

# THE Dental Trader

VOL. 9 NO. 9 • SEPTEMBER '12  
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 & networked. Dentrux s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K+ on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A. **[NEW]**

### KERN COUNTY

**BAKERSFIELD #21 Bldg. & Pract. for Sale** - (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. \$500K on (3) - (4) days/wk. Cash/Ins/PPO/<1% Denti-Cal. Seller retiring. **REDUCED**  
**BAKERSFIELD #24** - (4) op comput. G.P. located in a strip ctr. w exposure, visibility & signage. (2) ops eqt'd w newer eqt. (2) add. plumbed ops. Cash/Ins/PPO pt base. Gross Collect \$180K+/yr p.t. Low rent. Seller retiring. **[SOLD]**

### LOS ANGELES COUNTY

**ANTELOPE VALLEY** - (7) op comput. G.P. located in a highly visible, easily accessible, free standing bldg. on a main boulevard. All ops are digital x-ray equipped. There is a Pano and a Ceph., an experienced staff, and room to grow. (20-30) new pts/mos. (50+) years of Goodwill. Cash/Ins and some PPO pt base. Annual Gross Collections of \$1.5M+. Projecting \$1.6M+ Collections in 2012. A Real Money Maker! **[NEW]**

**CONEJO VALLEY - "TO DIE FOR" GORGEOUS** (3) op comput. G.P. & Condo. Digital & chartless. Cash/Ins/PPO pt base. Annual Gross Collect. \$500K+ on 3.5 days/wk. 17 years of Goodwill. Refers out all Endo, O.S. & Perio Surgery. Restorative practice w upper middle class pts. Seller retiring. **[NEW]**

**HACIENDA HEIGHTS** - (2) op p.t. G.P. located in a shop. ctr. w exposure/visibility & signage. Low overhead office w high % net. Cash/Ins/PPO pt. base. 2011 Gross Collect \$164K+ on 2 1/2 days/wk. Seller retiring from private practice to work for county. **[PENDING]**

**LOS ANGELES (SILVERLAKE - ATWATER AREA)** - (3) op G.P. located in the trendy Silverlake - Atwater area of L.A. (28) years of Goodwill. Cash/Ins/PPO pts. 2011 Gross Collections ~ \$140K on a p.t. schedule. Retail store front w exposure/visibility. Seller owns bldg. & will grant Buyer first right to purchase in future. Seller retiring, but will assist w transition. **[SOLD]**

**NORTHRIDGE** - (6) op comput. G.P. (5) ops eqt'd (6th) partially eqt'd & plumbed. (20) years of Goodwill. Cash/Ins/PPO/HMO pts. 2011 Gross Collections \$400K+ on a two day week. Approx \$3K/mos Cap cks. 17-19 new pts/mos. Seller to concentrate on his main office, & is to busy for this one.

**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. Digital X-rays & Dentrux s/w. Excell starter or 2nd office. **REDUCED. BRING ALL OFFERS!**

**VALENCIA** - Drop Dead Gorgeous! (6) op comput. G.P. overlooking the golf course. Newer build out & equipt. Cash/Ins/& a few PPO's. 2012 Projected Gross Collect \$775K-\$800K on 4 days. Digital x-rays & Pano. Dentrux & Dexis. Cerec. All the bells & whistles! 22+ years of Goodwill. (4) days of hygiene/wk. (1-2) days/mos of Perio. Seller has a degenerative condition & is calling it quits before it worsens. Great opp for an experienced, quality oriented DDS looking for a larger, higher end practice. **[NEW]**

### RIVERSIDE COUNTY

**RIVERSIDE** - Very clean & well maintained (3) op G.P. Located in a shop ctr. w exposure/visibility/signage. Retiring DDS working (2-3) easy days per wk. Refers all speciality work. Cash/Ins/PPO & minimal amt. Denti-Cal. Annual Gross Collect. \$180K. Does no advertising. (30+) years of Goodwill.

### ORANGE COUNTY

**ANAHEIM #3** - (3) op comput. G.P. in a one story prof. bldg. on a well known, major blvd. Abundant off St. parking. Dr. works 2.5 days/wk & collects approx \$20K/mos. Does no advertising. Can produce/collect more w some advertising & more days. Cash/Ins/PPO w no Denti-Cal or HMO's. Low rent & overhead. Great starter or second location. **[NEW]**

**IRVINE** - (3) op comput. turnkey office. Some charts included but not guaranteed. Located in a shop. ctr. w exposure/visibility & signage. Pano equipped. Plumbed for central nitrous. Digital x-rays. Location has been a dental office since 1992. **[NEW]**

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### SANTA BARBARA COUNTY

**SANTA BARBARA #3** - (3) op comput. G.P. located in a dental/medical/prof. bldg. complex on the 1st floor w easy access to parking. Dr. retiring after 40 years. Significant goodwill available in the charts. Does little Peds even tho many kids are attracted to the complex. Refers all specialties. 8-10 new pts/mos. 6-8 pts/day. Ave. Annual Gross Collect. \$250K on a 4 day wk. Cash/Ins/PPO pts. Digital X-rays. Support during transition. Very attractive price.

### 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. **[NEW]**  
**So. TULARE COUNTY - PORTERVILLE AREA** - (6) op comput. G.P. in a major shop. ctr. w exposure & visibility. Cash/Ins/PPO/Kids Denti-Cal pt. base. Annual Gross Collect. \$500K+ on a (4) day wk.

### VENTURA COUNTY

**PORT HUENEME #2** - turnkey office w charts. (3) ops eqt'd. In a strip ctr w exposure, visibility, & signage. In an upscale beach area. Easy Dental s/w, digital tomograph, & digital x-ray. 2011 Goss Collect. \$200K+ first 6 mos. 2010 Gross Collect \$369K+ on an Associate run three day wk. Associate left July, 2011. Owner decided to fold pract. into his Camarillo office. Most pts did not transfer. Many are now waiting for a new practitioner at this office. What an opportunity!

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## *Featured Practices for Sale*

**BAKERSFIELD** – Small /part-time 3 ops practice catering to HMO patients. First floor location. Seller relocating from area. Excellent starter or merger opportunity.

**BEACH CITIES (upcoming)** – High-end/ private only practice. 4 ops. Spectacular ocean views. Over 20 years of goodwill. Revenues exceed \$40k/month on part-time schedule. Contact us to be placed on call-back list.

**BEVERLY HILLS** – Starter practice or merger opportunity. Over 35 years of goodwill! Owner retiring. 3 Ops. Most specialty procedures referred out. Private patients only. Transition available. Professional building.

**CHINO HILLS** - Shopping center location w/modern office equip. 8+ yrs of goodwill. Revenues exceed \$30K per month on part time schedule. Seller transition available. Must See.

**FONTANA** – This one has it all! Single-user/free standing building. Ample parking. Large sign. Very busy street. Growth area. State-of-the-Art equipment. 8+ op facility. Revenues exceed \$60k/month. Owner works limited schedule. Serious buyers only!

**KERN COUNTY** – Long established practice in free standing bldg. 5+ ops. Just north of Bakersfield, this location is a store front practice with monthly revenues in excess of \$30K/mo. on part time basis. Long term staff will remain for smooth transition. Priced for immediate sale.

**LONG BEACH** – Cap Practice with revenues of over \$20k/month on part-time schedule. 1st floor location in professional building. Priced right!

**LOS ANGELES (near LAX)** – 3 Op practice with revenues of \$25k/month. Looking for right practitioner to take over. 1st floor location. Low overhead.

**LOS ANGELES** – Small Capitation Practice with revenues of nearly \$20k/month. Looking for aggressive practitioner to take this practice to the next level! Currently no advertising & seller working limited sched. Low overhead.

**MONTEBELLO** – Turnkey Practice Opportunity. First floor location in Major Shopping Center – just off 60 Fwy.! Very busy site across from B of A branch. 2ops equipped/3rd plumbed. Excellent started opportunity.

**NORTH HOLLYWOOD** – Practice with over 14 years of goodwill. First floor location in Major Shopping Center with busy anchor tenants. 3 ops equipped. Seller retiring. Sign. Visibility. Walkins.

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# Practice Sales & Appraisals

**ONTARIO (upcoming)** – Call now to be placed on list – this one won't last! Shopping center location. Established 8 years. Revenues of \$40/month w/out advertising.

