

THE Dental Trader

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- **APTOS:** *For Sale* - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 51%. 3 operators in 1,000 sq ft. Pano & Modi computerized software. 9-hygiene days per week. Practice operated for past 33 years in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk.
- **ATWATER:** *For Sale* - General Dentistry Practice. Gross receipts \$177K with adjusted net income of \$67,495. Practice has been in its present location for the past 30 years. 1,080 sq ft. 2-equipped operatories. Owner to retire.
- **CITRUS HEIGHTS:** *For Sale*-General Dentistry Practice. Well-designed 6 operatories with 1,500 sq. ft. office in professional building. Desirable location. 2-3 days hygiene. Owner is retiring.
- **DIXON:** *For Sale*-General Dentistry Practice. '08 collections were \$122,894. 3 op 1,100 sq. ft. office. Owner has relocated out of state and is motivated. Good opportunity to build a practice in a growing community near Davis, CA. #14265
- **EL SOBRANTE:** *For Sale*-General Dentistry Practice: Ideal for recent grad or DDS looking for satellite practice. 3 ops. w/potential of 5. '08 receipts \$130K, adj. net income \$124K. 3 days of hygiene, Pano, Easy Dental software. 1,300 sq. ft. Seller is retiring after 35 years in same location. #14302
- **FRESNO AREA:** *For Sale*-Exceptional General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467, \$798K adj. net income. The office has Dentrax, Laser, Intra-oral camera, digital x-ray and Pano. Bldg. may be avail. for sale. Owner is retiring. #14283
- **FRESNO:** *For Sale*-General Dentistry IV Sedation Practice. Collections \$1,064,500. Seller looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. Facility 1,500 sq. ft. w/5 equipped operatories & 7 days of hygiene. #14250
- **FRESNO:** *For Sale*-General Dentistry Practice. Owner has practiced in same location 24 years. 3 TX rooms, 1,000 sq ft. Located in a Medical/Dental Bldg. Owner to retire. 2008 collections were \$86K. Ideal for a new grad or satellite office.
- **FRESNO:** *For Sale-Office Space Only in North Fresno Area.* New fully equipped 3-op dental space avail. asking \$115K. Equip. approx. 2 years old. Space avail. for 4th op. Office design contemporary & tastefully done. Asking price includes all leasehold improvements.
- **GRASS VALLEY:** *For Sale*-This Periodontal Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 years. Office consists of 1500 sq ft 3 ops, Intra-oral camera. Practice has 5 days of hygiene.
- **GREATER AUBURN AREA:** *For Sale*-General Dentistry Practice 7 Dental Building. Outstanding opportunity to purchase well established very successful, 4 op Fee for Service practice 1,800 sq. ft. dental bldg. in the Sierra Foothills. No PPO or HMO. '08 Collections \$763K on 3.5 days with 5.5 days of hygiene. Owner is retiring. #14304
- **LAKE FORREST:** *For Sale* - General Dentistry Practice. This 4 operator, 1,200 sq. ft. office had gross receipts of 1.2 million in 2009. There are 5 days of hygiene and approx. 3,000 collective patients. Approx. 10% of receipts are from two HMO plans. Seller has practiced in the same location for approx. 30 years. Owner is retiring.
- **MODESTO:** *For Sale* - General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrax, Cerec, and Intra-oral camera. Owner to retire.
- **MODESTO:** *For Sale*-General Dentistry Practice. 12 Treatment rooms, Pano, Laser, Intra Oral Camera, 10-years in same location. Three days of hygiene. Owner-32 years in practice willing to work a couple days of week to help transition the practice or as Role-Reversal.
- **MURRIETA/TEMECULA:** *For Sale* - 2009 receipts were \$648,000. This 4 op, 1,500 sq. ft. office space with 4.5 days of hygiene. Average age of Dental Equip is 7 years.
- **NO. CA WINE COUNTRY: ENDO PRACTICE** For Sale-GR 958K adj net \$673K 4 Ops, 1,500 sq. ft. Overhead 29% Owner to retire #14296
- **OROVILLE:** *For Sale* - General Dentistry Practice. Owner dentist recently deceased. 2009 collections \$770K. Very nice stand alone dental building with basement. 7 ops digital x-ray 5 days of hygiene. Bldg 3,000 sq ft Basement 540 sq ft. Temporary Dentist in place.
- **PALM SPRINGS:** *For Immediate Sale* - General Dentistry Practice. 2008 Gross Receipts \$906K with adj. net income of \$346K. Highly desirable location with 4 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
- **PORTERVILLE:** *For Sale*-One of two partners is retiring in this highly successful General Dentistry Practice. Receipts \$2Mil. adj. net \$1,257,000. 2,000 sq ft 6 ops. Intra-Oral camera, Pano, Dentrax. 10 days of hygiene. #14291
- **RANCHO SANTA MARGARITA:** *For Sale* - General Dentistry: *Office Space Fully Equipped:* Owner would like to sell existing dental equipment and have buyer take over lease in the 1,200 sq. ft. treatment room, office. Built by Henry Schein in 2005 with Pelton and Crane cabinetry and sterilization center. Excellent opportunity for a low cost start up or satellite practice.
- **RED BLUFF:** *For Sale*-General Dental Practice "REDUCED PRICE" Facility overlooks the Sacramento River, 3,500 sq ft, has 8 ops, 10 hygiene days. Reduced price/Or Best Offer due to retiring doctor's health. Historically Gross Receipts have been over \$1 Mil per year. 100% financing available. Sale of Building (optional) #14252
- **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 IMMEDIATE SALE DECEASED DENTIST** - General Dentistry Practice. 20 ops, 17yrs. present location '07 GR \$763K with adj. net of \$263K w/65% overhead. Bldg. also for sale. Owner deceased.
- **ROSEVILLE:** *For Sale*-General Dentistry Practice. 2008 Receipts \$834K with adjusted net income of \$297,218. 64.4% overhead. Practice has been in this present location for the past 7 years. 13-15 patients a month. 6-treatment rooms in 2,100 sq ft. Laser, Intra-oral camera, and digital radiography. Owner relocating out of office.
- **SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
- **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.
- **SOUTH LAKE TAHOE:** *For Sale*-General Dentistry Practice. Office is 647 sq ft w/ 5 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- **YUBA CITY/ MARYSVILLE:** *For Sale*-General Dentistry Practice w/Bldg avail. Practice located in present (great) location over 30 years. 1,800 sq ft 5 ops 4 hygiene days. Owner to retire.#14273

