

THE Dental Trader

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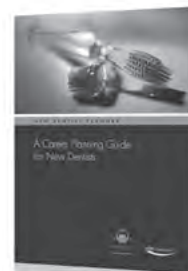
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FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. Only private dentist in smaller town. 2008 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

FRESNO - (3) op G.P. in single story prof. bldg. in downtown. (4) yr old eqt. Cash/Ins/PPO/Denti-Cal pt. base. 2009 Projected Gross Collections ~ \$250K. Great starter practice or 2nd location. Many referrals from M.D. neighbor. Priced to sell! **NEW**

KERN COUNTY

BAKERSFIELD #20 - (3) op computerized G.P. & a duplex bldg. (2) ops eqt'd with new eqt, 3rd op plumbed not eqt'd. Cash/Ins/PPO & some regional center reimbursements. No HMO's or Denti-Cal! Gross collect \$450K-\$470K/yr. 35 years of goodwill. Approx 25 new pts/mos. Seller retiring. **SOLD**

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. **NEW**

BAKERSFIELD #23 - PARTNER WANTED! 50% OWNERSHIP FOR SALE. (12) op computerized G.P. Prime retail location with excellent exposure & visibility. Cash/Ins/PPO pts. No HMO & no Denti-Cal. Annual Gross Collections \$2M+. Digital X-rays & Pano, paperless office, fully networked, & efficient, modern design. Seller is overworked & needs help. Equity partner is more desirable than an Associate. Must have excellent credit & strong desire to succeed. **NEW**

LOS ANGELES COUNTY

ARCADIA - (4) op computerized G.P. located in a well known, easily accessible medical dental bldg. on a main blvd. Cash/Ins/PPO with no HMO's or Denti-Cal. Gross Collect \$315K+/yr on a (4) day wk. **SOLD**

CALABASAS - DDS office Build to Suit opportunity for long term lease in a prestigious two story prof. bldg. Bldg. is conveniently located just off the fwy. near the center of town. 1,200 to 3,600 sq. ft. available. **NEW**

GLENDALE - Extremely motivated Seller wishes to sell their (4) op (2 eqt'd & 2 plumbed) G.P. office located in a free standing bldg with exposure & visibility. Mixed patient base. Gross Collect \$110K+ on (1-2) days/wk. **Price Reduction.**

LOS ANGELES (KOREA TOWN) - Computerized G.P. located in the Korea Town area of Los Angeles. Store front location with excellent exposure, visibility & signage. State of the art facility with (7) ops of newer Belmont equipt, Cerec 3, (2) lasers, fully equipped lab, (6) digital x-rays, Dentrix s/w, PRP System, Jaw Tracs, and 3D ICAT Imaging System. Annual Gross Collections of **\$1.4M+ with an annual net of approx \$450K!** Cash/Ins/PPO pt. base. No HMO's & no Denti-Cal. Approx 20 new pts./mos. 30+ years of Goodwill. Seller retiring but will assist with transition or could stay on part time.

SANTA CLARITA VALLEY - HERE'S THE ONE YOU'VE BEEN WAITING FOR!! (11) op computerized G.P. (10) ops eqt'd, 11th op plumbed. In a well known prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect of \$1.6M+/yr. **with an annual net of approx \$600K!** Cap Cks of \$13K-\$15K/mos. Refers out Diff. O.S., Perio & Ortho. Pract can be easily grown to \$2.5M+/yr by adding more hygiene, specialists, and advertising. **NEW TERMS**

TARZANA - (3) op computerized G.P. Located in a busy shop ctr. Excell. exposure/visibility/signage. Cash/Ins/PPO/HMO pts. 2008 Gross Collect approx. \$600K+ on a (3) day wk. Seller collect. \$960K f.t. in 2006 before her pregnancy. Tremendous upside. **SOLD**

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. **PENDING**

WOODLAND HILLS - (3) op computerized G.P. in a strip center on a main blvd. w excell exposure, visibility & signage. Digital x-rays & intra oral camera. Dentrix software. Cash/Ins/PPO only. No HMO's & no Denti-Cal. 1-800 Dentist provider. 2009 projected Gross Collect. of \$700K+. Seller is taking an academic position but will transition. **PENDING**

RIVERSIDE COUNTY

SAN JACINTO (HEMET) - (4) op computerized. G.P. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Projected Gross Collect \$450K+ on a (3) day week with a projected owner/operator net of ~ \$180K. **PENDING**

ORANGE COUNTY

ANAHEIM - (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.

