

THE Dental Trader

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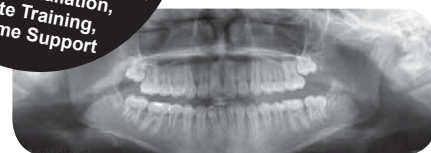
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FRESNO COUNTY

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

FRESNO - (3) op computerized G.P. Cash/Ins/PPO pts. Annual Gross Collections \$250K - \$300K on 2 days/wk. Can do much more full time. Seller to concentrate on primary practice. **[NEW]**

KERN COUNTY

BAKERFIELD #26 - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eqt'd with a (5) op G.P. turn-key dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of goodwill. **[SOLD]**

LOS ANGELES COUNTY

CALABASAS - G.P. in a highly sought after, upscale shopping center location with exposure, visibility & signage. Mostly Fee for Service. Newer eqt & build out. (4) ops eqt'd, 5th op plumbed. Central nitrous. Digital x-rays & pano, Dentrix and Dexis. 30+ years of Goodwill. Annual Gross Collections \$500K+. **[NEW]**

ENCINO - (4) op comput. G.P. Located in a modern, well known, easily accessible, recently remodeled professional bldg. on a main thoroughfare. Magnificent panoramic Valley views from (3) ops. Cash/Ins/PPO pt. base. Annual Gross Collect \$600K on a (4) day wk. Digital X-Rays & Laser eqt'd. Refers out all Endo. Seller moving, but will assist w Transition. **[SOLD]**

HOLLYWOOD - Super clean, (3) op computerized G.P. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule.

LOS ANGELES - Upscale, (4) op turnkey office for sale or long term lease. Just built out & equipped w new eqt. Located in a new health care centered shopping ctr. on a main thoroughfare. Excellent exposure, visibility, signage & parking. DDS office has dental exclusive in the center. Many built in referral sources. All preliminary work done. Just bring instruments & supplies, & build your upscale practice! **[NEW]**

SOUTH BAY - (4) op computerized G.P. located in a prof. bldg with ample free parking. 2013 Gross Collect \$508K+ on a (4) day week. Seller does no advertising. Averaging (8) new pts/mos. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Digital x-rays. Dentrix & Dexis s/w. Nice equipment. **[NEW]**

SANTA CLARITA VALLEY - You have been waiting for this one! Drop Dead Gorgeous, (6) op comput G.P. overlooking the golf course. Newer build out & eqt. Pt base is Cash/Ins/& a few of the better PPO's. 2013 Gross Collect \$807K+ on (4) days/week. Digital x-rays & Pano. Dentrix & Dexis s/w. Cerec. All the bells & whistles! 22+ years of Goodwill. Experienced & cross trained staff w (4) days of hygiene/week. (1-2) days/mos of Perio. Ready to expand further. Great opportunity for an experienced, quality oriented DDS looking for a larger, higher end practice. **[NEW]**

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- Pre-Sale Planning

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

VAN NUYS/SHERMAN OAKS - Bldg. & Practice - (5) op comput. G.P. (4) ops eqt'd, (5th) op plumbed. Located in a free stand. single use bldg. on a main thoroughfare w excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring. **[NEW]**

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

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TULARE COUNTY

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

VENTURA COUNTY

CAMARILLO - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **[NEW]**

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

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

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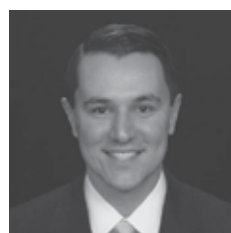
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OAKDALE DENTAL PRACTICE FOR SALE - 2 ops in ~930 sq.ft. in freestanding building on main street. Good visibility & signage.

FAIRFIELD DENTAL PRACTICE FOR SALE - Gross ~\$190K. approx. 1,400 sq.ft. , 2 equipped ops, 1 additional plumbed.

OAKLAND DENTAL PRACTICE FOR SALE - Retiring general dentist looking to sell practice in two story building with excellent visibility. LOW RENT. 2 equipped ops. ~ 850 sq.ft. Mostly Denticals w/ 10-20 new pts/month. Office refers out most specialty procedures.

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

FRESNO DENTAL PRACTICE FOR SALE - Excellent visibility from street. ~2,000 sf, 3 ops. Ample parking space. Close to Fwy 41.

