

THE Dental Trader

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MID-WEST high speed fibro-optic. \$300 @ (626) 288-9328.

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Brand new DrSunI Plus x-ray sensor for sale. All offers considered. tbaedds@yahoo.com.



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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.

KERN COUNTY

BAKERSFIELD #21 Bldg. & Pract. - (10) op comput. G.P. & free stand. bldg for sale. (3) ops fully eqt'd, (3) ops partially eqt'd & (4) additional plumbed not eqt'd ops. Located on a main street w excell. exposure/visibility & signage. Annual Gross Collect. \$500K+ on an easy (2 1/2 - 3) day week. (3) days of hygiene booked 6-12 mos out. Cash/Ins & PPO. Fully eqt'd "removable" dental lab w a full time technician. Seller retiring. **[SOLD]**

BAKERSFIELD #25 BLDG. & PRACT. - (4) op comput. G.P. & Duplex Free Standing Bldg. w signage. Cash/Ins/PPO pts. (3) days/wk of hygiene. 20+ yrs. of Goodwill. 2012 Gross Collect. \$400K+.

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

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

LOS ANGELES COUNTY

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

HACIENDA HEIGHTS #1 - BACK ON THE MARKET & REDUCED TO SELL for less than build out costs! (2) op p.t. G.P. located in a shop ctr. w exposure & signage. Low overhead office w high net! Cash/Ins/PPO pts. Gross Collect \$140K p.t. Seller retiring. **[SOLD]**

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

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

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

WESTLAKE VILLAGE - (3) op complete turnkey office for sale. Gorgeous! On outer perimeter of a prof. bldg. w excell. exposure, visibility & signage. Newer eqt., Digital x-rays. Includes supplies, instruments, furniture, eqt. & rights to lease. **[SOLD]**

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

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

ORANGE COUNTY

Room for Your Orange County Practice Listing.

RIVERSIDE COUNTY

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

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

TULARE COUNTY

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

VENTURA COUNTY

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

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

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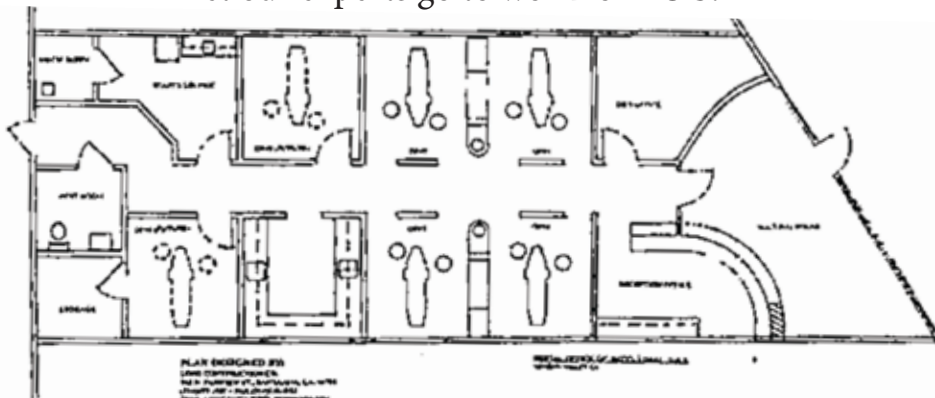
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West covina dental office for share, in medical building, very good location. 3 chairs. Bring your own patients. 6267806065.

BAKERSFIELD #27 Great startup opp. or second office for sale! (4) op comput. G.P. (2) ops eq't'd. w new eqt. (2) add. plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) yr. p.t. Collect \$6-8K/mos. Very low overhead. Pract. ready to be taken to the next step. Seller moving to be closer to family, but will assist w the transition. D&M Practice Sales 818.591.1401.

MISSION VALLEY EAST AREA PRACTICE FOR SALE – Five op GP established close to 60 years. Strong hygiene department. Great opportunity. The seller is retiring. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

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CARMEL MOUNTAIN/PENASQUITOS—JUST LISTED!! This **GENERAL** Practice has 3 Ops and is situated in a strip center. Cerec and Laser included.

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

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

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

TEMECULA—NEW LISTING!! GENERAL Practice estab 2008. BEAUTIFUL Office with high-end improvements. 5 Ops (3 equipped) in 1750 sq.ft. Busy, upscale retail center. Digital X-Rays, Pan-Ceph. Approx 70% PPO, 30% Cash.

SAN DIEGO—NEW!! Dental Facility available. Leaseholds and Equipment. Situated in strip center on Major Thoroughfare.

