

THE Dental Trader

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So. Calif. Edition

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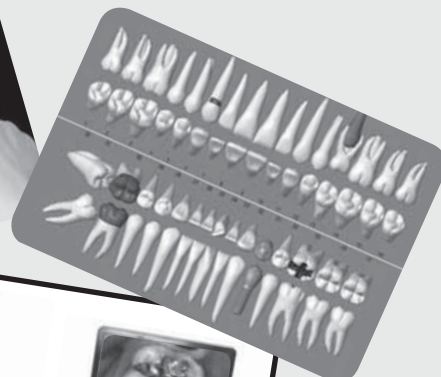
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PRACTICE SALES AND LEASING

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ASSOCIATION OF PRACTICE BROKERS (NAPB)Paul Maimone Broker/Owner
CA Broker #01172430**FRESNO COUNTY**

FRESNO - (3) op computerized G.P. Cash/Ins/PPO pts. Annual Gross Collections \$250K - \$300K on 2 days/wk. Can do much more full time. Seller to concentrate on primary practice. **[NEW]**

KERN COUNTY

BAKERSFIELD #26 - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eq't'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 goodwill. **[SOLD]**

BAKERSFIELD #28 - GENERAL PRACTICE, FREE STAND. BLDG. & APPROX. AN ACRE OF PRIME COMMERCIAL REAL ESTATE FOR SALE! (2) op comput G.P., single use bldg. & approx. an acre of Prime Commercial Real Estate located on a main thoroughfare. Excell. exposure, visibility, signage & parking! Approx 30 years of Goodwill. 2013 Gross Collections approx \$100K very part time. Cash/Ins/PPO pts. Seller passed away suddenly. **[NEW]**

LOS ANGELES COUNTY

CALABASAS - G.P. in a highly sought after, upscale shopping center location with exposure, visibility & signage. Mostly Fee for Service. Newer eq't & build out. (4) ops eq't'd, 5th op plumbed. Central nitrous. Digital x-rays & pano, Dentrax and Dexis. 30+ years of Goodwill. Annual Gross Collections \$500K+. **[PENDING]**

HOLLYWOOD - Super clean, (3) op computerized G.P. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule.

LOS ANGELES - Upscale, (4) op turnkey office for sale or long term lease. Just built out & equipped w new eq't. Located in a new health care centered shopping ctr. on a main thoroughfare. Excellent exposure, visibility, signage & parking. DDS office has dental exclusive in the center. Many built in referral sources. All preliminary work done. Just bring instruments & supplies, & build your upscale practice! **[PENDING]**

SOUTH BAY - (4) op computerized G.P. located in a prof. bldg with ample free parking. 2013 Gross Collect \$508K+ on a (4) day week. Seller does no advertising. Averaging (8) new pts/mos. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Digital x-rays. Dentrax & Dexis s/w. Nice equipment. **[SOLD]**

VAN NUYS/SHERMAN OAKS - Bldg. & Practice - (5) op comput. G.P. (4) ops eq't'd, (5th) op plumbed. Located in a free stand. single use bldg. on a main thoroughfare w excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring. **[PENDING]**

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

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RIVERSIDE COUNTY

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

SAN BERNARDINO COUNTY

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RANCHO BERNARDO #1 - TURNKEY OFFICE! NO PTS. Everything you need to see pts. Install a phone, & you are ready to go! (5) op comput. G.P. located on the first floor of a well known office plaza w easy fwy access. Reasonable rent. Excellent parking. **[NEW]**

RANCHO BERNARDO #2 - For Lease! Built out Oral Surgery suite (2) exam rooms, (2) surgery rooms & a recovery area. Also has a private office with a shower, reception, biz ops, steril., patient rest room, and employee area. Located on the first floor of a well known office plaza w easy fwy access. Reasonable rent & excellent parking. **[NEW]**

TULARE COUNTY

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

VENTURA COUNTY

CAMARILLO - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eq't. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **[PENDING]**

EAST VENTURA COUNTY #2 - Bldg. & Practice - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eq't'd.

SIMI VALLEY - (4) op computerized G.P. (2) ops eq't'd and (2) additional plumbed. Turnkey office with some included charts. Digital X-Rays and Pano. Located in a Shopping Center with exposure/visibility and signage. Seller presently working one day/week. Seller has no time for this one, and is selling to concentrate on his main office. **[PENDING]**

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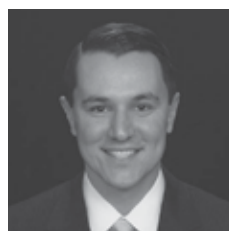
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Jennifer Akagi, DDS - Santa Monica, CA

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

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

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

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

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

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

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

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VENTURA COUNTY ENDODONTIC PRACTICE FOR SALE: One of only two endodontic practices within a ten-mile radius. This practice collected \$520,000 in 2013 with a net income of \$315,000. The practice receives 60 new patient referrals per month on average. The office has two fully equipped operatories with microscopes and digital x-rays plus a third operatory that is partially equipped. Recently renovated professional building with attractive rent. Asking \$330,000.

