

THE Dental Trader

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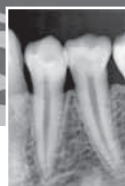
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Dentist Anesthesiologist in California (917) 318-9947 www.PatientSedation.com.

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FRESNO COUNTY

CENTRAL VALLEY/So. FRESNO CTY - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrix s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. **[SOLD]**

KERN COUNTY

BAKERSFIELD #21 Bldg. & Pract. for Sale - (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. \$500K on (3) - (4) days/wk. Cash/Ins/PPO/<1% Denti-Cal. Seller retiring. **[NEW]**

LOS ANGELES COUNTY

COVINA #2 - Reduced Again! Seller wants it sold Now! (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Cash/Ins/PPO/Denti-Cal patient base. 2011 Gross Collect ~ \$220K on a (2) day wk. Located in a duplex free standing building with exposure & visibility. Seller is moving.

COVINA #3 - (3) op computerized G.P. w (52) years of Goodwill. Cash/Ins/PPO pt. base. 2011 Gross Collect ~ \$242K on an easy (3) day wk. Located in a small prof dental/medical bldg. on a main St. Free off St. parking. Low rent. Seller retiring, but will assist w transition.

GLENDALE #6 - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th op plumbed. Dentrix s/w, networked ops, & digital x-rays. In a free stand bldg. on a main blvd. Prof. Designed & decorated. Excell exposure/signage & ample free pking in rear of bldg. Additional space in rear of suite for future expansion. Mixed pts base. Annual Gross Collect \$400K-\$500K.

GLENDORA - (3) op computerized G.P. located in a smaller professional building on a main blvd. Very low overhead office with steady growth. Cash/Ins/PPO with a very small % of Denti-Cal. 2011 Gross Collections \$296K+. (5-6) new patients/mos with no advertising. Digital X-Rays. Seller is moving, but will assist with the transition. **[NEW]**

LOS ANGELES (SILVERLAKE - ATWATER AREA) - (3) op G.P. located in the trendy Silverlake - Atwater area of L.A. (28) years of Goodwill. Cash/Ins/PPO pts. 2011 Gross Collections ~ \$140K on a p.t. schedule. Retail store front w exposure/visibility. Seller owns bldg. & will grant Buyer first right to purchase in future. Seller retiring, but will assist w transition. **[NEW]**

No. L.A. CTY - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Mixed pts base. Mos Cap checks \$5K+. Seller retiring. **[SOLD]**

RESEDA #6 - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$150K part time. Excell starter or 2nd office. **REDUCED. BRING ALL OFFERS!**

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Gross Collect \$305K on a part time schedule. Digital x-rays & Dentrix s/w. Newer leaseholds. Seller retiring but will transition. **[SOLD]**

RIVERSIDE COUNTY

SOLD OUT - Room for your Riverside County Listing Available.

ORANGE COUNTY

NEWPORT BEACH - (5) op comput. G.P. 4 ops eqt'd/5th op plumbed. Located in a low rise, high end, prof. bldg overlooking the marina. Superb location w easy fwy access, impeccable views, & plentiful parking. Cash/Ins/PPO & a small % of cap (approx \$1,000/mos). 2011 Collections ~ \$450K on (2) days/wk. Can do much more w additional hours. Dentrix s/w, digital x-rays & intral oral camera. 25+ yrs of Goodwill. 30-35 new pts /mos. Seller has a second office in northern CA & is tired of the commute.

SAN BERNARDINO COUNTY

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

SAN DIEGO COUNTY

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

SANTA BARBARA COUNTY

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

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

SOLANO COUNTY

VACAVILLE - (3) op computerized G.P. turnkey office w charts. Located in a small prof. dental/medical bldg. w low rent. GREAT Opportunity!! **[SOLD]**

TULARE COUNTY

So. TULARE COUNTY - PORTERVILLE AREA - (6) op comput. G.P. in a major shop. ctr. Cash/Ins/PPO/Kids Denti-Cal pt. base. Annual Gross Collect. \$500K+ on a (4) day wk. **[NEW]**

VENTURA COUNTY

OXNARD #5 - PRICE REDUCTION! (4) op comput. G.P. Can purchase w or w/o the single use free standing bldg. Mixed patient base. 2011 Gross Collect ~ \$447K on a 3-4 day wk. Located on a heavily traveled main road w pole signage. (12-14) new pts/mos w no advertising. Excell growth potential in an up & coming area. Seller moving.

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David Buchan, DDS, San Clemente, CA

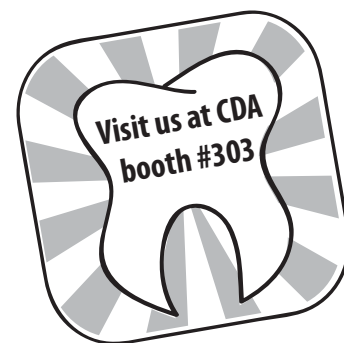


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IMPERIAL BEACH—NEW! satellite ORTHODONTIC Practice located on main street in attractive Professional Bldg. 3 treatment Ops and 2 consult rooms in approx.. 2400 sq. ft. Patients seen 1 1/2 days per week.

MIRA MESA—NEW! General Practice with 3 Ops in approx. 950 sq.ft. Situated in strip center on major thoroughfare in residential neighborhood. Insurance and Cash.

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CARLSBAD—NEW!! FOR LEASE—Fully built-out dental office. Approx 1700 sq. ft., lots of windows and situated in 2 suite dental bldg.. right off 5 freeway. "Pride designed" office.

GLENDALE—Owner retiring from 40 year **GENERAL** Practice situated in Med Bldg. in **EXCELLENT LOCATION**. 5 equipped Ops in 2250 sq.ft. "Pride/THE designed." Lots of natural light.

PALM DESERT—Established in 2007, this GP has 6 Ops. with ADEC Equip. and Cabinetry, in 2600 sq. ft. Situated in shopping center near Sun City, off of 10 freeway. All Fee-for-Service.

TEMECULA—GENERAL Practice estab. 2003. 8 Ops (4 equipped) in approx.. 2400 sq.ft. Close to 15 freeway in Old Town.

EL CAJON—GENERAL Practice and **BUILDING** available. 4 Ops. (3 equipped). Panorex. Approx. 50% Cash & 50% Ins. Owner does implants. Single story, free-standing building of 2200 sq. ft. Freeway close.

SAN DIEGO—CLAIREMONT Area—Situated in strip center in a heavily populated residential community. This **GENERAL** Practice has 3 equipped Ops, and Digital PA and Pan X-Rays. Owner desires quick sale and practice is priced accordingly!!

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

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

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

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

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BAKERSFIELD – Small /part-time 3 ops practice catering to HMO patients. First floor location. Seller relocating from area. Excellent starter or merger opportunity.

BEACH CITIES (upcoming) – High-end/ private only practice. 4 ops. Spectacular ocean views. Over 20 years of goodwill. Revenues exceed \$40k/month on part-time schedule. Contact us to be placed on call-back list.

BEVERLY HILLS – Starter practice or merger opportunity. Over 35 years of goodwill! Owner retiring. 3 Ops. Most specialty procedures referred out. Private patients only. Transition available. Professional building.

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

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

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

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

LOS ANGELES – Outstanding Practice Opportunity! Long established private practice. Over 40 yrs. goodwill. Low Overhead. Prestigious Building Location. Efficient Office Design with View.

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RESEDA – Long-established private practice with some HMO revenues. Monthly revenues of \$35k/month. 4 ops located in professional building. Nice design and modern appearance. Seller working limited sched.; willing to assist in transition.

