo. Requiring substantial net work. Nets \$1 million plus. Approx. 800 Implants.
- 3288 - Bakersfield area - Gross \$900k, net \$400k. 4 Ops. Cash, Insurance, few PPO's. Low overhead. Rent only \$2,500. Free standing bldg, includes \$60k A/R. Full Price \$650k
- Riverside/Corona - HMO - \$5k. Union \$100k. Gross \$850,000 in 5 Ops. Full Price \$850,000 + Growing. Low overhead. Rent \$2,100. Net \$350k.
- 3290 - Fillmore - GP -Hi identity location. 5 Ops, Beautiful. F.P. \$385,000
- 3291 - Pacific Beach - San Diego. GP Established many yrs. Shares bldg. Seller Grosses near \$400k in 2 1/2 days with \$200k profit. 3 Ops.
- 3292 - Covina - Free Dental Practice with \$800k. 3,700 sq. ft. Professional Building.
- 3293 - Indian Wells. Gross \$440k part time, 3 days. Seller commutes from distant area. 1,600 sq.ft. 5 Ops fully equipped. 5 X-ray heads. Rent \$3,000. 3 days of hygiene. Beautiful facility. Great staff. FP. \$330k
- 3294 - Orange - Gross \$40k/mo. 5 Ops. Beautiful Dental office for 20 yrs, Seller 1 yr. Seller will assist in transfer. Full Price \$250k

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Wanted - G.P.'s in all areas. Get excited & build new practice in high growth area.

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### **June 26, 2011: Endo's Latest Treatment Options**

**and Materials** *Dr. Robert Salehrabi is Associate Professor of Clinical Endodontics at USC & recipient of the International Endodontic Federation Research Award; Dr. George Bogen is Past President of the Southern California Academy of Endodontics and a Diplomate of the American Board of Endodontics.*

### **July 10: Cosmetic Dentistry in Your Current Practice**

*Dr. Gary Radz is Associate Clinical Professor at the University of Colorado, while in private practice focusing on cosmetic dentistry.*

### **Aug. 21: What's Hot and Getting Hotter in Today's Restorative Dentistry**

*Dr. Howard Glazer is Past President of the Academy of General Dentistry, a former professor and is the Deputy Chief Forensic Dental Consultant to the NY Office of Chief Medical Examiner.*

### **Sep. 11: Intro to Adding Ortho to Your**

**Current Practice** *Dr. Kenneth Carver, US Dental Institute lecturer on orthodontics, who has helped thousands of GPs incorporate non-complex orthodontic treatments into their practices.*

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