

# THE Dental Trader

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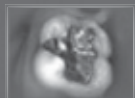
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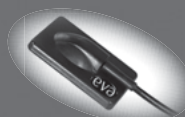
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### FRESNO COUNTY

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

### KERN COUNTY

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

**BAKERSFIELD #23** - (12) op comput. G.P. Prime retail ctr. w excellent exposure/visibility & signage. Cash/Ins/PPO pt. base. Gross Collect. \$2.0M+/yr. Digital X-rays & Pano, paperless office, fully networked, & efficient modern design. Excellent advertising campaign in place with tons of new pts. Excellent long term experienced staff in place to assure Buyer's success. Will also consider a 50% Partnership.

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

### LOS ANGELES COUNTY

**NORTHL.A. CTY** - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Cash/Ins/PPO/HMO & very small amount of Denti-Cal. Mos Cap checks \$5K+. Seller retiring. **[SOLD]**

**NORTHRIDGE** - (4) op comput. G.P. located in a smaller prof. bldg. on a heavily traveled main blvd. Bldg. is easily accessible & has ample free parking in rear. Cash/Ins/PPO pt. base. (17) years of Goodwill. 2010 Gross Collect projected at \$440K+. Selling due to health. Seller will assist w transition. **PRICE REDUCED. [PENDING]**

**RESEDA #6** - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$200K part time. Excell starter or 2nd office. **[NEW]**

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

**SANTA CLARITA** - (6) op comput G.P. in a free stand. bldg. (4) ops eqt'd w newer Belmont eqt. w (2) add. plumbed not eqt'd. ops. EZ Dental s/w, networked ops, digital pano & x-rays. Mixed pt. base. Gross collect \$20K-\$25K/mos & growing. Shares waiting room w M.D. who refers many pts. **[NEW]**

**TEMPLE CITY** - (3) op turnkey office for sale. Located in a strip center w exposure/visibility & signage. (4) year old eqt. Location has been a dental office for 13+ years. Many walk-ins. Previous successful DDS @ this location bought a bldg.

**WEST HILLS** - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Projected Gross Collect \$325K on a part time schedule. Digital x-rays & Dentrix s/w. Newer leaseholds. Seller retiring but will transition. **[PENDING]**

**VALLEY VILLAGE (SHERMAN OAKS)** - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **[SOLD]**

### RIVERSIDE COUNTY

**LAKE ELSINORE** - pride of ownership, state of the art (4) op comput. G.P. located in a shop. ctr w exposure, visibility & signage. (3) ops eqt'd w nearly new Belmont eqt. 4th op is plumbed. Networked ops, digital x-rays & a Quick Vision Imaging System. Cash/Ins/PPO & HMO pt. w mos. CAP of \$1.2K. Approx (20) new pts/mos. 2010 Gross Collect approx. \$275K p.t.

### ORANGE COUNTY

**ANAHEIM #1** - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule. **REDUCED.**

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

### SAN BERNARDINO COUNTY

**HIGHLAND #1** - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. (18) new pts./mos. Annual Gross Collect. approx \$250K. **[SOLD]**

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

### SAN DIEGO COUNTY

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

### VENTURA COUNTY

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

**WESTLAKE VILLAGE #3** - Well maintained (4) op comput. G.P. in a smaller prof. bldg. (3) ops eqt'd/4th plumbed. Newer eqt. digital x-ray, eye illumination system & central nitrous. Cash/Ins/PPO & Smile Saver pt. base. Gross Collect \$200K+ p.t. Seller retiring. **[SOLD]**