PALM DESERT DENTAL PRACTICE FOR SALE - Seller wants to retire. **2013 Gross ~\$850K**, mostly CASH/PPO, 10+ yrs goodwill, ~1700 sq. ft., 4 eq. ops., high tech office, located at the corner in commercial building. Great visibility & ample parking. ****New Listing!****

RANCHO CUCAMONGA STARTER PRACTICE FOR SALE - Located in shopping center. 2 eq ops + 5 plumbed. ~2,200 sq. ft.

SAN BERNARDINO STARTER DENTAL PRACTICE FOR SALE - Warm & cozy office located at the corner of stand alone building. Good visibility. LOW RENT! 3 fully equipped operatories, approx. 1,163 sq. ft. Private parking lot. ****Reduced Pricing!****

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

MURRIETA STARTER DENTAL PRACTICE FOR SALE - ~1,400 sq. ft., 2 eq. ops + 2 plumbed. Various profession/retail shops around.

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

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

SAN GABRIEL STARTER DENTAL PRACTICE FOR SALE - Office is located in busy shopping center across from major restaurants & anchorages. Office has 2 fully equipped operatories, approximately 1,000 sq.ft. Room for expansion. Great opportunity!

ARTESIA DENTAL PRACTICE & REAL ESTATE FOR SALE - 2013 Gross ~\$850K. Mostly CASH/PPO. Beautiful & spacious office in freestanding building w/ private parking lot. 6 fully equipped ops. Dental office space ~3,580 sq. ft. Total building ~7,100 sq. ft. Busy street & excellent visibility. High tech equipments. Building generates rental income from other units. ****Featured Listing!****

DOWNEY DENTAL PRACTICE FOR SALE - Spacious office located in shopping center, 8 equipped operatories, ~3,800 sq.ft. Mostly insurance patients. Office does implants and braces on top of general dentistry. Diverse patient population. ****New Listing!****

LOS ANGELES DENTAL PRACTICE FOR SALE - 2013 Gross ~\$630K. Seller looking to retire & sell growing dental practice with a gross increase ~\$400K in 3-4 years. 3 fully equipped ops, 1,300 sq ft., diverse patient population. High tech equipments. ****New Listing!****

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HUNTINGTON BEACH PRACTICE FOR SALE - Starter office located in medical suite across from major shopping center. 4 ops.

LAKE FOREST DENTAL PRACTICE FOR SALE - Beautiful & spacious dental practice located in busy shopping center. Seven years of goodwill at current location & looking to sale equipment & leasehold only. ~1,300 sq ft., 4 equipped ops., 2 x-ray units. ****New Listing!****

COSTA MESA DENTAL PRACTICE FOR SALE - 2013 Gross ~\$500K+, Highly visible, established dental practice with 4 fully equipped operatories + 2 additional plumbed in ~1,600 sq.ft. Mostly PPO/CASH patients. Plenty of parking available for patients.

LA JOLLA DENTAL PRACTICE FOR SALE - Office gross ~\$350K, mostly PPO Patients, 2 fully equipped ops and ~1,000 sq ft.

ESCONDIDO PRACTICE FOR SALE - Located in strip mall on major intersection. 3 ops + 2 plumbed, ~ 2,100 sf. ****Reduced Pricing!****

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TIMOTHY GIROUX
DDS/BROKER

ASK THE BROKER

I'm concerned about confidentiality when selling my practice. What is the best time to tell my staff and patients?

Normally, most doctors do not inform the staff until we have a signed contract, a signed lease, and financing in place to complete the purchase. We usually try to have all these important elements in place at least two to three weeks prior to close, but for many reasons, these key elements may not come together until just before the closing date.

It may seem harsh to attempt to keep the staff out of the picture until the end, but it is similar to a single mother not introducing multiple possible future prospects to her children until she is sure he is the right one! The staff will be alarmed about the change, but explaining that they are especially important in the transfer of goodwill of the practice usually alleviates their concern of possibly losing their jobs. We strongly advise the new doctor to maintain the same staff with their current pay and benefits.

If the staff begins to suspect the sale, we advise the doctor to inform the staff. Again, they must be informed as to why they are so critical in the transition process and why they are not in danger of losing their jobs. Telling white lies to a suspecting staff will often create ill feelings and create resentment when they are finally informed. For the same reasons stated above, we still advise keeping all the possible buyers from the staff while meeting with the interested buyers after hours. Unfortunately, any call to the office from an unfamiliar doctor might create a buzz of suspicion.

