

THE Dental Trader

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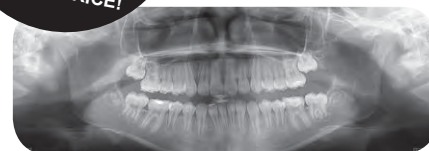
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FRESNO COUNTY

CENTRAL VALLEY/SO. FRESNO CTY - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrrix s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K - \$50K on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

KERN COUNTY

BAKERFIELD #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. turn-key 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**

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, Dentrrix and Dexis. 30+ years of Goodwill. Annual Gross Collections \$500K+. **NEW**

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**

HAWTHORNE - (7) op comput G.P. In a free stand, single use bldg, on a main thoroughfare. Exposure/visibility & signage. Large off street parking lot. (6) ops fully eqt'd w 7th op plumbed. Digital X-Rays. Cash/Ins/PPO pt. base. Many walk ins. Pano eqt'd. Pract started (11) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. Seller to concentrate on other office. **REDUCED**

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. **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. Dentrrix & Dexis s/w. Nice equipment. **NEW**

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

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. Dentrrix & 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**

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

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

WOODLAND HILLS #4 - (9) op comput. G.P. (6) ops of newer eqt. (3) add. plumbed. Located on a main thoroughfare in a busy shop ctr. w excellent exposure, visibility & signage. Cash/Ins/PPO & HMO pts. Mos. Cap Ck approx. \$2K/mos. 2013 Projected Gross Collections \$370K p.t. **SOLD**

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RIVERSIDE COUNTY

CORONA - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: soft colors, free stand. waterfall, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Previous production of \$1.0M+ on a (4) day week. Partnership dissolution. **NEW/BACK ON THE MARKET.**

SAN BERNARDINO COUNTY

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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

EAST VENTURA COUNTY #1 - (3) op comput. G.P. Located on a main thoroughfare w some visibility. Fee for Service pts. Pano eqt'd. Very low overhead. 2013 Projected Gross Collections \$500K. **SOLD**

EAST VENTURA COUNTY #2 - Bldg. & Practice - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eqt'd. **NEW**

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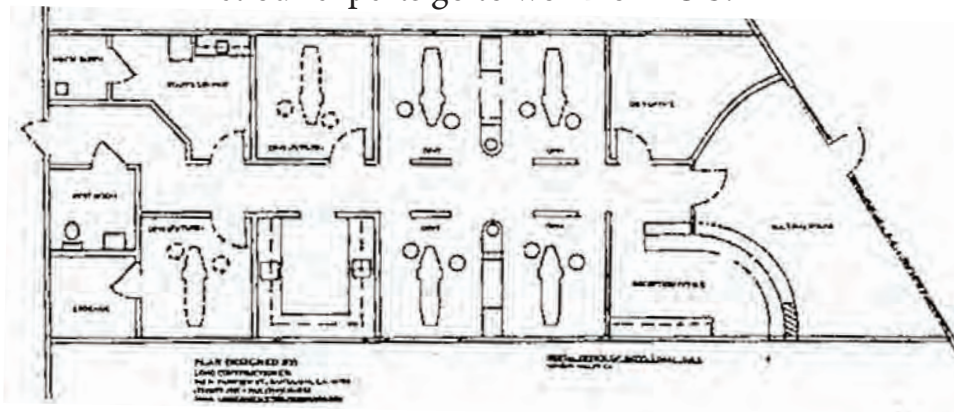
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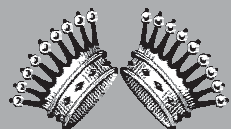
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BEVERLY HILLS STARTER PRACTICE FOR SALE: Smaller office with two equipped operatories and one additional operatory that is plumbed but not equipped, collected \$195,000 in 2012 when the Seller worked an average of one and one-half days per week. There is \$1,000/month in capitation payments. Seller refers all endo, all oral surgery and all ortho. Must sell due to family issues. Motivated. Asking \$89,000.- **PENDING**

ANAHEIM GENERAL PRACTICE FOR SALE: Seller works 10-16 hours per week and collects \$200,000 per year with no PPO, no HMO and no advertising. Free standing building with good exposure. High tech office with 3 operatories, digital x-rays and Dentrux software. Retiring.

LOS ANGELES GROUP PRACTICE FOR SALE: Practice collects \$1.6 million with no HMO, no Denti-Cal and minimal advertising. Previous collections (2009 and 2010) were \$2.5 million, but management problems have hurt production. Dentists see 15-20 patients per day and hygienists see 12-14 per day. The practice has ten days of hygiene per week. The office has 18 equipped operatories and is located in a prominent building on Wilshire near Western. Asking \$750,000.

WEST LOS ANGELES PERIO PRACTICE FOR SALE: Recently remodeled and renovated, this office has five equipped operatories plus one additional operatory that is equipment ready. The practice collects \$650,000 per year with a net income of over \$200,000. Seller works 4 days per week with 2 days of hygiene per week. No HMO. Stable referral base refers an average of 12 new patients per month. Motivated. Health issue. Make an offer!

SIMI VALLEY GENERAL PRACTICE FOR SALE: Practice collects \$290,000 per year with a net income of \$122,000 per year on two days per week. The office has three equipped operatories with a fourth that is plumbed but not equipped. Seller refers all endo, all ortho, most oral surgery and all perio surgery. No HMO or Denti-Cal. One day of hygiene per week. Asking \$135,000 – **PENDING**

DOWNEY FEE FOR SERVICE GENERAL PRACTICE FOR SALE: Long history of goodwill in Downey. Seller works four days per week with no evenings or weekends. Collects \$400,000/year with a solid net income. No Denti-Cal, no marketing and no HMO. Three equipped operatories in a duplex professional building. Seller owns his half of the building and would like to sell it, but will consider a long term lease. Asking \$300,000 – **SOLD AT FULL PRICE**

CARSON GENERAL PRACTICE FOR SALE: Located in a retail center, this practice collects \$180,000 per year on two and one-half days per week with 2 days of hygiene. Seller refers molar endo, perio, pedo, ortho and implant placements. No advertising, no HMO, no Denti-Cal, no evenings or weekends. Three equipped operatories. Asking \$120,000 – **SOLD AT FULL PRICE**

VALENCIA FEE FOR SERVICE PRACTICE FOR SALE: This practice is ideal for a dentist with a nucleus of patients in the Santa Clarita Valley to merge into this office. The practice has a significant denture component, which the Seller would continue to treat post-sale for a percentage. The percentage paid to a Buyer would cover a majority of the overhead making everything that the Buyer brought to the practice that much more profitable. The office consistently collects over \$250,000 per year with a net income of over \$145,000 per year. The office has 4 equipped operatories with digital x-rays and Practice Works software. Motivated, make offer. Asking \$245,000.



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January 10, 2014

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MILPITAS DENTAL PRACTICE FOR SALE - Gross ~\$525K. Busy retail center with major anchors, highly commercial, visible area. Lots of foot traffic. 4 equipped ops + 2 plumbed in ops ~ 1,900 sq. ft. Mostly Insurance & Fee for Services.

