

THE Dental Trader

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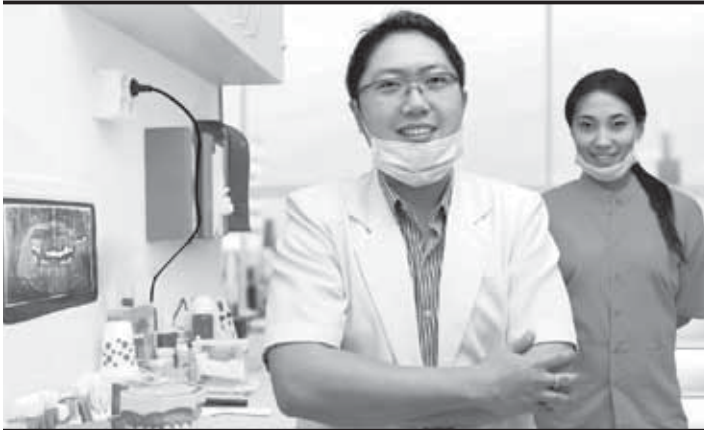
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Register: www.w-acpa.com/seminars.html

WHAT’S COMING NEXT?

October 10th thru 13th – Patrick & Jason Wood | Hotel Del Coronado
“PRACTICE VALUATION STUDY GROUP”

Sunday, October 13th 7:00am – Patrick & Jason Wood | Peruvian Dental Society
“DENTAL TRANSITION”

October 25th – Patrick Wood | Ken Rubin Client Appreciation Day
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PRACTICE SALES AND LEASING

Paul Maimone Broker/Owner
CA Broker #01172430CA REPRESENTATIVE FOR THE NATIONAL
ASSOCIATION OF PRACTICE BROKERS (NAPB)**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. **SOLD**

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**

BAKERSFIELD #27 - Great startup opp. or 2nd office. (4) op comput G.P. in a smaller medical/dental bldg. On a main thoroughfare w signage. (2) ops of new eqt w (2) add plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) year p.t. & Collects \$6-\$8K/mos. Seller is moving to be closer to family, but will assist w the transition. **NEW**

LOS ANGELES COUNTY

BEVERLY HILLS - Great startup opportunity or 2nd office. (2) ops fully eqt'd. Turnkey office; no charts. In a smaller professional bldg. on a well know main thoroughfare. Seller has had success here, & is moving to larger facilities. **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. **NEW**

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

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

SANTA CLARITA VALLEY - Cash/Ins/PPO Bread & Butter Practice. (4) ops eqt'd. Located in a medical/dental/professional bldg. complex. Crown & Bridge, dentures & implants. 40+ years of Goodwill. Financials Pending (call for Details). Seller retiring, but will assist with an orderly and successful Transition. **NEW**

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

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

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

ORANGE COUNTY

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RIVERSIDE COUNTY

CORONA - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: extensive art work, soft colors, french provincial waiting room furniture, free stand. waterfalls, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Production of \$1.2M on a (4) day week. Owner/Doctor health compromised. **NEW**

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

TULARE COUNTY

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

VENTURA COUNTY

EAST VENTURA COUNTY - (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. **PENDING**

OXNARD #7 - (5) op turnkey G.P. office located in a freestand bldg. on a main thoroughfare w some exposure, visibility & signage. (4) ops fully eqt'd. (2) ops are newer & (2) ops are older. (5th) op is plumbed. Very low lease rate. Hispanic area w many walk-ins. Sale includes all eqt, leaseholds, furniture, some instruments & rights to office lease. No pt charts. Reasonably priced for immediate sale. Priced less than build out costs.

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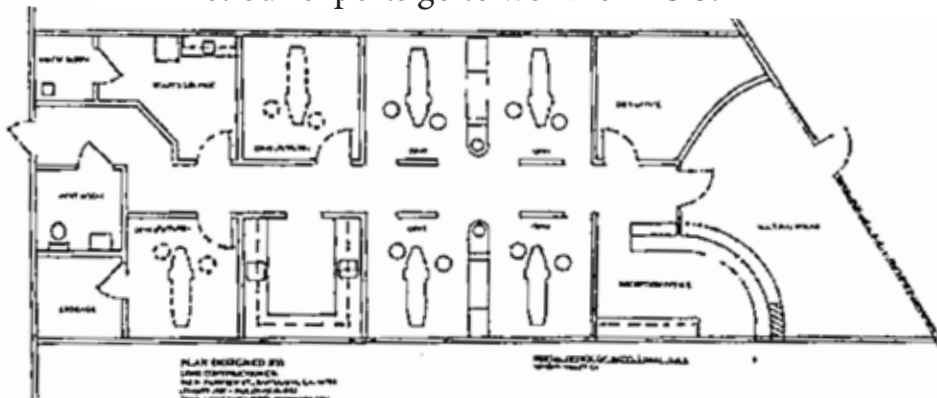
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Justina Pham, DDS - Santa Barbara, CA

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Jennifer Akagi, DDS - Santa Monica, CA

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LA JOLLA — NEW LISTING!! Smaller **GENERAL** Practice situated in well-known, attractive Prof Bldg. Close to fwy 5 and UCSD. 2 Ops. Nicely appointed office.

LA MESA — NEW!! Well-established (40 yrs) **GENERAL** Practice in Prof Bldg along busy thoroughfare. 4 Ops, ADEC cabinets and units. Digital Pan and 1 digital X-Ray.

OCEANSIDE — NEW!! OFFICE CONDO FOR SALE. Situated in Medical-Dental Bldg., next to TriCity Hospital. Approx 1980 sq.ft. Lots of natural light!