**OXNARD PROXIMITY** - Hispanic area, 1st floor practice w/ sign exposure. Over 15 yrs. goodwill. 5 ops in modern facility. Revenues exceed \$35K per month on part time basis. Priced Right.

**RESEDA** – Long-established private practice with some HMO revenues. Monthly revenues of \$35k/month. 4 ops located in professional building. Nice design and modern appearance. Seller working limited sched.; willing to assist in transition.

**RIVERSIDE** – Over 10 years of goodwill for this part-time practice. Seller refers most specialty work. Mix of Private/PPO. Ample parking. Priced right!

**SAN DIEGO (downtown/upcoming)** – Retiree with 30+ years of goodwill. Seller works 4 day/wk sched. Busy hygiene program. 4 ops. Revenues exceed \$50k/month. Call now!

**SAN FERNANDO VALLEY (upcoming)** – Shopping Center location with thousands spent on tenant improvements. 4 ops. One of the busiest intersections in all San Fernando Valley. Sign across store front. Ample parking. Revenues exceed \$50k/month. Tremendous opportunity.

**SAN FERNANDO VALLEY** – Strip center with sign exposure on major bld. Drive-up easy parking. Beautifully equipped office with 3 ops plus separate x-ray room and private office. Low rent rate.

**SAN FERNANDO VALLEY (North)** – Long-Established Private Practice in Hispanic Area. First floor location with excellent sign exposure. Busy Street/Walkins. Excellent Parking. Revenues over \$40k/month.



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**GLENDORA, NEW LISTING!!: Asking \$169,000.** 3 fully equipped ops.! Digital X-rays! Great location – near downtown Glendora!

**ORAL SURGERY, ORANGE COUNTY!!: Asking \$725,000.** 2 full surgical suites. Digital Pano and X-rays. Tons of Goodwill! Wonderful location!

**ROLLING HILLS ESTATES: Asking \$299,000.** 50 years GOODWILL!!! Seller Retiring. GREAT LOCATION!! PPO and HMO Plans. Medical Building. 2011 Collections: \$385,000.

**ORAL SURGERY, RANCHO BERNARDO: Asking \$235,000.** MUST SELL IMMEDIATELY. Upscale Area, Great Location. 2 Surgery Suites. 2011 Collections: \$315,000.

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**Private practice and Building for sale** - 4 operatories in free-standing building - dentist retiring after 37 years in practice - grosses approx. \$14,000/mo on 2 easy days/week - great place to grow a practice to your specs in community of 25,000. China Lake is the crown jewel of the Navy and DOD Building is 1536 sq ft - Great investment.

### Long Beach

**Dr retiring** - 2 operatories plus one plumbed in 1000 sq ft. Very reasonable rent - old equipment - Dr willing to sell entire practice or just the active charts - 230 patients seen in last two years - great deal for the right person.

### La Mirada Ortho

**Orthodontic practice for sale** - great starter practice or perfect for a second office - Dr selling for health reasons - grosses nearly \$14,000/mo on 2 days/week - very modern upgrades - 3+1 operatories - AR's ~\$100,000 - priced for a quick sale.

### Laguna Hills

**Private practice** - Owners looking for dentist to move his existing practice to join them in their location on La Paz Road. Great opportunity to decrease your rent and join a thriving practice - 10 operatories, very modern, grosses \$2.5 million/year. Partnership available.

### Newport Beach

**Private "Boutique" practice** - 2 operatories plus one add'l plumbed in professional building - Grosses over \$450,000/yr - very unusual opportunity for the right dentist - high fees and high net income - gorgeous office priced to sell.

### San Fernando Valley

**Orthodontic practice for sale** - great starter practice or perfect for a second office - Dr selling for health reasons - grosses nearly \$15,000/mo on 2 days/week - very modern upgrades.

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**BEVERLY HILLS COSMETIC PRACTICE FOR SALE:** Practice is heavily based on implants and has all of the technology to support it with a CT scanner, Sidexis imaging software and Anatomage virtual implant placement software. The office has 3 operatories with outstanding views from every room of this Golden Triangle location. Gross collections in 2010 and 2011 were over \$1.4 million each year. Net income is over \$500,000 for a dentist that places their own implants. Full fee for service practice with no insurance plans. Seller refers all endo and all perio. Asking \$900,000.

**MURRIETA MANAGED CARE PRACTICE FOR SALE:** This practice is 100% absentee operated with over \$16,000 per month in capitation. The practice collects \$600,000 per year on two and one-half days of dentistry per week with five days of hygiene completing over 100 hygiene appointments PER WEEK. 80-100 new patients per month. The office is in a retail center and has 7 equipped operatories. The only specialist is an endodontist one half day per week. Lots of potential with 6,000 patients of record. Asking \$489,000. - **PENDING**

**ENCINO FEE FOR SERVICE PRACTICE FOR SALE:** Seller has been in practice in Encino since 1985 and in the current suite since 1997. The practice has collected just under \$500,000 per year for the past four years with a net income of just over \$175,000 per year with two full days of hygiene per week. Seller accepts no HMO's and no PPO's, but does have 1-800-DENTIST which would increase the new patient flow beyond the current 12 new patients per month if the Buyer would accept PPO coverage. Seller is leaving the State. Asking \$365,000. - **SOLD**

**VALENCIA GENERAL PRACTICE FOR SALE:** Established practice was relocated to a new facility in 2007. The office is state of the art with designer leasehold improvements, six operatories of four year old equipment. Fully computerized, digital and equipped to be completely paperless. Seller works four days per week and collected \$740,000 in 2010, \$731,000 in 2011 and is currently averaging over \$66,000/month in collections for this year. Net income averages 41% of collections. No Denti-Cal. \$2,500/month in capitation. Asking \$495,000.

**SANTA PAULA GENERAL PRACTICE FOR SALE:** Originally established in 1946, this practice currently collects \$175,000 per year on four days per week and a very relaxed schedule. Seller does no marketing, does not work evenings or weekends and refers out a lot of specialty procedures. The office has 3 operatories of older equipment and is not computerized. Fairly substantial Hispanic population in the community. Potential for growth. Asking \$65,000.

**FULLERTON FEE FOR SERVICE PRACTICE:** With over twenty years of goodwill, this fee for service practice collects over \$900,000 per year on three and one-half days per week plus one day per week of associate coverage with five days per week of hygiene. Practice has four equipped operatories of 5-10 year old equipment with digital x-ray and full computerization in a professional building. - **SOLD AT FULL PRICE**

**LONG BEACH STARTER PRACTICE FOR SALE:** Excellent opportunity to own a 50% interest in the building and a solid core of fee for service patients at a very reasonable cost. Seller works three days per week (no evenings, no weekends) and collects \$130,000 per year with no Denti-Cal, no HMO and no PPO plans. Seller does no marketing. The practice has two equipped operatories plus one additional operator that is plumbed but not equipped. The reception room, lab, sterilization area, front desk area and break room are shared with another dentist that owns 50% of the real estate and has his own three operatories. Each dentist uses their own operatories exclusively. Seller wants to sell his 50% interest in the real estate for \$150,000 which Seller will finance with no money down. Payments would be under \$1,000 per month. The asking price for the practice is \$80,000.

**NORTH SAN DIEGO COUNTY CLINIC PRACTICE FOR SALE:** Collected over \$2.6 million in 2010 and projecting the same for this year. \$16,000/month in capitation. General dentists' net income is \$750,000/year for two working buyers and over \$600,000 for a single dentist buyer. No Denti-Cal. 90 new patients per month. Practice is open seven days a week. One full time associate plus specialty. Seven days of hygiene per week. Excellent nine operator facility with good visibility. Asking \$1,675,000 - **SOLD AT FULL PRICE**

**CANOGA PARK GENERAL PRACTICE FOR SALE:** Very affordable practice with good positive cash flow. This practice collected \$198,000 in 2010 with a net income of over 38% on four short days per week. Seller does no significant advertising, but gets 10-15 new patients per month and has \$3,000 per month in capitation income. Seller refers all endo and all oral surgery. No Denti-Cal and no evenings. Located in a professional building, the office has three equipped operatories with digital x-ray. Asking \$140,000. - **SOLD**

**COVINA GENERAL PRACTICE FOR SALE:** Located in a shopping center, this practice has been established for over ten years and has shown steady growth even over the past several years. No Denti-Cal and no HMO. Predominantly PPO insurance patients. Collections average \$1.2 million per year with a net income of over \$300,000 per year. Seller refers all implants, all perio surgery, all ortho other than Invisalign, and difficult oral surgery. Seller is leaving the State. Asking \$800,000. - **SOLD AT FULL PRICE**

**NORTH HOLLYWOOD CLINIC PRACTICE FOR SALE:** Over 20 years of goodwill, this practice in predominantly managed care with a current capitation check of approximately \$16,000 per month. The office has nine equipped operatories plus four additional operatories that are plumbed but not currently equipped. The office is open five days per week with no evenings and no weekends. Asking \$1,070,000 including the accounts receivable - **PENDING AT FULL PRICE**

**TORRANCE PRACTICE BUILDING OPPORTUNITY:** Fee for service practice collected \$584,556 in 2010 and \$573,130 in 2011 on three days per week with three days of hygiene per week. No Denti-Cal and no capitation. Seller has 16 months remaining on the lease and landlord has given no indication of renewing any leases in the building. Buy the practice and see patients at that location for one year and then merge into your existing office or build out a new suite in another building. Asking \$220,000.

