

THE Dental Trader

VOL. 8 NO. 9 • SEPTEMBER '11
So. Calif. Edition

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FRESNO COUNTY

CENTRAL VALLEY/So. FRESNO CTY - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrux s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. Town is loaded w cash & PPO pts who work @ the prisons & hospital. This is a gold mine for the right full time Buyer. Seller's plans have changed.

KERN COUNTY

BAKERSFIELD #22 - (5) op computerized G.P. (3) ops fully eqt'd, 4th eqt'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice.

BAKERSFIELD #24 - (4) op comput. G.P. located in a strip center w exposure/visibility & signage. (2) ops eqt'd w newer eqt., (2) add. plumbed ops. Cash/Ins/PPO pt. base. Gross Collect \$200K+/yr on (3) - (4) days/wk. Low rent. Seller retiring, but will assist w transition.

LOS ANGELES COUNTY

COVINA DUPLEX BLDG. & PRACTICE - (4) op computerized G.P. (3) ops eqt'd, 4th op plumbed not eqt'd. Cash/Ins/PPO/HMO/Denti-Cal patient base. 2010 Gross Collections \$251K+ on a (3) day wk. The free standing duplex building has exposure, visibility & parking, is 2,150 sq. ft. and is on an 8,900+ sq. ft. lot. Be your own landlord and rent the other side, or you can buy practice & rent space. Seller moving. **NEW**

GLENDAL #6 - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th op plumbed. Dentrux s/w, networked ops, & digital x-rays. In a free stand bldg. on a main blvd. Prof. Designed & decorated. Excell exposure/signage & ample free pking in rear of bldg. Additional space in rear of suite for future expansion. Mixed pts base. 2010 Gross Collect. \$490K+. Projecting \$500K+ for 2011. **NEW**

NORTH L.A. CTY - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Mixed pts base. Mos Cap checks \$5K+. Seller retiring. **SOLD**

RESEDA #6 - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$150K part time. Excell starter or 2nd office.

SAN GABRIEL VALLEY - (3) op computerized G.P. Located in a two story medical/dental bldg on a well known, heavily traveled, main blvd. Cash/Ins/PPO pt. base w no HMO or Denti-Cal. Gross Collect. \$550K-\$600K/yr. Seller retiring but will assist w transition. **NEW**

SANTA CLARITA - (6) op comput G.P. in a free stand. bldg. (4) ops eqt'd w newer Belmont eqt. w (2) add. plumbed not eqt'd. ops. EZ Dental s/w, networked ops, digital pano & x-rays. Mixed pt. base. 2011 Project Gross Collect \$370K+. Shares waiting room w M.D. who refers many new pts. **PRICE REDUCTION!**

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Gross Collect \$305K on a part time schedule. Digital x-rays & Dentrux s/w. Newer leaseholds. Seller retiring but will transition. **Back on The Market.**

WOODLAND HILLS - BUILD TO SUIT MEDICAL & DENTAL OFFICES. 1,245 - 4,000 sq. ft. office space available w generous tenant improvements and/or lease concessions. Located on a very busy main blvd. Excellent exposure, signage and parking. **NEW**

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RIVERSIDE COUNTY

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ORANGE COUNTY

ANAHEIM #2 - (4) op computerized G.P. and free standing building. Located on a major blvd. with heavy traffic. Excellent exposure/visibility/parking. Cash/Ins/PPO/Kids Denti-Cal patient base. New equipment. Dentrux s/w & intra oral camera. Digital ready. 2010 Projected Gross Collections \$240K+ on a 3.5 day week.

SAN BERNARDINO COUNTY

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

SAN DIEGO COUNTY

NORTH COUNTY - (4) op computerized G.P. located in a shop ctr with excellent exposure/visibility and signage. Annual Gross Collections of \$900K+. Dentrux s/w. Digital x-rays, and paperless office. Cash/Ins/PPO/HMO patient base. Cap Cks of \$3-4K/mos. **NEW**

SANTA BARBARA COUNTY

SANTA BARBARA #2 - Located in a highly sought after & desirable area, this G.P. is in a garden style prof. bldg w St. frontage. The comput. office has (4) ops/(3) eqt'd/4th plumbed not eqt'd. Pt. base is Cash/Ins. & PPO only. There are (4) days of hygiene/wk, approx. (20) new pts/mos. & is Pano eqt'd. Collects. are \$400K+/yr on a (4) day wk. Some Acc't Rcv. included for immediate cash flow. Motivated seller. Priced to sell. **NEW**

SANTA BARBARA #3 - (3) op comput. G.P. located in a dental/medical/prof. Bldg. Complex. 40 years of Goodwill. Cash/Ins/PPO pt. base. 8-10 new pts/mos. Annual Gross Collect. - \$250K/yr. on a relaxed (4) day wk. Digital x-ray equipped. Seller is retiring but will assist w transition. **NEW**

VENTURA COUNTY

OXNARD #5 FREE STAND BLDG. & PRACTICE - Be your own landlord! (4) op computerized G.P. & an 1,100 sq. ft. free stand bldg. Cash/Ins/PPO/Denti-Cal pt. base. 2010 Gross Collect \$387K+ on a (4) day wk. 2011 Project Gross Collect of \$447K. Located on a heavily traveled main st. w a pole sign. Excell exposure & visibility. (12-14) new patients/mos w no advertising. Area has several new housing tracts & a new shop ctr. Excell Growth Potential. Seller is moving. **NEW**

WESTLAKE VILLAGE #2 - (4) op computerized G.P. (3) ops of newer eqt/4th op plumbed. Very upscale office. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. Gross Collections \$600K+. **SOLD**

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TEMECULA—JUST LISTED!! **GENERAL** Practice estab. 2003. 8 Ops (4 equipped) in approx. 2400 sq. ft. Close to 15 freeway in Old Town.

SAN DIEGO—CARMEL MOUNTAIN AREA—JUST LISTED!! **GENERAL** Practice in attractive Prof. Bldg. 5 Ops in 1600 sq. ft. Panoramic X-Ray. Equipment approx. 5 yrs old. Near 15 freeway, Costco and residential areas.

EL CAJON—NEW!! **GENERAL** Practice and BUILDING available. 4 Ops. (3 equipped). Panorex. Approx. 50% Cash & 50% Ins. Owner does implants. Single story, free-standing building of 2200 sq. ft. Freeway close.

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In the past few years, I have been receiving calls such as these:

"I can barely afford to make payments on the loan for my practice. I tried to modify the loan, but all the bank is willing to do is to reduce the interest rate for a number of years. What should I do?"

After the decline in real estate prices, and the economy as a whole, the values of dental offices were also affected. One important reason is the unavailability of loans. Dentists were able to get loans with very little or no money down. In this market, it is very hard to get a loan so unless your buyer is paying all cash, it is harder to finance a practice.

"The loans on my practice exceed the value of the practice itself. Am I throwing my money away by paying on a loan that I will not be able to pay even if I sell my practice in this market?"

