

THE Dental Trader

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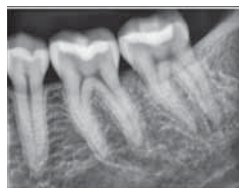
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HYGIENIST needed for a general dental office in culver city. part time. call 3104531484.

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FRESNO COUNTY

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

KERN COUNTY

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

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

BAKERSFIELD #26 - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eqt'd with a (5) op G.P. turnkey dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of dental goodwill. **NEW**

LOS ANGELES COUNTY

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

BALDWIN HILLS - Leaseholds with some equipt and approx. 325 active charts. (3) op p.t. starter G.P. located in a Professional Bldg. Very low overhead office & very affordable sales price. Cash/Ins/PPO & Denti-Cal. pts. 2012 Gross Collect \$60K very p.t. **NEW**

HACIENDA HEIGHTS #1 - BACK ON THE MARKET & REDUCED TO SELL for less than build out costs! (2) op p.t. G.P. located in a shop ctr. w exposure & signage. Low overhead office w high net! Cash/Ins/PPO pts. Gross Collect \$140K p.t. Seller retiring. **SOLD**

SOUTHGATE - (6) op computerized turnkey dental office in a store front on the corner of a major thoroughfare. Exposure/visibility & signage. Newly refurbished and equipped. Area of many walk-ins. Office has been a dental office for many many years. DDS to population ratio of 1 per 3,008! Partnership dissolving. This is a great opportunity! All the work has been done. Just step in and start doing dentistry. **NEW**

So. PASADENA - EMERGENCY SALE! SELLER PASSED AWAY! (5) op comput. G.P. Newer remodeled office & some newer equipt. Fee for Service practice. (8) days of hygiene/wk. 1,500 + active patients. Digital x-rays & central nitrous. 2012 Gross Collect \$1.2M+. 40 years of Goodwill. **SOLD**

TOLUCA LAKE - Great startup opp. or second office! (4) op comput. G.P. (2) ops eqt'd w new eqt. (2) add plumbed. Digital x-ray. Located in a free stand. duplex bldg. on a well known main thoroughfare. Cash/Ins/PPO/HMO pts. \$1K/mos cap ck. Collect approx \$10K/mos on (1) day/wk. Seller to concentrate on other office. **NEW**

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

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

ORANGE COUNTY

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RIVERSIDE COUNTY

CORONA - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: extensive art work, soft colors, french provincial waiting room furniture, free stand. waterfalls, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Production of \$1.2M on a (4) day week. Owner/Doctor health compromised. **NEW**

SAN BERNARDINO COUNTY

Room for Your San Bernardino 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.**

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

VENTURA COUNTY

CAMARILLO #3 - (3) op computerized G.P. located in a large strip center with signage. On a main thoroughfare. There are (2) ops eqt'd with older eqt'd & a pano. The 3rd op is plumbed. Mostly Fee for Service with a small % of PPO's. No HMO and No Denti-Cal! 2012 Gross Collections were \$131K+ on a part time schedule. Excellent starter practice or a buy and combine opportunity. Low overhead office and a sales price much lower than build out costs! Seller retiring. Will go fast! **NEW**

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CARMEL MOUNTAIN/PENASQUITOS—**JUST LISTED!!** This **GENERAL** Practice has 3 Ops and is situated in a strip center. Cerec and Laser included.

LA JOLLA—**NEW LISTING!!** Smaller **GENERAL** Practice situated in well-known, attractive Prof Bldg. Close to fwy 5 and UCSD. 2 Ops. Nicely appointed office.

LA MESA—**NEW!!** Well-established (40 yrs) **GENERAL** Practice in Prof Bldg along busy thoroughfare. 4 Ops, ADEC cabinets and units. Digital Pan and 1 digital X-Ray.

OCEANSIDE—**NEW!! OFFICE CONDO FOR SALE.** Situated in Medical-Dental Bldg., next to Tri City Hospital. Approx 1980 sq. ft. Lots of natural light!

TEMECULA—**NEW LISTING!!** **GENERAL** Practice estab 2008. **BEAUTIFUL** Office with high-end improvements. 5 Ops (3 equipped) in 1750 sq. ft. Busy, upscale retail center. Digital X-Rays, Pan-Ceph. Approx 70% PPO, 30% Cash.

SAN DIEGO—**NEW!!** Dental Facility available. Leaseholds and Equipment. Situated in strip center on Major Thoroughfare.

SAN DIEGO—**JUST LISTED!!** Situated in a Prof Bldg, this **GENERAL** Practice has 4 equipped Ops in 1300 sq. ft. Located on corner of busy intersection.

VISTA—**FOR LEASE.** Approximately 2650 sq. ft. of divisible ground floor space. Situated in highly visible medical-dental bldg. along highway 78. Previously occupied by dental practice. Generous tenant improvement allowance, flexible terms and affordable rental rates.

OCEANSIDE/CARLSBAD—**PERIODONTAL PRACTICE.** Long-established Insurance and Cash practice. Doctor practices 2-3 days/wk. Situated in freestanding building on very busy thoroughfare. Excellent lease.

CARLSBAD—**FOR LEASE.** Fully built-out dental office situated in 2-suite Dental Bldg. Approx. 1700 sq. ft. with lots of windows. 4 Ops. Very spacious office!!

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Featured Practices for Sale

BAKERSFIELD / KERN CTY – Absentee operated practice. Free standing/single user building. 4 ops fully equipped. Revenues of \$25k/mo on part-time schedule. Office does no promotion or advertising. No credit / no problem -- seller financing available!.

BEVERLY HILLS – Over 20 years of goodwill. Owner retiring. 3 Ops. Most specialty procedures referred out. Private patients only. Revenues over \$28/k month on part-time schedule. Transition available. All inquiries to be screened by seller.

LOS ANGELES – Long-estab. private practice with over 40 yrs of goodwill!! Downtown hi-rise location. Remodeled. Beautifully equipped office with 3 ops. Low overhead. Disability forced sale. Transition available.

LOS ANGELES (near LAX) – Location, Location, Location!! Large pole sign. Busy street w/huge auto traffic volume. Free standing/single user building. Fully remodeled - 4 Ops w/Digital x-rays. Superb website. Revenues of \$20k/mo.++

RANCHO CUCAMONGA – Long-established private practice. Office does no promotion. Monthly revenues of \$30k/month. 4 ops. Nice design and modern appearance. Seller working limited sched.; willing to assist in transition.

OXNARD (proximity) - Hispanic area. 1st floor practice with large sign. Over 15 yrs of goodwill. 5 modern ops fully equipped. Revenues exceed \$35/k month on part-time basis. Low overhead. Priced right.


SAN FERNANDO VALLEY – Store-front location with street visibility. Busy traffic street. Good street parking. Nicely equipped with 3+ ops and private office. Low rent rate. Seller retiring. Revenues of \$40k/month with no promotion.