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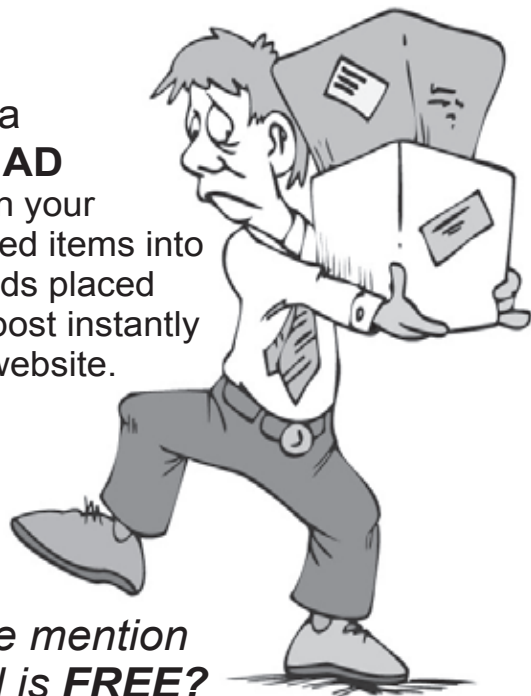
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8 <b>MOTHER'S DAY</b>	9	10	11	12	13	14 <b>ANAHEIM CDA DENTAL CONVENTION</b>
15	16	17	18	19	20	21 <small>ARMED FORCES DAY</small>
22	23	24	25	26	27	28
29	30 <b>MEMORIAL DAY</b>	31				

April

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**NITROUS OXIDE-OXYGEN MIXER** FOR DENTAL ANALGESIA. Ohmeda M.D.M. Fraser Harlake mobile unit, near new condition. E-mail Halad@ATT.net.

**Dental Office at Lake Elsinore for sublease** Existing over 10 years, about 2000 sft, great location, low rent. call 310-923-6168.

**Setting up new office** for 4 ops- looking for 4 chairs, vac, statim 5000, waiting room chairs, basically everything. glen312@yahoo.com.

**Oral Surgeon Upland, CA** Professional and gentle OMFS Part time needed Must be able to provide IV sedation fax 18887416009.

**2 Compudent Wand Units** 80 handpieces, 13 boxes needles, DVD, replacement O-rings, miscellaneous supplies. \$999.00 + S&H. (805)544-9440.

**Prosthodontist** Oral surgeons to join a group implant practice in Reseda. Please submit resume to: bestpaidjob@aol.com.

**3 Used Dental X-Ray View Boxes** Only \$35 each + S&H. Contact us at (805) 544-9440.

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**5 ops Ideal Office/Building for sale** excellent North Tustin area - on the corner / single building info@mapdr.com.

**2 Teli Cam Intra Oral Cameras** with recorders, screens, Film, 1 mobile cart, 8 years old for sale. Call 805.284.5622.

**JMorita Panoramic X-Ray** Selling a used panoramic machine. Have the Operations and Installation Manual. Email for photos and price! Sanchez2417@aol.com.

**Reseda** Experienced patient coordinator. Knowledge of soft-dent. Motivated individual to join a large Implant center. Bonus, health INs, vacations bestpaidjob@aol.com.