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

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Gary Sands D.D.S.

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Westlake Village, CA 91361

July 27, 2013

Kurt Skarin, J.D., PH.D.
530 West Stafford Road
Westlake Village, CA 91361

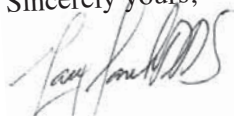
Dear Kurt:

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

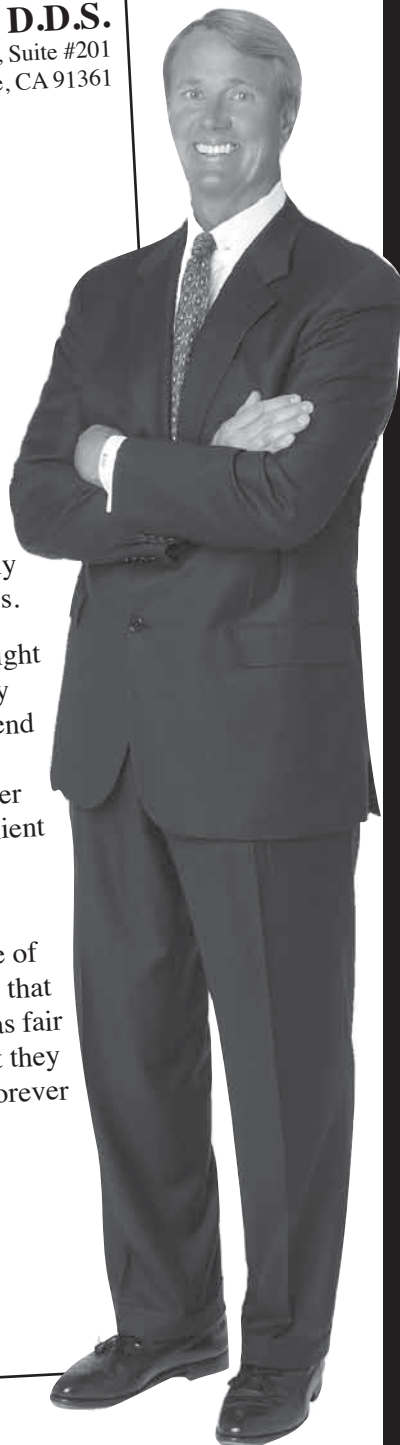
Your level of service was commendable. You were always right there when I had a question and kept me informed of exactly what to expect at each step along the way. I would recommend your services to any buyer or seller who wants to engage a broker who is completely honest and upfront with both buyer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