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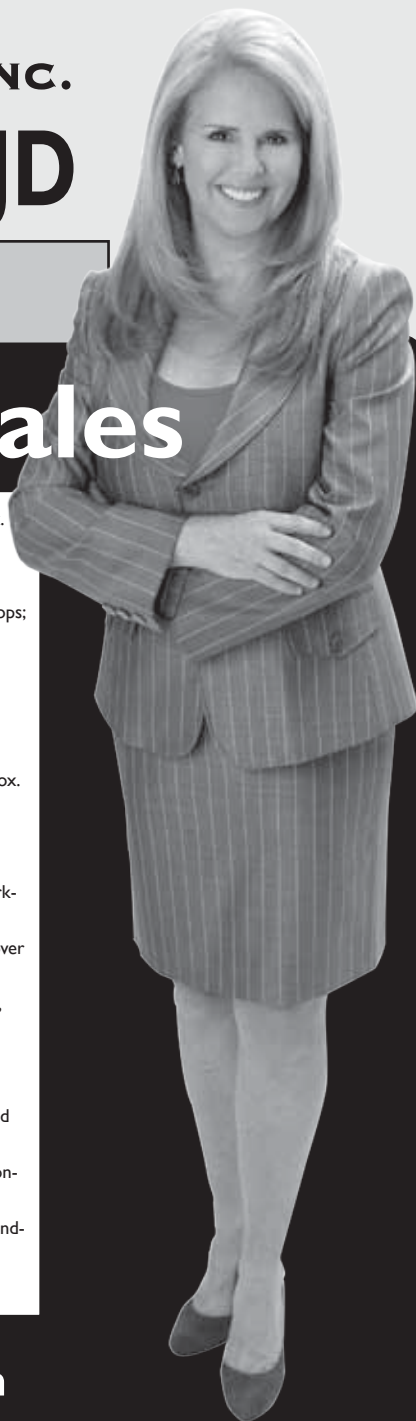
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MORENO VALLEY GENERAL PRACTICE FOR SALE: Established for over 20 years, this office collects \$500,000 per year on four days per week with a net income of over \$200,000 per year. No Denti-Cal and no capitation. 3 1/2 days of hygiene per week and 15 new patients per month with no advertising. The office has 3 fully equipped operatories plus 2 additional operatories that are plumbed but not equipped. Seller is retiring. Asking \$385,000.

RIVERSIDE GENERAL PRACTICE FOR SALE: Seller is retiring after 30+ years of practice. The office is located in a shopping center with excellent visibility although the Seller does no marketing of any kind. The practice collects over \$165,000 per year on three days per week with one and one-half days of hygiene per week. Seller refers out all endo, all perio, all pedo, all ortho and most oral surgery. Three equipped operatories. Motivated! Asking \$92,500.

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THOUSAND OAKS FEE FOR SERVICE PRACTICE FOR SALE: Newer office has three equipped operatories with very good quality equipment and leasehold improvements. Digital x-rays, fully computerized and capable of being paperless. Located in a retail building, this practice has potential to grow with marketing. Currently collecting \$160,000 per year on two and one-half days per week. Asking \$185,000. – **SOLD**

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

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

EAST LOS ANGELES COUNTY ENDO PRACTICE FOR SALE: The office consists of 5 equipped operatories with 3 Zeiss microscopes. The practice collects \$400,000/year on 3 days per week. 70% of the production is from RCT, 25% from endodontic surgery and 5% from pulp caps. Seller has done no personal promotion for several years and is not willing to start now. Motivated. Call for details.

WESTLAKE VILLAGE GENERAL PRACTICE FOR SALE: Consistently collects \$650,000 per year with a net income of \$250,000 per year. Seller refers out all endo, all perio, all pedo, all ortho, and all oral surgery. 6 days of hygiene per week. 3 equipped operatories with digital x-rays and full computerization. Great building! No advertising, no weekends, no evenings, no HMO and non Denti-Cal. Asking \$576,000.



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To: Kurt SKARIN, J.D., Ph.D.
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Dear Kurt,

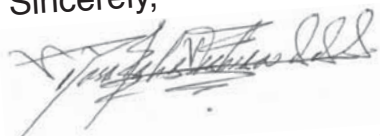
I want to express my deepest gratitude to you for your excellent service. You sold my practice in a month and took care of everything!

You found me the buyer, wrote a very fair contract for both parties, negotiated the termination of my lease (which had been a major stressor for me in this economy) and advised me on a multitude of issues that accompany the sale of a practice.

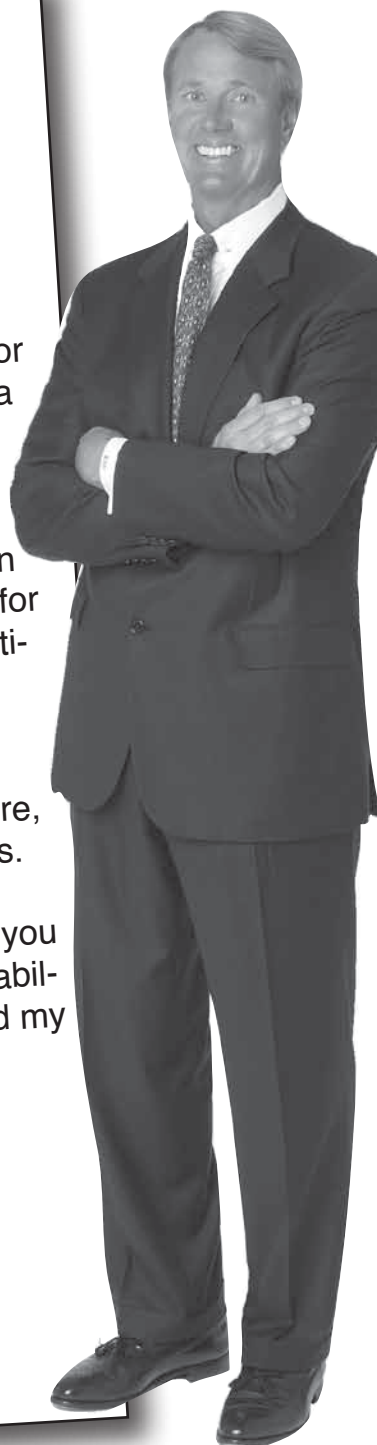
You were the tugboat pulling me safely to shore, avoiding the reefs, sandbars and rogue waves.

Thank you again, I will definitely recommend you for your professionalism, efficiency and availability and, what I appreciated most, you lowered my stress with your calm composure.

Sincerely,



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VALLEJO DENTAL PRACTICE FOR SALE #H728VSC – Gross ~\$650K. Excellent visibility. 4 ops, 1,500 sf. Shopping Ctr.

OAKLAND STARTER PRACTICE FOR SALE – Asking \$49K. 5 eq. ops. Renovated 2 yrs ago. ~1,932 sq. ft. in Prof. bldg.

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SAN JOSE PRACTICE FOR SALE #612SJ – Starter Practice. ~1,200 sq. ft., 2 ops, 1 add't plumbed. Good visibility.

RIVERSIDE DENTAL PRACTICE FOR SALE #131RS – Gross ~\$300K. 3 fully equipped ops, 1 additional plumbed. ~1,200 sq. ft. Located in busy retail center on major intersection. Good visibility & exposure. Easy access to Fwy 91.

FRESNO DENTAL PRACTICE FOR SALE #1813F – Excellent visibility. ~2,000 sq. ft., 3 eq. ops, 2 additional plumbed.

PISMO BEACH DENTAL PRACTICE FOR SALE #221GB – Gross over \$1 Million. Net ~\$600K. ~2,400 sq.ft. 4 fully equipped ops, 2 additional plumbed. Located in a small strip mall. Good signage & visibility. PPO & Fee for Services.