If the doctor has a long-standing relationship of trust with the staff and has always included them in his executive decisions regarding the office, he may decide to consult with them from the onset of his decision. Many times the doctor does not know how to run any of the management programs in the office computer. Informing the staff early actually makes the broker's job easier as key staff members can be contacted to retrieve vital information regarding the practice. As always, inform the staff of their importance in the process as it is still necessary to alleviate their fear of change.

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions.

Questions?

Contact Dr Giroux at wps@succeed.net or 800.641.4179



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June 21, 2014, 8 CEU
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Carl Misch, DDS, MDS, PhD 8:30 – 11:30 (3 hours)
Implant Complications: Cause and Prevention

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Kianor Shah, DMD 11:30 – 12:30 (1 hour)
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George Freedman, DDS 2:30 – 5:30 (3 hours)
Esthetic Implant Restorations

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**8
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SANTA ANA General/Pedo/Ortho, 8 Ops, Pano, 2013 Adj. Net \$222K, 35% Denti-Cal, HSPPT Kerri McCullough 949-566-3056, #CA136.

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4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26 MEMORIAL DAY	27	28	29	30	31

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June

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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

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

COALINGA: General Dentistry Practice with 3 Ops, 1,100 sq. ft., 1,000 active patients, remodeled in 2011. Owner completing Orthodontic program in Texas while averaging 2 days/wk in office, will relocate after program is complete. Excellent opportunity for a new dentist or an established dentist looking for a satellite office. Practice #CA564, Contact Dr. Dennis Hoover - 209-605-9039.

EASTERN SIERRAS: General Dentistry Practice - 2013 GR \$463,806. Well-designed, 4 Op, 1,600+ sq. ft. office, low overhead practice, w/4+ days of hygiene. Seller refers out most OS, Perio, Endo, and all Ortho. Great opportunity in a nice community not saturated with dentists. Owner retiring. Practice #CA528, Contact Dr. Thomas Wagner - 916-812-3255.

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

FREMONT: Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. Practice #CA553. Contact Jim Engel - 925-330-2207.

FRESNO: General Dentistry Practice and Building. Building is free standing w/lots of parking. 3 treatment ops and 2 hyg. ops w/space for 3 add'l ops. 20 new patients/month, 5 1/2 days hyg. 2013 GR were \$708K. Started by owner in 1997. #CA144, Contact Dr. Dennis Hoover - 209-605-9039.

GRANITE BAY: General Practice. Newly remodeled office in great Granite Bay location, 3 equip. ops, 2 more available. Much of the equipment was purchased since July 2012. Dentrrix, Digital X-Rays, 2013 GR on 8 days/month \$236K+ as of 12.11.13. Owner relocating out of country. #CA128 - In Escrow. Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO: General Dentistry Practice and Condominium. 1,300 sq. ft. office in Professional Office building w/4 ops, Eaglesoft software, and Fiber Optics. 2013 GR \$679K+. Owner retiring. #CA138, Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO: General Dentistry Practice. Well-designed 3,079 sq. ft. office (shared w/2nd dentist - separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/ low overhead. Owner retiring after 35+ years in same location. #CA140, Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO: Orthodontic Practice - Like-new 2,300 sq. ft. office with extensive leasehold improvements and 6 chairs. 220 active patients in phase 1. Practice #CA551, Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO/ROSEVILLE: General Dentistry Partnership Position: One of several partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital X-rays (Dexis), digital Pan, electronic charts, and excellent management team. Each partner has his/her own patients. Owner financing w/ acceptable down payment. Sale to new partner is subject to approval by current partners. Practice #CA126, Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO/ROSEVILLE: General Dentistry Practice. 2,200 sq. ft. office in Professional Office building. 6 ops w/Panorex, CAD/CAM, Laser, and Eaglesoft software. 2013 GR of \$966K w/low overhead. Owner retiring after 25+ years in same location. Practice #CA143 - In Escrow, Contact Dr. Thomas Wagner - 916-812-3255.

HOLLISTER - FACILITY ONLY: Great shopping center location, 3 Ops and 2 more plumbed with cabinets. Adec chairs, units, and lights, Dexis, Easy Dental, and Pano in approx. 1,800 sq. ft. Owner relocating. Practice #CA563, Contact Jim Engel - 925-330-2207.

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

NORTH EAST BAY: General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108, Contact Dr. Thomas Wagner, 916-812-3255.