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OCEANSIDE/CARLSBAD—PERIODONTAL PRACTICE. Long-established Insurance and Cash practice. Doctor practices 2-3 days/wk. Situated in freestanding building on very busy thoroughfare. Excellent lease.

CARLSBAD—FOR LEASE. Fully built-out dental office situated in 2-suite Dental Bldg. Approx. 1700 sq.ft. with lots of windows. 4 Ops. Very spacious office!!

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-Peiman Soleymani, D.D.S., Periodontist Los Angeles, Ca.

"Having been represented by Mr. Kerendian many times, I was impressed with his expertise, quick response to questions, and degree of care."

-Mark Davidson, M.D., Los Angeles, Ca.

"I have been working with Mr. Kerendian, and he has shown utmost professionalism and devotion to me."

-Dan P. Benyamini, D.D.S., Family Practice, Los Angeles, Ca.

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DENTAL PRACTICE WANTED Buyer looking Hispanic patient population in retail shopping center, foot traffic, Cash/PPO, retiring seller.



Featured Practices for Sale

BAKERSFIELD / KERN CTY – Absentee operated practice. Free standing/single user building. 4 ops fully equipped. Revenues of \$25k/mo on part-time schedule. Office does no promotion or advertising. No credit / no problem -- seller financing available!.

BEVERLY HILLS – Over 20 years of goodwill. Owner retiring. 3 Ops. Most specialty procedures referred out. Private patients only. Revenues over \$28/k month on part-time schedule. Transition available. All inquiries to be screened by seller.

LOS ANGELES – Long-estab. private practice with over 40 yrs of goodwill!! Downtown hi-rise location. Remodeled. Beautifully equipped office with 3 ops. Low overhead. Disability forced sale. Transition available.

LOS ANGELES (near LAX) – Location, Location, Location!! Large pole sign. Busy street w/huge auto traffic volume. Free standing/single user building. Fully remodeled - 4 Ops w/Digital x-rays. Superb website. Revenues of \$20k/mo.++

RANCHO CUCAMONGA – Long-established private practice. Office does no promotion. Monthly revenues of \$30k/month. 4 ops. Nice design and modern appearance. Seller working limited sched.; willing to assist in transition.

OXNARD (proximity) - Hispanic area. 1st floor practice with large sign. Over 15 yrs of goodwill. 5 modern ops fully equipped. Revenues exceed \$35/k month on part-time basis. Low overhead. Priced right.


SAN FERNANDO VALLEY – Store-front location with street visibility. Busy traffic street. Good street parking. Nicely equipped with 3+ ops and private office. Low rent rate. Seller retiring. Revenues of \$40k/month with no promotion.

SAN FERNANDO VALLEY – Want you own practice but don't want to spend the big \$\$\$ --- here it is!!! Turnkey opportunity with newly remodeled first floor office. 4 ops. Beautiful design. Busy area. Low rent. Call before it sells!!

SPECIALTY - PERIO PRACTICE - LA COUNTY – Long-established private practice. Revenues of over \$40/k month on very part-time schedule. Excellent reputation. Seller retiring and will assist in transition. All inquiries to be screened by Seller - confidentiality a must.

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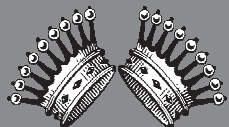
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WESTLAKE VILLAGE GENERAL PRACTICE: Practice collects \$650,000 per year consistently with an equally consistent net income of 38%. Seller works 5 days per week with six days of hygiene per week. Seller refers all endo, all perio, all surgery and all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