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

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

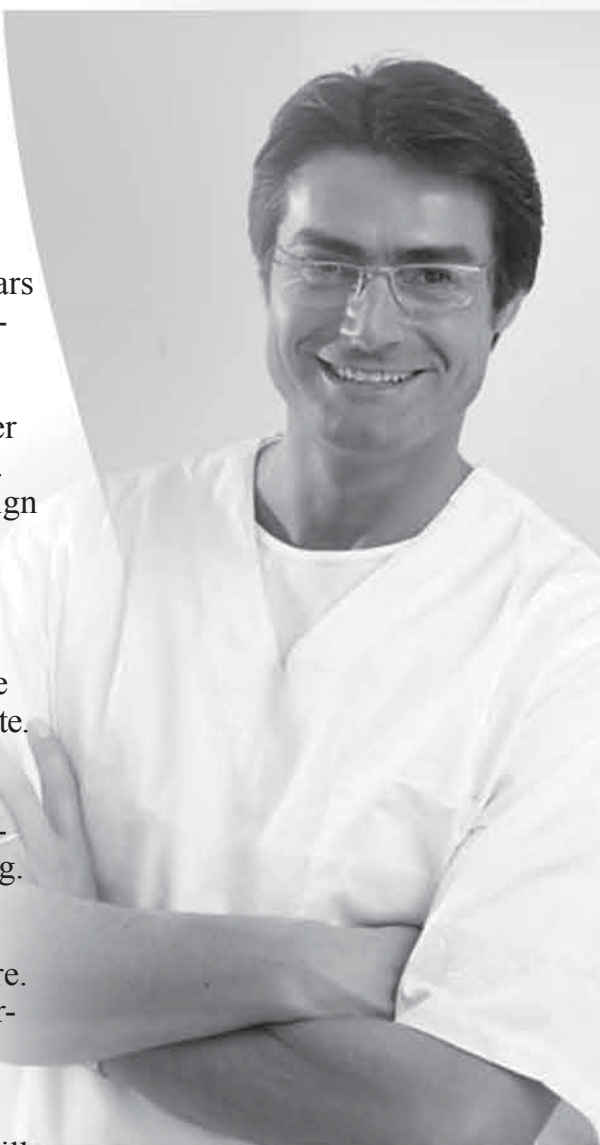
SAN FERNANDO VALLEY (upcoming) – Shopping Center location with thousands spent on tenant improvements. 4 ops. One of the busiest intersections in all San Fernando Valley. Sign across store front. Ample parking. Revenues exceed \$50k/month. Tremendous opportunity.

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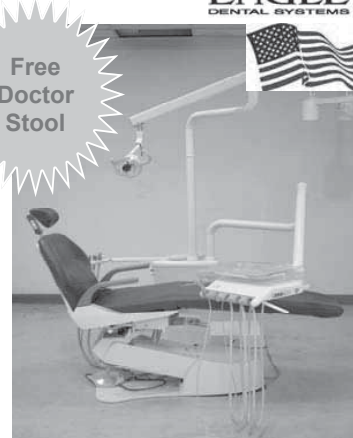
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Newport Beach

Private "Boutique" practice - 2 operatories plus one add'l plumbed in professional building – Grosses over \$450,000/yr – very unusual opportunity for the right dentist.

Laguna Hills

Private practice - 2 operatories plus one add'l plumbed in strip shopping area – Dr relocating out of country -6 years goodwill – very modern with newly installed digital x-rays and new software – Great starter practice –will gross approx.. \$185,000 this year on 2 1/2 days/week.

Cypress

Private practice - 5 operatories in busy shopping center – 36 years goodwill – grosses over \$400,000/yr with little effort and no promotion – a turn key practice – very healthy hygiene practice.

Mission Viejo

Private practice - 5 operatories in 1240 sq. ft. in strip shopping center on busy intersection near freeway. Private insurance and PPO's – Over 32 years goodwill. 2010 Collections of \$445,000 on 2 1/2 days/week.

San Fernando Valley

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ENCINO FEE FOR SERVICE PRACTICE FOR SALE: Seller has been in practice in Encino since 1985 and in the current suite since 1997. The practice has collected just under \$500,000 per year for the past four years with a net income of just over \$175,000 per year with two full days of hygiene per week. Seller accepts no HMO's and no PPO's, but does have 1-800-DENTIST which would increase the new patient flow beyond the current 12 new patients per month if the Buyer would accept PPO coverage. Seller is leaving the State. Asking \$365,000.

SIMI VALLEY GENERAL PRACTICE FOR SALE: Seller works half time and teaches half time. Selling to accept a full-time teaching position. Practice consistently collects over \$215,000 every year for the past four years with one day of hygiene per week. Seller refers out all endo, all ortho, almost all oral surgery and most perio. No HMO, no Denti-Cal, no advertising, no evenings and no weekends, but lots of potential. 3 equipped operatories plus one additional operatory that is plumbed but not currently equipped. Motivated! Asking just \$100,000.

WOODLAND HILLS FEE FOR SERVICE PRACTICE FOR SALE: Over 30 years of goodwill! This practice collects just over \$700,000 per year with a net income of \$275,000 on four days per week with five days of hygiene per week. No PPO's, no HMO's, no advertising, no evenings and no weekends. Five equipped operatories with digital x-rays, panoramic x-ray, and fully computerized with Dentrix software. Nice office! Asking \$595,000. – **PENDING AT FULL PRICE**

SAN FERNANDO VALLEY ORTHODONTIC PRACTICE FOR SALE: Established in 1976 and moved to the current suite in 1993, this practice has a long history in the San Fernando Valley. Seller is an edgewise practitioner and works 30 hours per week. Collections have been extremely consistent for the past 3 ¾ years at \$585,000 per year. Net income is phenomenal at just over \$350,000/year. The practice is not on any HMO or PPO programs. Seller does an average of 17 new patient consults per month and starts an average of 14 per month for a case acceptance rate of just over 80%. Seller will assist with the transition in whatever way the Buyer desires. Asking \$375,000 – **PENDING AT FULL PRICE**

CANOGA PARK GENERAL PRACTICE FOR SALE: Very affordable practice with good positive cash flow. This practice collected \$198,000 in 2010 with a net income of over 38% on four short days per week. Seller does no significant advertising, but gets 10-15 new patients per month and has \$3,000 per month in capitation income. Seller refers all endo and all oral surgery. No Denti-Cal and no evenings. Located in a professional building, the office has three equipped operatories with digital x-ray. Asking \$140,000.

LONG BEACH STARTER PRACTICE FOR SALE: Excellent opportunity to own a 50% interest in the building and a solid core of fee for service patients at a very reasonable cost. Seller works three days per week (no evening, no weekends) and collects \$130,000 per year with no Denti-Cal, no HMO and no PPO plans. Seller does no marketing. The practice has two equipped operatories plus one additional operatory that is plumbed but not equipped. The reception room, lab, sterilization area, front desk area and break room are shared with another dentist that owns 50% of the real estate and has his own three operatories. Each dentist uses their own operatories exclusively. Seller wants to sell his 50% interest in the real estate for \$150,000 which Seller will finance with no money down. Payments would be under \$1,000 per month. The asking price for the practice is \$100,000.

HACIENDA HEIGHTS GENERAL PRACTICE FOR SALE: Long established practice with 27 years of goodwill in the same location. Health forces sale of the practice that collects \$153,000/year on 3 days per week. Three operatory practice. No Denti-Cal, no capitation, no marketing. Good starter practice. Must sell. Asking \$100,000 – **MAKE AN OFFER!**

NORTH SAN DIEGO COUNTY CLINIC PRACTICE FOR SALE: Collected over \$2.6 million in 2010 and projecting the same for this year. \$16,000/month in capitation. General dentists' net income is \$750,000/year for two working buyers and over \$600,000 for a single dentist buyer. No Denti-Cal. 90 new patients per month. Practice is open seven days a week. One full time associate plus specialty. Seven days of hygiene per week. Excellent nine operatory facility with good visibility. Asking \$1,675,000 – **PENDING AT FULL PRICE**

LONG BEACH PERIO PRACTICE OR EQUIPPED OFFICE FOR SALE: Ideal satellite practice or practice to be merged with an existing Long Beach area perio practice. Collecting \$100,000/year. Seller works two days per week and does not place implants. Two days of hygiene per week and hygiene accounts for over 55% of the total practice collections. The office is located in a professional building and has four equipped operatories with the potential for a fifth. Seller is retiring after 40 years in practice at the same location. Very motivated. Asking \$40,000. – **MAKE AN OFFER!**

VALENCIA GENERAL PRACTICE FOR SALE: Established practice was relocated to a new facility in 2007. The office is state of the art with designer leasehold improvements, six operatories of four year old equipment. Fully computerized, digital and equipped to be completely paperless. Seller works four days per week and collected \$740,000 in 2010 and is currently averaging over \$66,000/month in collections for this year. Net income averages 35% of collections. No Denti-Cal. \$2,500/month in capitation. Asking \$585,000.