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- **BIG BEAR CITY:** For Sale - General Dentistry Practice. 26 years at current location. Gross Receipts \$428K. 3-equipped operatories. Doctor owns the building. New lease available or option to purchase. #14345
- **EL DORADO HILLS:** For Sale-General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$330K. Intra-Oral camera, Pano, Sofident software, 4-equipped operatories - 5 possible. Practice has been in its present location for past 18 years. Owner retiring. #14324
- **FOLSOM:** For Sale-General Dentistry Practice. Gross Receipts in 2010 were \$703K, 3 1/2 day week with adjusted net income of \$300K, 5 days of hygiene and approx. 1,500 active patients. Leased office is 2,000 sq. ft. with 4 equipped operatories - 5 possible. Patient Base software. Owner to retire. #14350
- **FOLSOM:** For Sale - General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops, Digital, Dentrix, Intra-Oral camera, Laser, 5+ year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FOLSOM:** For Sale - General Dentistry Practice 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5), Intra-Oral camera, fiber optics all ops. Patient base software. Owner retiring. #14329
- **FRESNO:** For Sale - General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene.
- **GRASS VALLEY:** For Sale-General Dentistry Practice. 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho, Perio, Endo, Surgery. Laser, Intra-oral camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337
- **GREATER FAIR OAKS-SUNRISE AREA:** For Sale-Gross Receipts in excess of \$1.1 Million dollars for the past three years. Adjusted net \$450K. 2,400 sq ft office-5 ops. Hygiene days-6, Owner works 32 hours per week. Eagle Soft, Laser, Pano Intra-Oral camera, fiber optics. Owner retiring. #14343
- **GREATER SACRAMENTO:** For Sale-Pediatric Practice. 2010 GR of \$1,095,914, with a 45% overhead. Prevention oriented practice with 2,600 sq. ft. Digital office with Dentrix. Equipment is nine years old. Delta Premier is only insurance. Owner retiring. #14349
- **LAGUNA NIGUEL:** For Sale-General Dentistry Practice. 2010 gross receipts were \$503K. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** For Sale-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral camera, Pano, and Data Con software. Owner to retire. #14338
- **LIVERMORE:** For Sale - General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq. ft. office space. Dentrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **LOS ANGELES:** For Sale - General Dentistry Practice. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire. #14348
- **LOS ANGELES:** For Sale - General Dentistry Practice: This practice 80% Dental and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$709,000. 6 equipped tx rms, laser, Intra-Oral camera Pano and Ceph. Call for details. #14319
- **MODESTO:** For Sale - General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrix, Cerec, and Intra-Oral camera. Owner to retire. #14308
- **NAPA:** For Sale - General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$200K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days. 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- **NORTHERN CALIFORNIA:** For Sale - Pediatric practice. Owner has operated in same location for 32 years. Approx. 1,760 active patients, 1,160 sq. ft., Panoramic X-ray, Dexis Digital and Dentrix software in this 5-chair office. 2010 Gross Receipts \$610K. Owner retiring. Call for details. #14322
- **OCEANSIDE:** For Sale - Modern looking office. 4 op, office space and equipment only. Belmont chairs, Genex x-ray system, intraoral camera, approx 1200 sq. ft. Low overhead-Rent is \$1,900/month, and it's a 5 year lease. Staff is available for rehire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346
- **PALM SPRINGS:** For Sale - General Dentistry Practice. Fee for Service. Gross Receipts \$282K with adjusted net income of \$157K. 1,280 sq. ft., 3 equipped operatories. Intra-Oral camera, Pano, Practice-NEB software. Doctor willing to transition by working 1-2 days a week. #14332
- **PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO:** For Sale - General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1,800sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano, Practice has been in its present location for 40 years. Owner retiring.
- **ROCKLIN:** For Sale - General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 4 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral camera, Dentrix software. Owner to retire.
- **ROSEVILLE:** For Sale - General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intraoral camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO/ROSEVILLE:** For Sale - One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- **SAN FRANCISCO:** For Sale-Patient Base for Sale-Owner passed away last June and the practice has continued on 4 days a week with an associate. Lease can't be renewed. There are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- **SAN DIEGO:** For Sale-General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 Receipts were \$185,645. PPO and Fee for service practice. #14310
- **SAN DIEGO:** For Sale-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate.
- **SAN DIEGO:** For Sale-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- **SAN DIEGO/CITY HEIGHTS:** For Sale-General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, Panoramic X-ray, Intra-Oral camera, in this 3-chair office. #14321
- **SANTA BARBARA:** For Sale - General Dentistry Practice. This excellent practice's 2009 gross receipts \$891K with steady increase every year. Practice has 6 days of hygiene, 1,690 sq. ft., 5 ops, Laser, Intra-Oral camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- **SOUTH LAKE TAHOE:** For Sale-General Dentistry Practice. 2007 collections \$534K. Office is 645 sq. ft. with 3 ops. Practice has been in its present location for the past 26 years. Owner to retire.
- **TORRANCE:** For Sale- General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brian System, and Camsight software in this 2 equipped, 3 available-chair office. Gross Receipts \$434K with 38% overhead. Owner relocating. #14320
- **TURLOCK:** For Sale- General Dentistry Practice. 2009 Gross Receipts \$2,728,319 with an adjusted net income of \$925,251. 13 days of hygiene in this tastefully decorated 3,700 sq ft office space. Owner is retiring form clinical dentistry.
- **VISALIA:** For Sale- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$ 321K. Office is 1,380 sq ft with 3 equipped operatories, Intra-Oral camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

### CALIFORNIA / NEVADA REGIONAL OFFICE

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**ORANGE COUNTY** Popular Beach Community, Established 25 Years, 6 Ops, High Net, 2009 Gross \$1.7M. Asking \$1.49M. 100% Financing Available. Contact ProMed 888-277-6633 or info@promed-financial.com.

