

# THE Dental Trader

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### FRESNO COUNTY

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

### KERN COUNTY

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

**BAKERSFIELD #23** - (12) op comput. G.P. Prime retail ctr. w excellent exposure/visibility & signage. Cash/Ins/PPO pt. base. Gross Collect. \$2.0M+/yr. Digital X-rays & Pano, paperless office, fully networked, & efficient modern design. Excellent advertising campaign in place with tons of new pts. Excellent long term experienced staff in place to assure Buyer's success. Will also consider a 50% Partnership.

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

### LOS ANGELES COUNTY

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

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

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

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

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

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

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

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

### RIVERSIDE COUNTY

**SOLD OUT** - Room for your Riverside County Listing Available.

### ORANGE COUNTY

**ANAHEIM #1** - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule. **REDUCED.**

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

### SAN BERNARDINO COUNTY

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

### SAN DIEGO COUNTY

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

### SANTA BARBARA COUNTY

**SANTA BARBARA** - 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 Rev. included for immediate cash flow. Motivated seller. Priced to sell. **NEW**

### VENTURA COUNTY

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

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

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**David Buchan, DDS, San Clemente, CA**



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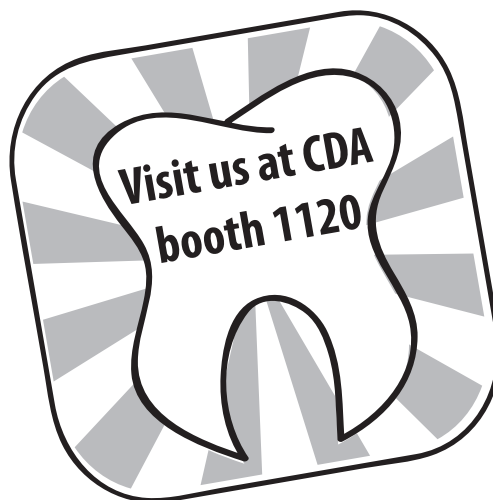
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**SAN DIEGO – CLAIREMONT Area –** Situated in strip center in a heavily populated residential community. This **GENERAL** Practice has 3 equipped Ops, and Digital PA and Pan X-Rays. Owner desires quick sale and practice is priced accordingly!!

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## PRACTICES FOR SALE

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

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

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

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

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

**Reseda** – Selected PPO's accepted in this 100% private practice with over 35 years of goodwill. 3 hygiene days/wk. Revenues between \$35-42/mo on part-time schedule.

**Van Nuys** – Low cost practice opportunity w/ 25+ yrs of goodwill. Disability forced sale. 1st floor location with sign. Monthly revenues over \$20k/mo. Some HMO's.

**Upcoming** – HMO Practice. Cap checks \$15k/mo. 7+ ops. Monthly income over \$65k/mo. Call us if you are ready to move quickly; have loan approval and are prepared to bid at the asking price.

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**Oxnard (upcoming)** – Call us now and get your name on the list before this one sells! 1st floor...5 ops...Revenues \$50k/mo...6 ops...busy. Ideal for absentee owner.

**San Luis Obispo (upcoming)** – Private only practice. 25+ yrs of goodwill. Active hygiene program. Revenues exceed \$35k/mo. Seller transition available.

**Bakersfield** – Established over 10 years. Low overhead; small 3 op practice. Annual revenues of \$150 k on p.t. sched. Some HMO revenue.

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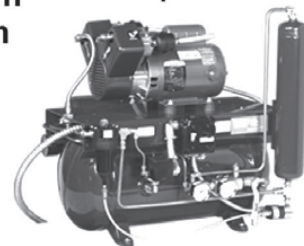
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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

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

**MORENO VALLEY PRACTICE FOR SALE:** Located in a free standing retail building in a heavily populated residential community with little competition for miles, this practice collected \$2.5 million in 2010, \$2.1 million in 2009 and \$2.1 million in 2008 on ten dentist days per week with eleven days of hygiene per week. Net income is over \$800,000/year. The practice has eight equipped operatories in a state of the art facility. No Denti-Cal, no HMO, no evenings, no weekends, and minimal advertising. This is a great family community and an outstanding opportunity for a quality practitioner. Asking \$1,500,000 for the practice. Real estate is also available for purchase or lease.

