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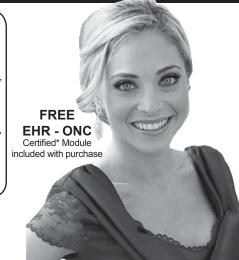
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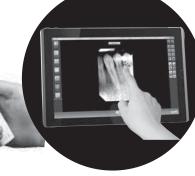
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FRESNO COUNTY

FRESNO - (3) op computerized G.P. Cash/Ins/PPO pts. Annual Gross Collections \$250K - \$300K on 2 days/wk. Can do much more full time. Seller to concentrate on primary practice.

KERN COUNTY

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 goodwill. **SOLD**

BAKERSFIELD #28 - GENERAL PRACTICE, FREE STAND. BLDG. & APPROX. AN ACRE OF PRIME COMMERCIAL REAL **ESTATE FOR SALE!** (2) op comput G.P., single use bldg. & approx. an acre of Prime Commercial Real Estate located on a main thoroughfare. Excell. exposure, visibility, signage & parking! Approx 30 years of Goodwill. 2013 Gross Collections approx \$100K very part time. Cash/ Ins/PPO pts. Seller passed away suddenly. **NEW**

LOS ANGELES COUNTY

CALABASAS - G.P. in a highly sought after, upscale shopping center location with exposure, visibility & signage. Mostly Fee for Service. Newer eqt & build out. (4) ops eqt'd, 5th op plumbed. Central nitrous. Digital x-rays & pano, Dentrix and Dexis. 30+ years of Goodwill. Annual Gross Collections \$500K+.

ENCINO - (4) op comput. G.P. Located in a modern, well known, easily accessible, recently remodeled professional bldg. on a main thoroughfare. Magnificent panoramic Valley views from (3) ops. Cash/Ins/PPO pt. base. Annual Gross Collect \$600K on a (4) day wk. Digital X-Rays & Laser eqt'd. Refers out all Endo. Seller moving, but will assist w Transition. SOLD

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

LOS ANGELES - Upscale, (4) op turnkey office for sale or long term lease. Just built out & equipped w new eqt. Located in a new health care centered shopping ctr. on a main thoroughfare. Excellent exposure, visibility, signage & parking. DDS office has dental exclusive in the center. Many built in referral sources. All preliminary work done. Just bring instruments & supplies, & build your upscale practice! **NEW**

SOUTH BAY - (4) op computerized G.P. located in a prof. bldg with ample free parking. 2013 Gross Collect \$508K+ on a (4) day week. Seller does no advertising. Averaging (8) new pts/mos. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Digital x-rays. Dentrix & Dexis s/w. Nice equipment. **NEW**

SANTA CLARITA VALLEY - You have been waiting for this one! Drop Dead Gorgeous, (6) op comput G.P. overlooking the golf course. Newer build out & eqt. Pt base is Cash/Ins/& a few of the better PPO's. 2013 Gross Collect \$807K+ on (4) days/week. Digital x-rays & Pano. Dentrix & Dexis s/w. Cerec. All the bells & whistles! 22+ years of Goodwill. Experienced & cross trained staff w (4) days of hygiene/week. (1-2) days/mos of Perio. Ready to expand further. Great opportunity for an experienced, quality oriented DDS looking for a larger, higher end practice. **NEW**

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

WEST L.A. - (5) op comput. G.P. located in a strip center on a main thoroughfare with exposure, visibility and signage. Cash/Ins/PPO pts. Annual Gross Collect \$250K+ on 3 - 4 days per week. Seller retiring, but will assist with the transition. **NEW**

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TULARE COUNTY

SAN JOAQUIN VALLEY - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring. REDUCED.

VENTURA COUNTY

CAMARILLO - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **NEW** EAST VENTURA COUNTY #2 - Bldg. & Practice - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/ HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eqt'd. **NEW**

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

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

CARMEL Mtn/PENASQUITOS --- This **GENERAL** Practice has 3 Ops and is situated in a strip center. Cerec and Laser are included. **SOLD!!**

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.

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CAMPBELL DENTAL PRACTICE FOR SALE - Freestanding building located on busy corner w/ private parking lot. Great visibility. State-of-the-art dental practice. Dental Office ~2600 sf, 7 plumbed & wired ops - Adec chairs, digital Pano X-ray. Cerec unit optional.

