

# THE Dental Trader

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## FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. Only private dentist in smaller town. 2007 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

## KERN COUNTY

**BAKERSFIELD #18** - (5) op computerized G.P. (3) eqt'd/4th op has chair/x-ray, 5th is plumbed not eqt'd. Retail location. Excell. exposure/visibility/signage. Denti-Cal/Cash/Ins/PPO. Gross Collect. \$350K/yr. **BACK ON MARKET.**

**BAKERSFIELD SUBURB #1** - (3) op computerized G.P. and free standing bldg. Limited competition. Cash/Ins/PPO/Denti-Cal pt. base. Some newer eqt. Gross Collections \$350K - \$400K/yr. Seller retiring.

**BAKERSFIELD SUBURB #2** - South Bakersfield small town location. (3) op computerized G.P. on a main St. w exposure/visibility. Digital x-rays & intra oral camera. Limited competition. Cash/Ins/PPO/HMO/Denti-Cal pt. base. Cap checks \$4,000/mos. Annual Gross Collect \$360K on a (4) day week. **NEW**

**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. **PENDING**

**BAKERSFIELD #21** - (10) op computerized G.P. & free stand bldg. (3) ops fully eqt'd, (3) ops partially eqt'd and (4) ops plumbed not eqt'd. Located on a main St. with excell exposure/visibility & signage. Annual Gross Collect \$500K+ on an easy (4) day wk. (3) days of hygiene booked 6+ mos out. Cash/Ins/PPO & small % of Denti-Cal. Fully eqt'd "removable" dental lab w f.t. tech. Seller retiring but will assist w the transition. **NEW**

**SOUTHERN KERN COUNTY** - Smaller town w limited competition. (6) op computerized G.P. annual Gross Collect \$850K+. Cash/Ins/PPO/HMO/Denti-Cal pt. base. 75+ new pts/mos. Central nitrous & panorex eqt'd. In a free stand single story prof. bldg. with excell exposure/visibility & signage. Low overhead/high net income. "Be a Big Fish in a Small Pond". **NEW**

## LOS ANGELES COUNTY

**ANTELOPE VALLEY #2** - (6) op computerized G.P. (4) ops eqt'd w (3) year old eqt. (2) ops plumbed not eqt'd. Shop Ctr. location w excel exposure/visibility/signage. Intra oral camera, pano, and digital x-ray eqt'd. Cash/Ins/PPO/HMO/Denti-Cal patient base. 2007 gross collections \$339K+.

**BALDWIN PARK** - (3) op computerized G.P. Strip center location with exposure, visibility & signage. Cash/Ins/PPO/HMO/Denti-Cal patient base. Approx (50) new pts/mos. Cap check approx \$4K/mos. 2008 gross collect. projected at approx. \$300K. Sale includes account receivables for cash flow. **PENDING**

**BALDWIN PARK #2** - (5) op computerized G.P. (4) ops eqt'd. 5th plumbed. Cash/Ins/PPO/Denti-Cal pts. In a strip ctr w good signage/visibility. Easy Dental s/w. 2008 Gross Collect projected at \$230K p.t. Can do more f.t. **NEW**

**CANYON COUNTRY** - (4) op Turnkey Office. (3) ops eqt'd, 4th op plumbed. Located in a smaller strip ctr. w exposure, visibility and signage. Seller moving. **NEW**

**GLENDALE** - (4) op computerized G.P. (2) ops eqt'd, (2) plumbed not eqt'd. Free standing bldg location with exposure and visibility. Cash/Ins/PPO/Denti-Cal pts base. Annual Gross collect. approx \$140K p.t.

**HAWTHORNE** - (4) op computerized G.P. in a strip ctr. Exposure/Visibility & Signage. Cash/Ins/PPO/Denti-Cal pt base. Digital x-rays and intra oral camera. 20-25 new pts/mos. Collect approx \$300K/yr.

**SAN FERNANDO VALLEY** - (4) op computerized G.P. in a free stand. bldg. w exposure/visibility/signage. Cash/Ins/PPO pts. Annual gross collections \$439K+ on 3½ days/wk. 1-800 Dentist Provider. Seller retiring. **NEW**

**TARZANA** - (3) op computerized G.P. Located in a busy shop ctr. Excell. exposure/visibility/signage. Cash/Ins/PPO/HMO pts. 2007 Gross Collect \$636K+ on a (3) day wk. Seller collect. \$960K f.t. in 2006 before her pregnancy. Tremendous upside. **NEW**

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## RIVERSIDE COUNTY

**HEMET** - (5) op computerized G.P. (4) ops eqt'd, fifth op plumbed not eqt'd. Cash/Ins/PPO pts. Located in a strip ctr w good visibility. Digital x-rays & Easy Dental s/w. 2007 Gross Collect \$380K on three days/wk. **NEW**

**SOUTHWEST RIVERSIDE COUNTY** - Several Medical/Dental Bldg. & condo listings available. Call for specifics.

## ORANGE COUNTY

**IRVINE** - (5) op computerized G.P. (2) ops fully eqt'd/(3) plumbed not eqt'd. Digital x-rays. Cash/Ins/PPO. Gross Collect \$450K-\$500K/yr. **SOLD**

## SANTA BARBARA COUNTY

**SANTA BARBARA ORTHO PRACTICE & CONDO** - (3) op open bay Ortho office & light and bright office condo for sale. Computerized office. Pano/ Seph eqt'd. Annual Collections approx. \$360K/yr on a (2) day week. (7-9) new starts/mos. Low overhead/high net. Seller transition available.

**SANTA MARIA** - (4) op computerized G.P. (2) ops eqt'd w newer A-dec eqt, & (2) add plumbed ops. Drop dead gorgeous. Located in a free stand bldg. Dentrax s/w, Digital X-Ray & Intra Oral camera, Pano, (2) Cassette Autoclaves & (2) mobile air abrasion units. Gr. Collect \$300K+/yr on an easy (3) day wk. Cash/Ins/PPO pts. Seller retiring. **NEW**

## SAN BERNARDINO COUNTY

**UPLAND** - (3) op computerized G.P. State of the art & drop dead gorgeous. Located in a shop. ctr. with exposure/visibility & signage. Digital X-Rays & networked ops. Like new Eq. Open 1 ½ years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **NEW**

## SAN DIEGO COUNTY

**LA MESA #3** - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collect \$552K. 2008 Projected Gross Collect \$900K+.

## SAN LUIS OBISPO COUNTY

**CENTRAL COAST BEACH TOWN** - (3) op computerized G.P. in a very desirable beach community. Cash/Ins/PPO pt. base. 2008 collections projected at \$400K+. Seller refers all speciality work. Tremendous upside. **PENDING**

## VENTURA COUNTY

**THOUSAND OAKS #3** - (5) op computerized G.P. in a one story prof. bldg. w signage. (4) ops eqt'd with new eqt with a 5th op plumbed. Drop dead gorgeous office w wood & tile floors, granite front counters & designer paints. Fully computerized & networked ops. Dentrax software, digital x-rays & pano. Cash/Ins/PPO & small % of HMO. No Denti-Cal. 30+ new pts/mos. Projected 2008 collect. \$540K. **NEW**

## TULARE COUNTY

**SMALLER TOWN TULARE CTY (NEAR VISALIA)** - (4) op computerized G.P. and free standing bldg. for sale. Located on a main street. Limited competition. Cash/Ins/PPO and limited Denti-Cal. No HMO's. Annual Gross Collect of \$525K+. 15-20 new pts/mos. Seller retiring.

