

# THE Dental Trader

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So. Calif. Edition

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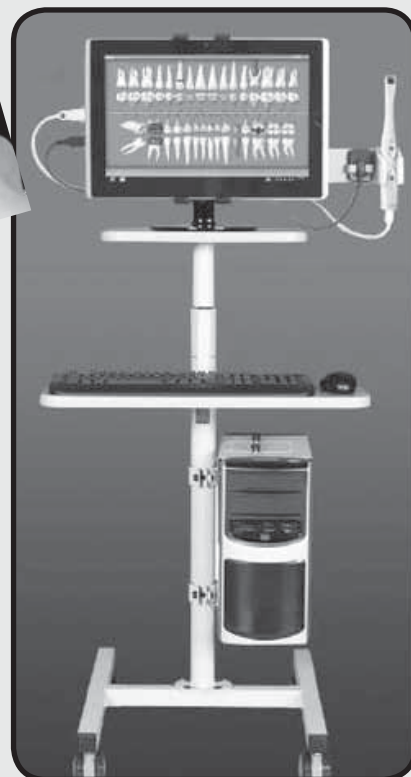
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### KERN COUNTY

**BAKERSFIELD #26** - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. 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+. **ON HOLD**

**ENCINO** - (3) op comput. G.P. located in a prof. bldg on a main thoroughfare. Part time practice w older eqt'd. Cash/Ins/PPO pts. Annual Gross Collect \$164K+. Below market Lease. Beautiful Valley views from ops. Great starter pract., part time pract., buy & combine pract. or satellite office. Seller retiring. **NEW**

**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.

**LA VERNE** - (6) op comput G.P. (3) ops eqt'd/(3) add. plumbed. Newer eqt'd. Located in a busy shop ctr. on a main thoroughfare w excell. exposure/visibility/signage & parking. Exhibiting health growth. 2014 Gross Collections projected at \$400K+. Digital x-rays. Cash/Ins/PPO pts. Seller moving. **NEW**

**LOS ANGELES** - Upscale, (4) op turnkey office for sale. 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. **SOLD**

**PASADENA** - Magnificent upscale, (3) op comput. turnkey office with included charts. (1) year old build out w near new Belmont eqt. On a main thoroughfare in a well known medical bldg next to the hospital. Only DDS in the bldg. Digital x-rays. Easy Dental s/w. Many built in referral sources. Seller to concentrate on other office. **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. **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.

**WEST SAN FERNANDO VALLEY** - (4) op comput G.P. Located in a smaller, well known, prof. bldg. on a main thoroughfare. Excell. signage & ample free parking in rear lot. Annual Gross Collect \$750K+ on a (4) day week. Digital x-rays & soft tissue laser. Cash/Ins/PPO pts. (10+) new pts/mos. Lower overhead office w excell. long term lease in place. Seasoned staff. **NEW**

### ORANGE COUNTY

**ANAHEIM** - (3) op comput G.P. (2) ops eqt'd/3rd op plumbed. Located in a one story prof. ctr. Cash/Ins/PPO pts. Gross Collect \$162K+ part time. Very low overhead. Sales price less than replacement cost. Seller moving. **NEW**

### RIVERSIDE COUNTY

**TEMECULA** - (6) op comput. G.P. located in a freestanding bldg. on a main thoroughfare. Excellent exposure, visibility, monument signage and parking. Cash/Ins/PPO patient base. (10+) new pts/mos. 2013 Gross Collect. approx. \$800K. Modern equipment. Central nitrous, digital x-rays and CEREC. (26) years of Goodwill. Seller retiring but will assist with transition. **NEW**

### SAN BERNARDINO COUNTY

**RANCHO CUCAMONGA** - (4) op comput. G.P. (3) ops eqt'd/ 4th plumbed. Located in a strip center w exposure/visibility/signage & parking. Annual Gross Collect \$185K p.t. Cash/Ins/PPO/ pts. Averaging (7-9) new pts/mos. Seller does no advertising. Seller moving. **NEW**

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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.

**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.

**EAST VENTURA COUNTY #3** - (5) op comput G.P. located in an upscale prof. bldg. w excell off street free pking. (4) ops fully eqt'd 5th op partially eqt'd. Digital x-rays, CEREC and Pano. Cash/Ins/PPO pts. Under market lease rate. Annual Gross Collect \$600K+ on a (4) day wk. (3) days of hygiene. Seller refers out diff O.S., all Endo, Implant Placement, Perio Surgery & Ortho. Seller moving. **NEW**

**SIMI VALLEY** - (4) op computerized G.P. (2) ops eqt'd and (2) additional plumbed. Turnkey office with some included charts. Digital X-Rays and Pano. Located in a Shopping Center with exposure/visibility and signage. Seller presently working one day/week. Seller has no time for this one, and is selling to concentrate on his main office. **PENDING**

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**2009 Progeny Preva** x-ray machine. \$2500 Excellent condition. Professionally uninstalled. Buyer pays packing, shipping, and insurance. terrygiff@gmail.com.

**Temple City Practice** for sale, 4 equipped OPs, 2X-rays, 2digital sensor, on Rosemead Blvd, ask for \$380,000. lilyppoon@yahoo.com.

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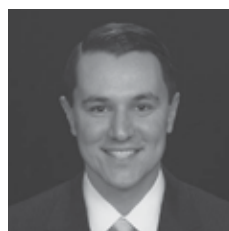
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- Escondido #2:** 5 Ops, 4 equipped. Building for sale too. High visibility location. Retiring dentist.
- National City:** 4 Ops. High visibility location with excellent signage for advertising.
- Pacific Beach #1:** 4 Ops. 15 years of goodwill. High Visibility busy corner location.
- Pacific Beach #2:** 3 Ops. 33 years of goodwill. Amazing views of Mission Bay and the Pacific Ocean.
- Rancho Bernardo:** 4 Ops. Low Overhead. No marketing done. Ground floor Medical Bldg.
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### Long Beach

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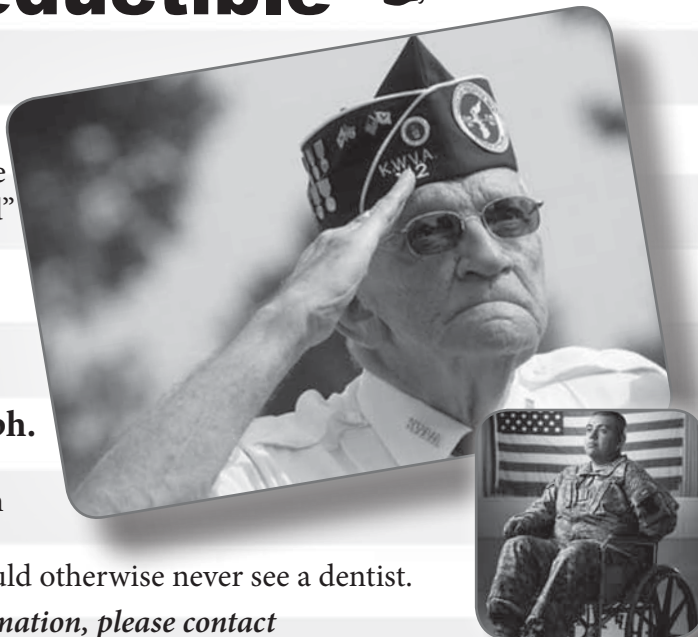
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**AGOURA HILLS FEE FOR SERVICE PRACTICE FOR SALE:** Exceptional office with six well appointed operatories, digital x-rays, digital panoramic, Biolase laser and fully computerized with Dentrax software AND reasonable rent. Practice collects \$1.8 million per year with a net income of \$750,000/year on four and one quarter days per week with twelve days of hygiene per week. Seller refers molar endo, third molar extractions, implant placement and full banded ortho. Seller does do Invisalign cases and restores implants. No HMO, no evenings and no weekends. Practice averages 35-40 new patients per month. Seller is moving out of state. Asking \$1,500,000.

**VENTURA COUNTY ENDODONTIC PRACTICE FOR SALE:** One of only two endodontic practices within a ten-mile radius. This practice collected \$520,000 in 2013 with a net income of \$315,000. The practice receives 60 new patient referrals per month on average. The office has two fully equipped operatories with microscopes and digital x-rays plus a third operatory that is partially equipped. Recently renovated professional building with attractive rent. Seller is motivated. Best offer!

**ORANGE COUNTY CLINIC PRACTICE FOR SALE:** Management company owned and absentee owner operated. Practice has one full time general dentist that collected just under \$800,000 last year with an additional \$150,000 from hygiene and over \$720,000 from specialists. The net income to a general dentist owner/operator would be just over \$420,000/year. Capitation exceeds \$100,000/year. The office is prominently located on a busy thoroughfare and has 9 equipped operatories plus a 3 chair ortho/pedo bay. Asking \$1,250,000.

**LONG BEACH GENERAL PRACTICE FOR SALE:** Practice collects \$400,000/year on three and a half days per week with three days of hygiene per week. Hygienists produce 38% of the income. Seller refers most endo, most oral surgery, all perio surgery, all implant placement and all ortho. Located in a professional building with easy freeway access, the office has four operatories of older equipment. The office is computerized, but is not digital. Seller is motivated and retiring. Asking \$250,000.