OAKLAND DENTAL PRACTICE FOR SALE - Retiring general dentist looking to sell practice in two story building with excellent visibility from street. Close to park and school. 2 fully equipped ops. ~ 850 sq. ft. Low rent. Practice is mostly Denti-cal with 10-20 new patients every month. Office currently refers out all oral surgeries, molar endo, ortho and perio procedures. It is a great opportunity for a new or established dentist looking to grow the practice.

OAKLAND STARTER DENTAL PRACTICE FOR SALE - Asking Price \$30K. 2 fully equipped operatories and 3 additional plumbed operatories. Renovated 2 years ago. Approximately 1,932 sq. ft. in professional bldg. in Downtown Oakland.

MOUNTAIN VIEW DENTAL PRACTICE FOR SALE - Gross ~\$460K. Located on main street in busy retail center. 3 fully equipped ops + 2 plumbed in ~1,800 sq. ft. Heavy traffic. Good visibility & good signage from street.

CAMPBELL DENTAL PRACTICE FOR LEASE OR FOR SALE - Freestanding building located on busy corner w/ private parking lot. Great visibility. State-of-the-art dental practice. Dental Office ~ 2600 sq.ft., 7 plumbed & wired ops - 5 with Adec chairs, digital Pano X-ray. Cerec unit & milling machine optional. Easy access to Hwy 280 & Hwy 17.

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TEMECULA DENTAL PRACTICE FOR SALE - 2013 Gross ~ \$425K. Warm & beautiful & spacious office located in busy shopping mall. Great visibility & signage from corner. 3 equipped op. 2 additional plumbed op. Mostly CASH & PPO.

MURRIETA DENTAL PRACTICE FOR SALE - Starter Practice approximately 1,400 sq. ft., 2 fully equipped ops and 2 additional plumbed. Various profession/retail shops around. Ample parking space. Easy access to Freeway 15.

FONTANA STARTER DENTAL PRACTICE FOR SALE - Starter Practice located in retail center with excellent street visibility & signage. Approx. 1,350 sq. ft., 4 fully equipped operatories. Close to Freeway 10.

SAN BERNARDINO STARTER DENTAL PRACTICE FOR SALE - Single story stand alone building at the intersection. Good visibility. Office environment is warm and cozy. 3 fully equipped ops, ~1,163 sq. ft. Private parking lot. Close to Fwy 215.

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

FRESNO DENTAL PRACTICE FOR SALE - Excellent visibility from street. Approximately 2,000 sq. ft., 3 fully equipped operatories and 2 additional plumbed. 1 Pano and 1 X-ray. Ample parking space. Close to 41 Freeway, medical center, restaurants and many shops.

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

SOUTH GATE STARTER PRACTICE - Corner office on major streets. Newly renovated. new equipments, computers, x-ray & Dentrax. 2 equipped ops + 6 plumbed ops. Close to major supermarket, restaurants & businesses.

PARAMOUNT DENTAL PRACTICE FOR SALE - Gross ~\$560K. Located on busy street in big shopping center with major anchor stores. Great visibility. Mostly Cash/PPO. ~1,200 sq. ft. 4 ops. Easy access to Fwy 710 & 91.

LOS ANGELES DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE - Gross ~\$600K. 7 equipped ops. in approx. 2,200 sq. ft. freestanding building. Good signage, good visibility and foot traffic. Located on major busy street close to 5 Fwy.

ARTESIA DENTAL PRACTICE & REAL ESTATE FOR SALE - 2013 Gross ~ \$850K. Mostly PPO/Cash. Spacious office located in freestanding building with private parking lot. Busy street & excellent visibility. Office equipped w/ 6 operatories & high tech equipments (Cerec, digital x-rays & etc.) Dental office space ~ 3,580 sq ft.. Total building ~ 7,100 sq ft. Building generates rental income.

LOS ANGELES STARTER PRACTICE - Shell Practice. Free Standing Bldg. ~1,254 sq. ft. 3 ops. Located on major street with excellent visibility. Busy street. Corner of Whittier Blvd and Hendricks. Good foot traffic. Asking \$85K.

COSTA MESA DENTAL PRACTICE FOR SALE - Highly visible, established dental practice with 3-6 operatories. Mostly PPO/CASH patients. Plenty of parking available for patients. Generates good income. Please call for more details.

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Gendex Orthoralix 8500 DDE (digital) Pano for sale. Just replaced the motor (\$2200). Excellent machine! Orland, CA \$8000. 530-865-4156.

Legal Tip: Buyers What if you can't get insurance panel privileges for three months? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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Dentist wanted Gp/Perio/Endo for pt. Glendale area. Fx: 323.663.1010 or call 323.663.2050. Min 5 yr experience.

SUBLEASE Beverly Hills fully equipped periodontal office is offering a great opportunity to sublease to specialist in a very upscale high quality practice. Please email resumes to: PeriodontistBH@aol.com.

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FONTANA (GP) - Established in 1987 this modern designed practice is located in a single story medical building with private parking. Across the street from a busy shopping center. Excellent street visibility. Remodeled in 2008. Practice consists of 4 spacious equipped operatories, 1 plumbed not equipped, storage room, sterilization room and private office in a 1,440 sq ft suite. Office is computerized with Dental software and it has new to older equipment. Retiring seller works 4 days/wk with 4 days/wk of hygiene. See approximately 14-16 patients/day. Income source is ~70% insurance and ~30% cash. No HMO. Do small advertising. Buyer's net of \$169K. Contact your CPA Agent for more details. **Property ID #4471.**

MALIBU - Leasehold Improvements & Equipment Only! This practice located in a two story free standing building. This completely digital practice, features custom made doors, moldings, furniture and each room has its own theme. Consists of 3 chairs in open bay and 2 equipped operatories, all plumbed with nitrous and oxygen. There are far too many notable features to list, this Practice is a must see. The list price for this office is almost half of the investment of the Seller. As the only Pedo in the area, the Seller cannot keep up with the high demand. This practice would work well for another Pedo, GP, or other specialties. The Seller is a part owner of the building and will be instrumental in obtaining a fair market lease. All active patients are included in the sale. Please contact your CPS Agents for more details. **Property ID #4291.**

MISSION VIEJO - Well established General Practice with over 40 years of goodwill. Office located in a single story Medical / Professional building. It's conveniently located near the 5 freeway and on one of the busiest intersection in the city. Retiring Seller is currently working 3 days/wk, 1 GP 2 days/wk, and 1 Perio 1 x/mo with 10.5 days/wk of hygiene. Income source: ~40% insurance and ~60% cash. No HMO. 100% Patient referral. Have revenues of \$110K per month and grossed approximately \$1,329,511 in 2013. Practice consists of 8 equipped operatories with garden views, digital x-ray, computerized with Dentrux software in a 2,750 sq ft suite. The office prides itself of modern dentistry, using the latest materials and technology. Please contact your CPS Agent for more information. **Property ID 4469.**