## NORTHERN CA \*\*\*NEW\*\*\*

**LODI** - (3) op G.P. 2008 Projected Gross Collect \$400K.

**PETALUMA** - (2) op G.P. 2008 Projected Gross Collect \$450K.

**STOCKTON** - (7) op G.P. 2008 Projected Gross Collect \$1.15M. Cash/Ins/PPO/HMO pts. \$24K/mos Cap checks.

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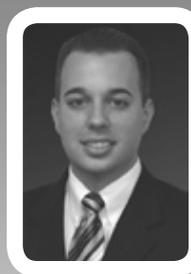
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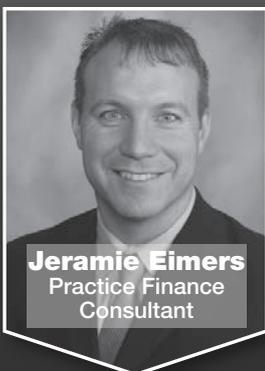
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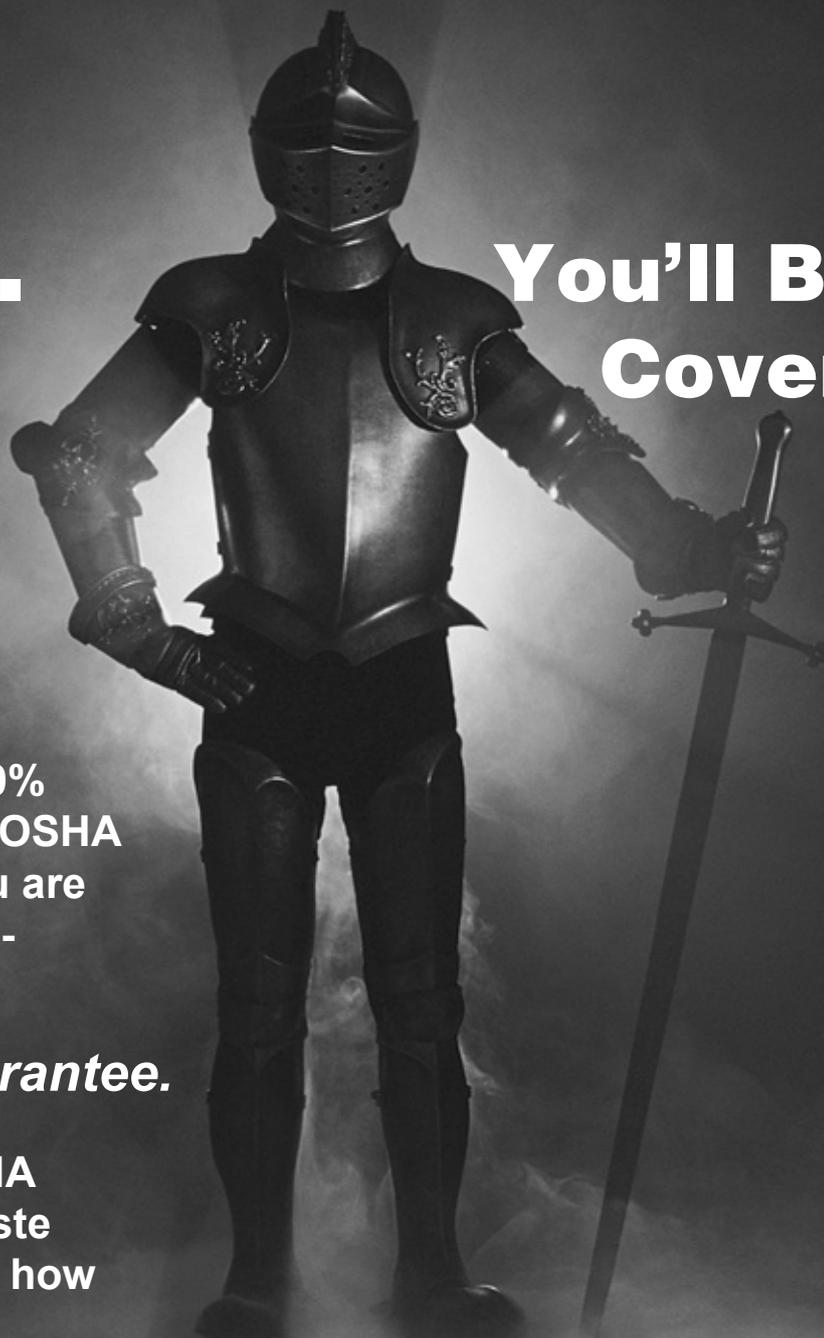
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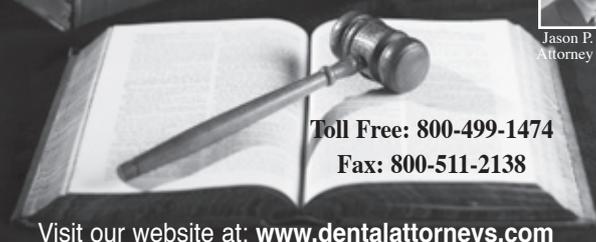
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# When it Comes to the Sale

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**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Agoura Hills, Beverly Hills, Chatsworth, Glendale, Hollywood, Los Angeles, Marina del Rey, North Hollywood, Santa Barbara, Winnetka and Woodland Hills. Call Lee Skarin and Associates at 818-991-6552, 805-373-5585, 562-592-5232, or 1-800-SKARIN #1.

**WOODLAND HILLS COSMETIC PRACTICE FOR SALE:** Professional building location with four equipped operatories. Digital x-rays, Biolase laser, Computer Age software. Cash only practice. Mercury free practice. Seller refers all endo, all surgery, all perio surgery and all ortho. Collects over \$865,000/year with a net income of \$300,000/year on four days per week. Three days of hygiene per week. Asking \$725,000.

**BEVERLY HILLS COSMETIC/PROSTHODONTIC PRACTICE FOR SALE:** High quality, fee for service cosmetic and prosthodontic practice collects over \$1.0 million per year with no HMO and no PPO insurances. Seller does not work evenings or weekends. Nicely equipped, five operator office with three year old Adec equipment is located in a professional building in the Golden Triangle area of Beverly Hills. Five and one-half days of hygiene per week. Motivated! Asking \$600,000.

**CHATSWORTH GENERAL PRACTICE FOR SALE:** Retail location with great visibility. Four equipped operatories with one additional operator that is plumbed but not currently equipped. Digital x-rays, panoramic x-ray, fully computerized with Dentrax software. Collects \$690,000/year on three days per week with two days of hygiene per week. Net income is 50%. No welfare and no capitation. 25-30 new patients per month. Asking \$600,000. *PENDING*

**CONEJO VALLEY MANAGED CARE PRACTICE FOR SALE:** Excellent location with a total of 11 operatories. Gross collections in excess of \$1.8 million with over \$14,000/month in capitation checks. Specialty group also included. Seller does not work in the practice and is only present two and one-half days per week. Net income for an owner/operator is in excess of \$530,000 per year. Retiring. Asking \$1,485,000. *SALE PENDING*

**NORTH HOLLYWOOD CLINIC PRACTICE FOR SALE:** Two year old practice located in a free standing building with 5 equipped operatories and an additional operator that is plumbed but not presently equipped collected over \$625,000 in 2007 with no welfare and no capitation. Seller works three and one-half days per week. Motivated. Asking \$395,000. Building can be leased or purchased.

**MARINA DEL REY OFFICE FOR SALE:** Outstanding facility with 10th floor marina views from all six equipped operatories. New equipment (Adec, digital x-rays, panoramic x-ray, fully computerized) and new leasehold improvements (hardwood floors, expansive ocean views, granite counters). No patients. Asking \$200,000. *MOTIVATED, MAKE OFFER!*

**NORTHRIDGE FEE FOR SERVICE PRACTICE FOR SALE:** Twenty-four years of goodwill. Seller works three days per week and consistently collects over \$900,000 per year. No Denti-Cal, no capitation, no PPO's except Delta, no advertising, no evenings or weekends. Five days per week of hygiene. Four operatories, computerized, waterlase, digital. Quality professional building. Asking \$725,000. *SOLD FULL PRICE*

**GLENDALE ORTHODONTIC PRACTICE FOR SALE:** Consistent collections in excess of \$280,000 per year on three days per week. Over 200 patients in bands with contract receivables in excess of \$200,000. 6 new patient starts per month. 3 chairs in a bay configuration. Low overhead. Asking \$180,000.