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. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **SOLD**

HIGHLAND #2 - (3) op computerized G.P. located in a shopping center with exposure, visibility & signage. Room to expand. Newer eqt. & nicely decorated. 2009 Gross Collections \$415K on a (3) day week. 20-25 new pts./mos. Cash/Ins/PPO & small amount of Denti-Cal. Very low rent. Primed for Growth! **NEW**

VENTURA COUNTY

WESTLAKE VILLAGE - (4) op computerized G.P. in a very desirable upscale area. (3) ops of newer eqt/4th op plumbed. Very upscale office with vaulted ceilings, marble floors and counters, pastel colors etc. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. 2009 Gross Collections \$600K+. **NEW**

VENTURA - MULTI SPECIALITY PRACT. - (5) op comput. office in a one story prof. bldg. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eqt. & (2) ceiling mt'd surgical microscopes. 2 days/wk Pedo, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2008 Gross Collect \$540K+.

NORTHERN CA

Lodi - (4) op comp. G.P. (3) ops eqt'd, 4th plumbed. Free stand bldg on a main St. w exposure/visibility. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$5K/mos. 2009 Proj Gross Collect \$460K. Absentee owner.

Petaluma - (2) op comp. G.P. New Belmont eqt'd. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$3K/mos. 2009 Proj Gross Collect \$480K. Absentee Owner.

Stockton - WOW! ~ \$20K/mos Cap Cks! (7) op comp. G.P. located in a prof. bldg. (3) ops of newer Belmont eqt. plus (4) ops of older eqt. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$20K/mos! 2009 Proj. Gross Collect \$1.25M. Absentee owner.

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David Buchan, DDS, San Clemente, CA

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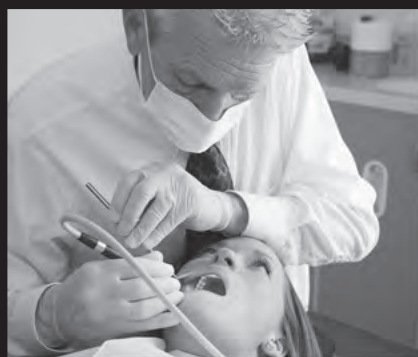
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General Practice - Dr. retiring after 28 yrs in same location in strip center - 4 operatories in 1200 sq ft - grosses over \$330,000/yr on 2 1/2 days/week only 2 employees plus a hygienist 2 days/wk.

Southgate

General Practice - 5 operatories - mainly PPO's and a few HMO's - 24 years goodwill, Dr. disabled - grosses approx. \$20,000/mo.

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HESPERIA MANAGED CARE PRACTICE FOR SALE: Predominantly HMO patient base with \$12,000/month in capitation checks and 40+ new patients per month. Office has six operatories and is located in a shopping center. Great visibility and potential for growth. Practice is 100% absentee operated. Seller never works in the practice. Practice collects over \$470,000 per year. Asking \$325,000.

CHATSWORTH GENERAL PRACTICE FOR SALE: Established practice located in a retail center is collecting over \$54,000 per month this year with a net income of \$13,500 per month. The practice collected over \$640,000 in 2009. No Denti-Cal. Seller works half time and has two days of hygiene per week. Six operatories (one is brand new) with panoramic x-ray, digital x-ray, and full computerization. Asking \$550,000.

HAWTHORNE PRACTICE FOR SALE: Practice collects \$200,000 per year with \$1,250 per month of capitation income. Three equipped operatories in a very visible Hawthorne Blvd. location. Seller works two days per week, no evenings, no weekends. The office could not be built for the asking price. Great opportunity to get started with positive cash flow and a minimal purchase price. Seller is very motivated. Asking \$95,000.

RIVERSIDE COUNTY PRACTICE FOR SALE: Located in a free standing retail building in a heavily populated residential community with little competition for miles, this practice collected over \$2.3 million in 2009 and \$2.1 million in 2008 on ten dentist days per week with eleven days of hygiene per week. The practice has eight equipped operatories in a state of the art facility. No Denti-Cal, no HMO, no evening, no weekends, and minimal advertising. This is a great family community and an outstanding opportunity for a quality practitioner. Asking \$1,500,000.

SANTA MARIA/ORCUTT PRACTICE FOR SALE: Collecting \$280,000 per year on three days per week. Two equipped operatories with two additional operatories that are plumbed but not equipped in a free standing building. Rent is \$3,000 per month for 2,000 square feet. No Denti-Cal, no HMO, no marketing, no evenings and no weekends. Seller refers most specialty procedures. Good potential with the right buyer! Seller is retiring. Asking \$210,000.