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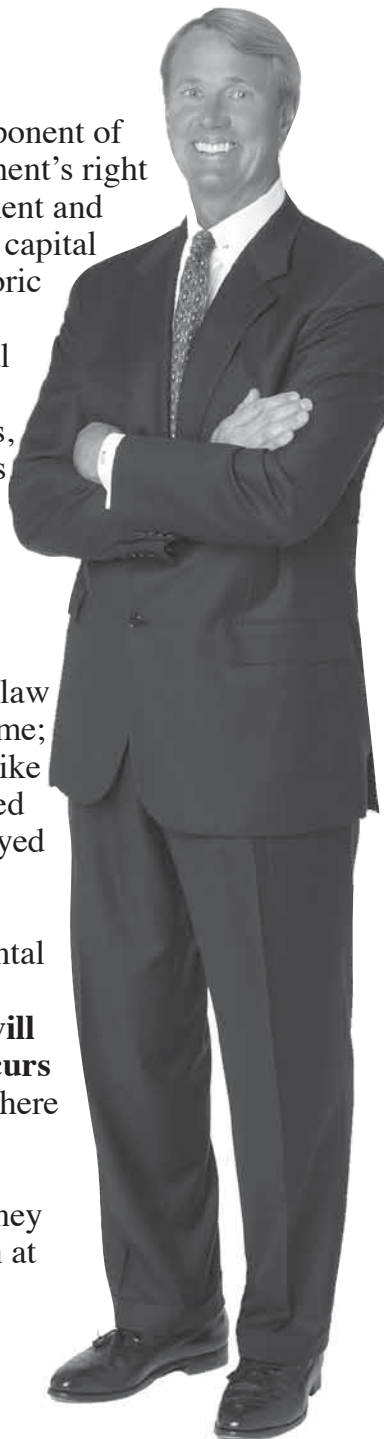
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Let's not forget that within the Obama healthcare law there is also an extra 0.9% Medicare tax on all income; both capital gain income and ordinary income. Unlike Social Security taxes, the Medicare tax is not capped and has no deductible component for the self-employed taxpayer.

**To put it in concrete terms,** if the sale of your dental practice is 66.6% capital gain and 33.4% ordinary income and your practice sells for \$500,000, **you will owe an additional \$30,807 in taxes if the sale occurs after December 31, 2012** – and that assumes that there is no increase in the ordinary income tax rates.

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**VALLEJO DENTAL PRACTICE FOR SALE** – Gross ~ \$650K. Digital office located in major retail shopping center. Excellent visibility. 4 fully ops, 1 additional plumbed. Approx. 1,500 sq. ft. Approx. 20-25 new patients per month.

**OAKLAND STARTER PRACTICE FOR SALE** – 5 eq ops. Renovated 2 yrs ago. ~1,932 sq. ft. in professional bldg.

**SAN JOSE PROPERTY FOR SALE** – 2 Units totaling 2,197 sq. ft. Approximately 1,100 sq. ft. each. Located on major cross street. Across from retail plaza, nearby anchor stores, restaurants and many more. Ample parking spaces. Easy access to Fwy 101. Ideal for Dental, Medical or Office use. Great opportunity for Owner or Investor.

**SAN JOSE (DOWNTOWN) STARTER PRACTICE FOR SALE** – ~1,070 sq.ft. 2 fully equipped ops and 1 additional plumbed. Located on major street in downtown San Jose.

**REDWOOD CITY DENTAL PRACTICE FOR SALE** – Gross ~ \$399K. 2 ops, 1 additional plumbed. All digital, paperless. Great visibility. Across from major retail store. Approximately 70% PPO, 20% Cash, 10% Capitation.

**SAN BRUNO BUILDING & SHELL DENTAL PRACTICE FOR LEASE / SALE** – 4 plumbed ops in 1,500 sq ft. freestanding building located on street corner. Excellent visibility and parking spaces. Building purchase optional.

**PALM SPRINGS DENTAL PRACTICE FOR SALE (BUILDING PURCHASE OPTIONAL)** – Gross ~ \$ 1 million. 5 fully equipped ops. 2,500 sq. ft. Freestanding professional building in the heart of central Palm Springs.

**SAN DIEGO DENTAL PRACTICE & BUILDING FOR SALE** – Gross ~ \$300K. Stand Alone Building. Over 12 years of goodwill. 3 eq. ops, 1,176 sq. ft. Busy street. Excellent visibility. Asking \$149K for Practice. Seller Retiring.

**ESCONDIDO DENTAL PRACTICE FOR SALE** – 3 fully equipped operatories, 2 additional plumbed, ~ 2,100 sq. ft. Located in strip mall on major intersection. Close by anchor stores, pharmacies, restaurants and school.

**OXNARD DENTAL PRACTICE FOR SALE** – Starter Practice. 2 fully equipped ops. ~800 sq.ft. Located in plaza on busy street with excellent street visibility. High foot traffic. Close by restaurants, library and DMV.

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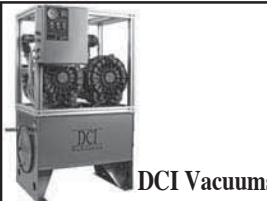
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## FEATURED LISTINGS

**CENTRAL COAST (GP)** - Located in a Historic Colony District on a single free standing building with a flat lease. Great visibility and heavy traffic flow. This landmark on the central coast is surrounded by rolling hills studded with oaks; historic buildings; quaint lake, park and zoo. Seller works 3 days/wk with 6 days/wk of Hygiene. Fee for service. Sees approximately 10-15 new patients/mo. Office consists of 3 fully eq. ops with Dentrix software, digital x-ray and intra oral camera. Grossed approximately \$995,145 in 2011. Projecting approximately \$1,136,311 for 2012. Well established practice with 48 years of goodwill. Seller will be focusing on second office. Contact your CPS Agent for more information. **Property ID # 4201.**

**HUNTINGTON BEACH (GP)** - State-of-the-Art office located in a two story professional building. This modern design office established in 2006 and consist of 5 fully eq. ops with 2 plumbed ops to expand. Have Eagle Soft software, intra oral camera and digital x-ray. Suite is approximate 2,196 sq. ft. Seller works 3 days per week and Associate 1 day per week. Does not refer anything out and brings Specialist as needed. See approximate 20-30 new patients per month. Income source: Insurance / Cash / Some Cap (~\$1000/mo in Cap Checks). Grossed approximately \$732,986 in 2011. Motivated seller will be focusing on his other practice in the San Diego area. Contact your CPS Agent for more information. **Property ID # 4027.**

**LAKE ELSINORE / CANYON HILLS (GP)** - Established in 2007 this modern designed office is located is a busy shopping center with greet visibility and signage. Practice consists of 3 fully spacious computerized eq. ops with Practice Works software, 1 plumbed not eq., in a 1,620 sq ft suite. Equipment is 5 years old. Sellers work 2 days/wk. Insurance / Cash / Some Cap. (\$1450/mo in Cap checks). Monthly revenues of \$23K. Grossed \$229,529 in 2011. Projecting approximately \$287,089 in 2012. Buyer's net of \$109K. Call your CPS Agent for more details. **Property ID #4189.**