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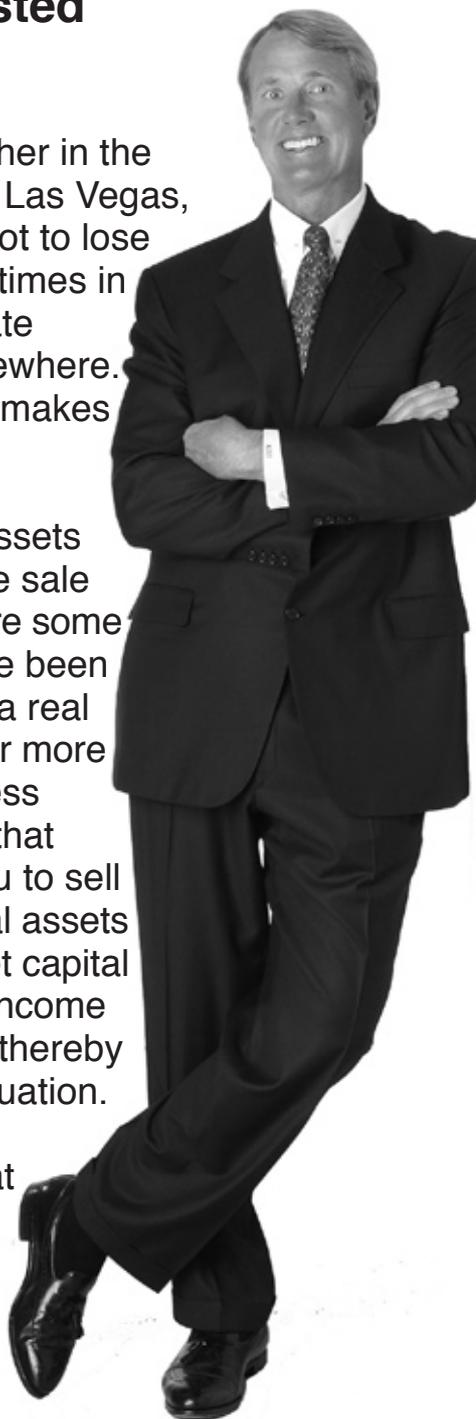
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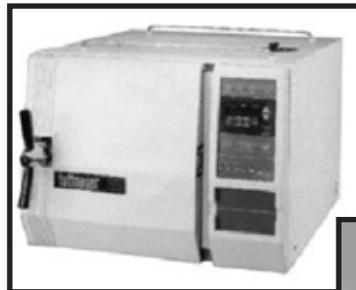
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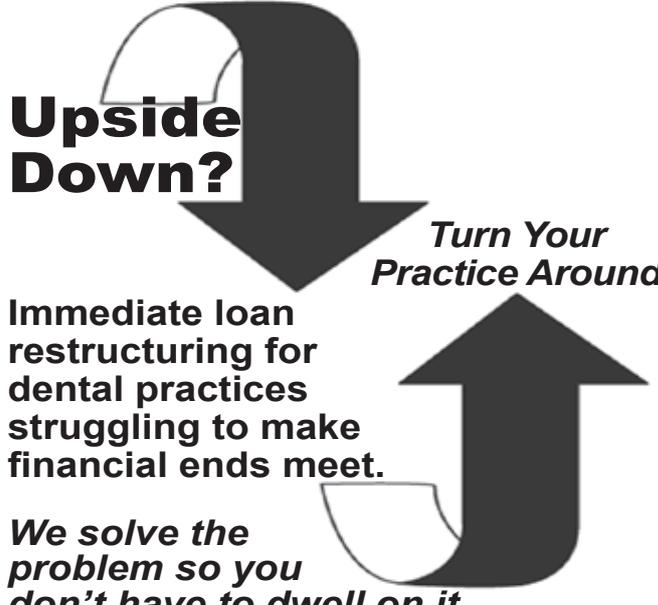
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**PERRIS GP** – 4 eq. ops., 1,608 sq. ft. office located in shopping center. 2 year old equipment; long term lease. 61% insur. (10 – 15 PPO's, 20% cash & 19% medi-cal. Associate works 3 days/week. Approx. 120 new patients/month. Projecting approx. \$308,928 for 2008. **BUYER'S NET OF \$80,230. Property ID #1891.**

**TARZANA** – 7 eq. ops., 2,053 sq. ft. office located 3 story Medical/Dental building. 10% insurance & 90% cash. 4 ½ day/wk practice with 3 day/wk hygiene. Projecting approx. \$482,396 for 2008. **BUYER'S NET OF \$94,208. Property ID #1941.**

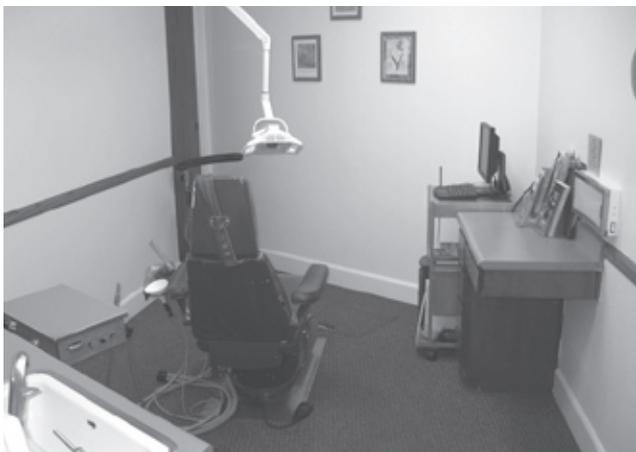
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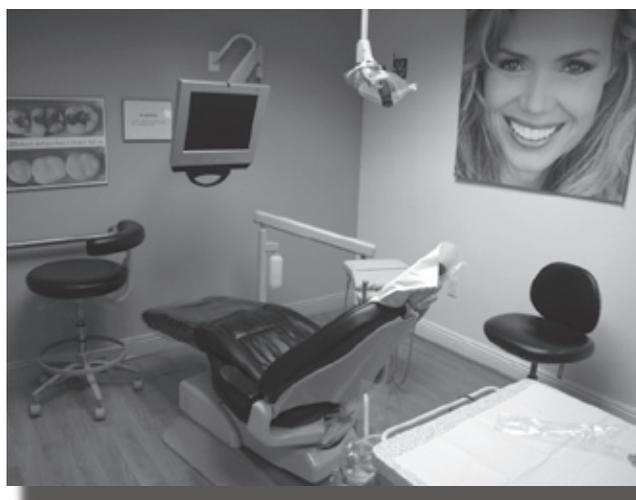
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**DOWNEY GP** – 3eq. ops., 1 plumbed, not equipped, located in single story medical/dental building. Digital x-ray, intra-oral camera. 50% insurance & 50% cash. 20 years of goodwill. Seller purchased in 1999. 4 day/wk practice. Projecting approx. \$270,832 for 2008. **BUYER'S NET OF \$72,344. Property ID #1381.**

**ENCINO GP/SPEC** – 2 eq. ops w/ 2 in an open bay; 1,600 sq. ft., office on first floor of busy, multi-story Medical/Dental building. 20 Yrs of Goodwill. Doctor has passed away. Selling as leasehold improvements and equipment. **Property ID #1781.**

**GRANADA HILLS** - 3 eq. ops., 1 plumbed, not eq op; 1,400 sq. ft. suite located in a two story medical/dental building. Computerized suite with Intra Oral Camera. Seller works 2 1/2 days a week. Collected approx. \$217,240 for 2007. Projecting approx. \$189,435 for 2008. **BUYER'S NET OF \$51,033. Property ID #1311.**

**N. HOLLYWOOD** – 5 eq. ops., 3 plumbed not eq. ops., 2,950 sq. ft office located in one story free-standing building. 20% insurance & 80% cash. All operatories are Digital & Computerized with Intra Oral Camera. 6 day/wk practice with 1 day/wk hygiene. **BUYER'S NET OF \$218,748. Property ID #1911.**

**TARZANA** – 7 eq. ops., 2,053 sq. ft. office located 3 story Medical/Dental building. 10% insurance & 90% cash. 4 1/2 day/wk practice with 3 day/wk hygiene. Projecting approx. \$482,396 for 2008. **BUYER'S NET OF \$94,208. Property ID #1941.**

**TORRANCE GP/SPEC** – 12 eq. ops., 3 plumbed, not equipped., 4,000 sq. ft. office located in free-standing building with excellent street visibility. Highly organized, abs. Dee owned practice. 60% insur. (15-20 PPO's), 30% cash & 10% capitation (approx. \$10,000/month). Collected approx. \$1,556,121 in 2007 and projecting approx. \$1,419,970 for 2008. **BUYER'S NET OF \$307,638. Property ID #1671.**

**VALENCIA/Multi-Spec** – 5 eq. ops., 2,000 sq. ft. office located in newer shopping center. 4 days/wk/Gp; 3 days/week/hyg; 2 days/mon/perio; 1 day/mon/ortho; 2days/mon/pedo; 2 days/mon/endo; & 1 day/mon/oral surg; 45% insur., 35% cash & 10% Capitation. Estab. 2001. 4+ yr old equip. Projecting approx. \$982,168 for 2008. **BUYER'S NET OF \$246,950. Property ID# 1901.**

**WALNUT - GP/SPEC?** – LEASEHOLD IMPROVEMENTS & EQUIPMENT ONLY! 2 eq. ops., private office plumbed for 3rd. 1,000 sq. ft. office in busy shopping center with anchor stores. Excellent location. Seller moving practice to nearby community. **Property ID #1161.**

**WALNUT GP/SPEC** – Leasehold Improvements & Equipment! Seller moving to a condo suite. 3 eq. ops., 3 plumbed, not equipped. 1,327 sq. ft. office. Large shopping center with Albertson's and Firestone Tires. 10 year lease with two (5 yr) options. **Property ID #1611.**

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

### ORANGE COUNTY

**BUENA PARK GP – GROUP SOLO OFFICE.** Seller has 2 eq. ops., shares 1 op with group solo dentist. Total of 1,600 sq. ft. office located in single story, professional building with street signage and visibility. Seller works 3 days/wk, with 19 – 20 new patients/month; 100% pat. referral. 47% insur., 7% cash & 46% medi-cal. Projecting approx. \$216,467 for 2008. **Property ID # 1871.**

**COSTA MESA** - Leasehold Improvements & Equipment Only! 3 fully eq. ops., 1 plumbed not eq., in a 1,200 sq. ft. suite located in a two story Dental / Medical Building. Seller moving to a larger office. **Property ID #1681.**

**FULLERTON GP** - 7 fully equipped ops., 3 chairs in open bay, 8 plumbed not eq ops., in a large 5,213 sq. ft. office located in a one story free standing building. 45% insurance, 50% cash & 5% capitation. 4 day/wk practice. Approx. 30-40 new patients/mo. Projecting approx. \$666,019 for 2008. **BUYER'S NET OF \$262,803. Property ID #1561.**

