

THE Dental Trader

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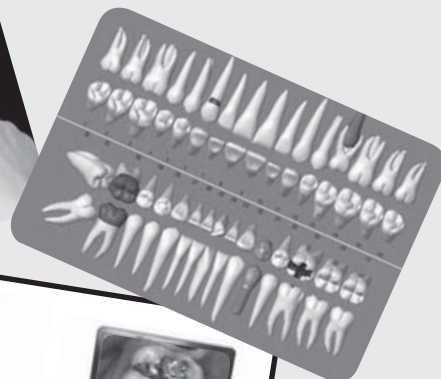
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FRESNO COUNTY

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

KERN COUNTY

BAKERSFIELD #26 - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eq't'd with a (5) op G.P. turnkey dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w/ monument signage & has (27) parking spaces & 10+ years of goodwill. **[SOLD]**

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

LOS ANGELES COUNTY

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

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

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

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

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

WEST L.A. - (5) op comput. G.P. located in a strip center on a main thoroughfare with exposure, visibility and signage. Cash/Ins/PPO pts. Annual Gross Collect \$250K+ on 3 - 4 days per week. Seller retiring, but will assist with the transition. **[NEW]**

ORANGE COUNTY

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- Pre-Sale Planning

RIVERSIDE COUNTY

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

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

SAN DIEGO COUNTY

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

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

TULARE COUNTY

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

VENTURA COUNTY

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

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

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

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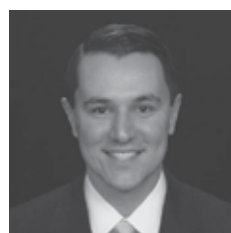
Jennifer Akagi, DDS - Santa Monica, CA

Contact Citi Commercial Bank Healthcare Practice Finance Group to discuss your plans for your practice.



Southern California
financial advisor

Bob Affleck
Citi Commercial Bank
Healthcare Practice
Finance Group
949-939-4550
bob.affleck@citi.com



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VISTA – Estab in 1972, this Quality GP has 4 Ops and is situated in Medical Bldg with fwy visibility. Approx 1400 sq ft. Excellent Lease and Parking. Panoramic X-Ray. **SOLD!!**

MIRA MESA – 20+ year GENERAL Practice has 4 Ops in approx.. 1300 sq.ft. Situated on corner of busy intersection. Primarily PPO.

LEMON GROVE – GENERAL Practice in high traffic strip mall. 4 Ops in 1100 sq.ft., has digital. Cash, PPO, Cap. Absentee owner.

VISTA – FOR LEASE. Approximately 2650 sq. ft. of divisible ground floor space. Situated in highly visible medical-dental bldg. along highway 78. Previously occupied by dental practice. Generous tenant improvement allowance, flexible terms and affordable rental rates.

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

CARLSBAD – NEW LISTING!! GENERAL Practice started in 2005 in upscale Professional Bldg. 5 Ops equipped with Pelton & Crane in approx. 2400 sq. ft. Large Lab. ALL Digital. Includes Gendex Orthoralix 8500 Pan.

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SAN JOSE Ortho: \$300-400k in build-outs alone! 1800sf w/ 5 chairs. ONLY \$270k (DG-264) WPS/800-641-4179.

DENTAL PRACTICE & REAL ESTATE FOR SALE IN SAN JOSE Dental practice in open/visible professional suite close to major streets and shopping area. Real Estate ~ 1200 sq. ft. 4 ops. 20+ years of goodwill. Listing #SJRE202E. Loc Pham, Broker at LCF Financial, Inc. BRE #01875780. (714) 550-7494 or practice@lcfinc.com | www.lcfinc.com.

Used. Sale OBO. Email: kermanlease@yahoo.com. Kerr Demi Curing Light: \$500.

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MODESTO DENTAL PRACTICE FOR SALE - 2013 Gross ~\$630K. Office is located in strip mall on busy street. Spacious office with 7 equipped operatories plus 1 additional plumbed and 5 x-rays. Close to major anchor stores. #MDT78F. ****New Listing!****

SAN JOSE DENTAL PRACTICE & REAL ESTATE FOR SALE - Dental Practice is located in a professional suite close to major streets and shopping area. Real Estate ~ 1200 sq.ft., 4 fully equipped operatories. Office has 20+ years of goodwill. Listing # SJRE202E.