HAYWARD DENTAL PRACTICE & REAL ESTATE FOR SALE - *Gross* ~\$290K. Retiring general dentist looking to sell practice situated on a single corner lot with parking in the front and back. Good signage and excellent visibility and from busy street. 3 fully equipped operatories and approximately 1,200 sq. ft. #HW430K. **New Listing!**

MILPITAS DENTAL PRACTICE FOR SALE - Busy retail center with major anchors, highly commercial, visible area. Lots of foot traffic. 4 fully equipped operatories + 2 plumbed in operatories, approximately 1,900 sq. ft. Mostly Insurance & Fee for Services.

OAKDALE DENTAL PRACTICE FOR SALE - 2 ops in ~930 sq.ft. in freestanding building on main street. Good visibility & signage.

OAKLAND DENTAL PRACTICE FOR SALE - Retiring general dentist looking to sell practice in two story building with excellent visibility. LOW RENT. 2 equipped ops. ~850 sq.ft. Mostly Denti-cals w/ 10-20 new pts/month. Office refers out most specialty procedures.

FRESNO SUBLEASE & PATIENT CHARTS FOR SALE - Patient Charts for sale & Sublease. ~1,300 sq.ft., 3 fully eq. ops.

FRESNO DENTAL PRACTICE FOR SALE - Excellent visibility from street. ~2,000 sf, 3 ops. Ample parking space. Close to Fwy 41.

MURRIETA STARTER DENTAL PRACTICE FOR SALE - ~1,400 sq. ft., 2 eq. ops + 2 plumbed. Various profession/retail shops around.

PALM DESERT DENTAL PRACTICE FOR SALE - Seller wants to retire. 2013 Gross ~\$850K, mostly CASH/PPO, 10+ yrs goodwill, ~1700 sq. ft., 4 eq. ops., high tech office, located at the corner in commercial building. Great visibility & ample parking. **New Listing!**

RIVERSIDE DENTAL PRACTICE for SALE - *Gross* ~ *\$300K*. Located in busy retail center located on major intersection. Approx. 1,418 sq.ft., 3 equipped ops + 1 additional plumbed. Good visibility and exposure. Ample parking space. Easy access to Freeway 91.

SAN BERDARDINO STARTER DENTAL PRACTICE FOR SALE – Warm & cozy office located at the corner of stand alone building. Good visibility. LOW RENT! 3 fully equipped operatories, approx. 1,163 sq. ft. Private parking lot. **Reduced Pricing!**

ARTESIA DENTAL PRACTICE & REAL ESTATE FOR SALE – *2013 Gross* ~*\$850K*. Mostly CASH/PPO. Beautiful & spacious office in freestanding building w/ private parking lot. 6 fully equipped ops. Dental office space ~3,580 sq. ft. Total building ~7,100 sq. ft. Busy street & excellent visibility. High tech equipments. Building generates rental income from other units. ***Featured Listing!***

DOWNEY DENTAL PRACTICE FOR SALE – Spacious office located in shopping center, 8 equipped operatories, ~3,800 sq.ft. Mostly insurance patients. Office does implants and braces on top of general dentistry. Diverse patient population. **New Listing!**

HAWAIIAN GARDENS DENTAL PRACTICE FOR SALE – 2013 Gross ~\$275K. Office located in shopping center on busy streets. 4 equipped operatories, ~ 1,200 sq.ft. Ample parking spaces. Easy access to Freeway 605. #HG423KL. **New Listing!**

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ASK THE BROKER



Recent articles have indicated that graduating dentists will be looking for group practices since they have a large debt load, more female graduates, and a decreasing annual production

in our offices. How are we solo practitioners going to sell our solo practices? Should we try to form group practices by linking up with other solo practices in an attempt to make ourselves look more desirable in their eyes or should we just stay the same and try our best to sell a solo practice?

The short answer is to "leave your practice the way it is". The only additional advice here is that smaller practices doing less than \$400K might need to consider setting themselves up for a merger upon retirement. To clarify, a buyer may not be able to pay off their average \$350k in dental school debt with just the income from a smaller practice so they may decide to purchase two smaller practices and combine them in order to generate enough cash flow.