Also, "loan modification" as the banks use the term, has become a tedious and difficult process, at the end of which, most dentists receive lower payments for a short time, but the principal and interest still

needs to be paid.

How does a dentist handle this? Do you just pay the payments knowing that if you sell the practice, you will be short?

I have handled and settled many lawsuits brought by the banks and I have been able to negotiate substantial reductions of the principal in those cases. As an example, in an ongoing case, I recently rejected a 50% reduction offer from the bank and asked for a 75% reduction of the entire balance. Each case is different, and an analysis of the factors that are of importance, needs to be done. Practice loans are not like real estate loans. There is no deed of trust on the practice. When we talk to the banks at the onset, they are not even willing to consider such large reductions. But, as their attorneys get involved and I explain to them what can happen if we go to trial, they become more reasonable.

Many dentists are stuck, and are barely making their loan payments on loans that even if they sold their practice, the price would not cover the loans. Depending on the particular case, the dentist has other rights, and the loan may be negotiated well beyond what the banks refer to as "loan modification."

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PRACTICES FOR SALE

San Fernando Valley & Surrounding Areas

Canoga Park – Long-established private practice w/1st floor visibility, walk-in traffic & some HMO income. Starter opportunity with selling price below \$150,000.

Burbank – Rare Burbank opportunity. Long established private practice. 5 ops. Bust shopping center. Priced to sell immediately.

Encino – 2 equipped ops + 1 plumbed in prestigious medical bldg., some charts included. Great starter opportunity or bring your patients into a beautiful suite. Reasonable rent.

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North Hollywood – Strip center location on busy street. 5 ops plus x-ray room. Good visibility. Revenues of over \$40k/mo. Priced for immediate sale.

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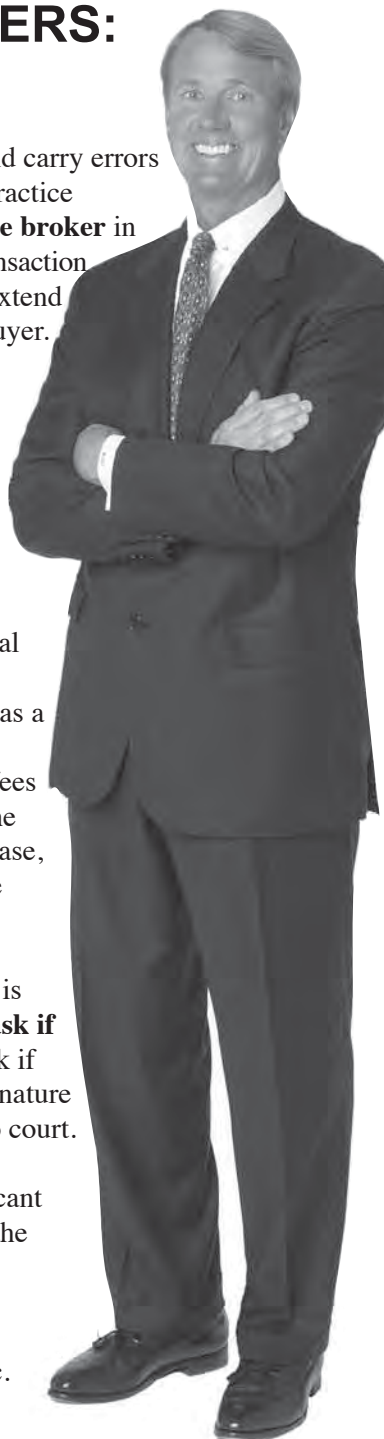
DENTAL PRACTICE BROKERS: LITIGATION RISKS

As licensed real estate brokers, dental practice brokers should carry errors and omissions insurance. It is the equivalent of dental malpractice insurance. Having the insurance creates a duty to **defend the broker** in the event of a claim that has been made by a party to a sale transaction that the broker handled. This insurance, however, does not extend to the other parties to the transaction, i.e. the Seller or the Buyer.

Why is this relevant? Because whenever a dental practice broker is sued, someone has lost a lot of money that they otherwise thought that they should have been entitled to receive; a Buyer that is not doing well because they believe that important information about the practice had been withheld or a Seller that becomes financially liable due to the practice broker's negligence. I have been retained as an expert in such cases involving no less than six different dental practice brokers in California; sometimes in their defense, sometimes not so much so. However, in every case, there was a dentist that lost a great deal of money (sometimes real and sometimes hypothetical) and spent even more in attorney's fees bringing or defending their case. In almost all such cases, the dentist is spending their own money to bring or defend the case, which anybody that has been sued or divorced knows can be extremely expensive.

While past history is certainly no guarantee for the future, it is certainly an indicator. **Before selecting a practice broker, ask if they have ever had a claim made against them.** Do not ask if they have ever lost in court, because almost all cases of this nature end up being arbitrated or otherwise settled without going to court. Ask if they have errors and omissions insurance. While this insurance will not cover your defense, it does defer a significant portion of the cost since the broker's defense is likely to be the same as yours.

For all your practice sale questions, call
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Premium Listings

ORANGE COUNTY #1042

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Operatories. Ortho

Sq. ft. 2,374

2010 Gross \$340,000

Asking \$225,000!

SAN DIEGO #1036

This highly profitable restorative practice is located in a free standing building, with great street visibility and parking.

Operatories: 10

Sq. ft. 2,500 approx.

Projected 2011: \$1,700,000

Asking \$1,250,000!

SAN GABRIEL VALLEY #1044

Fee-for-Service practice with 43 years of goodwill. Recently remodeled.

Operatories: 2

Sq. ft. 1,739

2010 Gross \$545,706

Asking \$425,000!

MORE LISTINGS COMING SOON...

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DENTAL PRACTICES FOR SALE

SAN DIEGO – Stand Alone Building. Over 12 years of goodwill. 3 fully equipped ops, 1,176 sq. ft. Busy street. Excellent visibility. Building is also available for Sale. Gross ~\$300K. Asking \$180K for Practice. Seller Retiring.

SAN DIEGO – 5 ops, ~1,600 sq. ft. located in strip center next to major streets. Close to Freeway 8. Excellent visibility. Ample parking in the front and back. Gross ~ \$756K in 2010. Approx. 90% PPO.

MODESTO – Multi-Anchored shopping center. Modern practice with 6 ops, 1 additional plumbed, ~2,400 sqft. Excellent sign & storefront visibility. Easy access to Hwy. 99 & 132. Cash/PPO patient base. 2010 Gross approximately \$816K.

SAN JOSE – Starter Practice. Beautifully designed practice located on busy street in small medical plaza. Good visibility. Approximately 1,200 sq. ft., 2 fully equipped ops, 1 additional plumbed. Close to Fwy 680.

SUNNYVALE – Starter Practice. Seller is retiring. 2 ops. Easy access to 85 Fwy. Asking \$95K.