HAYWARD DENTAL PRACTICE & REAL ESTATE FOR SALE - Gross ~\$290K. Retiring general dentist looking to sell practice & real estate in a single story building at the corner. Good signage & excellent visibility from busy street. 3 eq. ops. ~1,200 sq. ft. #HW430K.

MILPITAS DENTAL PRACTICE FOR SALE - Busy retail center with major anchors, highly commercial, visible area. Lots of foot traffic. 4 fully equipped operatories + 2 plumbed in operatories, approximately 1,900 sq. ft. Mostly Insurance & Fee for Services.

OAKLAND DENTAL PRACTICE FOR SALE - Retiring general dentist looking to sell practice in two story building with excellent visibility. LOW RENT. 2 equipped ops. ~850 sq.ft. Mostly Denti-cals w/ 10-20 new pts/month. Office refers out most specialty procedures.

OAKLAND STARTER PRACTICE FOR SALE - Asking \$30K. 2 fully equipped operatories and 3 additional plumbed operatories. Renovated 2 years ago. Approximately 1,932 sq. ft. in professional bldg. in Downtown Oakland. Listing # H86OCC. ****Reduced Pricing!****

FRESNO SUBLEASE & PATIENT CHARTS FOR SALE - Patient Charts for sale & Sublease. ~1,300 sq.ft., 3 fully eq. ops.

FRESNO DENTAL PRACTICE FOR SALE - Excellent visibility from street. ~2,000 sf, 3 ops. Ample parking space. Close to Fwy 41.

MURRIETA STARTER PRACTICE FOR SALE - ~1,400 sq. ft., 2 eq. ops + 2 plumbed. Various profession/retail shops around.

PALM DESERT DENTAL PRACTICE FOR SALE - Seller wants to retire. **2013 Gross ~\$850K**, mostly CASH/PPO, 10+ yrs goodwill, approximately 1,700 sq. ft., 4 eq. ops., high tech office, located at the corner in commercial building. Great visibility & ample parking.

ARTESIA DENTAL PRACTICE & REAL ESTATE FOR SALE - 2013 Gross ~\$850K. Mostly CASH/PPO. Spacious office ~3,580 sq.ft. in freestanding building w/ private parking lot. 6 ops. Busy street & excellent visibility. Building generates rental income from other units.

DOWNEY DENTAL PRACTICE FOR SALE - Spacious office located in shopping center, 8 equipped operatories, ~3,800 sq.ft. Mostly insurance patients. Office does implants and braces on top of general dentistry. Diverse patient population. ****New Listing!****

HAWAIIAN GARDENS DENTAL PRACTICE FOR SALE - 2013 Gross ~\$275K. Office located in shopping center on busy streets. 4 fully equipped operatories, approximately 1,200 sq.ft. Ample parking spaces. Easy access to Freeway 605. #HG423KL.

LOS ANGELES DENTAL PRACTICE FOR SALE - 2013 Gross ~\$630K. Seller looking to retire & sell growing dental practice with a gross increase ~\$400K in 3-4 years. 3 fully equipped operatories, approx. 1,300 sq ft., diverse patient population. High tech equipments.

PARAMOUNT DENTAL PRACTICE FOR SALE - Gross ~\$560K. Located on busy street in big shopping center with major anchor stores. Great visibility. Mostly Cash/PPO. ~1,200 sq. ft. 4 ops. Easy access to Fwy 710 & 91.