**MURRIETA (Ortho)** - Established in 2009, this modern, state-of-the art private specialty office is located in a one-story shopping center with excellent signage to a major street. Seller works approx 2 days/wk with 12-17 starts per month. Projecting approximately \$624,000 for 2012, monthly revenues of \$52,000/month combined with low overhead allow for 55% Profit Margin and Buyer's Net of \$260K. Practice consists of 5 open bay chairs, 2 consult rooms, paperless charting and digital pano/ceph. Great practice with room to grow! Don't miss this opportunity! Contact your CPS Agent for more information. **Property ID#4195.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



### GREATER LOS ANGELES COUNTY

**ARCADIA (GP)** – Long established fee for service practice with over 50 years of goodwill. Modern designed practice consists of 1,500 sq. ft. office with 3 spacious eq. ops, and 2 eq. chairs in open bay. Has Eaglesoft software and Pano & Ceph. 100% Patient referral. Located in a single story store front building with rear parking lot and patio. Reasonable monthly rent. Excellent signage and visibility with heavy traffic flow. Monthly revenues of ~\$50K/mo. Grossed approximately \$647,653 in 2011. Call your CPS Agent for more details. **Property ID #4137.**

**CERRITOS (GP) TURN-KEY** - This practice has over 40 years of goodwill. Seller is the second owner and has now decided to retire. Located in a strip mall with no vacancies. Practice consists of 3 eq. ops, 4 plumbed not eq. for expansion. Plumbed for nitrous and oxygen. With excellent rent, this practice is spacious with vaulting ceilings. Income source: Insurance / Cash / Some Medi-cal. Retiring seller work 5.5 days/wk and see approximately 5-10 new patients per month. Utilizes no advertising and patient flow is based on walk in traffic and patient referral. Contact your CPS Agent for more information. **Property ID # 4205.**

**DOWNEY - (TURN-KEY)** This general practice is in a well known professional medical building and has over 50 years of goodwill. Retiring seller works 2.5 days/wk and sees approximately 6 patients per day. Fee for service. Practice consists of 3 eq. ops., 1 plumbed op to expand with large window viewing to the main boulevard. Has Easy Dental software. Currently referring out many procedures though this office has a loyal patient base. Low sales price of immediate sale. Please ask your CPS Agent for more information. **Property ID #4203.**

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

**LOS ANGELES (GP)** – Well established practice with over 18 years of goodwill is located in a free standing building with rear ample parking (11 private parking spaces). Dental office shares reception with Tax office. Excellent signage and street visibility with heavy foot traffic from the retail shops and restaurants that provide walk-ins and has convenient freeway access. Seller works 4 days per week and Associate 2 days/mo. See approximately 15-20 new patients per month. 2011 income source: 57% insurance, 42% cash and < 1% Denti-cal. Office consists of 1,420 sq. ft. suite with 5 spacious eq. ops, EZ Dental software, and intra oral camera. Monthly revenues of ~\$30K/mo. Grossed approximately \$364,976 in 2011. BUYER'S NET OF \$144K. Seller relocating closer to home. **Property ID #4113. SALE PENDING.**

**LOS ANGELES** – General practice located in a 16 story medical /dental building on one of the busiest boulevards in L.A. Over 34 years of goodwill. State-of- the-art facility. Fee for service. Seller works 2 days per week, Associates 4 days/wk with 5 days per week of hygiene. See approximately 15 new patients per month. Office consists of 1,187 sq. ft. suite (11th floor), 4 fully eq. ops, with Dentrix software. Monthly revenues of ~\$27K/mo. Grossed approximately \$313,298 in 2011. Projecting approximately \$346K for 2012. BUYER'S NET OF \$116,798. Staff speaks Japanese, Chinese, Spanish and Tagalog. Seller will be focusing on his Torrance practice. Want more details? Please call your CPS Agent now! **Property ID #4147.**

**MONROVIA** – Dental space for rent located in a busy shopping center on a major street with great visibility. Excellent signage, ample parking and heavy traffic flow. Office consists of 8 spacious operatories that are plumbed not equipped, private office, business office, large reception, lab/sterilization area, lounge room and storage room. Great opportunity for GP or Specialist. Ask your CPS Agent for more details. **Property ID #4207.**





# CALIFORNIA

## Specializing in the Selling

Alice C. King, V.P.

**N. HOLLYWOOD (GP)** - New build out store front Turn-Key office located in a single story strip mall with huge billboard signage. Heavy traffic flow. Has a flat lease for the first two years. Beautiful practice consists of 7 spacious operatories with Dentrix software, intra oral camera and digital x-ray. Well established practice with over 30 years of goodwill. Motivated seller is currently working 1 day/wk and will be focusing on other practices. Great office. Ask your CPS Agent for more details. **Property ID #4211.**

**SANTA CLARITA** - General Practice nestled up against the mountains with a beautiful view not far from the 5 Freeway, this practice is among a retail area with many restaurants. The single story free standing building is shared with one other tenant, a medical doctor. No shared equipment. Office consists of 1,900 of 3,913 sq. ft. with 4 fully eq. ops and 2 plumbed not eq. Easy Dental software. Seller works 2 days/wk and sees approximately 19 new patients/mo. Ins/Cash/Cap. Grossed approximately \$273,181 in 2011. Call us now for more information. **Property ID #4133.**

**SOUTH GATE (GP)** - Leasehold Improvements, Equipment & Charts! Motivated seller is moving out of state. Price for immediate sale. Located on a busy strip mall with great signage, street visibility and plenty of foot traffic. Has ample parking spaces. Seller works 2 days per week. Fee for service practice. 100% patient referral. Practice consists of 2 eq. ops with 2 plumbed to expand in a 1,000 sq. ft suite. Contact your CPS Agent for more details. **Property ID # 4199. SALE PENDING.**

**TARZANA** - JUST REDUCED RENT/SPACE, LOWERED OVERHEAD! (GP) Established since the 1980's, Seller purchased practice in 2009 and is semi-retiring from Dentistry. Office is located in a 3 story Medical Building and resides in a 1,383 sq. ft. suite. Office has 5 equipped operatories. currently Seller works 2.5 days per week and sees 7-10 patients per day. Office Income is 30% Insurance/ 70% Cash, Office is computerized and digital / Computer software -Dentrix / Equipment age is approx. 10 years old / Heavy traffic flow / Great opportunity/ Great Street Visibility. Grossed \$447,681 in 2011. BUYER'S NET OF \$163K. **Property ID #4157.**

**W. HOLLYWOOD** - Located on the top floor of this prestigious medical professional building with the best facing views in the entire building of the Santa Monica Mountains and the Trousdale Estates area. The practice has 48 years of goodwill. Motivated seller works 4 days/wk with 2 days/wk of Hygiene. 100% CASH. 100% Patient Referral. This modern designed office consists of 3 spacious fully eq. ops, with MAC Practice software, digital x-ray and intra oral camera in a 1,000 sq. ft. suite. Monthly revenues of approximately \$90K/mo. Grossed approximately \$1,031,093 in 2011. Projecting approximately \$1,214,000 for 2012. BUYER'S NET OF \$553K. Seller relocating out of state. Call us now! **Property ID #4153. SALE PENDING.**

**WESTLAKE VILLAGE** - SEMI NEW BUILD OUT / LEASEHOLD IMPROVEMENTS, EQUIPMENT & CHARTS ONLY! Office started from scratch in January 2010. Seller has primary office in Valencia. Approximately 200 charts included. Currently Seller works 2 days per week. Beautiful office. Set up for Paperless / Digital. Located on the 2nd floor of the "Westlake Medical Center". Great upscale area. Perfect to merge an existing office into / relocate or Start up. There are a total of four (4) plumbed ops and 1 equipped op. Contact us for more details. **Property ID #3211.**

**WESTWOOD (GP)** - Long established practice with over 30 years of goodwill. Modern designed office. Located in a 12 story medical / dental building. Motivated Seller works 1.5 days/wk and sees approximately 15-21 new patients/mo. Insurance / Cash / Capitation (~\$1700/mo in cap checks). Practice consists of 2 fully eq. ops with Easy Dental software. 6 year old equipment. Grossed \$194,171 in 2011. Monthly revenues of \$15K/mo. Very desirable area. Call us now for more details!!! **Property ID # 4181. SALE PENDING.**