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DELANO

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Practice Sales & Appraisals



DON'T PASS UP ON LISTING: **FONTANA**

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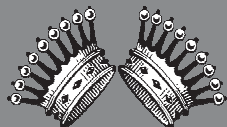
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MORENO VALLEY GENERAL PRACTICE FOR SALE: Established for over 20 years, this office collects \$500,000 per year on four days per week with a net income of over \$200,000 per year. No Denti-Cal and no capitation. 3 1/2 days of hygiene per week and 15 new patients per month with no advertising. The office has 3 fully equipped operatories plus 2 additional operatories that are plumbed but not equipped. Seller is retiring. Asking \$385,000.

SIMI VALLEY GENERAL PRACTICE FOR SALE: Practice collects \$290,000 per year with a net income of \$122,000 per year on two days per week. The office has three equipped operatories with a fourth that is plumbed but not equipped. Seller refers all endo, all ortho, most oral surgery and all perio surgery. No HMO or Denti-Cal. One day of hygiene per week. Asking \$175,000 – Motivated!

OXNARD GENERAL PRACTICE FOR SALE: Located in a strip center, this practice collects \$445,000 per year on three days per week with a net income of just over \$150,000 per year. No HMO, no Denti-Cal, no marketing and no weekends. Three days of hygiene per week. Three operatories of older equipment.

RIVERSIDE GENERAL PRACTICE FOR SALE: Seller is retiring after 30+ years of practice. The office is located in a shopping center with excellent visibility although the Seller does no marketing of any kind. The practice collects over \$165,000 per year on three days per week with one and one-half days of hygiene per week. Seller refers out all endo, all perio, all pedo, all ortho and most oral surgery. Three equipped operatories. Motivated! Asking \$92,500. - **SOLD**

WESTLAKE VILLAGE FEE FOR SERVICE PRACTICE FOR SALE: Thirty years of goodwill! Practice collects over \$435,000 per year with a net income of over \$170,000 per year. Seller refers out all endo, all perio, all oral surgery, all ortho and all pedo under the age of 12. The practice has four full days of hygiene and accepts no HMO or PPO plans. Five equipped operatories. Asking \$395,000. - **SOLD AT FULL APPRAISED PRICE**

PERIO/IMPLANT PRACTICE FOR SALE IN VENTURA COUNTY: This practice has been established for almost 40 years and collects over \$600,000 per year on four days per week with four full days of hygiene per week with a net income of \$215,000 per year. 50% of the income is from perio surgery, 25% is from implants and 25% is from hygiene. The office has four equipped operatories and is located in a professional building. Asking \$350,000. - **PENDING**

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

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WEST LOS ANGELES PERIO PRACTICE FOR SALE: Long established practice enjoys an excellent reputation in the area. Practice collects \$550,000 per year with a 40% net income on two and one-half days per week and five days of hygiene per week. Income is 60% from surgery and 40% from hygiene. Seller does not place implants but had over 100 implant cases referred last year. Asking \$350,000 – **SOLD AT FULL PRICE**

WESTLAKE VILLAGE GENERAL PRACTICE: Practice collects \$650,000 per year consistently with an equally consistent net income of 38%. Seller works 5 days per week with six days of hygiene per week. Seller refers all endo, all perio, all surgery and all pedo. Three operatories. Fully computerized with digital x-rays. Asking \$576,000 – **SOLD AT FULL APPRAISED PRICE**

LAKE ELSINORE GENERAL PRACTICE FOR SALE: Located in a retail center, this practice has been established in Lake Elsinore for over 20 years. Seller works 3 1/2 days per week with 5 full days of hygiene (hygiene accounts for 37% of the practice collections). No Denti-Cal, no HMO, no evenings and no weekends. Seller refers all molar endo, perio surgery, ortho and implant placement. The practice collects \$555,000 per year with a net income of \$192,000 per year. The office consists of 3 equipped operatories. Asking \$370,000. – **SOLD AT FULL APPRAISED PRICE**



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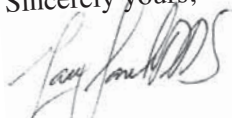
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I can not begin to thank you enough for handling the sale of my dental practice with such professionalism, honesty and compassion. My experience with buying and selling a dental practice was very limited. You took a process I was extremely apprehensive about undertaking and made it almost effortless.

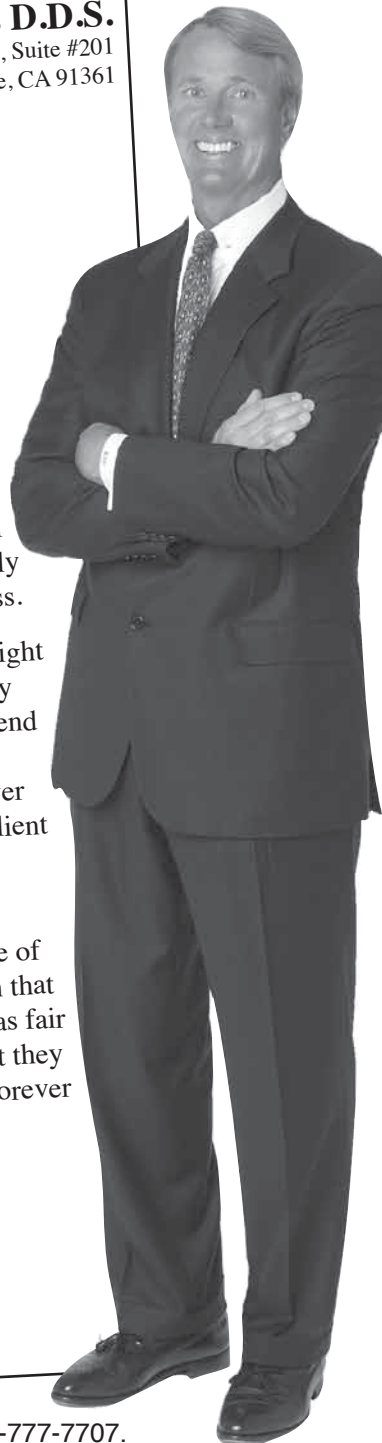
Your level of service was commendable. You were always right there when I had a question and kept me informed of exactly what to expect at each step along the way. I would recommend your services to any buyer or seller who wants to engage a broker who is completely honest and upfront with both buyer and seller. Too often a broker may try to sway a potential client with unrealistic expectations in order to gain a listing.

