THE Dental

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FRESNO COUNTY

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

KERN COUNTY

BAKERSFIELD #21 Bldg. & Pract. - (10) op comput. G.P. & free stand. bldg for sale. (3) ops fully eqt'd, (3) ops partially eqt'd & (4) additional plumbed not eqt'd ops. Located on a main street w excell. exposure/visibility & signage. Annual Gross Collect. \$500K+ on an easy (2 1/2 - 3) day week. (3) days of hygiene booked 6-12 mos out. Cash/Ins & PPO. Fully eqt'd "removable" dental lab w a full time technician. Seller retiring. PENDING

BAKERSFIELD #25 BLDG. & PRACT. - (4) op comput. G.P. & Duplex Free Standing Bldg. w signage. Cash/Ins/PPO pts. (3) days/wk of hygiene. 20+ yrs. of Goodwill. 2012 Gross Collect. \$400K+. **NEW** BAKERSFIELD #26 - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eqt'd with a (5) op G.P. turnkey dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of dental goodwill. **NEW**

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. (20-30) new pts/mos. (50+) years of Goodwill. Cash/Ins and some PPO pt base. Annual Gross Collections of \$1.5M+. Projecting \$1.6M+ Collections in 2012. A Real Money Maker!

BALDWIN HILLS - Leaseholds with some equipt and approx. 200 active charts. (3) op p.t. starter G.P. located in a Professional Bldg. Very low overhead office & very affordable sales price. Cash/Ins/PPO & Denti-Cal. pts. 2012 Gross Collect \$60K very p.t. NEW

HACIENDA HEIGHTS #1 - BACK ON THE MARKET & REDUCED TO SELL for less than build out costs! (2) op p.t. G.P. located in a shop ctr. w exposure & signage. Low overhead office w high net! Cash/Ins/ PPO pts. Gross Collect \$140K p.t. Seller retiring. **SOLD**

SAN FERNANDO VALLEY ORTHO PRACTICE - UPCOMING Comput. ortho office with a (4) chair open bay, plus (2) private ops. Located in a (1) story professional bldg. with ample parking and monument signage. (42) years of goodwill. Annual gross collections \$450K+ on 2.5 days per week. Cash/Ins/PPO. (10-12) new starts/mos. Excellent referral base. Will introduce. NEW

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

WESTLAKE VILLAGE - (3) op complete turnkey office for sale. Gorgeous! On outer perimeter of a prof. bldg. w excell. exposure, visibility & signage. Newer eqt., Digital x-rays. Includes supplies, instruments, furniture, eqt. & rights to lease. **SOLD**

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

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SANTA BARBARA COUNTY

SANTA BARBARA #5 UPCOMING - (3) op comput. G.P. located in a shopping plaza with excellent exposure/visibility & signage. Gross Collect between \$500K to \$600K annually. Cerec and Pano eqt'd. (4) days of Hygiene/wk. Cash/Ins/PPO pt base. No HMO or Denti-Cal. Seller Retiring. **NEW**

TULARE COUNTY

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

<u>VISALIA - (4)</u> op comput. G.P. and Triplex free standing bldg. (3) ops fully eqtd. Dr. works 2 days/wk & collects approx \$20K/mos. Cash/Ins/PPO and some kids Denti-Cal. Can do much more w more chair time. Seller slowing down. **NEW**

VENTURA COUNTY

CAMARILLO #3 - (3) op computerized G.P. located in a large strip center with signage. On a main thoroughfare. There are (2) ops eqt'd with older eqt'd & a pano. The 3rd op is plumbed. Mostly Fee for Service with a small % of PPO's. No HMO and No Denti-Cal! 2012 Gross Collections were \$131K+ on a part time schedule. Excellent starter practice or a buy and combine opportunity. Low overhead office and a sales price much lower than build out costs! Seller retiring. Will go fast! **NEW**

PORT HUENEME #2 - turnkey office w charts. (3) ops eqt'd. In a strip ctr w exposure, visibility, & signage. In an upscale beach area. Easy Dental s/w, digital tomograph, & digital x-ray. **SOLD**

