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MAY 2012

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#### FRESNO COUNTY

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

#### KERN COUNTY

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

#### LOS ANGELES COUNTY

**ANTELOPE VALLEY** - (7) op comput. G.P. located in a highly visible, easily accessible, free standing bldg. on a main boulevard. All ops are digital x-ray equipped. There is a Pano and a Ceph., an experienced staff, and room to grow. (21) new pts/mos. (50+) years of Goodwill. Cash/Ins and some PPO pt base. Annual Gross Collections of \$1.5M+. A Real Money Maker! Bldg. also available for purchase.

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

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

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

**<u>HACIENDA HEIGHTS</u>** - (2) op p.t. G.P. located in a shop. ctr. <u>w</u> exposure/visibility & signage. Low overhead office <u>w</u> high % net. Cash/Ins/ PPO pt. base. 2011 Gross Collect \$164K+ on 2 1/2 days/wk. Seller retiring from private practice to work for county.

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

**NORTHRIDGE -** (6) op comput. G.P. (5) ops eqt'd (6th) partially eqt'd & plumbed. (20) years of Goodwill. Cash/Ins/PPO/HMO pts. 2011 Gross Collections \$400K+ on a two day week. Approx \$3K/mos Cap cks. 17-19 new pts/mos. Seller to concentrate on his main office, & is to busy for this one.

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

#### RIVERSIDE COUNTY

**RIVERSIDE** - Very clean & well maintained (3) op G.P. Located in a shop ctr. <u>w</u> exposure/visibility/signage. Retiring DDS working (2-3) easy days per wk. Refers <u>all</u> speciality work. Cash/Ins/PPO & minimal amt. Denti-Cal. Annual Gross Collect. \$180K. Does no advertising. (30+) years of Goodwill.

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- ing Pre-Sale Planning

#### ORANGE COUNTY

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

#### SAN BERNARDINO COUNTY

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

#### SANTA BARBARA COUNTY

**SANTA BARBARA #3** - (3) op comput. G.P. located in a dental/ medical/prof. bldg. complex on the 1st floor <u>w</u> easy access to parking. Dr. retiring after 40 years. Significant goodwill available in the charts. Does little Pedo even tho many kids are attracted to the complex. Refers all specialities. 8-10 new pts/mos. 6-8 pts/day. Ave. Annual Gross Collect. \$250K on a 4 day wk. Cash/Ins/PPO pts. Digital X-rays. Support during transition. Very attractive price.

#### TULARE COUNTY

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

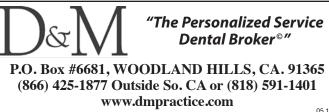
#### VENTURA COUNTY

**OXNARD #6** - High End Office. (4) op comput. turnkey <u>w</u> some charts. (3) ops eqt'd with newer eqt./4th op plumbed. Digital x-rays. Located in a prestigious, landmark, class "A" high rise bldg. on a main thoroughfare. Great starter, second office, or speciality location. **NEW PORT HUENEME #1** - (3) op comput. G.P. in a strip ctr. On a heavily traveled thoroughfare. Exposure/visibility/signage. Cash/Ins/PPO & some Cap. Very low rent & overhead. Gross Collect. \$220K/yr on 2 1/2 days/wk. Does no advertising. Office is Associate run (2) days/wk. Seller works 2 days/mos. Seller attends speciality program, is graduating, & is buying a speciality prace. **PRDING** 

**PORT HUENEME #2** - turnkey office  $\underline{w}$  charts. (3) ops eqt'd. In a strip ctr  $\underline{w}$  exposure, visibility, & signage. In an upscale beach area. Easy Dental s/w, digital tomograph, & digital x-ray. 2011 Goss Collect. \$200K+ first 6 mos. 2010 Gross Collect \$369K+ on an Associate run three day wk. Associate left July, 2011. Owner decided to fold pract. into his Camarillo office. Most pts did not transfer. Many are now waiting for a new practitioner at this office. What an opportunity!

#### UPCOMING PRACTICES FOR SALE

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**PRACTICE for SALE** El Monte (\$125,000) Renovated in 2010. Great potential in this high traffic area. Low overhead. 3 Ops with 4th Op plumbed. Digital x-ray included. All reasonable offers considered for quick sale. Broker - Charles Kim 562-431-2144.

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**PRACTICE for SALE** Fullerton (\$199,000) Street front location. Established with 30+ years of goodwill - Low overhead, 2 Equipped Operatories. Plumbed and expandable to 4 Operatories. Broker - Charles Kim 562-431-2144.

**PRACTICE FOR SALE** Escondido. Estab GP. BUILDING also FOR SALE SDPS: 760-599-7828.

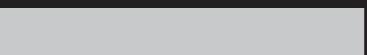
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**MIRA MESA**—*NEW!* General Practice with 3 Ops in approx. 950 sq.ft. Situated in strip center on major thoroughfare in residential neighborhood. Insurance and Cash.

**ESCONDIDO**—FFS and PPO satellite **GENERAL** Practice in freestanding bldg. 3 equipped Ops with large windows, in 1100 sq. ft. *PRICE SIGNIFICANTLY REDUCED FOR QUICK SALE!!* 

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

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**ANAHEIM** – Turnkey Practice Opportunity. First floor location in Strip Center. 20ps equipped; 3 plumbed. Seller relocating from area. Sign. Visibility.

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

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

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

**CORONA** – 2 Years Established Turnkey Practice opportunity / Bank Repo. Some patients. 3 equipped ops. Low Cost Office Lease. Act quickly.

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

**KERN COUNTY** – Long established practice in free standing bldg. 5+ ops. Just north of Bakersfield, this location is a store front practice with monthly revenues in excess of \$30K/mo. on part time basis. Long term staff will remain for smooth transition. Priced for immediate sale.

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

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

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

**MONTEBELLO** – Turnkey Practice Opportunity. First floor location in Major Shopping Center – just off 60 Fwy.! Very busy site across from B of A branch. 20ps equipped/3rd plumbed. Excellent started opportunity.

**NORTH HOLLYWOOD** – Practice with over 14 years of goodwill. First floor location in Major Shopping Center with busy anchor tenants. 3 ops equipped. Seller retiring. Sign. Visibility. Walkins.

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**ONTARIO (upcoming)** – Call now to be placed on list – this one won't last! Shopping center location. Established 8 years. Revenues of \$40/month w/out advertising.

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

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

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

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

**SAN FERNANDO VALLEY** – Strip center with sign exposure on major blvd. Drive-up easy parking. Beautifully equipped office with 3 ops plus separate x-ray room and private office. Low rent rate.

**SAN FERNANDO VALLEY (North)** – Long–Established Private Practice in Hispanic Area. First floor location with excellent sign exposure. Busy Street/Walkins Excellent Parking. Revenues over \$40k/month.

**TEMECULA** – Bank repo with excellent location & exposure. 6 ops of modern equipment incl. digital x-rays. On major thoroughfare. Must see!



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**NEW!! ANAHEIM:** Asking \$695,000. CAP of \$9700 PER MONTH!! 7 fully equipped ops. Shopping Center Location!! 2011 Collections: \$1.4 MILLION!!