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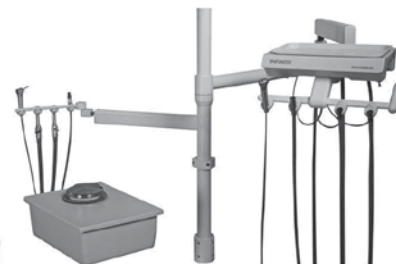
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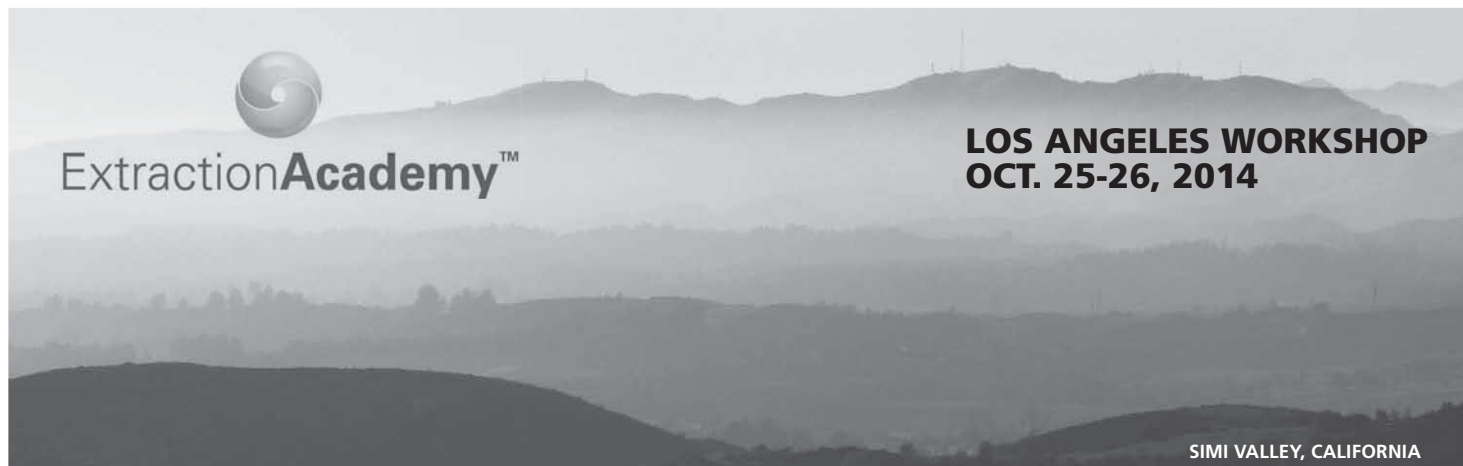
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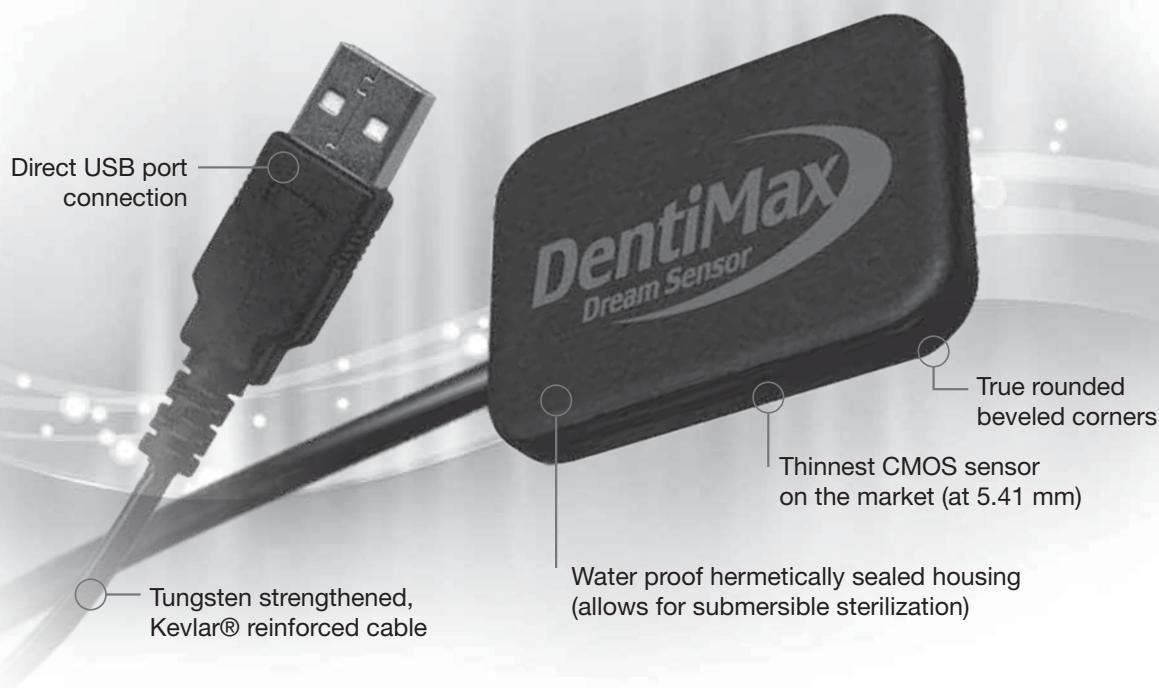
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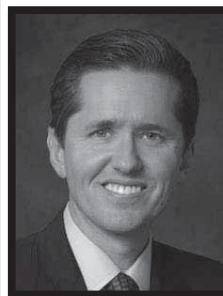
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NORTHERN CALIFORNIA Periodontal Practice. 5 Ops with equipment for right or left-handed provider. Eaglesoft software. 2013 GR \$890K+. HSPPT - Thomas Wagner-916-812-3255 #CA153.