BAKERSFIELD FEE FOR SERVICE PRACTICE FOR SALE: Prime location with good visibility. Long established practice collects over \$850,000 per year with a 40% net income. Eleven days of hygiene per week. Six operatories with current dental technology. Seller is retiring.

BURBANK GENERAL PRACTICE FOR SALE: Great starter practice. Located in a one-story professional building, this two operator practice collected over \$200,000 in 2009 on three and one-half days per week with no Denti-Cal, no advertising, no evenings and no weekends. The practice does have about \$1,500 per month in capitation checks. Seller refers most endo and most oral surgery. Leaving the State. Asking \$150,000.

LA MESA MANAGED CARE PRACTICE FOR SALE: Located in a one-story, smaller professional building, this four operator practice collected \$410,000 in 2009 on four days per week with \$3,500 per month in capitation. The majority of the remaining patients have PPO insurance. The practice does not accept Denti-Cal. This is an completely absentee practice, which offers great potential for a dentist that wants to work the practice. Motivated Seller. Asking \$300,000.

SAN JACINTO CLINIC PRACTICE FOR SALE: This office collected \$380,000 in 2009 on three days per week with no Denti-Cal, no advertising and with no owner involvement. \$5,000 per month in capitation payments. Four operatories in a commercial building with good visibility. Lots of growth possibility with marketing, specialty procedures and a personal touch. Asking \$275,000.



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MARKET UPDATE: Supply and Demand

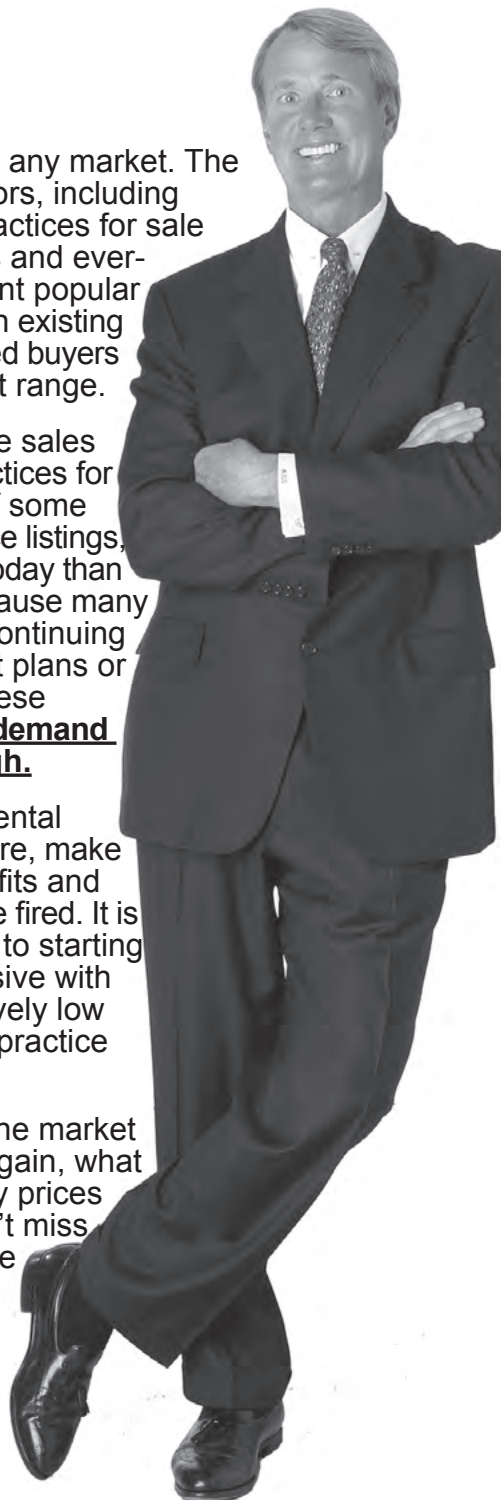
Dental practice sales do fluctuate as does any market. The fluctuations are based on a variety of factors, including financing, interest rates, the number of practices for sale and the number of active, qualified buyers and ever-changing tax incentives. Contrary to current popular perception, financing for the purchase of an existing dental practice is readily available to qualified buyers with average rates in the low eight percent range.