S. SAN FRANCISCO – Shell Practice. 2 fully equipped ops., 1 additional plumbed, approximately 900 sq. ft. Located on busy street. Excellent visibility.

SAN FRANCISCO – Starter Practice. 4 fully equipped ops., approximately 1,250 sq. ft. Busy street. Good foot traffic. Located on major cross streets. Asking \$85K.

SAN BRUNO – Leasehold Improvements. 4 plumbed ops in 1,500 sq ft. freestanding building located on street corner. Excellent visibility and ample parking spaces. Building purchase optional.

ORTHO PRACTICE IN ENCINO – Shell practice. 4 ops, approximately 1,187 sq. ft. in medical bldg located nearby shopping center. Asking \$65K. Great Opportunity.

GLENDORA – Approximately 1,750 sq. ft., 4 fully equipped ops, 1 additional plumbed. Equipment is approx. 3 yrs. old. Located on busy street, close to restaurants, shopping, medical center. High visibility. Asking \$350K.

GLENDALE – Shell Dental Practice in Medical Bldg. Approx. 670 sq. ft., 3 ops, waiting room, sterilization room, private office. Approx. \$2,240 Gross Rent including utilities & water. Good satellite office. Asking \$39K.

LOS ANGELES – Starter gp w/ 3 ops, 3 x-rays in ~ 950 sqft. No HMO, no Medical. Asking \$154K.

EAST LOS ANGELES – Freestanding Building for Sale with 5 ops, 3 x-rays. High foot traffic.

RESEDA – Great Starter GP w/ 3 ops, 900 sqft. Busy intersection. Prime location. Asking \$100K.

PASADENA – Modern office. New EQ & renovation. 4 ops, 1740 sqft. High visibility.

ORANGE – Starter Practice. Approximately 1,071 sq. ft., 2 fully equipped ops, 1 additional plumbed. Located in shopping center on busy streets. Great opportunity.

TUSTIN – Shell Dental Office with 2 fully equipped ops, 2 additional plumbed. Adec chairs. Approx. 1,336 sq. ft. located in major shopping center on busy cross streets. Excellent location. Easy access to the Fwy 5 and 55.

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\$250,000-General Dentistry Practice in Laguna Hills, South Orange County, Southern California with four (4) operatories, includes equipment, paperless office, digital x-rays, private office, sterilization room in a professional building near Leisure World. Corec unit on premises, not included in purchase price. Price Reduced, Seller Motivated

\$165,000-General Dentistry Practice in Hacienda Heights, Los Angeles County, Southern California with two (2) operatories, fully equipped, in a beautifully landscaped Medical/Dental building. 20 years of Goodwill. Doctor relocating. Seller owns real estate where practice is housed, available for additional price. Please call us to discuss.

\$650,000-General Dentistry Practice in San Dimas, Los Angeles County, Southern California, with four (4) operatories, includes equipment, thirteen (13) computers, paperless office, state-of-the-art sterilization room, staff lounge, free-standing building. In escrow.

\$320,000-General Dentistry Practice in Brea, Orange County, Southern California, with four (4) operatories, includes equipment, sterilization room, private office in a shopping center near mall and freeway. In escrow.

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\$1,100,000-Pedo Practice in Inland Empire, great cash flow. 17 years of goodwill, six (6) chairs, two (2) open bay operatories, one (1) surgical suite, 100+ new patients/month in a retail/professional center.

\$275,000-Orthodontic Practice in Long Beach, Los Angeles County, Southern California with four (4) chairs, open bay, plus one (1) chair in consultation room, includes equipment, digital Pan/Ceph machine, paperless office, private office in a Medical/Dental Building. Over 50 years of Goodwill.

\$75,000-General Dentistry Practice in Costa Mesa, Orange County, Southern California with three (3) operatories, two (2) fully equipped, one (1) plumbed, not equipped, digital x-rays, computers in all operatories, private office, sterilization room, lab, in a professional building. Price Reduced, seller moving out of state - won't last long at this price!

\$1,600,000-General Dentistry Practice in San Luis Obispo, California's Central Coast, with six (6) operatories, fully equipped in a beautifully appointed suite located in a Medical/Dental building. 15 Years of Goodwill. Doctor relocating. Digital x-rays, computers in all operatories. Newly renovated, chairs and equipment approximately 2 years old.

\$395,000-General Dentistry Practice in Irvine, South Orange County, Southern California, with four (4) operatories, two (2) fully equipped, two (2) plumbed, not equipped, includes equipment, digital x-rays, paperless office, private office in a professional building. Corec unit on premises, not included in purchase price. Price Reduced, Seller Motivated.

\$150,000-General Dentistry Practice in Newport Beach, Orange County, Southern California with three (3) operatories, fully equipped, one (1) plumbed, not equipped, sterilization room, and private office. Includes equipment, digital x-rays and 43 years of Goodwill. Located in a medical/dental building near Hoag Hospital.

\$590,000-Periodontal Practice in Beverly Hills, Los Angeles County, Southern California, with eight (8) operatories, four (4) fully equipped, four (4) plumbed and not equipped, sterilization-lab combo, adjustment lab, x-ray room, dark room, staff lounge, business office, private office, storage room, private restroom. Located in a professional building in a great area. Views from operatories. New equipment/build-out in 2003, soothing colors, waterfall, fish tank. In Escrow.

\$430,000-Prosthodontic Practice in Walnut Creek, Contra Costa County, Northern California with three (3) operatories, fully equipped, two-desk laboratory, administrative office, and private office near a retirement community. Doctor retiring, 28 years in the same location.

\$190,000-Pedodontic Practice in San Gabriel Valley, Los Angeles County, Southern California - three (3) operatories plus one open bay with three (3) additional chairs, sterilization-lab combo, adjustment lab, dark room, business office, private office, storage room. Call for more information on this opportunity.

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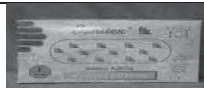

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TORRANCE

GP in a modern, efficient 1,200+ sq ft office with 4 ops (3 equipped and 1 unequipped). Includes intraoral cameras & digital X-rays.

RIVERSIDE COUNTY, ORAL SURGERY PRACTICE

Nicely appointed, 3 op oral surgery practice in a prime location with easy freeway access. The seller is retiring.

THOUSAND OAKS AREA

Four op (3 equipped and 1 unequipped) GP located in a highly sought after medical/dental complex in an affluent area. The seller is retiring.

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Long established, consistently growing 3 op GP in an easily accessible professional building.

SAN DIEGO - PERIODONTAL PRACTICE

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NORTH SANTA BARBARA COUNTY

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BAKERSFIELD

Busy, GP in a popular commercial area. The practice has room for growth with 3 equipped ops and 2 plumbed/unequipped ops.

KERN COUNTY *Price Reduction!*

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S.W. RIVERSIDE COUNTY

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Prosthodontic Practice \$430,000 – Walnut Creek, Northern CA, 3 equipped ops, medical/dental building, Seller retiring. NEW LISTING. Call MPG (949) 675-5578.