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

Sincerely yours,



Gary Sands



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- HAYWARD DENTAL PRACTICE FOR SALE** - Gross ~\$575K. GP 4 eq. ops. ~1,820 sq.ft. Mostly PPO. #HW888SL. ****New Listing!****
- HAYWARD DENTAL PRACTICE & REAL ESTATE FOR SALE** - Gross ~\$290K. Retiring general dentist looking to sell practice & real estate in a single story building at the corner. Good signage & excellent visibility from busy street. 3 eq. ops. ~1,200 sq. ft. #HW430K
- SAN JOSE PRACTICE & REAL ESTATE FOR SALE** - Professional suite is ~1200 sq.ft., 4 ops. 20+ yrs of goodwill. #SJRE202E
- MODESTO DENTAL PRACTICE FOR SALE** - 2013 Gross ~\$630K. Office is located in strip mall on busy street. Spacious office with 7 equipped operatories plus 1 additional plumbed and 5 x-rays. Close to major anchor stores. #MDT78F. ****New Listing!****
- MILPITAS DENTAL PRACTICE FOR SALE** - Busy retail. Lots of foot traffic. 4 eq. ops. + 2 plumbed. ~1,900 sq.ft. #MP1113HN
- WALNUT CREEK DENTAL PRACTICE FOR SALE** - Modern spacious office - 2,100 sq.ft., 4 ops. & room expansion for 7. Built-in Nitrous. Beautiful large salt water fish tank. Suitable for surgery, general dentistry or pediatric dentistry. #WC729VOR. ****New Listing!****
- OAKLAND DENTAL PRACTICE FOR SALE** - Retiring seller. LOW RENT. 2 eq. ops. ~850 sq.ft. Mostly Denti-cals. #OAK1213W
- OAKLAND STARTER PRACTICE FOR SALE** - Asking \$30K. 2 ops + 3 plumbed. ~1,932 sq. ft. in professional bldg. # H86OCC.
- FRESNO SUBLEASE & PATIENT CHARTS FOR SALE** - Patient Charts for sale & Sublease. ~1,300 sq.ft., 3 fully eq. ops.
- FRESNO DENTAL PRACTICE FOR SALE** - Excellent visibility from street. ~2,000 sf, 3 ops. Ample parking space. Close to Fwy 41.
- MURRIETA STARTER PRACTICE FOR SALE** - ~1,400 sq. ft., 2 eq. ops + 2 plumbed. Various profession/retail shops around.
- PALM DESERT DENTAL PRACTICE FOR SALE** - Seller wants to retire. 2013 Gross ~\$850K, mostly CASH/PPO, 10+ yrs goodwill, approximately 1,700 sq. ft., 4 eq. ops., high tech office, located at the corner in commercial building. Great visibility & ample parking.
- ARTESIA DENTAL PRACTICE & REAL ESTATE FOR SALE** - 2013 Gross ~\$850K. Mostly CASH/PPO. Spacious office ~3,580 sq.ft. in freestanding building w/ private parking lot. 6 ops. Busy street & excellent visibility. Building generates rental income from other units.
- COVINA STARTER DENTAL PRACTICE FOR SALE** - 3 ops. ~900+. Low rent. Close to Fwy 10. #CVN71T. ****New Listing!****
- DOWNEY DENTAL PRACTICE FOR SALE** - 3,400 sq.ft., 7 ops. Shopping ctr. Mostly insurance patients. Diverse population. DN411J.
- HAWAIIAN GARDENS DENTAL PRACTICE FOR SALE** - 2013 Gross ~\$275K. Shopping ctr. Busy streets. 4 ops, ~1,200 sf. #HG423KL.
- LOS ANGELES DENTAL PRACTICE FOR SALE** - 2013 Gross ~\$630K. 3 ops, 1,300 sq ft., diverse patient population. #LA414NMB.
- ROSEMEAD DENTAL PRACTICE FOR SALE** - 30+ yrs of goodwill. Seller is Retiring. 2 ops ~800 sq.ft. Low rent. #RM811HS.
- PARAMOUNT DENTAL PRACTICE FOR SALE** - Mostly Cash/PPO. ~1,200 sq. ft. 4 ops. Shopping center with major anchor.
- SAN GABRIEL STARTER PRACTICE FOR SALE** - 2 ops, ~1,000 sqft. Busy shopping center with anchorages. Low rent. #SG3614H.
- SOUTH GATE STARTER PRACTICE** - Busy streets. ~1,500 sq.ft, 4 ops + 1 plumbed. Excellent visibility. #SC720T2. ****New Listing!****
- SOUTH GATE STARTER PRACTICE** - Corner office on major streets. Newly renovated. 2 eq. ops + 6 plumbed ops. ~3,200 sqft.
- VALENCIA DENTAL PRACTICE & REAL ESTATE FOR SALE** - Gross ~\$570K. Mostly PPO/Cash. Spacious office ~ 2,200 with 6 ops. Medical bldg. built in 2007. Family practice including cosmetic, implant & orthodontics. Close to Freeway 5. #VRE8411O. ****New Listing!****
- WHITTER DENTAL PRACTICE FOR SALE** - 3 ops. ~1,000 sqft. Busy major intersection. Good signage & visibility. #W77CC2.
- MISSION VIEJO DENTAL PRACTICE & REAL ESTATE FOR SALE** - Gross ~\$530K. This beautiful spacious office is 2,703 with 3 eq. ops. + 2 add't plumbed. This is a must see! #MVRE982B. ****Featured Listing!****
- LAKE FOREST DENTAL PRACTICE FOR SALE** - 2013 Gross ~\$276K. Shopping ctr. ~1,700 sq. ft. with 3 eq ops + 2 add't plumbed ops.
- IRVINE STARTER PRACTICE FOR SALE** - Busy street. Shopping ctr with anchor stores. ~1,050 sqft, 3 ops. Near Fwy 5. #IR625S.
- OCEANSIDE DENTAL PRACTICE FOR SALE** - Located in strip mall, 4 ops, ~1,200 sq.ft., 10 years of goodwill, mostly CASH/PPO.
- LA JOLLA DENTAL PRACTICE FOR SALE** - Office gross ~\$350K, mostly PPO Patients, 2 fully equipped operatories, ~1,000 sq.ft.