You arranged this sale by not only looking at the practice statistics, but assessing the personality and style of practice of both myself and potential buyers. This ensured a transition that would proceed smoothly. Thanks to you, the transaction was fair to both parties and everyone came away with exactly what they wanted. I strongly recommend your services and will be forever grateful for your assistance.

Sincerely yours,



Gary Sands



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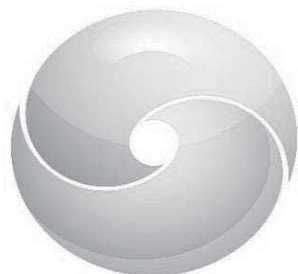
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Contra Costa County San Pablo Ave.E.Bay Owner retiring- 2012 tracking 550k of collection with 4 weeks of vacation 4OPS/Pano Nice Office Low Rent & Expenses. 510-619-4240. #3

The Dental Trader is now removing certain ads placed by dentists. Those placing free statewide ads for staff, selling a dental practice or seeking employment in So. Calif. will be automatically removed from the No. Calif. edition and vice versa. Only paid ads will still be run statewide. Both editions may be read online at dentaltrader.com.

ORAL SURGERY/IMPLANTS IN YOUR OFFICE Stop referring out. 3rd Molar Extractions, Dental Implants, Bone Grafting, Sinus Lifts performed by Friendly Experienced GP with extensive training. Will treatment plan with you. Call (562)248-6284 or email kcleedds@gmail.com. Please leave a message.

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FEATURED LISTINGS

APPLE VALLEY – General practice located on a busy shopping center with excellent signage and heavy traffic flow. Practice consists of 5 fully equipped operatories, 3 plumbed not equipped with Dentrix software and digital x-ray in a 2,000 sq ft suite. Has 18 years of goodwill. Seller works 2 days/wk and Associate works 2 days/wk with 1.5 days/wk of hygiene. They see approximately 40-47 new patients/mo. Income source: Insurance/Cash/Denti-cal/Capitation. Grossed approximately \$582,841 for 2012. BUYER'S NET OF \$214,966. Motivated will be focusing on his primary office. Please contact your CPS agent for more information. **Property ID #4349.**

BEVERLY HILLS – General/Perio Prosth practice (65%) with emphasis on Perio Surgery & Implants (35%) is located in a prestigious 4 story medical dental building. Motivated seller established practice in 1987 and works 3 days/wk with Prosthodontist 1 day/wk, Prosthodontist 2x/mo and 2 days/wk of hygiene. See approximately 10-15 patients/day. Fee for service. Practice consists of 3 eq ops with Computer Age software in a 956 sq ft. suite. Suite has hardwood floors and great window views. Grossed approximately \$1,012,674. Please contact your CPS Agent for more details. **Property ID #4035.**

MONTROSE (GP) – Long established practice with over 35 years of goodwill is located in two story building near residential area. Great street visibility. Seller works 4 days weeks and sees approximately 10-12 patients per day. Fee for service. Practice consists of 4 equipped operatories, 1 x-ray room, lab & sterilization combo, dark room, and private office in a approximately 1,250 sq. ft. office. Grossed \$260,959 in 2012 and projection \$264,189 for 2013. Motivated Seller is moving out of state. Great opportunity. Please contact your CPS Agent for more details. **Property ID # 4383.**

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

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GREATER LOS ANGELES COUNTY

BEVERLY HILLS – General/Perio Prosth practice (65%) with emphasis on Perio Surgery & Implants (35%) is located in a prestigious 4 story medical dental building. Motivated seller established practice in 1987 and works 3 days/wk with Prosthodontist 1 day/wk, Prosthodontist 2x/mo and 2 days/wk of hygiene. See approximately 10-15 patients/day. Fee for service. Practice consists of 3 eq ops with Computer Age software in a 956 sq ft. suite. Suite has hardwood floors and great window views. Grossed approximately \$1,012,674. Please contact your CPS Agent for more details. **Property ID #4035.**

BOYLE HEIGHTS (GP) – Well established practice with over 50 years of goodwill is located in single story building. Building for Sale. Seller works 4 days/wk, Associate 1/2 day/wk with 3 days/wk of hygiene. Practice consists of 6 equipped operatories and 1 plumbed not equipped operatory, lab, private office, sterilization room and consultation room. Has Dentrix software and Digital X-ray. Grossed \$420,498 in 2012. Revenues of ~\$33K per month. Motivated seller will be retiring. Please contact your CPS Agent for more details. **Property ID #4381.**

COVINA - Leasehold Improvements & Equipment Only! From the moment you walk into the practice, you will sense the Seller's pride of ownership. There are three fully equipped treatment rooms, and the office itself is on a raised foundation for easy access for future electrical or plumbing installation. The office has several X-ray units (analog or digital functionality) that are already wired for digital sensors. The lease payment is very reasonable with excellent terms. With the flat lease, you can control your costs more effectively, and we have been informed that the landlord is easy to work with. The practice is priced to sell, as the Seller has outgrown the location and has already relocated. This will not be on the market long, so please make your visit promptly – it is ready for occupancy! **Property ID #4355.**

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

HUNTINGTON PARK - (GP) – Price Reduced! Established in 2008 this practice is located in a 2 story free standing building. Corner location with heavy traffic flow. Private parking. Near residential area. Across the street from a Church. Seller works 1 day/wk and Associate 1 day/wk. Practice consists of 4 equipped operatories in a 1,700 sq. ft. office. Some Cap and Denti-cal. Motivated seller will be moving out of state. Please contact your CPS Agent for more details. **Property ID #4295.**