WHITTIER DENTAL PRACTICE FOR SALE #130WCC – Gross ~\$390K. GP with 3 fully equipped ops located in strip mall on major intersection. Good signage & visibility from street. ~1,000 sq. ft. Close to anchor stores. No HMO.

LONG BEACH DENTAL PRACTICE FOR SALE #224LB – 5 fully eq. ops. Located in shopping center with major anchors.

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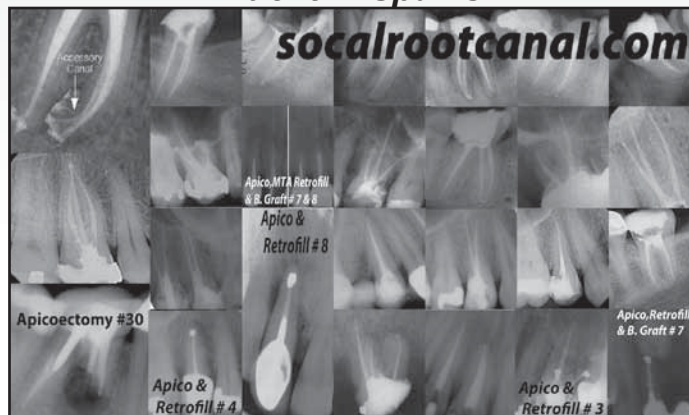
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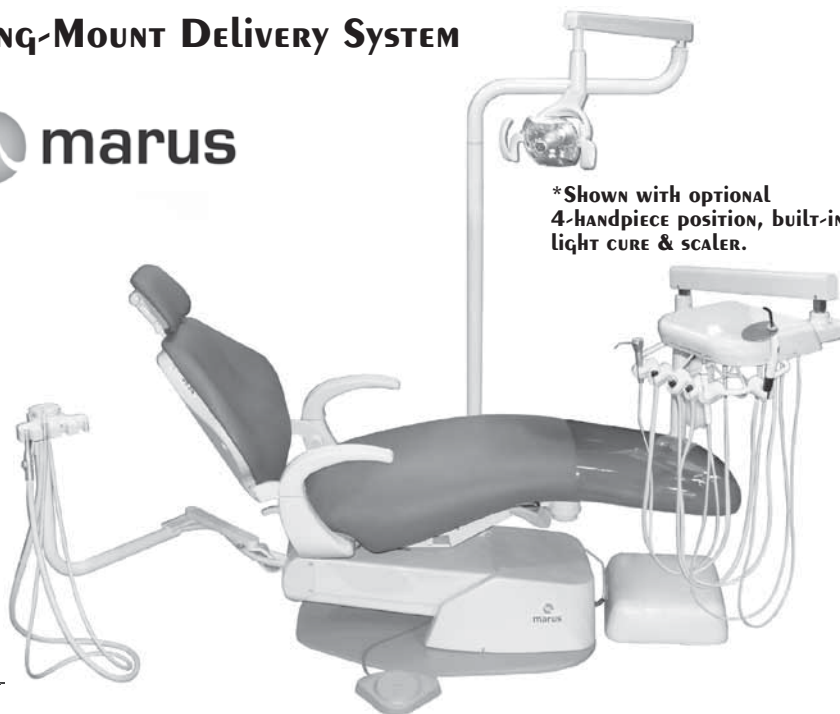
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LOS ANGELES (GP) - Well designed practice in strip shopping center with 5 fully eq. ops in a 1,300 sq. ft suite. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrux software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 20 year of Goodwill. Corner location with heavy traffic flow and great street visibility. Please contact your CPS Agent for more information.
Property ID #2771.

NEWPORT BEACH - Leasehold Improvement & Equipment Only - Great opportunity for a GP or Specialist!! Practice is located in a two story medical / dental building with ample parking and near Hoag Memorial Hospital. Consists of 3 equipped operatories, lab room, sterilization area, storage room business office, and private office in a 1,000 sq. ft. suite. Has reasonable rent for the area. Motivated seller has outgrown the location and moving the bigger office nearby. Call your CPS Agents for more details. **Property ID # 4325.**

SAN DIEGO (GP) - This practice located in a free standing building corner location with its own private parking lot with great street visibility and heavy traffic flow in a hub center for medical facilities and located near several hospitals and within a few hundred yards from the freeway. The building only has two tenants, the other being the building owner that is a Pedodontist. Established over 5 years ago and consists of 4 equipped operatories with Dentrux software and digital x-ray in 2,076 sq. ft. suite. Motivated seller is working 4 days/wk with 1 day of hygiene. Grossed approximately \$471,472 in 2012 with Monthly revenues of approximately \$39,000. Contact your CPS Agent for more information on this modern designed office.
Property ID #4279.

TARZANA (GP) - Well established practice with over 28 years of goodwill. Fee for service. Motivated seller work 4.5 days / wk, Associate 2 days/w and with 3 days/wk of hygiene. Consists of 8 fully equipped operatories and 2 plumbed not equipped operatories with Dentalsoft software in a 3,000 sq. ft suite. Grossed approximately \$675K in 2012. Contact your CPS Agent for more information. **Property ID #4313.**

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GREATER LOS ANGELES COUNTY

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

HUNTINGTON PARK - (GP) – Absentee Owner. Established in 2008 this practice is located in a 2 story free standing building. Corner location with heavy traffic flow. Private parking. Near residential area. Across the street from a Church. Motivated seller will be moving out of state. Practice consists of 4 equipped operatories in a 1,700 sq. ft. office. Some Cap and Denti-cal. Please contact your CPS Agent for more details. **Property ID #4295.**

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

LOS ANGELES (GP) - Well designed practice in strip shopping center with 5 fully eq. ops in a 1,300 sq. ft suite. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrux software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 20 year of Goodwill. Corner location with heavy traffic flow and great street visibility. Please contact your CPS Agent for more information. **Property ID #2771.**

NORTH HOLLYWOOD (GP / ORTHO) - With over 14 years of goodwill, this practice is located in a Two Story Multi-Use Professional Building. Right off the freeway. Corner location with ample parking. The plaza has heavy traffic flowing from the surrounding restaurants and retail areas. With excellent street visibility, there are actually two sides of the building that offers signage to be observed from both major cross streets where the practice resides. The office consists of 4 equipped operatories with Ortho software and was recently painted and remodeled. Seller works 3 days/wk and Associate 1 day/wk. See approximately 16-18 new patients per month and approximately 4-5 new starts per month. Fee for service. There is approximately 50% Ortho. Seller has agreed to associate back into the office to complete the Ortho cases 1x/mo. Grossed approximately \$383,889 for 2012 with Monthly revenues of approximately \$32,000. Buyer's net of \$133K. Motivated Seller will be pursuing her career in lecturing around the world. Call us now for more information. **Property ID #4265.**

REDONDO BEACH – Leasehold improvement and Equipment only!! Great opportunity for a Specialist. Practice consists of 3 spacious quipped operatories, sterilization / lab combo, dark room, business office and private office in an 890 sq. ft suite. Located in 4 story building and assigned to 3 parking spaces. Price for immediate sale. Call your CPS Agent for more details. **Property ID #4309.**