The greatest single determinant in practice sales today is the unusually low inventory of practices for sale. If one excludes the bogus listings of some practice brokers and the un-saleable practice listings, there are fewer **quality practices** for sale today than we have seen in several years. This is because many Sellers that would have sold by now are continuing to work to replenish devastated retirement plans or simply to generate extra income during these uncertain economic times. As a result, the **demand for quality dental practices remains high.**

Buyers recognize that owning their own dental practice is the best way to secure their future, make more money, derive the greatest tax benefits and build an asset from which they can never be fired. It is the best job security available. Compared to starting from scratch, which is prohibitively expensive with limited bank financing available and relatively low probability of success, buying an existing practice makes sound business sense.

If you are a Seller and able to sell today, the market is good – not what it once was, but then again, what is? Quality practices still command quality prices because the current supply is so low. Don't miss out...interest rates are projected to increase significantly which will make selling in the future far more difficult.

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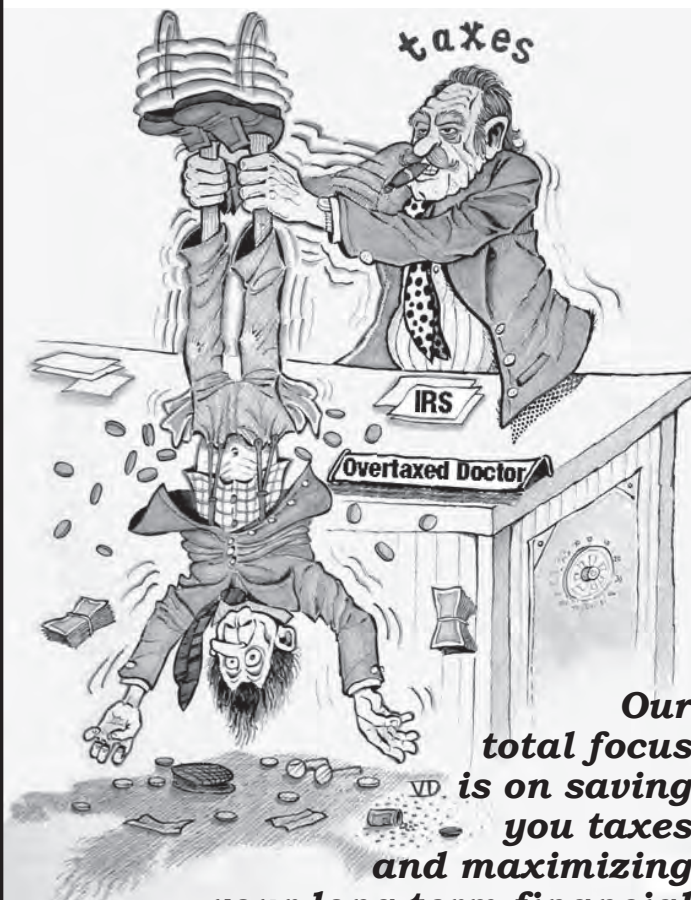
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9	10	11	12	13	14	15
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23	24	25	26	27	28	29
30	31					

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200K 2 year dental practice for sale, new equipment, digital, Lancaster. (661)949-0390.

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ORANGE COUNTY COASTAL COMMUNITY, CA Periodontal Practice - Busy periodontal practice with a highly desirable location near major freeways. 5 op, very profitable business with long term goodwill. The seller is retiring. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

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EL CAJON GP (New) - Solo practice. Free standing building with plenty of parking. Easy access to free-way. 3 fully eq. ops., 1 plumbed not eq., 2,200 sq. ft. office. 5 days/wk practice. Approx. 20-30 new patients/mo. Computerized office with intra oral camera. Income source: 70% insurance & 30% cash. 10 years of goodwill. Collected approx. \$499,790 for 2009. Seller retiring. Property ID #3031.

ONTARIO GP (New) - Excellent growth potential office w/ 4 fully eq. ops., 1,395 sq. ft. office, located in a single strip plaza on major intersection. Great street visibility. 3 day/wk practice. 10-12 new patient/mo. Income Source: 72% insurance, 25% cash, 1% medi-cal & 2% capitation. Computerized office with intra oral camera and digital x-ray. New Eagle software package. 100% patient referral. 10+ years of Goodwill. Collected approx. \$267,489 for 2009. Property ID 2971.

ROLLING HILLS GP (New) - Long established practice - 5 fully eq. ops., 1,760 sq. ft. suite located in a two story medical professional building. 4 days/wk practice with 1 day of hygiene/wk. Approx. 10-15 new patients/mo. Income source: 50% insurance & 50% cash. Computerized practice with intral oral camera and patient base software. Excellent street visibility. Collected \$446,073 for 2009. Property ID #2981.