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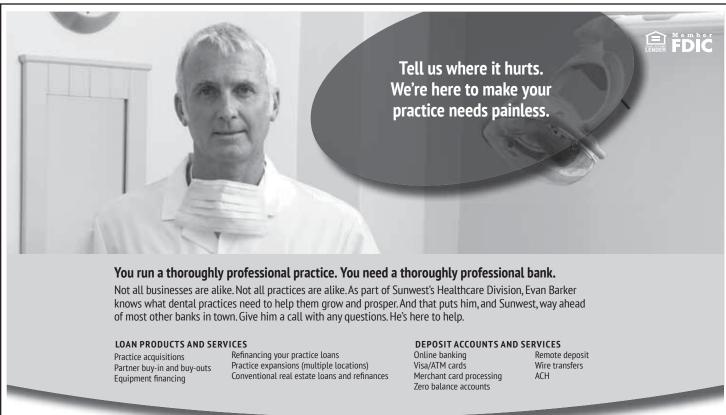
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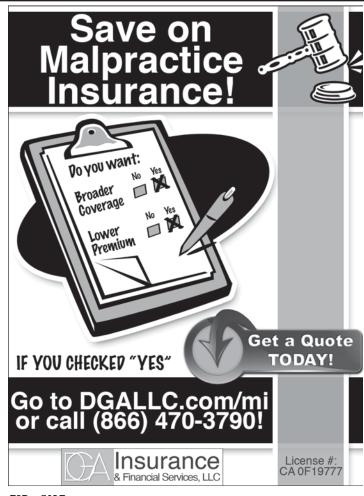
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SAN JOSE PRACTICE FOR SALE #612SJ - Starter Practice. ~1,200 sq. ft., 2 ops, 1 add't plumbed. Good visibility.

RIVERSIDE DENTAL PRACTICE FOR SALE #131RS – Gross ~\$300K. 3 fully equipped ops, 1 additional plumbed. ~1,200 sq. ft. Located in busy retail center on major intersection. Good visibility & exposure. Easy access to Fwy 91.

FREESTANDING BUILDING IN BEAUMONT FOR SALE – Two building on one lot in Beaumont, CA. Front building is the dental office, plumbed for three ops. Back building is office bldg. Remodeled in 2005. Great visibility. Asking \$700K

FRESNO DENTAL PRACTICE FOR SALE #1813F - Excellent visibility. ~ 2,000 sq. ft., 3 eq. ops, 2 additional plumbed.

PISMO BEACH DENTAL PRACTICE FOR SALE #221GB – Gross over \$1 Million. Net ~ \$600K. ~ 2,400 sq.ft. 4 fully equipped ops, 2 additional plumbed. Located in a small strip mall. Good signage & visibility. PPO & Fee for Services.

WHITTIER DENTAL PRACTICE FOR SALE #130WCC – Gross ~ \$390K. GP with 3 fully equipped ops located in strip mall on major intersection. Good signage & visibility from street. ~1,000 sq. ft. Close to anchor stores. No HMO.

LONG BEACH DENTAL PRACTICE FOR SALE ##224LB – 5 eq. ops. Located in shopping ctr with major anchors.

LOS ANGELES DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE #115LADB – Gross ~ \$600K. 7 fully equipped ops in ~ 2,200 sq. ft. freestanding building for sale. Good signage & bill board. Good visibility & foot traffic.

LOS ANGELES DENTAL PRACTICE FOR SALE #25LAMK – Gross ~\$360K. 7 fully eq. operatories, ~ 2,300 sq. ft. Located in a highly visible, single story shopping center. 9 years of goodwill. Excellent exposure, visibility & signage.

LOS ANGELES DENTAL PRACTICE FOR SALE #LA1130S – Good street visibility. ~ 1,000 sf, 3 ops. Close to Chinatown.

LOS ANGELES DENTAL PRACTICE FOR SALE #LA1130W - Busy intersection. Downtown of East LA. ~ 1,498 sf, 3 ops.

SANTA ANA DENTAL PRACTICE FOR SALE #220SA - Busy shopping ctr. 2 eq. ops, 1 add't plumbed. ~1,000 sf.