**Star Dental Sonic Scaler** (Titan SW) Used and in good condition. Email for price and info. Sanchez24@MirelezDental.com.

**Experienced Treatment Coordinator/Biller** in Upland, CA 5 yrs + Experience Must be caring, friendly and a people's person fax 18887416009.

**ESPE 317 Halogen Curing Light** Mint Condition, Barely Used. Built in light meter. Cures all composites. \$650 hayley1022@hotmail.com.

**Stunning stand alone Dental building and practice for sale.** Prime location in Orange County, very high traffic, many walk-ins, all newer equipment, 3 ops, 4 plumbed, pano digital x-ray machine, networking, web managing. 949-291-9999. mikesaidi@cox.net.

**Sordex Optim for sale** 5 years old but used as backup only 15 times. Asking \$6500, contact Alex (949)600-7575.

**TRACY** Young, growing, family-oriented practice. Highly motivated patient base. 1,300 sf & 4 ops \$350k (I-945) WPS/800-641-4179.

**BAKERSFIELD, CA** Busy, long established GP in a stand alone building near a popular commercial area. 3 equipped ops and 2 plumped/unequipped ops. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

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**WESTERN CONTRA COSTA COUNTY** RIGHT OFF I-80 Collected \$710,000 on production of \$740,000 in 2010. Busy Hygiene Department. Doctor's profits exceed 50% of his production. Go to www.PPSsellsDDS.com. View under CURRENT LISTINGS.

**Looking to purchase** a dental office (with or without patients) in the Salinas area. Email agiong2000@yahoo.com.

**Start as dental intern and become a managing dentist with buy-in option at a premiere FFS Cosmetic & Implant practice.** Orange County, Palm Springs. Please contact Nazeridds@cornerstoedentistry.com.

**DENTIST WANTED** 2+ yrs Experience, for Saturday in San Gabriel LA county, able to do molar RCT Excellent working environment. vtchen@yahoo.com.

**SAN JOSE** 15 Years Goodwill GP practice in approx. 1,650 sq. ft., 4 ops, plumbed for 6 in busy retail center on major street. Loc Pham, Broker 714-550-7494. #1212SR.

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## WESTERN PRACTICE SALES

John M. Cahill Associates

### BAY AREA

**A-6781 SAN FRANCISCO** - New equipment-hardly used. VIRTUALLY NEW practice! 1,000 sf/3 ops. **\$60k**

**A-7751 SAN FRANCISCO- Space Sharing.** GP seeks DDS to share office in renowned 450 Sutter St bldg. **Call Now for Details!**

**A-8941 SAN FRANCISCO**- Ready to Move In. Fully Equipped. 2 ops. Plumbed for 1 add'l **ONLY \$75k**

**A-9361 SAN FRANCISCO**- Blocks from Union Square! 17 story building. 975 sf w/4 ops **\$550k**

**B-9381 OAKLAND** - GP in Bustling Area! 1148 sf w/2 ops. **Only \$75k**

**B-9541 BRENTWOOD - Facility Only** Centrally located in a highly visible shopping complex w/ ample parking in a well-established neighborhood. 2,203sf & 6 ops **\$230k**

**B-956 BERKELEY**- Professionally planned, efficiently laid out for ease of workload and patient flow overlooking Berkeley Hills. 792 sf w/3 ops **\$220k**

**C-7811 SOLANO CO** - 2,997 sf w/6 fully equipped ops + 2 Hyg ops + 1 add'l op! Buy the whole practice for \$1.3m or only 50% for \$650k. **Call for Info!**

**C-9471 SANTA ROSA** -Stable patient base, well-respected practice. Dental/Medical bldg w/excellent signage- Major thoroughfare. 1,500 sf w/5 ops **\$495k**