SAN JUAN CAPISTRANO GP (New) - Well designed and modern office - 4 fully eq. ops., 3 plumbed not eq., 1,947 sq. ft. office located in a 2 story professional building. 5 days/wk practice. Approx. 19-20 new patients/mo. Income source: 60% insurance, 30% cash & 10% capitation. 100% patient referral. Computerized office with intra oral camera, digital x-ray and EZ Dental soft. Newer equipment. Very established family practice. Excellent location with great street visibility. Motivated Seller is moving out of state. Grossed \$422,430 for 2009. Property ID #3021.

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LA QUINTA GP - 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 Dentrix software. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. Motivated Seller is moving out of state. Property ID#3011



SHERMAN OAKS GP - Easy access to freeway practice - 3 fully eq. ops., 950 sq. ft. suite, located in a Medical/Dental building on a busy intersection. 4 day/wk practice. 7-10 patients/day. Income Source: 70% insurance & 30% cash. 50 years of Goodwill. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Easy Dental software. Great location. Collected approx. \$404,565 for 2009. Property ID #2491.

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



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GREATER LOS ANGELES COUNTY

ENCINO GP - Price Reduced!!! 3 fully eq. ops., 1,200 sq. ft. suite, 7 story professional building. 2 1/2 day/wk practice. 15-25 new patients/mo. 100% Patient Referral. 75% insurance & 25% cash. Computerized practice with Intra Oral Camera & Digital X-ray. Denti soft software package. 2 1/2 year old equipment. Low rent for the area. Collected approx. \$514,348 for 2009. **BUYER'S NET OF \$134,738.** Property ID # 2631.

GLENDALE - TURN-KEY PRACTICE - 3 fully eq. ops., 5 plumbed not eq. ops., 1,200 sq. ft. suite, two story Medical/Dental building. 5 day/wk practice with approx. 30-40 new patients/mo. 30% insurance, 10% cash & 60% Medi-cal. 100% Patient Referral. Computerized office with Intra Oral Camera and Easy Dental software package. Good location. Collected approx. \$324,440 in 2009. Property ID# 2591.

LAWNDALE GP (New) - 8 eq. ops. & 3 Ortho chairs in an open bay in a 3,000 sq. ft.,. Located less than 1 mile from the 405 freeway in a free standing, single story building. Real Estate for Sale! 37 Years of Community Goodwill. Absentee owner has qualified GP, Ortho, Oral Surgeon, Perio and Endo in place. 75% PPO Insurance & 25% Cash. Attracting 25-35 new patients/month. Collected approx. \$419,578 in 2009. **Buyer's Net of \$237,681.** Property ID #2901.

LAWNDALE GP (New) - 4 eq. ops., 2 plumbed, not equipped; 1,500 sq. ft store front office with parking behind bldg. Seller works 3 half days/wk & every other Sat. 15% insurance, 55% cash & 5% denti-cal. 10-15 new patients/mo. Practice Works software, intra-oral camera and digital x-ray. Collected approx. \$221,251 in 2009. **BUYER'S NET OF \$63,234.** Property ID #1331.

LANCASTER GP - 3 fully eq. ops., 1,200 sq. ft. suite, located in a one story shopping center with great exposure and street visibility. 5 day/wk practice, Seller 5 days/wk. Approx. 45 new pts/mo. 15% insurance, 50% cash & 35% medi-cal. No capitation programs. Computerized office with Intra Oral Camera. 4-8 year old equipment. Seller lives in the Valley. Projecting approx. \$479,770 for 2009. **BUYER'S NET OF \$123,769.** Property ID #2691.

LOS ANGELES GP - 4 fully eq. ops, 1,700 sq. ft. office, strip shopping center. 5 day/wk practice with Seller working 2 days/wk, GP Associate 3 days/wk and Ortho 1x/mo. Approx. 20-25 new patients/mo. 20% insurance, 10 % cash, 50% medi-cal & 20% capitation. 100% patient referral. Computerized office with Intra Oral Camera. Computer Age software package. Collected approx. \$345,882 for 2009. Property ID # 2621.

LOS ANGELES GP - Turn-Key - 3 fully eq. ops., 1,300 sq. ft. suite located in a multi story medical/dental building. 3 1/2 day practice with Perio 1x every 3 wks. Approx. 15-20 new patients/mo. Income source: 30% insurance & 70% cash. Computerized office with Digital X-ray, Intra Oral Camera and Eagle Soft software. Practice in the border of Korea Town. Great office. Amazing view from operatories. 10+ years of Goodwill. Collected approx. \$197,238 for 2009. Property ID # 2831.