**LAGUNA NIGUEL** - Ortho Practice - 4 chairs in ortho bay, custom chairs and side units, 1,180 sq. ft. office in two story medical/dental building. 18 years goodwill. 50% insur., 45% cash & 5% cap. 3 – 4 new starts/month. 3 day/wk practice. Projecting approx. \$230,255 for 2008. "Beautiful office". Good location. **Property ID #1521.**

**LAGUNA NIGUEL GP** – Leasehold Improvements & Equipment! Shopping Center location with 3 equipped ops. Seller relocating to condo suite. Good location; busy center. **Property ID #1851.**

**LAKE FOREST** - Leasehold Improvement & Equipment Only!! - 5 fully eq ops., 1,650 sq. ft. suite located in a two story Business Building. Computerized with Intra Oral Camera. Excellent Location! **Property ID #1921.**

**LA PALMA GP** – 4 eq. ops., 1 plumbed, not equipped op., 1,556 sq. ft. office in two-story, medical/dental building. 50 Yrs of Gdwill. 4 day/wk practice w/4 days/wk hygiene. 70% insur., 29% cash, 1% medi-cal. Only PPO is Delta Dental. Long term staff; Retiring Seller! Projecting approx. \$404,372 for 2008. **Property ID #1821.**

**NEWPORT BEACH / STATE OF THE ART PRACTICE** - 5 fully equipped ops., 2,310 sq. ft. suite located in a one story Medical/Dental building. 50% insurance & 50% cash. Computerized, Intra-Oral Camera & digital X-ray. 4 day/wk practice with 2 day/wk of hygiene. Excellent Location!! **BUYER'S NET OF \$119,448. Property ID #1761.**

**NEWPORT BEACH GP/MULTI –SPEC** – 20 equip. ops., 13,000 sq. ft., prof. designed, state of the art office located in 6 story professional bldg. 40–50 new pat/month. In-house HMO insurance plan. 43% insur., 30% cash office w/5 hyg. days/wk. Collected approx. \$3,189,315 in 2007. Projecting \$1,957,394 for 2008. **BUYER'S NET OF \$541,049. Property ID # 1661.**

**ORANGE** – Price Reduction! Leasehold Improvements & Equipment Only! 3 fully eq. ops. and 1 plumbed, not eq. in a 1,000 sq. ft. suite. Located in a one story, medical / dental building. Great location. **Property ID #1421.**

**SANTA ANA GP** - 4 eq ops., 1 plumbed not eq. op., in a 1,200 sq. ft. office located in single story shopping center. Computerized office with Intra Oral Camera. 80% insurance & 20% cash. 4 day/wk practice. Approx. 18-20 new patients/mo. Projecting approx. \$437,172 for 2008. **BUYER'S NET OF \$104,182. Property ID #1741.**

**SANTA ANA** – Leasehold Improvement & Equipment! 2 fully equipped ops., 2 plumbed not equipped op., 2,047 sq. ft. office located in a one story store front building; Retail Area. Approx. 6-7 year old equipment. **Property ID #1751.**

**SANTA ANA GP** – 6 eq. ops., 4 chairs in an open bay, 3,000 sq. ft. office in strip shopping center. 5 year old equipment. 60% insurance, 35% cash & 5% capitation. 15-20 PPO's. 5 day/wk office w/Associate 2 days/wk. Very reasonable rent. Collected \$921,189 in 2007. Projecting \$734,581 for 2008. **BUYER'S NET OF \$230,366. Property ID # 1881.**

12.08

Web site: [www.calpracticesales.com](http://www.calpracticesales.com)

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



Tina Ochoa, V.P.



# CALIFORNIA

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**TUSTIN** - Leasehold Improvements & Equipment Only!! 3 Fully equipped ops., 1 plumbed not equipped op., 1,200 sq. ft. suite located in a single story Medical/Dental complex. Approx. 1-2 year old equipment. Seller relocated to a new practice. Practice has been remodel with new paint, baseboard, carpet, and flooring. Beautiful Practice!!  
**Property ID # 1651.**

### RIVERSIDE & SAN BERNARDINO COUNTIES

**CORONA GP/SPEC** – Ortho office with 6 chairs in one day, 1,600 sq. ft. office in two suite, dental building. Seller relocated to larger office. 5 year old equipment. Office wired for digital x-rays. Motivated Seller. Leasehold Improvements & Equipment. Property ID #1831.

**HEMET GP** – 4 eq. ops, in a 1,252 sq. ft. office located in a one story medical/dental building. 38% insurance and 62% cash. 37 years of Goodwill. Seller Retiring. Projecting approx. \$382,047 for 2008. **BUYER'S NET OF \$97,833.**  
**Property ID #1301.**

**HEMET GP** – 3 eq. ops., in a 1,920 sq. ft. office located in a one story free standing building. Computerized office with Intra Oral Camera & Digital X-ray. 50% insurance and 50% cash. Seller works 3 ½ day/wk. Projecting approx. \$447,663 for 2008. **BUYER'S NET OF \$145,668. Property ID #1261.**

**HEMET GP – GROUP SOLO OFFICE** - 2 eq. ops., 2 shared hygiene ops., 2,506 sq. ft. office located in free-standing dental building. 5 yr. old equipment. Retiring Seller, 51 yrs. of goodwill. 56% insurance, 44% cash practice. 20 – 21 new patients/month. Seller collected approx. \$611,179 for corp year ending 9/30/08. **BUYER'S NET OF \$179,810. Property ID #1801.**

**LA QUINTA** - 6 eq ops., in a 2,000 sq. ft. office located in one story shopping center. Well Designed. Computerized office with Intra Oral Camera. 60% insurance & 40% cash. 5 day/wk practice with 4 day/wk hygiene. Approx. 70-80 new patients/mo. Projecting approx. \$1,132,508 for 2008. **BUYER'S NET OF \$312,848. Property ID#1491**

**MORENO VALLEY** - 3 fully eq. ops., in a 1,200 sq. ft suite located in a single story shopping center. 75% insurance 20% cash & 5% me-dical. 4 day practice. Approx. 30-40 new patient/mo. Collected \$337,223 in 2007. Prejecting approx. \$304,608 for 2008. **Property ID #1771.**

**PERRIS GP** – 4 eq. ops., 1,608 sq. ft. office located in shopping center. 2 year old equipment; long term lease. 61% insur. (10 – 15 PPO's, 20% cash & 19% medi-cal. Associate works 3 days/week. Approx. 120 new patients/month. Projecting approx. \$308,928 for 2008. **BUYER'S NET OF \$80,230. Property ID #1891.**

**TEMECULA GP** – 3 eq. ops., 1,400 sq. ft. office located in 3 story medical/dental building. 6 year old equip. 90% insurance & 10% cash practice. Seller works 3 days/wk with 3 days/wk of Hygiene. Projecting \$531,803 for 2008. **BUYER'S NET OF \$94,290. Property ID #1841.**

**UPLAND** - 3 fully eq. ops., 2 plumbed not eq., in a 1,070 sq. ft. highly upgraded office located in a major Shopping Center. Seller relocating practice 2 1/2 miles away. **Property ID# 1721.**

### SAN DIEGO COUNTY

**CHULA VISTA** – 3 fully eq ops., 1,500 sq. ft. suite located in a two story Medical/Dental building. Cosmetic State of the Art office with Intra Oral Camera & Digital X-ray. 80% insurance & 20% cash. Approx. 20-22 new patients/mo. 4 day/wk practice with 4 days/wk of hygiene. Collected approx. \$599,912 in 2007. **BUYER'S NET OF \$113,824. Property ID #1621.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

**SAN DIEGO** - 6 fully eq ops., 1 plumbed not eq. op., 2,040 sq. ft. suite located in a one story shopping center. Computerized & Intra-oral camera. 5 day practice. 32% insurance, 25% cash & 9% capitation. Approx. 15-16 patients/day and approx. 57 new patients/mo. Projecting approx. \$1,066,807 for 2008. **Property ID #1541.**

**SAN DIEGO** – Group Solo Office - 4 fully eq ops., 1,600 sq. ft office located in a two story, free standing, dental building with a separate rental units. Buyer to purchase ½ interest in real estate. Computerized with Intra Oral Camera & Digital X-ray. 70% insurance & 30% cash. 2 ½ day/wk practice with 1 days/wk of hygiene. Near downtown with luxury condos across the street. Projecting approx. \$398,630 for 2008. **BUYER'S NET OF \$97,272.** Property ID #1701.

**SAN DIEGO** - 6 fully eq ops., 2,750 sq. ft. office located in a busy shopping center. Computerized with Intra Oral Camera & Digital X-ray. 80% insurance & 20% cash. Approx. 20-25 new patients/mo. 4 day/wk practice with 5 days/wk of hygiene. Projecting approx. \$1,083,431 for 2008. **BUYER'S NET OF \$382,158.** Property ID #1691.