SANTA MARIA - well established general practice with over 40 years of goodwill located in a two story medical professional building. Seller owns condo and will providing a reasonable lease. Practice is closed to the ocean and Los Padres National Forest. Easy freeway access to 101 freeway. Seller works 5 days/wk and 6 days/wk of hygiene. Practice income source is ~80% insurance and ~20% cash. No HMO. Does little advertising. Practice is computerized with Easy Dental and consists of 4 equipped operatories with Digital X-ray. Suite is ~1,500 sq ft. Major equipment is approximately new to older equipment. Grossed ~\$523K in 2013. Have revenues of ~\$40K/mo. Great practice near shopping mall and a community college. Please contact your CPS Agent for more information. **Property ID #4441.**

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GREATER LOS ANGELES COUNTY

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

CULVER CITY (GP/PEDO/ORTHO) – Great practice with over 40 years of goodwill located in a single story free standing building with a large parking lot. Corner location with great street visibility and heavy traffic flow. Excellent signage. In residential area and next to various shops. Absentee owner. Office is open 6 days/wk with 2 GP, 2 Pedo and 1 Ortho. Practice consists of 7 fully equipped operatories, 2 chairs in Open Bay, lab room, lounge room, Pano x-ray room, sterilization room, game room, and private office in a 1,800 sq ft office. Has Dentrix software. No digital. Minimal advertising. Income source: ~30% insurance / ~26% Cash / ~44% Denti-cal. Buyer's net of \$244,560. Has revenues of ~\$75K per month. Seller is retiring. Contact your CPS Agent for more information. **Property ID #4457.**

HAWTHORNE (GP – Turn-Key) – Well established practice located in a single story medical building. Seller owns building, but not for sale. Seller works 3 1/2 days/wk with Perio Associate 1x/mo. See approximately 8-12 patients/day. Income source: Insurance 70%; Cash 10%; Denti-cal 14% and Capitation 1% (\$500/mo). No advertising. Practice consists of 5 equipped operatories with digital x-ray and Diamond Dental software in a ~2,500 sq ft office. Has 2-15 year old equipment. Monthly revenues of \$17K. Good location in busy boulevard. Please contact your CPS Agent for more details. **Property ID #4369.**

LOA ANGELES – Turn-key general practice located in a multi story professional building. This modern designed practice consists of 3 equipped operatories, sterilization, and private office in a ~824 sq ft suite. The office is computerized with Easy 2000 software and the equipment is ~new to 3 years old. Has a long term lease. Seller is currently working 1 day/wk and sees ~8-10 patients/day and ~10-15 new patients/mo. Income source is ~50% insurance and ~50% cash. No HMO. Small advertising. It's a great potential for a full time and right buyer. Seller will be focusing on primary practice. Please contact your CPS Agent for more information. **Property ID #4467.**

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

LOS ANGELES (GP) – Located on a 13 story professional building, this modern designed practice is in a 1,329 sq. ft. suite with 3 equipped operatories. It's a computerized office with digital x-ray, intra oral camera and Open Dental software. Motivated seller works 4 days/wk, Associate every other Saturday with 1 day/wk of hygiene. Sees approximately 8-12 patients/day. Fee for service. Practice in the border of Korea Town. On a busy street with heavy traffic flow. Great office. The only dentist in the building. Amazing view from operatories. Well established practice with over 14 years of Goodwill. Grossed \$670,201 in 2013. Buyer's net of \$198K. Please contact your CPS Agent for more information. **Property ID # 2831.**

MALIBU - Leasehold Improvements & Equipment Only! This practice located in a two story free standing building. This completely digital practice, features custom made doors, moldings, furniture and each room has its own theme. Consists of 3 chairs in open bay and 2 equipped operatories, all plumbed with nitrous and oxygen. There are far too many notable features to list, this Practice is a must see. The list price for this office is almost half of the investment of the Seller. As the only Pedo in the area, the Seller cannot keep up with the high demand. This practice would work well for another Pedo, GP, or other specialties. The Seller is a part owner of the building and will be instrumental in obtaining a fair market lease. All active patients are included in the sale. Please contact your CPS Agents for more details. **Property ID #4291.**

MONTEREY PARK (GP) – Leasehold Improvements & Equipment Only! This practice is located in a good area of Monterey Park on a 3 story medical building. Seller is the only dentist in the facility. Surrounded by shopping centers and a Hospital. Office consists of 3 equipped operatories, reception room, business and sterilization/lab area in 812 sq ft. suite. The equipment is approximately 10 years old. Has reasonable rent. Seller is moving his patients to his other office approximately 18 miles away. Price for an immediate sales. Please contact your CPS Agent for more information. **Property ID #4449.**

PACOIMA (GP) – Leasehold Improvement & Equipment!! Modern designed practice located on a small busy strip mall. Corner location. Lots of traffic. In the newest part of town. Good street visibility. Practice consists of 2 equipped operatories, 1 plumbed not equipped for expansion with Easy Dental 2000 software in a 1,350 sq. ft office. No digital x-ray, but wired. Has reasonable rent. Motivated seller established the practice in 2006. Approximately 7 year old equipment. Active patient charts will be included with the sale. Please contact your CPS Agent for more information. Great opportunity!! **Property ID #4361.**



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Alice C. King, V.P.

SANTA MONICA (GP) – Turn-key practice with over 15 years of goodwill is located in a multi story professional medical building. Seller is currently working 4 days/wk with 1 day/wk of hygiene and sees approximately 10-15 new patients per month. Income source: ~85% insurance and ~15% cash. The practice consists of 4 fully equipped operatories with views to the city, x-ray room, lab room, sterilization, room, and private office in a 1,516 sq ft suite. The equipment is new to 10 years old and has Practice Works software. Grossed approximately \$463,482 in 2013. No HMO. Minimal advertising. Great opportunity. Please contact your CPS Agent for more details. **Property ID #4435.**

SOUTH GATE - Leasehold Improvement & Equipment! Established over 52 years ago, this practice is located in a free standing building across the street from the City Hall. Practice consists of 4 equipped operatories with Open Dental software and 1 plumbed not equipped operatory in a 1,500 sq. ft. office. Has great street visibility with heavy traffic flow. Seller is relocating to Covina. Please contact your CPS Agent for more details. **Property ID #4403.**

TORRANCE (GP) – Modern designed fee for service practice located in a two story professional building. Corner location with heavy traffic flow. Have over 44 years in goodwill. Practice consists of 3 equipped operatories, 1 plumbed not equipped for expansion, with digital x-ray and Eaglesoft software. Motivated seller works 4 days/wk with 1.5 days/wk of hygiene and sees approximately 12-15 new patients per month. Grossed approximately \$314,250 in 2013. Have revenues of \$26K/mo. Please contact your CPS Agent for more information about this great office. **Property ID #4375.**

TORRANCE (Leasehold Improvement & Equipment Only) - Located in huge and very busy shopping center next to home depot, home goods, with lots of foot traffic. Fee for service turn-key practice. Modern décor practice consists of 3 fully equipped operatories with Easy Dental software and digital x-ray in a ~1,200 sq. ft. suite. Most equipment is 1-11 years old. Motivated Seller will be focusing on primary office approximately 20 miles away. Great opportunity for a GP or Specialist. Please contact your CPS Agent for further details. **Property ID #4391.**