The owner of a smaller practice should then consider going to a month-to-month lease when they are getting ready to retire in order to facilitate a possible merger. The retiring dentist may be asked to work back as an Associate up to a year to help facilitate the merger. Keep in mind that the average take-home salary after the sale of your practice is approximately 1.5 to 2x your normal income, so taking costly and perhaps uncomfortable steps to try and form group practices prior to retirement may not make long-term financial sense. Group practice set-ups, contracts and exit strategies are often more complicated and will also present an entire myriad of problems since most lenders have difficulty lending on fractional sales. I believe that we will see more mergers in the future as the return on investment from a successful merger is much higher than a traditional transition.

The millennial mindset may not be geared toward being solo practitioners as much as the baby-boomer mindset was. A percentage of female dentists may prefer employment that is more conducive to raising a family. This factors into the equation since 50% of most dental school students are female, as compared with 10% during the baby boomers' generation. While this may seem to indicate that fewer new dentists are looking for solo practice opportunities, my experience is that once the young dentists get comfortable with their skills, they realize that the best way to get out of their massive debt is to work for themselves. The good news is that California has no shortage of dental schools as several new schools have recently been established in California and adjacent states. There is no question that group practices and corporate dentistry are on the rise. However, I believe that there will always be a greater proportion of dentists who choose to own their own practices.

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions. Questions? Contact Dr Giroux at wps@succeed.net or 800.641.4179

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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

COALINGA: General Dentistry Practice with 3 Ops, 1,100 sq. ft., 1,000 active patients, remodeled in 2011. Owner completing Orthodontic program in Texas while averaging 2 days/wk in office, will relocate after program is complete. Excellent opportunity for a new dentist or an established dentist looking for a satellite office. Practice #CA564.

EASTERN SIERRAS: General Dentistry Practice – 2013 GR \$463,806. Well-designed, 4 Op, 1,600+ sq. ft. office, low overhead practice, w/4+ days of hygiene. Seller refers out most OS, Perio, Endo, and all Ortho. Great opportunity in a nice community not saturated with dentists. Owner retiring. Practice #CA528.

FOLSOM/EL DORADO HILLS: Like-new office with 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2 1/2 days of hyg/wk. Practice utilizes Dentrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103.

FREMONT: Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. Practice #CA553.

FRESNO: General Dentistry Practice and Building. Building is free standing what of parking. 3 treatment ops and 2 hyg. ops was patients of 3 add'l ops. 20 new patients/month, 5 1/2 days hyg. 2013 GR were \$708K. Started by owner in 1997. Practice #CA144.

GRANITE BAY: General Practice. Newly remodeled office in great Granite Bay location, 3 equip. ops, 2 more available. Much of the equipment was purchased since July2012. Dentrix, Digital X-Ryas, 2013 GR on 8 days/month \$236K+ as of 12.11.13. Owner relocating out of country. Practice #CA128 – In Escrow.

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

GREATER SACRAMENTO: General Dentistry Practice and Condominium. 1,300 sq. ft. office in Professional Office building w/4 ops, Eaglesoft software, and Fiber Optics. 2013 GR \$679K+. Owner retiring. Practice #CA138.

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

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

GREATER SACRAMENTO: Orthodontic Practice - Like-new 2,300 sq. ft. office with extensive leasehold improvements and 6 chairs. 220 active patients in phase 1. Practice #CA551

GREATER SACRAMENTO/ROSEVILLE: General Dentistry Partnership Position: One of several partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital X-rays (Dexis), digital Pan, electronic charts, and excellent management team. Each partner has his/her own patients. Owner financing w/ acceptable down payment. Sale to new partner is subject to approval by current partners. Practice #CA126 – In Escrow.

GREATER SACRAMENTO/ROSEVILLE: General Dentistry Practice. 2,200 sq. ft. office in Professional Office building. 6 ops w/Panores OLD CAM, Laser, and Eaglesoft software. 2013 GR of \$966K w/low overhead. Owner retiring after 25+ years in same location. Practice #CA143.

HOLLISTER - FACILITY ONLY: Great shopping center location, 3 Ops and 2 more plumbed with cabinets. Adec chairs, units, and lights, Dexis, Easy Dental, and Pano in approx. 1,800 sq. ft. Owner relocating. Practice #CA563

MILPITAS: General Dentistry Practice - 1,440 sq. ft. professionally designed suite is located on a major thoroughfare in business district. 4 Open in Intra-Oral cameras and computers in each plus a more X-ray. Great upside potential for a young and energetic buyer. Owner is retiring after 46 years. 34 at this location. Practice #CA562.