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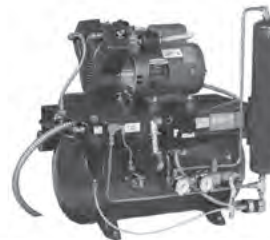
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C-690 SANTA ROSA -1050 sf with 3 ops. One of the most prestigious areas in Santa Rosa. Very mature landscape & beautiful office. Emphasis on Crown & Bridge, esthetics dentistry & prosthetics **\$345k**

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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 Full Details!**

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

D-790 MORGAN HILL FACILITY - SPECTACULAR! Dental Prof Plaza on busy intersection. 1,730 sf/5ops, 3 of which are fully equipped. **This is an Ideal Satellite Office for Specialty Practice!** **\$75k**

D-779 SUNNYVALE - Well established GP in heart of Silicon Valley! 4 ops, 1050sf. Call for more information! **\$225k**

D-824 SANTA CLARA- GP - 35+ new pats/mo by word-of-mouth referrals. Retail Shp Ctr in heart of Silicon Valley. Just 6 years old w/ 1,500 sf & 3 fully equipped ops. Plumbed for 1 add'l op **\$485k**

D-8301 SAN JOSE- FFS - "One Stop Shop" w/multiple Specialists under one roof. Exc Pt Base. Amazing opportunity in a highly desirable, family-oriented community. 2,400 sf & 8 ops, **\$1.2m**

NEW! D-845 SAN JOSE - Facility - Attractive office. Traditional décor. Retail Plaza. 2,240 sf & 5 ops. **\$150k**