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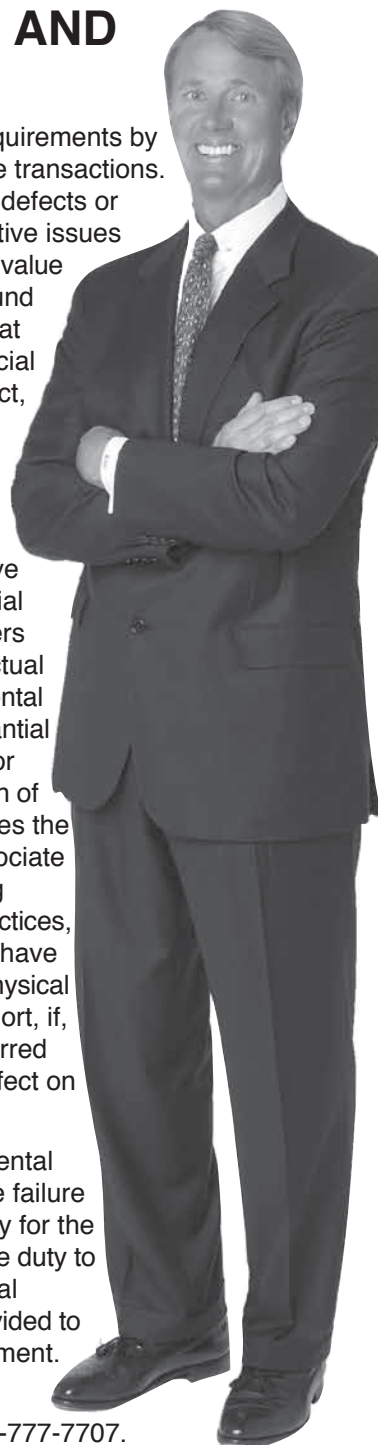
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The majority of the case law pertaining to the disclosure requirements by dental practice sellers and brokers is derived from real estate transactions. The more obvious of these requirements is the disclosure of defects or negative facts. In one case a seller's failure to disclose negative issues that would have a foreseeable depressing affect on the future value of the property created liability and in another case it was found that sellers had an absolute duty to disclose prior damage that had been repaired. Brokers have no duty to inspect commercial property, no duty to explain the implications of a disclosed fact, no duty to disclose speculative statements and Sellers and brokers alike have no duty to explain the legal ramifications of disclosed facts to buyers. There is a duty for both to disclose material facts to a buyer.

Court cases in California involving dental practice sales have consistently found that seller's have a duty to disclose material defects associated with the practice to buyers and that brokers cannot fail to disclose material defects of which they have actual knowledge. What types of material facts would a seller of a dental practice be required to disclose? The pending loss of a substantial group of patients due to a loss of an insurance plan, loss of or discontinuation of an established marketing plan, the exclusion of a piece of equipment that contributes to the income or reduces the overhead of the practice, or the departure of a long time associate that has relocated within the community who is now soliciting patients are examples of relevant disclosures. With dental practices, the types of disclosures that have been found to be relevant have more to do with the income aspect of the business than the physical defects associated with residential real estate litigation. In short, if, as a seller, you are aware of a fact or an event that has occurred that has or, with reasonable certainty, will have a negative effect on the patient flow or future income of the practice, disclose it.

Buyers and sellers should be aware of the fact that some dental practice brokers habitually fail to make such disclosures. The failure of the broker to disclose a known material fact creates liability for the broker, but does not relieve the seller from the seller's absolute duty to also disclose all information to the Buyer. For all such material disclosures, keep copies of the information that has been provided to the Buyer and memorialize the disclosures in the sale agreement. This substantially reduces the risk of post-sale litigation.

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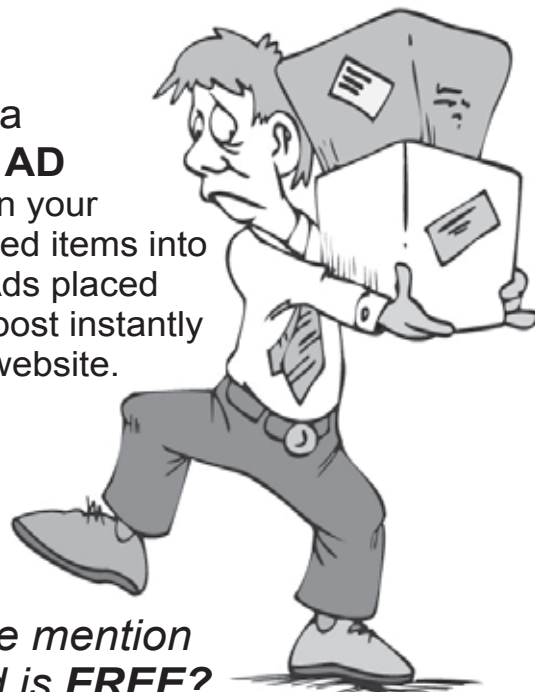
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Presentation Synopsis

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

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

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



About Our Speaker

L. Stephen Buchanan, DDS, FICD, FACD

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



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BEVERLY HILLS – General/Perio Prosth practice (65%) with emphasis on Perio Surgery & Implants (35%) is located in a prestigious 4 story medical dental building. Motivated seller established practice in 1987 and works 3 days/wk with Prosthodontist 1 day/wk, Prosthodontist 2x/mo and 2 days/wk of hygiene. See approximately 10-15 patients/day. Fee for service. Practice consists of 3 eq ops with Computer Age software in a 956 sq ft. suite. Suite has hardwood floors and great window views. Grossed approximately \$1,012,674 in 2012. Please contact your CPS Agent for more details. **Property ID #4035.**