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PITTSBURG General Dentistry, 5 Ops, 1,400 sq. ft.. 3 year avg. GR \$236K w/60% overhead. HS PPT - Jim Engel 925-330-2207 #CA133.

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Practice for Sale GP retiring. Susanville, Ca., serves 23,000. Beautiful mountains/lakes. 1,600 sq. ft., Six Ops. Pelton/Crane equip. Pictures available. Price negotiable. 530-251-3442.

VAN NUYS/SHERMAN OAKS BLDG. AND PRACT. FOR SALE. (5) op comput G.P. & 1,500+ sq ft free standing bldg. On a main thoroughfare w exposure/visibility/signage. Pt base is Cash/Ins/PPO. 2013 Gross Collect \$425K+ on a (4) day week. D&M Practice Sales 818.591.1401.

OBO Email. kermanlease@yahoo.com: 2 reupholster A-dec Doctor's stools, Indigo like: \$150 each. 2 Assistant's chairs Indigo: \$200 each.

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SANTA MARIA #2009 New listing. 4 ops. 2013 collections \$913k. Great location. Easy parking. Call today. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

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SAN FRANCISCO General Practice - 1,744 sq. ft., 4 equip. Ops. 2013 GR \$906K. HS PPT - Jim Engel 925-330-2207 #CA162.

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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

COALINGA: General Dentistry Practice with 3 Ops, 1,100 sq. ft., 1,000 active patients, remodeled in 2011. Owner completing Orthodontic program in Texas while averaging 2 days/wk in office, will relocate after program is complete. Excellent opportunity for a new dentist or an established dentist looking for a satellite office. Practice #CA564

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

FOLSOM/EL DORADO HILLS: PRICE REDUCED – Like-new office with 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2½ days of hyg./wk. Practice utilizes Dentrrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103

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

FRESNO: General Dentistry Practice and Building. Building is free standing w/lot of parking. 3 treatment ops and 2 hyg. ops w/space for add'l ops. 20 new patients/month, 5 ½ days hyg. 2013 GR were \$708K. Started by owner in 1997. #CA144

GRANITE BAY: General Practice. Newly remodeled office in great Granite Bay location, 3 equip. ops, 2 more available. Much of the equipment was purchased since July 2012. Dentrrix, Digital X-Rays, 2013 GR on 8 days/month \$236K+ as of 12.11.13. Owner relocating out of country. #CA128 – In Escrow.

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

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

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

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

GREATER SACRAMENTO: General Dentistry Practice. Well-designed 3,079 sq. ft. office (shared w/2nd dentist – separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/low overhead. Owner retiring after 35+ years in same location. #CA140

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

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

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

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

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

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

PITTSBURG: General Dentistry Practice: Well-established practice on city's busiest thoroughfare. 3 year avg. GT of \$236K w/60% overhead. 5 equip. ops in 1,400 sq. ft. with Panoramic, Fiber Optics. 12 new patients/month and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. Practice #CA133

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

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

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

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

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

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

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

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SOUTHERN CALIFORNIA LISTINGS

ANAHEIM: General Dentistry Practice is perfect for a merger or satellite office. The seller is retiring and refers out most specialty procedures. This 3 Op practice is nicely appointed and modern. 2012 GR of \$423K and an Adj. Net of \$140K. Practice established for 39 years, room to grow! Practice #CA101- IN ESCROW

BAKERSFIELD: General Dentistry Practice with 8 Ops, 7 fully equipped, 1 plumbed in a 3,650 sq. ft. suite. Practice features Digital X-rays and Intra-Oral camera in a growing area of Bakersfield with \$453K Adj. Net on \$1.2MM GR. Practice #CAM554