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

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

**SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE:** Prime Wilshire Blvd. location with seven equipped operatories including Cerec unit, Global microscope, digital x-ray machines, and full computerization with Dentrax software. Collections in 2009 were \$1,311,677 and in 2008 were \$1,326,108 with a net income in excess of \$450,000 each year. No advertising, no plans. Nine and one-half days of hygiene per week. Most oral surgery and perio and half of the endo is referred to specialists. Asking \$1,025,000.

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

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

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

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

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

**SHERMAN OAKS FEE FOR SERVICE PRACTICE FOR SALE:** Thirty-five years of goodwill. Quality practice on Ventura Blvd. collected \$200,000 in 2010 and \$250,000 in 2009. No Denti-Cal, no HMO, no advertising. Three equipped operatories. Seller sees 10-15 patients per day and has averaged 15 new patients per month. Retiring. Asking \$140,000.



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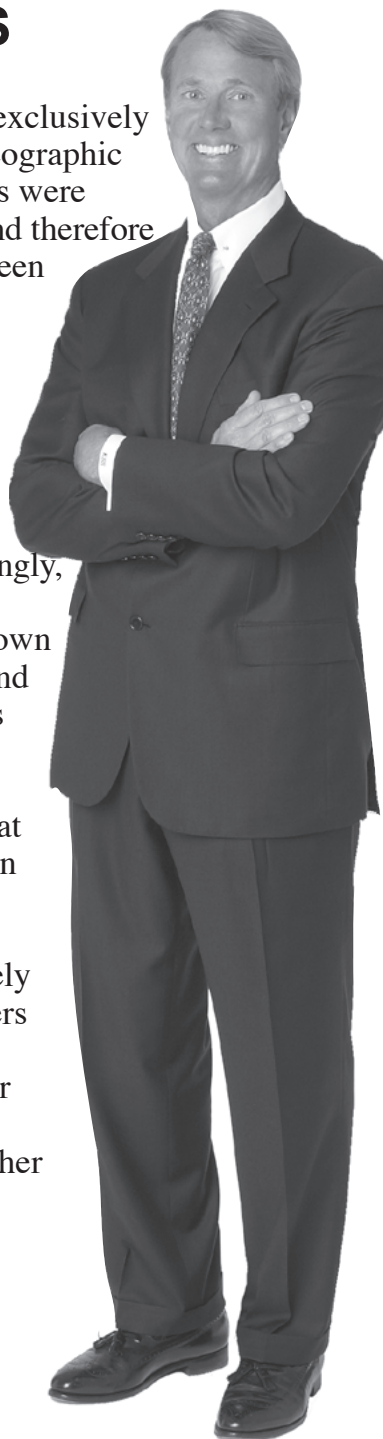
In years past, dental practices were largely valued exclusively on the gross collections with minimal regard for geographic location, but as with the housing market some areas were always perceived to be somewhat more desirable and therefore more saleable and at better prices. That trend has been amplified in recent years as buyers become more sensitive to both the economic demographics of certain communities and the amount of time spent commuting.

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## GREATER LOS ANGELES COUNTY

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

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

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

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

**CENTURY CITY (GP)** – *Price Reduced!* Well established practice located in a multi story medical professional building. Computerized office with Dentrax software, intra-oral camera and digital x-ray. Office consist of 5 fully eq. ops. Equipment is approximately 5-8 years old. 100% patient referral. Seller works 2-3 days/wk and sees approximately 6-8 patient/day. Hygienist works 2 days/wk and sees approximately 8-10 patients/day. Grossed approx. \$475,001 in 2010. **Buyer's net of \$101,946.** Property ID #3581.

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

**CANOGA PARK (GP w/ ortho)** – Long established practice located on a major boulevard in a single duplex building with excellent signage. Six day/wk practice with approximately 90 new patients/mo. Income source: 60% insurance, 30% cash & 10% medi-cal. Practice consist of 5 eq. ops, 4 ortho. **SALE** Practice with Dentrax software, intra oral cameral and digital x-ray. Equipment in great condition, approximately 8 years old. Grossed approximately \$750,363 for 2010. **BUYER'S NET OF \$137K.** Property ID #3961.