MARINA DEL REY GP - Great starter location! Leasehold Improvements & Equipment Only 2 fully eq. ops., 1 plumbed not eq., 750 sq. ft. suite, located in a 4 story professional / medical building. Computerized office with Digital X-ray and Camsight software. New equipment. Practice established September 2009 and has low overhead. Only dental practice in the building. Great office with hardwood floors. Property ID #2791.

MONTEBELLO GP (New) - Long Established Practice - Leasehold Improvement, Equipment & Charts Only! 2 fully eq. ops., 1 plumbed not eq., 900 sq. ft. practice, located in single story busy shopping center. Computerized office intra oral camera and digital x-ray. 3 Star software package. Equipment 4 years old. Good street visibility. Easy access to freeway. Seller has another practice in Orange County. Property ID # 2701.

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Maria Silva, V.P.



REDONDO BEACH GP - South Bay Practice 3 fully eq. ops., 806 sq. ft. office, located in recently remodeled busy shopping center. 2 1/2 day/wk practice. Approx. 12-15 patient/day and approx. 30 new patients/mo. Income Source: 50% insurance, 35% cash & 15% capitation (approx. \$1,000/mo). 14 years of Goodwill. Computerized practice with Suzy Dental software. 1 year old equipment. Great corner location with excellent street visibility. Collected approx. \$272,613 for 2009. **BUYER'S NET OF \$75,117.** Property ID #2821.

ROLLING HILLS GP (New) - Long established practice - 5 fully eq. ops., 1,760 sq. ft. suite located in a two story medical professional building. 4 days/wk practice with 1 day of hygiene/wk. Approx. 10-15 new patients/mo. Income source: 50% insurance & 50% cash. Computerized practice with intra oral camera and patient base software. Excellent street visibility. Collected \$446,073 for 2009. Property ID #2981.

SAN PEDRO GP - Price Reduced!! 2 eq. ops., 1 plumbed, not equipped op; (Seller will eq. 3rd op with new chair unit upon closing of escrow), 1,700 sq. ft. office located on second floor of strip center; visible location. 5-7 month old equip., digital x-ray, intra-oral camera, XP prof. software w/ Camsight. Income source: 70% insurance & 30% cash. Seller works 2 days/wk. Collected \$226,776 for 8 months of 2009. Projecting approx. \$309,444 for 2010. **BUYER'S NET OF \$136,813.** Property ID #2851.

SHERMAN OAKS GP - Easy access to freeway practice - 3 fully eq. ops., 950 sq. ft. suite, located in a Medical/Dental building on a busy intersection. 4 day/wk practice. 7-10 patients/day. Income Source: 70% insurance & 30% cash. 50 years of Goodwill. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Easy Dental software. Great location. Collected approx. \$404,565 for 2009. Property ID #2491.

WILMINGTON GP - A MUST SEE PRACTICE!! 3 fully eq. ops., 1,400 sq. ft. office, located in a one story free standing building (2 suite dental). Currently a 5 day/wk practice. Approx. 25-30 new patients/mo. Income source: 90% insurance & 10% cash. Most insurance are private with unlimited/no maximum benefits. No reduced fee schedule or PPO. Computerized practice with Intra oral camera, digital x-ray & Easy Dental / Schick software. 2-4 year old equipment. Seller offers to stay as an Associate to help with the transition. Collected approx. \$1,056,562 for 2009. Projecting approx. \$1,001,570 for 2010. **BUYER'S NET OF \$387,764.** Property ID #2841.

ORANGE COUNTY

GARDEN GROVE GP - Long Established Practice - 7 fully spacious eq. ops., 2,200 sq. ft. suite located in a 2 story professional building. 4 day/wk practice with 7 days/wk of hygiene. Approx. 45-55 new patients/mo. Income source: 50% insurance & 50% cash. Computerized office with digital X-ray and Dentrix software. 7 yr old eq. 16+ years of Goodwill. Seller retiring. Emergency Vet Hospital in the building. Collected \$1,061,802 for 2009. **BUYER'S NET OF \$349,489.** ID #2891.

IRVINE - Price Reduced!!! Leasehold Improvements & Equipment Only! GP / SPEC - 3 fully eq. ops., 1 plumbed not eq., 1,570 sq. ft. suite, 2 story Med/Prof bldg. Computerized office. 10 year old equipment. Seller relocating to San Diego. Newly remodeled. A must see to appreciate! Good location for ortho/endo/oral surg. Property ID #2661.