LOS ANGELES (ORTHO/GP) - Leasehold improvements and equipment only! Excellent for a first time Buyer. Neat office with 3 chairs in open bay, though walls could certainly be constructed to add additional privacy. Recently made some upgrades. Office is located in the prestigious Wilshire West Medical Towers with great views of downtown L.A. and Century City. Priced for an immediate sale. Contact CPS for more information. **Property ID # 4025.**

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



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LOS ANGELES (GP) – Located on a 13 story professional building, this modern designed practice is in a 1,329 sq. ft. suite with 3 equipped operatories. It's a computerized office with digital x-ray, intra oral camera and Open Dental software. Motivated seller works 4 days/wk, Associate every other Saturday with 1 day/wk of hygiene. Sees approximately 8-12 patients/day. Fee for service. Practice in the border of Korea Town. On a busy street with heavy traffic flow. Great office. The only dentist in the building. Amazing view from operatories. Well established practice with over 14 years of Goodwill. Grossed \$652,649 in 2012. Buyer's net of \$246K. Please contact your CPS Agent for more information. **Property ID # 2831.**

LOS ANGELES (GP) – Well designed TURN-KEY office located in a busy small shopping center with heavy traffic flow, great street visibility and near residential area. Practice consists of 3 equipped operatories with window views in a 1,500 sq. ft. suite. Has Easy Dental software and digital x-ray. Motivated Seller established the practice in 2010 and works 3 days/wk with one Ortho Associate 1x/mo. Sees approximately 25 new patients/mo. Fee for service. Seller will be focusing on primary office. Great opportunity for a start up. For more information, please contact your CPS Agent. **Property ID #4367.**

MONTROSE (GP) – Long established practice with over 35 years of goodwill is located in two story building near residential area. Great street visibility. Seller works 4 days weeks and sees approximately 10-12 patients per day. Fee for service. Practice consists of 4 equipped operatories, 1 x-ray room, lab & sterilization combo, dark room, and private office in a approximately 1,250 sq. ft. office. Grossed \$260,959 in 2012 and projection \$264,189 for 2013. Motivated Seller is moving out of state. Great opportunity. Please contact your CPS Agent for more details. **Property ID # 4383.**

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

RESEDA – General practice located on a single story building with heavy traffic flow and excellent signage. Well established practice with over 18 year of goodwill. Office consists of 5 equipped operatories with Easy Dental 2000 software in a 2,000 sq. ft. suite. Seller works 5 days/wk and Ortho Associate 2x/mo. Sees approximately 15-20 new patients/mo. Income source: 70% insurance / 20% cash / 10% Denti-cal. Minimal advertizing. Long term lease. Grossed \$643,978 in 2012. Revenues of \$54K/mo. Buyer's net of \$235K. Motivated seller is semi-retiring and moving out of area. Contact your CPS Agent for more information. **Property ID #4333.**

S. PASADENA (GP) – Long established practice with over 37 years of goodwill is located in a single story dental building. Absentee owner. Associate works 3 days/wk and sees approximately 30 new patients per month. Income source: Insurance ~23% / Cash ~64% / Capitation ~13% (~\$6K in cap checks). No advertising. Practice consists of 5 fully equipped operatories with Easy Dental software in a ~1,900 sq ft office. Has a long term lease. Great location with excellent street visibility. Grossed \$525,452 in 2012. Buyer's net of \$153K. Has revenues of \$46K per month. For more information, please contact your CPS Agent. **Property ID #4371.**

TORRANCE (GP) – Modern designed fee for service practice located in a two story professional building. Corner location with heavy traffic flow. Have over 44 years in goodwill. Practice consists of 3 equipped operatories, 1 plumbed not equipped for expansion, with digital x-ray and Eaglesoft software. Motivated seller works 4 days/wk with 1.5 days/wk of hygiene and sees approximately 12-15 new patients per month. Grossed \$298,176 in 2012. Projecting approximately \$300,833 for 2013. Has revenues of \$25K/mo. Please contact your CPS Agent for more information about this great office. **Property ID #4375.**

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Robert A. Palumbo,
Executive V.P./Partner

TORRANCE – General practice with over 30 years of goodwill is located in a two story professional medical building with ample parking. Has excellent visibility. Retiring seller works 4 1/2 days per week with 3 days per week of hygiene. See approximately 12-20 new patients per month. Practice consist of 7 equipped operatories, 1 plumbed not equipped operator for expansion with Dentrix software in a 2,208 sq ft suite. No digital x-rays. 100% Patient referral. Equipment well maintained and in good conditioned. Income source: ~80% insurance / ~19% cash / ~<1% Capitation (~\$90/mo in cap checks). Grossed \$584,721 in 2012. Projection approximately \$605,663 for 2013. Buyer's net of \$171K. For more information, please contact your CPS Agent. **Property ID #4377.**

ORANGE COUNTY

ANAHEIM HILLS - Leasehold Improvements & Equipment Only!! Beautiful office located in one of the few shopping centers in Anaheim Hills. Has upper middle to high income residents. Excellent traffic flow. Practice consists of 3 equipped operatories and 1 plumbed not equipped for expansion in a 1,400 sq ft office. Motivated seller remodeled in 2010. Equipment is 3 years old. Seller merging the patients to his primary office. Great opportunity for a GP or Specialist. There are 3 retirement apartment facilities in the area (fee for service and cash patients). Don't miss this opportunity, please contact your CPS Agent for more details. **Property ID #4379.**

COSTA MESA (GP) – Three (3) equipped operator office with over 19 years of goodwill is located in a busy strip mall. Seller works 4 days/wk and sees approximately 22-23 new patients/mo. Fee for service. Has digital x-ray and Dentrix software. Low volume, high quality dentistry. Grossed \$429,079 in 2012. Monthly revenues of \$38K/mo. Motivated Seller is moving out of state. For more information, please contact your CPS Agent. **Property ID #4365.**