### VENTURA, SANTA BARBARA & SAN LUIS OBISPO COUNTY

**OJAI VALLEY / GP** – Beautiful Ojai Valley, Its amazing how many people know Ojai because of "The Tennis Tournament" (oldest in the country), "The Music Festival", and last but not least "The 6 Million Dollar Bionic Woman". 4 eq. ops., 1,525 sq. ft. office . Computerized office with Intra Oral Camera & Digital X-ray. 75% insurance & 25% cash. Approx. 10-15 new patients/month. 4 day/wk practice with 3 days/wk of hygiene. Seller retiring. Projecting approx. \$520,108 for 2008. **BUYER'S NET OF \$185,172.** Property ID #1471.

**SIMI VALLEY GP** – 2 eq. ops., 2 plumbed, not equipped. 1,265 sq. ft. office in shopping center. 70% insur. (15-20 PPO's) & 30% cash practice. 9-10 new patients/month. Approx. 10 year old equipment. Seller works 4 days/wk. **Property ID # 1791.**

**THOUSAND OAKS GP or SPEC** – 3 eq. ops., 1,235 sq. ft. office in free-standing medical/dental building. 2-5 year old equipment. Rent includes utilities. Seller relocating to larger office. Leasehold Improvements and Equipment only! 5 years lease with 5 year option. **Property ID #1411. Available.**

**THOUSAND OAKS** – 4 fully eq ops., 1,023 sq. ft. suite located in a three story Medical/Dental building. Computerized with Intra Oral Camera & Digital X-ray. 100% cash. Approx. 15-20 new patients/mo. 3 ½ day/wk practice with 4 days/wk of hygiene. Projecting approx. \$983,281 for 2008. **BUYER'S NET OF \$267,102.** Property ID #1591.

**WEB SITE: WWW.CALPRACTICESALES.COM**

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**(NEW LISTING) HEMET** – 3 ops, 30 years in the area, recently purchased but needs to sell, works 1 day a week doing \$10,000/mo, motivated make offer.

**(NEW LISTING) YUCAIPA** – 3 ops, street frontage, great office, owner moving central Ca. - call for details.

**BANNING – GROWTH AREA** of Banning/Beaumont, (1) Assoc DDS, and 2 Hygienist, PPO/HMO Practice Averaging \$149,000 per month thru 8/08 (Collections+CAP) . 10 new patients each day, large monthly cap and high net income. Golden Opportunity may allow you to retire early. This is the One you do not Want To Miss Out On!

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**SANTA ANA-** Highly visible end unit Shopping Center Location at major intersection, newer equipment in 4 Ops, low rent, low overhead, grossing \$35K-\$40K per month.



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**CAUDILL & ASSOCIATES** (NEW LISTING) Hemet, CA. – 3 ops, good shape, doing average \$10,000 mo for 1 day a week, office been established there 30+ years, recently purchased but needs to sell, asking \$100,000. (866) 513-2869.

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**PRACTICE FOR SALE** LV-677 LAS VEGAS - Popular retail shopping center at busy intersection. 1680 sf office consists of 5 ops w/plumbing for 1 add'l op. \$550k Timothy Giroux, DDS/Broker 800.641.4179.

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**PRACTICE FOR SALE** #3109 – Pico/Wilshire near Hoover. P.T. G.P. Grossing \$100,000 – 100's of patient “Cash” - All Hispanic. 4 Op, 3 equipped. Rent \$1950. F.P. \$85k. Call P.P.S., (714) 832-0230.

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**680 CORRIDOR-WALNUT CREEK AREA:** - For Sale General Dentistry Practice. This practice is located in a stable, growing, affluent area. Collections for 2007 were \$593K with adjusted net income of \$225K, 61% overhead. Office has 990 sq. ft., 3 equipped ops., 4th available. Owner to retire.

**ALTURAS:** - For Sale - General Dentistry practice. 2007 collections were \$551,00 with adjusted net income of \$202,000 on 3 1/2 days a week with same number of hygiene days. Owner owns the building and has practiced in Alturas since 1985. Owner will consider selling building with the practice.

**FAIRFIELD:** - For Sale - Endodontic Practice and Condominium Unit. This endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq. ft. There are 4 equipped treatment rooms with an additional 5th room available. The 2007 gross receipts were \$885,000 with \$426K adjusted net income or profit. Owner will stay for transition to introduce buyer. Owner is retiring.

**FRESNO:** - For Sale - General Dentistry IV Sedation Practice. 2007 collections were \$1,250,00 with a \$450,00 adjusted net income. Seller is 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. The facility is 1,500 sq. ft. with 5 equipped operatories and 7 days of hygiene. Most new patients are referred by existing patients. Patient retention on this type of practice is very high. Call for details regarding this excellent opportunity.

**FREMONT:** - For Sale - General Dentistry Practice. This practice was established in 2004 with all new leaseholds and new equipment at a cost of approx. \$450K. There are 5 operatories total with 3 rooms presently equipped in 2,000 sq. ft. The sale price is mainly based on the payoff of the loans. This opportunity is ideal for moving an existing practice or as a start-up practice at a very reduced cost. The office is well designed and tastefully decorated.

**GRASS VALLEY:** - For Sale - This Periodontal Practice is located in a very desirable growing community. 2007 collections \$714K with adjusted net income of \$306K, 57% overhead. practice has been in its present location for the past 28 years. Office consists of 1,500 sq. ft. 3 ops, Intra-oral camera. Practice has 5 days of hygiene.

**GREATER TWIN CITY AREA NORTH OF SACRAMENTO:** - For Sale - General Dentistry Practice with building available. Practice located in its present high visibility location over 30 years. 1,800 sq. ft., 5 ops., 4 hygiene days. 2007 Collections over \$500K, with 53% overhead. Owner/doctor to retire.

**I-80 CORRIDOR:** - General Dentistry Practice. If you are looking for a small satellite office or if you want to pay a minimum amount as a start up practice this is a perfect opportunity. Approximately 450 to 500 patients in this 4-op office located in a Medical/Dental complex. Two rooms equipped. 1,100 sq. ft. Practice has operated in its present location for 17 years. 2007 GR were \$135,000. Asking price only \$125K.

**LINDSAY:** - For Sale - General Dentistry Practice and building available. This is a 5 operatoriy in approx. 3600 sq. ft. building office building. The practice consists of approx. 34%Medi-Cal patients. 2006 collections were over \$800,00. Easy Dental Software and intra-oral camera. Pictures of office building available with appraisal.

**MADERA:** - For Sale - General Dentistry Practice. 2,500 sq. ft. owner occupied building. 7 equipped operatories, Laser, Intra-Oral camera, Dentrix Software, with 12 days of hygiene per week. 2006 gross receipts \$1,102,942 with adjusted net income of \$455K. Owner would like to sell and work back a couple of days a week. Building also for sale.

**MADERA:** - For Sale General Dentistry Practice. Established 14 years ago. 2007 Collections \$449K, adjusted net \$192K, 56% overhead. 1,650 sq ft, 3 ops, intra-oral camera, digital x-rays, Eaglesoft software. 2 hygiene days. Owner moving out of state.

**MADERA:** - Building for Sale- (Includes small patient base.) This dental building consists of 1060 sq ft. It is fully plumbed for dental and the building is in good condition. Total Sale Price is \$275,000. This is a wonderful opportunity to own the real estate and start a new dental office with some patients for pennies on the dollar compared to other start up cost. Owner is deceased.

**MARIN COUNTY:** - For Sale- General Dentistry Practice. This is a compact 3 operatoriy office located in a medical/dental hub with ample parking. 2007 collections were \$370,000 with 62% overhead. There are 2.5 days of hygiene. Practice was originally purchased in 1980 and is still in its original location in this very affluent area. Owner is retiring.

**MODESTO:** - For Sale- General Dentistry Practice 1,568 sq. ft. office. Panoramic X-ray, 4 hygiene days, Intra oral camera, Eagle Soft software purchased in '04. Practice has been in same location for over the past 20 years. Collections 2007 \$601,000, 61% overhead. Owner Is Looking For Associate Buy-In, Will Consider a Walk Away Sale.

**MODESTO:** - For Sale- General Dentistry Practice. 2007 collections 687,642 with adjusted net income of \$259K. Practice overhead only 62%. This practice is located in highly desirable location consisting of 4 equipped ops. in 1,275 sq. ft. Office equipped with intra-oral camera, Digital Pano & X-rays, Dentrix software-purchased in 2006. Practice has operated at its present location for the past 30 years. Owner to relocate.

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**NORTHERN AND CENTRAL CALIFORNIA (con't)**

**NORTHERN CALIFORNIA/CENTRAL VALLEY:** - For Sale-General Dentistry Practice. Well-established practice has been located in its present location for the past 13 years. 2007 Gross Receipts over \$1 Million with an adjusted net income of \$572K with overhead of only 52%. Dentrix software in 4,000 sq ft, equipped with 4 operatories, panoramic xray. Possible sale of building in future. Owner would be willing to come back 1-2 days a week.