SANTA MONICA (GP) – Fee for service practice located in a 4 story medical/dental building with heavy traffic flow. Well established office with 30 years of goodwill. Consists of 3 equipped operatories in a 1,050 sq. ft suite. Retiring seller is working 4.5 days/wk and sees approximately 10-15 new patients/mo. Remolded 3 years ago. Grossed approximately \$282,018 in 2012. Buyer's net of \$88K. Contact your CPS Agents for more details. **Property ID #4297.**

TARZANA (GP) – Well established practice with over 28 years of goodwill. Fee for service. Motivated seller work 4.5 days /wk, Associate 2 days/w and with 3 days/wk of hygiene. Consists of 8 fully equipped operatories and 2 plumbed not equipped operatories with Dentalsoft software in a 3,000 sq. ft suite. Grossed approximately \$675K in 2012. Contact your CPS Agent for more information. **Property ID #4313.**



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VALENCIA – Leasehold Improvements Only!! – Beautiful office with 6 plumbed not equipped operatories in a 2,400 sq. ft. suite. Located in a busy shopping center blocks from Magic Mountain. Dental spa atmosphere. Across the street from brand new apartment lofts. Excellent opportunity for a start-up or a multi specialty office. Sellers bought building nearby. Don't miss this opportunity, please contact your CPS Agent for more details. **Property ID #4321.**

WEST HOLLYWOOD (GP) - This modern designed office is on the top floor with the best view facing the Santa Monica Mountains and the Trousdale Estates area. Motivated seller works 4 days/wk with 3 days/wk of Hygiene. 100% CASH. 100% Patient Referral. Well established practice with over 48 years of goodwill. Consists of 3 spacious fully eq. ops, with MAC Practice software, digital x-ray and intra oral cameral in a 1,000 sq. ft. suite. Monthly revenues of approximately \$81K/mo. Grossed over \$1M in 2012. BUYER'S NET OF \$374K. Seller relocating out of state. Call your CPS Agent for more information! **Property ID #4153.**

ORANGE COUNTY

HUNTINGTON BEACH (GP) – Modern designed practice located in a one story shopping center with excellent signage and street visibility. Practice consists of 3 fully equipped, 1 plumbed not equipped with Eaglesoft software in a 1,280 sq. ft. suite. Motivated seller works 3 days/wk and sees approximately 15-20 new patients/mo. Income source: Cash / Insurance / Some Capitation. Grossed \$246,559 in 2012. Monthly revenues of approx. \$22K/mo. Has approximately 14 years of goodwill. Call your CPS Agents for more details. **Property ID # 4317.**

HUNTINGTON BEACH (GP) - Established in 2005, this practice is located in a 2 story professional building with lake and fountain surrounding the building. Has full service lease with security on site. Practice consists of 3 fully equipped operatories with Dentrix software in a 1,650 sq. ft. suite. Motivated seller works 5 days/wk with 1 day/wk of hygiene or when needed. Income source: Insurance / Cash / Capitation. Sees approximately 14 patients/day. Grossed \$670,130 in 2012. Seller is relocating out of state. Call your CPS Agent for more details. **Property ID #4327.**

LAKE FOREST - Leasehold Improvements, Equipment & Some Charts! Priced Reduced! Established in February 2011, this office is located in a single story busy shopping center. Dental practice shares the suite with a Medical clinic. Good source of new patient referrals. Excellent traffic flow and visibility. Practice consists of 3 spacious eq. ops, 1 plumbed not eq. in a 1,200 sq. ft. of a 2,500 sq. ft. suite. Seller's work 2 days/wk and see approximately 7-8 patients per day. Fee for service. Motivated Sellers have other practices in the Inland Empire. Great starter opportunity! Price for immediate sale. Call us now for more details. **Property ID #4123.**

MISSION VIEJO (GP) – Priced Reduced! Located on the edge of a prestigious shopping center in a professional medical building, this Practice is surrounded by anchor tenants such as Walgreens, Claim Jumper Restaurant and Sprouts Farmers Market. This well constructed, modern, office is being listed for a fraction of what the seller invested. Completely digital, the office is seamlessly integrated with Dexis software. Large floor-to-ceiling windows supply plenty of natural light. Rent for the area is quite reasonable. The Practice has three plumbed and equipped operatories should you decide to add specialties. The seller is very personable, is easy to work with and desires a smooth transition. Call your CPS Agents for more details. **Property ID # 4303.**

NEWPORT BEACH – Leasehold Improvement & Equipment Only – Great opportunity for a GP or Specialist!! Practice is located in a two story medical / dental building with ample parking and near Hoag Memorial Hospital. Consists of 3 equipped operatories, lab room, sterilization area, storage room business office, and private office in a 1,000 sq. ft. suite. Has reasonable rent for the area. Motivated seller has outgrown the location and moving the bigger office nearby. Call your CPS Agents for more details. **Property ID # 4325.**

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

ORANGE - Leasehold Improvements & Some Equipment Only! The suite, located right off of the 55 freeway, was recently remodeled and the Seller invested nearly \$40,000 in upgrades, making the suite ready to accommodate the buyer's new equipment. All 4 plumbed, not equipped, operatories and the reception area look over the garden area, contributing to the build out, that is very Zen and relaxing. Lined with new flooring, wall coverings and sinks, this suite has a flat lease that is becoming rare for Orange County. This would be a great location for a specialist, because there are 4 other general dentists, throughout the complex, that could potentially be a great source of referrals. The Seller has identified the need for a Periodontists, in the area, while another specialist, such as an Endodontist, Orthodontist or Oral Surgeon, would also do well. Call your CPS Agents for more details. **Property ID # 4299.**

RANCHO SANTA MARGARITA (GP) - State of the art facility located in a two story plaza center. Established in late 2005. Practice consists of 7 fully eq. ops, with Dentrux software, Pano / Ceph X-ray, and Cerec Machine in a 2,250 sqft suite. Motivated seller work 2 days/wk, Associate 4 days/wk and 2 days/wk of hygiene. Both doctors see approximately 20-30 patients/day. Income Source: Insurance/ Cash / Some Capitation (\$4,500 in monthly Cap check). Grossed approximately \$816K for 2012. Buyer's net of \$364K. Contact your CPS Agent for more information on this modern designed office. **Property ID #4187.**

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

SANTA ANA (PEDO/GP) - Established in 2011 this modern designed office is located in a busy shopping center across from Santa Ana College. Great signage and visibility. Heavy traffic flow. Absentee owner. Practice is open 5 days/wk. Associates see approximately 55-60 new patients/mo. Most of the income comes from Denti-cal patients. Practice consists of 5 fully equipped ops, 3 plumbed not equipped for expansion in a 2,500 sq. ft. suite. Grossed approximately \$1,121,381 in 2012. Please contact your CPS Agent for more information. **Property ID #4281.**

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

RIVERSIDE & SAN BERNARDINO COUNTIES

APPLE VALLEY (GP) - Established in 2007 this modern designed office is located is a busy shopping center with ample parking lot, great visibility and signage. Practice consists of 2 eq. ops with Practice Web software, 2 plumbed not eq. ops for expansion in a 1,600 sq ft suite. Equipment is 5 years old. Sellers work 4 days/wk. Insurance / Cash / Some Denti-cal / Some Cap. (\$2,250/mo in Cap checks). Monthly revenues of \$57K. Grossed \$ 692,124 in 2012. Buyer's net of \$219K. Please contact your CPS Agent for more information. **Property ID #4271.**

BARSTOW (GP) - With over 47 years of goodwill this practice is located in a single story professional building with heavy traffic flow. Near residential area. Easy freeway access. Motivated seller works 3.5 days/wk with 2.5 days/wk of hygiene. Sees approximately 12-13 new patient/mo. Fee for service. 100% Patient referral. Practice consists of 4 equipped ops with Dentisoft software in a 1,100 sq. ft. office. Grossed approximately \$520K in 2012. BUYER'S NET OF \$284K. Please contact your CPS Agent for more details. **Property ID #4241.**

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Tina Ochoa, V.P.