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

### ORANGE COUNTY

**HUNTINGTON BEACH (GP)** – State-of-the-Art office located in a two story professional building. This modern design office established in 2006 and consist of 5 fully eq. ops with 2 plumbed ops to expand. Have Eagle Soft software, intra oral camera and digital x-ray. Suite is approximate 2,196 sq. ft. Seller works 3 days per week and Associate 1 day per week. Does not refer anything out and brings Specialist as needed. See approximate 20-30 new patients per month. Income source: Insurance / Cash / Some Cap (~\$1000/mo in Cap Checks). Grossed approximately \$732,986 in 2011. Motivated seller will be focusing on his other practice in the San Diego area. Contact your CPS Agent for more information. **Property ID # 4027. SALE PENDING.**

**IRVINE (GP)** – PRICE REDUCED! Well established practice with over 10 years of goodwill is located in a busy shopping center with lots of foot traffic. This modern designed practice consists of 4 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% (~\$2,650 in cap checks/mo). 100% Patient referral. The office has been recently painted. Office has excellent exposure, signage and visibility. Grossed approximately \$314,349 in 2011. Seller will be focusing on his primary office in Culver City. **Property ID #4053.**

**LAGUNA HILLS** – This nice General practice is located in the 2nd floor of a 2 story busy shopping center on one of the busiest streets in L.H. with over 19 years of goodwill. It has Great visibility and signage. Upscale neighborhood. Seller has a flat rate lease that includes all utilities, maintenance, janitorial supplies and cleaning. Office is open 3 days/wk but certainly can produce more. Fee for service. Office consists of 4 fully eq. ops, in a 1,700 sq. ft. suite. Well lay out office with island containing the sterilization area. Monthly revenues of approximately \$47K/mo. Grossed approximately \$615,786 in 2011. BUYER'S NET OF \$240K. **Property ID #4155. SALE PENDING.**

**LAGUNA NIGUEL (GP)** - TURN KEY LOCATION. Seller has primary practice in Irvine. Currently Seller works 2 days per week and sees approximately 8-12 patients per day, Office Income 20% Insurance, 70% cash and 10% Capitation (approx. \$500 in Cap checks p/month). Office is located in a free standing building/Shopping Center with 3 fully equipped ops in 1,119 sq. ft. suite. Equipment is approx. 2 years old. Computerized and Digital office – Software is Data Team, Office was remodeled in July 2011. Great Busy Shopping Center. **Property ID #4163.**

**ORANGE** - Well established practice located in a single story medical center with 4 fully computerized eq. ops, with intra oral camera, digital x-ray and Dentrix in a 1,040 sq. ft. suite. Fee for service office open 4 days/wk. An excellent lease includes all minor repairs, even bulb/fixture replacement. Full service cleaning is also included with bathroom supplies. This full service lease also includes storage outside of the office where the vacuum and compressor reside. All utilities are paid for with the exception of the phone service and answering service. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Grossed approximately \$185K in 2011. **Property ID #3531.**

**SAN JUAN CAPISTRANO** - Leasehold Improvement & Equipment Only! Modern designed practice located in a 2 story professional building on a retail center. Easy freeway access. Practice consists of 3 fully eq. ops. in a 1,113 sq. ft. suite. Computerized office with digital x-ray and Easy Dental software package. 3 year old equipment. Excellent practice for a first time buyer. Motivated seller will be focusing on her primary office. Ask your CPS Agent for more details. **Property ID #3071.**

**SANTA ANA (GP)** - TURN KEY LOCATION. Absentee owner. Long established practice located a single standing building with ample parking. Seller owns building. Practice consist of 4 fully computerized ops., with EZ Dental software and intra oral camera. Excellent street visibility and Heavy traffic flow. Nice office. Grossed approximately \$189,952 in 2011. **Property ID #4071.**

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Tina Ochoa, V.P.



# CALIFORNIA

## Specializing in the Selling

### RIVERSIDE & SAN BERNARDINO COUNTIES

**CATHEDRAL CITY** – Leaseholds and Equipment ONLY! Bank owned location. The office consists of 7 spacious eq. ops, with a Lab, sterilization area, Lounge, Large office manager office, X-ray room, and storage room on ~3,500 sq. ft. Located in a free standing building with rear parking. Corner location with heavy traffic flow. Rent is Negotiable. Perfect for a GP or Specialist. Contact your CPS Agent for more details. **Property ID #4173.**

**CHINO HILLS (GP)** – Leasehold Improvement, Equipment & Charts!! Excellent starter opportunity. Office is located on a busy shopping center with excellent visibility and signage. Right off the 71 freeway. Absentee owner established the practice in 2007. Associate works 2.5 days/wk. This practice consists of 4 spacious eq. ops and an x-ray chair in a 1,500 sq. ft. suite. Office is down the street from a High School. Ask your CPS Agent for more information. **Property ID #4135. SALE PENDING.**

**LAKE ELSINORE / CANYON HILLS (GP)** – Established in 2007 this modern designed office is located is a busy shopping center with greet visibility and signage. Practice consists of 3 fully spacious computerized eq. ops with Practice Works software, 1 plumbed not eq., in a 1,620 sq ft suite. Equipment is 5 years old. Sellers work 2 days/wk. Insurance / Cash / Some Cap. (\$1450/mo in Cap checks). Monthly revenues of \$23K. Grossed \$229,529 in 2011. Projecting approximately \$287,089 in 2012. Buyer's net of \$109K. Call your CPS Agent for more details. **Property ID #4189.**

**LA QUINTA** - Price Reduced!! One of the fasted growing cities in California - Leasehold Improvements & Equipment Only!! Practice consists of 3 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. SALE PENDING.**

**RANCHO CUCAMONGA** – Leasehold Improvement & Equipment Only! Practice consists of 4 fully eq. ops in a 1,275 sq. ft. suite. Located is a busy one story shopping center with excellent visibility, signage, traffic flow with ample parking. Great opportunity. Seller relocated practice to new location. **Property ID #4161. SALE PENDING.**

**TEMECULA (GP)** – Fee for service practice has over 20 years of goodwill with over 10,000 charts to its credit. Located on a free standing building shared with 2 other tenants in a huge shopping center in the premier area of Temecula that is continually growing with new houses. Office consists of 1,999 sq. ft. suite with 6 fully eq. ops. Sellers work 7 days/wk (combined) with 10 days/wk of hygiene. See approximately 20-30 new patients/mo. Monthly revenues of ~\$83K/mo. Grossed approximately \$990,000 in 2011. BUYER'S NET OF \$224K. Both sellers are retiring. **Property ID #4143.**

### SAN DIEGO COUNTY

**OCEANSIDE (TURN-KEY)** – This general practice consists of 3 eq. ops, with Easy Dental software, intra oral camera and digital x-ray in a ~1,200 sq. ft. suite. The office is located in single story medical professional plaza. It is a landmark with ocean view that has over 52 years of goodwill. The practice has some recent updates. Retiring seller is working 4 days/wk and sees approximately 6-8 new patients per month. Fee for service. Corner location with excellent signage and street visibility. **Property ID #4191.**

### VENTURA & SAN LUIS OBISPO COUNTIES

**CENTRAL COAST (GP)** - Well established practice with 48 years of goodwill. Located on a single free standing building with a flat lease. Great visibility and heavy traffic flow. Seller works 3 days/wk with 6 days/wk of Hygiene. Fee for service. Sees approximately 10-15 new patients/mo. Office consists of 3 fully eq. ops with Dentrix software, digital x-ray and intra oral camera. Grossed approximately \$995,145 in 2011. Projecting approximately \$1,136,311 for 2012. Seller will be focusing on second office. **Property ID # 4201.**



# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

**PORT HUENEME (GP)** – (GP) Absentee Owner Practice. Seller is retiring. Office was established in 1980 and currently Seller has one (1) Associate working 2 days per week and 1 day per week of Hygiene. Office is located in a busy two story retail plaza with heavy traffic flow. Practice consists of 3 eq. ops, with motion sensor sinks, 920 sq. ft. suite. Income source is 90% Insurance, 10% Cash. Great location and great ocean views. Grossed \$277,103 in 2011. BUYER'S NET OF \$79K. **Property ID #4167.**

**VENTURA (GP)** – Turn Key office located in a single strip mall with great street visibility near residential area. Heavy traffic flow. Absentee owner. Well established practice with over 24 years of goodwill. Insurance / Cash / Some Denti-cal. Practice consists of 3 eq. ops, Easy Dental 2010 and intra oral camera. 100% patient referral. Contact your CPS further information. **Property ID #4193.**