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12:45-3:00	Lecture: Case presentations Xray review Tips & tricks
3:00-3:15	Break
3:15-4:30	Hands On: Power Elevator Forceps Model work

Course Schedule Day 2:

8:00-8:30	Breakfast
8:30-:30	Lecture: Video review and Q & A
10:0-12:00	Hands On: Live techinques / cadaver
12:00-12:45	Lunch
12:45-1:45	Lecture: Socket grafts & Suturing
1:45-3:00	Hands On: Socket grafts Suturing techniques
3:00-3:15	Break
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Jeng and Associates have represented me in buying 3 offices and multiple lease reviews and negotiations. Their professionalism is unbeatable and Dr Jeng is always available to answer my questions by phone or email.

Dr. L. Kong, Daly City, Ca

I highly recommend Dr Jeng as a dental attorney. His experience as a dentist combined with his legal experience gave me the confidence to enter into a share office arrangement. He was always available to answer my calls and addressed all my concerns and questions.

Dr. P Tran, Burbank, Ca

Dr. Chester Jeng represented me in my last two dental office purchases. Very professional and helpful. He is my go to lawyer for my legal needs.

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I paid too much for my dental practice

When a dentist buys a practice and things don't work out as well as hoped, the person usually concludes that he or she paid too much for the practice. But in analyzing nearly 1,000 practices over the years, I discovered that the real reason for success has nothing to do with price.

Whether a practice is successful or not is best determined by an accurate cash flow analysis. Cash flow is the outcome of all of the financial elements of a practice —collections, expenses, debt service (the loan payments to the bank), and the owner's net income. Successful practices have successful cash flow, not low prices.

One of our most successful practice sales had a gross income of \$1,700,000 and was priced at \$1,200,000. The practice was well equipped, in a desirable area, and the market for this practice was strong. The seller also wished to work for several years after the sale.

The projected net income was \$340,000 after all expenses, including a \$200,000 seller's salary, and debt service of \$225,000. In analyzing net incomes, I always examine the purchaser's net as a percentage of how much the purchaser personally produced rather than the practice gross income. In this case, the purchaser netted 62% of his personal production after all expenses and debt service.

Compare this to another practice that we listed that had a gross of \$725,000 and was priced at \$444,000. It would appear that a practice with a price/gross ratio that is 16% less than another practice would surely be more profitable. But the projected net income of this practice was \$161,000, or only 31% of the buyer's personal production. Compared to the first practice's net of 62% of personal production, this lower priced practice was only half as profitable as the more expensive one.

Cash flow analysis shows that yearly debt service varies from 9% to 12% of the gross revenues. This means that the range between an expensive practice and an inexpensive one is only 3% of the gross. This amount will never make or break a buyer.

So if price doesn't determine our financial outcome, what does? It turns out overhead determines the success of a practice, not price. The adjusted overhead of the first practice was 10% less than that of the second practice, a difference of three times as much as the largest variance in price could have made.

If you're in the market to buy a practice, my best advice is to have a professionally prepared cash flow analysis for the practices you're considering. Tax returns do not show profitability, but rather how much tax someone owes. They contain

certain tax deductions that are not actually expenses, so your examination of their return may mislead more than inform you. Also, don't be put off by expensive practices until you learn about their profitability or lack thereof.

If you're in the market to sell a practice, my best advice is to have an evaluation of your practice done early in the process to determine how your practice can be made more profitable before the sale and more marketable and valuable in the sale.

Some years ago, I showed a buyer a \$1,000,000 practice priced at \$800,000. He asked if I thought it was a good deal, considering the price. I said that it depended on what he thought was a good deal. If he thought a good deal was a low-priced practice, this practice was the absolute worst. But if he considered a good deal to be the highest net dollars and percentage, this was the absolute best. I told him that if the price got in the way of his buying this practice that I would find a cheaper practice, but he would have to work harder for less money. He got the point and bought it and he is perhaps the most successful client we have ever worked with. So, keep your eye on the prize.