**REDUCED!!! IRVINE PERIO:** Asking \$219,000. Great, very busy location! Great base of referrals and patients; Largely implant focused; 3 fully equipped ops; Digital X-rays.

**NEW!!! ROLLING HILLS ESTATES:** *Asking* **\$299,000.** 50 years GOODWILL!!! Seller Retiring. GREAT LOCA-TION!! PPO and HMO Plans. Medical Building. 2011 Collections: \$385,000.

DISTRESS SALE! ARCADIA: Asking \$210,000. 2011 CAP was OVER \$70,000!!! Located on the corner of two MAIN streets. 4 ops, 3 fully equipped. 50% HMO, 50% PPO. OVER 30 years goodwill!!

**REDUCED!!! PASADENA PEDO:** *Asking* **\$385,000.** Over 25 years of goodwill; On a major street with great visibility; All PPO and cash.

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LOS ALAMITOS: SOLD !! Established, 35 year practice; private and PPO; USC grad seller.

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IRVINE: SOLD!!! Asking \$525,000. Located in professional building; 4 ops; Long-established; New equipment.

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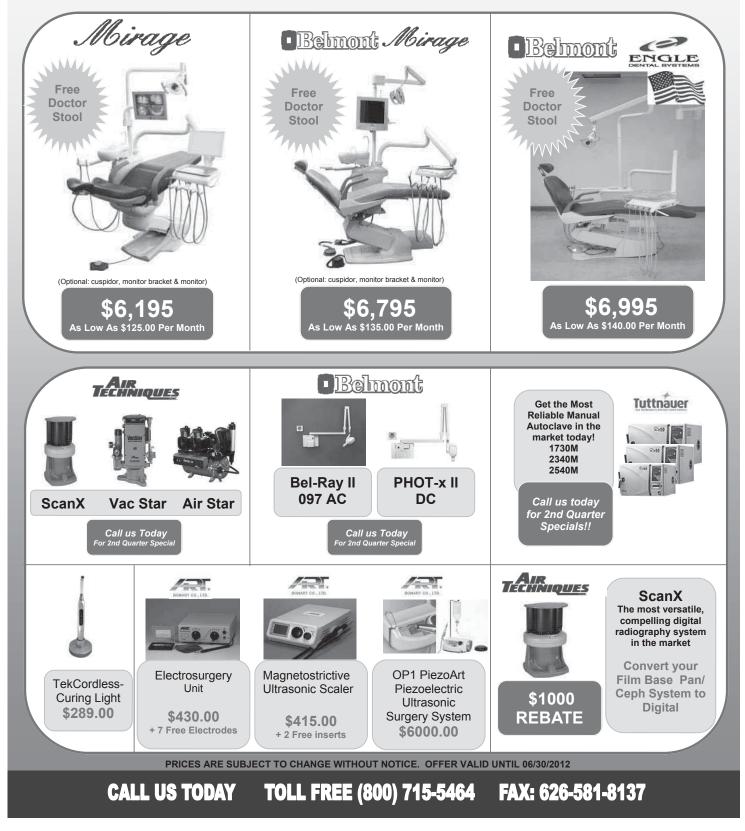
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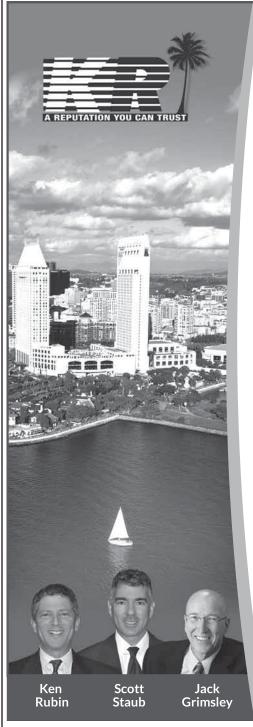
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### Ridgecrest

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### **San Fernando Valley**

**Orthodontic practice for sale** – great starter practice or perfect for a second office – Dr selling for health reasons – grosses nearly \$20,000/mo on 2 days/ week – very modern upgrades

### **Newport Beach**

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http://thedentaltrader.com/archive.htm so now you can search our entire website and archive for anything you may need. Search results appear in seconds. **HACIENDA HEIGHTS** (2) op G.P. for sale. Located in a shop. ctr. w exposure/visibility & signage. Low overhead office w high net. Cash/Ins/PPO pt. base. 2011 Gross Collect \$164K+ on 2 1/2 days/wk. Seller to give up private practice to work for county. D&M Practice Sales 818.591.1401.

**Part Time** Endodontist Upland CA Must be willing to be contracted to insurances Fax 909256-0500.

**Practice for sale** San Diego.2011 collection \$573K. ~2500 sq ft, 4 ops, 5th plmd, adec chairs, digital xray, intraoral cameras. 619-415-3810.

Need Experience Dentist Redlands, Ca. Female Dentist Alta Loma, Ca. Send Resume to Kencdds@aol.com.

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**ENCINO FEE FOR SERVICE PRACTICE** Professional building location with 4 equipped ops. Collects \$500,000/year with net income of \$177,000. Asking \$365,000. Kurt Skarin 805-777-7707.

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**El Monte practice** Leasehold and equipments only. 1288 square feet, 3 operatories, 2 equipped. Rent \$2016/month. Asking \$60K. newsus93@yahoo.com.

**Practice for sale** San Diego.2011 collection \$573K. ~2500 sq ft, 4 ops, 5th plmd, adec chairs, digital xray, intraoral cameras. 619-415-3810.

**PRACTICE for SALE** Los Angeles (\$135,000) Established since the 90s. 2 Equipped Ops, plumbed for 3rd. Located in a popular retail plaza, in the heart of Koreatown. Broker -Charles Kim 562-431-2144.

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# When it Comes to the Sale

#### DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Anaheim, Canoga Park, Carlsbad, Encino, Hacienda Heights, Lawndale, Long Beach, Los Angeles, North San Diego County, Santa Clarita, Simi Valley, Valencia, Westchester, West Los Angeles, Woodland Hills and Thousand Oaks. Call Lee Skarin and Associates at 805-777-7707, 818-991-6552 or 1-800-SKARIN #1.

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

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

**WESTLAKE VILLAGE PROS PRACTICE FOR SALE:** Could be a general practice. Seller has health problems and has been limited in the number of hours he can work. Consistently collects \$160,000 per year with no marketing or promotion. Seller refers everything except prosthodontics out. Two equipped operatories with digital x-rays and a third operatory that is plumbed but not presently equipped. Located in a well known dental building in town. Asking \$75,000. - *PENDING* 

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

**ENDODONTIC PRACTICE FOR SALE:** Seller has two locations and work ten hours per week in each. Each office collects just over \$200,000 per year or over \$400,000 per year for the two with a net income of over 50%. Patient base is primarily managed care referrals with a long standing history. One office is in the Santa Clarita Valley and the other is in the San Fernando Valley. Buy both for \$240,000 or the Santa Clarita Valley practice alone for \$110,000.