ANAHEIM DENTAL PRACTICE FOR SALE #G228A – Gross ~\$315K. Freestanding building located on busy street. Excellent visibility. Good foot traffic. 4 fully equipped operatories, 1 additional plumbed, ~ 1,200 sq. ft.

ANAHEIM DENTAL PRACTICE FOR SALE #HT121A – ~1,185 sf, 3 ops. Good visibility, foot traffic & high vehicle traffic.

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LA JOLLA DENTAL PRACTICE FOR SALE #13012LJ – 15 yrs of goodwill. 3 ops, ~1,438 sq. ft. Located in strip mall.

LA JOLLA DENTAL PRACTICE FOR SALE #1015LJM - Gross ~\$300K. 2 ops, ~ 1,000 sf. Prof bldg. surrounded by Med Ctr.

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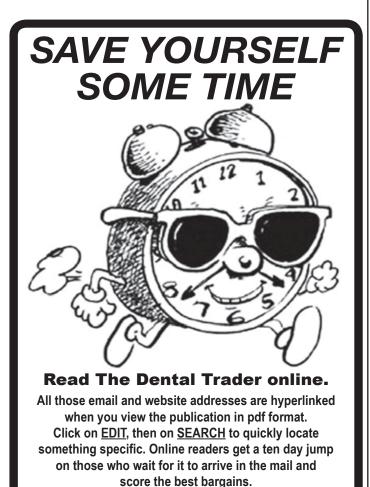
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- FRESNO: For Sale General Dentistry Practice: \$935K in collections in 2011, w/adjusted net income of \$337K. Office 2,300 sq. ft. and is located in north Fresno in a highly visible professional office complex on a main thoroughfare. There are 6 equipped ops, owner reports average age of equipment is 4 years. Practice has been operating in present location for over 20 years. Eaglesoft software, Owner is retiring. #CA502.
- GRASS VALLEY: For Sale General Dentistry Practice: Gross Receipts of \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq. ft., 4 equipped ops, 5 available. Laser, Intra-oral Camera, Cerec, and Eaglesoft software. Owner would like to retire. #14379.
- GRASS VALLEY: For Sale General Dentistry Practice: Owner retiring. 2012 GR of \$442,736 on a 3 day week. 6 ops, 3 days hygiene, Dentrix software, Panoramic X-ray, Laser, Intraoral Camera, long time cash practice. Approximately 1,950 sq. ft. office condominium available to purchase. #14372.
- GREATER SACRAMENTO: For Sale Associate to Owner Opportunity: 2012 GR of \$879,000. Well-appointed 1,400 sq. ft. office with 5 ops, Intra-oral Cameras, Laser, Cerec, 4 days hygiene, Softdent software. Associate to work two days a week in 2013 & 2014 then purchase practice. Equipment is about 5 years old. Owner to work back 2 days per week for 2 years after purchase. #CA524.
- HAWAII (Maui): For Sale General Dentistry Practice: Gross Receipts of \$636,000. Office has 4 equipped ops in 1,198 sq. ft.. Panoramic X-ray, Laser, Intra-oral Camera, Fiber Optics, 2 1/2 days hygiene. Owner retiring. Don't miss