WESTCHESTER FEE FOR SERVICE PRACTICE FOR SALE: Located on an upper floor of a professional building with incredible views of LAX, this office has 40 years of goodwill with the same owner. Seller works three days per week and has three days of hygiene per week. Seller refers out all endo, all oral surgery, all perio surgery and all ortho. The practice collected \$272,000 in 2010 and is currently averaging \$27,000/month in collections for this year. The office has four equipped operatories with digital x-rays. Asking \$150,000. – **SOLD AT FULL PRICE**

LAWNDALE GENERAL PRACTICE FOR SALE: Good starter practice opportunity with three equipped operatories plus one additional operatory that is plumbed but not equipped. Seller works two and one-half days per week. The practice does no advertising and accepts no HMO plans. Collections have been above \$200,000 per year with potential for more with more time committed. Seller has three small children and needs to reprioritize her time. Asking \$150,000.



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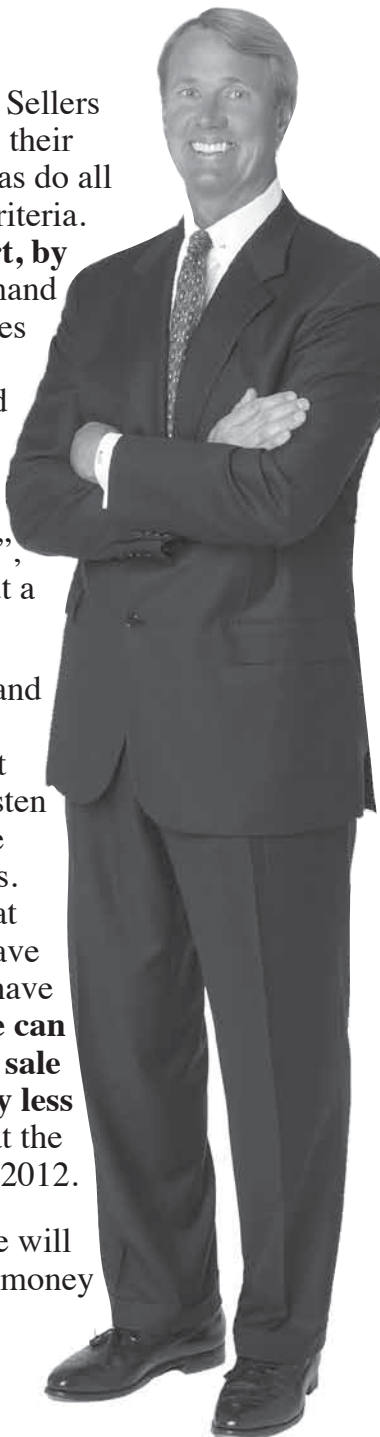
TIME TO SELL?

With continuing economic decline, many would be Sellers are questioning whether now is the best time to sell their practices. The dental practice sale market evolves (as do all markets) with changes in valuation and financing criteria.

Today's practice sales are governed, in large part, by the availability of financing. Certainly, Buyer demand plays a significant role with certain types of practices in select communities commanding much greater interest than others, but if the sale cannot be financed it will not happen. The financing is available and at very attractive rates, but the sale must qualify. Be aggressive with the pricing of your practice, but be realistic. Nobody wants to "leave money on the table", but nobody wants to languish on the market without a sale either.

There are also huge tax changes on the horizon and one must consider the implications they have for Sellers after 2012. If there is any serious doubt that the taxes are going up, turn on the television and listen to the rhetoric in the State of the Union address, the State of the State address or the presidential debates. Consider this against the background of tax cuts that expire on December 31, 2012 and new taxes that have already been passed that begin January 1, 2013 or have been extended to income not previously taxed. **One can only conclude that the after tax dollars from the sale of a dental practice next year will be significantly less than the same sale this year.** Be proactive and beat the tax man! Evaluate the financial benefit of a sale in 2012.

There is nothing to suggest that your dental practice will be worth any less after this year, but the amount of money you keep after taxes will be. Call Kurt Skarin at Lee Skarin and Associates to discuss your practice sale with no obligation.



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REDWOOD CITY DENTAL PRACTICE FOR SALE – Gross ~ \$481K in 2010. 2 ops, 1 additional plumbed. All digital, paperless. Great visibility. Across from major retail store. Approximately 70% PPO, 20% Cash, 10% Capitation.

SAN JOSE DENTAL PRACTICE FOR SALE – Medical plaza. ~ 1,200 sq. ft., 2 ops, 1 additional plumbed. Fwy 680.

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SAN DIEGO DENTAL PRACTICE FOR SALE – Over 24 years of goodwill. ~ 900 sq. ft., 2 fully eq. ops, 1 additional plumbed. Opens 3 days per week. Located on major streets in plaza with supermarket, college & restaurants.

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PALM DESERT DENTAL PRACTICE FOR SALE – 5 fully equipped ops, approximately 1,660 sq. ft. Gross revenue projected approximately \$500K. Located nearby shopping center on major street. Good visibility.

WILDOMAR DENTAL PRACTICE FOR SALE – 4 fully eq. ops, ~ 1,300 sq. ft. Gross approximately \$300K in 2011. Approximately 50% PPO, 40% Cash, 10% Capitation. Located in plaza along with major anchors. Close to 15 Fwy.

TEMECULA SHELL DENTAL PRACTICE FOR SALE – 3 fully equipped ops, 2 additional plumbed, 2,288 sq. ft., digital x-ray. Shopping center on major street with 2 major anchors. Good visibility and good signage. Close to Fwy 79.

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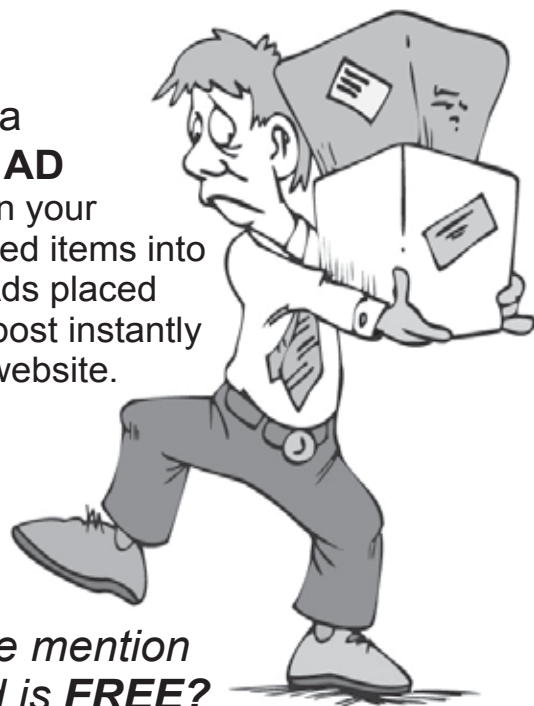
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\$500,000 General Dentistry Practice in South Orange County, Southern California with four (4) operatories, fully equipped, sterilization-lab combo, adjustment lab, staff lounge, private office, over 31 years of goodwill, doctor retiring.