HUNTINGTON BEACH – Turn-key General Practice located in a two story building 5 blocks from the pier. Heavy traffic flow. Office consists of 3 eq. ops, 3 plumbed not eq, x-ray room, sterilization room, lab room, private office and storage/file room in a 2,100 sq. ft. suite. Motivated seller work 4 days/wk and sees approximately 5 patients per day. Fee for service. Established office in 1995. Grossed \$230,411 in 2012. Revenues of ~\$18K per month. It's a large office that could expand to Ortho, Endo or Perio. Seller opened to stay and work as part-time. Excellent opportunity! Please contact your CPS Agent for more details. **Property ID #4395.**

MISSION VIEJO (GP) – Priced Reduced! Located on the edge of a prestigious shopping center in a professional medical building, this Practice is surrounded by anchor tenants such as Walgreens, Claim Jumper Restaurant and Sprouts Farmers Market. This well constructed, modern, office is being listed for a fraction of what the seller invested. Completely digital, the office is seamlessly integrated with Dexis software. Large floor-to-ceiling windows supply plenty of natural light. Rent for the area is quite reasonable. The Practice has three plumbed and equipped operatories should you decide to add specialties. The seller is very personable, is easy to work with and desires a smooth transition. Call your CPS Agents for more details. **Property ID # 4303.**

ORANGE (GP) – Turn-key practice located in a small strip shopping center with great traffic flow and street visibility. Well established practice with 42 years of goodwill. Practice consists of 2 equipped operatories, 1 plumbed not equipped in a 1,200 sq ft office. Not computerized. Retiring seller works 4 1/2 days/wk and sees approximately 8 patients/day. Income source: Insurance/Cash/Some Capitation (~\$680/mo in capitation checks). 100% Patient Referral. Grossed \$133,549 in 2012. Low volume and high quality dentistry. Great opportunity for a start-up. Low sales price for a quick sale. Contact your CPS Agent for more information. **Property ID #4353.**

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

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



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RIVERSIDE & SAN BERNARDINO COUNTIES

APPLE VALLEY – General practice located on a busy shopping center with excellent signage and heavy traffic flow. Practice consists of 5 fully equipped operatories, 3 plumbed not equipped with Dentrix software and digital x-ray in a 2,000 sq ft suite. Has 18 years of goodwill. Seller works 2 days/wk and Associate works 2 days/wk with 1.5 days/wk of hygiene. They see approximately 40-47 new patients/mo. Income source: Insurance/Cash/Denti-cal/Capitation. Grossed approximately \$582,841 for 2012. BUYER'S NET OF \$214,966. Motivated will be focusing on his primary office. Please contact your CPS agent for more information. **Property ID #4349.**

BARSTOW (GP) – Priced Reduced! With over 47 years of goodwill this practice is located in a single story professional building with heavy traffic flow. Near residential area. Easy freeway access. Motivated seller works 3.5 days/wk with 2.5 days/wk of hygiene. Sees approximately 12-13 new patient/mo. Fee for service. 100% Patient referral. Practice consists of 4 equipped ops with Dentisoft software in a 1,100 sq. ft. office. Grossed \$520K in 2012. Revenues of \$43K/mo. BUYER'S NET OF \$286K. Please contact your CPS Agent for more details. **Property ID #4241.**

PALM DESERT – General Practice established in 1999 is located in one story building with ample parking and excellent signage. This modern designed office consists of 5 equipped operatories with digital x-ray and Practice Web software in a 1,665 sq ft suite. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-14 new patients/mo. Income source: Insurance / Cash / Capitation (~\$3,000/mo). 100% patient referral. Grossed ~\$469,961 in 2012. Buyer's net of \$119K. Have monthly revenues of ~\$33K/mo. Motivated Seller will be focusing on primary office in L.A. area. Please contact your CPS Agent for more information. **Property ID #4331.**

PALM SPRINGS – Leasehold Improvements and & Equipment Only! Located in one of the busiest streets of downtown Palm Springs with plenty of rear parking and across the street from a Spa Resort and new Hotel. This practice consists of 4 equipped operatories with Intra-oral Camera and Digital X-ray in a ~2,000 sq ft office. Motivated seller moving office to his existing office nearby. Great opportunity for a start-up practice. For more information, please contact your CPS Agent. **Property ID #4387.**

RIVERSIDE – Well established General Practice with over 50 years of goodwill located is a corner single dental / professional building. Great signage. Modern designed office with 4 spacious equipped operatories, digital x-ray and with Dentrix software in a 1,500 sq ft suite. Seller works 4 days/wk and sees approximately 12-17 patients/day. Fee for service. Grossed approximately \$1,038,634 in 2012. Monthly revenues of approximately \$90K/mo. Buyer's net of \$416K. Motivated seller will be moving out of state. Please contact your CPS Agent for more information. **Property ID #4351.**

SAN DIEGO COUNTY

CHULA VISTA – Price Reduced! Well established general practice located on a store front single free standing building with public parking across the street. Great location in downtown with heavy traffic flow and excellent street visibility. Practice consists of 4 equipped operatories, 1 plumbed not equipped with Practice Works in a 1,300 sq. office. Motivated seller works 4 days/wk and sees approximately 10-15 patients/day. Income source: Insurance/Cash/Some Cap (\$2,000 in Cap checks/mo). Revenues of \$42K/mo. Buyer's net of \$156K. Seller will be retiring. Contact your CPS Agent for more information on this excellent opportunity. **Property ID #4279.**

OCEANSIDE - Leasehold Improvements & Some Equipment! Beautiful office located in an exceptional single shopping center with high traffic flow. It consists of 5 plumbed not equipped operatories, lab/lounge room, sterilization area, storage room, washer/dryer hookup, business office and private office in a 1,500 sq ft suite. Seller recently remodeled. Great opportunity for a GP or Specialist in Oceanside. It's a must see. Motivated seller outgrew and moved to a new location. Please contact your CPS Agents if you want to upgrade your office or be in the Oceanside are. **Property ID #4363.**

PRACTICE SALES, INC.

and Appraising of Dental Practices



Greg Beamer, V.P.