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

John W. Knipf

President

jknipf@calpracticesales.com

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

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FEATURED LISTINGS

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

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

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

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

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GREATER LOS ANGELES COUNTY

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

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

HAWTHORNE – General turn-key practice located in a corner single story free standing building with excellent visibility and private parking lot. It has been a landmark for dentistry for over 65 years. The practice has recently been remodeled and consists of 6 equipped operatories and 1 plumbed not equipped operator in a ~1,997 sq ft office. It's computerized with Eaglesoft software and Digital X-ray. Seller is working 1 ½ days per week with Associate 1 day per week. See approximately 8-10 patients per day. Income source is ~14% insurance and ~86% cash. Minimal advertising. Excellent opportunity for a full time Buyer. Seller will be focusing on primary office. Contact your CPS Agent for more information. **Property ID#4519.**

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

LOS ANGELES – Leasehold Improvements Only!! Modern office in a well known multi story professional building with 1 plumbed not equipped operator, Open bay for 4 chairs (plumbed), x-ray room, lab sterilization room, and storage room in a ~1,173 sq ft suite. Seller established the practice in 2003 and has outgrown space and moving nearby. Great opportunity for a GP or Specialist (No Ortho). Please contact your CPS Agents for more information. **Property ID #4491.**

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



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Alice C. King, V.P.

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 \$314,250 in 2013. Have revenues of \$27K/mo. Please contact your CPS Agent for more information about this great office. **Property ID #4375.**

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

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

ORANGE COUNTY

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

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

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

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

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

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and Appraising of Dental Practices



Robert A. Palumbo, Executive V.P/Partner

SANTA ANA (GP) – Price Reduced! Turn-Key practice with 10 years of goodwill is located in a busy one story shopping center. Just off the 55 freeway. Motivated seller works 3 days/wk and sees approximately 14-15 new patients/mo. Modern designed practice consists of 3 equipped operatories, Panorex x-ray room, consultation room (plumbed), sterilization & lab combo, small lounge room, equipment room, and private office in a ~1,400 sq ft office. Has revenue of approximately \$19K/mo on a part time schedule. \$400 of Cap income per month. Seller is moving out the country. Beautiful office and great opportunity. Please contact your CPS Agent for more details. **Property ID #4423.**

SANTA ANA (GP) – With over 30 years this practice is located in a two story professional building. Have excellent street visibility, heavy traffic flow and easy freeway access to the 5 freeway. The office is open 4 days/wk and sees approximately 13-16 patients/day. The practice consists of 5 equipped ops, 1 plumbed not equipped, lab room, lounge room, pano room, storage room, sterilization room, dark room and a private office in a 2,255 sq ft suite. Office is not digital. The equipment is approximately 6 years old. It's computerized with Starbright software. Income source is ~90% insurance and 10% cash. Seller does minimal advertising, mainly patient referral. Grossed approximately \$472,219 in 2013. Buyer's net of \$147,121. Sellers are absentee owners and will be focusing on their 2 other practice is the L.A. County. Please contact your CPS Agent for a practice profile. **Property ID #4479.**

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

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

RIVERSIDE & SAN BERNARDINO COUNTIES

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

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

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

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

PALM DESERT Price Reduced! - General Practice established in 1999 is located in one story building with ample parking and excellent signage. This modern designed office consists of 5 equipped operatories with digital x-ray and Practice Web software in a 1,665 sq ft suite. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-14 new patients/mo. Income source: Insurance / Cash / Capitation (~\$3,000/mo). 100% patient referral. Have monthly revenues of ~\$28K/mo. Motivated Seller will be focusing on primary office in L.A. area. Please contact your CPS Agent for more information. **Property ID #4331.**

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

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

SAN DIEGO COUNTY

RANCHO BERNARDO - Leasehold Improvements & Equipment Only! - Practice located in a modern single story busy shopping center. This practice consists of 8 equipped operatories, lab room, lounge room, storage room, computer room, x-ray room, consulting room, sterilization room, and 3 private offices in a 3,808 sq ft office. It's computerized with Eagle Soft software. Equipment is ~2 years old. Great office. Please contact your CPA Agents for more details. **Property ID #4541.**

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Greg Beamer, V.P.

VISTA - Well established general practice with 35 years of goodwill is located in a Medical / Dental building with ample parking. This practice consists of 4 fully computerized equipped operatories, with Dentrix software and intra oral camera and digital x-ray in a ~1,608 sq ft suite. Fee for service practice. Seller will be moving out of area. Grossed approximately \$883K in 2013. Has monthly revenues of \$73K. Has excellent signage. Please contact your CPS Agent for more details. **Property ID #4507.**

VENTURA, SANTA BARBARA & KINGS COUNTIES

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

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IRVINE (PEDO) - Established in 2004 this modern designed practice is located in a two story medical dental building with ample parking. Practice consists of 3 equipped operatories, 1 plumbed not equipped. Lab room, sterilization room, Pano x-ray area, and private office in a ~1,319 sq ft suite. It's a computerized office with Dentrix software and digital x-ray. Seller works 3.5 days/wk and sees approximately 10-14 patients/day and approximately 17-20 new patients/mo. Does minimal advertising, most is referral. Income source is ~70% insurance and ~30 cash. Grossed \$302,596 in 2013. Has a Buyer's net of 120,307. Seller will be teaching part time. Please contact your CPS Agent for more information. **Property ID #4521.**