### KERN COUNTY

**BAKERSFIELD (GP)** - Practice located in a free standing building and owned by Seller. Established in 2007. Seller will be relocating out of State. Office consists of 3 fully equipped ops in a 1,000 sq. ft. office. Has Easy Dental software and equipment is approximately 5 years old. Seller currently works 4 days per week. Income Source: Ins/Cash/ Medi-cal/ Some Capitation. Grossed approximately \$555,155 in 2011. BUYER'S NET OF \$354K. **Property ID #4165.**

### SPECIALTY PRACTICES

**IRVINE** - Specialist Practice - Leasehold Space. This practice was started from scratch in October 1983 and the Seller is only second owner who has outgrown the facility. With exceptional leasing terms open for any specialist, the Seller has the exclusive on this building and in shopping center for being the only Ortho; there are 4 GP's in this center which are potential referral sources. The office has just been completely remodeled and is move in ready, including but not limited new: tile, lighting, plumbing fixtures and cabinetry. \*Please note we are only selling the facility there is no dental equipment included in the current pricing model except for the vacuum and compressor. **Property ID #4169.**

**MURRIETA (Ortho)** - Established in 2009, this modern, state-of-the art private specialty office is located in a one-story shopping center with excellent signage to a major street. Seller works approx 2 days/wk with 12-17 starts per month. Projecting approximately \$624,000 for 2012, monthly revenues of \$52,000/month combined with low overhead allow for 55% Profit Margin and Buyer's Net of \$260K. Practice consists of 5 open bay chairs, 2 consult rooms, paperless charting and digital pano/ceph. Great practice with room to grow! Don't miss this opportunity! Contact your CPS Agent for more information. **Property ID#4195.**

**SAN GABRIEL** - We have two practices bundled here that can be sold together or separately. Side A of the practice has been in existence since 2003 with 1 eq. ops and 3 chairs in open bay. With no GP services, the focus has been on Orthodontics with some Endo, Perio with very little O.S. which was recently started. Side B of the practice was built for expansion in 2005 with 5 eq. ops, and could be purchased separately as Leasehold Improvements. The practice is located on the corner unit within one of the busiest intersections in the city and offers ample private parking. Great signage and visibility. Call your CPS Agent for more details. **Property ID #4139.**

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#### SELLER'S:

DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

**John W. Knipf:** [jknipf@aol.com](mailto:jknipf@aol.com)

**Robert A. Palumbo:** [rpalumbo@calpracticesales.com](mailto:rpalumbo@calpracticesales.com)

#### BUYER'S:

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## How To Use Botox Therapy in Your Dental Practice



**Course-A, Sunday, October 14, 2012**

**8am to 5pm • Registration 7am**

**8 CE Units**

**Embassy Suites Hotel, 11767 Harbor Blvd., Garden Grove, CA 92840**



**Course-B, Sunday, December 16, 2012**

**8am to 5pm • Registration 7am**

**8 CE Units**

**Embassy Suites Hotel, 800 North Central Ave., Glendale, CA 91203  
(Just north of the 134)**

**Botox Course-B is a Repeat of Botox Course-A**

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**Instructor: Andrew Blumenfeld, MD**

**Follow-up Comments by John S. Bettinger, DDS,**

**Immediate Past-president of The Dental Board of California**

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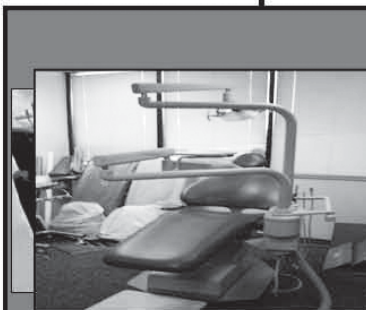
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**Tustin Orthodontist** has contemporary office space to share with Pedodontist. Flexible scheduling, minimal cost. Contact 714-544-1740 or [paul@elite-smiles.com](mailto:paul@elite-smiles.com).

**Looking to purchase** a practice, sublease or to associate in one of the following areas: Corona, Palmdale/Lancaster, Bakersfield. [nbmis@yahoo.com](mailto:nbmis@yahoo.com).

**Seeking Associate** for South OC office; 2-3 yrs exp; leadership position; ethical; takes direction; fair compensation; long term; CV to [dentaltraderad@gmail.com](mailto:dentaltraderad@gmail.com).

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• **ANAHEIM:** For Sale-General Dentistry Practice. This 3 op had \$253,000 in collections in 2011. There are 3 ops in this 864 sq. ft. office with 3 days of hygiene. Owner works 3 days per week. No welfare or HMO's. Laser, Dentrix Software and Intra-Oral Camera.

• **BISHOP:** For Sale-General Dentistry Practice and Building. After 29 years in the same location this retiring dentist is selling both his practice and building. Collections were \$1,000,243 in 2011 with \$387,000 Adjusted net income. There are 6 days of hygiene in this 5 op 1,800 sq. ft. building. 100% financing is available for both building and practice.

• **CHICO:** For Sale-General Dentistry Practice. The collections in 2011 were \$1,209,207. There are 7 days of hygiene in this 5 op., 2,400 sq. ft. office. Equipment includes Laser, Intra-Oral Camera, new Cone Beam X-ray and Dentrix software. This excellent practice has 1,824 active patients with 12 new patients a month. Owner will consider an Associate to Buy-In position leading to the purchase of this practice. #14392

• **CHULA VISTA:** For Sale-General Dentistry Practice and Building. **DECEASED DENTIST** as of March 25th, 2012. This beautiful 11 op. office located in a highly visible prime area in Chula Vista, had collections of \$1,684,000 in 2011 and \$1,730,000 in 2010. There are 5 days of hygiene with approx. 30 new patients per month. Lasers, Intra-Oral Camera, Pan-Ceph, etc. Practice has been in this location since 1998. 100% financing available for practice and building. Staff will stay. #14394

• **EAST BAY:** For Sale-ENDODONTIC PRACTICE. The adjusted net income was \$186,000 in 2011 in this 3 operatory, 1000 sq. ft. office. Includes Microscope, X-ray Scanner and PBS software. Transfer of referral base should be excellent. Ideal office for new endodontist or as a satellite practice for established practitioner. Dr. is retiring.

• **FRESNO:** For Sale-General Dentistry Practice: \$935K in collections in 2011, w/adjusted net income of \$337K, 15% of practice is HMO. Office is 2,300 sq. ft. and is located in north Fresno in a highly visible professional office complex on a main thoroughfare. There are 6 equipped operatories, owner reports average age of equipment is 4 years. Practice has been operating in present location for over 20 years. Eaglesoft software, owner is retiring. #CA502

• **FRESNO:** For Sale-General Dentistry Facility. One of the best opportunities this area. This 3 op dental office comes equipped. It is in a great location and has about 200 active

patients. Owner is in the process of completing his Orthodontic training and only works in the office 5 days a month. Complete pictures of the office and an inventory list of included furniture and fixtures are available. Everything included for only \$85,000 You can't afford to pass this up. #14383

• **GLENDALE:** FACILITY SALE-General Dentistry Office Space & Leasehold Improvements Sale- Office located in a medical plaza, 1760 sq. ft. 7 operatories, computerized equipment approximately 5 years old. Two 5-year options available. #14373

• **GRASS VALLEY:** For Sale-General Dentistry Practice. 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. GR \$45K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq. ft. Refers out most/all Ortho, Perio, Endo, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrix Software. Owner retiring. #14372.

• **GRASS VALLEY:** For Sale-General Dentistry Practice. Owner retiring. Well-designed 1,550 sq. ft. office with 4 ops plumbed, 3 ops furnished. Gross Receipts for 2011 were \$309K on easy 3 days/wk with low (47%+) overhead. Practice refers out Endo, Perio, Surgery & Ortho. Pano, PBS software. May be able to merge with another existing practice that will also be for sale in the near future. This merger would result in \$800,000 gross annually. #CA503

• **GREATER CHICO/YUBA CITY:** For Sale-General Dentistry Practice. 2011 GR \$592,520 on 4 days. 1,200 sq. ft. office with 4 equipped ops. Intra-Oral Camera, Pano, 1,100+ patients. Owner retiring after 33+ years in this picturesque and prosperous community with abundant recreation, close to the mountains and near one of the largest lakes in N. CA. #14359

• **GREATER SACRAMENTO:** For Sale-Periodontal Practice: Retiring owner is the only Periodontist in a community of 50+K with a draw area of 100K. Implant experience a must. Great opportunity to work closely with a Prosthodontist and an Endodontist. Nicely appointed 1,500 sq. ft. office with 5 operatories, Digital X-rays and Dentrix software. 2011 gross receipts of \$719K. #CA500.