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



Alice C. King, V.P.



# CALIFORNIA

## Specializing in the Selling

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

**DIAMOND BAR** – Great opportunity for a GP or Specialty office. Leasehold Improvements & Equipment Only! Located in a 2 story building. Practice consist of 12 spacious eq. ops., 3 plumbed not eq., 6,400 sq. ft. office. A must see. Property ID #3721.

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

**HOLLYWOOD GP** – Leasehold Improvements, Equipment and Some Charts!! Located in a 2 story general purpose building. Practice consist of 5 fully eq. ops., computerized office with Alta Point software. Great street visibility and heavy traffic flow. Property ID #3761.

**LONG BEACH GP** - With over 52 years of goodwill this modern refurbished office is located in a 2 story Medical / Dental building. Near busy shopping area and high traffic area. Fee for service practice. 100% Patient referral. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-15 patients/day. Practice consist of 5 eq. ops., with Eagle soft software, and intra-oral camera. **BUYER'S NET OF \$218K.** Property ID # 4003.

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

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

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

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

**LOS ANGELES (GP)** – Established over 50 years ago, this all cash practice is located a 2 story building. Great street visibility and heavy traffic flow. Five day/wk practice with 2 days/wk of hygiene. Practice consists of a 2,400 sq. ft. suite with 6 fully computerized operatories, Computer Age software, intra oral camera and digital x-ray. Approximately 4-5 year old equipment. 100% patient referral. Grossed \$605K in 2009 corporate year. Property ID #3881.

**MONTEBELLO (GP) - PRICE REDUCED!!** Long Established Practice - Leasehold Improvement, Equipment & Charts Only! 2 fully eq. ops., 1 plumbed not eq., 900 sq. ft. practice, located in single story busy shopping center. Computerized office with digital x-ray and 3 Star software package. Equipment 5 years old. Good street visibility. Easy access to freeway. Seller has another practice in Orange County. Property ID # 2701.

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



# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

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

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

**WHITTIER (GP)** - Fee for service practice with over 59 years of goodwill. Located in a 1,450 sq. ft single standing building with private parking. Building is available for purchase. Seller works 2 days/wk with 1 day of hygiene. Sees approximate 10 to 15 new patients per month. Practice consist of 4 eq. ops., 1 plumbed not eq. ops, with Dent Pro software. All together a very family orientated and relaxed practice with a comfortable feeling. Grossed approximate \$372, 846 for 2010. **BUYER'S NET OF \$114,702**. Property ID #3931.

### ORANGE COUNTY

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

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

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

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

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

**IRVINE (GP) - PRICE REDUCED!!** Established in 1987 this practice is located in 3 story medical / dental building. Office consist of 3 eq. ops., with Data Team software. Absentee owner. Practice is open 6 days/wk with 1 day/mo of hygiene. 100% patient referral. Income source: 84% insurance / 15% cash / 1% Medi-cal. Collected approximately \$273,829 in 2010. **BUYER'S NET OF \$74K**. Easy access to the 5 freeway. Next to a busy shopping center. Property ID #3901.

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

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

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Tina Ochoa, V.P.



# CALIFORNIA

## Specializing in the Selling

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

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

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

### RIVERSIDE & SAN BERNARDINO COUNTIES

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

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

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

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

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

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

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

**VICTORVILLE (GP)** – Located in a 1, 512 sq. ft. single standing building with over 55 years of goodwill. **BUILDING FOR SALE.** Practice consists of 4 fully computerized eq. ops with Eagle Soft software and digital x-ray. Seller works 4.5 days/wk with 3 days of hygiene. Sees approximately 8-12 patients per day. Fee for service practice. 100% Patient referral. Great street exposure and excellent signage. Seller recently made improvements inside and out. Grossed approximately \$331,332 for 2010. Property ID #3871.

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

### SAN DIEGO COUNTY

**SAN DIEGO (GP)** - Leasehold improvement, equipment & some charts!!! Located in a 2 story building with 10 parking spaces. Office consist of 1,300 sq. ft., 5 eq. ops., with Dentrax software. Good location with heavy traffic flow. Great opportunity for a first time owner. Retiring seller owns the building and offering a low cost rent. Property ID #3141.