SANTA PAULA GENERAL PRACTICE FOR SALE: Originally established in 1946, this practice currently collects \$175,000 per year on four days per week and a very relaxed schedule. Seller does no marketing, does not work evenings or weekends and refers out a lot of specialty procedures. The office has 3 operatories of older equipment and is not computerized. Fairly substantial Hispanic population in the community. Potential for growth. Asking \$65,000.

**SAN FERNANDO VALLEY ORTHODONTIC PRACTICE FOR SALE:** Established in 1976 and moved to the current suite in 1993, this practice has a long history in the San Fernando Valley. Seller is an edgewise practitioner and works 30 hours per week. Collections have been extremely consistent for the past 3 3/4 years at \$585,000 per year. Net income is phenomenal at just over \$350,000/year. The practice is not on any HMO or PPO programs. Seller does an average of 17 new patient consults per month and starts an average of 14 per month for a case acceptance rate of just over 80%. Seller will assist with the transition in whatever way the Buyer desires. Asking \$375,000 – SOLD AT FULL PRICE

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

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

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

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

**LONG BEACH PERIO PRACTICE OR EQUIPPED OFFICE FOR SALE:** Ideal satellite practice or practice to be merged with an existing Long Beach area perio practice. Collecting \$100,000/year. Seller works two days per week and does not place implants. Two days of hygiene per week and hygiene accounts for over 55% of the total practice collections. The office is located in a professional building and has four equipped operatories with the potential for a fifth. Seller is retiring after 40 years in practice at the same location. Very motivated. Asking \$25,000. – MAKE AN OFFER!

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

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



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This creates a market worn product, much like a house that sits on the market for months. This is not beneficial to a full price sale. Everybody, including the broker, wants the highest price possible, but there are real limits. Do you want to sell your practice or believe an unrealistic valuation that prevents a timely sale or precludes buyer financing? Complete the sale this year and keep more of your hard earned dollars. For the straight answers to all of your practice sale questions, call Kurt Skarin at Lee Skarin and Associates, Inc.

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**HAYWARD DENTAL PRACTICE FOR SALE** – Gross ~ \$540K. 4 fully equipped operatories, 1 additional plumbed, approx. 1,820 sq. ft. Approximately 80% PPO. Located at the corner with major anchors.

**REDWOOD CITY DENTAL PRACTICE FOR SALE** – Gross ~ \$399K. 2 ops, 1 additional plumbed. All digital, paperless. Great visibility. Across from major retail store. Approximately 70% PPO, 20% Cash, 10% Capitation.

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**SAN DIEGO DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE** – Gross ~\$300K. Over 12 years of goodwill. 3 eq. ops, 1,176 sq. ft. Excellent visibility. Building for sale or lease. Asking \$149K for Practice. Seller Retiring.

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**MURRIETA DENTAL PRACTICE FOR SALE** – Gross ~ \$472K. ~ 1,810 sq. ft., 4 fully eq. ops, 1 additional plumbed. Digital x-ray and pano. Over 9 yrs. of goodwill. Located in busy strip mall with large anchor.

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

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**PORTERVILLE SHELL DENTAL PRACTICE FOR SALE** – Shell practice. Asking only \$20K. 3 operatories, approx. 950 sq. ft. Low rent. Located on major cross streets. Close by shopping center, hospital, pharmacy, and school.

**LOS ANGELES DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE** – Gross ~ \$520K. 7 fully equipped ops, approx. 2,200 sq.ft. Good signage & bill board. Great visibility. Major street. Close to 5 Fwy.

LONG BEACH SHELL DENTAL PRACTICE FOR SALE – 3 ops, ~1,000 sq.ft. Shopping ctr store anchors major streets.

**ANAHEIM FREESTANDING BUILDING & SHELL PRACTICE FOR SALE** – Asking \$725K. 2 Suites ~ 1,200 sq. ft. each. Lot size 7,471 sq. ft. Corner Lot. High vehicle and foot traffic. Loan is assumable. Good for Owner & Investor.

**IRVINE DENTAL PRACTICE FOR SALE** – Gross ~ \$560K. 5 fully eq. ops, ~ 2,267 sq. ft. Located in shopping center on major street. Opens 4 day a week. Easy access to Fwy 5 & Fwy 55.

**MISSION VIEJO SHELL DENTAL PRACTICE FOR SALE** – 3 fully eq. ops, ~ 1,200 sq. ft. Stand Along Building. Located in shopping center on major street. Easy access to Fwy 5.

 $\textbf{COSTA MESA DENTAL PRACTICE FOR SALE} - Gross \sim \$200K. \ 3 \ ops, \ 1 \ additional \ plumbed, \ \sim 1,100 \ sq. \ ft.$ 

**WESTMINSTER DENTAL PRACTICE FOR SALE** – 3 fully equipped ops, 1 additional plumbed, ~ 1,200 sq. ft. Opens 1 day a week. Asking \$200K. Lots of traffic. Close to restaurants, markets, shops, and entertainment.

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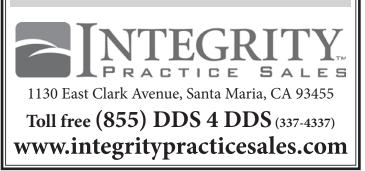
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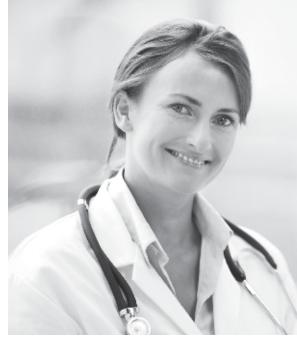
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**LONG BEACH PERIO PRACTICE** Perfect practice as a satellite office or to merge. Collects \$100,000/yr on 2 days per week with 2 days of hygiene. Asking \$40,000 – Make Offer. Kurt Skarin 805-777-7707.

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**LAGUNA HILLS** – This nice General practice is located in the 2nd floor of a 2 story busy shopping center on one of the busiest streets in L.H. with over 19 years of goodwill. It has Great visibility and signage. Upscale neighborhood. Seller has a flat rate lease that includes all utilities, maintenance, janitorial supplies and cleaning. Office is open 3 days/wk but certainly can produce more. Fee for service office. Office consists of 4 fully eq. ops., in a 1,700 sq. ft. suite. Well lay out office with island containing the sterilization area. Monthly revenues of approximately \$49K/mo. Grossed approximately \$615,786 in 2011. BUYER'S NET OF \$282K. Property ID # 4155.

**TEMECULA (GP)** – Fee for service practice has over 20 years of goodwill with over 10,000 charts to its credit. Located on a free standing building shared with 2 other tenants in a huge shopping center in the premier area of Temecula that is continually growing with new houses. Office consists of 1,999 sq. ft. suite with 6 fully eq. ops. Sellers work 7 days/wk (combined) with 10 days/wk of hygiene. See approximately 20-30 new patients/mo. Monthly revenues of ~\$83K/mo. Grossed approximately \$990,000 in 2011. BUYER'S NET OF \$267K. Both sellers are retiring. Property ID #4143.