RAMONA – General practice consists of 3 equipped operatories in a 1,000 sq. ft suite. Established in 1979 and located in single story strip mall with great street visibility. Busy area. Retiring seller works 4 days/wk and sees approximately 5-10 patients/day. Fee for service. Minimal advertising. Grossed approximately \$206K in 2012 fiscal year. Please contact your CPS Agent for more information. **Property ID #4305.**

SAN DIEGO (GP) - This practice located in a free standing building corner location with its own private parking lot with great street visibility and heavy traffic flow in a hub center for medical facilities and located near several hospitals and within a few hundred yards from the freeway. The building only has two tenants, the other being the building owner that is a Pedodontist. Established over 5 years ago and consists of 4 equipped operatories with Dentrix software and digital x-ray in 2,076 sq. ft. suite. Motivated seller is working 4 days/wk with 1 day of hygiene. Grossed \$471,472 in 2012 with monthly revenues of approximately \$38,000. Contact your CPS Agent for more information on this modern designed office. **Property ID #4279.**

SAN DIEGO (GP) – Beautiful Turn-Key office located in a busy modern single shopping center. Assisted Living Center right behind practice. Absentee owner. Associate work 2 ½ days per week and 1 Saturday per month. See approximately 25-30 patients per month. Income source: Insurance / Cash / Some Capitation (\$1,000/mo). Practice consists of 8 fully equipped operatories, consultation room, 3 private offices, sterilization room, lab room, storage room, computer room and x-ray room. Has Eaglesoft software and Digital X-ray. Motivated seller established practice 15 months ago. Contact your CPS Agent for more information on this modern designed office. **Property ID #4335.**

SANTA BARBARA COUNTY

SANTA BARBARA COUNTY - With over 80 years of goodwill, this practice is located in a single story professional building. The Seller is making the condominium available for sale. This fee for service practice consists of 3 fully equipped operatories with Dentrix software and digital x-ray. Seller is currently working 5 days/wk and sees ~8-10 patients/day. Grossed ~\$760,200 in 2012 and projecting ~\$830K for 2013. Revenues of ~\$69K per month. Excellent opportunity. For more information, please contact your CPS Agent. **Property ID #4393.**

SPECIALTY OFFICE LISTINGS

BEVERLY HILLS – Perio Prosth practice (65%) with emphasis on Perio Surgery & Implants (35%) is located in a prestigious 4 story medical dental building. Motivated seller established practice in 1987 and works 3 days/wk with Prosthodontist 1 day/wk, Prosthodontist 2x/mo and 2 days/wk of hygiene. See approximately 10-15 patients/day. Fee for service. Practice consists of 3 eq ops with Computer Age software in a 956 sq ft. suite. Suite has hardwood floors and great window views. Grossed approximately \$1,012,674. Please contact your CPS Agent for more details. **Property ID #4035.**

LONG BEACH (ORTHO) – This orthodontic practice is located in a 3 story professional medical dental building with 46 years of goodwill. Has excellent traffic flow and plenty of parking. In residential area. Easy access to the 405 freeway. Office consists of 4 chairs in open bay in a 1,281 sq. ft. suite. Motivated seller works 3 days/wk and Associate 1 day/wk. Insurance/Cash/Cap. Low sales price for immediate sale. Great starter practice. Contact your CPS Agent for more details. **Property ID #4255.**

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

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Greg Beamer- gbeamer@calpracticesales.com

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WHETHER YOU OWN OR PLAN TO OWN A DENTAL PRACTICE THIS SEMINAR IS FOR YOU!

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

- Evaluating books and records
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- Lease issues which can destroy your investment
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Calif. Dental Licensure

**Tip of the month:*

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

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



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

Law Offices of Jeng and Associates

(714) 858-0536 Jenglaw@yahoo.com

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

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

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PRACTICE FOR SALE/ OCEANSIDE Beautiful off w/ 5 plmbd not eq ops; LH Only California Practice Sales, Inc. Phone: 714-639-2775.

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7 to 8 am Continental Breakfast,
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12 to 1 pm Buffet Lunch and Visit Exhibitors

Presentation Synopsis

The morning presentation relates the most fundamental and unchanging endodontic issues—pulp, dentin, root, and root canal anatomy—to principles of treatment, simplifying our choices among evolving procedural technologies.

A diagnostic regimen is shown that can definitively rule endo in or out, and if pain is of endo etiology, it can definitively discover which tooth is referring the pain. The use of cone beam CT imaging is shown as a diagnostic as well as a treatment planning tool, finishing with a logical plan that clinicians can use when considering whether to save the tooth with further treatment or to replace it with an implant fixture.

The afternoon presentation shows Dr. Buchanan's most current treatment methods, shown in HD through clear tooth replicas and during treatment of live patient cases. Procedures covered include guided-access cavities, rotary negotiation, shaping canals with one to three files, bug-jarring irrigation and 3D obturation accomplished in seconds.



About Our Speaker

L. Stephen Buchanan, DDS, FICD, FACD

Dr. Buchanan, is a diplomate of the American Board of Endodontics and an assistant clinical professor at the post-graduate endodontic programs at USC and UCLA. He maintains a private practice limited to endodontics and implant surgery in Santa Barbara, California and is the founder of Dental Education Laboratories, a hands-on training center serving general dentists and endodontists, upgrading their skills in new endodontic and implant technology.



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Please submit a separate form for each attendee. Please print legibly.