- this opportunity to live and work in paradise. #20101.
- LANCASTER: For Sale General Dentistry Practice: This 4 op office is located 2,360 sq. ft. on the second floor of an attractive Medical-Dental office building. Gross Receipts were \$676,000 with a \$174,000 adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location. Asking price has been significantly lowered! #14376.
- LAS VEGAS: For Sale General Dentistry Practice: This 4 op practice is in a great location in a high-end professional building with a view of the city of Las Vegas. It is equipped with an Intra-oral Camera, Panoramic X-ray, Laser, and Dentrix software. There are 2 days of hygiene. The staff is well trained to efficiently run this low overhead office with great potential for further growth. 2011 Gross Receipts were \$727,000 with adjusted net income of \$331,000. Doctor moving out of state. PRICE REDUCED! Available for immediate sale. #NV500.
- MERCED: For Sale General Dentistry Practice: This is a tastefully done, 4 op, 1,550 sq. ft. office with 4 1/2 days hygiene/week. All equipment is less than 10 years old and in cludes 2 Lasers, Intra-oral Camera, Panoramic X-ray, Digital X-rays, and Dentrix software. Molar endo and involved oral surgery cases referred out. Basic general (non-amalgam) type dentistry. 2011 Gross Receipts were \$878,000 with 4 weeks out as a result of a medical issue. 2010 Collections were \$956,000. Excellent location. Seller retiring. PRICE REDUCED! Available for immediate sale. #CA512.
- MILLBRAE: For Sale General Dentistry Practice: This beautiful, well-established office is located on the main thoroughfare of the North Peninsula, offering great exposure that generated 25-30 new patients per month. 5 ops (6th plumbed) in approximately 1,500 sq. ft., equipped with Digital Panoramic X-ray, Digital Imaging, and Intra-oral Camera. 2011 Gross Receipts of \$651,000 with \$230,000 adjusted net income. Owner is retiring. Don't delay, this won't last long! #14395.
- NORTH BAY AREA: For Sale ENDODONTIC Practice: This beautiful Win Country office has 4 ops in well-appointed 1,600 sq. ft., with Digital Imaging, Intra-oral Camera, and Datacon/Schick software. Office has been in same location for over 20 years with a very strong referral base. Great, long-term staff will ensure a smooth transition. Owner is retiring but is willing to stay during transition. #CA517.
- RIDGECREST: For Sale General Dentistry Practice and Dental Building: This 4 op office is located in 1,536 sq. ft.

- office building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed about \$175,000 in 2012. Pictures of the building are available upon request. Lots of potential. #CA523.
- SACRAMENTO: For Sale General Dentistry Practice: Owner moving out of state. 2011 Gross Receipts \$130,373. 830 sq. ft. office with 2 equipped ops. Practice has been in same location since 1981. This is an opportunity for anyone looking to start a practice or open a satellite office with a small investment. #CA522.
- SACRAMENTO: For Sale General Dentistry Practice: Gross Receipts \$546,000 with adjusted net income of \$159,000. Office is 2,400 sq. ft. with 7 ops. Practice has been operating in same location for the past 50 years. Panoramic X-ray, Softdent software. Owner to retire. #14374.
- SAN JOSE: For Sale FACILITY ONLY: Beautiful Blossom Valley Professional location near Oakridge Mill and Whole Foods Market. Three fully equipped treatment rooms in approx. 1,200 sq. ft. including Digital sensor, Eaglesoft software, and full computer network. Avoid the expense of leasehold improvements and equipment with this ready-to-move-in office. Owner relocating just in time to start your own dreams. #CA515.
- SAN RAMON: For Sale FACILITY SALE: Great San Ramon location in professional complex: equipment, lease-holds, & furnishings only. 1,400 sq. ft. with 4 equipped ops (2 additional plumbed), Panoramic X-ray, Computer Server & Workstations w/Dentrix software, Intra-oral Camera, & wired for digital. Priced to sell in an upscale community that's home to Chevron, AT&T, Robert Half International, Accenture, and Safeway Stores. #CA511.
- TURLOCK: For Sale General Dentistry Practice: Doctor's Gross Receipts in 2012 were over \$950,000 with only 54% overhead, or \$443,777 adjusted net income. There are 8 days of hygiene. Intra-oral Camera, Panoramic X-ray, Digital X-rays, and Dentrix software. Owner is retiring. #CA506.
- WALNUT CREEK PROSTHODONTIC: \$395,000-For Sale Prosthodontic Practice in Walnut Creek, Contra Costa County, Northern California with three (3) operatories, fully equipped, two-desk laboratory, administrative office, and private office near a retirement community. Doctor retiring, 28 years in the same location.