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

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

CHULA VISTA: This General Dentistry Practice was started 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dentrux Software. \$493K 2013 GR, seller is retiring. #CA109

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

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

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

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

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

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

NEWPORT BEACH: PRICE REDUCED - General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrux software. 2012 GR of \$350K on 3½ days per week. Located near hospital in a desirable area. Practice #CAM534

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

ORANGE: Removable Prosthetic Dental Practice with 3 Ops, 2 Equipped, 1 plumbed, not equipped. Practice is in a very busy retail center near mall and freeway. \$279K GR and \$125K Adj. Net in 2013. Practice #CA142 – IN ESCROW

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

ORANGE COUNTY: NEW LISTING – Oral Surgery Practice with 5 Ops in a professional building. Practice has been established for 8 years. 2013 GR of over \$1.3MM. Practice #CA164

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

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

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

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

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

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

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

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

SOUTH COUNTY SAN DIEGO: General Dentistry Practice & Free-standing Bldg with ample parking on a busy, highly visible main street. 1,200 SF, established for 38 years, 4 Ops, dentist & PT Hyg with GR of \$310K for 2013 on 150 days. Seller is retiring. Practice #CA148 – IN ESCROW

THOUSAND OAKS: FACILITY ONLY - Move-in ready Thousand Oaks office with 4 Ops in 1,325 sq. ft. Office features a modern design, Dentrux with 4 computer workstations, equipped business office, and sterilization area. Great start-up location, satellite office or Specialist location - 7 General Dentists in the building. Full inventory and photos available. Practice #CA137

TUSTIN: General Dentistry Practice with 3 Ops in a professional building. Practice has been established for almost 60 years. Great location on main street near freeway. 2013 GR of \$300K with \$103K in Adj. Net. Dentrux and CEREC machine. Practice #CA131

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

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

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

YORBA LINDA: General Dentistry Practice with 5 Ops. This well-appointed practice is on a main street in a desirable area. Practice has been established for 28 years. Practice has 3 days of hygiene and 3 doctor days per week and has \$380K GR for 2012. Practice #CAM531

OUTSIDE OF CALIFORNIA

MAUI HAWAII: General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2½ days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101

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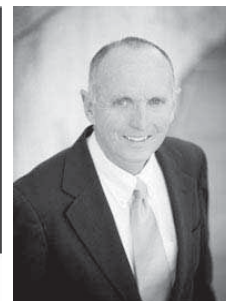
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FACTOID: 30% of all used dental equipment placed for sale on The Dental Trader Ad Board sells before the ads ever appear in print. New items appear daily.

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VISTA FOR LEASE. Approximately 2650 sq. ft. of divisible ground floor space. Situated in highly visible medical-dental bldg. along highway 78. Previously occupied by dental practice. Generous tenant improvement allowance, flexible terms and affordable rental rates. SDPS: 760-599-7828.

EAST VENTURA COUNTY #2 BLDG. AND PRACT. FOR SALE. (3) op comput. G.P. & single use freestanding bldg. 2013 Gross Collect \$560K+ and growing. Cash/Ins/PPO/HMO pts. Mos Cap ck. \$2K+. Some newer eqt'd. Averaging (28) new pts/mos. D&M Practice Sales 818.591.1401.

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CAMARILLO (5) op comput G.P. for sale. Located in a prof. bldg. w signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day wk. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO or Denti-Cal. Seller moving out of state. D&M Practice Sales 818.591.1401.

25 YO DANSEREAU CHAIR (YELLOW) BELMONT LIGHT IN VERY GOOD CONDITION. \$395; REASONABLE OFFERS CONSIDERED. 310-326-5499 TORRANCE.