NEW! D-8521 SAN MATEO-Facility - SPECTACULAR office -Quality dental care - Modern facility. Just blocks off of Hwy. 92 and I-280. 2-Story Shp Plaza. 2,076 sf & 4 ops + 3 add'l **\$150k**

NEW! D-8541 SANTA CRUZ-Relaxed atmosphere. Well-established, modern practice. Free standing single story building. Affluent, desirable location. 1,650sf & 4 ops. Plumbed for 1 add'l. **\$430k**

NEW! D-8601 PALO ALTO- FACILITY-Ideally Suited for a Specialist. Highly desirable upscale community. Significant leasehold improvements! 1100sf w/3 fully equipped ops **\$390k**

NEW! D-863 SAN JOSE-Excellent location & Stellar Reputation! Professionally Decorated in Popular Retail Shopping Ctr. 1500sf & 3 fully equipped ops **\$495k**

NEW! D-857 MOUNTAIN VIEW- Quality practice. Busy traffic flow. Significant walk-in patients-continuous growth. Free-standing bldg w/ ample exclusive patient parking. 3,400sf - 11 ops **\$620k**

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 **\$300k**

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

E-818 SACRAMENTO-Increase the part-time, relaxed workweek and watch the practice grow! Loyal Patient Base. Collections over \$350k in 2007. 1,200sf & 4 ops. **Building previously appraised @ \$260k in 2004. \$315k for Practice AND Building**

E-821 FACILITY SACRAMENTO-Attractive office-traditional décor. Well-maintained, highly visible, single-story bldg. Great area. 1,400sf, 3ops. Plumbed 4th op **\$60k**

NEW! E-849 SACRAMENTO- Established community in distinct area. FFS Quality practice. Free-standing building. 3 fully equipped ops **\$205k**

E-7651 COASTAL EUREKA AREA- Near Thriving University. Vibrant student/staff population. Seller retiring. 2700sf, 6 ops. **\$480k**

G-751 RED BLUFF/CHICO- Known for special sense of community & small town living. Complete remodel ~5 yrs ago. FFS GP. 2350sf / 4 ops equipped. Plumbed for 2 add'l. **Current Lender Willing to Carry Qualified Buyer. Practice Offered at \$175k / Real Estate \$250k**

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H-634 WEST OF RENO—On the Feather River in Plumas Co. 1500 sf/ 4 ops, excellent location. Lease below market value. **\$250k**

H-668 NORTHEASTERN CA—GP with over 30 yrs goodwill. 4 ops 1600sf office. 2007 gr rcpts exceed \$650k **\$395k**

H-831 SUTTER CREEK —“Buy-in” opportunity during Seller’s eventual retirement plans. Dental Prof Bldg w/ ample parking on a busy scenic highway in desirable neighborhood. 4 ops. **\$160k**

NEW! 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 fully equipped ops **\$425k**

CENTRAL VALLEY

I-685 TURLOCK - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpmt. **\$350k**

I-772 Facility STOCKTON—Desirable, affluent health care area. 2,140sf/4 ops **\$250k**

I-802 MODESTO - Facility. ~ 1500sf w/4 ops & room for 1 more. State of the art facility directly in front of Vintage Faire Mall **\$445k**

I-838 MODESTO—Retail Shopping Center adjacent to a popular Supermarket, drawing walk-in patients from traffic flow & word-of-mouth referrals. 1,200 sf & 4 fully equipped ops **\$350k**

NEW! I-840 TRACY—Must See to Appreciate! Major thoroughfare / desirable area. 2,165 sf & 6 ops. Plumbed for 1 add'l op. **REDUCED!! \$345k**

J-801 FRESNO—Facility. ~ 1300sf and 4 ops. Traditional Décor. **ONLY \$70k**

SOUTHERN CALIFORNIA

K-735 ALISO VIEJO FACILITY - Upscale 2 story Prof Bldg. 1,800sf/4 ops. \$4k sublet income at this location too! **\$225k**

K-762 INDIAN WELLS—Well Respected practice w/loyal patient base. Newly remodeled, 1400+ sf, 5 ops **REDUCED! NOW ONLY \$475k**