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

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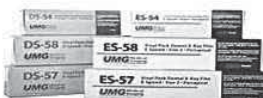


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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

EASTERN SIERRAS: General Dentistry Practice – 2013 GR \$463,806. Well-designed, 4 Op, 1,600+ sq. ft. office, low overhead practice, w/4+ days of hygiene. Seller refers out most OS, Perio, Endo, and all Ortho. Great opportunity in a nice community not saturated with dentists. Owner retiring. Practice #CA528.

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

FREMONT: Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. Practice #CA553 – *In Escrow*

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

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

GREATER PITTSBURG AREA: PRICE REDUCED
by \$122,000 – General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108 – *In Escrow*.

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

GREATER SACRAMENTO: PRICE REDUCED by \$50,000 – General Dentistry Practice and Condominium. 1,300 sq. ft. office in Professional Office building w/4 ops, Eaglesoft software, and Fiber Optics. 2013 GR \$679K+. Owner retiring. #CA138.

GREATER SACRAMENTO: General Dentistry Practice. Well-designed 3,079 sq. ft. office (shared

w/2nd dentist – separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/low overhead. Owner retiring after 35+ years in same location. #CA140.

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

GREATER SACRAMENTO: Orthodontic Practice - Like-new 2,300 sq. ft. office with extensive leasehold improvements and 6 chairs. 220 active patients in phase 1. Practice #CA551.

GREATER SACRAMENTO/ROSEVILLE: General Dentistry Partnership Position: One of several partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital X-rays (Dexis), digital Pan, electronic CBCT, and excellent management team. Each partner has his/her own patients. Owner financing w/ acceptable down payment. Sale to new partner is subject to approval by current partners. Practice #CA126.

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

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

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

NORTHERN CALIFORNIA: Periodontal Practice: 5 Ops. This nicely-appointed, well-designed office has equipment will work for right or left-handed provider. Opportunity for growth. Eaglesoft software. 2013 GR \$890K+. #CA153.

PITTSBURG: General Dentistry Practice: Well-established practice on city's busiest thoroughfare. 3 year avg. GT of \$236K w/60% overhead. 5 equip. ops in 1,400 sq. ft. with Panoramic, Fiber Optics. 12 new patients/month and very favorable rent. Avg. age of

equip. is 15 years. Owner is retiring. Practice #CA133.

PLUMAS COUNTY: PRICE REDUCED – General Dentistry Practice: 2013 GR of \$546,429 working 4 days, 37+ weeks/year in great retirement location – not saturated with dentists. 5 Ops available (4 equipped) in newly-remodeled office with Pan, Fiber Optics, EZ Dental software. 2.5 days hygiene per week. Great opportunity! Owner retiring. Practice #CA558.

SACRAMENTO: General/Specialty Practice: Stand-alone, leased office with two separate suites, GP and Specialty, approx. 4,000 sq. ft. combined, GP suite has 4 Ops, Specialty suite has 6 equipped ops with 3 additional plumbed. Paperless with Dextrix, Intra-Oral, Digital X-ray, and Pano. 2013 GR of \$1.3M+ with low overhead. #CA157.

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

SANTA CRUZ COUNTY: General Dentistry Practice in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dextrix Software. Seller is moving. Practice #CA550.

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

S. LAKE TAHOE: General Dentistry Practice: This 1,450 sq. ft. office has 5 ops (1 add'l available), was started by owner in 1973. Average collections for the last 3 years have been \$773K. The practice has high visibility and parking. 15 new patients/month, 4 days hyg. Practice #CA134.

WALNUT CREEK: Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. Practice #CAM540.

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SOUTHERN CALIFORNIA LISTINGS

ANAHEIM: General Dentistry Practice is perfect for a merger or satellite office. The seller is retiring and refers out most specialty procedures. This **SOLD** practice is nicely appointed and modern. 2012 GR of \$423K and an Adj. Net of \$140K. Practice established for 39 years, room to grow! Practice #CA101.

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

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

BEVERLY HILLS: This well-appointed General Dentistry Practice has a heavy emphasis on Perio and Implants. Practice features 3 Ops, Pano, and uses ComputerAge Software. 2013 GR of \$795K with \$371K Adj. Net on 4 days/week. This great West Side LA Location has been established since 1988. Practice #CA145.