**SAN DIEGO** - Long established General Practice located in a 3 story medical glass building with 3 fully eq. ops. Computerized office with Eagle Soft software, intra oral camera and digital x-ray. Office was remodeled 4.5 years ago. Retiring Seller works 5 days/wk. Fee for service practice. 100% Patient Referral. Collected \$757, 835 for 2009. Grossed approx. \$740K for 2010. **BUYER'S NET OF \$219K.** Call now for more details. Property ID # 3671.

### SANTA BARBARA COUNTY

**SANTA MARIA (GP)** - Established over 13 years this practice is located in a Medical plaza. Seller works 4 days/wk and sees approximately 14-15 patients/day. Income source: 40% insurance / 20% cash / 5% capitation / 30% healthy families. Practice consists of 4 fully computerized eq. ops, with Eagle Soft software and Intra oral camera. Seller moving out of area. Property ID #4007

### SPECIALTY OFFICES

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

**UPLAND / CLAREMONT AREA (ORTHO)** - Long established Orthodontic practice located in a medical / dental building in upscale neighborhood with reasonable rent. Excellent opportunity for a second office or a starter practice. Consist of 3 fully equipped chairs. Office open 3 days/wk, doctor works 10 to 11 days per month. Seller will stay for patient introductions and a smooth transition. Fee for service practice. Property ID #3681.

**WOODLAND HILLS (PEDO)** - Well equipped Pedo office with 3 chairs in open bay area. Fully computerized 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 approx. \$643K for 2010. **BUYER'S NET OF \$305K.** Property ID #3661.

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#### SELLER'S

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jknipf@calpracticesales.com

**Robert A. Palumbo**  
rpalumbo@calpracticesales.com

#### BUYER'S

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**Tina Ochoa** - tochoa@calpracticesales.com  
**Maria Silva** - msilva@calpracticesales.com