K-793 SAN DIEGO—2500sf & 4 fully equipped ops w/ plumbing for an add'l 2 ops. Highly Desirable Neighborhood **\$475k**

K-827 STUDIO CITY—Highly esteemed, 4 op fee-for-service practice setting the bar for excellence! Near Beverly Hills, W. Hlywood, Westwood **\$515k**

K-816 MISSION VIEJO—Reputation as one of the best dentists in this vibrant OC Comm. Top-notch office in popular Rtl Shp Ctr. Close proximity to Gov. amenities & schools. 1,300 sf & 2 ops. **\$325k**

NEW! K-847 SANTA MARIA—Spacious ops & picturesque windows capturing scenic views. 1,200+ sf/3 ops + 1 add'l **\$425k**

NEW! K-858 CHATSWORTH—Seasoned Staff supported by Excellent Specialists. Stable Loyal Patient Base. 2150 sf & 4 + fully equipped ops **\$295k**

NEVADA

LV-756 LAS VEGAS—Brand new 1,600sf/ 3 op office (Plumbed for 1 addl op) Attractive & well-equipped in Rtl Shpng Ctr. **\$150k**

LV-796 HENDERSON - Master-planned community! Excellent location & easy freeway accessibility. Spacious, like-new office. 2,080 sf w/3 fully equipped ops & plumbed for 3 add'l ops **\$295k**

LV-694 LAS VEGAS - Well established, large GP. 2200 sf & 6 ops. Gross Receipts over \$900k. Equipment less than 5 years old. Office was recently painted and carpeted. **\$545k**

NEVADA CONTINUED

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

NEW! LV-850 LAS VEGAS—Med Prof complex. 2,603 sf & 6 fully equipped ops, **\$652,200**

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

R-810 DAYTON—Gross Rcpts over \$1mil in 08! Amazing, quality, well-estab w/loyal, stable patient base & seasoned staff. Excellent signage, easy freeway accessibility, ample parking. 1,500sf & 5 ops. **\$595k**

R-841 RENO—Long-established, quality practice committed to patient education, technology & self improvement. Wonderful, stable patient base. Excellent signage, Centrally located in desirable, upscale neighborhood. 1,750 sf & 5 ops. **\$350k**

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K-653 GARDEN GROVE—ORTHO - Desirable area. 2200 sf 4 chairs in open bay. 2 private ops. **\$285k**

C-6821 SOLANO CO. PROSTHO—Personalized treatment in warm caring environment. 1040 sf with 3 fully equipped ops. **\$325k**

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**

E-811 SIERRA FOOTHILLS ORTHO—Fast growing area. Patient Oriented, Well respected Ortho practice. Avg 30 pats/day. 1200 sf & 3 chairs in open bay. **\$175k**

NEW! I-8481 TWO Perio Practices CENTRAL VALLEY—Office¹: 1,100sf & 2 ops. Office²: 1,660sf & 2 ops **REDUCED TO ONLY \$90k**



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Jon B.



Mona Chang, DDS



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9	10	11	12	13	14	15
16	17	18	19	20	21	22
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Timothy G. Giroux
DDS/Broker

ASK THE BROKER

Question:

I am planning on selling my practice in the next 5 years.... what can I do *now* to optimize my future transition profit?

Richard C.

The single-most important factor in a practice sale is the practice production of the last calendar year. Lenders and Buyers like to see a stable practice without large variances from year to year. The poor performance of one out of three years *should* not affect pricing, **unless it is the last calendar year which shows a significant drop**. Therefore, with 5 years to go, try to maintain a steady practice, make sure you finish strong and make all your December deposits for the last year that you will be filing a tax return for!

Practices are priced based mostly on gross receipts. Therefore, spending large amounts of money for new technology will not necessarily return the investment unless it helps to increase the production. However, this being said, purchasing new equipment may increase your enjoyment of practicing dentistry and therefore be a worthwhile investment.