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- COASTAL ORANGE COUNTY: \$1,000,000 For Sale-General Dentistry Practice in Coastal Orange County, Southern California, with four (4) operatories, fully equipped. Very desirable location. Practice sees an average of 45 new patients per month. Contact our office for more information.
- COASTAL ORANGE COUNTY: \$709,000-For Sale-General Dentistry Practice in Coastal Orange County, Southern California, with four (4) operatories, fully equipped. Great location near shopping center. Modern, beautifully appointed office with high-end finishes. Must see!
- COASTAL ORANGE COUNTY PERIO: \$275,000-For Sale Periodontal Practice in Coastal Orange County, Southern California with five (5) operatories, lab, sterilization area, business office, private office in a professional building. Great location in professional building near freeway. Seller is retiring.
- HUNTINGTON BEACH: \$275,000-For Sale General Dentistry Practice in Huntington Beach, Orange County, Southern California, with four (4) operatories, two (2) fully equipped. Practice is located in a retail center at a busy intersection with plenty of foot traffic. Contact our office for more information.
- INLAND EMPIRE: \$595,000-For Sale General Dentistry Practice in the Inland Empire, San Bernardino County, Southern California with seven (7) operatories, six (6) fully equipped, one (1) plumbed, not equipped, 2 sterilization areas, adjustment lab, staff lounge, business office, and private office. This practice utilizes digital x-rays with two (2) sensors. Office features a modern design with wood floors.

- INLAND LA COUNTY: \$850,000-For Sale General Dentistry Practice the Inland Los Angeles County area, Southern California, with four (4) operatories, includes equipment, thirteen (13) computers, paperless office, state-of-the-art sterilization room, staff lounge, in a free-standing building. Contact our office for more information.
- LOS ANGELES: \$450,000-For Sale General Dentistry Practice in Los Angeles, Los Angeles County, Southern California with five (5) operatories, four (4) fully equipped, one (1) plumbed, not equipped, sterilization room, lab, reception area, business office, and private office. This practice has been established for over 70 years and current owner has been with practice for over 23 years. Specialty work is being referred out.
- MISSION VIEJO: \$250,000-For Sale General Dentistry Practice in Mission Viejo, South Orange County, Southern California with six (6) operatories, three (3) fully equipped in a 2,000 square foot suite. Practice is located in a professional building adjacent to a busy retail center. Contact our office for more information.
- NEWPORT BEACH: \$320,000-For Sale General Dentistry Practice in Newport Beach, Orange County, Southern California. Practice is located near hospital in a desirable area. Contact our office for more information.
- ORANGE COUNTY PERIO: \$415,000-For Sale Orange County Perio Office with five (5) operatories, fully equipped, one (1) plumbed, not equipped, sterilization room, staff lounge, private office, business office, consultation room, storage room. Great location on the first floor near freeway, hospital, and shopping. Contact our office for more information.
- PALM SPRINGS: \$245,000-For Sale General Dentistry Practice in Palm Springs, Riverside County, Southern California with four (4) operatories. This practice is located

- on a main street, and has been established since 2005. Seller is moving out of the area. This is a PPO/Fee for Service practice, no HMO.
- SAN GABRIEL VALLEY: \$530,000-For Sale General Dentistry Practice in the San Gabriel Valley, Los Angeles County, Southern California, with four (4) operatories, fully equipped, sterilization room, lab, staff lounge, private office, and storage room. This office utilizes a laser and and digital radiography with one (1) sensor.
- SAN JUAN CAPISTRANO: \$575,000-For Sale General Dentistry Practice in San Juan Capistrano, South Orange County, Southern California, with four (4) operatories, fully equipped, reception area, private office, and storage room. This practice utilizes digital x-rays with one (1) sensor.
- SOUTH BAY: \$750,000-For Sale General Dentistry Practice in the South Bay, Los Angeles County, Southern California with five (5) operatories, fully equipped, sterilization room, consultation room, and private office. This practice has an intra-oral camera, Schick digital radiography, and has been in the same location for over 50 years. Retiring doctor refers out most specialty work.
- WESTWOOD: \$595,000-For Sale Amalgam-free General Dentistry Practice in Westwood, Los Angeles County, Southern California with five (5) operatories, includes equipment, wet lab, consultation/seminar room, sterilization room.
- WHITTIER: \$800,000-For Sale General Dentistry Practice in Whittier, Los Angeles County, Southern California, with four (4) operatories, fully equipped. Practice has over fifty years of goodwill. Contact our office for more information.
- YORBA LINDA: \$350,000-For Sale General Dentistry Practice in Yorba Linda, Orange County, Southern California, with five (5) operatories. Practice is on a main street in a desirable area. Contact our office for more information.