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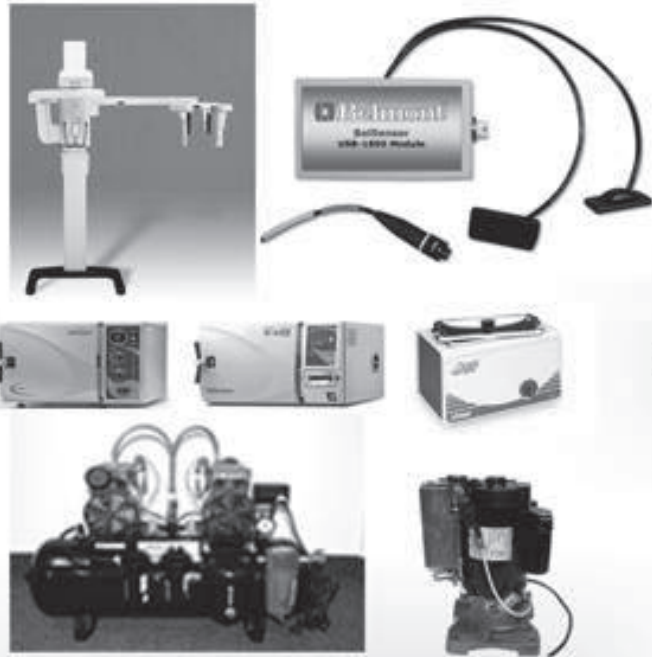
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- BARSTOW:** For Sale-General Dentistry Practice. Gross Receipts \$395K with an adjusted net income of \$193K. Office consists of 1,100 sq. ft. 4 operatories. Intra-Oral camera, Dentisoft. There are 3-hygiene days per week. Practice has been in its present location for the past 25 1/2 years.
- BIG BEAR CITY:** For Sale-General Dentistry Practice. 26 years at current location. Gross Receipts \$428K. 3-equipped operatories. Doctor owns the building. New lease available or option to purchase. #14345
- EL DORADO HILLS:** For Sale-General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$683K. Intra-Oral camera, Pano, Softdent software, 4-equipped 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring. #14324
- FOLSOM:** For Sale-General Dentistry Practice. Gross Receipts in 2010 were \$703K, 3 1/2 day week with adjusted net income of \$300K. 5 days of hygiene and approx. 800 active patients. Leased office is 2,000 sq. ft. with 4 equipped operatories - 5 possible. Patient Base software. Owner to retire. #14350
- FOLSOM:** For Sale-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops, Digital, Dentrix, Intra-Oral camera, Laser, 5+ year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- 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.
- GRASS VALLEY:** For Sale-General Dentistry Practice. 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Intra-oral camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337
- GREATER FAIR OAKS-SUNRISE AREA:** For Sale-Gross Receipts in excess of \$1.1 Million dollars for the past three years. Adjusted net \$450K. 2,400 sq ft office-5 ops. Hygiene days-6, Owner works 32 hours per week. Eagle Soft, Laser, Pano Intra-Oral camera, fiber optics. Owner retiring. #14343
- GREATER SACRAMENTO:** For Sale-Pediatric Practice. 2010 GR of \$1,095,914, with a 45% overhead. Prevention oriented practice with 2,600 sq. ft. Digital office with Dentrix. Equipment is nine years old. Delta Premier is only insurance. Owner retiring. #14349
- IRVINE & COSTA MESA:** For Sale-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrix
- LAGUNA NIGUEL:** For Sale-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- LAKE COUNTY:** For Sale-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral camera, Pano, and Data Con software. Owner to retire. #14338
- LIVERMORE:** For Sale-General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq. ft. office space. Dentrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- LOS ANGELES:** For Sale-General Dentistry Practice. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire. #14348
- LOS ANGELES:** For Sale-General Dentistry Practice: This practice 80% Denticol and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$709,000. 6 equipped tx rms, laser, Intra-Oral camera Pano and Ceph. Call for details. #14319
- MODESTO:** For Sale-General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrix, Cerec, and Intra-Oral camera. Owner to retire. #14308
- NAPA:** For Sale-General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$250K. Ideal for Service. 1300 sq ft 4 ops 6 hygiene days. 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- NEWPORT BEACH:** For Sale-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software.
- NORTHERN CALIFORNIA:** For Sale-Pediatric practice. Owner has operated in same location for 32 years. Approx. 1,760 active patients, 1,160 sq. ft., Panoramic X-ray, Dexis Digital and Dentrix software in this 5-chair office. 2010 Gross Receipts \$610K. Owner retiring. Call for details. #14322
- 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
- PALM SPRINGS:** For Sale-General Dentistry Practice. Fee for Service. Gross Receipts \$282K with adjusted net income of \$157K. 1,280 sq. ft., 3 equipped operatories. Intra-Oral camera, Pano, Practice-NEB software. Doctor willing to transition by working 1-2 days a week. #14332
- PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- RENO:** For Sale-General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1, 800 sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- ROCKLIN:** For Sale-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 4 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral camera, Dentrix software. Owner to retire.
- ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital Panoramic camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- SACRAMENTO/ROSEVILLE:** For Sale-One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- SAN DIEGO:** For Sale-General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$185,645. PPO and Fee for service practice. #14315
- SAN DIEGO:** For Sale-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate.
- SAN DIEGO:** For Sale-General Dentistry Practice. 6 ops. Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- SAN DIEGO/CITY HEIGHTS:** For Sale-General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, Panoramic X-ray, Intra-Oral camera, in this 3-chair office. #14321
- SANTA BARBARA:** For Sale-General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral camera, Schick Digital X-Ray, Datacan software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- SAN LUIS OBISPO:** For Sale -Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views.
- SANTA CRUZ:** For Sale-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring.
- TORRANCE:** For Sale-General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brican System, and CamSight software in this 2 equipped, 3 available-chair office. Gross Receipts \$434K with 38% overhead. Owner relocating. #14320
- TURLOCK:** For Sale- General Dentistry Practice. 2009 Gross Receipts \$2,728,319 with an adjusted net income of \$925,251. 13 days of hygiene in this tastefully decorated 2,500 sq ft office space. Owner is retiring form clinical dentistry.
- VISALIA:** For Sale- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$ 300K. Office is 1,380 sq ft with 3 equipped operatories, Intra-Oral camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

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- Soft and hard tissue crown lengthening • Cordless gingival sulcus troughing
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This workshop is suitable for Periodontists, Oral-maxillofacial surgeons, Prosthodontists, Orthodontists, General Dentists and Dental Auxiliaries We will be working with fresh pig mandibles and chicken. Please bring to the course a gown, gloves, face mask, eye glasses and paper towels.