**D-842 PLEASANTON** -General Dentistry. 1,488sf w/ 2 ops **\$295k**

**C-8901 SANTA ROSA**- Residential area. 40+ new pats/mo. Highly Visible! 1291sf & 3 fully equipped ops. Plumbed for 1 additional op. **\$475k**

**D-960 Facility only SAN JOSE** - This would cost more than our asking price to duplicate! Reasonable rent and great lease with **opportunity to purchase condo suite also!** 1,158sf w/3 fully equipped ops **\$118k**

### BAY AREA CONTINUED

**C-9501 MARIN COUNTY** - Remarkable opportunity! 8 patients and ~ 6-7 new patients per month. Near HWY 101. Office ~ 800 sf w/3 ops. **\$300k**

**D-845 SAN JOSE - Facility** -Attractive office. Traditional décor. Retail Plaza. 2,240 sf & 5 ops. **REDUCED! \$120k**

**D-939 SAN JOSE** - Doctor averages 5 patients daily. Office is ~1,522 sf and has 5 fully equipped ops, **Only \$195k**

**D-877 LOS ALTOS** - Located in a spectacular and pristine Professional plaza. Office is ~ 2,400sf and consists of 6 fully equipped ops **2009 Collections - \$819k!! Asking only \$425K**

**D-9091 Atherton - Assume Lease or Space Sharing Facility** - Turnkey operation. This "turn key" facility would cost nearly twice our asking price to duplicate. 969 sf & 3 ops **Call for Details!**

**D-925 SANTA CLARA** - Family-oriented office. 35+ new patients/month by internal marketing: word-of-mouth referrals. In the heart of the Silicon Valley. 1,500 sf & 3 ops **\$499k**

**D-9331 SARATOGA- FACILITY** Open to General Dentistry & Specialists! State of the Art Equipment in excellent condition 1,187sf w/3 ops **\$98k**

### NORTHERN CALIFORNIA

**E-729 AUBURN** - Busy retail shp ctr w/ excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 4ops. Plumbed for 2 add'l ops **\$250k**

**E-7121 SACRAMENTO AREA** - Largely FFS. 1800sf, 4ops (+2 add'l plumbed). 2-story Prof bldg. **\$695k**

**E-915 ELK GROVE** - Located in an attractive, single-story professional building. 1,200sf 4 equip. ops. **\$650k**

### NO CALIFORNIA CONTINUED

**E-955 ELK GROVE** First-floor suite in desirable commercial corridor. Giant foyer/spacious office w/ spectacular décor. 3 ops w/ plumbing for 2 additional **\$375k**

**E-961 SACRAMENTO** - Great opportunity! Doctor averages 12-15 patients w/ 6-8 Hygiene patients per day. Office is located near two major thoroughfares and has 5ops. **\$325K**

**E-8641 SACRAMENTO-FACILITY** Fast Growing Area w/easy access to Tahoe and SF Bay! Single Story office near county buildings. 2,100+ sf w/ 3 ops & plumbed for 1 add'l **\$50k**

**G-751 RED BLUFF/CHICO**- Known for special sense of community & small town living. Complete remodel ~7 yrs ago. FFS GP. 2350sf / 4 ops equipped. Plumbed for 2 add'l. **Current Lender Willing to Carry Qualified Buyer. Practice: \$75k / Real Estate: \$185k**

**G-875 YUBA CITY**- Sets the bar for excellence! Established 30 + years, GP, FFS, 3575 sf / 9 ops, great location. **\$1.5m—Associate Buy Opportunity!**

**G-883 CHICO VICINITY** - Quality, fee-for-service practice w/ large, stable, patient base. Attractive Prof. Plaza. 1,990 sf w/ 5 fully equipped ops **\$535k**

**G-952 PARADISE**- Well-established fee-for-service practice. Ample parking w/ remote controlled, privately locked garage. 1,138 sf w/3 ops **\$185k**

**H-668 NE CALIFORNIA** - GP with over 30 yrs goodwill. 4 ops 1600sf office. 2007 gr rpts exceed \$650k **\$395k**

**H-856 SOUTH LAKE TAHOE** Live and Practice in the Beautiful and Unique Tahoe Area! This GP accepts over 50 new patients each month! Respected and Growing! 1568 sf & 4 ops **\$425k**