**VENTURA COUNTY (GP)** - State-of-the-art dental practice located in single story building. This high-tech office is completely computerized with both digital charts and x-rays. The interior is complete with a waterfall and Asia-themed bamboo décor. Established in 2004. Office consist of 1,700 sq. ft., 4 fully eq. ops., with Dentrix software. Fee for service. Seller works 2 days/wk with 3 days/wk of Hygiene. Grossed approximately \$761,436 in 2011. BUYER'S NET OF \$285K. Want more information? Please contact your CPS Agent! **Property ID #4151**.

**W. HOLLYWOOD** – Located on the top floor of this prestigious medical professional building with the best facing views in the entire building of the Santa Monica Mountains and the Trousdale Estates area. The practice has 48 years of goodwill. Motivated seller works 4 days/wk with 2 days/wk of Hygiene. 100% CASH. 100% Patient Referral. This modern designed office consists of 3 spacious fully eq. ops, with MAC Practice software, digital x-ray and intra oral cameral in a 1,000 sq. ft. suite. Monthly revenues of approximately \$90K/mo. Grossed approximately \$1,031,093 in 2011. BUYER'S NET OF \$423K. Seller relocating out of state. Call us now! **Property ID #4153**.

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### **PRACTICE SALES, INC.** and Appraising of Dental Practices



### CONVENTION MAY 3-5, 2012 BOOTH #317

#### GREATER LOS ANGELES COUNTY

**ARCADIA (GP)** – Long established fee for service practice with over 50 years of goodwill. Modern designed practice consists of 1,500 sq. ft. office with 3 spacious eq. ops, and 2 eq. chairs in open bay. Has Eaglesoft software and Pano & Ceph. 100% Patient referral. Located in a single story store front building with rear parking lot and patio. Reasonable monthly rent. Excellent signage and visibility with heavy traffic flow. Monthly revenues of ~\$50K/mo. Grossed approximately \$647,653 in 2011. BUYER'S NET OF \$255K. Call your CPS Agent for more details. Property ID# 4137.

**BELL** – *PRICE REDUCED!* Long established practice located one story building in busy shopping center. Absentee owner. Associate works 4 days/wk and sees approximately 20-25 new patients per month. Income source: Insurance 20%; Cash 25%; Medical 5% & Capitation 50%. The practice consist of 1,300 sq. ft., 4 fully eq. ops, with Dentrix software, intra oral camera and digital x-ray. Office monthly revenues of approximately \$363,885 in 2011. BUYER'S NET OF \$121K. **Property ID #4085.** 

**CULVER CITY** – With over 40+ years of goodwill this fee for service practice is located on a one story medical/ dental building. Motivated seller works 4 days/wk and sees approximately 12-15 new patients/mo with 3 days/wk of hygiene. This general practice consists of 4 spacious eq. ops, with Eaglesoft software. Good corner location with great street visibility and heavy traffic flow. Monthly revenues of \$37K/mo. Grossed approximately \$437K in 2011. BUYER'S NET OF \$126K. Seller will be moving to the Valley. **Property ID# 4129.** 

**ENCINO -** *PRICE REDUCED!* Leasehold Improvements, Equipment & 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.** 

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

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

**LOS ANGELES (GP)** – Well established practice with over 18 years of goodwill is located in a free standing building with rear ample parking (11 private parking spaces). Dental office shares reception with Tax office. Excellent signage and street visibility with heavy foot traffic from the retail shops and restaurants that provide walk-ins and has convenient freeway access. Seller works 4 days per week and Associate 2 days/mo. See approximately 15-20 new patients per month. 2011 income source: 57% insurance, 42% cash and < 1% Dentical. Office consists of 1,420 sq. ft. suite with 5 spacious eq. ops, EZ Dental software, and intra oral camera. Monthly revenues of ~\$30K/mo. Grossed approximately \$364,976 in 2011. BUYER'S NET OF \$130K. Seller relocating closer to home. **Property ID# 4113.** 

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#### Alice C. King, V.P.

**LOS ANGELES** – General practice located in a 16 story medical /dental building on one of the busiest boulevards in L.A. Over 34 years of goodwill. State-of-the art facility. Fee for service. Seller works 2 days per week, Associates 4 days/wk with 5 days per week of hygiene. See approximately 15 new patients per month. Office consists of 1,187 sq. ft. suite (11th floor), 4 fully eq. ops, with Dentrix software. Monthly revenues of ~\$27K/mo. Grossed approximately \$313,298 in 2011. Staff speak Japanese, Chinese, Spanish and Tagalog. Seller will be focusing on his Torrance practice. Want more details, please call your CPS Agent now! **Property ID #4147**.

**SAN GABRIEL** - This multi specialty practice's primary discipline is orthodontics. Located on the corner unit within one of the busiest intersections in the city, it offers ample private parking and almost 10 years of goodwill. Located right next to Gabrielino High School and previously operating in the \$1M range, the Manage Service Organization that owns the practice now has changed their business model for which this practice is no longer part of. Call your CPS Agent for more details. **Property ID# 4139.** 

**SANTA CLARITA** – General Practice nestled up against the mountains with a beautiful view not far from the 5 Freeway, this practice is among a retail area with many restaurants. The single story free standing building is shared with one other tenant, a medical doctor. No shared equipment. Office consists of 1,900 of 3,913 sq. ft. with 4 fully eq. ops and 2 plumbed not eq. Easy Dental software. Seller works 3 days/wk and sees approximately 19 new patients/ mo. Ins/Cash/Cap. Grossed approximately \$273,181 in 2011. Call us now for more information. **Property ID# 4133**.

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

**W. HOLLYWOOD** – Located on the top floor of this prestigious medical professional building with the best facing views in the entire building of the Santa Monica Mountains and the Trousdale Estates area. The practice has 48 years of goodwill. Motivated seller works 4 days/wk with 2 days/wk of Hygiene. 100% CASH. 100% Patient Referral. This modern designed office consists of 3 spacious fully eq. ops, with MAC Practice software, digital x-ray and intra oral cameral in a 1,000 sq. ft. suite. Monthly revenues of approximately \$90K/mo. Grossed approximately \$1,031,093 in 2011. BUYER'S NET OF \$423K. Seller relocating out of state. Call us now! **Property ID #4153.** 

**WESTLAKE VILLAGE** – SEMI NEW BUILD OUT / LEASEHOLD IMPROVEMENTS, EQUIPMENT & CHARTS ONLY! Office started from scratch in January 2010. Seller has primary office in Valencia. Approximately 200 charts included. Currently Seller works 2 days per week. Beautiful office. Set up for Paperless / Digital. Located on the 2nd floor of the "Westlake Medical Center". Great upscale area. Perfect to merge an existing office into / relocate or Start up. There are a total of four (4) plumbed ops and 1 equipped op. Contact us for more details. **Property ID # 3211.** 

#### ORANGE COUNTY

**FULLERTON** – Well established general practice located a one story free standing building on a major boulevard. Great street visibility and heavy traffic flow. This large practice consist of 10 fully computerized eq. ops., 3 chairs in open bay, 8 ops not plumbed with Dentrix software, intra oral camera and digital x-ray. Office open 5 days/wk and see approximately 20-25 new patients/mo. Income source: 40% insurance; 56% cash and 4% capitation (approx. \$2100/mo in cap checks). Grossed approximately \$600,607 in 2011. Buyer's net of \$156K. **Property ID #4103.** 

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# **PRACTICE SALES, INC.** and Appraising of Dental Practices

### CONVENTION MAY 3-5, 2012 BOOTH #317



Maria Silva, V.P.