**SAN FERNANDO VALLEY PERIO PRACTICE:** Established perio practice collected over \$850,000 last year with hygiene accounting for 25% of the revenue. The office has five equipped operatories in a professional building. The practice receives referrals from over 30 different general dentists in the community. Seller will stay for a transition.

**NEWPORT BEACH FEE FOR SERVICE PRACTICE FOR SALE:** Practice collected \$2.1 million in 2013 and is on track to collect almost \$3 million this year. Net income in 2013 was over \$800,000 and the net so far this year exceeds \$100,000 per month. The practice has an oral surgeon and a periodontist placing implants which the seller restores. Seller does not place any implants and refers all endo. The office is newer with 6 year old equipment and is fully computerized with digital x-rays, panoramic x-ray, Cerec milling unit and Dentrax software. Asking \$1,595,000. **-SOLD AT FULL PRICE**

**SIMI VALLEY GENERAL PRACTICE FOR SALE:** Established in 1964, the current owner purchased the practice in 1988. The office has been remodeled with new equipment since then. The practice collects over \$600,000 per year on four days per week with four plus days of hygiene per week. Net income is over \$240,000 per year. The practice has no PPO's, no HMO's and does no advertising. Seller refers all endo, all perio, all oral surgery, and all ortho. Four equipped ops with four digital x-rays and full computerization with Practice Works software. Seller is the only dentist in a larger professional building. Pending disability forces sale. Asking \$450,000. **-SOLD AT FULL PRICE**

**RANCHO MIRAGE COSMETIC PRACTICE FOR SALE:** Brand new facility and equipment as of 2012. Very nice build out and quality equipment. Seller moved the practice from a nearby location where he had been in practice since 1991. The practice collects over \$750,000/year with a net income of \$200,000/year. Seller works 4 days per week with 2 days of hygiene per week. Seller refers all implant placement, all perio surgery, all ortho, most oral surgery and most endo. Four ops with full computerization, Dentrax software, digital x-rays, air abrasion and diode laser. Medical issues are forcing the sale. Asking \$475,000.

**WHITTIER FEE FOR SERVICE PRACTICE FOR SALE:** Long established, fee for service general practice collects \$350,000/year on four days per week with a net income of \$140,000/year. Seller refers most oral surgery, most perio, all molar endo, all implant placement and all ortho. Four equipped ops in a free standing building with good visibility and parking. Asking \$260,000 - **PENDING A FULL PRICE**

**PASADENA FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** Seller works 3 1/2 days per week with 2 1/2 days of hygiene per week. Practice collects \$450,000 per year with negligible marketing, no PPO's, no HMO, no evenings and no weekends. Seller refers oral surgery, perio and ortho. Four equipped ops in a professional building. Retiring due to health issue. Asking \$350,000.

**THOUSAND OAKS AREA ORTHODONTIC PRACTICE FOR SALE:** Established edgewise practice averages 7 starts per month on 3 1/2 days per week. Collections are over \$600,000 per year with a net income of \$195,000 per year. Good referral base. Five chairs in a bay with two individual operatories. Seller does no marketing and does not even have a website. Great opportunity to get into a growing community. Asking \$370,000. **-SOLD**

**BURBANK GENERAL PRACTICE FOR SALE:** Long 50 year history of goodwill in the community. Practice has collected \$1,550,000 plus per year for the past four years running with a net income over \$550,000 per year each year. The practice has over 9 days of hygiene per week and refers almost all endo, all oral surgery, all perio surgery, all ortho and all implant placement. The practice does not accept HMO or Denti-Cal. There are 7 equipped operatories with full computerization and digital x-rays. Asking \$1,395,000 - **SOLD AT FULL APPRAISED VALUE**

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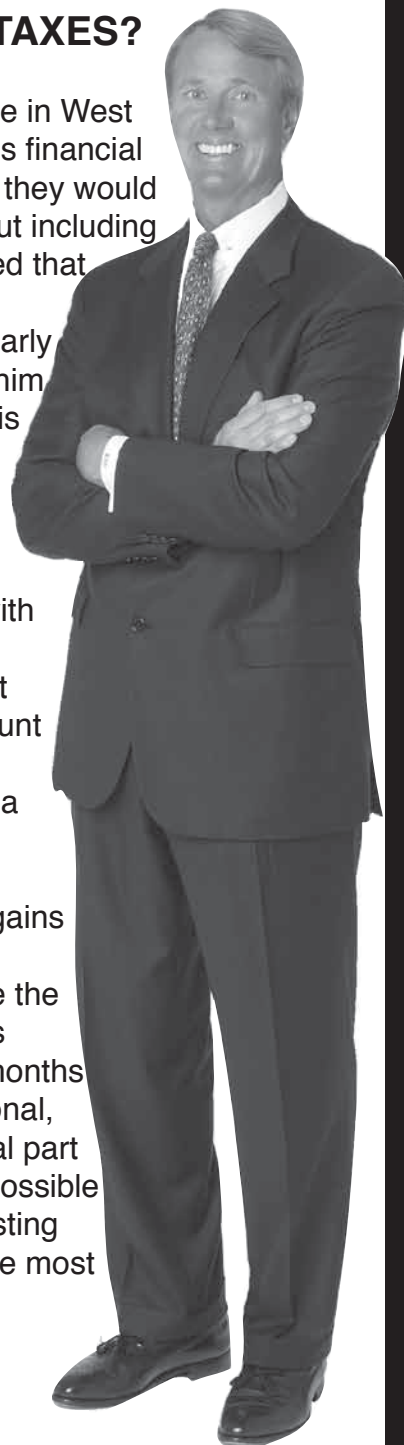
### ARE YOU CHOOSING TO PAY MORE TAXES?

This past July, I was listing a dental practice for sale in West Los Angeles. In the process of gathering the seller's financial records, I concluded that between he and his wife, they would have a taxable income of just over \$450,000 without including the income from the sale of his practice. I suggested that we consider putting the practice up for sale in mid-November with the goal of completing the sale in early January. He seemed surprised until I explained to him that if he were to sell his practice this year, given his current projected income, that he would pay an **additional 5% in taxes.**

He had discussed the sale of his practice with his accountant, but had not provided the accountant with all of his current year income. When we had a conference call with his accountant, the accountant acknowledged that if he had known about the amount of "other" income that he would have revised his estimated tax figures for the sale of the practice to a figure roughly 5% higher than before.

With the current "upwardly sliding" rate for capital gains taxes and medicare surcharge taxes, you need to consider the timing during the tax year to maximize the net profit to the seller. We at Lee Skarin Associates want to sell your practice, but not if waiting a few months will save you tens of thousands of dollars in additional, **avoidable taxes.** We consider this to be an integral part of the service that we provide – getting you every possible dollar from the sale of your practice. Think about listing your practice now with a broker that can get you the most from your dental practice sale.