NORTH EAST BAY: General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108.

NORTH OF SACRAMENTO: General Dentistry 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Practice established at current location for over 15 years. Practice #CA106

NORTHERN CALIFORNIA: NEW LISTING - Periodontal Practice with 5 Equipped Ops for left or right-handed provider. EagleSoft Software, opportunity for growth. 2013 GR \$890K+. Practice #CA153.

NORTHERN CALIFORNIA: Endodontic Practice: Well-established satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft.. Two microscopes, Digital. 2013 GR \$319,865. Practice #CA158.

PITTSBURG: General Dentistry Practice: Wellestablished practice on city's busiest thoroughfare. 3 year avg. GT of \$236K w/60% overhead. 5 equip. ops in 1,400 sq. ft. with Panoramic, Fiber Optics. 12 new patients/month and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. Practice #CA133.

PLUMAS COUNTY: General Dentistry Practice: 2013 GR of \$546,429 working 4 days, 37+ weeks/year in great retirement location – not saturated with dentists. 5 Ops available (4 equipped) in newly-remodeled office with Pan, Fiber Optics, EZ Dental software. 2.5 days hygiene per week. Great opportunity! Owner retiring. Practice #CA558.

SACRAMENTO: General/Specialty Practice: Standalone, leased office with two separate suites, GP and Specialty, approx. 4,000 sq. ft. combined, GP suite has 4 Ops, Specialty suite has 6 equipped ops with 3 additional plumbed. Paperless with Dentrix, Intra-Oral, Digital X-ray, and Pano. 2013 GR of \$1.3M+ with low overhead. Practice #CA157.

SAN JOSE: FACILITY ONLY - Elegant Blossom Valley office with 6 Ops in approx. 3,700 sq. ft, Digital X-rays, computers in every room, reception with flat screen TV, equipped business office, sterilization, and conference room. Great start-up location or satellite office. Full inventory and photos available. Practice #CA565.

SANTA CRUZ COUNTY: General Dentistry Practice in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrix Software. Seller is moving. Practice #CA550.

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

WALNUT CREEK: Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. Practice #CAM540.

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SOUTHERN CALIFORNIA LISTINGS

ANAHEIM: General Dentistry Practice is perfect for a merger or satellite office. The seller is retiring and refers out most specialty procedures. This 3 Op practice is nicely appointed and modern 2012 GR of \$423K and an Adj. Net of \$140K. Practice established for 39 years, room to grow! Practice #CA101-IN ESCROW

BAKERSFIELD: General Dentistry Practice with 8 Ops, 7 fully equipped, 1 plumbed, in a 3,650 sq. ft. suite. Practice features Digital X-rays and Intra-Oral camera in a growing area of Bakersfield with \$453K Adj. Net on \$1.2MM GR. Practice #CAM554.

BEVERLY HILLS: This well-appointed General Dentistry Practice has a heavy emphasis on Perio and Implants. Practice features 3 Ops, Pano, and uses ComputerAge Software. 2013 GR of \$795K with \$371K Adj. Net on 4 days/week. This great West Side LA Location has been established since 1988. Practice #CA145.

CERRITOS: General Dentistry Practice with 7 Ops, 6 fully equipped, 1 plumbed in a 1,500 sq. ft. suite with Digital X-rays and SoftDent software. Practice established 500,3 ars and is near shopping, residential and freeway. 2012 Adj. Net was \$140K with \$408K GR. Most specialty work is referred out, room to grow. Practice #CA100.

CHULA VISTA: This General Dentistry Practice was started 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dentrix Software. \$528K 2012 GR. In years past, the office was consistently collecting over \$700K/year, retiring doctor has slowed down throughout the years. Practice #CA109.

CLAREMONT: General Dentistry Practice with 6 Ops in 2,200 sq. ft. suite. Established fract 14 years with 8 days of hyg/week. Practice uses Softdent, Digital X-rays, and refers out most specialty procedures. GR of \$581K in 2012. Practice #CA114.

COASTAL ORANGE COUNTY: Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the Tls. Dentrix and Dexis, Digital Pano. Close to the ocean - dream location! GR over \$600K in 2011 and \$500K in 2012. Practice #CAM566.