FONTANA (PEDO) – Modern designed office located in a new single story multi use building with incredible camera system outside as well as internally. Motivated seller owns the suite and is open to sell. State of the art practice consists of 2 fully equipped operatories and 3 chairs in open bay. Office is open 4-5 days/wk. Income source: 15% insurance and 85% Denti-cal. The staff speaks Spanish to accommodate the large Hispanic population in the area. The spacious office has tall ceilings and is credibly well laid out complete with a theatre setting in the lobby area to accommodate the patients. Grossed approximately \$693,107 in 2012. BUYER' NET OF \$193K. Please contact your CPS Agent for more information. **Property ID #4301.**

MURRIETA (GP) – Price Reduced! Established in 2010, this general practice is located in one of the busiest intersections of Murrieta surrounded by anchor tenants. Motivated seller works 4 days/wk and sees approximately 10-15 patients/day. Income source: Insurance / Cash / Capitation. Office consists of 3 fully equipped operatories with Dentrux software in a 1,400 sq. ft. suite. Grossed approximately \$302,704 in 2012. Please contact your CPS Agent for more information. **Property ID # 4247.**

PALM DESERT – 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. Income source: Insurance / Cash / Capitation (~\$3,000/mo). 100% patient referral. Grossed ~\$469,961 in 2012. Buyer's net of \$119K. Has monthly revenues of ~\$33K/mo. Motivated Seller will be focusing on primary office in L.A. area. Please contact your CPS Agent for more information. **Property ID #4331.**

SUN CITY (GP) – Price Reduced! With 39 years of goodwill this practice is located in a 4 suite medical/dental building. Retiring seller works 3 days/wk and sees approximately 6-8 patients/day. Fee for service. 100% patient referral. Practice consists of 2 equipped ops, 1 plumbed not equipped, lab room, storage room (plumbed), small x-ray room, sterilization and private office in a 1,100 sq. ft. suite. Grossed approximately \$171,917 in 2012. Buyer's net of \$53K. Great practice on a busy street. Country Club across the street. New development area. Near shopping centers and residential area. Price for immediate sale. Please contact your CPS Agent for more information. **Property ID #4287.**

UPLAND – Leasehold Improvement & Equipment Only!! Well established practice is located in a 2 story medical professional building (ground level). Street sign available. Reasonable monthly rent. Has easy freeway access. Practice consists of 3 equipped operatories with Practice Web software in a 1,000 sq. ft suite. All active patients charts are included in the sale. Motivated seller will be focusing on primary office ~30 miles away. Great opportunity. Please contact your CPS Agent for more information. **Property ID #4323.**

SAN DIEGO COUNTY

ENCINITAS (GP) – Priced Reduced! Well established practice located in busy single story strip mall. Corner location with excellent signage and street visibility. Near residential area where multi-million dollar homes are being built. Fee for service. Motivated seller works 3.5 days/wk and sees approximately 10-15 new patients/mo. Practice consists of 2 fully equipped operatories with digital x-ray and Eagle software. Grossed approximately \$354,312 in 2012. BUYER'S NET OF \$159K. For more information, please contact your CPS Agent for detail. **Property ID #4315.**

RAMONA – General practice consists of 3 equipped operatories in a 1,000 sq. ft suite. Established in 1979 and located in single story strip mall with great street visibility. Busy area. Retiring seller works 4 days/wk and sees approximately 5-10 patients/day. Fee for service. Minimal advertising. Grossed \$214,241 in 2011. Projecting approximately \$200K for 2012 fiscal year. Please contact your CPS Agent for more information. **Property ID #4305.**

SAN DIEGO (GP) - This practice located in a free standing building corner location with its own private parking lot with great street visibility and heavy traffic flow in a hub center for medical facilities and located near several hospitals and within a few hundred yards from the freeway. The building only has two tenants, the other being the building owner that is a Pedodontist. Established over 5 years ago and consists of 4 equipped operatories with Dentrux software and digital x-ray in 2,076 sq. ft. suite. Motivated seller is working 4 days/wk with 1 day of hygiene. Grossed approximately \$471,472 in 2012 with Monthly revenues of approximately \$39,000. Contact your CPS Agent for more information on this modern designed office. **Property ID #4279.**

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Greg Beamer, V.P.

SAN DIEGO (GP) – Beautiful Turn-Key office located in a busy modern single shopping center. Assisted Living Center right behind practice. Absentee owner. Associate work 2 ½ days per week and 1 Saturday per month. See approximately 25-30 patients per month. Income source: Insurance / Cash / Some Capitation (\$1,000/mo). Practice consists of 8 fully equipped operatories, consultation room, 3 private offices, sterilization room, lab room, storage room, computer room and x-ray room. Has Eaglesoft software and Digital X-ray. Motivated seller established practice 15 months ago. Contact your CPS Agent for more information on this modern designed office. **Property ID #4335.**

VENTURA & SANTA BARBARA COUNTIES

SANTA BARBARA COUNTY - Located in a busy shopping center, this dental office has over 39 years of goodwill. Anchor tenants include Costco, DMV, Albertsons, UPS, Best Buy and Pacific Sales, as well as a number of mainstream restaurants. In addition to a permits being granted for a new shopping plaza across the street from this location, there are two local universities in the area with nearby student and faculty housing. Retiring seller works 4.5 days/wk, Associate 1 day/wk and with 2.5 days/wk of hygiene. Fee for service. Minimal advertising. Practice consists of 3 equipped operatories in a 1,220 sq. ft. suite and grossed approximately \$560K in 2012 with monthly revenues of \$44K/mo. The only dentist on the plaza. Contact your CPS Agent for more information on this "bread and butter" type family practice. **Property ID #4311.**

SPECIALTY PRACTICES

BURBANK (ORTHO) - Long established practice with over 45 year of goodwill, this Orthodontic office is located in a 4 story medical dental building in Burbank's media center and across the street from major medical center. Burbank is a bedroom community - 4 high schools (2 cities & 2 private within 5 miles of office), 3 middle schools and 4 parish schools. Practice consists of 2 equipped chairs in open bay area, Pano/Ceph X-ray room, Consultation/Treatment room w/ 1 equipped chair, Sterilization room, Dark room, Private office, large Lab in a 1,221 sq. ft suite. Retiring Seller is working 3 days/wk and sees approximately 25-30 patients per day. Approximate income source: Insurance 49%, Cash 50% & Cap 1%. Grossed approximately \$291,694 in 2012. Please contact your CPS Agent for more information. **Property ID # 4047.**

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

LONG BEACH (ORTHO) - As you will see everything is centralized to the Long Beach where the real estate is owned in the prestigious Bixby Knolls neighborhood. A husband and wife team purchased the three practices as one entity just like they are selling them now that it is time to focus on their growing family. All locations are networked and centralized (1 billing location) to the Long Beach office. They have approximately 300 active patients who are comfortable going to Long Beach to take X-rays where their Pan/Ceph is located. They keep their overhead low as the same staff travels between the 3 locations. 50+ years of goodwill can be yours if you contact your CPS Broker promptly to see the practice before it is gone. Buyer's Net of \$165,115! **Property ID # 4285.**

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**Tip of the month:*

When I first started practicing dentistry in 1998, my CPA at the time had me practicing as a C corporation, but while I was studying tax law in law graduate school, I realized a S corporation was a better fit for me, and I elected the S corporation entity for my own dental practice. Many doctors rely on the advice of their accountant but a CPA may only look at a portion of the equation. As a dentist and attorney, I have discovered that while both provide protections from liability, selecting the right type of corporation means avoidance of double taxation.