**HUNTINGTON BEACH (GP)** – Long established practice with 37 years of goodwill located in a busy single story shopping center with heavy traffic flow. Easy freeway access to the 405. Located on one of the busiest intersections in H.B. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 10 new patients/mo. Office consists of 1,210 sq. ft. with 4 fully eq. ops, (plumbed for nitrous oxide) with Eaglesoft software, digital x-ray and intra oral camera. Nice office. Low rent. Monthly revenue of ~\$35K/mo. Grossed \$430,402 in 2011. BUYER'S NET OF \$ 104K. Seller is retiring. Call us for more details. **Property ID #4145.** 

**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!* Well established practice with over 10 years of goodwill is located in a busy shopping center with lots of foot traffic. This modern designed practice consists of 4 eq. ops with Easy Dental software, intra oral camera and digital x-ray. Seller only works one half day/wk. Associate works 2 days/wk and sees approximately 8-12 patients per day. Income source: Insurance 32%; Cash 54%; & Capitation 14% (~\$2,650 in cap checks/ mo). 100% Patient referral. The office has been recently painted. Office has excellent exposure, signage and visibility. Grossed approximately \$314,349 in 2011. Seller will be focusing on his primary office in Culver City. **Property ID #4053**.

**LAGUNA HILLS** – This nice General practice is located in the 2nd floor of a 2 story busy shopping center on one of the busiest streets in L.H. with over 19 years of goodwill. It has Great visibility and signage. Upscale neighborhood. Seller has a flat rate lease that includes all utilities, maintenance, janitorial supplies and cleaning. Office is open 3 days/wk but certainly can produce more. Fee for service office. Office consists of 4 fully eq. ops., in a 1,700 sq. ft. suite. Well lay out office with island containing the sterilization area. Monthly revenues of approximately \$49K/mo. Grossed approximately \$615,786 in 2011. BUYER'S NET OF \$282K. Property ID # 4155.

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

**ORANGE -** Well established practice located in a single story medical center with 4 fully computerized eq. ops, with intra oral camera, digital x-ray and Dentrix in a 1,040 sq. ft. suite. Fee for service office open 4 days/wk. An excellent lease includes all minor repairs, even bulb/fixture replacement. Full service cleaning is also included with bathroom supplies. This full service lease also includes storage outside of the office where the vacuum and compressor reside. All utilities are paid for with the exception of the phone service and answering service. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Grossed approximately \$185K in 2011. **Property ID #3531.** 

**SANTA ANA (GP)** – Absentee owner. Long established practice located a single standing building with ample parking. Seller owns building. Practice consist of 4 fully eq. ops., with EZ Dental software and intra oral camera. Excellent street visibility and heavy traffic flow. Nice office. Call your CPS Agent for more information. **Property ID #4071.** 

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





### COME VISIT US AT THE ANAHEIM CDA

Tina Ochoa, V.P.

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

### **RIVERSIDE & SAN BERNARDINO COUNTIES**

**LAKE ELSINORE** – Multi specialty office located in a free standing strip mall. Absentee owner. Practice is open 5 days per week and associates see approximately 25-35 patients per d. 2. ncome Source: Insurance 35%; Cash 35%; Medical 5%; Capitation 25% (~\$16K in cap checks/mo). Practice to s stourd fully eq. ops., 1 plumbed not eq. with Dentrix software and intra oral camera in each operatory in a 2,90 sq. ft. suite. Just over a year ago the office was remodeled with French doors, a private room for OS or Pedo, new computers in every OP and new cabinetry. **Property ID #4099.** 

**LOMA LINDA -** This excellent General practice with 12 years of goodwill is located in a busy strip shopping center with excellent signage and visibility. Great foot traffic. Seller works 3 days/wk, Associate 3 days/wk and with 4 days/ wk of hygiene. Sees approximately 35 new patients/mo. Office is 1,100 sq. ft. with 4 fully eq. ops. Has Easy Dental software and Pano & Ceph. Fee for service practice. Monthly revenues of \$75K/mo. Grossed receipts approximately \$901,385 in 2011. Seller is semi-retiring. Call us for more details. **Property ID #4131.** 

**MORENO VALLEY (GP)** – Leasehold Improvement, Equipment & Charts!! Located on a major busy shopping center in a 1, 650 sq. ft. suite. Good visibility and traffic flow. Office consists of 3 spacious eq. ops., 2 plumbed not eq. ops with Camsight software, intra oral camera and digital x-ray. Practice established in 2005. Seller works 2 1/2 days/wk. Motivated Seller will be focusing on his primary office in Corona. Excellent starter opportunity. Call your CPS Agent for more information. **Property ID #3311.** 

**RANCHO MIRAGE** – *PRICE REDUCED!* General practice located in single story busy shopping center. Practice consist of 4 fully spacious eq. ops, new Easy Dental software and intra oral camera in a 1,400 sq. ft. suite. Retiring dentist works 3.5 days per week and sees approximately 25 new patients per month. Fee for service office was established in 2001. Great traffic flow and visibility. Grossed approximately \$497,581 in 2011. BUYER'S NET OF \$141K. **Property ID# 4091.** 

**TEMECULA (GP)** – Fee for service practice has over 20 years of goodwill with over 10,000 charts to its credit. Located on a free standing building shared with 2 other tenants in a huge shopping center in the premier area of Temecula that is continually growing with new houses. Office consists of 1,999 sq. ft. suite with 6 fully eq. ops. Sellers work 7 days/ wk (combined) with 10 days/wk of hygiene. See approximately 20-30 new patients/mo. Monthly revenues of ~\$83K/mo. Grossed approximately \$990,000 in 2011. BUYER'S NET OF \$267K. Both sellers are retiring. **Property ID #4143.** 

### SAN DIEGO COUNTY

**DEL MAR (GP)** – Beautiful Décor office located in a one story medical dental building with ocean view. Fee for service practice consists of 3 fully computerized ops., with Open Dental software and digital x-ray. Seller works 3 days/ wk with 2 days/wk of hygiene. Sees approximately 8-10 patients/day. Remodeled office in 2007. Heavy traffic flow with great street visibility. Grossed approximately \$437,014 in 2011. BUYER'S NET OF \$116K. **Property ID #4083.** 

**OCEANSIDE** – Long established modern designed office located in a 1,200 sq ft suite on a 4 story professional building. This desirable General Practice consists of 4 fully computerized eq. ops, with Eaglesoft software, intra oral camera and digital x-ray. Motivated seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-15 patients/ day. Fee for service. Excellent staff. Remodeled in 2010. Grossed approximately \$555,610 in 2011. BUYER'S NET OF \$100K. Seller moving out of state. **Property ID #4121.** 

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# **PRACTICE SALES, INC.** and Appraising of Dental Practices

### CONVENTION MAY 3-5, 2012 BOOTH #317



Greg Beamer, V.P.