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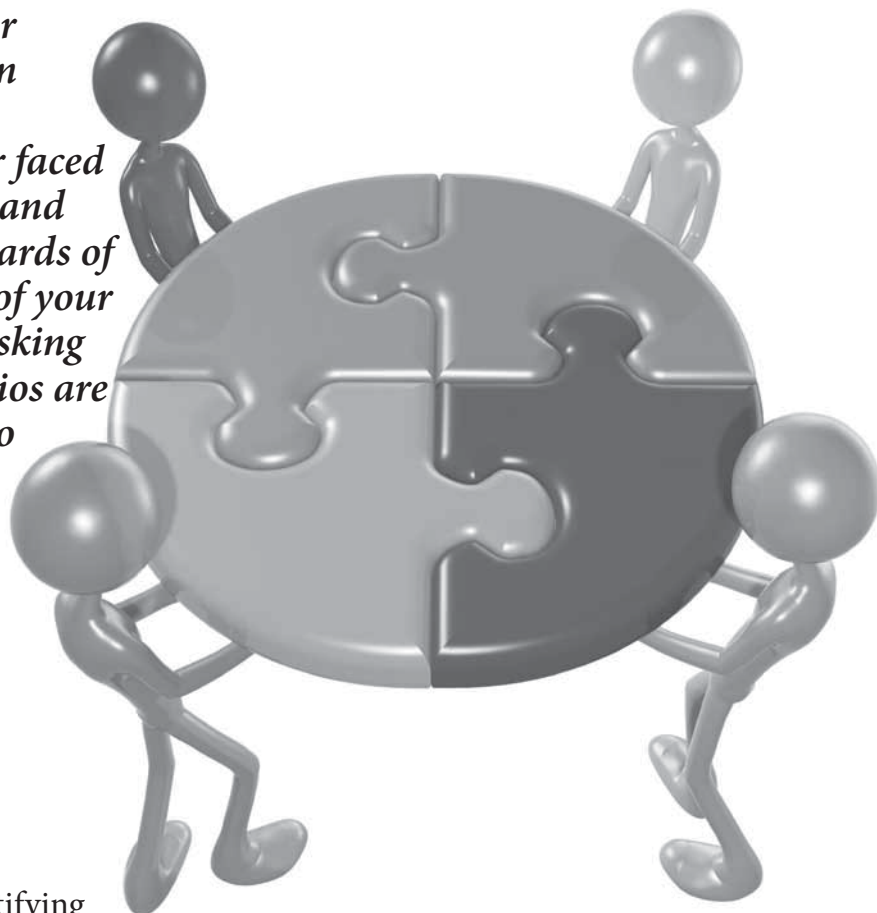
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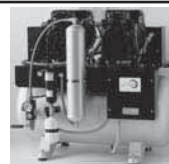
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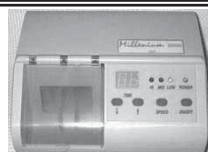
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OCEANSIDE – Long established modern designed office located in a 1,200 sq ft suite on a 4 story professional building. This desirable General Practice consists of 4 fully computerized eq. ops, with Eaglesoft software, intra oral camera and digital x-ray. Motivated seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-15 patients/day. Fee for service. Excellent staff. Remodeled in 2010. Grossed approximately \$555,610 in 2011. Seller moving out of state. **Property ID #4121.**

POWAY - Well established practice with over 18 years of goodwill located in a two story professional building. This beautiful office consist of 5 fully eq. ops, with Dentrix software, intra oral camera and digital x-ray. Remodeled a year ago. High income patients. Fee for service. Sellers work 4 days/wk with 3 days/wk of hygiene. See approximately 25-30 new patients/mo. Grossed approximately \$1,092,282 in 2011. **BUYER'S NET \$380K. Property ID# 4119.**

WESTMINSTER (GP) – Established in 2000 in Little Saigon, this practice consists of 4 eq. ops., 1 plumbed not eq with Eaglesoft software in a busy strip retail shopping center on a busy intersection. Seller works 4.5 days/wk and sees approximately 15-30 new patients per month. Monthly revenues \$33K/mo. Income source: Insurance PPO 95% and Denti-cal 5%. Grossed approximately \$407,221 in 2011. **BUYER'S NET \$176K.** Great signage, visibility and heavy traffic flow. **Property ID #4109.**

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GREATER LOS ANGELES COUNTY

BELL – Long established practice located one story building in busy shopping center. Absentee owner. Associate works 4 days/wk and sees approximately 20-25 new patients per month. Income source: Insurance 20%; Cash 25%; Medical 5% & Capitation 50%. The practice consist of 1,300 sq. ft., 4 fully eq. ops, with Dentrix software, intra oral camera and digital x-ray. Office monthly revenues of approximately \$31K. Grossed approximately \$371,188K in 2011. BUYER'S NET OF \$98K. **Property ID #4085.**

BEVERLY HILLS (GP) – Fee for service practice located in a multi story professional building with great window views to the city. 60+ years of goodwill. Absentee owner. Associate works 3 days/wk with 2 days/wk of hygiene. See approximately 5-6 new patients per month. 100% patient referral. Practice consist of 2 eq. ops., in a 751 sq. ft suite. Grossed approximately \$252K in 2011. **Property ID #4081.**

CULVER CITY – With over 40+ years of goodwill this fee for service practice is located on a one story medical/dental building. Motivated seller works 4 days/wk and sees approximately 12-15 new patients/mo with 3 days/wk of hygiene. This general practice consists of 4 spacious eq. ops. Eaglesoft software. Good corner location with great street visibility and heavy traffic flow. Monthly revenues of \$36K/mo. Grossed approximately \$437K for 2011. BUYER'S NET OF \$120K. Seller will be moving to the Valley. **Property ID# 4129.**

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

GLENDORA – Long established general practice with 44 years of goodwill located in 2 story building. Practice consist of 4 fully computerized ops with Dent soft software and intra oral camera. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. Grossed \$811,875 for 2010. Projecting approx. \$870,973 for 2011. BUYER'S NET OF \$404K. Great street visibility. **Property ID #3041.**

INGLEWOOD – Long established fee for service practice with over 70 years of goodwill. Located in a single standing building. Office consist of 5 fully spacious eq., ops in a 2,500 sq. ft. Seller owns suite. Not for sale. Retiring seller works 4 days per week and sees approximately 18-20 new patients per month. 100% patient referral. Projecting approximately \$268K for 2011. Has great street visibility and signage. **Property ID# 4095.**

LOMITA - General practice established in 2007. Located in a single retail building. Seller currently working 3 days/wk and see approximately 10-15 new patient per month. 100% patient referral. Office consists of 1,000 sq. ft., 2 fully computerized eq. ops, with DentiMax software and intra oral camera. Practice offers a flat lease with no NNN and CAM charges. Grossed approximately \$222K for 2011. **Property ID #4087.**



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MONTEBELLO (GP) – Located in a free standing building with over 25 years of goodwill. Great street visibility, signage and foot traffic. The practice consists of 2,500 sq. ft., 5 fully computerized eq. ops with Dentrix software and intra oral camera. Four days/wk practice with 2 days/mo of hygiene. Approximately 15-20 new patients/mo. Income source: Ins. 70%; Cash 17%; Medi-cal 3%; & Cap 10%. Grossed approximately \$363,518 in 2011. BUYER'S NET OF \$107K. A must see! **Property ID #4051.**

TORRANCE - Leasehold Improvements & Equipment Only! Modern design office established approximately 10.5 years ago and is located in a premier shopping center providing excellent exposure and foot traffic, just right next to Home Depot, Vons, Wells Fargo & In and Out Burger to name a few anchor tenants. Motivated Seller purchased a building and will be relocating patient base. The office consists of 3 fully equipped operatories in a 1,215 sq. ft. suite. Great starter opportunity for a GP or Specialist. Low sales price. **Property ID #4125.**

ORANGE COUNTY

ANAHEIM – Multi specialty office is currently being operated by an absentee owner in single story strip mall. Practice located on the corner of one of the busiest intersection in Anaheim with convenient freeway access. Surrounded by restaurants and shops which provide significant foot traffic. Office consists of 2,000 sq. ft., 6 fully computerized eq. ops, with Dentrix software. 30+ years of goodwill. Practice is averaging approximately \$92K/mo on 4 days/wk with approximately \$4200 in capitation checks/mo. Grossed approximately \$1,107,870 in 2011. BUYER'S NET OF \$235K. **Property ID #4105.**

ANAHEIM - Leasehold Improvement & Equipment Only! – Excellent for a first time owner. Located on a major boulevard in a two story colonial style medical plaza with large French windows. Excellent signage and visibility. On ground floor with direct access to the parking, offering ample shaded parking. Near the Anaheim Medical Center. Practice consist of 4 ops., 2 fully eq and 2 partially eq. Operatories plumbed for nitrous & oxygen with a Taylor Safety System. **Property ID #4061.**

FULLERTON – Well established general practice located a one story free standing building on a major boulevard. Great street visibility and heavy traffic flow. This large practice consist of 10 fully computerized eq. ops., 3 chairs in open bay, 8 ops not plumbed with Dentrix software, intra oral camera and digital x-ray. Office open 5 days/wk and see approximately 20-25 new patients/mo. Income source: 40% insurance; 56% cash and 4% capitation (approx. \$2100/mo in cap checks). Projecting approximately \$594K in 2011. Buyer's net of \$144K. **Property ID #4103.**

GARDEN GROVE (GP) – Turnkey practice with over 20 years of goodwill located in a one story free standing building with ample parking. Reasonable rent. This office consist of 1,200 sq. ft., 2 eq. ops., 1 plumbed not eq., with Dentist Mate software. 4 day per week practice and sees approximately 10-15 new patients per month. Income source: 30% insurance / 47% cash / 23% capitation. 100% patient referral. Projecting approximately \$180,000 for 2011. Easy freeway access. Great exposure, visibility and signage. **Property ID #3988.**

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

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Maria Silva, V.P.