VALENCIA – Modern designed General Practice with over 7 years goodwill is located in single story busy shopping center. Gateway to more than 7 upcoming housing communities in the area. This practice consists of 3 equipped operatories, 2 plumbed not equipped in a 1,400 sq ft office. Has digital x-ray and Dentrrix/Kodak software. Seller works 1.5 days/wk, Associate 1 day/wk, Associate 2 days/wk with 1 day/wk of hygiene. Income source: ~70% insurance and ~30% cash. No HMO. Minimal advertising. Practice has revenues of \$39K per month. Collected approximately \$468,870 for 2013. Buyer's net of \$164K. Exceptional location. Great opportunity for a full time Buyer. Seller will be focusing on primary offices. Please contact your CPS Agent for more information. **Property ID #4451.**

WEST HILLS – General Practice located on the 3rd floor of a well known multi story medical building with free ample parking. This modern designed practice consists of 3 fully equipped operatories with 2 plumbed not equipped for expansion, sterilization / lab combo and lounge room in a 1,383 sq. ft. suite. Seller works 3 days/wk and sees approximately 5-10 new patients per month. Great potential for a full time doctor. The income source is 60% insurance and 40% cash. No HMO. No Advertising. Grossed approximately \$325,904 in 2013. Please contact your CPS Agent for further details. **Property ID #4407.**

WEST SAN FERNANDO VALLEY – Well established General Practice with over 31 years of goodwill is located in a 5 story medical /dental building. Numerous business office, restaurants, retail establishments in the area with heavy traffic flow. Practice is well maintained and consists of 5 equipped operatories with digital x-ray and Dentrrix software in a 2,100 sq ft suite. Major equipment is approximately 1.5-10 years old. Seller works 4 days/wk with 7 days/wk of hygiene. Insurance and cash only. No HMO or Denti-cal. Has revenues of approximately \$83K/mo. Grossed approximately \$999K in 2013. Seller will be retiring. Great opportunity. Please contact your CPS Agent for more details. **Property ID #4433.**

ORANGE COUNTY

FOOTHILL RANCH - Leasehold Improvements and & Equipment Only! Beautiful office with 2 spacious equipped operatories and 2 plumbed not equipped for expansion, sterilization area, large lounge and private office. Practice located in a 2 story medical / dental building on the second floor in a 1,754 usable sq ft suite. Great opportunity for a GP or Specialist. Motivated seller moved office leaving a clean, bright, nicely designed suite. Please contact your CPS Agent for more details. **Property ID #4425.**

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and Appraising of Dental Practices



Robert A. Palumbo, Executive V.P/Partner

GARDEN GROVE (GP) – Long established practice with over 50 years of goodwill located a well known multi story medical professional building with ample parking. Has easy freeway access. Near residential area. Seller currently works 2.5 days/wk, Associate 1-2 days/wk with 2 days/wk of hygiene. Practice consists of 4 equipped operatories, 2 plumbed not equipped, Pano room, lab / sterilization room, private room, and chart room in a 1,126 sq ft corner suite. It's 100% patient referral. No marketing. Income source is ~60% insurance and ~40% cash. No HMO. Office is computerized with Open Dental software and the equipment is new to 15 years old. Collected approximately \$134K in 2013. Great potential for a full time Dentist. Please contact your CPS agent for more information. **Property ID # 4455.**

HUNTINGTON BEACH – Turn-key General Practice located in a two story building 5 blocks from the pier. Excellent street visibility and heavy traffic flow. Office consists of 3 eq. ops, 3 plumbed not eq, x-ray room, sterilization room, lab room, private office and storage/file room in a 2,100 sq. ft. suite. Motivated seller work 4 days/wk and sees approximately 5 patients per day. Fee for service. Established office in 1995. Revenues of ~\$17K per month. It's a large office that could expand to Ortho, Endo or Perio. Seller opened to stay and work as part-time. Excellent opportunity! Please contact your CPS Agent for more details. **Property ID #4395.**

IRVINE – Established in 2004, this practice is located in a one story medical building. Seller is currently working 2 days/wk and sees approximately 10-12 patients/day. Patient profile is approximately 50% Korean. Income source: ~60% insurance and ~40% cash. No HMO. 100% Patient referral. Practice consist of 2 equipped operatories, Pano x-ray room, sterilization and lab combo room, and private office (plumbed) in a 776 sq ft suite. It's computerized with Easy Dental software and the equipment is 10 years (looks like new). Have revenues of \$22K per month. Seller will be focusing on secondary office in Los Angeles area. Great location in Irvine. Please contact your CPS Agent for further details. **Property ID #4445.**

MISSION VIEJO - Well established General Practice with over 40 years of goodwill. Office located in a single story Medical / Professional building. It's conveniently located near the 5 freeway and on one of the busiest intersection in the city. Retiring Seller is currently working 3 days/wk, 1 GP 2 days/wk, and 1 Perio 1 x/mo with 10.5 days/wk of hygiene. Income source: ~40% insurance and ~60% cash. No HMO. 100% Patient referral. Have revenues of \$110K per month and grossed approximately \$1,329,511 in 2013. Practice consists of 8 equipped operatories with garden views, digital x-ray, computerized with Dentrix software in a 2,750 sq ft suite. The office prides itself of modern dentistry, using the latest materials and technology. Please contact your CPS Agent for more information. **Property ID 4469.**

SAN CLEMENTE (GP) – Modern designed Turn-Key practice located in a 2 story medical building. Consists of 4 equipped operatories, 2 plumbed not equipped for expansion with Eaglesoft software. Sellers works 2 days/wk with 3 days/mo of hygiene. See approximately 8-10 new patients/mo. Will be focusing on their primary office in Mission Viejo approximately 15.9 mi away. For more information, please contact your CPS Agent. **Property ID #4359.**

SAN CLEMENTE – Well established Turn-Key general practice located in a 5 story Medical / Dental building. Seller works 2 days/wk and sees approximately 10 new patients/mo. Income source is ~45% insurance and ~55% cash. No HMO. Does some advertising. Modern designed practice consists of 4 equipped operatories, Pano X-ray room, consultation room, private office, and lounge area in a ~1,600 sq ft suite. Office is computerized with Dentrix software. Equipment is ~1.5 yrs old to older. Some rooms were remodeled about 1.5 years ago. Great opportunity for a full time and right buyer. Convenient location. Please contact your CPS Agent for more information. **Property ID #4413.**

SANTA ANA (GP) - Turn-Key practice with 10 years of goodwill is located in a busy one story shopping center. Just off the 55 freeway. Motivated seller works 3 days/wk and sees approximately 14-15 new patients/mo. Modern designed practice consists of 3 equipped operatories, Panorex x-ray room, consultation room (plumbed), sterilization & lab combo, small lounge room, equipment room, and private office in a ~1,400 sq ft office. Has revenue of approximately \$18K/mo on a part time schedule. \$400 of Cap income per month. Seller is moving out the country. Beautiful office and great opportunity. Please contact your CPS Agent for more details. **Property ID #4423.**

RIVERSIDE & SAN BERNARDINO COUNTIES

APPLE VALLEY – General practice located on a busy shopping center with excellent signage and heavy traffic flow. Practice consists of 5 fully equipped operatories, 3 plumbed not equipped with Dentrix software and digital x-ray in a 2,000 sq ft suite. Has 18 years of goodwill. Seller works 2 days/wk and Associate works 2 days/wk with 1.5 days/wk of hygiene. They see approximately 40-47 new patients/mo. Income source: Insurance/Cash/Denti-cal/Capitation. BUYER'S NET OF \$199K. Motivated will be focusing on his primary office. Please contact your CPS agent for more information. **Property ID #4349.**

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



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Tina Ochoa, V.P.