TORRANCE, CA New Listing! GP in modern, 4 op (3 equipped/1 unequipped) 1,200+ sq. ft. office with intraoral cameras and digital X-rays. Long term goodwill. 2010 collections \$450,000+. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

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FEATURED LISTINGS

IRVINE (GP) – Located in a busy shopping center with lots of foot traffic. The modern designed practice consist of 4 fully computerized eq. ops with Easy Dental software, intra oral camera and digital x-ray. Seller only works one half day/wk. Associate works 2 days/wk and sees approximately 8-12 patients per day. Income source: Insurance 32%; Cash 54%; & Capitation 14%. 100% Patient referral. Over ten years of goodwill. The office has been recently painted. Excellent exposure, signage and visibility. Property ID #4053.

LOS ANGELES (GP) – Fee for service office with over 12 years of goodwill. Located in 2 story Medical / Dental building with ample parking. Near a residential neighborhood and shopping centers. This digital office consists of 900 sq. ft. suite, 3 fully computerized eq. ops with Easy Dental software. Seller works 4 days/wk with 1.5 days of hygiene. There are approximately 11-12 new patients per month. Grossed \$552,904 for 2010. Projecting approx. \$526,634 for 2011. Buyer's net of \$141K. Corner location with heavy traffic flow and good signage. Seller desires a quick sale. Property ID # 4057.

PALOS VERDES ESTATES (GP Group Solo) – Well established practice with over 40 years of goodwill located in a three story prestigious building with ocean view and plenty of ample parking. Four days/wk office with 3 days/wk of hygiene. Fee for service. Approximately 5-10 new patients /mo. Practice consist of 3.5 computerized ops., with Dentrux software, intra oral cameras and Schick digital x-ray. Grossed \$304,779 for 2010. Projecting approximately \$373,830 for 2011. Buyer's net of \$106,364. Convenient for South Bay residents. Property ID #4059.

SAN DIEGO (GP) – Long established practice with over 27 years of goodwill. Fee for service office located in a busy shopping center with ample parking. Half block from a elementary school. Seller works 3 days/wk with 2 days/wk of hygiene. Approximately 5-10 new patients/mo. Practice consist of 4 fully computerized eq. ops with Practice Work software, digital x-ray and intra oral camera. Great visibility and signage and foot traffic. Grossed \$327,669 for 2011. Projecting approximately 352,229 for 2011. Seller will be focusing on primary office. Property ID #4049.

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GREATER LOS ANGELES COUNTY

ARCADIA – Spacious 2,600 sq. ft. luxury office with a home town feel. Leasehold improvements and equipment Only!! 6 fully eq. op's with Adec chairs, lights and deliveries, 5 GX-770 X-Ray Units, All Star 3 dual head compressor and vacuum, 5 Doctor chairs, 5 assistant chairs, Telcam Intraoral Camera, Panasonic phone system and more. Incredible window views of the mountains and Santa Anita horse track in a professional building attached to a hospital. Price for immediate sale. Property ID #4015.

CASTAIC – Modern design office located in a busy shopping center. Established in 2005. Three day per week practice with 1 day of hygiene. Insurance 70%, Cash 28% & 2% Capitation. Seller sees approximately 10-12 patients per day. Fully computerized practice with 3 eq. ops., 2 plumbed not eq., Dentrix software, intra oral camera and digital x-ray. Grossed \$357,460 for 2010. Projecting approximately \$386,449 for 2011. **BUYER'S NET OF \$116,787.** Excellent traffic flow with great street visibility. Property ID #4045.

ENCINO - PRICE REDUCED! Leasehold Improvements, Equipment & Some Charts! Located in a 12 story glass building. This 756 sq. ft. office consist of 3 spacious eq. ops., with Practice Web software, intra oral camera and digital x-ray. Seller was a Prosthodontist and moving 20 miles away. Corner location with good window views. A great starter opportunity. Property ID #3971.

LOS ANGELES - PRICE REDUCED! 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrix software. Income source: 50% insurance, 29% cash, 20% medical & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. Property ID #2771.

LOS ANGELES (GP) - With over 20 years of goodwill this Turn Key practice is located in a 7 story Medical / Dental building. Office has excellent window views. Practice consist of 3 fully eq. ops., with Digital Denti-soft software and intra oral camera. Fee for service practice. 100% patient referral. Office is open 3 days/wk. Seller works 2-3 days/mo and sees approximately 8-10 patients per day. Office has potential. Priced for an immediate sale!! Property ID #3791.

LOS ANGELES - PRICE REDUCED! Leasehold Improvements and Equipment. General Practice located in a two story busy shopping center with great exposure and valet parking available. Practice consist 1,035 sq. ft. with 4 fully eq. ops. Computerized office with intra oral camera and 5 year old equipment. Absentee owner. Call CPS for more information. Property ID #3861.

LOS ANGELES - PRICE REDUCED! Prime dental office location in the famous Wilshire West Building on the west side of Los Angeles. Wired for a digital network – no equipment – but an excellent lease that is well under market rate and includes all utilities. Seller has outgrown the location – spent over \$100,000 in leasehold improvements three years ago. Recommend you visit to appreciate the area and the opportunity. Call your CPS broker for pricing and an appointment. Priced for an immediate sale. Property ID #4011.

Web site: www.calpracticesales.com



Alice C. King, V.P.



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LOS ANGELES - Leasehold improvements and equipment only! Excellent for a first time Buyer. Neat office with 3 eq. ops located in a multi story professional building. Priced for an immediate sale. Great views to downtown L.A. Property ID # 4025.

LOS ANGELES (GP) - Turn-Key office in the Westchester area. Established in 1972, this fee for service practice is located in the 11th floor of a 12 story medical dental building. Retiring seller works 4 days/wk and sees approximately 5-8 patients per day. Fully designed office with 2 eq. ops. Good family dentistry. Beautiful windows views from the operatories to the L.A. mountains. Remodeled in 2002. Priced for an immediate sale! Property ID #4039.

LOS ANGELES (GP) - Great opportunity for a first time Buyer in the Westchester area. Leasehold Improvements & Equipment Only. Located in a one story brick building on a busy street. Free parking. Great exposure, visibility and signage. Practice consist of 1,100 sq. ft., and 5 eq. ops. Reasonable rent. Low sales price for immediate sale! Property ID #4043.

LOS ANGELES (GP) - Fee for service office with over 12 years of goodwill. Located in 2 story Medical/ Dental building with ample parking. Near a residential neighborhood and shopping centers. This digital office consists of 900 sq. ft. suite, 3 fully computerized eq. ops with Easy Dental software. Seller works 4 days/wk with 1.5 days of hygiene. There are approximately 11-12 new patients per month. Grossed \$552,904 for 2010. Projecting approx. \$526,634 for 2011. Buyer's net of \$141K. Corner location with heavy traffic flow and good signage. Seller desires a quick sale. Property ID # 4057.