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Murrieta IP private practice for sale. 2012 production \$1.53+ million. 7% increase projected for 2013. 45% overhead. Owner works 3 1/2 days. 5 operatories. Seller retiring. Asking \$1.4 mil murrietadentalpracticeforsale@yahoo.com.

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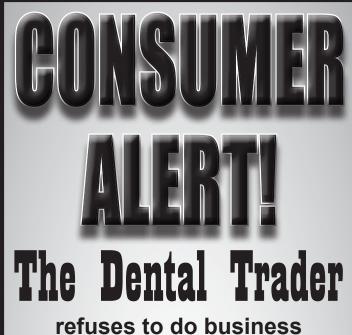
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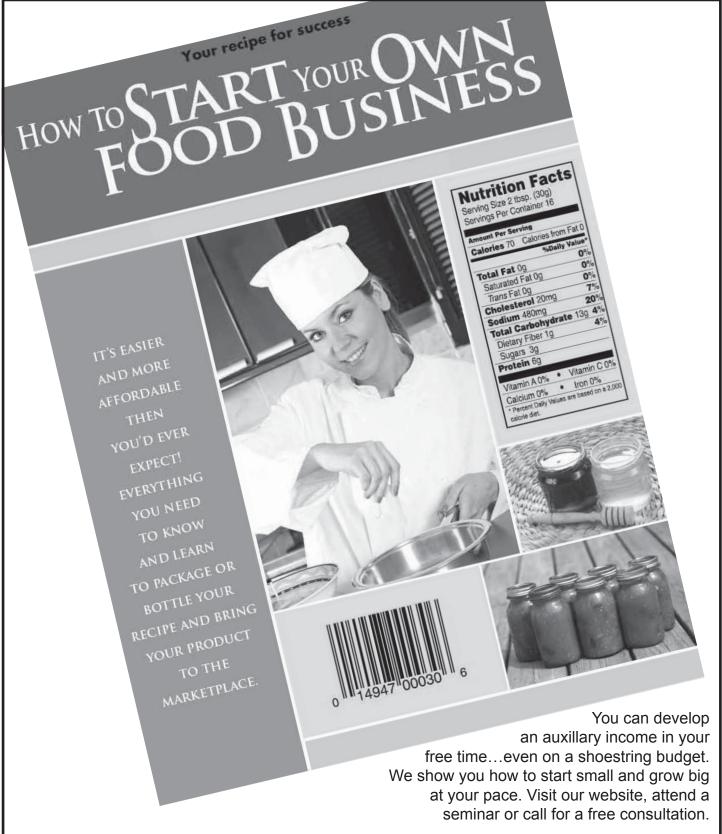
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Professional Practice Sales Forty-Seven and Counting!



In three more years, Professional Practice Sales will mark our Fiftieth Year of serving California Dentists in the Sale of their Practices

PPS has seen the dental landscape evolve from gold foil no longer being part of the dental exam,... stand-up delivery systems becoming dental spas,.... dip tanks to digital radiography,... Peg Board AR Management to computer billing,... minimal third party involvement to Delta being the Gorilla in the Room,... little government regulation to OSHA, HIPAA, ADA and Obama Care,... J.C. Campbell being the only advertiser to Social Media being the new vehicle to attract patients,... fixed lease term rental rates to rents adjusting every 12-months plus NNN,... a profession that is no longer male dominated,... two office ownership allowed only under specific circumstances to Dental Management Companies,... paper charting to paperless,... second appointments for delivering a crown to single visits,... and the Practice of Dentistry now being the Business of Dentistry!

PPS has weathered Jimmy Carter's prime rate of 21.5%, tough money markets dictating Seller Financing, the Berlin Wall coming down in 1989 (Southern California Dentists experienced a recession as defense contractors laid off thousands), the Dot Com Bust of 2000 and The Great Recession.

PPS birthed this business in 1966 and we have very successfully navigated this landscape during its most difficult times. And it is our past experiences that make us better prepared for today's assignment.

PPS has done well for our Clients in Good Times and in Times that were not so good. We are now entering the Good Times again.

Contact PPS when you need PPS!

It's a privilege and honor to serve the California Dental Community!

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