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## WESTERN PRACTICE SALES

John M. Cahill Associates

### CENTRAL VALLEY

**I-772 Facility STOCKTON**-Desirable, affluent health care area. 2,140sf/4 ops **REDUCED!! NOW ONLY \$150k**

**I-685 TURLOCK** - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpmt. **REDUCED! \$305k**

**I-889 MERCED**- Quality practice well-known for providing comprehensive and full spectrum of dental care. Located in the heart of town, bustling with activity and foot traffic – in well-maintained Medical Professional building complex. 3 fully equipped ops **\$265k**

**I-923 MODESTO**-1495sf/ 4op+1 Newer, All digital. **REDUCED! \$250k**

**I-945 TRACY** - Young, growing, family-oriented practice. Highly motivated patient base. 1,300 sf & 4 ops **\$350k**

**I-949 MODESTO**-Spacious office w/ brand-new build-out and equipment that has never been used which would cost more than our asking price to duplicate! Reasonable rent/Great lease. Retail Shopping Center. 1,250 sf w/ 4 fully equipped ops, **\$149k**

**I-951 MODESTO**- Street-level suite. Dental Professional building. 886sf w/ 3 ops **\$265k**

**J-928 ATWATER** - Well-established & respected for gentle treatment. Prof Bldg in desirable area. 1,313 sf w/3 spacious ops **\$230k**

**I-943 CLOVIS FACILITY ONLY**— This Practice would cost more to duplicate! Located in a highly visible shopping center in a desirable neighborhood. Office is ~2,098sf w/6 ops **\$95k**

### SOUTHERN CALIFORNIA

**K-816 MISSION VIEJO**-Top-notch office in popular Rtl Shp Ctr. Close to Gov. amenities & schools. 1,300 sf & 2 ops. **\$290k**

**K-887 ESCONDIDO**-Beautifully landscaped. Free-standing, single-story Dental Prof Bldg. 1,705 sf w/5 ops **\$175k**

**K-916 SANTA MARIA**—Location and reputation are only two of the winning attributes of this stunning practice! 1,545 sf, w/ 4 fully equipped ops, **\$300k Real Estate also available!**

### NEVADA

**LV-910 BOULDER CITY**- Affluent, clean, safe, non-gaming community. In beautiful downtown, recently remodeled, w/sophisticated “boutique” décor & antique furnishings. 1,600sf & 3 ops **\$440k**

**LV-800 LAS VEGAS**-Well Established FFS practice. Emphasis on prevention. Seasoned Staff. 3350 sf & 6 ops. **\$785k**

**LV-861 LAS VEGAS**— FFS Quality Practice—Stable Patient Base & Seasoned Staff. Professionally Remodeled 1750sf, 5 op office. **\$180k**

**LV-932 LAS VEGAS** - History in excess of \$1 million ~3 years ago. Phenomenal opportunity. Would cost DOUBLE to duplicate! **\$175k**

**LV-868 LAS VEGAS**- FFS on Sahara. Single-story Prof. Bldg. 2,000 sfw/6 ops **\$420k**

**LV-959 LAS VEGAS** - Location, top-of-the-line equipment, stellar reputation! 3,000 sf & 7 fully equipped ops w/ plumbing for 2 additional ops **\$750k**

### NEVADA CONTINUED

**R-942 CARSON CITY** - Recognized nationally year-after-year, this highly acclaimed dentist and esteemed, state-of-the-art practice sets the bar for all dentists, locally and across the nation. Located in one of the most desirable neighborhoods. State-of-the art, fully digital office. 4,700sf w/10 ops **\$850k**

### SPECIALTY PRACTICES

**I-7861 CTRL VLY ORTHO**- 2,000sf, open bay w/8 chairs. Garden View. Antique Exam Room. 45 years of goodwill. FFS practice sees 60-70 patients daily. Prof Plaza. **\$370k**

**D-892 MORGAN HILL ORTHO**- Remarkable Oppty! Floor to Ceiling Windows—wooded courtyard. 1900sf & 6 chairs in open bay. **\$275k**