MONTEBELLO (GP) - Located in a free standing building with over 25 years of goodwill. Great street visibility, signage and foot traffic. The practice consists of 2,500 sq. ft., 5 fully computerized eq. ops with Dentrix software and intra oral camera. Four days/wk practice with 2 days/mo of hygiene. Approximately 15-20 new patients/mo. Income source: Ins. 70%; Cash 17%; Medi-cal 3%; & Cap 10%. Grossed \$396,350 for 2010. Projecting approximately \$345,026 for 2011. A must see! Property ID #4051.

PALOS VERDES ESTATES (GP Group Solo) - Well established practice with over 40 years of goodwill located in a three story prestigious building with ocean view and plenty of ample parking. Four days/wk office with 3 days/wk of hygiene. Fee for service. Approximately 5-10 new patients /mo. Practice consist of 3.5 computerized ops., with Dentrix software, intra oral cameras and Schick digital x-ray. Grossed \$304,779 for 2010. Projecting approximately \$373,830 for 2011. Buyer's net of \$106,364. Convenient for South Bay residents. Property ID #4059.

RESEDA (GP) - Family dental Turnkey office located in a single story Medical / Dental building with excellent street visibility and high traffic flow. Reasonable rent. Office consist of 2 fully eq. ops, with Open Dental software. Seller works 3.5 days/wk and sees approximately 15-20 new patients per month. 100% patient referral. Income Source: 50% insurance / 20% cash / 20% Medi-cal / 10% capitation. Established in 2008. Motivated Seller relocating out of state. Great starter. Property ID #3998.

SAN GABRIEL - PRICE REDUCED! GP or Specialists- Leasehold Improvement & Equipment Only- Newly remodeled spacious practice with 3 fully eq. ops., 1 plumbed not eq. op., 1,255 sq. ft. suite located in a prestigious 3 story brick medical professional building. Retiring Seller owns the building and is ensuring a smooth transition and ease of leasing arrangements. Seller willing to carry 50% of financing! Property ID #3161.

TARZANA (GP) - Turn Key! Established in 2008, this fee for service practice is located in a two story professional building on a busy street with good signage and visibility. The modern design digital practice consists of 1,770 sq. ft. suite, 4 fully computerized spacious eq. ops, 1 plumbed not eq., and Practice Web software. Office is open 5 days/wk and sees approximately 5-10 patients/day. 100% patient referral. Great opportunity. Sellers are motivated and must retire. Property ID#4031.

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Maria Silva, V.P.

WHITTIER (GP) - Fee for service practice with over 59 years of goodwill. Located in a 1,450 sq. ft single standing building with private parking. Seller works 2 days/wk with 1 day of hygiene. Sees approximate 10 to 15 new patients per month. Practice consist of 4 eq. ops., 1 plumbed not eq. ops, with Dent Pro software. All together a very family orientated and relaxed practice with a comfortable feeling. Grossed approximate \$372, 846 for 2010. **BUYER'S NET OF \$120K.** Property ID #3931.

ORANGE COUNTY

ALISO VIEJO - PRICE REDUCED! Modern design Turn Key practice with great views and beautiful decor. 5 fully spacious eq. ops., 1 plumbed not eq., 2,600 sq. ft. suite located in a Medical Professional Building. Computerized with Eagle soft software, intra oral camera and digital x-ray. 5 days/wk practice with approx. 20 new patients/mo. Income source: 80% insurance & 20% cash. Seller will be relocating out of area. Property ID #3301.

ANAHEIM – Leasehold Improvement & Equipment Only! – Excellent for a first time owner. Located on a major boulevard in a two story colonial style medical plaza with large French windows. Excellent signage and visibility. On ground floor with direct access to the parking, offering ample shaded parking. Near the Anaheim Medical Center. Practice consist of 4 ops., 2 fully eq and 2 partially eq. Operatories plumbed for nitrous & oxygen with a Taylor Safety System. Property ID # 4061.

FULLERTON (GP) – Leasehold Improvements with some Charts!! Great for a first time Buyer. Practice consists of 2 fully computerized ops., 1 plumbed not eq., with Easy Dental software. Located in a busy shopping center with excellent traffic flow and many walk-ins. Office established in January 2010. Priced for an immediate sale. Property ID# 4067.

GARDEN GROVE (GP) – Practice with over 20 years of goodwill located in a one story free standing building with ample parking. Reasonable rent. This office consist of 1,200 sq. ft., 2 eq. ops., 1 plumbed not eq., with Dentist Mate software. 4 day per week practice and sees approximately 10-15 new patients per month. Income source: 30% insurance / 47% cash / 23% capitation. 100% patient referral. Easy freeway access. Great exposure, visibility and signage. Property ID #3988.

IRVINE – Leasehold Improvements & Equipment Only. Well laid out office in a multi story professional medical building. Great views and good freeway access. Office consist of 7 computerized eq. ops with intra oral camera. Suite is approximately 1,867 sq. ft. Has new to older equipment. Seller purchase property. Priced for immediate sale. Property ID#4019.

IRVINE (GP) – Located in a busy shopping center with lots of foot traffic. The modern designed practice consist of 4 fully computerized eq. ops with Easy Dental software, intra oral camera and digital x-ray. Seller only works one half day/wk. Associate works 2 days/wk and sees approximately 8-12 patients per day. Income source: Insurance 32%; Cash 54%; & Capitation 14%. 100% Patient referral. Over ten years of goodwill. The office has been recently painted. Excellent exposure, signage and visibility. Property ID #4053.

LAKE FOREST - PRICE REDUCED! Leasehold Improvement & Equipment Only. Modern design office with State-of-the-Art equipment. Practice is computerized and consist of 4 fully eq. ops., 2 plumbed not eq., intra oral camera and digital x-ray. Established in 2008. The office also offers a day spa and med spa. Note: Optional spa equipment can be purchased for \$100,000. Seller owns condo and may consider selling if the price is right. Great opportunity for a GP or Specialist. Property ID #3631.

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



Tina Ochoa, V.P.



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RIVERSIDE & SAN BERNARDINO COUNTIES

HEMET (GP) - Practice established in 1988, fee for service office located in single story strip mall. Practice consist of 1,435 sq. ft. suite, 4 fully computerized eq. ops., with Easy Dental software, intra oral camera and digital x-ray. Office is open 2 day/wk, associate sees approximate 10-12 patients per day. Grossed \$165,387 in 2010. Great location is shopping center. Great street visibility and foot traffic. Property ID #4037-1.

HEMET (GP) - Established in 2004, located in a single story strip mall. Practice consist 1,379 sq. ft. office, 4 fully computerized eq. ops., with Easy Dental software. Office is open 2 days/wk and associate sees approximate 11-12 patient per day. 70% insurance / 28% cash / 2% capitation. Grossed \$105,145 in 2010. Seller invested over \$300,000 in the built out. Property ID # 4037-2.