For many dentists an S corporation is preferable to a C corporation. This is because S corporations are tax reporting entities, and C corporations are tax paying entities. S corp earnings are reported on the owner's tax return (similar to a Partnership) and taxed at the owner's individual tax rate. A C corp is preferred over an S corp when a choice of ending of fiscal year is desired instead of the fixed ending date of December 31. Obviously the size and scope of your dental practice determines which option makes the most sense, both from a liability as well as a tax perspective. If you are unsure which option best suits your particular situation, call me for a complimentary consultation. I'm here to help.



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

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3 OP PT practice in Escondido, Ca. Owner moved must sell. Fully equipped/supplied and ~200 active patients. \$1300/month lease with parking lot. Great opportunity for someone ready to act, timing is key. Priced to move fast at \$65,000 OBRO. 760-705-4115.

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SOUTHERN CALIFORNIA PRACTICES FOR SALE

• **COASTAL ORANGE COUNTY:** *For Sale* - Gorgeous four operatory General Dentistry practice in the most desirable location in America. Office was built almost four years ago by Henry Schein. Owner did not spare any expense. All high-end Pelton & Crane equipment. Kavo electric handpieces and implant systems in every operatory. Dextrix and Dexis, 1,800 SF. Implant business makes up about 46% of business. 2011 Gross Receipts were \$1.2M. Great location to sell high-end dentistry. #CA520.

• **COASTAL ORANGE COUNTY:** *For Sale* - Periodontal Practice in Coastal Orange County, Southern California with five operatories, fully equipped. Retiring doctor works a three day week with four days of hygiene and 2011 Gross Receipts were just over \$400,000. Great location in professional building near freeway. #CAM533.

• **COASTAL ORANGE COUNTY:** *For Sale* - General Dentistry Practice in Coastal Orange County, Southern California, with four operatories, fully equipped. Great location near shopping center with 2012 Gross Receipts of over \$690,000. This is a modern, beautifully appointed office with high-end finishes. #CAM529.

• **HUNTINGTON BEACH:** *For Sale* - Jump start General Dental office. 2012 Gross Receipts of \$187K. Henry Schein built high-end office with 1,395 SF in a retail location with street traffic. Completely computerized and chartless with Dextrix. Equipped with Digital Instrumentarium X-Rays with Dexis, OP200 Digital Pan, Kavo Quatrocare handpieces, Pelton & Crane massage chairs in both operatories. #CA521.

• **INDIAN WELLS:** *For Sale* - This General Dentistry Practice has a strong emphasis in TMJ and is located in Indian Wells, Riverside County, Southern California. The suite is 4000 sq. ft. and was tastefully built under two years ago with six operatories, and all new equipment and fixtures. Practice was in the Palm Springs area for over three years and moved to nearby Indian Wells. 2011 Gross Receipts were over \$350,000 on just one doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. #CAM530.

• **LANCASTER:** *For Sale* - General Dentistry Practice: This 4 op office is located 2,360 sq. ft. on the second floor of an attractive Medical-Dental office building. Gross Receipts were \$676,000 with a \$174,000 adjusted net income. Dentist is retiring after 39 years. Four days of hygiene. Additional operatories could be added to existing space. Great location. Asking price has been significantly lowered! #14376.

• **MURIETTA:** *For Sale* - General Dentistry Practice in Murietta, Riverside County, Southern California with four operatories. Practice is located in a professional building in a tastefully decorated 1,300 sq. ft. suite and includes a Pan/Ceph machine and uses Easy Dental software. Gross 2012 Gross Receipts were over \$530,000 with \$213,000 adjusted net.

• **NEWPORT BEACH:** *For Sale* - General Dentistry Practice in Newport Beach, Orange County, Southern California with three equipped operatories, high-end equipment is less than ten years old and includes ADEC chairs, Kavo handpieces, two Dexis sensors, and Dextrix software. 2012 Gross Receipts of \$350,000 on 3 1/2 days per week. Located near hospital in a desirable area. #CAM534.

• **ORANGE:** *For Sale* - General Dentistry Practice in Orange, Orange County, Southern California, with five operatories, fully equipped in a centralized location near Anaheim Hills/Villa Park. 2011 Gross Receipts of over \$775,000. Practice is located in a professional building near shopping and freeways. Retiring doctor has 47 years of goodwill.

• **ORANGE COUNTY:** *For Sale* - Orange County Perio Office - Doctor moving out of state. 2012 Gross Receipts \$590,000 on a four-day week. Practice has five operatories, fully equipped, one plumbed, not equipped in a great location on the first floor near freeway, hospital, and shopping. #CAM536.

• **PALM SPRINGS:** *For Sale* - General Dentistry Practice in the heart of Palm Springs, Riverside County, Southern California with four operatories. This practice is located on a main street, and has been established since 2005. Seller is moving out of the area. This is a PPO/Fee For Service practice, no HMO with 2012 Gross Receipts of \$348,000. #CAM538.

• **SAN GABRIEL VALLEY:** *For Sale* - General Dentistry Practice the San Gabriel Valley, Southern California, with 2012 Gross Receipts of \$950,000. Practice has four operatories, fully equipped, thirteen computers, paperless office, state-of-the-art sterilization room, in a free-standing building. #CAM537.

• **SAN GABRIEL VALLEY:** *For Sale* - General Dentistry Practice in the San Gabriel Valley, Los Angeles County, Southern California, with four operatories, fully equipped. This office utilizes a laser and digital radiography with one sensor. 2011 Gross Receipts of over \$590,000 on a 3 1/2 day week. #CAM541.

• **SAN JUAN CAPISTRANO:** *For Sale* - General Dentistry Practice in San Juan Capistrano, South Orange County,

Southern California, with four operatories, fully equipped, this practice utilizes digital x-rays with one sensor. Gross Receipts of \$650,000 in 2012. Doctor is retiring after twenty eight years in this location. #CAM539.

• **SOUTH BAY:** *For Sale* - General Dentistry Practice in the South Bay, Los Angeles County, Southern California with five operatories, fully equipped. This practice has an intra-oral camera, Schick digital radiography, and has been in the same location for over fifty years. Retiring doctor refers out most specialty work. 2012 Gross of over \$850,000. In Escrow. #CAM532.

• **WESTWOOD:** *For Sale* - Amalgam-free General Dentistry Practice in Westwood, Los Angeles County, Southern California with five equipped operatories, in a building near UCLA. Retiring doctor had over \$630,000 in Gross Receipts in 2011. #CAM542.