**NORTHERN CENTRAL CALIFORNIA:** - Periodontal Practice. This office consists of 2,000 sq. ft. in an excellent location. There are 3.5 days of hygiene. Office remodeled only 5 years ago. Office has been its present location for more than 25 years. 2007 GR were \$500K. Wonderful opportunity in a rapidly growing and desirable community. Owner is retiring.

**OROVILLE:** - For Sale- General Dentistry Practice. If you are a new Graduate or are looking to get away from the big city, you should look at this practice. Doctor has worked three days a week for many years and is ready to retire. 2007 Gross Production was \$343K with 98% collect. Office is modern, attractive, efficient, and computerized. 3 Ops-chairs, lights, and units are three years old. No HMOs or Govt. programs. All endo, perio, and most surgery referred out. Dr. reports over 1800 active patients with three days of Hygiene. Seller's interest in building is also available for sale. Eighteen mile away from Chico State University.

**PORTERVILLE:** - For Sale - General Dentistry Practice and building available. Practice was established in 1997. There are nine equipped operatories in 4,000 sq. ft. Patients base is mainly made up of Medi-Cal patients. 2007 collections were \$1,396,000 with an adjusted net income of \$605,000. There are 4 days of hygiene seeing 15 patients per day. Owner is moving out of area. Picture of the building are available with the appraisal.

**RED BLUFF:** - For Sale - General Dentistry Practice. This practice is located in a freestanding building on a bluff overlooking the Sacramento River. There are 8 ops. With 10 days of hygiene. Seller has practiced in Red Bluff for 36 years. 2007 collections were \$1,250,000. Bldg is also for sale with 100% financing available. Owner is retiring.

**REDDING:** - For Sale - General Dentistry Practice. Office space is 1,950 sq ft with 5 ops, Eagle soft software, 5 hygiene day. 2007 Gross Receipts \$615K. Owner doctor to retire. Owner started practice in 1963.

**REDDING:** - For Sale -General-This practice is located on the Sacramento River in Redding. 2007 Gross Receipts were 1 million with \$315K adjusted net income. There are five operatories in this 2,500 sq. ft. building. The practice reports 1,731 active patients and 14 new patients per month with 8 days of hygiene per week. The practice features Dentrix software, digital X-ray and digital Panolypse. Pictures are available. Doctor is retiring.

**ROSEVILLE:** - For Sale- Prosthodontic Office. The practice collections for 2006 were \$1,133,221.00 with adjusted net income of \$432K. There are 16 new patients per month. The practice occupies 1,933 sq ft with 5 operatories, and includes Eaglesoft dental software, Intra-Oral camera, and Digital X-ray. Owner is relocating.

**SOUTH LAKE TAHOE:** - For Sale - General Dentistry Practice. 2007 Collections \$534K. Office is 647 sq. ft. with 3 ops. Practice has been in its present location for the past 26 years. Owner to retire.

**TULARE:** - For Sale - General Dentistry Practice and building available. This 4 operator office is located in approx. 1,650 sq. ft. free standing dental building. Approx. 70% of the patient base is Medi-Cal. 2006 collections were \$541K. Easy Dental Software and Intra-Oral Camera. Pictures of office building available with appraisal.

**TURLOCK:** - For Sale - General Dentistry Practice. Located in a professional complex on a major thoroughfare. 2007 Collections \$663K adjusted net income of \$230K, with overhead at 65%. Practice has been in present location for the past 18 years. Office has 1,800 sq. ft. with 6 operatories, Panorex, FPC software and approximately 1,300 active patients. Owner to retire.

**SOUTHERN CALIFORNIA**

**CAMARILLO:** - For Sale - General Dentistry Practice. Great living in upscale coastal community. The practice is located in a professional complex near a hospital. Annual receipts have increased each year with 2008 projected at \$500K. Office involves 1,495 sq. ft. (leased) that is professionally decorated. There are 3 fully equipped ops with room to expand. Digital X-rays, Panorex & Intraoral Camera. Practice averages 12 new patients per month. Owner to retire.

**GOLETA/SANTA BARBARA:** - For Sale: General Dentistry Practice. High quality area. Practice has been located in its present location for the past 37 years. The office occupies 900 sq. ft., 3 fully equipped ops, Panorex, digital x-ray, Dentrix software. 2006 gross receipts 400K, adjusted net income of \$164K. Owner retiring.

**PASADENA:** - For Sale- General Dentistry Practice. 2007 Collections \$516K with an adjusted net income of \$162K. Office located in affluent location with renewable lease in 1,100 sq. ft. Office is equipped with 3 operatories, Panorex, and has 5 hygiene days. Practice located in a new location with all new leasehold improvements. Office is located near previous site. Office in previous location 41 years. Owner to retire.

**SHERMAN OAKS:** - For Sale - General Dentistry Practice. High end facility fully equipped with intraoral camera, Panorex, 8 ops., PracticeWorks software. Non amalgam philosophy, currently open 5 days a week. 2007 Gross Receipts \$896K. Building also for SALE- 3,000 sq. ft. Practice has been in its current location for the past 5 years. Owner doctor to retire.

**THOUSAND OAKS:** - For Sale - General Dentistry Practice. This practice features new equipment including Dentrix software, and digital x-ray with monitors in each treatment room. Practice has been in its present location for 24 yrs. Approximately 2,500 active patients with 11 new patients per month. 2007 annual gross revenues of \$658K-. Adjusted net income of \$395K.

**VENTURA:** - For Sale - General Dentistry Practice. 2007 Gross Receipts \$902,005. Located in large shopping center. Office space is 1,350 sq ft it has 4 operatories, Kodak software, intra-oral camera, Panorex and five hygiene days.

**YORBA LINDA:** - For Sale General Dentistry Practice. 2006 Gross Receipts \$773K with adjusted net income of \$287K only 62% overhead. 2000 sq ft with 5 equipped operatories, Dentrix software, laser, intra-oral camera, and pano. Entire staff certified in Invisalign.

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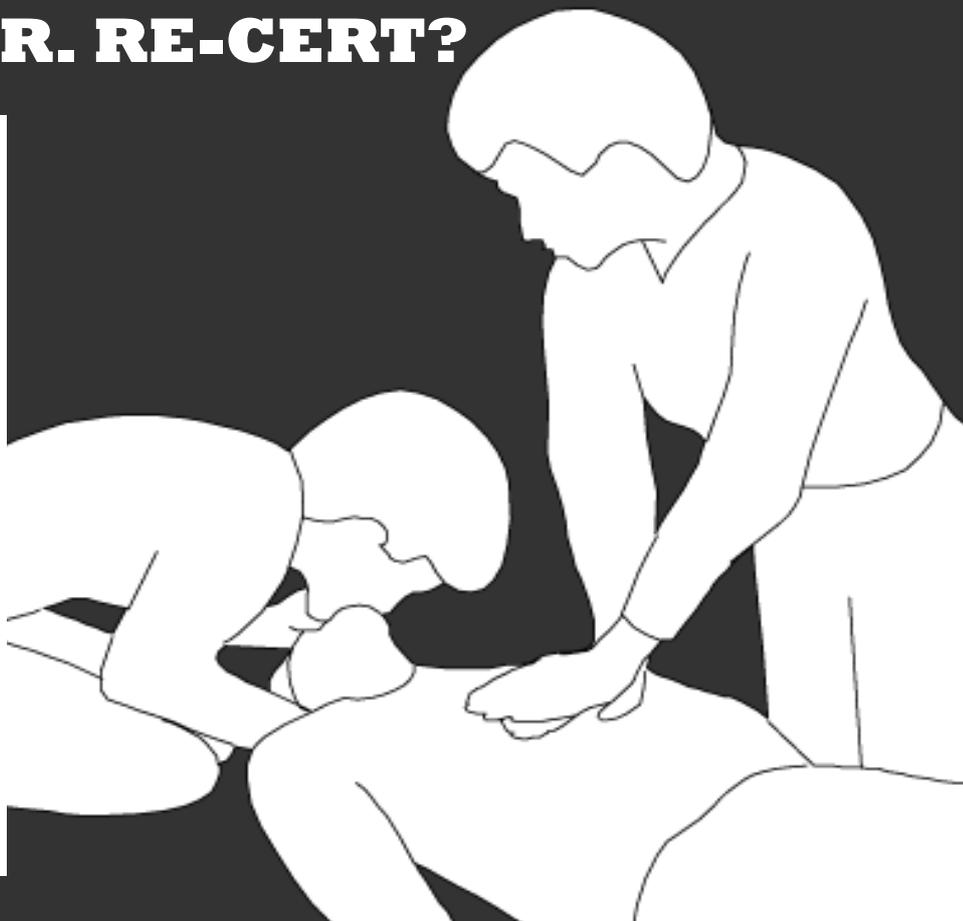
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## Current Listings

**INLAND SAN DIEGO COUNTY**  
Spacious, 6 op (5 equipped) GP. Building also available for purchase. Collections over \$671,000.

**COASTAL SAN LUIS OBISPO COUNTY**  
4 op (3 equipped) **PENDING** prominent strip mall location. Excellent patient flow, 18 years of goodwill.