LA QUINTA - 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. Motivated Seller opened new location. Property ID#4063.

MORENO VALLEY - PRICE REDUCED!! Turn-Key practice in busy Ralph's shopping center. 3 fully eq. ops., 2 plumbed not eq. ops., 1, 650 sq. ft. suite located in a single story building. Computerized office with Camsight software, intra oral camera and digital x-ray. Approx. 1-3 year old equipment. Seller works 2 1/2 days/wk. Approx. 20 patients/mo. Income source: 80% insurance & 20% cash. Seller will be focusing on his primary office in Corona. Property ID #3311.

MURRIETA (GP) - Turnkey practice located in a prestigious stand alone building. This state of the art office consist of 6 spacious eq. ops., with Open Dental software, intra oral camera and digital x-ray. Seller works 3 days/wk and sees approximately 10-15 new patients per month. Fee for service. 100% patient referral. Property ID # 4002.

** Seller will consider leasing the space and equipment for a reasonable price. Please contact your CPS Agent for more details.*

MURRIETA (GP) - PRICE REDUCED!! Leasehold improvement, equipment and some charts. Well design office with 4 fully eq. ops., 1,350 sq. ft office located in a single story condo. Computerized office with Easy Dental software. Newer equipment. Seller will be focusing on his primary office in Calexico. Property ID #3221.

RANCHO CUCAMONGA - Great opportunity for a GP or Specialist - Leasehold improvements & equipment only! Office consist of 6 equipped ops., 1,800 sq. ft. suite located in 2 story medical / dental professional building. Computerized office with digital x-ray and Dentrix software. Motivated Seller moving the practice to a new building. Property ID #3191.

UPLAND - General practice located in a busy shopping center. Excellent signage and visibility. Established in 2005. Practice consists of 3 fully computerized eq. ops., 1 plumbed not eq., with Genesis software and intra oral camera. There is no digital but wired for paperless. Seller works 3 days/wk and sees approximately 10-15 patients/day. 2011 monthly revenues approx. \$22K/mo. A must see!! Property ID#4065.

SAN DIEGO COUNTY

SAN DIEGO (GP) - Long established practice with over 27 years of goodwill. Fee for service office located in a busy shopping center with ample parking. Half block from a elementary school. Seller works 3 days/wk with 2 days/wk of hygiene. Approximately 5-10 new patients/mo. Practice consist of 4 fully computerized eq. ops with Practice Work software, digital x-ray and intra oral camera. Great visibility and signage and foot traffic. Grossed \$327,669 for 2011. Projecting approximately 352,229 for 2011. Seller will be focusing on primary office. Property ID #4049.

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Greg Beamer, V.P.

KERN & SANTA BARBARA COUNTIES

FRESNO "Central Valley" GP – Well designed office located in a single story building with over 20 years of goodwill. Seller works 2 days/mo, 4 Associates work 1-2 days/wk each and Hygiene 7 days/wk. Office sees approximately 90 patients per month. Income source: Insurance /Cash / Capitation (approx. \$20K in cap checks/mo). Office consist of 4,530 sq. ft. suite, 10 fully computerized eq. ops., with digital x-ray and intra oral camera. Grossed \$2,081,826 in 2010. Great location and good street visibility. A MUST SEE! Property ID #4023.

BAKERSFIELD GP - State of the art office located in a single story busy shopping center. Seller works 4.5 days/wk, Associate 4.5 days/wk with 19 days/wk of hygiene. Great staff. Sees approximately 45 patients per day. Fee for service. Practice established in 2001. Office consist of 10 fully spacious computerized eq. ops, 2 plumbed not eq., with Open Dental software, digital x-ray and intra oral camera. Grossed approximately \$1,909,399 for 2010. Gorgeous office. Seller transition available. Property ID #4017.

SANTA MARIA (GP) – PRICE REDUCED! Office was established over 13 years ago and is located in a Medical plaza. Seller works 4 days/wk and sees approximately 14-15 patients/day. Income source: 45% insurance / 39% cash / 2% capitation / 14% healthy families. Practice consists of 4 fully computerized eq. ops, with Eagle Soft software and Intra oral camera. Great visibility from street and parking lot. Seller moving out of area. Grossed approximately \$654, 962 in 2010. Property ID #4007.