• **WHITTIER:** *For Sale* - General Dentistry Practice in Whittier, Los Angeles County, Southern California, with seven operatories, 2,850 SF office, long-term staff, three hygienists. Doctor refers out all Ortho, Endo, Pedo, Perio and Oral Surgery. Gross Receipts for 2012 were \$803K. This office will not last long! In Escrow. #CA518.

• **YORBA LINDA:** *For Sale* - General Dentistry Practice in Yorba Linda, Orange County, Southern California, with five operatories. This well-appointed practice is on a main street in a desirable area. Practice has been established for twenty eight years in this family community. Practice has three days of hygiene and three doctor days per week. In Escrow. #CAM531.

OUTSIDE OF CALIFORNIA

• **HAWAII (Maui):** *For Sale* - General Dentistry Practice: Gross Receipts of \$636,000. Office has four equipped ops in 1,198 sq. ft. Panoramic X-ray, Laser, Intra-oral Camera, Fiber Optics, 2 1/2 days hygiene. Owner retiring. Don't miss this opportunity to live and work in paradise. #20101.

• **LAS VEGAS:** *For Sale* - General Dentistry Practice: This four op practice is in a great location in a high-end professional building with a view of the city of Las Vegas. It is equipped with an Intra-oral Camera, Panoramic X-ray, Laser, and Dextrix software. There are 2 days of hygiene. The staff is well trained to efficiently run this low overhead office with great potential for further growth. 2011 Gross Receipts were \$727,000 with adjusted net income of \$331,000. Doctor moving out of state. **PRICE REDUCED!** Available for immediate sale. #NV500.



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NORTHERN CALIFORNIA PRACTICES FOR SALE

• **BISHOP:** *For Sale* – General Dentistry Practice & Building: After twenty nine years in the same location, this retiring dentist is selling both his practice and the building. Collections were \$1,000,243 in 2011 with \$387,000 adjusted net income. There are 6 days of hygiene in this five op, 1,800 sq. ft. building. 100% financing available for both building and practice. Owner has reduced price below valuation price. #14390.

• **CHICO:** *For Sale* – General Dental Practice: Owner retiring. 2012 Collections of \$1,385,222 with seven-eight days of hygiene. This excellent, well-established practice in free-standing building has 1,800+ active patients with an average of 15 new patients per month. Equipment includes new Digital Cone Beam X-ray, Digital X-rays, Lasers, and Dentrux software. Buyer can purchase or lease building. Don't miss out on this excellent practice. Owner will consider an associate leading to purchase of practice. #14392.

• **FRESNO:** *For Sale* – General Dentistry Practice: \$935K in collections in 2011, w/adjusted net income of \$337K. Office 2,300 sq. ft. and is located in north Fresno in a highly visible professional office complex on a main thoroughfare. There are 6 equipped ops, owner reports average age of equipment is four years. Practice has been operating in present location for over twenty years. Eaglesoft software, Owner is retiring. #CA502.

• **GRASS VALLEY:** *For Sale* – General Dentistry Practice: Gross Receipts of \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq. ft., four equipped ops, five available. Laser, Intra-oral Camera, Cerec, and Eaglesoft software. Owner would like to retire. #14379.

• **GRASS VALLEY:** *For Sale* – General Dentistry Practice: Owner retiring. 2012 GR of \$442,736 on a three day week. six ops, three days hygiene, Dentrux software, Panoramic X-ray, Laser, Intra-oral Camera, long time cash practice. Approximately 1,950 sq. ft. office condominium available to purchase. #14372.

• **GREATER SACRAMENTO:** *For Sale* – Associate to Owner Opportunity: 2012 GR of \$879,000. Well-appointed 1,400 sq. ft. office with five ops, Intra-oral Cameras, Laser, Cerec, four days hygiene, Softdent software. Associate to work two days a week in 2013 & 2014 then purchase practice. Equipment is about five years old. Owner to work back two days per week for two years after purchase. #CA524.

• **MERCED:** *For Sale* – General Dentistry Practice: This is a tastefully done, four op, 1,550 sq. ft. office with 4 1/2 days hygiene/week. All equipment is less than ten years old and includes two Lasers, Intra-oral Camera, Panoramic X-ray, Digital X-rays, and Dentrux software. Molar endo and involved oral surgery cases referred out. Basic general (non-amalgam) type dentistry. 2011 Gross Receipts were \$878,000 with four weeks out as a result of a medical issue. 2010 Collections were \$956,000. Excellent location. Seller retiring. **PRICE REDUCED!** Available for immediate sale. #CA512.

• **MILLBRAE:** *For Sale* – General Dentistry Practice: This beautiful, well-established office is located on the main thoroughfare of the North Peninsula, offering great exposure that generated 25-30 new patients per month. five ops (6th plumbed) in approximately 1,500 sq. ft., equipped with Digital Panoramic X-ray, Digital Imaging, and Intra-oral Camera. 2011 Gross Receipts of \$651,000 with \$230,000 adjusted net income. Owner is retiring. Don't delay, this won't last long! #14395.

• **NORTH BAY AREA:** *For Sale* – ENDODONTIC Practice: This beautiful Wine Country office has four ops in well-appointed 1,600 sq. ft., with Digital Imaging, Intra-oral Camera, and Datacon/Schick software. Office has been in same location for over twenty years with a very strong referral base. Great, long-term staff will ensure a smooth transition. Owner is retiring but is willing to stay during transition. #CA517.

• **NORTH OF SACRAMENTO:** *For Sale* – General Dentistry Practice: 2012 Gross Receipts of \$521,000 in well-designed, 1,650 sq. ft. office with four ops. This office has a low overhead of only 52%, has four days of hygiene, Easy Dental software, and 1,600+ patients. Most Endo, O.S., Perio, all Ortho, and Implant Placement are referred out. Owner is retiring. #CA528.

• **RIDGECREST:** *For Sale* – General Dentistry Practice and Dental Building: This four op office is located in 1,536 sq. ft. office building. Owner has worked in same location for thirty two years and is now retiring. This small practice grossed about \$175,000 in 2012. Pictures of the building are available upon request. Lots of potential. #CA523.

• **SACRAMENTO:** *For Sale* – General Dentistry Practice: Gross Receipts \$546,000 with adjusted net income of \$159,000. Office is 2,400 sq. ft. with seven ops. Practice has been operating in same location for the past 50 years. Panoramic X-ray, Softdent software. Owner to retire. #14374.

• **SACRAMENTO:** *For Sale* – General Dentistry Practice: Family practice with four ops, two-three hygiene days, refers out O.S., Pedo, Period, and 50% of Endo. Dentrux software. 1,779 sq. ft. office that has operated in present location for fifteen years. Overhead only 56% with 2012 Gross Receipts of \$397,067 and \$196,927 Adjusted Net Income. #CA526

• **SAN FRANCISCO:** *For Sale* – General Dentistry Practice: This gem in the heart of Union Square boasts three fully equipped ops with fiber optics, Intra-oral Camera, and plumbed NO2 in 648 sq. ft. 2012 collections were \$314,000 in only 130 business days with great upside potential for an owner offering a full time schedule. Office has been in same location for 21 years and owner is retiring from private practice. Great lease and even greater views from the 16th floor! #CA527

• **SAN JOSE:** *For Sale* – FACILITY ONLY: Beautiful Blossom Valley Professional location near Oakridge Mill and Whole Foods Market. Three fully equipped treatment rooms in approx. 1,200 sq. ft. including Digital sensor, Eaglesoft software, and full computer network. Avoid the expense of leasehold improvements and equipment with this ready-to-move-in office. Owner relocating just in time to start your own dreams. #CA515.