**SOUTHERN SAN DIEGO**  
4 op (3 equipped) GP. Highly desirable area. Newly renovated building. Dental suite must be purchased with practice. \$530,000 collections.

**MODESTO**  
Stunning 5 op GP located in freestanding single-story building. State-of-the-art equipment. Collections over \$1,000,000.

**LOS ANGELES (Ortho)**  
3 equipped op (2 plumbed) orthodontic practice in a medical/dental building near a major freeway. \$296,000 collections on 2 1/2 doctor days/week, good net.

**CENTRAL ORANGE COUNTY**  
3 op GP in **SOLD** Orange County location. 12 years of goodwill.

**WESTERN SAN BERNARDINO COUNTY**  
4 op GP located in a dental complex. Stand alone building. Collections \$577,000+.

**LOS ANGELES COUNTY**  
Stunning 3,300 sq. ft. GP with 9 operatories. The doctor is relocating out of the area.

**SOUTH ORANGE COUNTY (Ortho/Pedo)**  
Beautiful, 7 op (6 open bay) ortho/pedo practice located in a nice area with unlimited potential.

**INYO COUNTY**  
3 op GP in **PENDING** desirable area with an abundant amount of **PENDING** additional opportunities. Free standing building also available.

**SOUTH L.A. COUNTY (Ortho)**  
Multi-location ortho practice with 51 years of goodwill. Opportunity to purchase the primary office suite. Collections exceeding \$424,000.

**RIVERSIDE COUNTY - Price Reduction!**  
Spacious, 7 op GP in a new medical/dental building. Strong patient flow & well trained staff. Collections over \$1,200,000.

**NORTH SAN DIEGO COASTAL COMMUNITY Price Reduction!** Spectacular 4 op GP. State-of-the-art equipment & plasma TV's. Collections \$959,000.

**EAST CONTRA COSTA COUNTY**  
4 op (3 equipped) **SOLD** dental practice. Stellar facility. Collections over \$340,000.

**MONTEREY COUNTY**  
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**CALIFORNIA CENTRAL VALLEY**  
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**CENTRAL SAN LUIS OBISPO COUNTY**  
Well established, 3 op GP located in a popular medical complex. Gross \$619,000.

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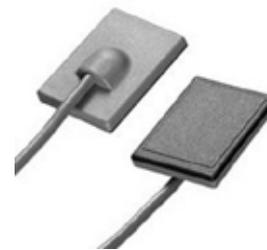
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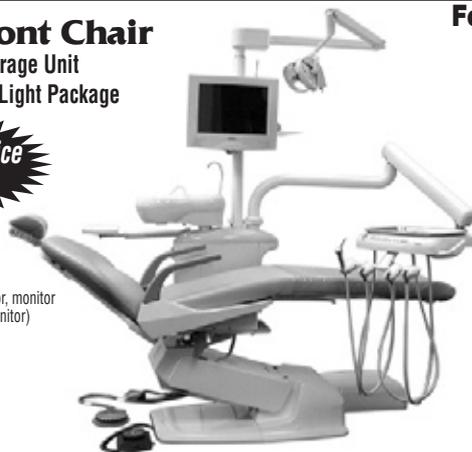
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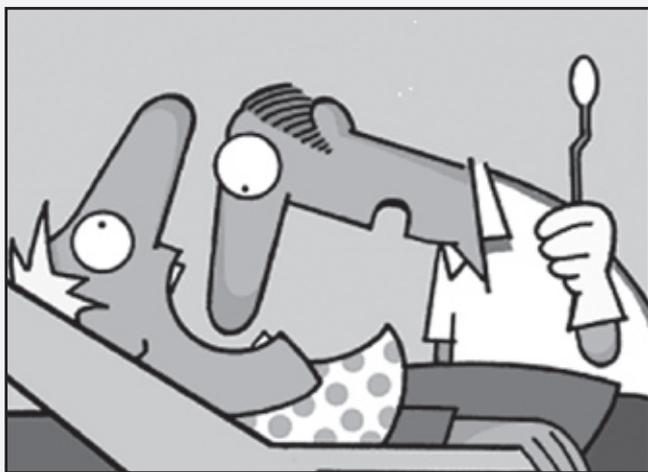
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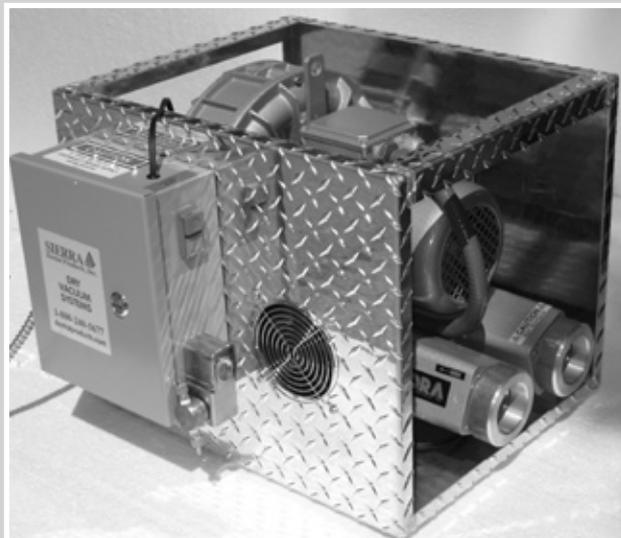
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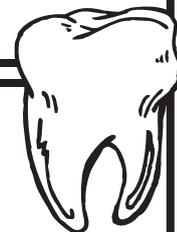
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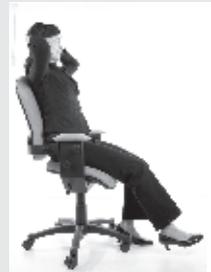
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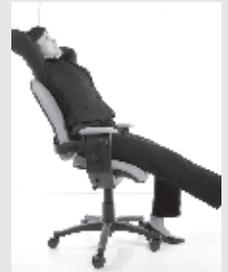
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**WEDNESDAY, APRIL 15**

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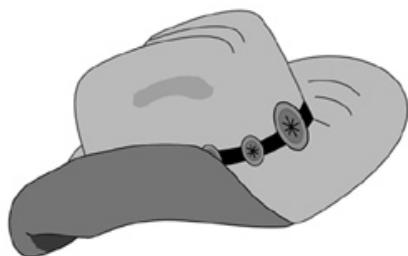
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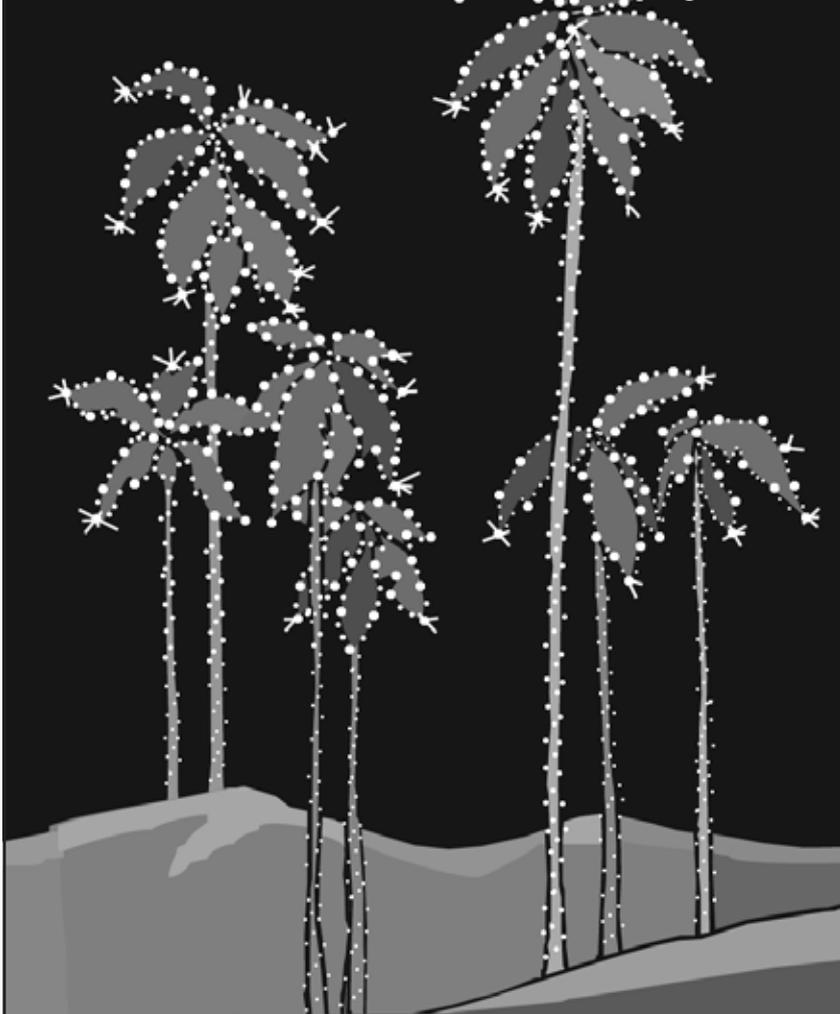
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**PRACTICE FOR SALE** #3125 – REDLANDS – Hi visibility - Shopping center. Beautiful 4 Ops newly renovated. Grossing \$60,000/mo. Great lease. Will gross over \$1,000,000 with full time Dentist within 18 months. Great lease for this 1,500 sq.ft. 4 Ops office, Rent \$3,093/month, 4 year + 4 year option. One digital X-ray has monitors in each room plus panellipse. 60% Private, 40% Medi-cal. Seller needs to sell to be near home 30 miles distant. Call P.P.S. (714) 832-0230.