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

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

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

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BEVERLY HILLS – General/Perio Prosth practice (65%) with emphasis on Perio Surgery & Implants (35%) is located in a prestigious 4 story medical dental building. Motivated seller established practice in 1987 and works 3 days/wk with Prosthodontist 1 day/wk, Prosthodontist 2x/mo and 2 days/wk of hygiene. See approximately 10-15 patients/day. Fee for service. Practice consists of 3 eq ops with Computer Age software in a 956 sq ft. suite. Suite has hardwood floors and great window views. Grossed approximately \$1,012,674 in 2012. Please contact your CPS Agent for more details. **Property ID #4035.**

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

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

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

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

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

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



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Alice C. King, V.P.

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

MOORPARK – Leasehold Improvements & Equipment Only! This modern designed office is located on a busy shopping center with great signage and heavy traffic flow. It consists of 4 equipped operatories, 1 plumbed not equipped, Pano room, with Easy Dental software in a 1,346 sq ft suite. Has reasonable rent. Motivated seller will be moving the office to her primary office in Woodland Hills. Call us now for more information. **Property ID #4343.**

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

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

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

TARZANA (GP) – Well established practice with over 28 years of goodwill. Fee for service. Motivated seller work 4.5 days /wk, Associate 2 days/w and with 3 days/wk of hygiene. Consists of 8 fully equipped operatories and 2 plumbed not equipped operatories with Dentalsoft software in a 3,000 sq. ft suite. Grossed \$675K in 2012. Contact your CPS Agent for more information. **Property ID #4313.**

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

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

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

VALENCIA – Leasehold Improvements Only!! – Beautiful office with 6 plumbed not equipped operatories in a 2,400 sq. ft. suite. Located in a busy shopping center blocks from Magic Mountain. Dental spa atmosphere. Across the street from brand new apartment lofts. Excellent opportunity for a start-up or a multi specialty office. Sellers bought building nearby. Don't miss this opportunity, please contact your CPS Agent for more details. **Property ID #4321.**

ORANGE COUNTY

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

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

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

ORANGE (GP) – Turn-key practice located in a small strip shopping center with great traffic flow and street visibility. Well established practice with 42 years of goodwill. Practice consists of 2 equipped operatories, 1 plumbed not equipped in a 1,200 sq ft office. Not computerized. Retiring seller works 4.5 days/wk and sees approximately 8 patients/day. Income source: Insurance/Cash/Some Capitation (~\$680/mo in Capitation checks). 100% Patient Referral. Grossed \$133,549 in 2012. Low volume and high quality dentistry. Great opportunity for a start-up. Low sales price for a quick sale. Contact your CPS Agent for more information. **Property ID #4353.**

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

SANTA ANA (PEDO/GP) – Established in 2011 this modern designed office is located in a busy shopping center across from Santa Ana College. Great signage and visibility. Heavy traffic flow. Absentee owner. Practice is open 5 days/wk. Associates see approximately 55-60 new patients/mo. Most of the income comes from Denti-cal patients. Practice consists of 5 fully equipped ops, 3 plumbed not equipped for expansion in a 2,500 sq. ft. suite. Grossed approximately \$1,121,381 in 2012. Please contact your CPS Agent for more information. **Property ID #4281.**

RIVERSIDE & SAN BERNARDINO COUNTIES

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

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



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

MURRIETA (GP) – Price Reduced! Established in 2010, this general practice is located in one of the busiest intersections of Murrieta surrounded by anchor tenants. Motivated seller works 4 days/wk and sees approximately 10-15 patients/day. Income source: Insurance / Cash / Capitation. Practice consists of 3 fully equipped operatories with Dentrux software in a 1,400 sq. ft. suite. Grossed \$302,214 in 2012. Revenues of \$25K/mo. Please contact your CPS Agent for more information. **Property ID #4247.**

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

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

SAN DIEGO COUNTY

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

ENCINITAS - (GP) – Priced Reduced! Well established practice located in busy single story strip mall. Corner location with excellent signage and street visibility. Near residential area where multi-million dollar homes are being built. Fee for service. Motivated seller works 3.5 days/wk and sees approximately 10-15 new patients/mo. Practice consists of 2 fully equipped operatories with digital x-ray and Eagle software. Grossed \$354,312 in 2012. BUYER'S NET OF \$131K. For more information, please contact your CPS Agent for detail. **Property ID #4315.**