SAN JUAN CAPISTRANO GP (New) - Well designed and modern office - 4 fully eq. ops., 3 plumbed not eq., 1,947 sq. ft. office located in a 2 story professional building. 5 days/wk practice. Approx. 19-20 new patients/mo. Income source: 60% insurance, 30% cash & 10% capitation. 100% patient referral. Computerized office with intra oral camera, digital x-ray and EZ Dental soft. Newer equipment. Very established family practice. Excellent location with great street visibility. Motivated Seller is moving out of state. Grossed \$422,430 for 2009. Property ID #3021.

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TUSTIN GP – State of the art office – Turn-Key 5 fully eq. ops., 3 chairs in open bay, 2,300 sq. ft., located in two story medical/dental building. Computerized office with Intra Oral Camera and Digital X-ray. Dentrix software. 2 year old equipment. 2 day/wk practice. Incredible build out. Ready for multi specialty office. Property ID #2861.

WESTMINSTER GP – 2 fully eq. ops., 850 sq. ft. suite, located in a single story strip mall. 3 day/wk practice, Seller 3 days/wk and Associate 1 day/wk. 70% insurance & 30% cash. No capitation programs. 15+ years of Goodwill with very affordable rent. Computerized office with Digital X-ray. Projecting approx. \$136,208 in 2009. **BUYER'S NET OF \$52,233.** Property ID #2711.

RIVERSIDE & SAN BERNARDINO COUNTIES

INDIAN WELLS GP – Long established practice in desirable area – 5 fully eq. ops, 1,400 sq. ft. suite, located in a 2 story professional building with ample parking. 3 day/wk practice with 4 days of Hygiene. Computer office with Data Com software. Approx. 10-12 patients/day & 16-20 new patients/mo. 99% patient referral. Income stream: 70% insurance, 20% cash & 10% capitation approx. \$3,500/mo. 20 years of goodwill. Newly modeled spacious practice. Great Staff. Projecting approx. \$563,293 in 2009. **BUYER'S NET OF \$151,585.** Property ID #2801.

LA QUINTA GP (New) - 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 Dentrix software. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. Motivated Seller is moving out of state. Property ID#3011.

ONTARIO GP (New) - Excellent growth potential office w/ 4 fully eq. ops., 1,395 sq. ft. office, located in a single strip plaza on major intersection. Great street visibility. 3 day/wk practice. 10-12 new patient/mo. Income Source: 72% insurance, 25% cash, 1% medi-cal & 2% capitation. Computerized office with intra oral camera and digital x-ray. New Eagle software package. 100% patient referral. 10+ years of Goodwill. Collected approx. \$267,489 for 2009. Property ID 2971.

SAN DIEGO COUNTY

EL CAJON GP (New) Solo practice. Free standing building with plenty of parking. Easy access to freeway. 3 fully eq. ops., 1 plumbed not eq., 2,200 sq. ft. office. 5 days/wk practice. Approx. 20-30 new patients/mo. Computerized office with intra oral camera. Income source: 70% insurance & 30% cash. 10 years of goodwill. Collected approx. \$499,790 for 2009. Seller retiring. Property ID #3031.

OCEANSIDE GP – 4 fully eq ops., 1,500 sq. ft. office located in a one story Medical/Dental building. Spacious ops. w/ large windows and nice flooring. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash; 100% patient referral, no PPO's or HMO's Easy software package. 4-15 year old equipment. Good location. A must see to appreciate! Collecting approx. \$353,164 for 2009. **BUYER'S NET OF \$67,820.** Property ID #1641.

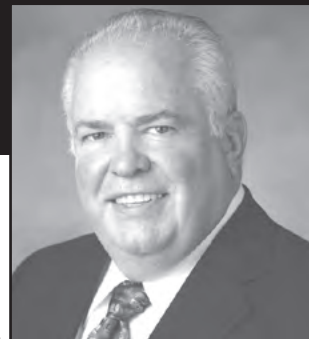
VENTURA / SANTA BARBARA / SAN LUIS OBISPO COUNTY

SANTA BARBARA COUNTY GP - Very Established Practice - 3 eq. ops., 1,010 sq. ft., suite located in a two story retail center. 4 day/wk practice. 12-15 new patients/mo. Income Source: 75% insurance & 25% cash. Computerized office with intra oral, digital x-ray and Easy Dental software. 5 yr. old equipment. 35+ yrs. of Goodwill. Great location. Collected approx. \$462,542 in 2009. **BUYER'S NET OF \$219,787.** Property ID #2881.

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Greg Beamer, V.P.