FONTANA (GP) - Established in 1987 this modern designed practice is located in a single story medical building with private parking. Across the street from a busy shopping center. Excellent street visibility. Remodeled in 2008. Practice consists of 4 spacious equipped operatories, 1 plumbed not equipped, storage room, sterilization room and private office in a 1,440 sq ft suite. Office is computerized with Dental software and it has new to older equipment. Retiring seller works 4 days/wk with 4 days/wk of hygiene. See approximately 14-16 patients/day. Income source is ~70% insurance and ~30% cash. No HMO. Do small advertising. Buyer's net of \$169K. Contact your CPA Agent for more details. **Property ID #4471.**

PALM DESERT - General Practice established in 1999 is located in one story building with ample parking and excellent signage. This modern designed office consists of 5 equipped operatories with digital x-ray and Practice Web software in a 1,665 sq ft suite. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-14 new patients/mo. Income source: Insurance / Cash / Capitation (~\$3,000/mo). 100% patient referral. Have monthly revenues of ~\$29K/mo. Motivated Seller will be focusing on primary office in L.A. area. Please contact your CPS Agent for more information. **Property ID #4331.**

RANCHO MIRAGE - Leasehold Improvement Only! Excellent opportunity to start from scratch for GP or Specialist. Office consist of 4 plumbed not equipped operatories, sterilization area, lounge, business office and private office in a ~1,700 sq ft office. No equipment. Located in a one story medical building. Recently remodeled. Nicely decorated with lots of built in cabinetry and counter space. Seller purchase building nearby. A must see. Please contact your CPS Agent for more details. **Property ID #4431.**

SAN BERNARDINO - Well established General Practice with over 20+ years of goodwill located in two story professional building. Great street visibility. Seller works 2 days/wk with Associate 2 days/wk, Ortho 1x/mo, Perio 1x/mo and O.S. 1x/mo. The income source is 50% insurance, 20% insurance & 30% Capitation (\$7K-\$8K in monthly cap checks). No advertising. 100% patient referral. Practice consists of 13 equipped operatories, 1 plumbed not equipped, storage room, Panorex x-ray room, 2 sterilization area, 2 business offices, and 4 private offices in a 4,000 sq ft suite. Computerized with Dentrix software. Major equipment is approximately 5-20 years old. Has monthly revenue of \$42K/mo. Great large practice. For more details, please contact your CPS Agents. **Property ID #4419.**

SAN DIEGO COUNTY

CHULA VISTA - *Price Reduced!* Well established general practice located on a store front single free standing building with public parking across the street. Great location in downtown with heavy traffic flow and excellent street visibility. Practice consists of 4 equipped operatories, 1 plumbed not equipped with Practice Works in a 1,300 sq. office. Motivated seller works 4 days/wk and sees approximately 10-15 patients/day. Income source: Insurance/Cash/Some Cap (\$2,000 in Cap checks/mo). Grossed approximately \$444K in 2013. Revenues of \$37K/mo. Seller will be retiring. Contact your CPS Agent for more information on this excellent opportunity. **Property ID #4279.**

SANTA BARBARA & KINGS COUNTY

HANFORD (GP/ORTHO) - Well established practice with 40 years of goodwill is located in a corner free standing building with excellent street visibility. Building is for sale. Also located in a residential area and across the street from a local high school and hospital. Seller is currently working 4 days/wk with an Associate 4 days/wk and 7 days/wk of hygiene. Approximately 20-25 new patients per month are being seen. There is 60% insurance and 40% cash. The practice consist of 5 equipped operatories, 1 plumbed not equipped for expansion, lab room, business office, private office and 2 restrooms in a 2,500 sq ft office. It's computerized with Dentrix software. The equipment is approximately 2-6 years old. Have monthly revenues of approximately 79K/mo. Grossed approximately \$945,751 in 2013. For more information about this modern designed practice, please contact your CPS Agent. **Property ID #4307.**

SANTA MARIA - well established general practice with over 40 years of goodwill located in a two story medical professional building. Seller owns condo and will providing a reasonable lease. Practice is closed to the ocean and Los Padres National Forest. Easy freeway access to 101 freeway. Seller works 5 days/wk and 6 days/wk of hygiene. Practice income source is ~80% insurance and ~20% cash. No HMO. Does little advertising. Practice is computerized with Easy Dental and consists of 4 equipped operatories with Digital X-ray. Suite is ~1,500 sq ft. Major equipment is approximately new to older equipment. Grossed ~\$523K in 2013. Have revenues of ~\$40K/mo. Great practice near shopping mall and a community college. Please contact your CPS Agent for more information. **Property ID #4441.**

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SPECIALTY OFFICE LISTINGS

NORTH ORANGE COUNTY (PERIO) – Modern designed practice with over 35 years of goodwill is located in a business plaza near residential area and surrounded by shopping centers and professional buildings. Has easy freeway access. Currently Seller is working 4 days/wk with 1-2 days/wk of hygiene. Seller sees approximately 12-15 new patients/mo. The income source is 80% insurance and 20% cash. No HMO. Minimal advertising. The practice consists of 5 equipped operatories, 1 plumbed not equipped for expansion, 1 lounge room, 1 storage room, 1 sterilization area, 1 business office, 2 private offices and 2 restrooms in a 2,200 sq ft suite. It's computerized with Practice Works software. Have revenues of \$41K per month. Excellent opportunity. Motivated seller will be traveling internationally. Please contact your CPS Agents for more detail on this great practice. **Property ID #4453.**

NORTH SAN DIEGO COUNTY (PEDO) – Established in 1986 this practice is located in a two story dental building with great street visibility and traffic flow. Residential area. It's next to a shopping plaza and elementary school. Seller is currently working 2.5 days/wk and sees approximately 50-60 patients/day. Income course is 70% insurance / 30% cash / 10% HMO. Practice consists of 6 chairs in open area, 2 plumbed not equipped, 1 x-ray room, 1 consultation room, 1 lounge room, 1 storage room. 1 sterilization area, 1 private office and 2 restrooms in a 2,500 sq ft suite. Has Easy Dental software. Equipment is approximately 5-10 years old. No digital x-rays. Grossed approximately \$706,677K in 2013. Have monthly revenues of \$58K. Seller will be focusing on his other practice 30 miles away. Please contact your CPS Agent for more details. **Property ID #4443.**