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- HAYWARD DENTAL PRACTICE FOR SALE** - Gross ~\$575K. GP 4 eq. ops. ~1,820 sq.ft. Mostly PPO. #HW888SL. **\*\*New Listing!\*\***
- HAYWARD DENTAL PRACTICE & REAL ESTATE FOR SALE** - **Gross ~\$290K.** Good signage & visibility 3 ops. 1,200 sf. #HW430K
- SAN JOSE PRACTICE & REAL ESTATE FOR SALE** - Professional suite is ~1200 sq.ft., 4 ops. 20+ yrs of goodwill. #SJRE202E
- MODESTO DENTAL PRACTICE FOR SALE** - Busy street. Strip mall. ~3,200 sf. 7 eq. ops. Close to major anchor stores. #MDT78F.
- MILPITAS DENTAL PRACTICE FOR SALE** - Busy retail. Lots of foot traffic. 4 eq. ops. + 2 plumbed. ~1,900 sq.ft. #MP1113HN
- WALNUT CREEK DENTAL PRACTICE FOR SALE** - 2,100 sq.ft., 4 ops. Built-in Nitrous. Beautiful salt water fish tank. #WC729VOR.
- OAKLAND DENTAL PRACTICE FOR SALE** - Retiring seller. Low Rent. 2 eq. ops. ~850 sq.ft. Mostly Denti-cals. #OAK1213W
- OAKLAND STARTER PRACTICE FOR SALE** - Asking \$30K. 2 ops + 3 plumbed. ~1,932 sq. ft. in professional bldg. # H86OCC.
- 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.
- MURRIETA STARTER PRACTICE FOR SALE** - ~1,400 sq. ft., 2 eq. ops + 2 plumbed. Various profession/retail shops around.
- PALM DESERT DENTAL PRACTICE FOR SALE** - Seller wants to retire. **2013 Gross ~\$850K,** mostly CASH/PPO, 10+ yrs goodwill, ~1,700 sq. ft., 4 fully eq. ops., high tech office, located at the corner in commercial building. Great visibility & ample parking. #PD414D.
- VENTURA DENTAL PRACTICE FOR SALE** - **Gross ~\$420K.** High visibility. Busy main street. Mostly PPO & Capitation. Absentee Owner. Family practice including Ortho, Pedo, Oral Surgery, Endo, Perio, & General Practice. 5 eq. ops, ~1,782 sq.ft. **\*\*New Listing!\*\***
- ARTESIA DENTAL PRACTICE & REAL ESTATE FOR SALE** - **2013 Gross ~\$850K.** Mostly CASH/PPO. Spacious office ~3,580 sq.ft. in freestanding building w/ private parking lot. 6 ops. Busy street & excellent visibility. Building generates rental income from other units.
- COVINA STARTER DENTAL PRACTICE FOR SALE** - 3 ops. ~900+. Low rent. Close to Fwy 10. #CVN71T. **\*\*New Listing!\*\***
- DOWNEY DENTAL PRACTICE FOR SALE** - 3,400 sq.ft., 7 ops. Shopping ctr. Mostly insurance patients. Diverse population. DN411J.
- HAWAIIAN GARDENS DENTAL PRACTICE FOR SALE** - **2013 Gross ~\$275K.** Shopping ctr. Busy streets. 4 ops, ~1,200 sf. #HG423KL.
- LOS ANGELES DENTAL PRACTICE FOR SALE** - **2013 Gross ~\$630K.** 3 ops, 1,300 sq ft., diverse patient population. #LA414NMB.
- ROSEMEAD DENTAL PRACTICE FOR SALE** - 30+ yrs of goodwill. Seller is Retiring. 2 ops ~800 sq.ft. Low rent. #RM811HS.
- PARAMOUNT DENTAL PRACTICE FOR SALE** - Mostly Cash/PPO. ~1,200 sq. ft. 4 ops. Shopping center with major anchor.
- PANORAMA CITY DENTAL PRACTICE FOR SALE** - 2 eq. ops. + 2 add't plumbed. ~1,400 sqft.+. Low rent. **\*\*New Listing!\*\***
- SAN GABRIEL STARTER PRACTICE FOR SALE** - 2 ops, ~1,000 sqft. Busy shopping center with anchorages. Low rent. #SG3614H.
- SOUTH GATE STARTER PRACTICE** - Busy streets. ~1,500 sq.ft, 4 ops + 1 plumbed. Excellent visibility. #SC720T2. **\*\*New Listing!\*\***
- SOUTH GATE STARTER PRACTICE** - Corner office on major streets. Newly renovated. 2 eq. ops + 6 plumbed ops. ~3,200 sqft.
- VALENCIA DENTAL PRACTICE & REAL ESTATE FOR SALE** - **Gross ~\$570K.** Mostly PPO/Cash. Spacious office ~ 2,200 with 6 ops. Medical bldg. built in 2007. Family practice including cosmetic, implant & orthodontics. Close to Freeway 5. #VRE8411O. **\*\*New Listing!\*\***
- WHITTER DENTAL PRACTICE FOR SALE** - 3 ops. ~1,000 sqft. Busy major intersection. Good signage & visibility. #W77CC2.
- MISSION VIEJO DENTAL PRACTICE & REAL ESTATE FOR SALE** - **Gross ~\$530K.** ~2,703 wit 3 eq. ops. + 2 add't plumbed.
- LAKE FOREST DENTAL PRACTICE FOR SALE** - 2013 Gross ~\$276K. Shopping ctr.~1,700 sq. ft. with 3 eq ops + 2 add't plumbed ops.
- IRVINE STARTER PRACTICE FOR SALE** - Busy street. Shopping ctr with anchor stores. ~1,050 sqft, 3 ops. Near Fwy 5. #IR625S.
- LA JOLLA DENTAL PRACTICE FOR SALE** - **Office gross ~\$350K,** mostly PPO Patients, 2 fully equipped operatories, ~1,000 sq.ft.
- OCEANSIDE DENTAL PRACTICE FOR SALE** - Located in strip mall, 4 ops, ~1,200 sq.ft., 10 years of goodwill, mostly CASH/PPO.

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# ! SCUMBAG ALERT !



Apparently an individual passing himself off as Scott Turner (and may be using additional names) and using the email address **gen2rule17@gmail.com** has discovered The Dental Trader and is contacting doctors who are advertising goods for sale on our Ad Board. He pretends to be an interested buyer. We have received evidence of fraud from a doctor who was offered more than the asking price for his equipment. Scott Turner is passing fraudulent checks. Online searches of this character produced other scams he appears to have engaged in, you can view these scam alerts below:

If you are selling an item, always ALWAYS make sure you are paid in full before shipping anything! If accepting a check or cashier's check, allow that check to clear first. If you receive an overpayment and the buyer requests you "reimburse" him the difference, DON'T DO IT! This is a scam. Because Scott Turner is not a Dental Trader advertiser and we don't even know if there is a "real Scott Turner" or not...we have not added him to our Consumer Alert. If you are advertising an item for sale and contacted by this individual please notify The Dental Trader immediately so we may assist law enforcement in apprehending this scumbag.

<http://www.dotmed.com/virtual-trade-show/category/Honest-%26-Dishonest-Dealings/Discussions/Forums/Beware-Scott-Turner/46032>

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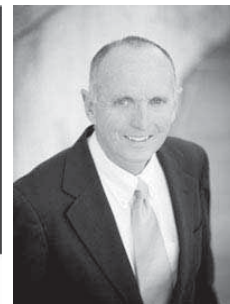
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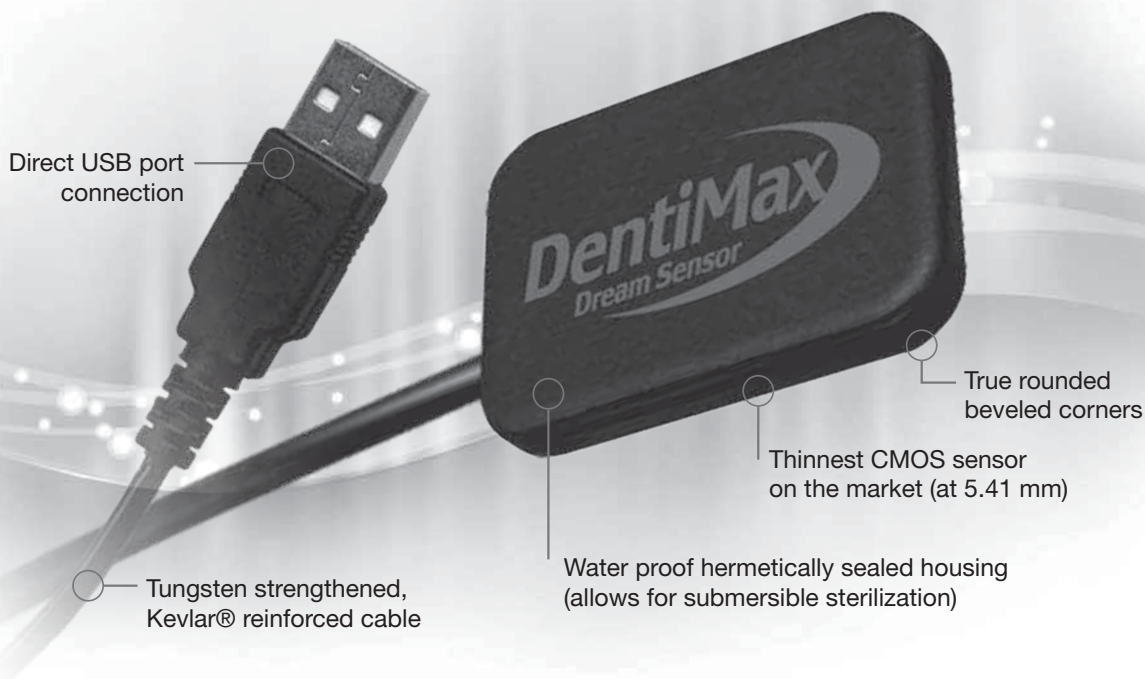
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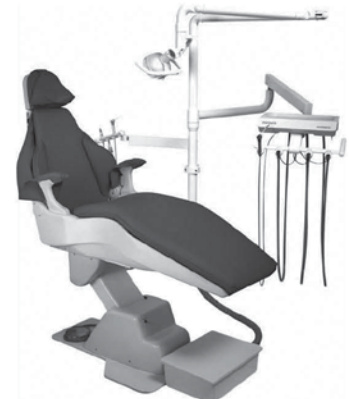
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# CALIFORNIA PRACTICE SALES, INC.

Specializing in the Selling and Appraising of Dental Practices



## *Why dental partnerships usually do not work in California:*

The [partnership] wonder drug has side effects that are not always apparent, and the following three partnership pitfalls should be understood and considered before entering into a buy-in.

- Loss of control occurs when a shareholder has less than a majority interest, making that party a minority shareholder. Even a 50-50 arrangement results in both parties being minority shareholders, since neither shareholder has control over any issue. Important issues can reach an impasse when neither party has the control to establish policy. The ultimate resolution to these dilemmas is the dissolution of the partnership, which can be as contentious as a bitter divorce.

Smart dentists will want to own a majority interest, but this strategy depends on another dentist being willing to buy a minority interest, thus having no control. Buying a minority interest is similar to buying a job, and dentists today are in sufficient demand that they do not need to pay for a job.