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BN-276 OAKLAND: GREAT Location, Open Floor Plan, Lg Windows. 1,225 sf w/ 3 ops **ONLY \$285k**

BN-279 CONTRA COSTA COUNTY: Excellent Merger Opportunity! 2-story. 1,350 sf w/ 3 ops +1 add'l **\$60k**

CC-170 SOLANO COUNTY: Near Wine Country! 950 sf w/3 ops **\$225k**

CN-189 RIO VISTA: In the heart of the beautiful California Delta! 3 ops **\$275k**

DC-274 SAN JOSE: Fantastic Shopping Center location near 85. 1,050 sf w/ 4 ops **\$275k**

DC-287 DUBLIN Facility Only: Space Share Facility with OS. 2ops + 1 add'l, 1100 sf **\$125k**

DC-308 ALAMEDA: Great Starter Practice close to 880! 1,100 sf w/ 4 ops **\$125k**

DG-116 SALINAS AREA: Large, loyal & stable patient base! 1,400 sf w/5 ops. State-of-the-art Equipment **\$195k**

DG-124 MILPITAS: Highly visible. Desirable area. 960 sf w/ 2 ops + 1 add'l **\$130k**

DG-232 SANTA CRUZ: Large, well-established Medical/Dental Prof complex! 1,063 sf w/ 3 ops **REDUCED ! \$330k**

DN-310 SUNNYVALE: Established 24 yrs. Seller retiring! 965 sf w/2 ops + 1 add'l **\$75k**

NORTHERN CALIFORNIA

EG-198 SACRAMENTO: Well established "Pocket Area" in highly desirable corridor. 1,112 sf w/3 ops **Now Only \$55k**

EG-237 ROCKLIN: State-of-the-art, top-of-the-line equipment. 1,000 sf w/ 2 ops. Plumbed for 2 add'l **\$230k**

EG-283 ROSEVILLE: With a philosophy & focus on providing the best dental treatment! Visibility & location are unsurpassed! 1,008 sf w/ 4 ops **\$228k**

NORTHERN CALIFORNIA CONTINUED

EG-285 SACRAMENTO: Seller retiring after 40 years! 2 ops. ~ \$200k in collections/yr **\$125k**

EN-294 SACRAMENTO: Well-established, restorative offering full spectrum dentistry. 1,363 sf w/ 5 ops. **\$475k**

EN-306 SACRAMENTO: SELLER MOTIVATED!! Well-established, Prime Location 1,110 sf w/ 4 ops **\$425k**

EN-313 SACRAMENTO Facility Only: An amazing opportunity to practice in one of Sacramento's most vibrant and desirable areas! ~ 936 sf w/ 3 ops. **\$85k**

FG-309 ARCATA: Long established, income generating practice! 656 sf w/ 2 ops **\$215k**

FN-181 NORTH COAST: Well respected FFS GP. Stable patient base. 1,000 sf w/3 ops **\$150k (25% int. in bldg. avail.)**

FN-185 UKIAH: 900 sf w/ 3 ops. Seller Willing to Negotiate! **\$225k**

FN-299 FERNDALE: Live and practice on the beautiful North Coast! 1,300 sf w/ 3 ops **\$225k (Real Estate: \$309k)**

GN-201 CHICO: Beautiful practice, major thoroughfare, stellar reputation! 1,400 sf w/ 4 ops & room for 1+ **\$425k**

GN-244 OROVILLE: Gorgeous, spacious 2,500 sf office w/5 ops! Collections over \$450k in 2013. **Only \$315k**

GG-273 WILLIAMS: **Must Sell by End of Month!** Live & Practice in this wonderful close-knit community! 1,800 sf w/ 2 op + 2 add'l **\$75k**

GN-275 GREATER SACRAMENTO AREA: Beautiful "Spa Like" Practice! 1,596 sf w/ 4 ops **Only \$450k**

GN-258 REDDING: Pristine and attractive! Conveniently located! 1,050 sf w/ 2 ops. **\$215k**

GN-300 CHICO AREA: Fantastic location! Well Established! 1600 sf w/ 5 ops + 2 add'l **\$425k**

HG-298 REDDING FOOTHILLS: Includes Cerec! 2,000 sf w/ 5 ops **Practice \$188k / Real Estate Also Available!**

HN-213 NORTH EAST CA: Close to the Oregon Border, this FFS practice is 2,200 sf w/ 3op +1 add'l **REDUCED \$115k**

HN-197 EAST LODI FOOTHILLS: Two practices for one great price! Call today for details! **\$595k**

HN-242 YOSEMITE (Charts Only): Increase your Patient Base! Procure 500+ charts for only **\$75k**



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HN-268 CALAVERAS COUNTY: "Main Street" charm & picturesque views of Central Sierra Foothills. 2,000 sf w/4 ops + 2 add'l **\$250k**