ORANGE COUNTY (ENDO) – Established is 2009 this modern designed practice is located in the first floor of a two story professional medical building. Sellers work 2 days/wk each and see approximately 3-4 patient/day. 100% patient referral. No advertising. Practice consists of 3 equipped operatories with digital imagery and dual flat screen monitors, 1 plumbed not equipped for expansion, lounge room, storage room, sterilization room, and private office in a 1,742 sq ft suite. Have PBS Endo software, digital x-ray and global microscopes. Equipment is approximately new-4 years old. Have revenues of approximately \$25K/mo. Grossed approximately \$303K in 2013. Sellers will be moving out area. Please contact your CPS Agent for further details. **Property ID #4439.**

SAN GABRIEL – Turn-key Endodontic practice located in a single story free standing building on a busy street with lots of traffic. Seller is the Landlord offering a reasonable lease. Practice consists of 3 equipped operatories, 1 plumbed not equipped, lab/sterilization room, dark room and private office in a 950 sq ft suite. Income source approximately 70% insurance and 30% cash. 100% patient referral. There is approximately 50% Chinese/Asian patient base. No advertising. No computers. Seller will be retiring. Please contact your CPS Agent for more information. **Property ID #4465.**

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**Tip of the month:*

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

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



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

Law Offices of Jeng and Associates (714) 858-0536 Jenglaw@yahoo.com

1440 North Harbor Blvd., Suite 900, Fullerton, Ca. 92835

*Disclaimer: Monthly tip is not legal advice and in no way attorney-client privilege has been created.
Consult a CPA or attorney if you need tax or legal advice.

DENTIST WANTED GP, Endo/Perio P/T Glendale area Please fax (323)663-1010 Call (323)663-2050.

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West Covina GP 275k. Dentist retiring. 4 operatories, 1834 sq ft, 80% PPO. Grossing 363k. Established since 1986. (951)712-9273.

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Premium Practice Listings

North Orange County #1070

Outstanding fee-for-service general family practice with 35 years of goodwill in same location. Six treatment rooms all equipped. Very reasonable lease situation.
Asking \$500,000

Rancho Cucamonga #1067

Great location, 4 treatment rooms, drive and walk by exposure, Seller retiring, 2013 revenues \$388,076.

Asking \$318,000



Coastal

North San Diego #1069

Private fee-for-service dental practice, five plumbed treatment rooms, 4 fully equipped, seller retiring, projected 2013 revenues \$468,000.



Asking \$365,000

Pomona Valley #1065

Fee-for-service restorative dental practice, four treatment rooms, 1,336 sq. ft., 40 years of goodwill.

Asking \$649,000

Coastal Southern California #1062

PEDIATRIC dental practice and office condo for sale, seller is retiring. 2013 revenues \$623,000.

Practice Listed at \$425,000

Coastal Orange County #1061

General practice, 1,044 square feet with pleasant courtyard, located in professional building,
Asking \$175,000



Fresno County #1066



Fee-for-Service general practice, 36 years of goodwill, 4 treatment rooms, completely remodeled, digital 1,450 square feet, 2013 approx. \$526,573.
MUST SEE! Asking \$250,000

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N. ORANGE COUNTY Endo Practice – 5 Ops, 3 Zeiss Scopes, Est. for 30+ years. GR \$370K on 3 day/week. HSPPT-Jaci Hardison 714-318-4911 #CAM561.

DENTAL OPERATORY Space for rent to specialist in Corona CA; Tue.,Thur.and every other Sat. Call (951)279-2700.

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Experienced GP needed in Santa Barbara. FT salary+benefits. Contact: Dr Quynh Nguyen quynh@sbclinics.com.

Selling Camsight/CDM/Dentio digital x-ray sensor cdmx-e #2. Rounded corners. USB cable/port connection. Perfect condition. Newest model. 310-634-5927.

BAKERSFIELD PRACTICE Collecting over \$1 million with a net income of \$560,000/year. Ten equipped ops. Digital x-ray, pano, cerc. Asking \$750,000. Kurt Skarin 805-777-7707

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Only pay rent \$1,722/Mo, complete 3 ops new dental office in city of San Gabriel (626)478-8813.

Family Dental Office looking for a dual skilled front & dental assistant position with 5 years exprience. Call (760) 940-6076.

Pedodontist wanted to provide services in small private office in Ventura County. Please email pktakemoto@gmail.com.

Panoramic (Digital) Wanted or Pan with 3D - Email picture, specs, and contact info to: upon_rqst@yahoo.com.

Need a Dental Assistant for front and back,optimist, happy, social,enthusiastic. Santa And please email cv to babaketemad07@gmail.com.

Ortho RDA Wanted for Private Ortho Office in Redlands Ca - Please send resumes to 909-793-6886 or email DrPaulson@HPOrtho.com.

SAN DIEGO PRACTICE SALES Looking to BUY or SELL a practice in San Diego County?? Call the area experts for prompt personal service with integrity. We can also assist you with PRACTICE APPRAISALS, BUY-IN/BUY-OUT TRANSACTIONS, and LEASE NEGOTIATIONS. Call for complimentary consultation. 760-599-7828.

High-end periodontal office in West Los angelesa available for sublease to Pedodontist, Endodontist, Orthodontist, 2 days a week. call 310-5535754.

LEASEHOLD SALE - COSTA MESA Affordable alternative to start-up. 2 Equipped Ops, 3rd operatory plumbed for expansion. Low rent under \$1,000/mo. Located near Newport Blvd. Motivated seller is open to reasonable offers for quick sale. Broker - Charles Kim 800-416-2055.

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Moreno Valley dentist looking to buy a dental office in Moreno Valley. Please call/text (310)739-4091.

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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

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, Contact Kerri McCullough - 949-566-3056

BAKERSFIELD and SMALL FARM COMMUNITY: New listing of 2 practices 30 minutes apart from each other, staff and doctor work both locations. Strong patient base in both practices with room for growth; communities are underserved. This is a rare opportunity to own 2 practices with GR of \$588K and \$278K combined Adj. Net. Practice #CAM557, Contact Kerri McCullough - 949-566-3056.

BISHOP: General Dentistry Practice and Building – Owner retiring after 29 years in same location. 2011 Collections were \$1,000,243 with \$387K Adj. Net. There are 6 days hyg./wk in the 5 Op, 1,800 sq. ft. building. 100% financing is available for both building and practice. In Escrow. Practice #14390, Contact Dr. Dennis Hoover - 209-605-9039.

CENTRAL COAST: Prosthodontic Practice with 4 Ops, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens, in a beautiful area near shopping. Doctor had over \$1.1MM in GR in 2012. Practice #CAM535, Contact Jim Engel, 925-330-2207.

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, Contact Dr. Dennis Hoover - 209-605-9039.