- Loss of marketability is another consequence of converting a practice into undivided interests with the creation of minority shares.

- Loss of value occurs when a shareholder buys a minority interest. Dental practice buyers are generally not interested in a career that has no control associated with it. Thus, the demand for owning a minority interest is lower than the demand for a majority or controlling interest, and frequently results in lower offers for minority interests. Too often, a dentist will seek an appraisal for a whole practice and then divide the price by two in order to price a 50 percent interest. In reality, a minority discount must be applied to come up with the true value of the minority interest. The range of minority discounts may be extreme, depending on the quality, location, history, and characteristics of the practice.

- Shareholder conflict is the result of all parties being subject to the same practice policies and structure, even though a single, given policy may be inappropriate for one or more of the parties. Each management decision will affect all shareholders universally. Decisions on pension plans, renting or building an office, staff, equipment, compensation, and the hundreds of other administrative details of managing a practice will undoubtedly raise controversy and ill-will with the subordinate party. The constant need for consensus increases the potential for

conflict between the shareholders.

When a partnership goes bad, it can be one of the worst experiences a dentist will face! I have observed partnership dissolutions that have taken as long as three years to resolve. Imagine two partners in a marriage, each trying to remove his or her personal interest, and you have an idea of what a dental-partnership dissolution looks like.

If partnerships were an efficient and effective management structure, we would see two partners commanding airline companies, the military, and governments, but this is not the case. Unity of command is an important management principle that is most successfully applied in business, government, and the military ... and also functions best in dental practices.

*California Practice Sales is a founding member, and the only Broker affiliated with America Dental Sales in Southern California (ADS).*

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President

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### Robert A. Palumbo

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*Article contributed by Earl M. Douglas, DDS, MBA, BVAL, member of America Dental Sales (ADS).*

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### Buyers:

We have 3 professional Broker/Agents to assist you in understanding how to purchase a dental office. Call for your **1 on 1 Consultation**

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### FEATURED LISTINGS

**GARDEN GROVE (GP)** - Turn-Key office with 50 years of goodwill, the practice moved to this corner location in 1984, and was handed down from father to son, who is now the owner of the practice and the building. Building is for sale. There is ample parking in the private lot located at the rear of the building. The practice is less than .1 miles from freeway, with easy access to on and off ramps. The large signage that is visible from the freeway, is grandfathered by the city (signage can no longer be built in this area). Every morning and evening, heavy traffic is stopped right out in front of the practice because of the signal light. This practice consists of 4 equipped operatories with Eagle Soft software in a 1,745 sq ft office. Seller works approx. 2.5 days/wk and sees approx. 7-15 patients/day. Projecting approximately \$133,381 for 2013 (fiscal year). Please contact your CPS Agent for more details. **Property ID #4539.**

**SOUTH PASADENA** - General practice with 4 equipped operatories located in a 1,100 sq. ft. suite on a two story Medical/ Dental building with 25 Years of Goodwill. Retiring Seller is currently working 4 dys/wk. Income is approximately 80% PPO & 20% Cash. It's computerized with Soft Dental software and Digital X-ray. Projecting approximately \$599,748 for 2014 w/ a Buyer's Net of \$220,926. Please contact your CPS Agent for more details. **Property ID #5000.**

**VICTORVILLE** - General practice located in a one story shopping center near Kaiser and close to a Target. Good location. Practice consists of 3 equipped operatories, 1 plumbed not equipped in a 1,450 sq ft suite. It's computerized with Practice Web software. Digital with 2 sensors. Seller moved to out of state in is now working 10 days/mo and averaging \$20K/mo. Sees approximately 10-12 patients/day. The income source is approximately 95% insurance and 5% cash. No advertising. 100% patient referral. Equipment is approximately 4 years old. Remodeled in 2010. Great practice with a Buyer's net of \$167,526. Projecting \$243K for 2014. Please contact your CPS Agent for more information. **Property ID #4551.**

**WEST COVINA** - Established in 1993, this General practice is located in one story building with rear parking, great visibility, and signage. Seller works 4 days/wk with 2 days/wk of hygiene. Income source is approximately 50% insurance / 25% cash / 25% Denti-cal. Seller sees approximately 10-24 patients/day. Minimal advertising. The practice consists of 3 equipped operatories and 1 plumbed not equipped, in an approximately 1,000 sq ft office. It's computerized with Easy Dental software. Great office. Grossed \$402K in 2013. Buyer's net of \$65,219. Office is averaging \$31K in monthly revenues. Please contact your CPS Agent for more details. **Property ID #4237.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



### GREATER LOS ANGELES COUNTY

**CHATSWORTH (GP)** – Well established practice with 38 years of goodwill located in a single story busy strip mall. Great signage and visibility. Heavy traffic flow. Seller work 3 days/wk with Associate (mainly hygiene) 2 days/wk. Practice consists of 5 equipped operatories, lab room, storage room, Pano room, sterilization room, dark room, and private office in a 1,377 sq ft office with digital cameras. It's computerized with Dentrix software. Minimal advertising. Has reasonable rent payment. Income source is approximately 50% insurance, approximately 49% cash and approximately 1% capitation. Grossed \$918K in 2013. Projecting approx. \$926K for 2014. Buyer's net of \$492K. Great opportunity. Please contact your CPS Agent for more information. **Property ID #4537.**

**GLENDALE (GP)** – Well established practice with 22 years of goodwill. This great office is located in a 2 story building (on first floor) with excellent traffic flow. Seller is currently working 3.5 days/wk with 1 day/wk of hygiene. Seller sees approximately 20 new patients/mo. The practice consists of 3 equipped operatories, lounge room, 2 storage rooms, sterilization room, and private office in 1,050 sq. ft. suite. No advertising. 100% patient referral. Equipment semi new to older. Income source is approximately 51% insurance, approximately 30% cash and 19% capitation (approximately \$4,300/mo in cap checks). Grossed \$422,589 in 2013. Projecting approx. \$424K for 2014. Has a buyer's net of \$170,766. Seller will be retiring. Please contact your CPS Agent for more information. **Property ID #4503.**

**HAWTHORNE** – General turn-key practice located in a corner single story free standing building with excellent visibility and private parking lot. It has been a landmark for dentistry for over 65 years. The practice has recently been remodeled and consists of 6 equipped operatories and 1 plumbed not equipped operatory in approximately 1,997 sq ft office. It's computerized with Eaglesoft software and Digital X-ray. Seller is working 1 1/2 days per week with Associate 1 day per week. See approximately 8-10 patients per day. Income source is approximately 14% insurance and approximately 86% cash. Minimal advertising. Excellent opportunity for a full time Buyer. Seller will be focusing on primary office. Contact your CPS Agent for more information. **Property ID#4519.**

**LOS ANGELES Price Reduced!** – Turn-key general practice located in a multi story professional building. This modern designed practice consists of 3 equipped operatories, sterilization, and private office in approximately 824 sq ft suite. The office is computerized with Easy 2000 software and the equipment is approximately new to 3 years old. Has a long term lease. Seller is currently working 1 day/wk and sees approximately 8-10 patients/day and approximately 10-15 new patients/mo. Income source is approximately 50% insurance and approximately 50% cash. No HMO. Small advertising. It's a great potential for a full time and right buyer. Seller will be focusing on primary practice. Please contact your CPS Agent for more information. **Property ID #4467.**

**NORTH HOLLYWOOD** – Turn-Key General Practice located in a single story building with great visibility and rear parking. Well established practice with over 20 years of goodwill. Seller works 3 days/wk and sees approximately 6-10 patients/day. Income source is approximately 70% insurance and approximately 30% cash. Accepts only PPO plans. Does minimal advertising. The practice consists of 3 equipped operatories in a 1,250 rentable sq ft office. It's computerized with Lytec software and has a new digital x-ray. Grossed approximately \$195,015 in 2013. Projecting approx. \$200K for 2014. Great potential for a full time buyer. Please contact your CPS Agent for more details. **Property ID #4523.**

**SOUTH PASADENA** – General practice with 4 equipped operatories located in a 1,100 sq. ft. suite on a two story Medical/ Dental building with 25 Years of Goodwill. Retiring Seller is currently working 4 dys/wk. Income is approximately 80% PPO & 20% Cash. It's computerized with Soft Dental software and Digital X-ray. Projecting approximately \$599,748 for 2014 w/ a Buyer's Net of \$220,926. Please contact your CPS Agent for more details. **Property ID #5000.**

**TEMPLE CITY (GP)** – Long established practice with 46 years of goodwill located in single story two suite dental building with option to buy. This practice consists of 3 equipped operatories, lab room, sterilization room, dark room, and private room in a 1,015 sq ft suite. Shares reception room only. Seller works 3.5 days/wk and sees approximately 5-6 patients/day. Income source is approximately 38% insurance and approximately 62% cash. Not computerized. Has older equipment. Grossed \$124,644 in 2013 and Projecting \$164,467 for 2014. Buyer's net of \$53K. Have revenues of \$13K/mo. Great practice. Please contact your CPS Agent for more information about this great office. **Property ID #4553.**



# CALIFORNIA

## Specializing in the Selling

Alice C. King, V.P.