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

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

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

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

SPECIALTY OFFICE LISTINGS

BEVERLY HILLS – Perio Prosth practice (65%) with emphasis on Perio Surgery & Implants (35%) is located in a prestigious 4 story medical dental building. Motivated seller established practice in 1987 and works 3 days/wk with Prosthodontist 1 day/wk, Prosthodontist 2x/mo and 2 days/wk of hygiene. See approximately 10-15 patients/day. Fee for service. Practice consists of 3 eq ops with Computer Age software in a 956 sq ft. suite. Suite has hardwood floors and great window views. Grossed approximately \$1,012,674 in 2012. Please contact your CPS Agent for more details. **Property ID #4035.**

BURBANK (ORTHO) - Long established practice with over 45 year of goodwill, this Orthodontic office is located in a 4 story medical dental building in Burbank's media center and across the street from major medical center. Burbank is a bedroom community - 4 high schools (2 cities & 2 private within 5 miles of office), 3 middle schools and 4 parish schools. Practice consists of 2 equipped chairs in open bay area, Panoramic x-ray room, Consultation/Treatment room w/ 1 equipped chair, Sterilization room, Dark room, Private office, large Lab in a 1,221 sq. ft suite. Retiring Seller is working 3 days/wk and sees approximately 25-30 patients per day. Approximate income source: Insurance 49%, Cash 50% & Cap 1%. Grossed \$291,693 in 2012. Please contact your CPS Agent for more information. **Property ID #4047.**

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

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Santa Maria: Small stand-alone building with a great program. Excellent potential for growth!

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Los Osos: Great practice, nice location in a small beach town in San Luis Obispo county. 2012 collections over \$800,000. Call for details.



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



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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

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

BAKERSFIELD & SMALL FARM

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

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

CENTRAL COAST PEDODONTIC:

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

CENTRAL COAST PROSTHODONTIC:

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

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

DANVILLE: – FACILITY ONLY.

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

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

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

GRASS VALLEY: General Dentistry Practice. 1,950 sq. ft. office condominium available to purchase. 2012 Gross Receipts of \$443K on 3 days a week. 6 Ops, 3 days hygiene, Dentrux software, Panoramic Xray, Laser, Intra-oral Camera, long time cash practice. #14372

GREATER SACRAMENTO: Associate to Owner Opportunity. 2012 Gross Receipts of \$879,000. Well-appointed 1,400 sq. ft. office with 5 Ops, Intra-oral Cameras, Laser, Cerec, 4 days hygiene, Softdent software. Associate to work 2 days a week in 2013 & 2014 then purchase practice. Equipment about 5 years old. Owner to work back 2 days per week for 2 years after purchase. #CA525

GREATER SACRAMENTO

ORTHODONTIC: Like-new practice in 2,300 sq. ft. office with extensive leasehold improvements and six chairs. 220 active patients in Phase I. Call for additional information. #CA551

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

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

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

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

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

SAN FRANCISCO: General Dentistry Practice in the heart of Union Square. 3 fully equipped Ops with fiber optics, Intra-oral Camera, and plumbed NO2 in 500 sq. ft. 2012 collections were \$314k in only 130 business days. Great upside potential. Same location for 21 years. Owner is retiring from private practice.

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

SAN RAMON: Modern office in upscale professional building. 2012 Gross Receipts of \$926K with an adj. net inc. of \$340K, 6 days of hygiene per week. 5 treatment rooms, plus a 6th plumbed, in approx. 2,000 sq. ft. with CAD/CAM, Digital X-Ray, Digital Panoramic, Laser, and Intraoral Camera.

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

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

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

SOUTHERN CALIFORNIA LISTINGS

COASTAL ORANGE COUNTY: High-end general dentistry practice. 2 year old 1,800 sq. ft. 4 Op office. Owner did not spare any expense. High-end Pelton & Crane equipment. Kavo electric handpieces and implant Systems. Dentrrix and Dexis. Implants are about 46% of business. 2011 Gross Receipts were \$1.2MM. #CA520

COASTAL ORANGE COUNTY: General Dentistry Practice near shopping center. 2012 Gross Receipts over \$690K. Modern, beautifully appointed and fully equipped office w/ 4 Ops. #CAM529

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

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

LANCASTER: General Dentistry Practice in Medical-Dental building. Gross Receipts \$676K with \$174k adj. net. Dentist is retiring after 39 years. 4 days of hygiene. 2,360 sq. ft. w/ 4 Ops and room for more. 4 days of hygiene. Dentist retiring after 39 yrs. Asking price has been lowered! #14376