DANVILLE - FACILITY ONLY: 5 fully equipped Ops with computers in each. Digital X-ray, Digital Pano, and central Nitrous/Oxygen. **SOLD** Relocating to a new building after 27 years of practice. Photos available upon request. Practice #CA548, Contact Jim Engel - 925-330-2207.

FOLSOM/EL DORADO HILLS: Like-new office with 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2½ days of hyg./wk. Practice utilizes Dentrrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103, Contact Dr. Thomas Wagner - 916-812-3255.

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 - In Escrow. Contact Jim Engel - 925-330-2207.

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 July 2012. Dentrrix, Digital X-Rays, 2013 GR on 8 days/month \$236K+ as of 12.11.13. Owner relocating out of country. #CA128 – In Escrow. Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO: Associate to Owner Opportunity. 2012 GR of \$879K. 1,400 sq. ft. office with 5 Ops, Intra-Oral camera, **SOLD** CEREC and Softdent Software. 4 days of hygiene. Associate to work 2 days in 2013 & 2014 then purchase practice. Owner to work back 2 days per week for 2 years after purchase. Practice #CA525, Contact Dr. Thomas Wagner - 916-812-3255.

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, Contact Dr. Thomas Wagner - 916-812-3255.

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, Contact Dr. Thomas Wagner - 916-812-3255.

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, Contact Jim Engel - 925-330-2207.

MILPITAS: General Dentistry Practice - 1,440 sq. ft. professionally designed suite is located on a major thoroughfare in business district. 4 Ops with Intra-Oral cameras and computers in each plus a Pano X-Ray. Great upside potential for a young and energetic buyer. Owner is retiring after 46 years, 34 at this location. Practice #CA562 – In Escrow. Contact Jim Engel - 925-330-2207.

NORTH OF SACRAMENTO: General Dentistry Practice, owner retiring. 2012 GR of \$515K on 32 hours/week, working about 37 weeks/year. EZ Dental Software, Pano, Fiber Optics. Newly remodeled with 4 Equipped Ops, 5 Available. Approx. 1,500 active patients, 20 hrs Hyg per week. Building available for purchase. Practice #CA558, Contact Dr. Thomas Wagner - 916-812-3255.

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, Contact Dr. Thomas Wagner, 916-812-3255.

NORTH OF SACRAMENTO: General Dentistry 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Practice established at current location for over 15 years. Practice #CA106, Contact Dr. Thomas Wagner - 916-812-3255.

NORTH OF SACRAMENTO: GR of \$521K in well-designed, 1,650 sq. ft. office with 4 Ops. Low overhead of only 52%, 4 days of hygiene. Easy Dental software and 1,600+ patients. Most Endo, OS, Perio, all Ortho and Implant Placement are referred out. Owner is retiring. Practice #CA528, Contact Dr. Thomas Wagner - 916-812-3255.

RIDGECREST: General Dentistry Practice and Building: 4 Op practice in 1,536 sq. ft. building. Owner retiring after 32 years in same location with 2012 GR of \$175K. Pictures of the building are available upon request. Lots of Potential. Practice #CA523, Contact Dr. Dennis Hoover - 209-605-9039.

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, Contact Jim Engel 925-330-2207.

SANTA CRUZ: Endodontic Practice - Attractive 850 sq. ft. office; ideal for the established Endodontist looking for a satellite practice. Seller will work for new buyer 1 to 1 1/2 days per week. Practice is located in a large medical/dental complex. 2 Ops with Schick Digital X-rays. GR have been \$350K-\$400K with only 55% overhead. Practice #CA102 - In Escrow. Contact Dr. Dennis Hoover - 209-605-9039.

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, Dentrrix Software. Seller is moving. Practice #CA550, Contact Jim Engel - 925-330-2207.

TURLOCK: Doctor's GR in 2012 were over \$950K with only 54% overhead or \$443K Adj. Net. 8 days of hyg/wk. Intra-Oral camera, Pano X-Ray, Digital, and Dentrrix software. Owner is retiring. Practice #CA506 - In Escrow. Contact Dr. Dennis Hoover - 209-605-9039.

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, Contact Jim Engel - 925-330-2207.

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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, Contact Kerri McCullough - 949-566-3056 - IN ESCROW.

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 for 39 years 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, Contact Kerri McCullough - 949-566-3056-IN ESCROW.

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, Contact Thinh Tran - 949-533-8308.

CLAREMONT: General Dentistry Practice with 6 Ops in 2,200 sq. ft. suite. Established for over 44 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, Contact Thinh Tran - 949-533-8308.

COASTAL ORANGE COUNTY: Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the TIs. Dentrix and Dexis, Digital Pano. Close to the ocean - dream location! GR over \$600K in 2011 and \$500K in 2012. Practice #CAM566, Contact Thinh Tran - 949-533-8308.

COASTAL ORANGE COUNTY: Gorgeous 4 Op General Dentistry/Implant practice in the most desirable location in America. All high-end equipment. Kavo elec. handpieces and implant systems in every Op. Dentrix and Dexis, 1,800 sq. ft. 2012 GR \$1.2MM. Practice #CA520, Contact Thinh Tran - 949-533-8308.

COASTAL ORANGE COUNTY: Periodontal Practice with 5 Ops, fully equipped. Retiring doctor works a 3 day week with 4 days of hygiene and 2012 GR of \$343K. Great location in professional building near freeway. Practice #CAM533, Contact Kerri McCullough - 949-566-3056.

HUNTINGTON PARK: Retiring General Dentist with a large group practice that was started in 1984. 15 Ops and Dentrix/Dexis with 25 computer stations. E4D CAD/CAM machine. 2012 GR of over \$1.1MM in 2012. Seller owns the building. Practice #CA113, Contact Thinh Tran - 949-533-8308.

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, Contact Mario Molina - 323-974-4592.

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, Contact Thinh Tran - 949-533-8308.

LANCASTER: This 4 Op office is located in 2,360 sq. ft. on the second floor of a medical dental building. GR were \$676K with a \$174K Adj. Net. Dentist is retiring after 39 years. 4 days hyg./wk. Additional Ops could be added to existing space. Practice #14376 - In Escrow. Contact Dr. Dennis Hoover - 209-545-2491.

LOS ANGELES: NEW LISTING - General Dentistry Practice with 5 Ops in a professional building downtown. 2012 GR were \$286K with \$63K Adj. Net. Practice #, contact Kerri McCullough - 949-566-3056.

MURRIETA: General Dentistry Practice with 5 Ops. 2012 Gross of \$1.5MM and \$875K Adj. Net. Practice has 8 days of hyg/wk and has been established over 20 years in this family community. Practice #CA107, Contact Kerri McCullough - 949-566-3056.

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, Contact Thinh Tran - 949-533-8308.

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, Contact Jaci Hardison - 714-318-4911.

NORTH SAN DIEGO COUNTY: General Dentistry Practice has 12 equipped Ops. Located in a free-standing building in a desirable area and established for 35 years. CAP and PPO contracts with \$1.2MM in GR in 2012 with \$405K Adj. Net. Practice #CAM555, Contact Kerri McCullough - 949-566-3056 - IN ESCROW.