**TORRANCE (GP) Price Reduced!** – 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 \$314,250 in 2013. Have revenues of \$27K/mo. Buyer's net of \$84,995. Please contact your CPS Agent for more information about this great office. **Property ID #4375.**

**TORRANCE** – General practice located in a busy single story shopping center with lots of traffic. Practice consists of 3 equipped operatories, sterilization/lab combo, consultation room, lounge room, and private office in an approximately 1,046 sq ft suite. Computerized with digital x-ray. Seller works 4 days/wk and sees approximately 10-12 new patients/mo. No HMO. Grossed \$321,051 in 2013. Practice is averaging \$27K in monthly revenue. Great office. Please contact your CPS Agent for more details. **Property ID #4477.**

**WEST COVINA** – Established in 1993, this General practice is located in one story building with rear parking, great visibility, and signage. Seller works 4 days/wk with 2 days/wk of hygiene. Income source is approximately 50% insurance / 25% cash / 25% Denti-cal. Seller sees approximately 10-24 patients/day. Minimal advertising. The practice consists of 3 equipped operatories and 1 plumbed not equipped, in an approximately 1,000 sq ft office. It's computerized with Easy Dental software. Great office. Grossed \$402K in 2013. Buyer's net of \$65,219. Office is averaging \$31K in monthly revenues. Please contact your CPS Agent for more details. **Property ID #4237.**

**WOODLAND HILLS** – Leasehold Improvements & Equipment Only! Great starter practice located in a multi story medical/dental building adjacent to numerous amenities in the Warner Center area. Near major shopping mall. Practice consists of 4 equipped operatories, lab area, sterilization room, lounge room, consultation room and private office in a 1,500 sq ft office. This location has been a dental office for approximately 35 years. Seller merged practice into his primary office. Please contact your CPS Agent for more details. **Property ID #5002.**

## ORANGE COUNTY

**ANAHEIM** - Leasehold Improvements & Equipment Only! In existence since circa 1965, this practice is located on a major busy street in a free standing building. It's right down the street from amusement parks and restaurants in a heavy retail area. The practice consists of 4 equipped operatories, lab/sterilization combo, private office, lounge/business office and dark room in a 1,327 sq ft office. It has a relaxed atmosphere. It is enhanced by garden views from the operatories giving natural light. Seller is moving his office to a new building. Great opportunity. Please contact your CPA Agents for more details. **Property ID #4517.**

**ANAHEIM** – Leasehold Improvements & Equipment Only! Historical dental office since 1989 located in a single story building with private parking. In busy intersection and surrounded by shopping centers and residential areas. Great signage. Practice consists of 4 equipped operatories in a 1,680 sq ft office. It's computerized with Diamond Dental software. Motivated seller is the Landlord. Great opportunity for a GP. Please contact your CPS Agent for more details. **Property ID #4535.**

**FOOTHILL RANCH** – Price Reduced! Leasehold Improvements and & Equipment Only! Beautiful office with 2 spacious equipped operatories and 2 plumbed not equipped for expansion, sterilization area, large lounge and private office. Practice located in a 2 story medical / dental building on the second floor in a 1,754 usable sq ft suite. Great opportunity for a GP or Specialist. Motivated seller moved office leaving a clean, bright, nicely designed suite. Please contact your CPS Agent for more details. **Property ID #4425.**

**FOUNTAIN VALLEY** – Turn-key general practice with 40 years of goodwill. This practice is located in busy shopping center. Retiring seller is working 3 days/wk and sees approximately 5-10 patients/day. Practice is approximately 80% insurance and 20% cash. No advertising. 100% patient referral. Consists of 3 equipped operatories and 1 plumbed not equipped operator. Not computerized. Grossed \$140,251 in 2013. Projecting \$148K for 2014. Good opportunity for a 1st time buyer. Please contact your CPS Agent for more details. **Property ID #4545.**

**GARDEN GROVE (GP)** -Turn-Key office with 50 years of goodwill, the practice moved to this corner location in 1984, and was handed down from father to son, who is now the owner of the practice and the building. Building is for sale. There is ample parking in the private lot located at the rear of the building. The practice is less than .1 miles from freeway, with easy access to on and off ramps. The large signage that is visible from the freeway, is grandfathered by the city (signage can no longer be built in this area). Every morning and evening, heavy traffic is stopped right out in front of the practice because of the signal light. This practice consists of 4 equipped operatories with Eagle Soft software in a 1,745 sq ft office. Seller works approx. 2.5 days/wk and sees approx. 7-15 patients/day. Projecting approximately \$133,381 for 2013 (fiscal year). Please contact your CPS Agent for more details. **Property ID #4539.**



# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Robert A. Palumbo, Executive V.P/Partner

**RANCHO SANTA MARGARITA** – Leasehold Improvement Only!! This modern designed practice consists of 4 plumbed not equipped operatories, sterilization/lab combo area, lounge room, storage room and private office in a approximately 1,267 sq ft suite. It's located in a two story dental building with heavy traffic flow. Motivated seller purchased condo nearby. Seller is offering the buyer the ability to utilize the office 2 days/wk until seller moves out. Excellent opportunity for GP or Specialist. Please contact your CPS Agent for more information. **Property ID #4483.**

**SANTA ANA (GP)** – Seller established practice in 2006 and is located on the first floor of a 3 story medical/dental building. Practice is located on one of the busiest intersections of Santa Ana. This modern designed office consists of 3 equipped operatories, lab room, sterilization room, private office, storage room, and lounge room in a 1,208 sq ft suite. Computerized with Eagle soft software. The equipment is new to 8 years old. NO HMO. Minimal advertising. Grossed \$1,093,288 in 2013. Buyer's net of \$295K. Seller works 2 days/wk and sees approximately 20-24 patients/day. Great practice. Please contact your CPS Agents for more details. **Property ID #4547.**

**SOUTH COAST METRO AREA** – Modern designed General Practice located in a corner single story medical dental professional building. With nearly 45 years of goodwill, this practice is an icon in the local community. Practice consists of 2 equipped operatories, sterilization and lab room, storage room, and private office in a 715 sq ft suite. It's computerized with Dentrix software and Digital X-ray. Equipment is approximately 1-7 years old. 100% patient referral. This practice is extremely profitable with a Buyer's net of \$258,460. Projecting approximately \$495K in 2014. Seller is moving out of state. Please contact your CPS Agent for more information. **Property ID #4549.**

**TUSTIN** – Leasehold Improvements & Equipment Only! Modern designed practice located on a busy intersection in a single story professional plaza with private parking. Surrounded by shopping centers and residential areas. A dental office circa 1990. Practice consists of 4 equipped operatories and 3 chairs in open bay in a 2,600 sq ft suite. It's computerized with Diamond Dental software. Equipment is new to 10 years old. Seller is landlord. Great opportunity for a GP. Please contact your CPS Agent for more details. **Property ID #4533.**

### RIVERSIDE & SAN BERNARDINO COUNTIES

**CATHEDRAL CITY Price Reduced!** – Established in early 2013, this general Turn-Key practice is located in a corner free standing building with rear parking and heavy traffic flow. Absentee owner with 2 Associates working 6 days/wk and seeing approximately 38 new patients per month. Then income source approximately 80% insurance and 20% cash. NO HMO. Does minimal advertising. The large practice consists of 4 spacious eq. ops, 3 plumbed not equipped, lab, sterilization area, lounge, large office manager office, Pano X-ray room, and storage room on approximately 5,800 sq. ft. office. Has new equipment. It's computerized with Dentrix software. Great opportunity for a GP or Specialist. Contact your CPS Agent for more details. **Property ID #4525.**

**CHINO** – Established in 1996, this general practice is located in a busy single story strip mall. The practice consists of 4 equipped operatories, 1 plumbed not equipped operator, sterilization/lab room, lounge room, 2 storage rooms, dark room, and 2 private office in a approximately 1,620 sq ft suite. Computerized with Eaglesoft software. No digital. Seller works 3 days/wk and sees approximately 15-25 patients/day. Grossed approximately \$401K in 2013. Buyer's net of \$85K. Practice is approximately 78% Denti-cal. Contact your CPS Agent for more details. **Property ID #4495.**

**CHINO HILLS** - Leasehold Improvement & Equipment Only! This dream practice was built out when a rare opening in the Costco Center became available. Everything is completely new, and built out exquisitely. Over \$8,000 was invested in just the frameless glass frontage, giving maximum exposure to the restaurants and retail store next to, and surrounding our practice. There is more traffic in the parking lot, than many major intersections in the area. The practice consists of 3 equipped operatories, 2 plumbed not equipped, lab & sterilization area, lounge room, storage room, consultation room, dark room, and private office in a approximately 1,470 sq ft suite. Move on your dream practice now, or it will be somebody else's! Area is surrounded by residential homes. **Property ID #4501.**

**LA QUINTA Price Reduced!** - One of the fastest growing cities in California - Leasehold Improvements & Equipment Only!! 3 fully eq. ops., 1,000 sq. ft. suite located in a strip shopping center. Computerized office with Dexis software, intra oral camera and Dexis Digital X-ray. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. **Property ID#4531.**

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# CALIFORNIA

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Tina Ochoa, V.P.