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PRACTICE FOR SALE/APPLE VALEY GP w/5 eq ops Net \$214K California Practice Sales, Inc. Phone: 714-639-2775.

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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

BAKERSFIELD: General Dentistry Practice in growing area. 3,650 sq. ft. suite with 8 Ops, 7 equipped, 1 plumbed. Digital x-rays and intra-oral camera. \$453K Adj. Net on \$1.2MM of Collections. #CAM554

BAKERSFIELD & SMALL FARM COMMUNITY: 2 General Dentistry Practices 30 min. apart from each other, staff and doctor work both locations. Strong patient base in each practice. Room for growth. Rare opportunity. \$588K gross with \$278K combined adj. net. #CAM557

BISHOP: General Dentistry Practice & Building. 1,800 sq. ft. building. Collections over \$1MM in 2011 with \$387K adj. net inc. 5 Ops, 6 days of hygiene. 100% financing available for both practice and building. 29 years in same location, retiring dentist selling both practice and building below valuation price. #14390

CENTRAL COAST PEDODONTIC: Great location with over 800 new patients in 2012. Gross receipts over \$775K on 4 day work week. 4 Ops, fully equipped. Doctor moving out of area. #CAM546

CENTRAL COAST PROSTHODONTIC: Beautiful area near shopping. Over \$1.1MM in Gross Receipts in 2011. 4 Ops, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens. #CAM535

CHICO: General Dental Practice. Well established practice in free-standing building has 1,800+ active patients with average of 15 new patients per month. 2012 Collections of \$1.4MM with 7-8 days of hygiene. Digital Cone Beam X-ray, Digital X-rays, Lasers, and Dentrux software. Buyer can purchase or lease building. Retiring Owner will consider an associate leading to purchase of practice. In Escrow. #14392

COALINGA: General Dentistry Practice: 3 Ops, 1,100 sq. ft., 1,000 active patients, remodeled in 2011. Owner completing Orthodontic program

in Texas while averaging 2 days/week in office. Owner will relocate permanently to Texas when the program is completed. Excellent opportunity for new dentist or an established dentist looking for a satellite office. #CA564

DANVILLE: Professionally designed office located in the affluent community. 5 fully equipped Ops with computers in each room. Digital x-ray, digital Pan., and central Nitrous Oxide/Oxygen. Seller relocating to a new building after 27 years of practice. Photos available upon request. In Escrow. #CA548

FREMONT: General Dentistry Practice. 10 Ops, digital x-ray, digital Pan in 3,050 sq. ft. 4,000+ active patients, PPO/HMO with 2012 Gross Receipts of \$1.2MM with Adj. Net of over \$300K. #CA553

GRASS VALLEY: General Dentistry Practice with Gross Receipts of \$491K with \$130K Adj. Net, 73% overhead. 1,555 sq. ft., 4 equipped Ops, 5 available. Laser, Intra-Oral Camera, Cerec, and Eaglesoft software. Owner retiring. In Escrow. #14379

GRASS VALLEY: General Dentistry Practice. 1,950 sq. ft. office condo available to purchase. 2012 Gross Receipts of \$443K on 3 days/wk. 6 Ops, 3 days hygiene, Dentrux software, Pano, Laser, Intra-oral Camera, long-time cash practice. In Escrow. #14372

GREATER SACRAMENTO: Associate to Owner Opportunity. 2012 Gross Receipts of \$879K. Well-appointed 1,400 sq. ft. office with 5 Ops, Intra-oral Cameras, Laser, Cerec, 4 days hygiene, Softdent software. Associate to work 2 days a week in 2013 & 2014 then purchase practice. Equipment about 5 years old. Owner to work back 2 days per week for 2 years after purchase. In Escrow #CA525

GREATER SACRAMENTO: General Dentistry Practice & Building. 2,316 sq. ft. with 6 Ops. EZ Dental, Pan, 8 days hyg./week. \$900K average prod. last 3 years. Very nice office in a great location. #CA560

GREATER SACRAMENTO ORTHODONTIC: Like-new practice in 2,300 sq.

ft. office with extensive leasehold improvements and 6 chairs. 220 active patients in Phase I. Call for additional information. In Escrow. #CA551

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. #CA563

LINCOLN-ROSEVILLE: General Dentistry Practice with 2012 Gross Receipts of \$787K and an Adj. Net Inc. of \$358K. Four Ops in a 1,268 sq. ft. office.

MILPITAS: General Dentistry Practice: This 1,440 sq. ft., professionally designed office is located on a major thoroughfare in the business district. 4 Ops with Intra-oral cameras and computers in each op. plus a Pano X-ray. Great upside potential for a young and energetic buyer. Owner retiring after 46 years. #CA562

NORTH OF SACRAMENTO: General Dentistry Practice. 2012 Gross Receipts of \$521K in well-designed, 1,650 sq. ft. office with 4 Ops. Low overhead of 52%, 4 days of hygiene, Easy Dental software. 1,600+ patients. Most Specialty work referred out. Owner retiring. #CA528

NORTH OF SACRAMENTO: General Dentistry Practice: Owner retiring. 2012 GR of \$515K on 32 hour week, 37 weeks per year. EZ Dental software, Pan., Fiber Optics. Newly remodeled with 4 equipped ops, 5 available. Approx. 1,500 active patients. 20 hours hyg. per week. Building available for purchase. #CA558

RIDGECREST: General Dentistry Practice and Dental Building. 4 Ops in 1,536 sq. ft. Owner has worked in same location for 32 years and is retiring. This small practice grossed \$175k in 2012. Pictures of the building are available upon request. Lots of potential. #CA523

SACRAMENTO: General Dentistry Practice. 2012 Gross Receipts of \$642K with low 54.2% overhead. 8 available Ops, with 7 equipped in 2,400 sq. ft. office/building, located in one of Sacramento's historic, well established neighborhoods. In Escrow. #CA549