• **SAN RAMON:** *For Sale* – FACILITY SALE: Great San Ramon location in professional complex: equipment, leaseholds, & furnishings only. 1,400 sq. ft. with four equipped ops (two additional plumbed), Panoramic X-ray, Computer Server & Workstations w/Dentrux software, Intra-oral Camera, & wired for digital. Priced to sell in an upscale community that's home to Chevron, AT&T, Robert Half International, Accenture, and Safeway Stores. #CA511.

• **TURLOCK:** *For Sale* – General Dentistry Practice: Doctor's Gross Receipts in 2012 were over \$950,000 with only 54% overhead, or \$443,777 adjusted net income. There are eight days of hygiene. Intra-oral Camera, Panoramic X-ray, Digital X-rays, and Dentrux software. Owner is retiring. #CA506.

• **WALNUT CREEK PROSTHODONTIC:** \$395,000-For Sale - Prosthodontic Practice in Walnut Creek, Contra Costa County, Northern California with three (3) operatories, fully equipped, two-desk laboratory, administrative office, and private office near a retirement community. Doctor retiring, twenty eight years in the same location.

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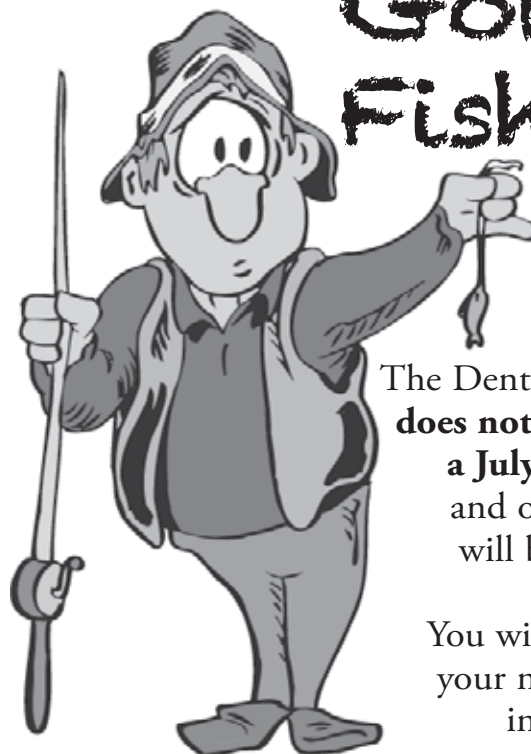
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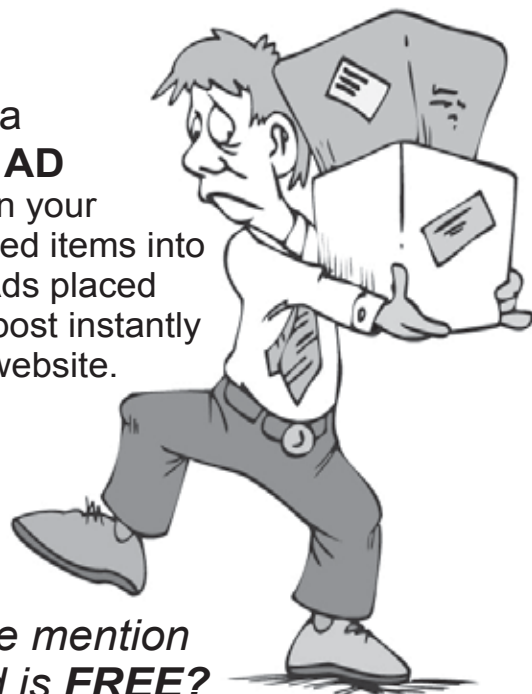
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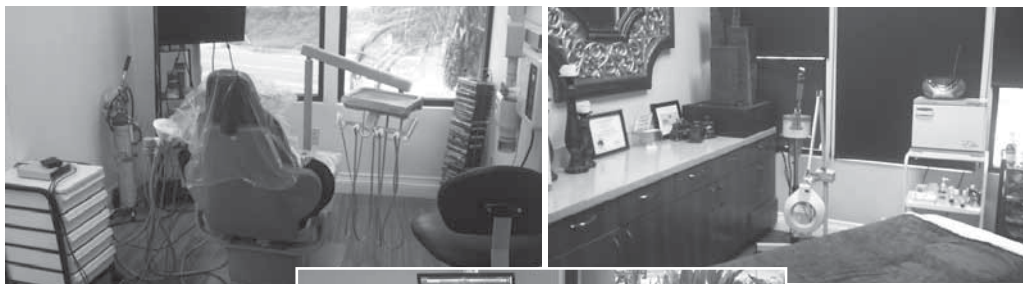
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3 Digit Security Code (on back of card)

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Post Office Box 2631, Capistrano Beach, CA 92624

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Type or print ad copy clearly: _____

PAYMENT MUST BE SUBMITTED WITH THE AD

Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card# _____

3 Digit Security Code (on back of card)

Exp. Date _____

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

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

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

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

LANCASTER Estb. 50 years, center of city, 6 ops in 3000sq ft. Low rent, Part Time Seller Gr \$400,000 plus Seller Mgr as full time DDS will do a million. When the US gets into a space to a gain, this practice will take off like a rocket. Great future. Doing for \$600,000 now is assured.

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

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

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

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

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

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

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

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

3284 Temecula/Menafee CLASSIC DENTAL PPO OR MEDI-CAL Estb 30 YRS, Gr \$850K 4 ops 3 day Hygiene FP \$550,000

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

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

3298 - Orange GR 30 to 40k per month FP \$285,000.

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

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

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

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

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

Lancaster - Estb 50 years - Hi identity dental location, low overhead. Gross \$480,000 by part time owner. Seller can work full time with five operators. Sellers Mgr says Full Time Doc will do a million here.

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

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

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

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

TORRANCE PRACTICE ESTB 37 yrs. RETIREMENT GORGEOUS OFFICE 3 ops SIEMENS 1000 sq. ft. GR \$240k FP \$195K.

HI DESERT HMO ESTB 30 YRS RETIREMENT 8 ops in \$3000 sq. ft reas. rent. GR \$7 to \$800k. FP \$550k.

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

RANCHO CUCAMONGA - EMERGENCY - HEALTH NECESSITATES SALE - Includes a Mgr who routinely can bring in 50 to 80 new patients per month-- high identity shopping center next to 210 freeway. Full price \$880,000 Call PPS 714-832-0230.

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

PALMDALE - ABSENTEE BARGAIN 4 OPS HI IDENTITY SHOP CENTER \$195K.

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

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Redlands GP grossing \$15000 per month condo office low overhead Call PPS.

Hemet/Temecula - Absentee seller, more Dr. hours will grow to million within 6 months.

Modern 5 ops and 5 chair Pedo/Ortho bay. A/R and contracts 200K. Full price \$485k.

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Torrance - Retirement - Beautiful 12 ops low overhead hi identity merger candidate.

Wanted Buyers for multimillion dollar practices. Call Tom Fitterer 714-345-9659.

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