HUNTINGTON BEACH: NEW LISTING – General Dentistry Practice has been established for 18 years. Spacious suite with 5 Ops, 3 Equipped in a great location near ocean. Practice #CA155.

INDIAN WELLS: This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 2 years ago with 6 Ops, and all new equipment and fixtures. Practice was in the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2011 GR were over \$350K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530.

LA MESA: NEW LISTING – This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$396K in 2012 with \$155K in Adj. Net Practice utilizes Dentrix, Laser, and Digital X-Rays. Practice #CA127.

LONG BEACH: *NEW LISTING* - General Dentistry Practice with 8 Ops, 6 equipped, in 3,100 SF. This is an associate-run practice with \$1.2M GR and 8 days of hygiene per week. Utilizes Dentrix and Digital x-rays with 3 sensors. Practice #CA152.

LOS ANGELES: NEW LISTING — General Dentistry Practice with 5 Ops in a professional building downtown. Practice has been established since 1968. Retiring doctor has \$255K GR in 2013 and utilized PatientBase dental software. Practice # CA141.

MORENO VALLEY: NEW LISTING - General Dentistry Practice in a BUSY shopping center near the freeway with 5 Ops. 2013 GR 5291K with \$121K Adj. Net. Practice utilizes EZ Dental and has been established at this location for 14 years. Practice #CA151.

MURRIETA: General Dentistry Practice with 5 Ops. 2012 Gross of \$1.5MM and \$85 1. Net. Practice has 8 days of hyg/wk and has been established over 20 years in this family community. Practice #CA107.

PRICE REDUCED - NEWPORT BEACH: General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 GR of \$350K on 3 1/2 days per week. Located near hospital in a desirable area. Practice #CAM534.

NORTH ORANGE COUNTY: Endodontic Practice with 5 Ops, fully equipped and 3 Zeiss ceiling-mounted microscopes. Practice has been established for over 30 years. GR of \$370K and Adj. Net of over \$172K on a 3 day work week. PBS Endo software. Practice #CAM561.

ORANGE: Removable Prosthetic Dental Practice with 3 Ops, 2 Equipped, 1 plumbed, not equipped. Practice is in a very busy retail center near mall and freeway. \$279K GR and \$125K Adj. Net in 2013. Practice #CA142.

ORANGE COUNTY: General Dentistry Practice with 2013 GR of over \$900K, Adj. Net of \$393K. Practice has 4 Ops and is located in a retail center in a desirable area of Orange County near shopping. Practice #CA132.

POWAY: General Dentistry Practice with 4 Ops in an 1,100 sq. ft. suite. Practice utilizes Dentrix with 6 workstations, digital x-rays, and intra-oral camera. Practice has been established since 1985. Equipment only 5 years old. 2013 GR of \$720K with \$241K Adj. Net. In Escrow. Practice #CA139.

REDLANDS: *NEW LISTING* - General Dentistry Practice with 3 Ops has been established for 48 years. \$364K GR on 3 doctor days and 3 hygiene days per week. Practice #CA.

RIDGECREST: General Dentistry Practice and Dental Building: This 4 Operatory office is located in 1,536 SF office building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. Practice #CA523.

RIVERSIDE: This General Dentistry/Implant Practice with 5 Ops has been established for 50 years and utilizes Dentrix, Digital Pano, and CT Scan. Dental equipment is 8 years old and has 20+new patients/mo. Building also for sale. Practice #CA120.

SAN BERNARDINO: NEW LISTING — This General Dentistry Practice has 4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with great potential. Practice #CA150.

SAN CLEMENTE: This General Dentistry Practice with 3 Equipped Ops, 2 Add'l plumbed has been established for approx. 10 years. Uses PracticeWorks, digital x-rays and Pano. Practice#CA129.

SAN DIEGO: General Dentistry Practice with 5 Ops, in a 1,200 sq. ft. suite. Practice utilizes EagleSoft, digital x-rays and has been established for 22 years. 2012 GR of \$442K with \$161K Adj. Net. Practice #CA130.

SANTA ANA: General Dentistry/Pedo/Ortho practice on a main street in Santa Ana. Practice has been established for over 20 years in a free-standing building. Practice is fully competerized, has Pano and Intra-oral camera. Gross receipts of \$424K with \$222K Adj. Net, Denti-Cal makes up approx. 35% of business. Practice #CA136.