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SALINAS: General Dentistry Practice with 4 Ops. in approx. 1,275 sq. ft. 2012 Gross Receipts of \$226K on reduced schedule. Refers out all Endo, Perio, OS, and Ortho. Great upside potential. Owner retiring after 34 years. In Escrow. #CA552

SAN RAMON: Great location, includes equipment, leaseholds, and furnishings only. 1,400 sq. ft. with 4 equipped Ops and 2 additional plumbed rooms. #CA511

SOQUEL: General Dentistry Practice. 1,100 sq. ft. in prof. building. Gross Receipts of \$338K on 2 days per week with aver. 10 new patients per mo. 3 Ops with Schick Digital X-ray and Dentrix. #CA550

TURLOCK: General Dentistry Practice. 2012 Gross Receipts over \$950K with only 54% overhead. \$444K Adj. Net inc. 8 days of hygiene, Intra-oral Camera, Pano, digital x-rays, and Dentrix software. Owner retiring. #CA506

WALNUT CREEK PROSTHODONTIC: 3 Ops, fully equipped, 2-desk laboratory, admin. office, and private office near a retirement community. Doctor retiring, 28 years in the same location. #CAM540

SOUTHERN CALIFORNIA LISTINGS

COASTAL ORANGE COUNTY - NEW LISTING: Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the tenant improvements. Dentrix and Dexis, Digital Pan. Close to the ocean - dream location! Gross collections over \$600K in 2011 and \$500K in 2012. Practice #CAM566

COASTAL ORANGE COUNTY: High-end general dentistry practice. 2 year old 1,800 sq. ft. 4 Op office. High-end Pelton & Crane equipment, Kavo electric handpieces and implant Systems. Dentrix and Dexis. Implants are about 46% of business. 2011 Gross Receipts were \$1.2MM. In Escrow. #CA520

COASTAL ORANGE COUNTY: General Dentistry Practice in shopping center. 2012 Gross Receipts over \$690K. Modern, beautiful

fully appointed and fully equipped office w/ 4 Ops. #CAM529

COASTAL ORANGE COUNTY PERIODONTAL: Prof. Bldg. near freeway. 2011 Gross Receipts over \$400K. 5 Ops, fully equipped. Retiring doctor works 3 day wk w/ 4 days of hygiene. #CAM533

INDIAN WELLS: General Dentistry Practice in area for 3+ yrs. with strong emphasis in TMJ. 4,000 sq. ft. suite built 2 yrs. ago w/ 6 Ops, all new equipment and fixtures. 2011 Gross Receipts were over \$350K w/ 1 Dr. day per wk. CMT Pan/Ceph machine and lecture room. #CAM530

LANCASTER: General Dentistry Practice - This 4 op office is located on the second floor of an attractive Medical-Dental building. Gross Receipts of \$676K with \$174K adj. net. Dentist is retiring after 39 years. 4 days of hygiene. 2,360 sq. ft. w/ 4 Ops and room for more. 4 days of hygiene. Asking price has been lowered! #14376

MURRIETA: General Dentistry Practice - Tastefully decorated 1,300 sq. ft. suite with 4 Ops. Pan/Ceph and Easy Dental software. 2012 Gross Receipts over \$530K w/ \$213K adj. net. #CAM514

NEWPORT BEACH: General Dentistry Practice with 3 equipped Ops. High-end equipment less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 Gross Receipts \$350K on 3 1/2 days/wk. Located near hospital in a desirable area. In Escrow. #CAM534

NEWPORT BEACH: General Dentistry Practice with 4 Ops near Newport Center/Fashion Island. Dentrix software, gross Collections of over \$265K with \$58K Adjusted Net. Seller refers out most specialty work, room to grow. #CAM559

NORTH SAN DIEGO COUNTY: General Dentistry Practice. Free-standing building in desirable area. 12 equipped Ops. CAP and PPO contracts. \$1.2MM in collections with \$405K adj. net. Large legacy practice with 35 yrs. goodwill. #CAM555

NORTH ORANGE COUNTY: Endodontic Practice with 5 equipped Ops and 3 Zeiss wall-mounted microscopes. Practice has been established for approximately 30 years and utilizes PBS Endo software. Gross Receipts of \$370K and an Adjusted Net of over \$172K on a 3 day week. #CAM561

ORANGE: General Dentistry Practice in professional building in central location near Anaheim Hills/Villa Park. 2012 Gross Receipts \$830K. 5 fully equipped ops. Retiring doctor has 47 years of goodwill. #CAM533

ORANGE COUNTY PERIODONTAL: Convenient first floor location. Near freeway, hospital and shopping. 2012 Gross Receipts of \$450K on a 4-day week. Practice has 5 Ops, fully equipped, and 1 add'l plumbed Op. Doctor moving out of state. #CAM536

SAN GABRIEL VALLEY: General Dentistry Practice. 2012 Gross Receipts over \$570K on 3 1/2 day week. 4 Ops with laser and digital radiography. In Escrow. #CAM541

SAN JUAN CAPISTRANO: General Dentistry Practice with 4 Ops, fully equipped with digital x-rays. Gross Receipts of \$650K in 2012. Doctor retiring after 28 years. In Escrow. #CAM539

SOUTH ORANGE COUNTY: General Dentistry Practice with 5 Ops, 4 fully equipped. EagleSofit, laser, digital x-rays, and an intra-oral camera. Most specialty work referred out. 2012 Adj. Net of \$324K on \$793K Collections. In Escrow. #CAM556

YORBA LINDA: General Dentistry Practice. Well-appointed office in prime location in family community. 5 Ops with 3 days of hygiene and 3 doctor days per week. Practice established for 28 yrs. #CAM531

OUTSIDE OF CALIFORNIA

HAWAII (Maui): General Dentistry Practice. Gross Receipts of \$636K. 4 Ops in 1,198 sq. ft. Pano, 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

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