**POWAY -** Well established practice with over 18 years of goodwill located in a two story professional building. This beautiful office consist of 5 fully eq. ops, with Dentrix software, intra oral camera and digital x-ray. Remodeled a year ago. High income patients. PPO/CASH/CAP (\$1000-\$1500/mo in cap. checks). Sellers work 4 days/wk with 3 days/wk of hygiene. They see approximately 25-30 new patients/mo. Grossed approximately \$1,092,282 for 2011. BUYER'S NET \$375K. **Property ID# 4119.** 

**SAN DIEGO** - *PRICE REDUCED!* Family General practice with multiple specialties. Off of Freeway 8 and 15. Over 40 years of goodwill. 3 1/2 days per week practice in a 1,500 sq ft suite with 5 eq. ops. Grossed production approximately \$760K for 2011. Located in a small business strip, off major thoroughfare with excellent visibility. BUYER'S NET OF \$231K. Property ID #4107.

### VENTURA COUNTY

**VENTURA COUNTY (GP)** - State-of-the-art dental practice located in single story building. This high-tech office is completely computerized with both digital charts and x-rays. The interior is complete with a waterfall and Asia-themed bamboo décor. Established in 2004. Office consist of 1,700 sq. ft., 4 fully eq. ops., with Dentrix software. Fee for service. Seller works 2 days/wk with 3 days/wk of Hygiene. Grossed approximately \$761,436 in 2011. BUYER'S NET OF \$285K. Want more information? Please contact your CPS Agent! **Property ID #4151.** 

### SPECIALTY PRACTICES

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

**WOODLAND HILLS (PEDO)** - Well equipped Pedo office with 3 chairs in open bay area. Fully computerized office with Eagle Soft software and digital x-ray. Seller works 4 days/wk with half day/wk of hygiene. 31 years of good-will. There is only one other Pedo in the area. Grossed approximately \$665,195 in 2011. BUYER'S NET OF \$271K. **Property ID #3661.** 

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### **SELLER'S**

DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

John W. Knipf jknipf@aol.com

Robert A. Palumbo rpalumbo@calpracticesales.com

### **BUYER'S**

DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

Alice King - aking@calpracticesales.com Greg Beamer- gbeamer@calpracticesales.com Tina Ochoa - tochoa@calpracticesales.com Maria Silva- msilva@calpracticesales.com

John W. Knipf (Neff) President & Robert A. Palumbo, Executive V.P./Partner Also serving you: Alice C. King, V.P., Tina Ochoa, V.P., Greg Beamer, V.P. & Maria Silva, V.P.

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Septocaine Septodont	\$41.50		+2 Free	· ·	<b>Impression Materia</b>		
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Bone Graft		Clearfil Majest PLT Kuraray 4-	+1 Free	\$64.95	Genie VPS 2/Pk Sultan		\$22.95
	¢04.00	Clearfill Majest Flow Kuraray 4	+1 Free	\$48.50	Genie VPS 60/Pk Sultan		\$479.00
R.T.R 0.8CC Septodont	\$84.60	Estelite Sigma Syr. Tokuyama 4-			Flexitime 2/Pk Heraeus	4+1 Free	
Foundation J.Morita	\$395.00	Estelite Sigma PLT Tokuyama 4				HTI FIGE	•
Unigraft 5/pk Unicare Biomed	\$163.50	Estelite Sigma Flow Tokuyama 4			Flexitime 12/Pk Heraeus		\$226.30
		Latente Sigina FIOW Tokuyama 4	· I FIEE	φ30.40	Aquasil Ultra 4/Pk Dentsply		\$88.50
		Ponding Agente			Impregum Penta 3M	4+1 Free	\$239.00
Bleaching Material		Bonding Agents			Impregum F Double 3M		\$99.95
	e \$45.50	Titan Bond House 3-	+1 Free	\$32.95	Honigum Mixstar DMG	4+1 Free	\$159.00
		I-Bond Heraeus		\$125.40	Extrude 2/Pk Kerr		\$34.95
	ee \$32.50	Optibond Solo Plus Kerr		\$62.95	Extrude 24/Pk Kerr		\$335.00
Venus White Ultra 24+6 Fi	ee \$26.35	Optibond Solo Plus unidose		\$169.95			•
				· ·	Take 1 Advance 2/Pk Kerr		\$39.95
Burs & Diamonds		Clearfil S3 Bond Kuraray		\$89.95	Take 1 Advance 24/Pk Kerr		\$389.00
		Clearfil SE Bond Kuraray		\$134.95	Alginate Max Print 1 lb. MDC	: 4+1 Free	\$7.95
Carbide Burs All Size House Bra	nd	Prime & Bond 2x Dentsply		\$119.95	Impression Dispensing Gun	House	\$42.95
FG 100/Pk Buy 3 @ \$79.9		Brush & Bond Parkell		\$109.95	1		
RA 100/Pk Buy 3 @ \$84.9		Touch & Bond Parkell		\$109.95	Orthodontics		
	/0 ¥00.00	Adper Single Bond 3M		\$48.95			
Diamond Burs		Gluma Desensitizer		\$113.70	S.S. Brackets MIM 20/Set	5+1 Free	
Strauss 6/Pk 9+1 Fre	e \$10.95	Gluina Desensitizer		φ115.70	S.S. Brackets 2-Piece 20/Set	5+1 Free	\$19.95
Neo Diamonds 25/Pk	\$36.00	Crowno			Ceramic Brackets 20/Set	5+1 Free	\$104.95
		Crowns			Glass Brackets 20/Set	5+1 Free	\$159.00
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Cement & Liners		Ni-Chro 3M 9-	+1 Free	\$24.95	Power Chain 15FT Spool	5+1 Free	•
Ketac Cem Triple 3M	\$135.95	Polycarbonate 3M		\$10.95			•
Rely-X Luting Kit 3M	\$69.95		+1 Free	· ·	NiTi Archwires Round10/Pk		•
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Clearfil SA Kuraray	\$83.25		+1 Free		Dual Cure Band Cement Kit		\$47.95
CX-Plus Shofu	\$85.00		+1 Free	· ·			
Tempbond Kerr	\$29.95				Orthodontic Care Kit 12/Bx		\$29.95
	+_0.00		+1 Free				
			+1 Free		Sterilization Pouches	& Snoro	Test
Core Materials		Tray Sleeves 500/Box 4-	+1 Free	\$13.95			
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	\$145.00	Clear Tips Sani Type 250/Pk		\$41.95	3-1/2" x 6-1/2"	4+1 Free	\$4.95
		Colored Tips Krystal Type 250		\$31.95	3-1/2" x 10"	4+1 Free	\$5.95
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		Fast Tip Type 250/Box		\$27.50	5-1/4" x 12"	4+1 Free	•
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Temporary Filling	\$12.05	Cotton Rolls 2000/Box 4-	+1 Free	\$11.95			
Cavit 3M	\$13.95		+1 Free	\$11.95 \$16.95	-		
Cavit 3M Fermit N Vivadent	\$48.95	Cotton Rolls 2000/Box 4-	+1 Free	· .	<u>X-Ray</u>		
Cavit 3M Fermit N Vivadent IRM Complete Kit Dentsply	\$48.95 \$36.95	Cotton Rolls 2000/Box 4- Gauze 2x2 5000/Box N/W	+1 Free	· .	<u>X-Ray</u>		\$134.50
Cavit 3M Fermit N Vivadent	\$48.95	Cotton Rolls 2000/Box 4 Gauze 2x2 5000/Box N/W Preventive		\$16.95	-		•
Cavit 3M Fermit N Vivadent IRM Complete Kit Dentsply	\$48.95 \$36.95	Cotton Rolls 2000/Box 4- Gauze 2x2 5000/Box N/W Preventive Chlorhexidine 9-	+3 Free	\$16.95 \$6.95	X-Ray DV-58 Econo 600/Pk Flow X-Ray DF-58 Kodak		\$55.65
Cavit 3M Fermit N Vivadent IRM Complete Kit Dentsply IRM Capsules 50/Box Dentsply	\$48.95 \$36.95	Cotton Rolls 2000/Box 4 Gauze 2x2 5000/Box N/W Preventive	+3 Free	\$16.95 \$6.95	DV-58 Econo 600/Pk Flow X-Ray DF-58 Kodak DF-57 Kodak		\$55.65 \$69.95
Cavit 3M Fermit N Vivadent IRM Complete Kit Dentsply	\$48.95 \$36.95	Cotton Rolls 2000/Box 4- Gauze 2x2 5000/Box N/W Preventive Chlorhexidine 9- Prophy Angles 500/Box + Free Pro	+3 Free	\$16.95 \$6.95 \$109.95	X-Ray           DV-58 Econo 600/Pk Flow X-Ray           DF-58 Kodak           DF-57 Kodak           D-58 150/Box		\$55.65 \$69.95 \$31.95
Cavit 3M Fermit N Vivadent IRM Complete Kit Dentsply IRM Capsules 50/Box Dentsply	\$48.95 \$36.95	Cotton Rolls 2000/Box 4- Gauze 2x2 5000/Box N/W Preventive Chlorhexidine 9- Prophy Angles 500/Box + Free Pro Denticator Angles 144/Box 3-	+3 Free	\$16.95 \$6.95 \$109.95 \$65.95	X-Ray           DV-58 Econo 600/Pk Flow X-Ray           DF-58 Kodak           DF-57 Kodak           D-58 150/Box           D-57 130/Box	0+4 5	\$55.65 \$69.95 \$31.95 \$42.50
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Cavit 3M Fermit N Vivadent IRM Complete Kit Dentsply IRM Capsules 50/Box Dentsply CDA SPECIALS	\$48.95 \$36.95	Cotton Rolls 2000/Box 4- Gauze 2x2 5000/Box N/W Preventive Chlorhexidine 9- Prophy Angles 500/Box + Free Pro Denticator Angles 144/Box 3-	+3 Free	\$16.95 \$6.95 \$109.95 \$65.95	X-Ray           DV-58 Econo 600/Pk Flow X-Ray           DF-58 Kodak           DF-57 Kodak           D-58 150/Box           D-57 130/Box	9+1 Free 9+1 Free	\$55.65 \$69.95 \$31.95 \$42.50 \$51.40