HN-280 NORTHEASTERN CA: "Only Practice in Town" 900 sf w/ 2 ops **\$110k**

HN-290 PLACERVILLE: Embrace the lifestyle and build your success story here! FFS. Office ~ 1,400 sf w/ 4 ops, **\$210k**

CENTRAL VALLEY

IC-277 STOCKTON & TRACY: 2 Quality FFS Practices **\$600k**
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IG-067 STOCKTON: Fully computerized, paperless, digital. 5,000 sf w/10 ops **REDUCED! Now ONLY \$360k**

IG-292 TRACY: PPO/HMO, Family Oriented, 1,300 sf w/ 4 ops Over \$200k in collections in 2013 **\$129k**

IN-193 MODESTO Facility: Recently remodeled! High foot traffic! 2,300 sf w/6 ops **\$49k (unequipped)**

IN-205 STOCKTON Facility: Desirable professional corridor. Newly remodeled. 1,565 sf w/ 4 ops **\$169k equipped or \$69k w/o equipment**

IG-247 ATWATER: Stunning practice! Cash flows well and profits better than most! 1,090 sf w/ 3 ops. State of the Art & Top of the Line! **REDUCED! NOW ONLY \$550k**

IN-297 MODESTO: The beautiful practice is set in a pristine, contemporarily designed medical/professional center. Office ~ 1,980 sf w/ 4 ops. PR: **\$475k / RE : \$425k**

JN-251 FRESNO: Dedicated to delivering the highest quality of care! 1,565 sf w/ 4 ops **\$140k**

JN-254 FRESNO: "Retro-vintage-designed". All this practice needs is you! 2,159 sf w/ 4 ops **\$140k**

JN-259 FRESNO Facility: **Newly Remodeled!** Low rent & overhead! Would cost much more to duplicate! 1,197 sf w/ 3 ops + 1 add'l. Seller Motivated! **\$45k**

JG-261 TULARE CO: Family-oriented practice in desirable locale! Seller willing to stay for transition! 730 sf w/ 3 ops **\$325k**

CENTRAL VALLEY CONTINUED

JG-278 GREATER VISALIA: Runs like a well-oiled machine! 1,500 sf w/ 4 ops **\$320k (Real Estate Also Available)**

JN-295 VISALIA: Practice & Real Estate 2,000 sf w/ 5 ops PR: **\$185k RE: \$300k**

SPECIALTY PRACTICES

DC-246 PLEASANTON Pediatric: Highly Motivated Seller! Pediatric Practice/Facility Only. 1700 sf w/ 4 ops. Plumbed for additional ops. Practice **\$325k or Facility only \$250k**

I-7861 CENTRAL VALLEY Ortho: 2,000 sf, open bay w/ 8 chairs. Fee-for-Service. **\$370k**

I-9461 CENTRAL VALLEY Ortho: 1,650 sf w/5 chairs/bays & plumbed for 2 add'l **\$180k**

EN-203 SACRAMENTO Oral Surgery: Highly efficient office. 3,000 sf w/ 4 ops **ONLY \$235k**

GN-284 CHICO Ortho: Warm, caring and well established! 900 sf w/ 2 ops + 1 add'l. **\$75k**

BC-230 CENTRAL CONTRA COSTA Perio: Loyal patients @ 2 locations! **\$650k**

EG-225 SACRAMENTO Ortho: Well-maintained, single-story Medical/Dental complex. 1,200 sf w/ 4 chairs **\$95k**

DN-229 EAST BAY Endo: Strong referral & patient base. Attractive tree-lined street, mature landscaping and curb appeal. High foot traffic. 975 sf w/ 2 ops **REDUCED! \$225k**

DG-264 SAN JOSE Ortho: \$300-400k in build-outs alone! 1800 sf w/ 5 chairs. **ONLY \$270k**

GN-304 NORTHERN SACRAMENTO Pedo: Well established, highly esteemed. ~ 1,800 sf w/ 4 ops **\$595k**

DN-293 LIVERMORE Perio: Specialty of Periodontics, Dental Implantology and Oral Medicine. ~2,200 sf w/ 5ops + 1 add'l. PR: **\$650k RE: TBD**

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

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TIMOTHY GIROUX
DDS/BROKER

ASK THE BROKER

Why isn't there an MLS type service for dental practices like there is for home sales? It seems like I need to contact every broker to find all the practices that are for sale.