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

PITTSBURG: General Dentistry Practice: Well-established practice on city's busiest thoroughfare. 3 year avg. GT of \$236K w/60% overhead. 5 equip. ops in 1,400 sq. ft. with Panoramic, Fiber Optics. 12 new patients/month and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. Practice #CA133 Contact Jim Engel - 925-330-2207.

PLUMAS COUNTY: General Dentistry Practice: 2013 GR of \$546,429 working 4 days, 37+ weeks/year in great retirement location - not saturated with dentists. 5 Ops available (4 equipped) in newly-remodeled office with Pan, Fiber Optics, EZ Dental software. 2.5 days hygiene per week. Great opportunity! Owner retiring. Practice #CA558, Contact Dr. Thomas Wagner - 916-812-3255.

SAN JOSE - FACILITY ONLY: Elegant Blossom Valley office with 6 Ops in approx. 3,700 sq. ft. Digital X-rays, computers in every room, reception with flat screen TV, equipped business office, sterilization, and conference room. Great start-up location or satellite office. Full inventory and photos available. Practice #CA565, Contact Jim Engel 925-330-2207.

SANTA CRUZ COUNTY: General Dentistry Practice in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrrix Software. Seller is moving. Practice #CA550, Contact Jim Engel - 925-330-2207.

S. LAKE TAHOE: General Dentistry Practice: This 1,450 sq. ft. office has 5 ops (1 add'l available), was started by owner in 1973. Average collections for the last 3 years have been \$773K. The practice has high visibility and parking. 15 new patients/month, 4 days hyg. Practice #CA134. Contact Dr. Dennis Hoover - 209-605-9039.

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

WALNUT CREEK: Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. Practice #CAM540, Contact Jim Engel - 925-330-2207.

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SOUTHERN CALIFORNIA LISTINGS

ANAHEIM: General Dentistry Practice is perfect for a merger or satellite office. The seller is retiring and refers out most specialty procedures. This 3 Op practice is nicely appointed and modern. 2012 GR of \$423K and an Adj. Net of \$140K. Practice established for 39 years, room to grow! Practice #CA101, Contact Kerri McCullough - 949-566-3056 - *IN ESCROW*

BAKERSFIELD: General Dentistry Practice with 8 Ops, 7 fully equipped, 1 plumbed, in a 3,650 sq. ft. suite. Practice features Digital X-rays and Intra-Oral camera in a growing area of Bakersfield with \$453K Adj. Net on \$1.2MM GR. Practice #CAM554, Contact Kerri McCullough - 949-566-3056.

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

CERRITOS: General Dentistry Practice with 7 Ops, 6 fully equipped, 1 plumbed in a 1,500 sq. ft. suite with Digital X-rays and SoftDent software. Practice established for 39 years is near shopping, residential and freeway. 2012 Adj. Net was \$740K with \$408K GR. Most specialty work is referred out, room to grow. Practice #CA100, Contact Kerri McCullough - 949-566-3056.

CHULA VISTA: This General Dentistry Practice was started 50 years ago, seller acquired 35 years ago. 4 Ops, 3 1/2 days of hygiene, Dentrix Software. \$528K 2012 GR. In years past, the office was consistently collecting over \$700K/year, retiring doctor has slowed down throughout the years. Practice #CA109, Contact Thanh Tran - 949-533-8308.

CLAREMONT: General Dentistry Practice with 6 Ops in 2,200 sq. ft. suite. Established for over 44 years with 8 days of hyg./week. Practice uses Softdent, Digital X-rays, and refers out most specialty procedures. GR of \$581K in 2012. Practice #CA114, Contact Thanh Tran - 949-533-8308.

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

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

HUNTINGTON BEACH: NEW LISTING - General Dentistry Practice has been established for 18 years. Spacious suite with 5 Ops, 3 Equipped in a great location near ocean. Practice #CA Contact Jaci Hardison - 714-318-4911.

HUNTINGTON PARK: Retiring General Dentist with a large group practice that was started in 1984. 15 Ops and Dentrix/Dexis with 25 computer stations. E4D CAD/CAM machine. 2012 GR of over \$1.1MM in 2012. Seller owns the building. Practice #CA113, Contact Thanh Tran - 949-533-3056.

INDIAN WELLS: This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 2 years ago with 6 Ops, and all new equipment and fixtures. Practice was in the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2011 GR were over \$350K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530, Contact Mario Molina - 323-974-4592.