• **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 ½ days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101

• **HAYWARD:** For Sale-General Dentistry Practice. This practice consists of 1,600 sq ft with 4 treatment rooms in an excellent location. 2010 gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients.

• **LANCASTER:** For Sale-General Dentistry Practice. This 4 operatory office is located in 2,360 Sq Ft on the second floor of an attractive Medical Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location. #14376.

• **LEMOORE/HANFORD AREA:** For Sale-General Dentistry Practice & Building. Owner has worked in this location since 1971. Gross Receipts were \$378K with \$139K adj. net income. There are 3 equipped operatories and 3 days of hygiene. Purchase of the building is optional to the Buyer. 100% financing is available for both building and practice. Excellent opportunity for new grad or satellite practice. #14375.

• **MILLBRAE:** For Sale-General Dentistry Practice. This beautiful, well-established office is located on the main thoroughfare of the North Peninsula, offering great exposure that generates 25-30 new patients per month. 5 treatment rooms (6th plumbed) in approx. 1,500 sq. ft. equipped with Digital Pan, Digital Imaging and Intra-Oral Camera. 2011 gross receipts of \$651,000 with \$230,000 adjusted net income. Owner is retiring. Don't delay, this won't last long! #14395

• **MODESTO:** For Sale - General Dentistry Practice. Collections have been approximately \$700K per year with a 62% overhead on 3 days per week schedule. Six days of hygiene in this 4 op. office. Eaglesoft software and Panoramic X-ray. Approximately 2,000 active patients. Perio and Endo referred out. Excellent location. #CA505

• **MODESTO-TRACY- AREA:** For Sale-Pediatric Practice. \$677,000 in collections in 2010 with a \$357,000 net income. This 3-chair office is located in approximately 1,250 sq. ft. & has recently been remodeled. Patient Base software. Office equipped for NO2 & IV sedation. Practice has operated in its present location for 20 years.

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- **MOUNTAIN VIEW:** For Sale-General Dentistry Practice: This 2 day per week satellite office is located the heart of Silicon Valley, surrounded by most of Mountain View's largest employers. 2 fully equipped treatment rooms (expandable to 4), Pano, Digital Processor and Dentrix Software in approx.. 1500 sq. ft. With household names as your neighbors, few opportunities are this good! #14398
- **MORGAN HILL:** For Sale-General Dentistry Practice & Building. DECEASED DENTIST AS OF JUNE 6TH, 2012. The office and equipment are only 5 years old. The office is beautifully decorated and efficiently laid out with 5 operatories. The condominium space is located in highly visible, upscale, professional office building. 2011 gross receipts were \$846,000. Intra-oral Camera, Panoramic X-Ray and Digital X-Ray. Staff and hygiene are working daily with out-of-the-area doctor covering. Approximately 1,700 active patients. #14399
- **NEWPORT BEACH:** For Sale-General Dentistry Practice. This 4 operatory practice is located in beautiful Newport Beach and is part of a larger office complex. Gross receipts were \$490K in 2011, with an average of 20 new patients per month. The office is 920 sq. ft. with Dentrix software, Dental laser, and up-to-date equipment. #14397
- **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 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. #14251
- **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 Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.
- **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 operatories. Dentrix software. Leased office 1,200 sq. ft.
- Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
- **NORTH OF SAN FRANCISCO:** For Sale-PERIODONTAL PRACTICE. Owner retiring: Great opportunity for a Periodontist with experience in dental implant placement. This well-appointed practice is located in a 1,300 sq. ft. office with 4 operatories along the busy 101 corridor north of San Francisco. 2011 gross receipts of \$558,000. DSN software. Buyer will be the only full-time periodontist in an area with the population of approximately 60,000. #14396
- **OCEANSIDE:** For Sale-Modern looking office. 4 op. office space and equipment only. Belmont chairs. Gendex x-ray system, intraoral camera, approx 1200 sq ft. Low overhead-Rent is \$1,900/month, and it's a 5 year lease. Staff is available for rehire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346
- **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
- **ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,976 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO:** For Sale-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Softdent software. Owner to retire. #14374
- **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. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 2 ops 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
- **SAN FRANCISCO:** For Sale-General Dentistry Practice. This 1000 sq. ft. office is located in the heart of the financial district. It is a corner office with each of the 4 operatories looking out at the incredible views on Golden Gate side of the bay. The 2011 collections were \$1,200,000 with a low overhead. The practice averages approximately 15 new patients a month.
- **SAN JOSE:** For Sale - FACILITY SALE ONLY - NO PATIENTS: Exclusive Willow Glen district offering 4 fully equipped treatments rooms, 2 additional plumed, in approximately 1,900 sq. ft.. Digital Scanner, Intra-Oral Camera in a very elegant setting. This facility only sale offers favorable lease terms as well. #CA504
- **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 Dentrix 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 BARBARA:** For Sale-General Dentistry Practice. Wonderful opportunity to live and work in one of California's most desirable areas. 2010 Gross Receipts were \$974,000 with a \$370,00 adjusted net income. Six days of hygiene. Dentrix software, Intra-Oral Camera and Panoramic X-Ray. Owner is retiring. #14382
- **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. 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. #14320
- **VICTORVILLE:** For Sale - General Dentistry Practice. This practice is worked just on a three day a week schedule. There are 3 operatories with 10 off-street parking spaces. Practice has high visibility. The practice was acquired from previous owner in 2002. #14393

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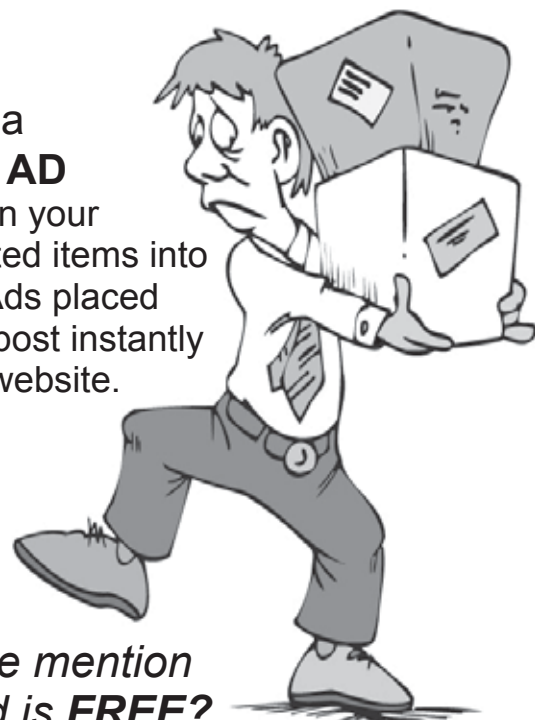
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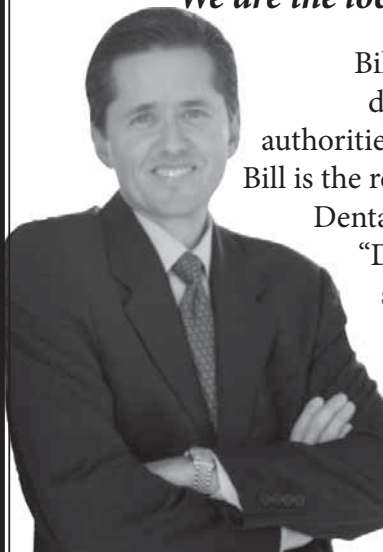
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**Submit this form online at: [www.dentaltrader.com](http://www.dentaltrader.com) or Fax: 949-498-1198**  
**We do not accept anonymously submitted ads**

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

\_\_\_\_\_

\_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

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

3 Digit Security Code (on back of card)

\_\_\_\_\_

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

**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.

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

#### Reader Ad Rates:

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

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

☐ All Bold Type with Bold Border: Add \$15. ....(add option: \$15) \_\_\_\_\_

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

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

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

Advertiser's Name \_\_\_\_\_

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

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

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

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

**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

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

#### Bonus Feature Reader Ad Rates:

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

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

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

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

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

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

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

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

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Specialists in the Sale and Appraisal of Dental Practices

*Serving the professions since 1966*

How much is your practice worth??