SPECIALTY PRACTICE

GARDEN GROVE SPECIALIST - Price Reduced!! Leasehold Improvements & Equipment Only! 2 eq. ops., 3 plumbed not eq., 720 sq. ft. suite, located in a two story strip mall. Computerized office. 2-3 year old equipment. Seller owns building. Excellent location for Ortho, Endo, or Implant Specialist. One month free rent. Property ID #2391.

GARDEN GROVE SPECIALIST - Price Reduced!! Leasehold Improvements & Equipment Only! 2 eq. ops., 1 plumbed not eq., 520 sq. ft. suite, located in a two story strip mall. 2-3 year old equipment. Seller owns building. Excellent location for Ortho, Endo, or Implant Specialist. One month free rent. Property ID #2401.

RIVERSIDE ORTHO - 4 chairs in Open Bay, 1 plumbed eq. op., 1,480 sq. ft. suite. Located on a large shopping plaza. 2 day/wk practice. Computerized office with Digital X-ray and Ortho II software package. New equipment. Approx. 40 patients/day and 12-15 new starts/mo. 50% insurance & 50% cash. Collected approx. \$363,385 for 2009. **BUYER'S NET OF \$164,506.** Seller does x-rays on patients. Great location. Property ID #2751.

WHITTIER – Leasehold Improvements Only - Great potential for Orthodontist!! 6 chairs in open bay, 1,710 sq. ft. office, located in a 2 story corner commercial building. Location has been a practice for approx. 20 years. Great street visibility. Motivated Seller offering 2 months free rent and has GP practice next door assuring referrals. Property ID #2781.

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- **APTOS:** *For Sale* - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at \$18K. 3 operatories 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 Dentrrix, 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.
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- **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. Dentrrix, 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, Dentrrix. 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. 2 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. 4 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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2010

Tri-County Dental Society Continuing Education Meetings



DATES

Friday, April 16:

"Implant Dentistry -vs.- Tooth Retention", Hessam Nowzari, DDS

Friday, June 4:

"Five Steps From Systems Collapse", Sally McKenzie

Friday, Sept. 17:

"The Dental Practice Act", Bette Robin, DDS, JD
 "Infection Control", W. Eugene Rathbun, DDS, PhD
 "Patient Benefits Through Staff Motivation", Debra Quarles

Fri/Sat, Oct. 29-30:

2010 Symposium: "Technology, Science & Leadership;
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TIMES & LOCATION

Time Frame: 8:00 am – 4:30 pm, Registration: 7:30 – 8:00 am,
Breaks: 9:45 – 10:00 am and 2:45 – 3:00 pm, 7 units of CEU's
Lunch: 12 noon – 1:00 p.m., (catered on premises)
Location: The Palms Center, 952 S. Mt. Vernon Ave, Colton,
 CA 92324, ph: (909) 370-2112, email: Annah@tcds.org

REGISTRATION FORM

Date of seminar/topic: _____

Name(s) of those attending: _____

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- Reservations must be received no later than five days prior to the event. Reservations received after this time are subject to a \$ 5.00 per person late registration fee.
- Phone reservations can be made and are accepted as a guaranteed reservation for you; therefore, the cancellation policy listed below applies to phone reservations as well as written reservations.
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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.
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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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Timothy G. Giroux
DDS/Broker

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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.

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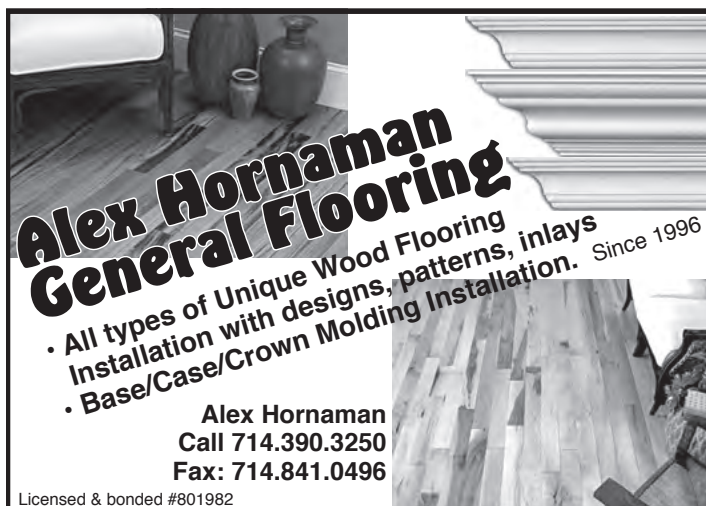
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