LA MESA: NEW LISTING - This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$396K in 2012 with \$155K in Adj. Net. Practice utilizes Dentrix, Laser, and Digital X-Rays. Practice #CA127, Contact Thanh Tran - 949-533-8308.

LOS ANGELES: NEW LISTING - General Dentistry Practice with 5 Ops in a professional building downtown. Practice has been established since 1968. Retiring doctor has \$255K GR in 2013 and utilized PatientBase dental software. Practice #CA141, Contact Kerri McCullough - 949-566-3056.

NEWPORT BEACH: General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 GR of \$350K on 3 1/2 days per week. Located near hospital in a desirable area. Practice #CAM534, Contact Thanh Tran - 949-533-8308.

NORTH ORANGE COUNTY: Endodontic Practice with 5 Ops, fully equipped and 3 Zeiss ceiling-mounted microscopes. Practice has been established for over 30 years. GR of \$370K and Adj. Net of over \$172K on a 3 day work week. PBS Endo software. Practice #CAM561, Contact Jaci Hardison - 714-318-4911.

ORANGE: Removable Prosthetic Dental Practice with 3 Ops, 2 Equipped, 1 plumbed, not equipped. Practice is in a very busy retail center near mall and freeway. \$279K GR and \$125K Adj. Net in 2013. Practice #CA142, Contact Kerri McCullough - 949-566-3056.

ORANGE COUNTY: General Dentistry Practice with 2013 GR of over \$900K, Adj. Net of \$393K. Practice has 4 Ops and is located in a retail center in a desirable area of Orange County near shopping. Practice #CA132, Contact Kerri McCullough - 949-566-3056.

POWAY: General Dentistry Practice with 4 Ops in an 1,100 sq. ft. suite. Practice utilizes Dentrix with 6 workstations, digital x-rays, and intra-oral camera. Practice has been established since 1985. Equipment only 5 years old. 2013 GR of \$720K with \$241K Adj. Net. In Escrow. Practice #CA139, Contact Thanh Tran - 949-533-8308.

REDONDO BEACH: NEW LISTING - Deceased Doctor. General Dentistry Facility plus approximately 700 charts available for immediate sale. Practice has 3 Ops, 2 Equipped, 1 Plumbed, walking distance to ocean. 700 SF suite on a busy corner. Practice #CA147, Contact Mario Molina - 323-974-4592.

RIDGECREST: General Dentistry Practice and Dental Building: This 4 Operatory office is located in 1,536 SF office building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. Practice #CA523, Contact Steve Caudill - 951-314-5542.

RIVERSIDE: This General Dentistry/Implant Practice with 5 Ops has been established for 50 years and utilizes Dentrix, Digital Pano, and CT Scan. Dental equipment is 8 years old and has 20+ new patients/mo. Building also for sale. Practice #CA120, Contact Kerri McCullough - 949-566-3056.

SAN BERNARDINO: NEW LISTING - This General Dentistry Practice has 4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with great potential. Practice #CA150, Contact Steve Caudill - 951-314-5542.

SAN CLEMENTE: This General Dentistry Practice with 3 Equipped Ops, 2 Add'l plumbed has been established for approx. 10 years. Uses PracticeWorks, digital x-rays and Pano. Practice #CA129, Contact Kerri McCullough - 949-566-3056.

SAN DIEGO: General Dentistry Practice with 5 Ops, in a 1,200 sq. ft. suite. Practice utilizes EagleSoft, digital x-rays and has been established for 22 years. 2012 GR of \$442K with \$161K Adj. Net. Practice #CA130, Contact Thanh Tran - 949-533-8308.

SANTA ANA: General Dentistry/PedoOrtho practice on a main street in Santa Ana. Practice has been established for over 20 years in a free-standing building. Practice is fully computerized, has Pano and Intra-oral camera. Gross receipts of \$424K with \$222K Adj. Net. Denti-Cal makes up approx. 35% of business. Practice #CA136, Contact Kerri McCullough - 949-566-3056.

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

SOUTH COUNTY SAN DIEGO: NEW LISTING - General Dentistry Practice & Free-standing Bldg with ample parking on a busy, highly visible main street. 1,200 SF, established for 38 years, 4 Ops, dentist & PT Hyg with GR of \$310K for 2013 on 150 days. Seller is retiring. Practice #CA148, Contact Dr. Russell Okihara - 619-694-7077.

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

THOUSAND OAKS: Retiring General Dentist, established for 37 years with 6 Ops and 8 days of hygiene/week. Practice uses Dentrix/Dexis and GR of \$589K in 2012. Practice #CA118, Contact Thanh Tran - 949-533-8308.