SPECIALTY OFFICES

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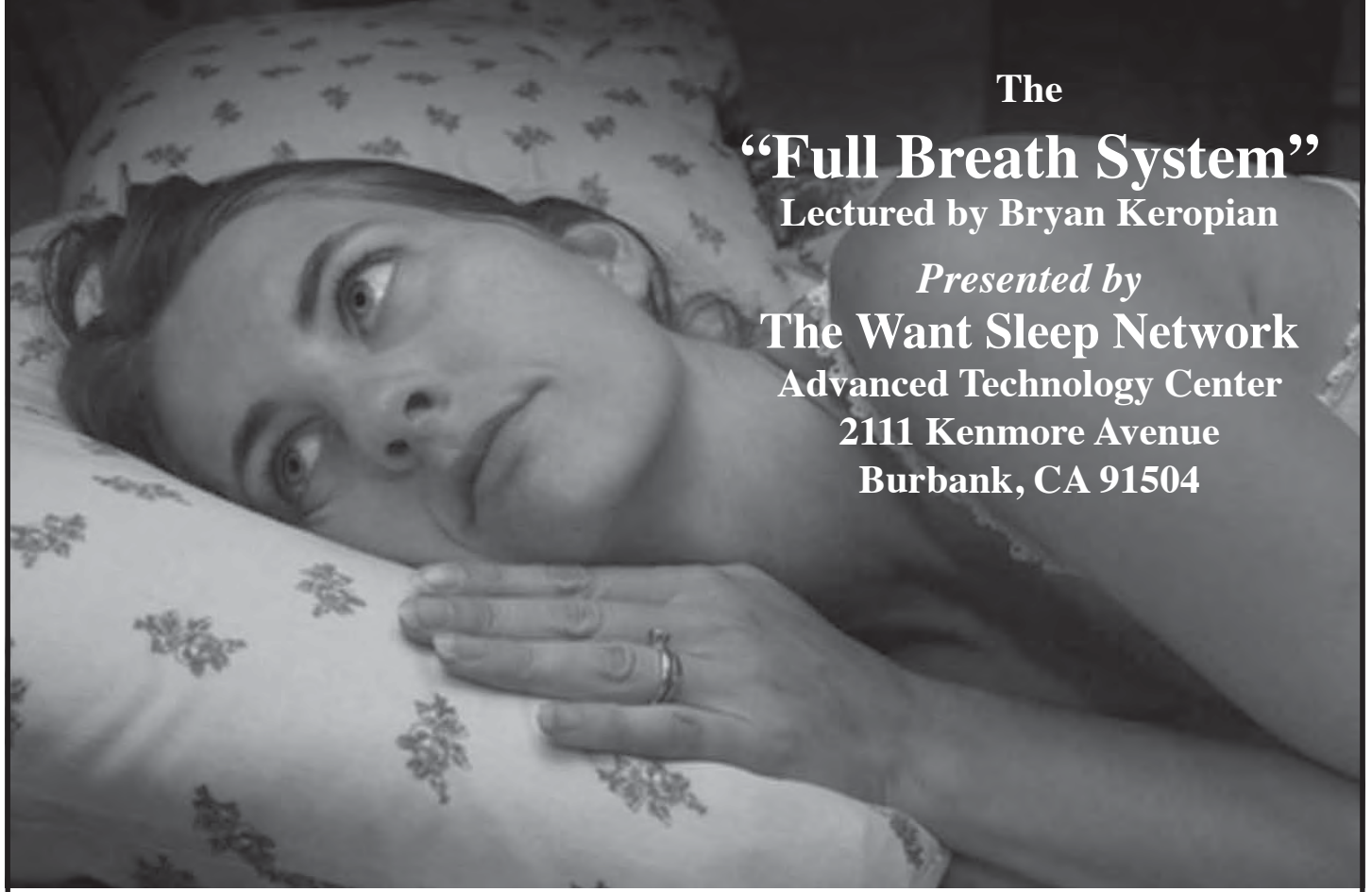
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- APTOS:** *For Sale-General Dentistry Practice.* Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 51%. 3-operatories in 1,000 sq. ft. Pano & Modi computerized software. 9-hygiene days per week. Practice operated for past 33 years in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk.
- BARSTOW:** *For Sale-General Dentistry Practice.* Gross Receipts \$395K with an adjusted net income of \$193K. Office consists of 1,100 sq. ft. 4 operatories. Intra-Oral Camera, Dentisoft. There are 6-hygiene days per week. Practice has been in its present location for the past 25 1/2 years.
- CORONADO:** *For Sale-General Dentistry Practice.* Gross Receipts in 2010 \$405K. Office space 1,400 sq. ft., 4 operatories, Laser, Intra-Oral Camera. 1,000 active patients. 2 hygiene days a week. Practice has operated in its present location for 40+ years. Owner retiring.
- EL DORADO HILLS:** *For Sale-General Dentistry Practice.* 2009 GR \$790,758, adjusted net income of \$312K. Intra-oral camera, pano, Sofident software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring.
- EL DORADO HILLS:** *For Sale-General dentistry practice.* Gross Receipts of \$834K with adj net of \$389K. 53% overhead. Office has five equipped operatories in 1485 sq.ft. Pano, Intra-oral Camera, Dentrinx, 5 days of hygiene. Owner retiring.
- FOLSOM:** *For Sale-General Dentistry Practice.* Gross Receipts in 2010 were \$703K with an adjusted net income of \$300K. 5 days of hygiene and approx 1,500 active patients. Leased Office is 2,000 sq ft with 4 equipped operatories-5 possible. Patient Base software. Owner to retire.
- FOLSOM:** *For Sale-General Dentistry Practice* 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5), Intra-oral camera, fiber optics in all ops. Patient base software. Owner retiring.
- FOLSOM:** *For Sale-General Dentistry Practice.* Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops. Digital, Dentrinx, Intra-Oral Camera, Laser, 5+ year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- FRESNO:** *For Sale-General Dentistry IV Sedation Practice.* (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene. #14250.
- GRASS VALLEY:** *For Sale-General Dentistry Practice.* 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Intra-Oral Camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337.
- GRASS VALLEY:** *For Sale-General Dentistry Practice.* Owner retiring. Gross Receipts \$89K. Practice has been in the same location for the past 33 years. 2 equipped operatories, 3-4 available. Panoramic X-ray. Doctor owns building, which is available for purchase. This practice can also be combined with another Grass Valley practice also listed for sale. #14362.
- GREATER CHICO:** *For Sale-General Dentistry Practice.* Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- GREATER FAIR OAKS-SUNRISE AREA:** *For Sale-Gross Receipts in excess of \$1.1 Million dollars for the past three years. Adjusted net income of \$450K. 2,400 sq ft office-5 ops. Hygiene days-6, Owner works 32 hours per week. Eagle Soft, Laser, Pano Intra-Oral Camera, fiber optics. Owner retiring. #14343*
- GREATER SACRAMENTO:** *For Sale-Pediatric Practice.* 2010 GR of \$1,095,914, with a 45% overhead. Prevention oriented practice with 1,000 sq. ft. Digital office with Dentrinx. Equipment is nine years old. Delta Premier is only insurance. Owner retiring.
- GREATER SAN JOSE AREA:** *For Sale-General Endodontic Practice.* 2009 Collections were \$1,187MIL with an adjusted net income of \$696K. There are 4 ops in this nicely decorated 1,400 sq. ft. office space. 4 microscopes. Owner has been in same location for 26 years with long-term employees. Owner is retiring but will continue to work 1 1/2 to 2 years through the transition with the buyer.
- HAWAII (MAUI):** *For Sale-General dentistry practice.* Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 1/2 days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise.
- IRVINE & COSTA MESA:** *For Sale-General Dentistry practice combined.* Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrinx. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrinx. #14355.
- LAGUNA NIGUEL:** *For Sale-General Dentistry Practice.* 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- LAKE COUNTY:** *For Sale-General Dentistry Practice.* Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral Camera, Pano, and Data Con software. Owner to retire. #14338
- LINDSAY:** *For Sale-General Dentistry Practice & building.* Gross Receipts in 2010 \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 3 operatories available (2 equipped), Intra-Oral Camera, Soft-Dent software. 3-hygiene days a week. Owner retiring. #14363.
- LIVERMORE:** *For Sale-General Dentistry Practice.* 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely decorated 1,082 sq. ft. office space. Dentrinx software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- LOS ANGELES:** *For Sale-General Dentistry Practice.* 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire. #14348
- MANTECA:** *For Sale-General Dentistry Practice.* The practice has one of the highest net incomes compared to total collections of any practice we have listed. The total collections were \$622,000 and the adjusted net income to the doctor was \$413,000. A 33% overhead. The office space is 780 sq. ft. with two operatories, Laser, intra-oral camera, digital x-rays and Easy Dental Software. The practice has operated in its present location for 24 years. Owner relocating to S. CA