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

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

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

ORANGE: General Dentistry Practice in professional building in central location near Anaheim Hills/Villa Park. 2011 Gross Receipts \$775K+. 5 fully equipped Ops. Retiring doctor has 47 years of goodwill. #CAM533

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

PALM SPRINGS: General Dentistry Practice with 4 Ops. This practice is located on a main street, and has been established since 2005. Seller is moving out of the area. This is a PPO/Fee For Service practice, no HMO with 2012 Gross Receipts of \$348k. #CAM538

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

SAN JUAN CAPISTRANO: General Dentistry Practice with 4 Ops, fully equipped with digital x-rays with 1 sensor. Gross Receipts of \$650K in 2012. Doctor retiring after 28 years. #CAM539

SOUTH BAY: General Dentistry Practice with 5 Ops, fully equipped. Intra-oral camera, Schick digital radiography. Same location for over 50 years. Retiring doctor refers out most specialty work. **SOLD**

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

WESTWOOD: – Amalgam-free General Dentistry Practice. Near UCLA. 2012 Gross Receipts of \$672K. Retiring doctor. #CAM542

WHITTIER: General Dentistry Practice with 4 Ops Practice has over 50 yrs goodwill and 2012 Gross Receipts of \$800+k. Practice has 8 days of hygiene on a 4 day work week. **SOLD**

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

OUTSIDE OF CALIFORNIA

HAWAII (Maui): General Dentistry Practice. Gross Receipts of \$636K. 4 Ops in 1,198 sq. ft. Panoramic X-ray, Laser, Intra-oral Camera, Fiber Optics, 2 1/2 days hygiene. Owner retiring. Don't miss this opportunity to live and work in paradise. #20101