**MURRIETA (GP)** – Well established practice with 24 years of goodwill, this office is located in a busy shopping center with ample parking. Seller works 4 days/wk with 5-6 days of hygiene/wk. Sees approximately 10-12 new/month. Income source is approximately 80% insurance and 20% cash. No HMO. 100% patient referral. Practice consists of 5 equipped operatories, 1 plumbed not equipped, equipment room, storage room, sterilization/lab combo room, private office and play room (plumbed) in a 1,856 sq ft office. It's computerized with Softdent software and digital-x-ray. Grossed \$581K in 2013. Buyer's net of \$157K. Great practice. Seller will be moving out of state. Please don't hesitate to contact your CPS Agent for more details. **Property ID #4529.**

**MURRIETA** - Leasehold Improvement & Equipment Only! This modern designed practice is located in a one story condo which you have the option to rent or buy. Practice consists of 4 equipped operatories, sterilization area, storage room, and private office in a 1,350 sq ft office. Computerized with Easy Dental software. Equipment like new. Great practice to start a specialty or GP office. Near residential community. Please contact your CPS Agent for more details. **Property ID #3221.**

**ONTARIO GP** – Practice consists of 4 eq. ops. in 1,200 sq. ft. suite located in a busy shopping center off the 60 freeway. Rent is very reasonable at \$2,892/mo. 24 Years of goodwill. Softdent Software, Intra Oral Camera, & equipment that averages 5 years old. Projecting approx. \$387,438 for 2014 on a 3 day work week. Please contact your CPS Agent for more details. **Property ID #4421.**

**PALM DESERT Price Reduced!** – 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. 100% patient referral. Have monthly revenues of approximately \$28K/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** – General practice established in 2005 and located in a one story free standing building. Practice consists of 3 equipped operatories with Practice Web software and digital x-ray. Major equipment is approximately 2 years old. Suite is 1,200 sq ft. Seller is working 5 days/wk and sees approximately 8-10 patients/day. Income source is approximately 25% insurance, 65% cash and 10% Denti-cal. Does little advertising. Grossed \$357,312 in 2013. Please contact your CPS Agent for more information. **Property ID #4487.**

**SAN BERNARDINO Price Reduced!** – Well established General Practice with over 20+ years of goodwill located in two story professional building. Great street visibility. Seller works 2 days/wk with Associate 2 days/wk, Ortho 1x/mo, Perio 1x/mo and O.S. 1x/mo. The income source is approximately 50% insurance, 20% insurance & 30% Capitation (\$7K-\$8K in monthly cap checks). No advertising. 100% patient referral. Practice consists of 13 equipped operatories, 1 plumbed not equipped, storage room, Panorex x-ray room, 2 sterilization area, 2 business offices, and 4 private offices in a 4,000 sq ft suite. Computerized office with Dentrix software. Major equipment is approximately 5-20 years old. Great large practice. For more details, please contact your CPS Agents. **Property ID #4419.**

**SAN BERNARDINO COUNTY (GP)** – Well established practice in affluent community with over 30 years of goodwill. This practice is located in a two story stand alone building. Building is for sale. Practice consists of 6 equipped operatories in a 3,500 sq ft office. It's computerized with Eaglesoft software, Digital X-ray and intra oral cameras. New computers. Seller works 4 days per week with 6 days/wk of hygiene and sees approximately 12-13 patients/day and approximately 30 new patients/mo. 100% cash practice. Projecting \$1,300,000 for 2014 with a Buyer's net of \$360K. Seller is moving out of state. Great practice with excellent street visibility on corner location. Please contact your CPS Agent for more information. **Property ID #5004.**

**VICTORVILLE** – General practice located in a one story shopping center near Kaiser and close to a Target. Good location. Practice consists of 3 equipped operatories, 1 plumbed not equipped in a 1,450 sq ft suite. It's computerized with Practice Web software. Digital with 2 sensors. Seller moved to out of state in is now working 10 days/mo and averaging \$20K/mo. Sees approximately 10-12 patients/day. The income source is approximately 95% insurance and 5% cash. No advertising. 100% patient referral. Equipment is approximately 4 years old. Remodeled in 2010. Great practice with a Buyer's net of \$167,526. Projecting \$243K for 2014. Please contact your CPS Agent for more information. **Property ID #4551.**

### VENTURA, SANTA BARBARA & KINGS COUNTIES

**CORCORAN** – Well established General Practice with over 50 years of goodwill located in a single story dental building with two suites. It's near residential community and elementary, middle and high schools. Seller is working an average of 26 hours per week and sees approximately 15-20 per day. The income source is approximately 60% insurance, 31.5% cash and 8.5 denti-cal. Boswell Industries is one of the strongest patient pool for the practice with Guardian Insurance. The practice is a 1,400 sq ft suite with 4 equipped operatories, 1 plumbed not equipped operator, lab room, x-ray room, sterilization room, dark room, and a private office. It's computerized with CDM Software. Equipment is older. Does minimal advertising. Has a flat lease. Seller is moving to Southern California. Grossed \$281K in 2013 and projecting \$297K for 2014. Buyer's net of \$136K. Please contact your CPS Agent for more details. **Property ID #5001.**

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**OJAI** – This general practice established in 1974 and it is located in a one story free standing building near residential area and across the street from a school. Retiring dentist works 4 days per weeks with 5 days per week of hygiene and sees approximately 7-10 patients per day. Income source is approximately 80% insurance and 20% cash. No advertising. 100% patient referral. Practice consists of 4 equipped operatories, lab room, sterilization room private office and storage/equipment room in an approximately 1,300 sq ft office. The practice is computerized with Care Stream software. The average of the major equipment is 7 years or older. Has reasonable rent. Practice grossed \$509K for 2013. Buyer's net of \$141K. The monthly revenues are \$44K. It's an excellent opportunity in a great area. Please contact your CPS Agent for more details. **Property ID #4515.**

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**LOS ANGELES (PERIO)** – Beautiful practice located in the very desirable Miracle Mile. The office offers an incredible built out consist of 5 equipped operatories with amazing views to the city. No digital x-ray, however, is completely prewired through discrete floor access for all computers and digital x-ray. Major equipment is 5 years and has Dentrix software. Seller is currently working 4 days/wk and sees approximately 14-16 new patients per month. Income source is approximately 20% insurance and approximately 80% cash. The practice was established approximately 18 years ago. Grossed \$626,831 in 2013. Buyer's net of \$131,554. Great office with a flat rate lease. Please contact your CPS Agent for more details. **Property ID #4489.**

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**SIMI VALLEY / CAMARILLO (ORTHO)** – These two practices are to be sold together. Each practice have 6 chairs in open bay. They are computerized with Orthoware software. Seller works approximately 2.5 days/wk between each office. Sees approximately 25-30 patients/day. Fee for service practice. Patients travel back in forth. Simi Valley is located in a 1,260 sq ft suite on a two story shopping center. Camarillo is located in a 1,270 sq ft suite on a two story medical building. Grossed \$306K in 2013 and projecting \$307K for 2014. Has a Buyer's net of \$68K. Please contact your CPS Agent for more information. **Property ID #5003.**

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### CENTRAL AND NORTHERN CALIFORNIA LISTINGS

**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

**FOLSOM/EL DORADO HILLS: PRICE REDUCED**  
- Like-new office with 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2 1/2 days of Hygiene. Practice utilizes Dextrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103

**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

**FRESNO:** General Dentistry. This 5 Op, 2,000 sq. ft. office is located in North Fresno. The practice was started by the owner in 1997. There are 5 days of hygiene with 23 new patients per month. 2013 GR of \$789,000. Equipment is approx. 5 years old. Owner is retiring. Practice #CA171

**GREATER LINCOLN/ROSEVILLE:** General Practice. 2,150 sq. ft. leased suite in shopping center. 3 equip. Ops (2 add'l plumbed). Intra-Oral, Digital X-ray, Laser, Eaglesoft software. 2013 GR of \$528K. Practice #CA165

**GREATER PITTSBURG AREA: PRICE REDUCED**  
by \$122,000 - 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

**GREATER ROSEVILLE/ROCKLIN/LINCOLN:** General Dentistry Practice. 2013 GR of \$350,671. Well-designed, tastefully decorated 1,887 sq. ft. office with 2 equipped Ops (3 additional plumbed). 3 day hygiene, equipment is approx. 7 years old, Eaglesoft software. Practice #CA154.