Believe me, I felt the same way when I was a young dentist. I even thought I might be able to change that when I started brokering practices. However, now that I have been doing practice transitions for 15 years, I understand why the system will probably not change. It is a specialized niche market and too small to be able to duplicate what can be done in large real estate markets. Without boring you with a detailed explanation of the intricacies of the dental brokerage business, let's just say that there is a lot more time and expense behind the scenes to bring a practice to the market and feel confident that the practice is fully exposed to all possible buyers.

So what does this mean for buyers?

Since there is no "MLS" system in place for dental practices, buyers need to contact every active dental practice broker in their local area. Having no "MLS" system in place is also part of the reason that the brokers are routinely agents of the seller only, as the seller chooses the broker that is responsible to do the "heaving lifting" of obtaining all the necessary reports and documents to evaluate the practice. While a good broker may spend the majority of their time in a transition guiding buyers and facilitating steps that buyers need to accomplish, **brokers are almost always the agent of the seller.** Therefore, buyers need to understand that they will eventually need to lean on their own accountant, attorney or practice consultant to help guide them through the process.

In addition, Sellers need to understand that it IS important to choose wisely when they hire a broker. There may be a big difference between brokers when it comes to experience and their credentials. Just as in dentistry, one usually gets what they pay for. An experienced broker is much like an experienced dentist. We don't really know when we start a process whether it will go smoothly or have a complication or two along the way. The economic and legal landscape is always changing and a broker with experience should be able to navigate those changes more effectively. It is not as easy as one might think to change brokers once the practice has been exposed to the market, so it is normally not a good idea to try the discounted route first, thinking you can simply change if it doesn't work out. It also just makes sense that more exposure should translate into more buyers, which could translate into either a better price, a better fit for the practice, or both!

Timothy Giroux, DDS owns **Western Practice Sales** and is a member of the nationally recognized dental organization, ADS Transitions.

Questions?

Contact Dr Giroux at wps@succeed.net or 800.641.4179

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☐ 20 words or less - *FREE.....(\$1 per word, thereafter-65 words maximum) _____

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Check enclosed ☐ Visa/MC ☐

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left to right: Doctor Hossam El-Zuhery, Doctor Richard Johnson and his wife Terry, and Ray Irving of PPS

- In January 1978, Doctor Johnson walked into PPS' San Francisco office looking to acquire a practice.
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- When Doctor Johnson choose to practice in Washington in 1992, PPS handled the sale of his Placerville practice.
- Wishing to be close to family, Doctor Johnson relocated to Fresno in 2006. When it was time to retire, Doctor Johnson contacted PPS again.

It was a special honor to assist Doctor Johnson as he stepped down from his storied career.

Thank you Doctor Johnson for entrusting PPS with the responsibility of facilitating these changes.

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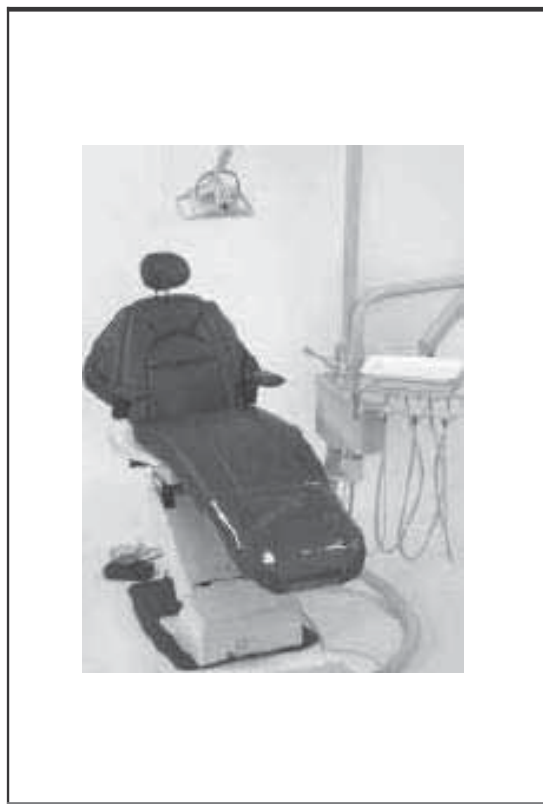


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