Dr. Convissar is a pioneer in the field of laser dentistry. He has over 21 years of experience with C02, Nd:YAG, Diode and Erbium wave lengths. He has authored 15 peer-reviewed papers and is the author/co-author of 4 textbooks on laser dentistry, and has presented over 300 seminars on 5 continents. He practices in New York City. His latest textbook, "Principles and Practice of Laser Dentistry," was published September, 2010.

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### Registration Form

Dental License No: \_\_\_\_\_ 6-digit AGD # if member \_\_\_\_\_

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- |                   |   |
|-------------------|---|
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| October 11        | Sergio Kuttler, DDS<br>"Simplicity in Endodontics:<br>An Achievable Goal"               |
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8 MOTHER'S DAY	9	10	11	12	13	14 ANAHEIM CDA DENTAL CONVENTION
15	16	17	18	19	20	21 ARMED FORCES DAY
22	23	24	25	26	27	28
29	30 MEMORIAL DAY	31				

April

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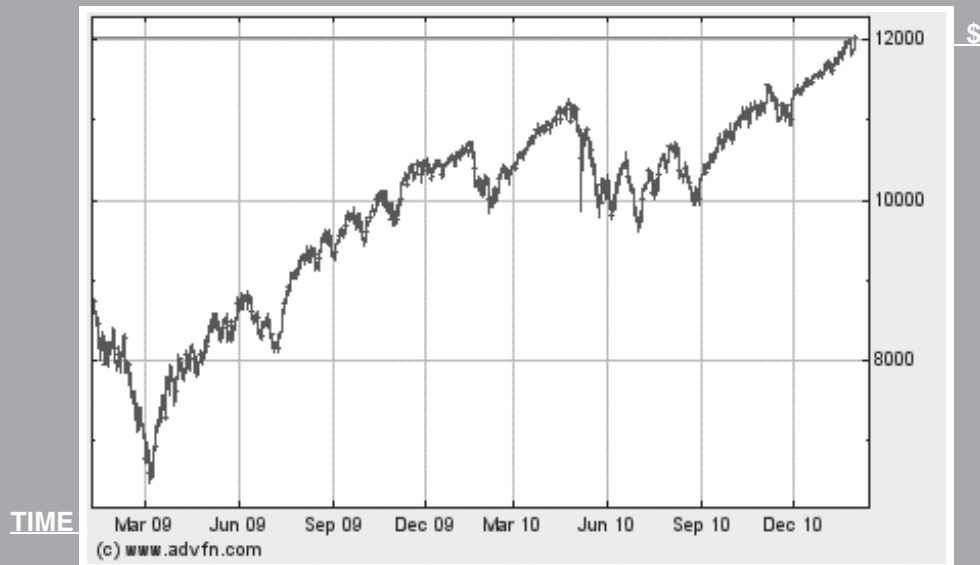
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# READER AD FORM FOR DENTIST & STAFF ONLY

**The Dental Trader**

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

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

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

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

**Reader Ad Rates:**

- 20 words of less-\*FREE (\$1. per word thereafter-65 words maximum) \_\_\_\_\_
  - All Bold Type: Add \$10. ....(add option: \$10) \_\_\_\_\_
  - All Bold Type with Bold Border: Add \$15. ....(add option: \$15) \_\_\_\_\_
  - Black Box with Bold White Lettering: Add \$20. ....(add option: \$20) \_\_\_\_\_
- Total # of words (first 20 words free-add \$1. per word after first 20 words) \_\_\_\_\_

Total: \_\_\_\_\_

**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc) **For Commercial Reader Ad Rates**, (to promote a business) please use form below.