SHERMAN OAKS: General Dentistry Practice with 4 Ops in a professional building near free profe

SOUTH COUNTY SAN DIEGO: NEW LISTING – General Dentistry Practice & Free-standing Bldg with ample parking on a busy, highly visible main street. 1,200 SF, established for 38 years, 4 Ops, dentist & PT Hyg with GR of \$310K for 2013 on 150 days. Seller is retiring. Practice #CA148.

SOUTH ORANGE COUNTY: General Dentistry Practice with 4 Ops in a 1,350 scale in a coastal location. Practice utilizes Dentrix. Practice #CA119.

THOUSAND OAKS: Retiring General Dentist, established for 37 years with 6 Ops and 8 days of hygiene/week. Practice uses Dentrix/Dexis and GR of \$589K in 2012. Practice #CA118.

THOUSAND OAKS – FACILITY ONLY: Move-in ready Thousand Oaks office with 4 Ops in 1,325 sq. ft. Office features a modern design, Dentrix with 4 computer workstations, equipped business office, and sterilization area. Great start-up location, satellite office or Specialist location - 7 General Dentists in the building. Full inventory and photos available. Practice #CA137.

TUSTIN: General Dentistry Practice with 3 Ops in a professional building. Practice has been established for almost 60 years. Great location on a main street near freeway. 2013 GR of \$300K with \$103K in Adj. Net. Dentrix and CEREC machine. Practice #CA131-- IN ESCROW.

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

WEST LOS ANGELES: General Dentistry Practice with 4 equipped Ops, 1 add'l plumbed. Great LA location on the West side with GR of \$342K on just 2 doctor days per week. Room to grow! Practice #CA117.

YORBA LINDA: NEW LISTING — General Dentistry Practice with 4 Equipped Ops, 1 Plumbed in a professional building. Practice is on a main street and has been established for 30+ years in this family community. 4 days of hygiene/week with EagleSoft, digital x-rays, and paperless. 2013 GR of \$914K and \$301K Adj. Net. Practice #CA146.

YORBA LINDA: General Dentistry Practice with 5 Ops. This well-appointed practice is on a main street in a desirable area. Practice has been established for 28 years in this family community. Practice has 3 days of hygiene and 3 doctor days per week and has \$380K GR for 2012. Practice #CAM531–IN ESCROW

OUTSIDE OF CALIFORNIA

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

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Featured Listing

Practice in beautiful Morro Bay! This wellestablished, low overhead, practice is booked out 6 weeks with almost no openings. Over 1,000 patients and over 30 years of good will. The stand-alone building has a welcoming entrance with fireplace and views. Four operatories and a very friendly team make this 4-day per week practice a comfortable investment in your future ... and it's ready to grow! Most specialty work (endo, ortho, perio) is being referred out and no external marketing has taken place in years (in fact for several years they were not taking new patients). The selling doctor is a relaxed and caring man who has not been interested in growing the practice for years. Any buyer who implemented basic management and marketing systems could see this practice grow! And at only \$375,000, with first right to purchase the building, this could be your dream practice. Morro Bay is a tourist area as well as a nice place to raise a family. I live 20 minutes from this office and have loved raising my family here over the last 11 years. This area has some of the friendliest people in the nation (according to 2 recent surveys finding San Luis Obispo the friendliest and happiest city in America)! Please call me to find out



Bill Kinhall ONC

about more about this practice.



Current Listings

Southern San Luis Obispo County #2001 – 2013 Collections \$529K

Perio Practice, Tulare County #6001 – 2013 Collections \$408K

Great Central Coast Beach Community #2005 – 2013 Collections \$691K

Glendale, La Crescenta, La Canada, Montrose #3001 – 2013 Collections \$338K

Northern San Luis Obispo County #2003 – 2013 Collections over \$545K

Santa Barbara #1003 – 2013 Collections \$400K

Santa Barbara #1002 – 2013 Collections \$389K

Santa Maria #2002 – 2013 Collections \$170K

San Luis Obispo #2004 – 2013 Collections \$400K

Lompoc #2008 – Start up practice

Morro Bay #2007 - New Listing

Santa Barbara #1004

Santa Maria #2009



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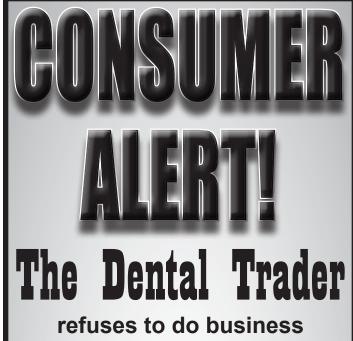
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Upscale Private Restorative Practice in Desirable Community 2013 Gross Revenues \$958.441. doctor retiring. **Asking \$827,000**