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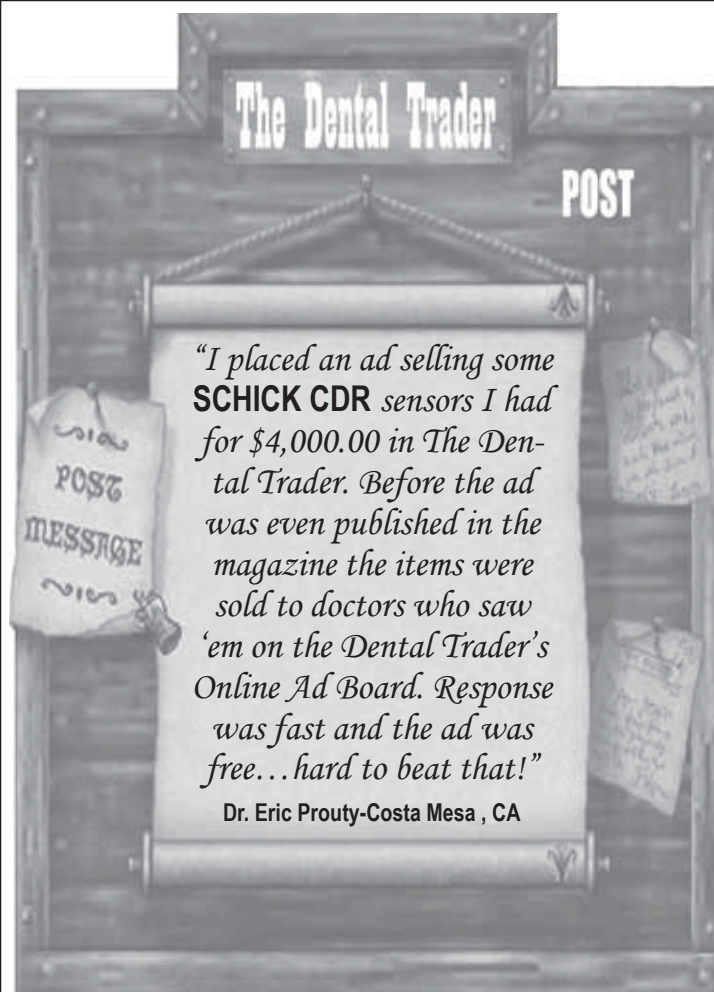
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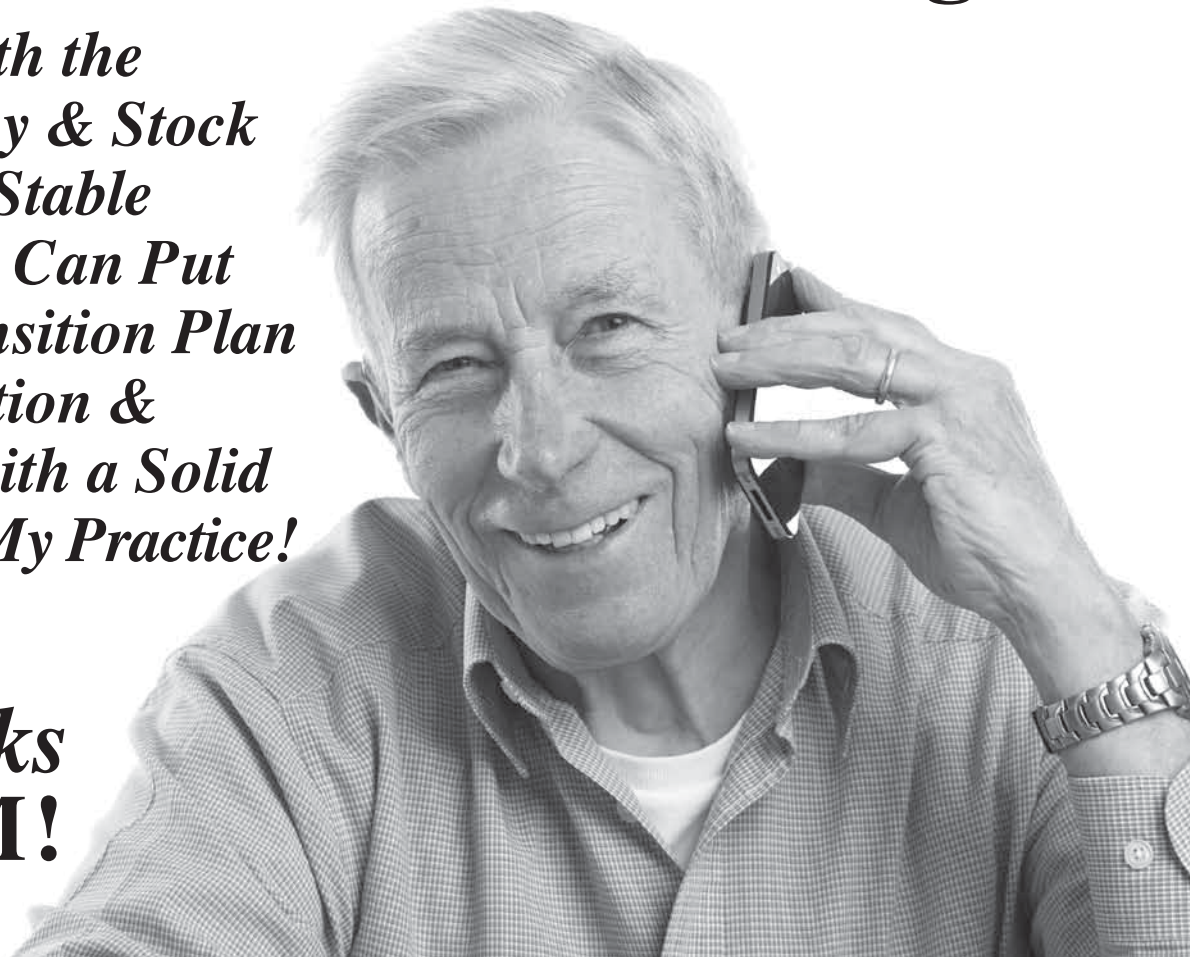


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RIVERSIDE - ESTB 50 YRS--HI IDENTITY DENTAL BUILDING FOR SALE WITH GREAT PRACTICE - ONE PPO - PART TIME TEACHING SELLER GR \$550,000 Elegant 5 op all adec incl CT and digital Pan Full time Buyer will do a million witin 5 yrs.

TEMECULA-MURIETTA VALLEY- CLASSIC CASH AND INDEMNITY -ONE PPO - ESTB YRS--HI IDENTIY 6 OPS RM TO ADD 3 MORE OPS THOUSANDS OF CHARTS GROSSING \$800K PPS CONFIDENT RT BUYER WILL GROW TO 2 Million-Buy RE and Practice- DREAM PRACTICE AND LOCATION LOCATION-PAYOFF BLDG THEN RENT FREE FREE FREE-SUPER PATIENTS. CONFIDENTIALITY REQUIRED.

FONTANA - VERY HI-IDENTITY - 100,000 AUTOS PASS DAILY- HISPANIC- CASH PRACTICE- PT SELLER GR \$275,000 Rept NEEDS FULL TIME DDS TO GR 5 OR \$600,000 OFF RENOVATED 3 YRS AGO Dentrix -Bargain price firm at \$275,000. This is a million Dollar Location 18 months.