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- NEWPORT BEACH: For Sale-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport deach community. Three (3) hygiene days per week. Deased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.
- NORTHERN FRESNO: For Sale-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Recents in 2010 were \$173K. Approximately 450 acc Opatients. 3 operatories. Dentrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
- NORTHERN CALIFORNIA: For Sale-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft, There are 4 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring, #14251
- NORTHERN CALIFORNIA: For Sale-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sp (1) panoramic X-Ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.
- 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
- 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
- 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 may hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, Hoe roptics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- SACRAMENTO: Must be sold immediately. Well-established General Dentistry practice is desirable N. Sacramento location. Office is 1950 sq. ft. with 4 opp. plus fully functional dental lab. (porcelain oven, casting, spinns) which can be converted into 2 additional ops., Digital x-rays and digital Pan, Practice Works

software, 2010 Net receipts \$1,967,047. Don't assume anything about the purchase price. Inquire immediately. Purchase price is totally negotiable.

- SACRAMENTO: For Sale-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Softdent software. Owner to retire. #14374
- SACRAMENTO/ROSEVILLE: For Sale-One of many partners is retiring in this highly successful General Dentistry Group Profile: Intra-Oral Camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- SAN BERNARDINO: For Sale-General Dentistry Practice. GR \$972K. Practice has been in its present location for the past 35 years. Leased 4,500 sq ft of office space- 12 equipped operatories. Dentrix software, Pano and Cerac. Accepts HMO. Multi-specialty practice. Owner to relocate. #14377
- SAN DIEGO: For Sale-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Saftware. Office square feet 2,300 with 3 years remaining pulease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- SAN FRANCISCO: For Sale-General Dentistry Practice. This 1000 sq. ft. office is located in the heart of the financial district. It is a corner office with each of the 4 operatories looking out at the incredible views on Golden Gate side of the bay. The 2011 collections were \$1,200,000 with a low overhead. The practice averages approximately 15 new patients a month.
- SAN LUIS OBISPO: For Sale Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$6914. The office has 2,331 sq. ft. with 8 equipped operations. 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. #14353.
- 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, Lasen Introductal Camera, Schick Digital X-Ray, Datacon software: Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333

- SANTA BARBARA: For Sale-General Dentistry Practice. Wonderful opportunity to live and work in one of California's most desirable areas. 2010 Gross receipts were \$974,000 with a \$370,00 adjusted net income. Six days of hygiene. Dentrix software, Intra-Oral Camera and Panoramic X-Ray. Owner is retiring. #14382
- SANTA CLARA: For Sale BUILDING ONLY: This building is located just west of Westfield Mall and Santana Row. The building has two units. One side is designed and plumbed for dentistry and the other was a law office. There is 3,776 sq. ft. of office space. The dental office is approximately 1,800 sq. ft. with 6 operatories. The building has been recently re-roofed. Excellent opportunity for a startup practice or for the dentist that needs more space. Financing available through various dental lenders. #14368
- SANTA CRUZ: For Sale-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra Orl Lamera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring. #14358.
- SANTA CRUZ: For Sale-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. dt. dt. professional complex additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361
- TORRANCE: For Sale-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. 6, 14 heratories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14320
- TORRANCE: For Sale General Dentistry Practice. Gross Receipts \$413K with an adjusted net income of \$203K. 50% overhead. Practice has been in its present location for the past 25 years. The office has been tastefully remodeled. Office is 800+ sq. ft. with 3 equipped operatories. 4 -hygiene days per week. Doctor is to retire. #14369
- VICTORVILLE: For Sale General Dentistry Practice. This practice is worked just on a three day a week schedule. There are 3 operatories with 10 off-street parking spaces. Practice has high visibility. The practice was acquired from previous owner in 2002. #14393

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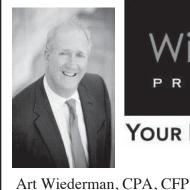
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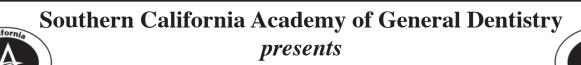
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MAY 2012

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April 24, 2012 Arthur Schultz, DDS Risk Management