North San Diego #1075

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

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Rancho Cucamonga #1067

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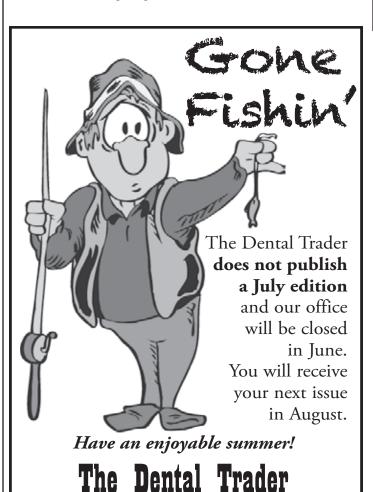
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- **6056 STOCKTON** 3-op practice Collected \$368,000 in 2013 with Profits of \$178,700. Near Sherwood and Weberstown Malls.
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- SAN FRANCISCO'S SOUTH BATTEDO PRACTICE Long established. 2013 is tracking \$65,000 in production, \$650,000 in collections and \$255,000 in available Profits. Great staff. 1,700 different patients seen hast 24-months.
- **FRESNO'S FIG GARDEN VILLAGE AREA** Not a Delta Premiere practice. Collected \$430,000 in 2013 on 3.5 day week. 3.5 days of Hygiene. Great patient relationships.
- MERCED Phenomenal foundation to build upon. Native son retiring. On relaxed pace 2013 trending \$360,000 in collections. 2012 collected \$350,000 with Profits of \$205,000. Owner refers Endo, OS & Perio 2012 to 130 Amalgams and only 60 composites. This is commine Practice!" This IS NOT a Delta Premiere Practice: Merced has a bright future anchored by UC Merced and agriculture. Full price \$125,000.
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"It was a pleasure to work with PPS. I had to sell because of health complications. Mr. Irving listed my practice on Jan 1st, we closed escrow on Feb 27th. It took him less than 60 days to complete the sale as promised."

"When I decided to sell my ortho practice, I sought the services of a large company. Over the 12-month contract, I had one buyer visit. Word was out. It had a devastating effect on my bottom line. Fortunately, I found Ray and Edna Irving! When I finally sold, I choose between two good offers. My regret was the time and money lost with the other guys."

"When I signed the Listing on June 1st, Ray stated he would have the practice sold by Labor Day. The sale was concluded on Sept 1st, two days before Labor Day. Wow!"

"I will always remember your statement when I questioned your contract being only four months. You stated: 'If I can't sell your practice in that time, you should get someone else.' Well, you did with time to spare!"

"Before I called Ray, I had a listing with another prominent Broker. After eleven months without a sale, I called Ray. He sold it in about a month! Would I recommend Ray? Yes!"

"In April, I asked Ray Irving to sell my practice. At the same time my friend decided to sell his practice. He employed another firm. My practice sold June 22. My friend's practice still hasn't sold and he was putting his dreams on hold."

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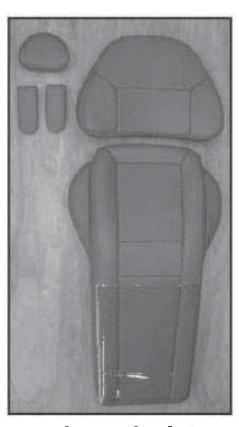


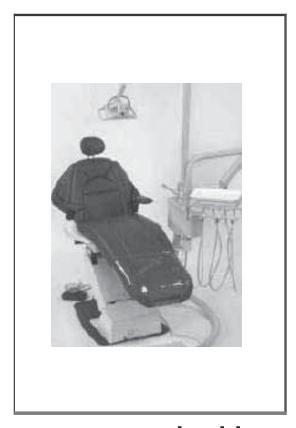
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