ORANGE COUNTY: NEW LISTING - General Dentistry Practice with 2013 GR of over \$813K and Adj. Net of \$286K. Practice has 4 Ops and is located in a retail center in a desirable area of Orange County near shopping. Practice #CA132, Contact Kerri McCullough - 949-566-3056.

ORANGE: Small General Dentistry Practice in a retail location. Doctor has been at this location for over 20 years. 3 Ops, 750 sq. ft. with lot of \$1,080/mo. Practice utilizes EasyDental and 2012 GR of \$168K. Practice #CA110, Contact Thinh Tran - 949-533-8308.

POWAY: NEW LISTING - 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 #CA, Contact Thinh Tran - 949-533-8308.

RIVERSIDE: NEW LISTING - 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, Contact Kerri McCullough - 949-566-3056.

SAN CLEMENTE: NEW LISTING - 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, Contact Kerri McCullough - 949-566-3056.

SAN DIEGO: NEW LISTING - 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, Contact Thinh Tran - 949-533-8308.

SHERMAN OAKS: NEW LISTING - General Dentistry Practice with 4 Ops in a professional building near freeways. Practice utilizes SoftDent and has been established for 40 years. 2012 GR of \$740K and \$220K Adj. Net. Practice #CA135, Contact Kerri McCullough - 949-566-3056.

SOUTH ORANGE COUNTY: General Dentistry Practice with 4 Ops in a 1,350 sq. ft. suite in a coastal location. Practice utilizes Dentrix. Practice # CA119, Contact Kerri McCullough - 949-566-3056 - IN ESCROW.

THOUSAND OAKS: NEW LISTING - 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, Contact Thinh Tran - 949-533-8308.

THOUSAND OAKS - FACILITY ONLY: NEW LISTING - 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 or satellite office. Full inventory and photos available. Practice #CA, Contact Mario Molina - 323-974-4592.

TUSTIN: NEW LISTING - 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. 2012 GR of \$300K with \$103K in Adj. Net. Dentrix and CEREC machine. Practice #CA131, Contact Jaci Hardison-714-318-4911 - IN ESCROW.

WEST LOS ANGELES: NEW LISTING - 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, Contact Kerri McCullough - 949-566-3056.

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, Contact Thinh Tran - 949-533-8308 - 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, Contact Dr. Thomas Wagner - 916-812-3255.

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Coastal San Luis Obispo County: Great practice, nice location in a small beach town in San Luis Obispo county. 2012 collections over \$800,000. Estimated buyer's net after debt service is \$235,000.

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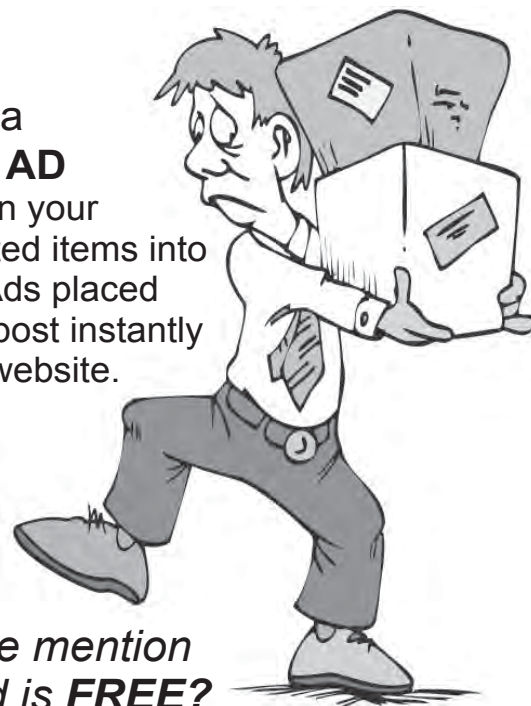
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Hours

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Date: June 27, 2014
Time: 8:30 registration
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This will be an in depth look at the many issues you face when selling or purchasing a dental practice, entering in to a partnership buy-in or becoming an associate with an option to buy the dental practice in the future. Three of the leading experts in dental practice transitions will point out the many issues you will face when attempting to sell or acquire a dental practice. Areas of discussion will include:

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Robert G. Rifkin, DDS

Internationally Famous Restorative Dentist

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Beautiful smiles can be created and maintained by performing a pre-treatment evaluation of all of the contributing factors such as facial-skeletal form, tooth shape and position, incisal contour in relation to the adjacent and opposing teeth, lip contour and position. Then there is the factor organic occlusion. Does the patient have an anterior/canine guidance mechanism? Do the posterior teeth contact and interfere in lateral movements? Is there a harmful "molar guidance" present? How do you recognize these conditions? Do you need stone models to do this? What does the California Dental Practice Act require about forming a diagnosis, then a treatment plan? Have these patients carefully observed the details of their own mouths before you render dental treatment? What about hand-held mirrors?

Dr. Rifkin will show us a 7-minute video of his results on a large number of his celebrity patients who have given him their permission, as well as examples of similar treatments on his more ordinary cases. Dr. Rifkin has created a high degree of case acceptance in one of the most successful practices in the U.S. This is why office staff should attend this program in order to improve their communicative skills with patients.

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Tuition Due by March 9, 2014

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T. Feder, DDS

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PRACTICE for SALE – L.A.

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PRACTICE SALE - HUNTINGTON PARK

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PRACTICE for SALE

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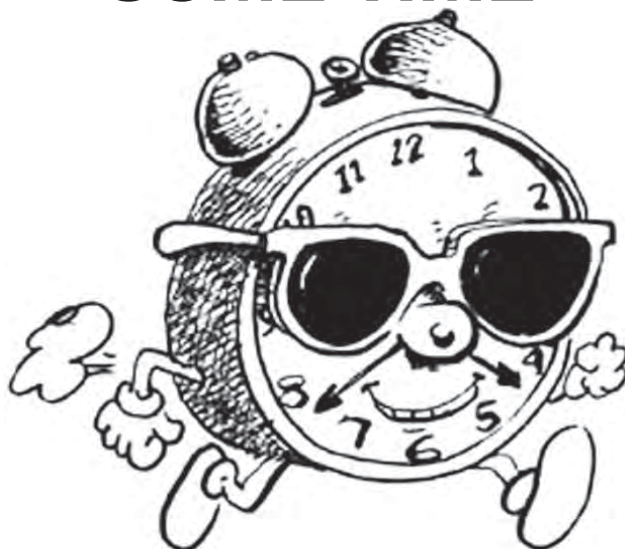
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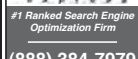
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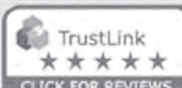
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6005 Fairfield West of I-80. Seeks full time Successor. Operates on 2.5 week schedule by Owner with other commitments. Collected \$500k in 2010 with profits of \$249k. Attractive 3 Op suite. Highly visible location.

6006 Stockton Beautiful office near intersection of West Hamner and Lower Sacramento. Busy retail location. Ideal for near-by 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 Dentrix software.

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