With 8-10 years remaining to practice, modernizing the practice with the latest and greatest is generally a great idea. Leasehold improvements typically last 5-8 years, so making the investment at this time to spruce up the office will enhance the desirability of the sale. It may also give you greater satisfaction of working in a first-rate environment for the entire duration of the leasehold improvements. However, if you have only 2-3 years left, it is not worth putting too much extra money into the practice. In this case, I would advise finishing strong, especially to reflect on your tax return to be considered.

Here's an interesting demographic to consider: Seven years ago, the JADA published an article concerning the baby boomers' retirement, which may affect those in the 4-7 year timeframe. Most of us in the industry believe that the "baby boomer" phenomenon coupled with the current sellers' delayed frame-of-mind might result in a significant inventory glut. This may slightly reduce practice price multiples.

This phenomenon will favor practices that have updated their technology to induce the younger buyers. Therefore, those of you planning to retire in the next 4-10 years, your strategy should be to consider making the investment now in order to position yourself in front of the competition when the glut of practices comes about. *Most importantly, keep working to keep your numbers up!*

Timothy G. Giroux, DDS is currently the Owner & Broker at **Western Practice Sales** (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** : wps@succeed.net or Call **800.641.4179**

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Legal Tip: Buyers What if you can't get insurance panel privileges for three months? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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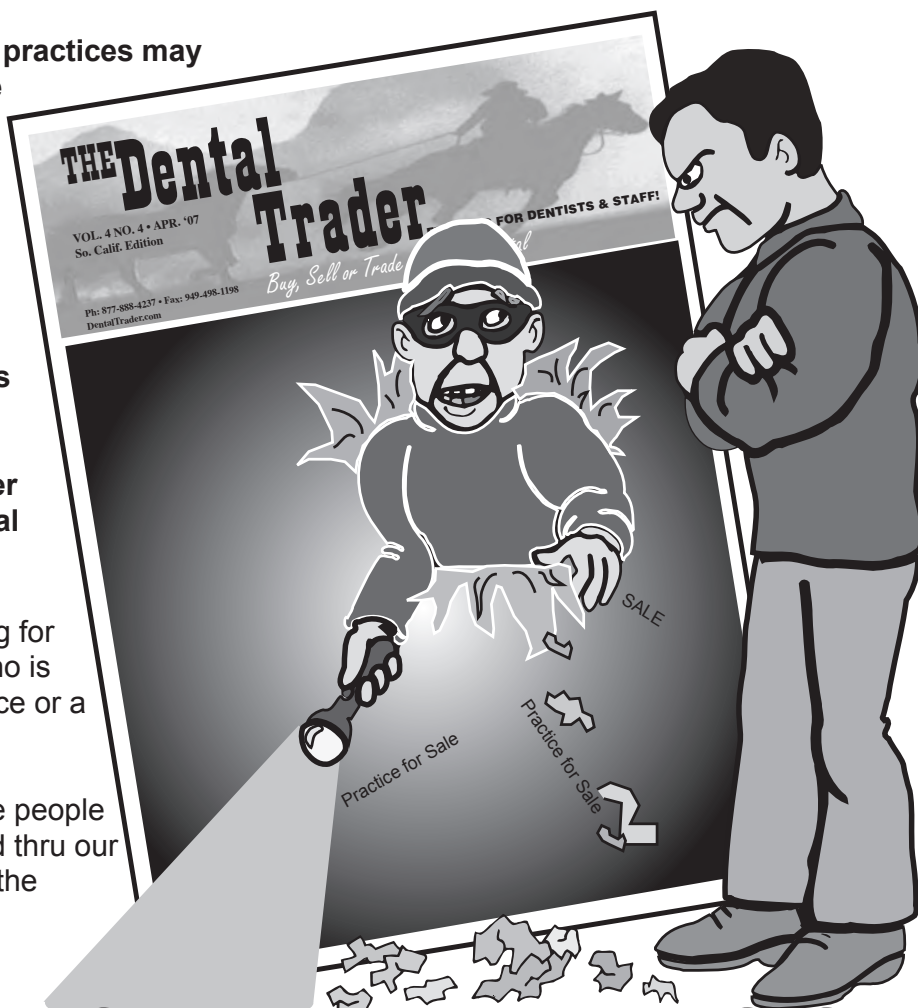
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If you encounter someone soliciting for listings and/or selling a practice who is not the owner-dentist of that practice or a DRE licensed agent, please notify **The Dental Trader** staff by calling **877-888-4237**. Invariably these are people who have placed a small reader ad thru our website and have slipped through the cracks of our security measures.