**H-913 ORTHO- SIERRA FOOTHILLS** —Strong, loyal base referral base. Practice averages 30 – 60+ pats/day. Pristine, remodeled building w/ ample parking. 2,600 sf w/ 5 chairs/bays **\$500k**

**K-929 SANTA MARIA – PROSTHODONTICS** - Where “the patient comes first”. Restorative/Implant Practice, FFS, 3 ops 1400 sf **\$450k**

**I-9461 CENTRAL VALLEY/ORTHO** - Seller has strong referral base and happy patients! Well-respected for excellent, quality service in this family-oriented community. 1,650 sf w/5 chairs/bays plus (2) additional plumbed. **\$140k**

**LV-953 Pedodontic LAS VEGAS** - Highly-esteemed practice is a “friend to all in the family”. 2,512sf w/3½ ops **\$650k**



Timothy G. Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD



Northern California Component

## A Leadership Development Workshop for Dentists Tim Verceles DDS MAGD

Friday, April 15<sup>th</sup>, 2011

8:30am to 4:30pm

Sobrato Community Conference Center

1400 Parkmoor Ave.

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### Participants will learn:

- 360 degree self assessment
- Knowledge of group dynamics
- Basic public speaking techniques
- Available resources for leadership development
- Leadership and management skills
- Time management
- Practice management suggestions.

Continental breakfast and lunch will also be provided.

Register early as attendance is limited to ensure personal attention by the instructor

Name:	AGD Member # (if member)		
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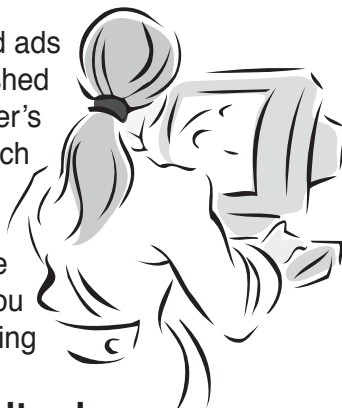
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*Question:*

**I have been thinking about selling my practice. I assume that I can't sell in the current economic climate. When do you think I should sell?**

*Dr Matt S.*

Now is an excellent time to consider putting your practice on the market. Buyers are starting to come back into the market after taking practically a year off.

Dental practice sales have been down nationwide for the past 10 to 12 months. Normally practice sales slow in the summer, pick up in September through November, slow down for the holidays and then pick up again by February. Last year's pick-up in September never occurred due to the banking crisis, and sales have been depressed ever since. Patience has been a real virtue for anybody who put their practice on the market since last May. That is all about to change as I foresee this fall and spring to be very active months. Inventory levels are at their lowest levels in years as many sellers have postponed the sale of their practices for various reasons. Interest rates are still low and money is available. Most experts expect that the interest rates will eventually go up as the unprecedented spending habits of this administration will certainly lead to inflation at some point. Low inventories, low interest rates, pent-up buyers finally re-entering the market and favorable seasonal factors signal that *now* is the time to list your practice!!!

Having said that, many of you that have attended my lectures know that I advise dentists to sell only when they are ready to retire and do not want to practice any longer. The money you net after taxes is usually not enough to influence the timing of the market. Working an extra year or two will usually more than make up the financial benefit of proper market timing, even in a declining practice. If you still love to practice, keep doing it!! While not the norm, there are also buyers out there who will allow you to work back a few days a week if the cash flow will allow. I traveled back to Scottsdale for 18 months to work my practice two and a half days per week after I sold it. Feel free to call our office anytime to discuss your options as location, size of the practice and the buyer's needs will affect the direction you may take.

Timothy G. Giroux, DDS is currently the Owner & Broker at **Western Practice Sales** ([westernpracticesales.com](http://westernpracticesales.com)) and a member of the nationally recognized dental organization, ADS Transitions. A graduate of Creighton University, School of Dentistry (1983), he and his wife, Mona Chang, DDS (LLUSD 1984) were in private practice together for 15 years in Scottsdale, AZ, before establishing their home in northern California.

Questions? Email them directly to *Timothy G. Giroux, DDS* at: [wps@succeed.net](mailto:wps@succeed.net) or Call 800.641.4179

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