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**Practices Wanted**

## BUY-SELL-TRADE (TAX DEFERRED)

*100% Financing available within 30 days*

**PPS NO. CALIFORNIA - 415-899-8580**

**Northern CA website: [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)**

6008 - MENDOCINO COAST - FORT BRAGG Cultural haven offers attractive lifestyle. 2011 collected \$725,000 on Owner 3-day week. 4-days of Hygiene. Digital radiography. Computers in ops.

6020 - PEDO PRACTICE - ATTRACTIVE FAMILY COMMUNITY 2012 trending \$550,000+ in collections with Available Profits of \$280,000+. Remarkable office with investment here topping \$345,000. Computerized charting with digital Pano and Ceph. Full price \$240,000.

6023 - LOS GATOS - **"SOLD"** Part-time practice collected \$240,000 with profits of \$90,000. Computerized charting, digital radiography and digital Panorex.

6024 - PERIO PRACTICE - SAN FRANCISCO'S SOUTH BAY On part time schedule of 19-hour week with 7-weeks off, collected \$600,000 in 2011. 2012 trending Profits of \$270,000. Attractive office, nice location. Full price \$150,000.

6025 - CENTRAL MARIN COUNTY - SAN ANSELMO Well established practice collected \$490,000 in 2011 on 3-day week. 2+ days of Hygiene.

6026 - SACRAMENTO 2011 collected \$825,000 on 3-day week. Practice coupled with facility and location can do much more. Bring in specialists. Strong foundation can be developed into busier practice.

6027 - PLEASANTON Collected \$500,000 with Profits of \$260,000 in 2011. Office remodeled 3-years ago at cost of \$60,000. Nice "Town & Country" feel. Adec delivery systems.

6028 - BERKELEY'S ALTA BATES MEDICAL VILLAGE 2011 collected \$525,000. Collections for first 6-months of 2012 have practice tracking \$600,000. Busy Hygiene schedule.

6029 - NORTHEAST CALIFORNIA Trade in smog and congestion for soaring mountains and close-knit communities. 2012 tracking \$600,000 on 3-day week. 3-ops with Adec delivery systems. Be busy, be happy and take vacations. No worries here.

**PPS SO. CA. - 714-832-0230 - 800-695-2732**

3237 - Anaheim Hills - Solo group member wanted-Hi-identity-HiTech share beautiful space.

3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$370k in '09. 1,800 sq. ft. 5 Ops equipped. Low rent

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.

3284 Temecula/Menafee CLASSIC NO HMO PPO OR MEDICAL Estb 30 YRS, Gr \$850K 4 ops 3 days hygiene FP \$550,000

NEW Sml Twn minutes from Bakersfield MODERN RE/Practice Gr 20 to 40 per month Bargain.

Apple Valley/Hesperia Gr \$700 to \$800 Free Std Bldg Avail Absentee.

3290 - Santa Paul at Fillmore-Hi identity location. GP Gross \$400k+. Est 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.

3298 - WESTWOOD/BH Estb 9 yrs HI IDENTITY CORNER GROUND FLR Gr \$350k No covenant, still a bargain at \$350k Seller invested over \$350,000

3299 - Lamont/Arvin Practice and RE next ot MacDonalds Very Part time seller gr 15 to 40 per month. Full time DDS will do \$500,000. Full price \$250,000 RE \$150,000.

4000 - Hi identity Apple Valley Special SHOPPING CENTER Dental Office front and center Gr 650,000 Seller very conservtative. Part time DDS says full time DDS will do a million FP at 550, K

4001 - Cathedral City. HI HI Identity corner dental off 8 to 12 ops FP \$150,000 dk Previous 1,000,000 location.

Temec/Hemet HMO. Gr. \$600,000 part time. 8 ops fantastic location Million Dollar corner. Full Price \$565.

3284 - Temecula Classic-Cash & Indemnity 3 Days Hygiene 4 ops 3 equip super staff. Grossing Approx \$850K. Retirement.

HEMET/TEMECULA - HMO PT ABSENTEE GR \$700 PPS says Buyer will do 1.5 within 18 months Special Situation.

Victorville-Apple Valley-Hesperia Area - Estb 20 yrs GP Gr \$700 plus Net Approx \$300 Conservative. More Vol avail 8 Ops Hi Identity Shopp Cent FP \$550,000 Serious Seller. Can do 1 million.

Santa Ana - estb 20 yrs - Super Hi identity intersection, 50 to 75000 auto per day. Five ops - Grossing 40 to 60K per month. Net \$200 to 300,000 - Great opportunity to build million dollar office here. ABSENTEE OWNER

Lancaster - Estb 50 years - Hi identity central location, low overhead. Gross \$480,000 by part time owner. Seller can work back per new owner. Five operatories. Sellers Mgr says Full Time Doc will do a million here.

Orange County - Beautiful office - the right buyer will gross 2 million first year. Need specialists to group with this fantastic opportunity. Financing in place. Need Entrepreneur who has a team of specialists in place or dentist with multiple talents. HMO/PPO/Ins/Cash. Includes 9 days hygiene 10,000 - charts. As said with right team will do 2 million first year. Hi identity location shopping center.

Also Fantastic opportunity near 57/210. LAVERNE GROSSING 1.2 million Fulltime DDS will do more. Call PPS.

Carlsbad-- Est 30 plus yrs Free Standing Bldg 12 ops Absentee run Gr \$700,000 HIGH IDENTITY BLDG-- Full Price Practice \$585,000.

BALDWIN PARK -HI IDENTITY BLDG & PRACTICE est. 1984 3 ops 50% Latin 30% Philippino.

CARLSBAD HI IDENTITY 4000 sq ft Dental Bldg and Practice est 28 yrs Gr 7 to 800k. FP \$585,000.

LONG BEACH Hi Ident Dental Condo and practice est 50 yrs newly renov Both \$750k.

GARDEN GROVE KOREAN est 20 yrs Store Front Gr \$350k Full Price \$285k.

210/57 5000 sq ft Gr 1.2 Full Price 1.1 Seller will assit finance.

ANAHEIM HILLS- SHARE OFFICE HI IDENTITY

SANTA ANA HI IDENTITY 75000 Autos pass daily, 1400 sq ft Rent only 2300 40 NP/month.

## Call P.P.S. for new listings.

SELL YOUR ORANGE COUNTY OR LA PRACTICE GROSSING \$500K AND ASK PPS FOR A PRACTICE NETTING \$500k OR MORE.

## **\*\*FOUNDERS OF PRACTICE SALES\*\***

**120 years of combined expertise and experience!**

**3,000 Sales - - 30,000 Appraisals**

**\*\*CONFIDENTIAL\*\***

PPS Representatives do not give our business names when returning your calls.

**\*\*BUYERS AND SELLERS SAY\*\***

*"We have dealt with other brokers - we like YOUR professional expertise. We will recommend YOU to all our friends. Thank you."*

**Thomas Fitterer and Dean George, Ray and Edna Irving**

**SOUTHERN CALIFORNIA**

**PPS So. California (714) 832-0230**

**Fax (714) 832-7858 E-mail: [PPSincnet@aol.com](mailto:PPSincnet@aol.com)**

**Web address: [www.PPSDental.com](http://www.PPSDental.com)**

ANOTHER APPLE VALLEY CLASSIC \$650k plus LOW OVERHEAD Garden Grove Gr \$450,000 KOREAN Patients Estb many yrs 3 ops, shopping ctr. Only \$330? Bargain Ask WHY!

Reseda - Very High Identity. 2nd year Gr \$600,000. 2500 sq. ft corner location. 2500 st lab 2nd deck. 2012 thru June Collections \$414k. 92 new patients June 550 NP 2012. SOLD

SEVERAL EXCITING OPPORTUNITIES -- CALL TOM FITTERER OR DEAN GEORGE

**SELLERS-FREE APPRAISAL (714) 832-0230**

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SAN FRANCISCO**

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Chairs dated, damaged, or just plain ugly?  
We can fix that.**



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Dental Chairs and Stools

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