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Not using it? Sell it! Place a free ad in The Dental Trader. Use the form in the back of this issue or place it online at www.dentaltrader.com. The first 20 words are free!

DENTAL OFFICE FOR SALE Silverlake/Hollywood, Next to Medical Clinic, 2 Eq. Ops, 1 Plmd. Shopping Center, call (323)661-2881 or dentalpractice@att.net.

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Advertising Tips for Doctors

Make your advertising more effective, follow these simple tips!

1. **Don't start** your ad with "For Sale:" instead, begin it with the item you are selling. Example: **HEMET GP PRACTICE** for sale.
2. **Avoid using only an email address** for contact, using a phone number increases response dramatically. Sending email takes too much time & effort.
3. **Don't repeat the same ad** over & over...it is better to change it or, if running multiple ads in a single issue, avoid repeating them. Doctors dislike redundancies (they tell us this all the time).
4. **Use spell check** and check your contact info to make sure it's right. Many ads are submitted online w/ typos, incorrect phone numbers or lack contact information completely.
5. **Follow the guidelines** on our tutorial when submitting ads online. If you wish to run an ad more than once, please use the Commercial Reader Ad Form and pay for the redundant ads. It is Dental Trader policy to delete redundant free reader ads. You may run one free reader per need/item per month (up to 20 words). **Habitual violators get banned.**
6. **Select the appropriate area for your ad.** If you are seeking part time staff in Los Angeles, don't submit the ad for our Northern Calif. edition. Many doctors do this. Just because you can advertise statewide doesn't mean you should.
7. **Be exact in your language.** It is difficult to understand a vague ad. Example of a bad ad: **DA for busy downtown practice** Call 555.123.4567. Example of a good ad: **DA SOUGHT** for downtown LA practice. Call 555.123.4567.
8. **Paint a mental picture.** Be descriptive. Example of a bad ad: **PRACTICE FOR SALE** LA grosses 250K/yr, sell for \$180K. Call 555.123.4567. Example of a good ad: **STUNNING LOS ANGELES GP PRACTICE** in new medical bldg for sale. 3 ops w/ amazing views of city. Grossing 250K on 3 day work week, room for growth/expansion. Recently redecorated, equipment looks new. Call 555.123.4567.

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5973 ORAL SURGERY PRACTICE - CALIFORNIA SIERRA NEVADAS

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5975 SACRAMENTO FOOTHILL COMMUNITY

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Minutes from Roseville/Granite Bay. Another great year with collections of \$1+ Million. Nice Profits on Owner's 13-hour week. Great reputation, no marketing & sound prevention philosophy. Busy Hygiene Dept, 20+ new patients/mth. Great future here.

5980 LAKE TAHOE

Big City Practice in Tahoe Paradise. 2009 tracking \$950,000+ with Profits of \$450,000. 2008 collected \$970,000. Attractive facility. This is a rare opportunity.

5985 COASTAL MENDOCINO COUNTY

Busy practice in desirable coastal area. Well established, this practice has been a consistent performer. 2009 topped \$675,000. Strong benchmark here is the Recall System. Ideal opportunity for high producer seeking lifestyle in exciting Nor-Cal coastal environment.

5986 SAN JOSE

This practice was never impacted by the Recession. Conservative Owner continues to experience nice growth with 2009 producing and collecting \$460,000. Averaging 10+ new patients per month. Central location at intersection of Interstates 280 and 880.

5987 PEDIATRIC PRACTICE - NORTH SACRAMENTO VALLEY

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5988 SOUTHERN SONOMA COUNTY - LOCATED ALONGSIDE HIGHWAY 101

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