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  - Black Box with Bold White Lettering: ..... (add option: \$20) \_\_\_\_\_
- Total # of words (first 20 words \$20-add \$1. per word after first 20 words) \_\_\_\_\_

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- 5999 - 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!
- 6000 - Millbrae. Downtown sidewalk location, computer charting, digital radiography, strong patient base. '10 collected \$725k. Strong Profits.
- 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.
- 6003 - Pinole - Hercules Area - 4 days of Hygiene. 90%+ effective recall. Produced \$740k and collected \$709,500. Low AR balance.
- 6004 - San Jose's Santa Teresa Area. Asking slightly more than cost to replicate this office. Digital & paperless 3 Op suite. 2010 produced \$385k with collections of \$277k & Profits of \$190k+
- 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.
- 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.

**PPS SO. CA - (714) 832-0230 - (800) 695-2732**

- 3164 - GP. Temecula/Murrieta area. Currently collecting \$30k/mo. Ins & cash only. 1,700 sq.ft., 5 Ops. Located in shopping center with AAA tenants. F.P. \$385,000. Super Bargain. Best Buy.
- 3193 - Palm Desert. Grossing \$400,000+. Great Location.
- 3220 - Group or Entrepreneur DDS. Merger candidate Temecula. Spacious office grossing \$850k - \$6k/mo Cap checks. Great opportunity to develop contiguous specialty center.
- 3226 - Corona - New Hi identity. New shopping center. Grossing \$400k. HMO \$3k - \$4k/month and growing. 4 Ops room for more. Bargain price.
- 3237 - Anaheim Hills - Group member wanted. Hi identity. GP has space to share with Specialist. Pedo/Ortho/or?
- 3240 - Redlands - GP Est-5 Ops. Shopping ctr. Great lease. \$1.00 sq. ft. FP\$285k
- 3245 - Arcadia/Monrovia area. Location only. Million dollar location. 2,500 sq. ft. with 8 Ops, 4 equipped. Very busy shopping center. FP \$150k
- 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800,000 in hi identity shopping ctr. Available now @ \$250k
- 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
- 3251 - Anaheim. GP Estb. 1,700 sq.ft. rent \$2,400. Est 1967. Conservative Senior. Gross \$240k. FP. \$150,000.
- 3255 - Partner Temecula. Grossing \$550,000. Absentee. Seller wants working Partner. Outstanding shopping ctr. Hi identity location.
- 3265 - GP Gross \$1.4 million Absentee. No HMO, No Medi-cal. 57/60 area, Rowland Hts/Diamond Bar. 8 Ops, 4,000 sq. ft.
- 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.

- 3271 - Costa Mesa - Hi identity office. 1,400 sq.ft., 4 Ops, Pelton crane. 5th Op plumbed. Seller grossed more than \$1 million in past. Proven location @ \$135,000.
- 3279 - Tustin - 2,000 sq.ft. Hi identity building. 4 Lighted corner. 65,000 autos plus per day. Make entire bldg your dental sign. F.P. \$1,250,000
- 3280 - Indio - 4,6000 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand.
- 3281 - Yuca Valley - Hi identity (huge sign) small Dental building. 600 sq. ft., 2 Ops on. 44 acres, zoned for additional home plus apts. F.P. \$110k
- 3282 - Palmdale/Lancaster - GP. New shopping ctr. 4 yrs. Near 90 million ffs. New Hospital was doing \$600k. Now \$350k by Absentee Seller.
- 3283 - Palmdale/Lancaster - Hi growth area. GP Gross \$1.5 mil. FFS. Net 40% +
- 3286 - Riverside - GP Est 30 yrs. 4 Ops. Gross \$450k. Low overhead. Rent only \$1,600/mo. Full Price \$350k. Make Offer
- 3287 - So. CA. \$6,000,000 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.
- 3288 - Bakersfield area - Gross \$900k, net \$400k. 4 Ops. Cash, Insurance few PPO's. Low overhead. Rent only \$2,500. Free standing bldg, includes \$60k A/R. Full Price \$650k
- Riverside/Corona - HMO - \$5k. Union \$100k. Gross \$850,000 in 5 Ops. Full Price \$850,000 + Growing. Low overhead. Rent \$2,100. Net \$350k.
- New - Fillmore - GP - 5 Ops, Beautiful. Full Price \$385,000

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