ORANGE - Well established practice located in a single story medical center with 4 fully computerized eq. ops, with intra oral camera, digital x-ray and Dentrix in a 1,040 sq. ft. suite. Fee for service office open 4 days/wk. An excellent lease includes all minor repairs, even bulb/fixture replacement. Full service cleaning is also included with bathroom supplies. This full service lease also includes storage outside of the office where the vacuum and compressor reside. All utilities are paid for with the exception of the phone service and answering service. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Grossed approximately \$183K in 2011. **Property ID #3531.**

ORANGE - General practice located in a single story standing duplex building. Great location near Chapman University in downtown Historical Orange. Beautiful modern design office consists of 3 fully eq. ops., and 1 plumbed not eq. op. Equipment is 2-5 years old. Motivated seller works 3 days/wk and sees approximately 8-10 patients/day. Great street visibility and heavy traffic flow. Grossed \$262,254 in 2011. Seller relocating to another state. **Property ID # 4101.**

S. ORANGE COUNTY - (Turnkey) Beautiful office located in a 5 story medical / dental building with ample parking. Absentee owner. Two Associates work 2 days/wk each and see approximately 12 new patients/mo. This office consist of 4 fully computerized eq. ops, 1 plumbed not eq., with Dentrix software and intra oral camera in a 1,600 sq. ft. suite. Plumbed for nitrous oxide and oxygen. Convenient location. Building was renovated 4 years ago. Projecting approximately \$208K for 2011. **Property ID#4093.**

SANTA ANA (GP) – Absentee owner. Long established practice located a single standing building with ample parking. Seller owns building. Practice consist of 4 fully computerized ops., with EZ Dental software and intra oral camera. Excellent street visibility and Heavy traffic flow. Nice office. Projecting approximately \$195K for 2011. **Property ID #4071.**

WESTMINSTER (GP) – Established in 2000 in Little Saigon, this practice consists of 4 eq. ops., 1 plumbed not eq with Eaglesoft software in a busy strip retail shopping center on a busy intersection. Seller works 4.5 days/wk and sees approximately 15-30 new patients per month. Monthly revenues \$33K/mo. Income source: Insurance PPO 95% and Denti-cal 5%. Grossed approximately \$407,221 in 2011. BUYER'S NET \$176K. Great signage, visibility and heavy traffic flow. **Property ID #4109.**

RIVERSIDE & SAN BERNARDINO COUNTIES

LAKE ELSINORE – Multi specialty office located in a free standing strip mall. Absentee owner. Practice is open 5 days per week and associates see approximately 25-35 patients per day. Income Source: Insurance 35%; Cash 35%; Medical 5%; Capitation 25% (~\$16K in cap checks/mo). Practice consists of 7 fully eq. ops., 1 plumbed not eq. with Dentrix software and intra oral camera in each operatory in a 2,975 sq. ft. suite. Just over a year ago the office was remodeled with French doors, a private room for OS or Pedo, new computers in every OP and new cabinetry. **Property ID #4099.**

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

Web site: www.calpracticesales.com

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



Tina Ochoa, V.P.



CALIFORNIA

Specializing in the Selling

LOMA LINDA – Well established practice with 12 years of goodwill located in a busy strip shopping center with excellent signage. Seller works 3 days/wk, Associate 3 days/wk and with 4 days/wk of hygiene. See approximately 35 new patients/mo. Office consists of 4 fully eq. ops, with Easy Dental software and Pano & Ceph. Fee for service. Grossed approximately \$901,385 in 2011. **Property ID #4131.**

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

RANCHO MIRAGE – General practice located in single story busy shopping center. Practice consist of 4 fully spacious computerized eq. ops. New Easy Dental software and intra oral camera in a 1,400 sq. ft. suite. Retiring dentist works 3.5 days per week and sees approximately 25 new patients per month. Fee for service office was established in 2001. Great traffic flow and visibility. Grossed approximately \$497,581 for 2011. **BUYER'S NET OF \$148,492. Property ID# 4091.**

TEMECULA (GP) – Fee for service practice in nice strip mall. Seller work 3 days/wk and sees approximately 15-16 patients per day. Established late 2007. Practice consists of 2 fully eq. ops., 2 plumbed not eq., with Practice Web software and digital x-ray. Beautiful office. Projecting approximately \$303K for 2011. **Property ID #4075.**

SAN DIEGO COUNTY

DEL MAR (GP) – Beautiful Décor office located in a one story medical dental building with ocean view. Fee for service practice consists of 3 fully computerized ops., with Open Dental software and digital x-ray. Seller works 3 days/wk with 2 days/wk of hygiene. Sees approximately 8-10 patients/day. Remodeled office in 2007. Heavy traffic flow with great street visibility. Grossed approximately \$436K in 2011. **BUYER'S NET OF \$119K. Property ID #4083.**

OCEANSIDE – Long established modern designed office located in a 1,200 sq ft suite on a 4 story professional building. This desirable General Practice consists of 4 fully computerized eq. ops, with Eaglesoft software, intra oral camera and digital x-ray. Motivated seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-15 patients/day. Fee for service. Excellent staff. Remodeled in 2010. Grossed approximately \$555,610 in 2011. Seller moving out of state. **Property ID #4121.**

POWAY - Well established practice with over 18 years of goodwill located in a two story professional building. This beautiful office consist of 5 fully eq. ops, with Dentrix software, intra oral camera and digital x-ray. Remodeled a year ago. High income patients. Fee for service. Sellers work 4 days/wk with 3 days/wk of hygiene. See approximately 25-30 new patients/mo. Grossed approximately \$1,092,282 in 2011. **BUYER'S NET \$380K. Property ID# 4119.**

PRACTICE SALES, INC.

and Appraising of Dental Practices



Greg Beamer, V.P.

SAN DIEGO – Family General practice with multiple specialties. Off of Freeway 8 and 15. 40 years of goodwill. 3 1/2 days per week practice in a 1,500 sq ft suite with 5 eq. ops. Gross production approximately \$760K for 2011. Located in a small business strip, off major thoroughfare with excellent visibility. **Property ID #4107.**

SPECIALITY OFFICES

RANCHO MIRAGE (PERIO) - Fee for service practice located in one story medical / dental building. Seller works 1 day/wk and sees approximately 10-12 patients/day. Two days/wk of hygiene. Long established practice. 100% patient and dentist referral. Office consists of 4 fully computerized eq. ops., with Dental Pro software, intra oral camera, digital x-ray in a 1,500 sq. ft. suite. Great staff. Only 4 other Perios in the Valley. Grossed approximately \$361,255K for 2011. **Property ID #4089.**

WOODLAND HILLS (PEDO) - Well equipped Pedo office with 3 chairs in open bay area. Fully computerized office with Eagle Soft software and digital x-ray. Seller works 4 days/wk with half day/wk of hygiene. 31 years of goodwill. There is only one other Pedo in the area. Grossed approximately \$666,018 in 2011. **BUYER'S NET OF \$301K. Property ID #3661.**

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jknipf@aol.com

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rpalumbo@calpracticesales.com

John W. Knipf (Neff) President & Robert A. Palumbo, Executive V.P./Partner

Also serving you: Alice C. King, V.P., Tina Ochoa, V.P., Greg Beamer, V.P. & Maria Silva, V.P.