**GREATER SACRAMENTO: PRICE REDUCED** by \$50,000 – 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. Practice #CA138

**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. Practice #CA140 – In Escrow

**GREATER SACRAMENTO:** General Dentistry Practice: Well-established GP practice in 1,600 sq. ft. office with 5 equipped ops (1 additional plumbed). Eaglesoft software, E4D, Intra-Oral, and Pano. 9 days Hyg/week. 2012 fiscal year GR of \$888K+. Seller refers out most specialty services. Owner retiring. Practice #CA156 – In Escrow

**MILPITAS:** General Dentistry Practice: Beautiful, updated office on main thoroughfare in well-maintained professional building. 5 fully equipped Ops in 1,650 sq. ft., including Pano, Intra-Oral Camera, and Laser. 2013 GR of \$935,000 with 7 days of Hygiene. Owner retiring after 35 years in present location. 45 years in the community. Practice #CA180

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

**NORTHERN CALIFORNIA:** Periodontal Partnership Opportunity: One of two partners is retiring from a very successful Perio Practice. Office leased with 1,500 sq. ft., 6 Ops, and Dextrix software. Has been in present location for many years. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. Practice #CA168

**NORTHERN CALIFORNIA:** Endodontic Practice: Well-established satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft.. Two microscopes, Digital. 2013 GR \$319,865. Practice #CA158 – In Escrow

**NORTHERN CALIFORNIA:** Endodontic Practice: Endodontic office in 1,021 sq. ft. with 4 equipped Ops, 1 add'l available. 3 surgical microscopes, Dextrix software. 2013 GR of \$337K, practice in current location for over 30 years, owner retiring. Practice #CA169

**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

**PLUMAS COUNTY: PRICE REDUCED** – 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

**SACRAMENTO:** General Practice: 2,400 sq. ft. office w/7 equipped Ops, 1 add'l plumbed. Located in one of Sacramento's historic, well-established neighborhoods. Intra-Oral Camera, Digital X-ray, Pano, Softdent software. 2013 GR \$711,014. Owner retiring. Practice #CA182

**SAN FRANCISCO: FINANCIAL DISTRICT** – General Practice. Beautiful, modern office with 1,744 sq. ft. with 5 Ops, 4 equipped. 2013 GR of \$906K in 177 Dr. days with Adj. Net of \$388K, 6 days of Hyg. Pano, Digital X-ray, Intra-oral camera, Softdent software. Owner retiring due to health issues. Practice #CA162

**SAN JOSE:** General Practice: Nestled between the Evergreen and Silver Creek districts, this high traffic professional center boasts 3 fully equipped Ops in 1,200 sq. ft. with Pano X-ray and Eaglesoft software. 2013 GR of \$370,000 on 30 hour work week with 2 days of Hygiene. Located on a major intersection with Health Care and other businesses nearby. Owners are downsizing. Practice #CA178

**SAN MATEO:** General Practice: Professionally designed office across from shopping area with 5 Ops plumbed, 4 equipped in 2,150 sq. ft. 2013 GR of \$708,000 with 5 days of Hygiene. Dextrix software, Digital X-ray, Film based Pano, Intra-Oral Camera, and 9 years new, top-of-the-line equipment. Owner is retiring from private practice. Practice #CA179

**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, Dextrix Software. Seller is moving. Practice #CA550

**SANTA MARIA:** This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 fully equipped Ops in 1,500 sq. ft.. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 GR of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. Practice #CA166

**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. Large 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

**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

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## SOUTHERN CALIFORNIA LISTINGS

**BALDWIN PARK:** *NEW LISTING* General Dentistry Practice with 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$317K GR and \$163K Adjusted Net in 2013. Seller is relocating out of state. Practice #CA176

**BANNING:** *NEW LISTING* - General Dentistry Practice with 6 Ops in 1,873 sq. ft. Practice features digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5MM. Practice #CA183

**BEVERLY HILLS:** 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

**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. \$493K 2013 GR, seller is retiring. #CA109

**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 - *In Escrow*

**GREATER LOS ANGELES AREA:** *NEW LISTING* - Periodontal Practice with 5 Ops, Dentrix, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, long-time staff and 34 Years of Goodwill. Practice #CA173

**HUNTINGTON BEACH:** General Dentistry Practice has been established for 18 years. Spacious suite with 5 Ops, 3 Equipped in a great location near ocean. Practice #CA155

**INDIAN WELLS:** This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 3 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. 2012 GR were \$284K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530

**LAMESA:** 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

**LONG BEACH:** General Dentistry Practice with 8 Ops, 6 equipped, in 3,100 SF. This is an associate-run practice with \$1.2M GR and 8 days of hygiene per week. Utilizes Dentrix and Digital x-rays with 3 sensors. Practice #CA152

**MURRIETA:** General Dentistry Practice with 7 Ops, Schick Digital X-rays, CEREC, and Dentrix. 2013 GR of over \$1.4MM and over \$512K Adj. Net. Practice #CA163

**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 - *In Escrow*

**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

**ORANGE COUNTY:** Oral Surgery Practice with 5 Ops in a professional building. Practice has been established for 8 years. 2013 GR of over \$1.4MM and \$875K Adj. Net. Practice #CA163

**ORANGE COUNTY:** Periodontal Practice with 6 Ops, 5 Equipped. 2013 GR of \$479K with \$164K Adj. Net on a 4 day week. Great OC location near freeway, hospital, and shopping. Practice #CA172

**REDLANDS:** General Dentistry Practice with 3 Ops has been established for 48 years. \$364K GR on 3 doctor days and 3 hygiene days per week. Practice #CA160

**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

**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 - *In Escrow*

**SAN BERNARDINO:** General Dentistry Practice with 4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with growth potential. Practice #CA150

**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. 2013 GR of \$170K working 3 days/week, room to grow! Practice #CA129 - *In Escrow*

**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. 2013 GR of \$295K. Practice #CA130 - *In Escrow*

**SAN DIEGO:** Retiring Dentist in a convenient, highly-desirable, central area of San Diego. 3-Op layout, with the dentist utilizing 2-ops. Small, quality driven FFS practice utilizing PracticeWorks. Ideal starter practice or an additional boutique practice location. Practice #CA161

**SAN DIEGO, NORTH COUNTY - INLAND:** *NEW LISTING* - General Dentistry: Modern 5-Operatory FFS Practice in a Professional Building. 1650 Sq. Ft., 2013 GR: over \$760K, with an Adj. Net of over \$300K. Dr. is relocating. Practice #CA184

**SAN DIEGO, SOUTH COUNTY:** This General Dentistry Practice with 3 Ops is in a retail center and has been established for over 6 years. Uses EasyDental and Digital X-rays with 3 sensors. GR of \$310K and \$120K in Adj. Net. Practice #CA175

**SAN FERNANDO VALLEY:** General Dentistry Practice with 3 Ops, 2 Equipped, 1 add'l plumbed. Practice has been established over 30 years. Practice utilizes EagleSoft and Schick Digital X-rays. 2013 GR \$177K. Practice #CA159

**SANTA ANA:** General Dentistry/Pedo/Ortho 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

**TEMECULA:** *NEW LISTING* General Dentistry Practice with 26 years of Goodwill and 6 Ops. EagleSoft with 14 workstations, digital, Pano, CEREC, and Intra-Oral Camera. Long-term staff and 4 days of hygiene/wk. \$794K GR and \$290K Adj. Net. Practice #CA174

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**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

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

## 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

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**CYPRESS PRACTICE FOR SALE** Dr. retiring from private practice which has been in existence for 40 years - 5 operatories in approximately 1200 sq. ft - grosses over \$400,000 on 3 1/2 days/week - Thomas & Fees Practice Sales (714) 544-4341.

**Space for lease** 1200 sf available in city of orange. Next to general dentist. Good for speciality. Contact yblldentist@gmail.com.

**Dental Lab Technician Needed** Our fixed laboratory department is hiring an experienced lab technician in crown & Bridges, porcelain veneers, zirconia and implant crowns. Excellent salary and benefits. Call 310-466-6950 or reply to finedentist@aol.com.

**GP DENTIST WANTED** PT/FT interest in PEDO. Bakersfield Area. Oral Sedation Certificate a plus. Please send resume to paulinanr@sbcglobal.net.

**Dental Scrap Recycling** by Crownmen Dental Scrap Refiners has a 100% customer retention rate. Call 402-290-9000 or visit www.Crownmen.com to read testimonials and schedule a pickup.

**Part-time GP wanted** Grand Terrace, CA. 2 days to start. 3-5 yrs experience. Must have excellent clinical skills. DrLalisa@hotmail.com.

**Front Office Managerial Position** Must be organized, familiar with Dentrix, and able to multitask. Duties: phones, scheduling, billing etc. (818) 321-7041 Email Resume: dentalresume1964@gmail.com.

**Looking for a Pedodontist** ASAP, Great opportunity, PPO/Cash office in San Pedro/Palos Verdes 310-755-8520.

**BOARD ELIGIBLE** ENDODONTIST AVAILABLE. Able to treat 6-8 cases a day including retreatments. Fewer wasted chair hours and time. losangelesendo@gmail.com.

**Almost new KaVo** Diagnodent Pen, with instructions. Only \$900. If interested, text 949-838-6655.

**BEAUTIFUL** MODERN, DIGITAL 3 OP OFFICE AVAILABLE FOR SUBLEASE IN THE HEART OF WEST LA. ALL DIGITAL, LARGE ROOMS WITH AMAZING 8TH FLOOR VIEWS, PERFECT FOR SPECIALTY TERMS ARE FLEXIBLE CONTACT DR VADIM KONVISER 323 203-9737, EMAIL KONVISERDDS@YAHOO.COM.