ALISO VIEJO-- HI- IDENTITY- BEST SHOPPING CENTER LOCATION GR JST LESS ONE MILLION -GORGEOUS 5 OP ST OF ART ALL DIGITAL- PART TIME SELLER--needs owner mgr. Full Price \$900K live and work at thebeach-over 70 NP per month. PAPERLESS.

CUCA MONGA -- Est 15 yr Over 50 NP/M HIGH IDENTITY SHOPPING CENTER ON FREEWYEXIT 5OPS BEAU Gr 850 2012 on schd to do 1.2 2013, 50 new pts per month, FP \$850,000

RIVERSIDE - HMO 6 to 7K/month Gross 1.3 million Digital Gp & ortho ten Ops 3000 sqft- low rent- HI IDENTITY SHOP CENTER NR WALLMART SEMI- RETIREMENT-FP 1,000,000 Young gp will do 1.5 first yr.net \$500K.

IRVINE - Gr-1.2 2012 On sch to do 1.3 plus 2013 --BEAU PRESTIGIOUS 5ops ABSENTEE SELLER TO COACH OWN MGR 90 days or more to assure smooth transition FP one million Buyer can net \$400K to \$500k first year. over 50np/mo.

BEST CORNER SF VALLEY- ESTB 45 YRS- GR 1.2 Refers out a lot, THIS IS A 2 million loc- Full Price 1.2 8 ops rm for more One PPO. 30 hygiene day.

BEST HISPANIC CORNER IN SF VALLEY HI IDENTITY DENTAL BLDG&PRACTICE FOR SALE 7 st of art ops pls rm to expand 70 new patients /mo--bldg 1.75 practice one million another 2 million dollar location.

TORRANCE/GARDENA Chinese DDS Retirement Estb 31 yrs, Said to be most consrvative a proph practice-Seller refers out more than rpt income, Young Chinese/AM Buyer will do \$600k first yr 4op plmbd 2 equip FPBargain \$185,000 low overhead.

PASADENA AREA HMO 6 To \$7K, month grossing \$750,000 part time Did over million when seller had more time. Ful Price \$850,000.

PROVEN LANCASTER HOT SHOPPING CENTER LOCATION Equipped Ready to go Seller needed more space Many walkin every day, Seller gr 900K Coll \$600 plus. Full price \$125,000 Stay 18 months and resell at \$350,000 or more lowOH. STATER BRO- RENT 1600 GROSS FANTASTIC.

BALDWIN PARK Hi - IDENTITYdental bldg HISPANIC 80% Retirement GP est 31 yrs, 3 ops, thousands of charts rept 250K Practice \$150 Bldg\$450K very low over head

BAKERSEFIELD GP HI IDENTITY DENTAL BUILDING GR 750k ESTB 50 yrs RETIREMENT- 5ops Buyer will do one million first yr. low overhead FP 500k.

SML TOWN NR BAKERSFIELD PRACTICE AND RE GR \$400kwith full time DDS Practice and Building \$350,000


ORANGE LDY DDS PART TIME DOES 30 TO 40k per month 5 ops FP 295K Seller to work back for Buyer for smooth transition.

VICTOR VALLEY HI IDENTITY SHOPP CENTER GR 650k 8 ops low overhead Full Price \$550,000.

REDLANDS - UNIQUE LOCATION LOW OVERHEAD DIGITAL OFF 5 OPS GR 30 PLUS PER MONTH FULL PRICE \$350K.

NEVADA SML RESORT CITY NR VEGAS STATE OF ART 5 ops SELLER WILLSTAY FOR SMOOTH TRANSITION GR 600K 3 DAYS. WILL DO 300K MORE WITH 3 MORE DAYS. FP 600K. Will do 600K more with 3 more days.

DENTURE CENTER OVER 30 DENTURE PATIENTS PER DAY GR 1.3 MILLION Patients ask will you do IMPLANTS- ANS ALWAYS SAME NO--WE DO DENTURES FULL PRICE ONE MILLION SPECIALIST WILL TAKE TO 2 million first year.

 **SELLERS** CONSIDER SELLING YOUR PRACTICE GR \$500 and buy practice where you can NET \$500,000. Call Tom Fitterer.

**PART TIME SPECIALISTS CAN REAP HIGH REWARDS FOR INVESTING IN CERTAIN OFFICES--
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**Thomas Fitterer and Dean George, Ray and Edna Irving
SOUTHERN CALIFORNIA**

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