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DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

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Greg Beamer - gbeamer@calpracticesales.com
Tina Ochoa - tochoa@calpracticesales.com
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AB implant	\$800 (3min)
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Prefab abutment	(AB or Dentis) \$200 (preparation and restoration NOT included)
Socket lift/sinus lift w/bone grafting per implant...	\$850
Sinus lift through lateral window	
Per quadrant	\$3,000

The implant placement are life time warranty (patient compliance and hygiene plays a big role).

***for your edentulous patient or those who are about to loose all their teeth, **TEETH IN DAY (ALL ON FOUR)** acrylic bridge.

ALL ON FOUR (TEETH IN A DAY)

\$12,500 per arch
Have your patient benefit from a fixed bridge in one day. Includes everything from A-Z.

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- 2 Surgical placement of Nobel Biocare active implant
- 3 Impression of multi unit abutment
- 4 Tech to be on site for fabricating acrylic bridge
- 5 Delivery of The acrylic Bridge /bite adjustment and 2 follow ups.

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In 6 months, patient has the option to upgrade to zirconia framework and porcelain crowns for 12 teeth.... \$9,000

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SAN FERNANDO VALLEY ORTHODONTIC PRACTICE FOR SALE - great starter practice or perfect for a second office - Dr selling for health reasons - grosses nearly \$20,000/mo on 2 days/week - very modern upgrades - Thomas & Fees Practice Sales (714) 544-4341.

Panoramic X-ray for sale Panoramic Corp PC-1000 in perfect shape \$2500 or OBO. Pick up In Beverly Hills (310)553-2940.

IMPLANT PLACEMENT FOR \$800.00 (Implant included, 3 minimum) Any office from Bakersfield to San Diego county, over 15 years of experience in implant dentistry, Cosmetic, full mouth reconstruction, and ALL ON FOUR procedure (Teeth in a day). I will bring all of my own material. IV sedation licensed and Fellow member of ICOI. www.drgolpa.net Cell: (702) 768-7840. Office: (702)641-7111 mikegolpa@gmail.com.

PRACTICE FOR SALE San Diego (Clairemont)-GP situated in strip center in residential area. 3 Ops, Digital PA & Pan X-rays. SDPS: 760-599-7828.

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Legal Tip Failing to complete annual minutes can destroy your corporation's tax breaks. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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ENDODONTIST NEEDED in Lancaster, Ca, 1-2 days per month, Contact Alan 661-943-2240 or lanc.dental@yahoo.com.

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Robert, Don and Dr. Okihara

Featured Listings

SAN JACINTO VALLEY AREA - New Listing!

Long established, 6 op GP with over 35 years goodwill, a stable patient base and an experienced staff. The seller is relocating out of the area.

RIVERSIDE COUNTY, ORAL SURGERY PRACTICE

Nicely appointed, 3 op oral surgery practice in a prime location with easy freeway access. The seller is retiring.

THOUSAND OAKS AREA

Four op (3 equipped and 1 unequipped) GP located in a highly sought after medical/dental complex in an affluent area. The seller is retiring.

NORTH SANTA BARBARA COUNTY

Four operatory (3 equipped and 1 plumbed/unequipped) GP located in a medical complex. Well established in a growing area.

SOUTHWEST RIVERSIDE COUNTY Price Reduction!

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

LANCASTER Price Reduction!

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

BAKERSFIELD

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

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PRACTICE FOR SALE/RANCHO MIRAGE Perio fee for service off; 4 ops. California Practice Sales, Inc. Phone: 714-639-2775.



Our firm placed a "Space for Lease" ad on the Dental Trader's website in November for the December edition (unnecessarily as it turned out) because we signed a lease with a new dentist/tenant who saw our ad online November 18th!! It was a great advertising decision.

Linda Schwartz-Wright
Mitchell Silberberg & Knupp LLP
Office Manager & Director of Operations/Facilities

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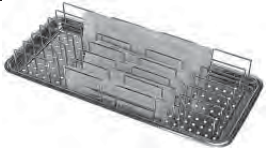


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Operator Res. Ortho

Sq. ft: 2,374

2010 Gross \$340,000

Asking \$225,000!

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ownership available.

2011 Gross: \$644,805

Asking: \$520,000

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practice is located in a free
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Operatories: 10

Sq. ft: 2,500 approx.

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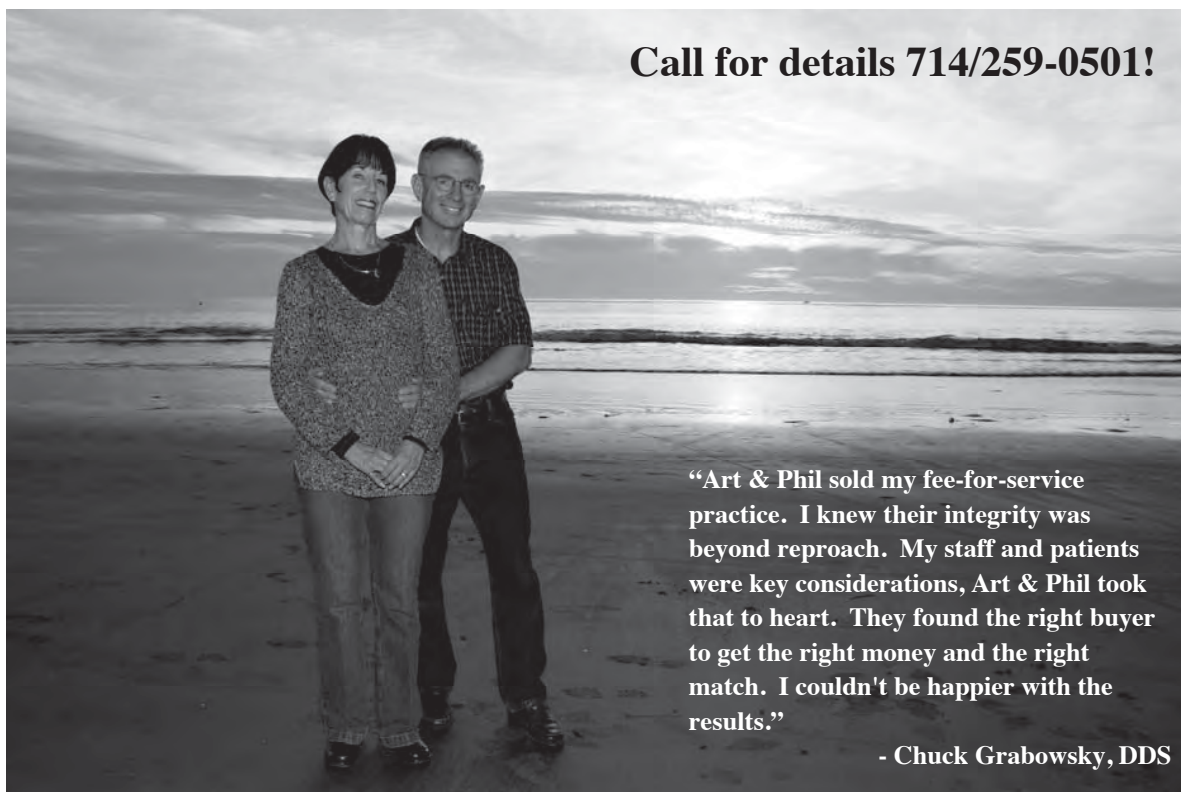
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- **EL DORADO HILLS:** *For Sale*-General dentistry practice. Gross Receipts of \$834K with an adjusted net of \$389K, 53% overhead. Office has five equipped operatories in 1485 sq.ft. Pano, Intra-oral Camera, Dentrax, 5 days of hygiene. Owner retiring.
- **FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops, Digital, Dentrax, Intra-Oral Camera, Laser, 5-year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FOUNTAIN VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$284,000 with only a 47% overhead. Practice has been in its present location for the past 37 years. There are two equipped operatories in this 5 op office. E2 2000 software. Doctor is retiring.
- **FRESNO:** *For Sale*-General Dentistry Facility. One of the best opportunities this year. This 3 op dental office comes equipped. It is in a great location and has about 200 active patients. Owner is in the process of completing his Orthodontic training and only works in the office 5 days a month. Complete pictures of the office and an inventory list of included furniture and fixtures are available. Everything included for only \$85,000 You can't afford to pass this up. #14383
- **FRESNO:** *For Sale*-General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene. #14250.
- **GLENDALE:** *FACILITY SALE*-General Dentistry Office Space & Leasehold Improvements Sale- Office located in a medical plaza, 1760 sq. ft. 7 operatories, computerized equipment approximately 5 years old. Two 5-year options available. #14373
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Intra-Oral Camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR 545K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq ft. Refers out most/all Ortho, Perio, Endo, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrax Software. Owner retiring. #14372.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq ft. 4 equipped operatories 5 available. Laser, Intra-Oral Camera, Cerac, & Eaglesoft software. Owner would like to retire. #37108.
- **GREATER CHICO:** *For Sale*-General Dentistry Practice. Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- **GREATER SAN JOSE AREA:** *For Sale*-General Endodontic Practice. 2009 Collections were \$1,187MIL with an adjusted net income of \$696K. There are 4 ops in this nicely decorated 2,000 sq ft office space. 4 microscopes. Owner has been in same location for 26 years with long-term employees. Owner is retiring but will continue to work 1 1/2 to 2 years through the transition with the buyer.
- **HAWAII (MAUI):** *For Sale*-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 1/2 days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **HAYWARD:** *For Sale*-General Dentistry Practice. This practice consists of 1,600 sq ft with 4 treatment rooms in an excellent location. 2010 Gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients.
- **IRVINE & COSTA MESA:** *For Sale*-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrax. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrax. #14355.
- **LAGUNA NIGUEL:** *For Sale*-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** *For Sale*-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral Camera, Pano, and Data Con software. Owner to retire. #14338
- **LANCASTER:** *For Sale*-General Dentistry Practice. This 4 operator office is located in 2,360 Sq Ft on the second floor of an attractive Medical Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location. #14376.
- **LEMOORE/HANFORD AREA:** *For Sale*-General Dentistry Practice & Building. Owner has worked in this location since 1971. Gross Receipts were \$378K with \$139K adj. net income. There are 3 equipped operatories and 3 days of hygiene. Purchase of the building is optional to the Buyer. 100% financing is available for both building and practice. Excellent opportunity for new grad or satellite practice. #14375.
- **LINDSAY:** *For Sale*-General Dentistry Practice & building. Gross Receipts \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 4 equipped operatories, Intra-Oral Camera, Soft-Dent software, 3-hygiene days a week. Owner retiring. #14363
- **LIVERMORE:** *For Sale*-General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq. ft. office space. Dentrax software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **MODESTO-TRACY-STOCKTON AREA:** *For Sale*-Pediatric Practice. \$677,000 in collections in 2010 with a \$357,000 net income. This 3-chair office is located in approximately 1,250 sq ft & has recently been remodeled. Patient Base software. Office equipped for NO2 & IV sedation. Practice has operated in its present location for 20 years.
- **NEWPORT BEACH:** *For Sale*-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.
- **NORTHERN FRESNO:** *For Sale*-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operatories. Dentrax software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
- **NORTHERN CALIFORNIA:** *For Sale*-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft,