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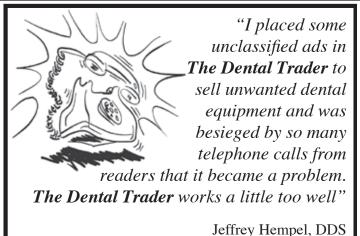
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Northern CA website: www.PPSsellsDDS.com	<ul> <li>2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.</li> <li>3297 - So. Bay. Location Only. Free standing Dental bldg on main street. La Habra - Great starter Shopping center with low rent, low overhead, 4 ops in over 2000 sq. ft. Rent only \$2700. Grossing \$15 to \$30,000. Full Price \$185,000. SOLD</li> <li>Hawaiian Gardens - Long Estb. hispanic prtc. Grossing near \$500,000.</li> </ul>					
<ul> <li>6008 MENDOCINO COAST – FORT BRAGG Collected \$735,000 for 12 months ending 3/28/12 on Owner's 3-day week. Has NEVER experienced a Recession. Great area to raise children or perfect destination for mid-career move.</li> <li>(A12) EDEMONT 2010 Dev dword \$012,000 and collected \$622,000 arid.</li> </ul>						
6012 FREMONT - 2010 Produced \$913,000 and collected \$883,000 with Available Profits of \$360,000. Strong Recall System. 6+ Hygiene days booked 6-months in advance. <b>SOLD</b>	<ul> <li>Beau off 5 ops Grt shopping center. FP \$350,000.</li> <li>Temec/Hemet HMO. Gr. \$700,000 part time. 8 ops fantastic location Million Dollar corner. Full Price \$565.</li> <li>Corona HMO GR \$70 to \$80k month absentee. Low overhead FP \$850,000.</li> <li>3284 - Temecula Classic-Cash &amp; Indemnity 3 Days Hygiene 4 ops 3 equip super staff.</li> <li>ORANGE Gr 30k plus 5 ops Beau rent \$2000 FP250K.</li> <li>HEMET/TEMECULA - HMO PT ABSENTEE GR \$700 PPS says Buyer will do 1.5 within 18 months Special Situation.</li> </ul>					
6014 SAN FRANCISCO'S INNER MISSION DISTRICT - Operates on 3-day schedule and tracking collections of \$420,000 in 2011 with Profits of approximately \$200,000. <b>SOLD</b>						
6015 SONOMA COUNTY'S HEALDSBURG - Anchored by 4-day per week Hygiene schedule. 2011's collections totaled \$547,000 with						
Profits of \$235,000. <b>SOLD</b> 6017 SAN JOSE'S CAMPBELL - Opened in 2004 with investment of	Torrance, Special Diamond Location Hi Identity. Will	Gr \$500k first year.				
\$389,000. 3-Ops,with best technology. 2011 collected \$600,000+. <b>SOLD</b> 6018 SAN JOSE'S CAMPBELL - ACQUIRE SUCCESSFUL PRACTICE WITHIN ESTEEMED GROUP Seller averages Net Production of	\$125K FP. Victorville-AppleValley-Hesperia Area - Estb 20 yrs GP Gr \$700 plus Net Approx \$300 Conservative. More Vol avail 8 Ops Hi Identity Shopp Cent FP \$650,000 Serious Seller. Can do 1 million.					
\$440,000/year (Hygiene allocated to Hygiene Department),Collections of \$430,000/year and annual Profits of \$200,000. Group performs near \$4 Million/year level.	Marino Valley - Estb 20 years - HMO - PPO - Gross \$6 office. Low overhead. Absentee seller.	600k. Beautiful				
6020 NORCAL PEDIATRIC PRACTICE Great technology at investment of \$345,000. Collections topped \$450,000 in 2011 with Profits of	Santa Ana - estb 20 yrs - Super Hi identity intersection per day. Five ops - Grossing 40 to 60K per month. Net Great opportunity to build million dollar office here. A	\$200 to 300,000 - BSENTEE OWNER				
<ul> <li>\$208,000 on Owner's 2.5-day week. 2012 doing better.</li> <li>6021 SANTA CRUZ - 90% effective Recall System creates 36-hours of Hygiene/week. Refers Endo. 2011 Produced \$423,700 and col-</li> </ul>	Lancaster - Estb 50 years - Hi identity central location, low overhead. Gross \$480,000 by part time owner. Seller can work back per new owner. Five operatories. Orange County - Beautiful office - the right buyer will gross 2 million first year. Need specialists to group with this fantastic opportunity. Financing in place. Need Entrepreneur who has a team of specialists in place or dentist with multiple talents. HMO/PPO/Ins/Cash. Includes 9 days hygiene 10,000 - charts. As said with right team will do 2 million first year. Hi identity location shopping center. SFValley Practice - G.P \$1,000,000 plus opportunity to do \$2,000,000. Very valuable R.E. Hi Identity. Corner with room to expand. Rent or pur-					
lected \$415,800. <b>SOLD</b> 6022 SAN FRANCISCO'S NORTHBAY - SEBASTOPOL DENTAL OF- FICE - FULL PRICE \$65,000 Located 8-miles west of Santa Rosa. \$230,000 invested here. Beautiful.						
<ul> <li>6023 LOS GATOS \$215,000 invested in this start-up 6-years ago. Digital and paperless. Collected \$240,000 in 2011 on 3-day week.</li> <li>6024 PERIO PRACTICE – SAN FRANCISCO'S SOUTH BAY Collected</li> </ul>						
\$600,00 in 2011 on 19 hour week with 7+ weeksoff. Great location. Would be nice second office. 6025 MARIN COUNTY Well established. Collected \$490,000 in 2011.	chase R.E. Register your interest with P.P.S. @ ppsincr Also Fantastic opportunity near 57/210.					
3-Ops and 2+ days of Hygiene. 6026 SACRAMENTO 2011 collected \$825,000 on 3-day week. Can easily	Call P.P.S. for new listings.					
do more. Nothing fancy here. Simply a busy community practice. PPS SO. CA 714-832-0230 - 800-695-2732	SELL YOUR ORANGE COUNTY OR LA PRACTICE GR ASK PPS FOR A PRACTICE NETTING \$500k (					
3193 - Palm Desert. Grossing \$400,000+. Great Location.						
3237 - Anaheim Hills – Solo group member wanted-Hi-identity-HiTech	**FOUNDERS OF PRACTICE SA 100 years of combined expertise and ex					
share beautiful space. 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed	3,000 Sales 30,000 Appraisal					
\$800,000 in hi identity shopping ctr. Available now @ \$250k. SOLD	**CONFIDENTIAL**					
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 2070. Downtown, Reputifiel 3 On office in practicing one of downtown.	PPS Representatives do not give our business names when **BUYERS AND SELLERS SAY*					
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ffs. New Hospital was doing \$600k. Now \$350k by Absentee Seller. 3283 - Palmdale/Lancaster– Hi growth area. GP Gross \$1.5 mil. 40% Net.	Beverly Hills - Implant Center \$1,450,000; 3 ops plus o	ops 1450 sq. ft. Beau-				
SML TWN! 5 min Bakersfield RE@Practice.	tiful facility access to neighbors CT Imaging Center. B	Ĥ most prestigious				
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