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- **MODESTO:** For Sale-General Dentistry Practice. 5 operators, 32-years in office. Gross Receipts \$884K w/adjusted net income of \$346. Dentrax, Cerec, and Intra-Oral Camera. Owner to retire. #14308
- **NAPA:** For Sale-General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$250K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days. 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- **NEWPORT BEACH:** For Sale-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.
- **NORTHERN FRESNO:** For Sale-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operators. Dentrax software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
- **NORTHERN CALIFORNIA:** For Sale-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft. There are 4 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring.
- **NORTHERN CALIFORNIA:** For Sale-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq ft, panoramic X-Ray, Dexis Digital and Dentrax software in this 3-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.
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- **PLEASANTON:** For Sale-General Dentistry Practice. Owner has other practice in Bay Area only in Pleasanton 1 day/wk. 300 active patients. Excellent location-beautiful 1600 sq.ft. 5-op office. Equipment like new, intra-oral camera, pano, Easy Dental software. Must See. #14364.
- **PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO:** For Sale-General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrax software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- **ROCKLIN:** For Sale-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 4 operators equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral Camera, Dentrax software. Owner to retire.
- **ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops. 6 days hygiene/wk. Digital, Intra-Oral Camera, Dentrax, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO/ROSEVILLE:** For Sale-One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- **SAN DIEGO:** For Sale-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentrax software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate. #14356.
- **SAN DIEGO:** For Sale-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- **SANTA BARBARA:** For Sale-General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 5 days of hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral Camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- **SAN LUIS OBISPO:** For Sale-Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrax software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.
- **SANTA CRUZ:** For Sale-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrax software. Practice has been in its present location since 1980. Owner retiring.
- **SANTA CRUZ:** For Sale-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361
- **TORRANCE:** For Sale-General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Bitron system, and Camlight software in this 2 equipped, 3 available-chair office. Gross Receipts \$434K with 38% overhead. Owner relocating. #14320
- **TRACY:** For Sale-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Gendex x-ray units, 1 Sordexdigital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 Sq ft, 6 Ops. New lease available from landlord.
- **VISALIA:** For Sale- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$321K. Office is 1,380 sq ft with 3 equipped operatories. Intra-Oral Camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

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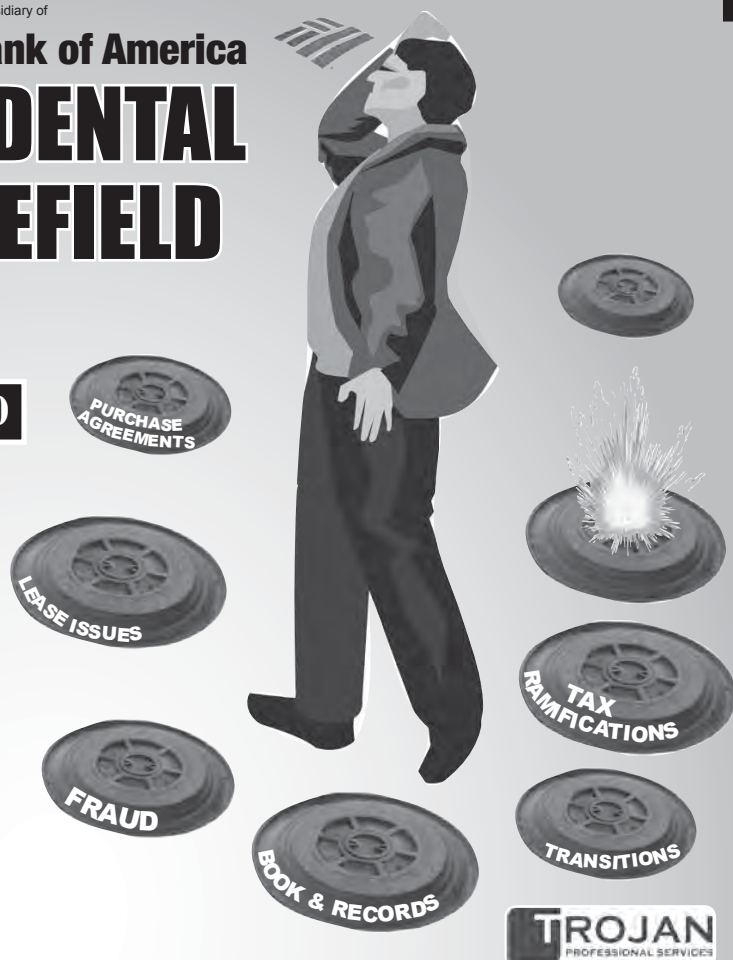
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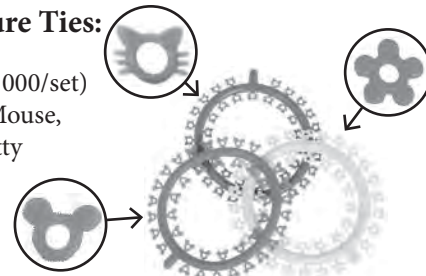
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September 13

Earl G. Freymiller, DMD, MD
"Management of Medical Emergencies
in the Dental Office"

October 11

Sergio Kuttler, DDS
"Simplicity in Endodontics:
An Achievable Goal"

All day meeting
DoubleTree Hotel
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- 3251 - Anaheim. GP Estb. 1,700 sq.ft. rent \$2,400. Est 1967. Conservative Senior. Gross \$240k. FP. \$150,000.
- 3270 - Downtown - Beautiful 3 Op office in prestigious area of downtown. Ultra modern. Gross \$500,000 your first year.
- 3273 - Downtown - Alvarado - Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing bldg. Grosses \$400,000 Part time.
- 3279 - Tustin - 2,000 sq. ft. Hi identity building. 4 Lighted corner. 65,000 autos plus per day. Make entire bldg your dental sign. F.P. \$1,350,000
- 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

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- 3282 - Palmdale/Lancaster - GP. New shopping ctr. 4 yrs. Near 90 million ffs. New Hospital was doing \$600k. Now \$350k by Absentee Seller.
- 3283 - Palmdale/Lancaster- Hi growth area. GP Gross \$1.5 mil. FFS. Net 40% +
- 3287 - So. CA. \$6,000,000 Practice. Est. 25 yrs. Prestigious Hi identity location. 12,000 sq. ft. \$1.00/per sq.ft. \$30k Cap/mo. Requiring substantial net work. Nets \$1 million plus. Approx. 800 Implants.
- 3288 - Bakersfield area - Gross \$900k, net \$400k. 4 Ops. Cash, Insurance, few PPO's. Low overhead. Rent only \$2,500. Free standing bldg, includes \$60k A/R. Full Price \$650k
- 3290 - Santa Paul at Fillmore-Hi identity location. GP Gross \$400k+. Est 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.
- 3291 - Pacific Beach - San Diego Beach city. GP est many years. Shares bldg with Lady Dentist doing big numbers. Seller grosses near \$400k in 2 1/2 day with \$200k net Profit. 3 Ops. Illness forces sale. FP \$285

Coming up! So. Bay. Location Only. Free standing bldg on main street.

Coming Up! Long Beach area. Corner Location. Bread and Butter practice. Long established. Collects \$500k per year.

Coming Up! Newport Beach professional location. Long established practice.

Oxnard/Ventura- Emergency - Health. Hi Identity Shopping center. Location. Est 23 yrs. 3 Ops. Only \$165,000 Outstanding Opp first yr \$500k (714) 345-9659

Malibu/Santa Monica - GP Gross \$300k part time. Low overhead. 4 Ops. Practice Full Price \$265,000 Bargain.

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