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There are 4 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring. #14251

Group Practice. Intra-Oral Camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334

is 3,776 sq. ft. of office space. The dental office is approximately 1,800 sq. ft. with 6 operatories. The building has been recently re-roofed. Excellent opportunity for a startup practice or for the dentist that needs more space. Financing available through various dental lenders. #14368

• **NORTHERN CALIFORNIA:** *For Sale*-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq. ft. Panoramic X-Ray, Dexis Digital and Dentrux software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.

• **SAN BERNARDINO:** *For Sale*-General Dentistry Practice. GR \$972K. Practice has been in its present location for the past 35 years. Leased 4,500 sq ft of office space- 12 equipped operatories. Dentrux software, Pano and Cerac. Accepts HMO. Multi-specialty practice. Owner to relocate. #14377

• **SANTA CRUZ:** *For Sale*-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrux software. Practice has been in its present location since 1980. Owner retiring. #14358.

• **OCEANSIDE:** *For Sale*-Modern looking office. 4 op, office space and equipment only. Belmont chairs. Gendex x-ray system, intraoral camera, approx 1200 sq ft. Low overhead-Rent is \$1,900/month, and it's a 5 year lease. Staff is available for rehire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346

• **SAN DIEGO:** *For Sale*-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331

• **SANTA CRUZ:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361

• **PLUMAS COUNTY:** *For Sale*-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318

• **SAN FRANCISCO:** *For Sale*-A beautiful upscale office in the Financial District of San Francisco. This is a facility only sale of 2073 sq ft, 4 fully equipped modern treatment rooms, panoramic x-ray, intra-oral camera and laser. En-suite restroom, very unique to this building. Seller has second office in San Francisco and will move patients there. This gem will not last long! #14384

• **TORRANCE:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14320

• **RENO:** *For Sale*-General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 ½ hygiene days/week. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrux software, Pano. Practice has been in its present location for 40 years. Owner retiring

• **SAN LUIS OBISPO:** *For Sale* - Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrux software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.

• **TORRANCE:** *For Sale* - General Dentistry Practice. Gross Receipts \$413K with an adjusted net income of \$203K. 50% overhead. Practice has been in its present location for the past 25 years. The office has been tastefully remodeled. Office is 800+ sq. ft. with 3 equipped operatories. 4 -hygiene days per week. Doctor is to retire. #14369

• **ROCKLIN:** *For Sale*-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$340K adjusted net income. Office is 1,630 sq. ft., with 4 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral Camera, Dentrux software. Owner to retire.

• **SANTA BARBARA:** *For Sale*-General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops, Laser Intra-Oral Camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333

• **TRACY:** *For Sale*-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark units, 6 DCI rear delivery units, 3 Gendex x-ray units, 1 Solidexdigital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 Sq ft, 6 Ops. New lease available from landlord. #14335.

• **ROSEVILLE:** *For Sale*-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intra-Oral Camera, Dentrux, Trojan, Fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327

• **SANTA BARBARA:** *For Sale*-General Dentistry Practice. Wonderful opportunity to live and work in one of California's most desirable areas. 2010 Gross receipts were \$974,000 with a \$370,00 adjusted net income. Six days of hygiene. Dentrux software, Intra-Oral Camera and Panoramic X-Ray. Owner is retiring. #14382

• **VISALIA:** *For Sale*- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$ 321K. Office is 1,380 sq ft with 3 equipped operatories, Intra-Oral Camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

• **SACRAMENTO:** *For Sale*-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Softdent software. Owner to retire. #14374

• **SACRAMENTO/ROSEVILLE:** *For Sale*-One of many partners is retiring in this highly successful General Dentistry

• **SANTA CLARA:** *For Sale* - BUILDING ONLY: This building is located just west of Westfield Mall and Santana Row. The building has two units. One side is designed and plumbed for dentistry and the other was a law office. There

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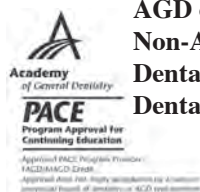
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- 5999 - "SOLD" Pleasanton - Great visibility in busy strip shopping center. 3 Ops, 4th available. Computerized Ops, intra oral cameras, digital x-rays. Collected \$692k with profits of \$400k. 2011 doing better!
- 6002 - San Jose's Evergreen Valley - Long Established practice moved into new building and suite 3+ years ago. Busy Hygiene schedule. \$650k per year performer. Strong profits. 4 Ops with computers.
- 6005 - Fairfield - West of I-80. Seeks full time Successor. Operates on 2.5 week schedule by Owner with other commitments. Collected \$500k in 2010 with profits of \$249k. Attractive 3 Op suite. Highly visible location.
- 6006 - Stockton - Beautiful office near intersection of West Hammer and Lower Sacramento. Busy retail location. Ideal for nearby Dentist seeking office upgrade or someone with a Business plan. 4 Ops, digital radiography, computer charting. No goodwill. FP \$99k
- 6008 - Mendocino Coast - Located in desirable cultural haven on ocean. 3 days of Hygiene. Owner works 3 day week. \$675k+ revenue performer. Computerized Ops, digital radiography and laser. Great lifestyle out of the "Rat Race".
- 6010 - Berkeley's Alta Bates Medical Village - Great location. Enjoys economic muscle flexed by its neighbor UC Berkeley. Collections average \$435k/yr. Extraordinary relationship with another Dentist generates \$10k+ per month in additional revenue. 2011 experiencing spike in performance.
- 6011 - San Jose - West of I-280. Long established practice off Saratoga Ave. Has averaged \$400k yr in collections. 3 Ops w/ 4th available in 1,100 sq. ft. suite.
- 6012 - Fremont - Well established practice evidence by 6+ days of Hygiene. Fantastic recall system. Great location. Collects just shy of \$900k yr. Total Available profits in 2010 were \$360k. 5 Ops.
- 6013 - Livermore - 3+ yr old practice collected \$400k in 2010. 2011 tracking \$430k. 4 Ops with digital radiography, computers and Dentrux software.