THOUSAND OAKS: FACILITY ONLY - Move-in ready Thousand Oaks office with 4 Ops in 1,325 sq. ft. Office features a modern design, Dentrix with 4 computer workstations, equipped business office, and sterilization area. Great start-up location, satellite office or Specialist location - 7 General Dentists in the building. Full inventory and photos available. Practice #CA137, Contact Mario Molina - 323-974-4592.

TUSTIN: General Dentistry Practice with 3 Ops in a professional building. Practice has been established for almost 60 years. Great location on a main street near freeway. 2013 GR of \$300K with \$103K in Adj. Net. Dentrix and CEREC machine. Practice #CA131, Contact Jaci Hardison - 714-318-4911 - *IN ESCROW*

VICTORVILLE: NEW LISTING - General Dentistry Practice with 3 Ops plus 3 plumbed for expansion, 2,150 SF, SoftDent, 2013 GR of \$313K with \$147K Adj. Net, Established 34 years. Practice #CA149, Contact Kerri McCullough - 949-566-3056.

WEST LOS ANGELES: General Dentistry Practice with 4 equipped Ops, 1 add'l plumbed. Great LA location on the West side with GR of \$342K on just 2 doctor days per week. Room to grow! Practice #CA117, Contact Kerri McCullough - 949-566-3056.

WEST LOS ANGELES: This well-appointed General Dentistry Practice has a heavy emphasis on Perio and Implants. Practice features 3 Ops, Pano, and uses ComputerAge Software. 2013 GR of \$795K with \$371K Adj. Net on 4 days/week. This great West Side LA Location has been established since 1988. Practice #CA145, Contact Kerri McCullough - 949-566-3056.

YORBA LINDA: NEW LISTING - General Dentistry Practice with 4 Equipped Ops, 1 Plumbed in a professional building. Practice is on a main street and has been established for 30+ years in this family community. 4 days of hygiene/week with EagleSoft, digital x-rays, and paperless. 2013 GR of \$914K and \$301K Adj. Net. Practice #CA146, Contact Kerri McCullough - 949-566-3056.

YORBA LINDA: General Dentistry Practice with 5 Ops. This well-appointed practice is on a main street in a desirable area. Practice has been established for 28 years in this family community. Practice has 3 days of hygiene and 3 doctor days per week and has \$380K GR for 2012. Practice #CAM531, Contact Kerri McCullough - 949-566-3056.

OUTSIDE OF CALIFORNIA

MAUI HAWAII: General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2 1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101, Contact Dr. Thomas Wagner - 916-812-3255.

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Kianor Shah, DMD 11:30 - 12:30 (1 hour)
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Charles Zahedi, DMD PhD 1:30 - 2:30 (1 hour)
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George Freedman, DDS 2:30 - 5:30 (3 hours)
Esthetic Implant Restorations

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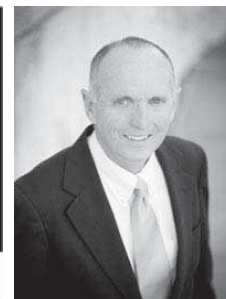
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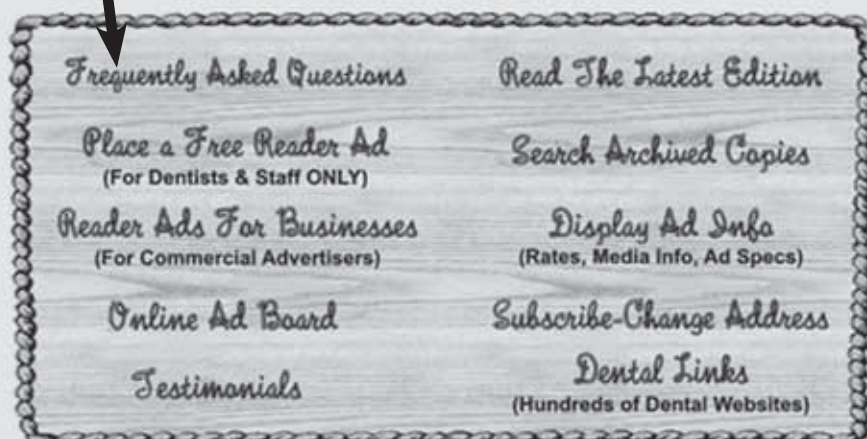
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