CHULA VISTA: This General Dentistry Practice was started 50 years ago, seller acquired 35 years ago. 4 Ops, 3 1/2 days of hygiene, Dentrix Software. \$493K 2013 GR, seller is retiring. #CA109.

COASTAL ORANGE COUNTY: Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the TIs. Dentrix and Dexis, Digital Pano. Close to the ocean - dream location! GR over \$600K in 2011 and \$500K in 2012. Practice #CAM566 - *IN ESCROW*.

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

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

INDIAN WELLS: This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 2 years ago with 6 Ops, and all new equipment and fixtures. Practice was in the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2011 GR were over \$350K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530.

LA MESA: This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$396K in 2012 with \$155K in Adj. Net. Practice utilizes Dentrix, Laser, and Digital X-Rays. Practice #CA127.

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

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

NEWPORT BEACH: *PRICE REDUCED* - General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 GR of \$350K on 3 1/2 days per week. Located near hospital in a desirable area. Practice #CAM534.

NORTH ORANGE COUNTY: Endodontic Practice with 5 Ops, fully equipped and 3 Zeiss ceiling-mounted microscopes. Practice has been established for over 30 years. GR of \$370K and Adj. Net of over \$172K on a 3 day work week. PBS Endo software. Practice #CAM561

ORANGE: Removable Prosthetic Dental Practice with 3 Ops, 2 Equipped, 1 plumbed and 1 equipped. Practice is in a very busy retail center near **SOLD** and freeway. \$279K GR and \$125K Adj. Net in 2013. Practice #CA142.

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

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

ORANGE COUNTY: General Dentistry Practice with 2013 GR of over \$900K, Adj. Net of \$393K. Practice has 4 Ops and is located in a retail center in a desirable area of Orange County near shopping. Practice #CA132

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

RIDGECREST: General Dentistry Practice and Dental Building: This 4 Operatory office is located in 1,536 SF office building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. Practice #CA523.

RIVERSIDE: This General Dentistry/Implant Practice with 5 Ops has been established for 50 years and utilizes Dentrix, Digital Pano, and CT Scan. Dental equipment is 8 years old and has 20+ new patients/mo. Building also for sale. Practice #CA120 - *IN ESCROW*

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

SAN CLEMENTE: *PRICE REDUCED* - This General Dentistry Practice with 3 Equipped Ops, 2 Add'l plumbed, has been established for approx. 10 years. Uses PracticeWorks, digital x-rays and Pano. 2013 GR of \$170K working 3 days/week, room to grow! Practice #CA129.

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

SAN DIEGO: General Dentistry Practice with 5 Ops, in a 1,200 sq. ft. suite. Practice utilizes EagleSoft, digital x-rays and has been established for 22 years. 2013 GR of \$295K. Practice #CA130.

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

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

SANTA ANA: General Dentistry/Pedo/Ortho practice on a main street in Santa Ana. Practice has been established for over 20 years in a free-standing building. Practice is fully computerized, has Pano and Intra-oral camera. Gross receipts of \$424K with \$222K Adj. Net, Denti-Cal makes up approx. 35% of business. Practice #CA136.

SOUTH COUNTY SAN DIEGO: *NEW LISTING* - 3 Op General Practice office with modern equipment in a desirable location. Office is 1,100 sq. ft. with the building in a strip center. Practice utilizes Easy Dental, Digital X-Rays with 3 sensors. GR thru July '14, \$195K. Great office location with growth potential. Practice #CA175

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

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VICTORVILLE: *NEW LISTING* - General Dentistry Practice with 3 Ops plus 3 plumbed for expansion, 2,150 SF, SoftDent, 2013 GR of \$313K with \$147K Adj. Net. Established 34 years. Practice #CA149.

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

YORBA LINDA: General Dentistry Practice with 4 Equipped Ops, 1 Plumbed in a professional building. Practice is on a main street and has been established for 30+ years in this family community. 4 days of hygiene/week with EagleSoft, digital x-rays, and paperless. 2013 GR of \$914K and \$301K Adj. Net. Practice #CA146.

OUTSIDE OF CALIFORNIA

MAUI HAWAII: General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2 1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101.

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Robert Phillips, CPA: Accounting & Finances for Dentists and Dental Offices

Anita York, Esq: Employer-Employee Legal Issues

The Afternoon session with attorney Anita York is open to general dentists, specialists and their spouses. Other office personnel may attend if they wish.
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L.A. mid-Wilshire. Average \$800,000 collections. Well-established practice with attractive, upscale build-out. Visible 1st floor location. 7 Chairs and room for additional 8th Operator in a large 3,000 sqft space. Great potential for growth. Owner to retire but offers flexible transition to keep all patients in the practice as a part-time associate.