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- 3193 - Palm Desert. Grossing \$400,000+. Great Location.
- 3237 - Anaheim Hills - Solo group member wanted-Hi-identity-HiTech share beautiful space.
- 3240 - Redlands - GP Est-5 Ops. Shopping ctr. Should do \$300k to \$400k first year with little marketing. Great lease. \$1.00 sq.ft. FP\$285k
- 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800,000 in hi identity shopping ctr. Available now @ \$250k. **SOLD**
- 3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$370k in '09. 1,800 sq. ft. 5 Ops equipped. Low rent
- 3270 - Downtown - Beautiful 3 Op office in prestigious area of downtown. Ultra modern. Gross \$500,000 your first year.
- 3273 - Downtown - Alvarado - Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing bldg. Grosses \$400,000 Part time.
- 3280 - Indio - 4,600 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand
- 3281 - Yucca Valley - Hi identity(huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. F.P. \$110k.
- 3282 - Palmdale/Lancaster - GP. New shopping ctr. 4 yrs. Near 90 million ffs. New Hospital was doing \$600k. Now \$350k by Absentee Seller.
- 3283 - Palmdale/Lancaster - Hi growth area. GP Gross \$1.5 mil. 40% Net. SML TWN! 5 min Bakersfield RE@Practice.
- NEW Sml Twn minutes from Bakersfield MODERN RE/Practice Gr 20 to 40 per month Bargain.
- Apple Valley/Hesperia Gr \$700 to \$800 Free Std Bldg Avail Absentee.

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- 3287 - So. CA. \$6,000,000 Practice. Est. 25 yrs. Prestigious Hi identity location. 12,000 sq.ft. \$1.00/per sq. ft. \$30k Cap/mo. Requiring substantial net work. Nets \$1 million plus. Approx. 800 Implants. **SOLD**
- 3290 - Santa Paul at Fillmore-Hi identity location. GP Gross \$400k+. Est 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.
- 3297 - So. Bay. Location Only. Free standing Dental bldg on main street.
- 3298 - Long Beach area. Corner Location. Bread and Butter practice. Long established. Collects \$500k per year. **SOLD**
- La Habra - Great starter Shopping center with low rent, low overhead, 4 ops in over 2000 sq. ft. Rent only \$2700. Grossing \$15 to \$30,000. Full Price \$185,000. **SOLD**
- Hawaiian Gardens - Long Estb. hispanic prtc. Grossing near \$500,000. Beau off 5 ops Grt shopping center. FP \$350,000.
- Temec/Hemet HMO. Gr. \$700,000 part time. 8 ops fantastic location Million Dollar corner. Full Price \$565.
- Corona HMO GR \$70 to \$80k month absentee. Low overhead FP \$850,000.
- 3303 - Oxnard/Ventura- Emergency - Health. Hi Identity Shopping center. Location. Est 23 yrs. 3 Ops. Only \$165,000 Outstanding Opp first yr \$500k (714) 345-9659
- 3304 - Glendora - Hi identity shopping corner. New Location. GP who likes Ortho also as no Ortho in area. Full Price new office \$200k to \$250,000.
- La Habra - New life in 20 yr. Prtc corner near Whittier @ Beach. 290 new patients since May. Gr. 20k plus Grt Staff New Digital office. Must Sell below cost \$185K super proved BARGAIN. **SOLD**
- ORANGE Gr 30k plus 5 ops Beau rent \$2000 FP250K.
- HEMET/TEMECULA - HMO PT ABSENTEE GR \$700 PPS says Buyer will do 1.5 within 18 months Special Situation.
- Torrance, Special Diamond Location Hi Identity. Will Gr \$500k first year. \$125K FP.
- Victorville-AppleValley-Hesperia Area - Estb 20 yrs GP Gr \$700 plus Net Approx \$300 Conservative. More Vol avail 8 Ops Hi Identity Shopp Cent FP \$650,000 Serious Seller. Can do 1 million.
- Marino Valley - Estb 20 years - HMO - PPO - Gross \$600k. Beautiful office. Low overhead. Absentee seller.
- Santa Ana - estb 20 yrs - Super Hi identity intersection, 50 to 75000 auto per day. Five ops - Grossing 40 to 60K per month. Net \$200 to 300,000 - Great opportunity to build million dollar office here.
- Lancaster - Estb 50 years - Hi identity central location, low overhead. Gross \$480,000 by part time owner. Seller can work back per new owner. Five operatories.
- Orange County - Beautiful office - the right buyer will gross 2 million first year. Need specialists to group with this fantastic opportunity. Financing in place. Need Entrepreneur who has a team of specialists in place or dentist with multiple talents. HMO/PPO/Ins/Cash. Includes 9 days hygiene 10,000 - charts. As said with right team will do 2 million first year. Hi identity location shopping center.

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Beverly Hills - Implant Center \$1,450,000; 3 ops plus ops 1450 sq. ft. Beautiful facility access to neighbors CT Imaging Center. Full price \$995,000 a bargain - BH most prestigious Dental building. Pride of ownership - Pros would work back for transition. Moving to Desert.

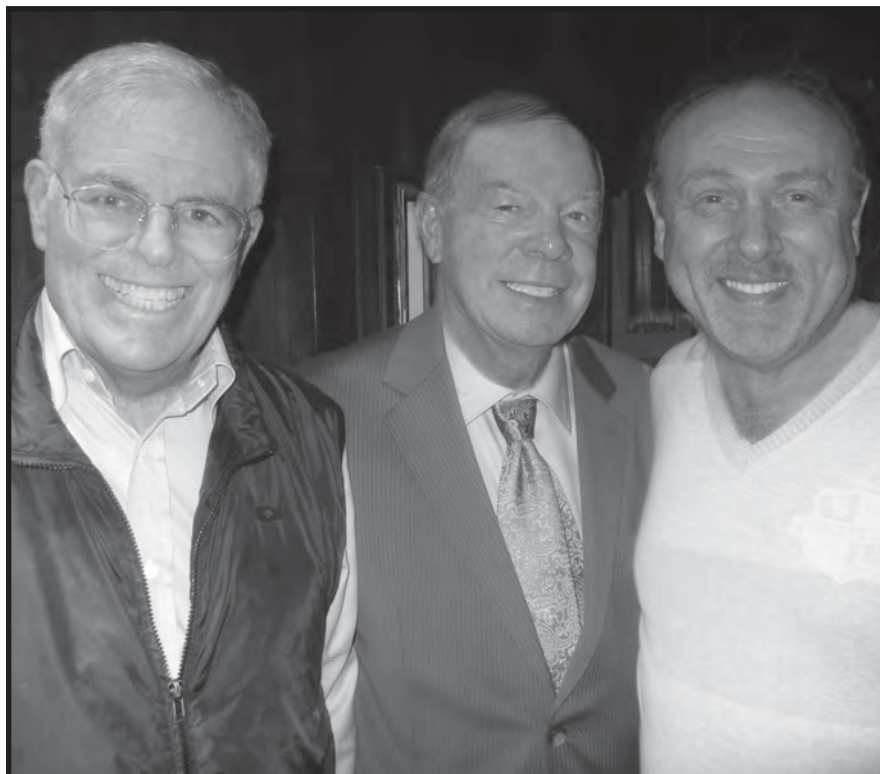
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