**Looking for dentists** to help with our HMO, PPO, and FFS. \$700 plus per day. Located in Visalia CA. visaliadental@yahoo.com.

**ORAL SURGERY IN YOUR OFFICE** (San Diego & surrounding counties). Stop referring out. Experienced Oral Surgeon will perform your surgical procedures in your office. IV Anesthesia available. Will bring assistant + all instruments & equipment. Flexible hours. Call (619) 806-0006.

**2HP dual head** Apollo Compressor & Air techniques vacuum. Few yrs old. Used 6months only. \$2700.00 & \$2450. Call Michael @ 949-533-2494.

## CHANGE OF ADDRESS FORM

**THE**  
**Dental Trader**  
*Buy, Sell or Trade all things Dental*

### OLD ADDRESS

Dentist's Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

### NEW ADDRESS

Dentist's Name \_\_\_\_\_

Calif. Dental License # \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Authorizing signature \_\_\_\_\_

#### PLEASE MAIL TO:

PO Box 2631, Capistrano Beach, CA 92624  
or Fax this form to 949.498.1198  
on or before the 1st of the month.

For faster filing, submit this form online at:  
**www.dentaltrader.com**

**Zoom Advance** power whitening system, \$500 obo. Also included waiting room mini model with LED, retractors, Call (818) 631-8180.

**small town** so of bakersfield gr 20 to 40k per month incl ortho 1800sq ft 5 ops with apt dental condo full price with RE condo \$250k bargain call PPS TOM FITTERER 714-832-0230.

**DDS wanted** for a high volume practice (Palmdale). Great compensation/bonus. PT/FT 2-5 yrs experience preferred palmsmile@yahoo.com or 661-947-9990.

**Unused Digital Pulp Tester** (Parkell Model D626D). New is \$350, sell for only \$250. If interested, text 949-838-6655.

**La Jolla office space** available to share with a specialist, preferably a prosthodontist. call 760-586-2347 or email drjwchands@yahoo.com.

**FREE 2015 WALL HANGING CALENDAR...**coming in your Dental Trader soon.

**GLENDAL/MONTROSE OFFICE** AND CHAIRS FOR RENT. A BEAUTIFUL 5 OPs, GREAT LOCATION GREAT TERMS MUST SEE. (818)517-0871.

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# READER AD FORM FOR DENTIST & STAFF ONLY

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We do not accept anonymously submitted ads

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

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### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed  Visa/MC

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Card # \_\_\_\_\_

3 Digit Security Code (on back of card)

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Exp. Date \_\_\_\_\_

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

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All Bold Type: Add \$10. ....(add option: \$10) \_\_\_\_\_

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Total # of words.....(first 20 words free-add \$1 per word after first 20 words) \_\_\_\_\_

**Total** \_\_\_\_\_

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City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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

Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month

# COMMERCIAL AD FORM FOR BUSINESSES

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

Submit this form online at: [www.dentaltrader.com](http://www.dentaltrader.com),  
mail w/check or Fax submissions  
(accepted w/charge card payment only) to 949-498-1198

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

\_\_\_\_\_  
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### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed  Visa/MC

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Card# \_\_\_\_\_

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This ad is for:  So. Calif.  No. Calif.  So. & No. Calif.

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20 words or less - \$20.....(\$1 per word, thereafter-65 words maximum) \_\_\_\_\_

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Black Box with Bold White Lettering.....(add option: \$20) \_\_\_\_\_

Total # of words..(first 20 words \$20-add \$1 per word after first 20 words) \_\_\_\_\_

**Total** \_\_\_\_\_

Name: \_\_\_\_\_

Charge Card Billing Address: \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month.



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**IRVINE** EST 1981 Low OH grt lease 3day hygiene BARGAIN BANK SALE SAN BERNARDINO 1.,5 MILL POTENTIAL \$220K

**LONG BEACH** EST 40 YR INCL DENTAL CONDO BARGAIN

**TORRANCE** PRESTIGIOUS BUSY ASIAN SHOP CTR. HI Tech gorgeous 3 op off estb 23 yrs. Full Prie \$350,000.

**San Dimas** HMO HMO HMO mo ch 8 to 10K Hi Identity shop centr seller work bck, refers a lot SPECIALIST OK.

**HUNTINGTON PARK** HI IDENTITY 50,000 autos per day 80 yr Seller 3 op Full Price 195,000

**IRVINE** GP EST 1981 Quality low overhead 4op Cash/indmnty one PPO gr 300plus 50% OH full price \$250,000 grt lease.

**SAN FERNANDO VALLEY** ESTB 40 YRS PT DDS GR 300K PLUS hundrs patients full time DDS will do \$ 500K RE.

**SAN FERNANDO VALLEY** BEST HISPANIC CORNER GR 1.25 MILLION. IN TIME WILL DO 2 MILLION RE AVAL.

**RIVERSIDE** HMO GR \$850K LOW OVERHEAD. ESTB 20 YRS 9 OPS 3000 SQ FT INCL ORTHO HI IDENTITY THOUS'S PATIENTS 1.5 MILL POSS.

**SO ORG CTY** GRSSD \$950 2013 GORGEOUS STATE OF ART OFF 5 OPS Full Price \$795,000

**LAKE FOREST** Large office 7 ops located accross street from major employer in OC.

**TORRANCE/GARDENA** RETIREMENT CHINESE DDS EST 31 yrs. VERY LOW OVERHEAD GR 200K SELLER RE-FERS OUT LOTS 4 OPS PLUMBED AND 2 EQUIPPED.

**PASADENA AREA** GR \$900k HMO STOREFRONT 5 ops RE avail.

**PALMDALE** BANK SALE, 4 OPS GRT hi iDENTITY.BARGAIN

**BAKERSFIELD** THOUSANDS OF PATIENTS LOW OVERHEAD 5 OPS CAN DO ONE MILLION BARGAIN.

**SML TWN NEAR BAKERSFIELD** 4 op practice with apt with RE \$350,000 Previous DDS retired to Rancho Santa Fe San DiEGO

**REDLANDS** Bank Repo being run by expert Internet Marketing DDS 4 ops low overhead Gr 30K/month FP 285K.

**HUNTINGTON PARK** 98% HISPANIC ESTB 40 YERS GR 600k LOW OVERHEAD incl orthodontics 4 ops 200 sq ft.

**SANTA ANA** Emergency, Seller sys discount and sell. Low overhead strip ctr. 3 ops.

**NEVADA RESORT AREA** SELLER GR 600K IN 3 DAYS ST OF ART. WILL STAY UNTIL 6DAYS ARE BUILT UP --FP 600K. DENTURE PRACTICE SEES 30 DENTURE CLIENTS PER DAY PERFECT OPPORTUNITY FOR IMPLANT SPECIALIST.

**HMO HMO HMO** 2 practices grossing 4.5 million \$35,000 cap checks per month souther calif, must sign new confidentiality agreement. ONE INCL RE. CALL TOM FITTERER.

**3237 - Anaheim Hills** Group member wanted. Hi identity. GP has space to share with Specialist. Pedo/Ortho/or ?

**3240 - Redlands** GP Est-4 Ops. Shopping ctr. Should do \$300k to \$400k first year with little marketing. Great lease \$1.00 sq.ft.FP\$285k.

**SO ORANGE COUNTY** Prestig Plaza Hi End area. Modern off 1450 sq.ft. more space avail. Unusual immediate growth, will be 1.5 within 3 yrs. BARGAIN.

**BAKERSFIELD** lady DDS must move. GR \$800K shop ctr some senior care busy office fullprice \$585,000 low overhead high net.

**3250 - Anaheim** NW Disneyland. Part time Seller. 2 days wk. Hi identity. Estb 50 yrs, Gr \$20k to \$ 30K New dentrix & digital x-ray sys \$225K.

**3280 - Indio** 4,600 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand.

**3281 - Yucca Valley** Hi identity (huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. F.P. \$110K.

**3287 - So. CA** \$4,500,000 Practice. HMO Est. 40 yrs. Prestigious Hi identity.

**HEMET** HI IDENTITY GP 10 ops WILL BE a 1 million dollar office Seller will sell 50 % now for 300K State of Art office now and sell other 50% in 3 years at predetermined formula. Thousands of Patient. A CLASS PRACTICE

**TORRANCE** RETIREMENT GR \$300k plus 3 ops prstigious bldg nxt hospital within 5 minutes of 2nd retirement Seller buy both

**NO OF BAKERSFIELD** GR 1.5 working FOUR 6 hr days - DO MEDI-CAL and GR 2 MILLION more than 50% net.

**So of Bakersfield** Practice and RE 1800sq ft 5op and apt full price \$350K Bargain. BUILDING RECENTLY RENOVATED 6.14

**Corona/Norco** ave 90k /mo 2014 will do 1.2 in 2014 St of art 8 op office.

**PALM DESERT** estb 17yrs 5 op gr \$800 Bargain.

**COMING UP HI IDENTITY SANTA ANA LOCATION**

**PATIENT FINANCING - CUT YOUR COST  
 UP TO 50% . HAVE MORE PATIENTS ACCEPTED  
 714-832-0231.**

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(800) 422-2818 • (415) 899-8580

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