PRACTICE for SALE – CARLSBAD

San Diego County. Currently operating as a satellite office with 2 days/week of dentist coverage. Seller wishes to downsize due to health. Located on a major road, near affluent neighborhoods and numerous corporate office parks. 4 equipped Ops, with 5th pre-plumbed for future expansion. Upscale location, with visible signage from the street.

PRACTICE for SALE - RIVERSIDE County

Established general dental practice, with \$1.5M collections. Quality practice with an excellent reputation and a well trained staff to remain in place. Upscale office located in a street front, free-standing building. 5 equipped operatories, with room to expand. Buyer must pre-qualify to receive information for this highly confidential sale.

PRACTICE for SALE – RIVERSIDE County #2

Established general dental practice, with annual collections of over \$750,000/yr in 2013. Free standing, street front office location near commercial retail centers. 2,500 sqft office with, 5 equipped operatories. Seller to retire and willing to provide flexible transition.

PRACTICE & REAL ESTATE for SALE

North San Diego County. Established and averaging \$400,000 annual collections on a 3 days/week schedule. 5 Ops in 2,200 sqft street-front, free-standing building with great visibility. Ideal for local owner-operator.

PRACTICE for SALE – LA - Eagle Rock

Established general dental practice, with annual collections just under \$300,000/yr. Street front office location on a busy road. 4 fully equipped operatories renovated in 2008. pre-plumbed to expand up to 7 operatories.

PRACTICE for SALE – RANCHO CUCAMONGA

San Bernardino County. General dental practice in a busy retail center. \$260,000 collections on part-time hours by owner. 3 equipped Ops. Seller retiring due to health and seeks a quick sale.

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Dental Front Office Receptionist needed for multi-specialty practice in San Juan Capistrano please call 949-487-3273 send resume capistranodental@gmail.com.

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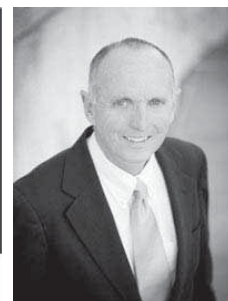
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The Dental Trader is now removing certain ads placed by dentists. Those placing free statewide ads for staff, selling a dental practice or seeking employment in So. Calif. will be automatically removed from the No. Calif. edition and vice versa. Both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



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Asking \$318,000

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NEW LISTING Fee-for-service general dental practice which grossed just under \$1,200,000 in 2013 and is on track to gross just over \$1,200,000 in 2014 with excellent net profit. Fully digital office. Seller retiring.

North San Diego #1075

Fee-for-service practice, doctor retiring, beautiful suite in professional building, upscale neighborhood, favorable lease in large well-appointed suite, 2013 revenues \$760,000

Asking \$658,000

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NEW LISTING- Fee-for-Service general dental practice, grossing \$482,000 in Medical/ Dental complex. True net profit of just over \$166,000. Seller retiring.

Asking \$425,000

#1078 South Orange County

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14	15	16	17	18	19	20
21	22	23	24	25	26	27
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October

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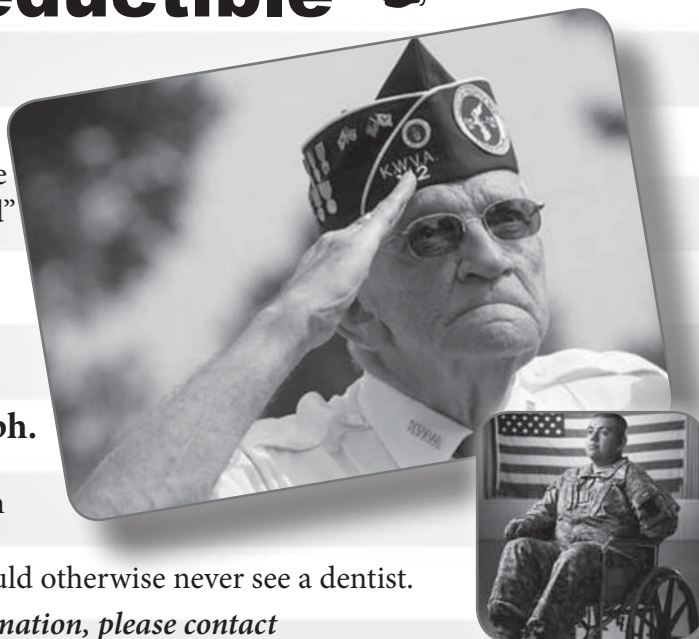
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