**NEED A PRACTICE ACQUISITION LOAN?** 100% financing, Low fixed interest rates, No prepayment penalties. Call Professional Practice Capital at (800) 456-2779.

**SUNDAY CONTINUING EDUCATION SEMINARS**-by PDS applied clinical dentistry seminars at affordable prices. For further information please visit us at [www.pdsociety.com](http://www.pdsociety.com) or call 1-866-4-CALL PDS.

**VERY FAST** Jason Wood didn't take much of my time. Everything was perfect. Yes!! Gloria Nollie, D.D.S., Carmichael, California. (Wood and Delgado, 1-800-499-1474).

**OSHA REQUIRES QUARTERLY STAFF SAFETY MEETINGS** – Let O.C.P.I. take care of them for you. See O.C.P.I. ad this issue.

**SANDS OF KAHANA MAUI** Timeshare for sale. Excellent for annual family vacation, own 1 week each year. Beautiful propert with ocean view. 2 bedroom 2 bath with large living room & kitchen. Purchased 3 years ago for \$24K, asking \$14K or 40% off for quick sale. Call Patrick (619) 778-8542.

**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](http://www.dentaltrader.com). The first 20 words are free!

# THE Dental Trader

*Buy, Sell or Trade all things Dental*

## CHANGE OF ADDRESS FORM

Post Office Box 2631 • Capistrano Beach, CA • 92624  
 Fax 949 498 1198 • E-mail: [tradestaff@cox.net](mailto:tradestaff@cox.net)  
 Web: [www.thedentaltrader.com](http://www.thedentaltrader.com)

### Old Address

Dentist's Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

### New Address

Dentist's Name: \_\_\_\_\_

Calif. Dental License #: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Authorizing signature: \_\_\_\_\_

**Please mail to above address or fax this form to 949-498-1198 on or before the 1st of the month.**

**For faster filing, submit this form online at [www.thedentaltrader.com](http://www.thedentaltrader.com)**

**PRACTICE FOR SALE** VALENCIA 5 eq ops, 2,000 sq ft office California Practice Sales, Inc. Phone: 714-639-2775.

**STARTER PRACTICE IN 3 MAN SOLO GROUP PRACTICE LOCATED IN GOLDEN TRIANGLE OF BEVERLY HILLS. APPX. 500 ACTIVE CHARTS WITH 2 DAYS HYGIENE. TAKE A LOOK AND MAKE AN OFFER. [sreton@mac.com](mailto:sreton@mac.com).**

**"WHEN THE TIME CAME FOR US** to spend hundreds of thousands of dollars on our renovation project we needed a construction company that held a high set of standards. I trust CMM Construction; they provided us with quality workmanship. CMM is knowledgeable and easy to work with. We had specific requirements and CMM produced great results! I look forward to working with them in the near future." (949) 489-9393.

**DENTURE PRACTICE FOR SALE** Some General dentistry, High Net 100K at 1 or 2 days per week, Central Coast Area (805) 878-9790.

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# READER AD FORM FOR DENTIST & STAFF ONLY

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Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at:  
www.thedentaltrader.com or Fax: 949-498-1198**

Type or print ad copy clearly: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

This ad is for (check one):  So. Calif.  No. Calif.  So. & No. Calif.

### Reader Ad Rates:

- 20 words or less-*\*FREE* (\$1. per word thereafter-65 words maximum) \_\_\_\_\_
  - All Bold Type: Add \$10. ....(add option: \$10) \_\_\_\_\_
  - All Bold Type with Bold Border: Add \$15. ....(add option: \$15) \_\_\_\_\_
  - Black Box with Bold White Lettering: Add \$20. ....(add option: \$20) \_\_\_\_\_
- Total # of words (first 20 words free-add \$1. per word after first 20 words) \_\_\_\_\_

Total: \_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed  Visa/MC   
American Exp.

Card# \_\_\_\_\_

3 Digit Security Code (on back of card)  
\_\_\_\_\_

Exp. Date \_\_\_\_\_

**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc) **For Commercial Reader Ad Rates**, (to promote a business) please use form below.

Advertiser's Name: \_\_\_\_\_

Charge Card Billing Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Authorizing signature: \_\_\_\_\_

**Ads accepted by fax until the the 1st of the month. Ads submitted online accepted until the 7th of the month**

# COMMERCIAL AD FORM FOR BUSINESSES

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*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

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mail w/check or Fax submissions  
(accepted w/charge card payment only) to 949-498-1198.**

Type or print ad copy clearly: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

This ad is for:  So. Calif.  No. Calif.  So. & No. Calif.

### Bonus Feature Reader Ad Rates:

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  - All Bold Type: ....(add option: \$10) \_\_\_\_\_
  - All Bold Type with Bold Border: .... (add option: \$15) \_\_\_\_\_
  - Black Box with Bold White Lettering: .... (add option: \$20) \_\_\_\_\_
- Total # of words (first 20 words \$20-add \$1. per word after first 20 words) \_\_\_\_\_

Total: \_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed  Visa/MC   
American Exp.

Card# \_\_\_\_\_

3 Digit Security Code (on back of card)  
\_\_\_\_\_

Exp. Date \_\_\_\_\_

Name: \_\_\_\_\_

Charge Card Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Tel No.: \_\_\_\_\_ Fax No.: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month.**



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- 5946 - Sierra Foothill's, Jackson Area. Pay \$50k - make \$150k+ in profits after debt service first year. Collected \$265k in 07.
- 5947 - Southern Humboldt County's Garberville - \$65k buys practice averaging \$365k/yr in collections on 3 day week. 2 days of Hygiene. 80% Private pay.
- 5949 - Growing Sacramento Foothill community. Beautiful 6 op facility. 6.5 days/week of Hygiene. Large patient base.
- 5953 - Berkeley's Alta Bates Medical Village. Tracking \$485k in production with 2 day/wk owner. Strong profits. 5 day Hygiene schedule. Great 5 Op suite.
- 5954 - North Sacramento's Uptown. This is a goldmine. Established 42 yrs in same neighborhood. Virtually no competition. Refers out \$50k+ in Endo.
- 5955 - Southern Santa Clara Valley's Hollister. Great location. Owner works relaxed 28-hr week with 4 weeks off. 2008 tracking \$400k in production.
- 5956 - Sacramento's El Dorado Hills - Hi tech Dental office. \$140k acquires "turn key" high tech office" in upscale area. Fully computerized, networked, paperless and digital 6 year old 3 Ops office. Many recent upgrades. \$190k invested here.
- 5957 - Walnut Creek Managed care. Best location. Consistent \$790k/yr performer. Profits of \$175k on collections of \$377k first 6 mo. of 2008.
- 5958 - Tracy - 7 year old practice. \$150k invested here. Absentee owner. Projects \$390k in collections. Had done very well when Owner is here.
- 5959 - Sunnyvale - Collected \$1.46 mil for 12 mo's. 6 Ops with 7th avai
- 5960 - San Jose - Tracking \$2.75+ mil in 08' - 7 Ops. Great location.
- 5961 - Antioch - 2008 shall collect \$300k on 3 day week.
- 5962 - San Francisco's So. Bay. 2 office practice shall collect \$4.25 mil in 08'. Strong relationships with Unions. Excellent acquisition for growing Dental Management company.
- 5963 - Santa Rosa's Rincon Valley - Long established & housed in 3 yer old custom designed building. 4 equipped Ops, plumbed for 2 more.

**Prospective Buyers - For Hot Releases Submit your Resume by facsimile mail (714) 832-7858 or**

**E-mail [PPSincnet@aol.com](mailto:PPSincnet@aol.com)**

**PPS SO. CALIFORNIA - (714) 832-0230**

**Website - So. CA [www.PPSdental.com](http://www.PPSdental.com)**

- 1017 - Palm Springs/La Quinta area- Estab 40 yrs. New owner 14 yrs. Like new 9 Ops. Hi tech office. Grosses \$180k+/mo. Seller to work back for Buyer. Adding new DDS can achieve \$2.5mil first year.
- 1094 - 2 Practices near Bakersfield. Gross \$1,000,000+. Bargain.
- 3012 - Apple Valley area - HMO - \$20k Cap checks per month. R.E. in newly renovated office available at \$1.5k. Practice \$950k.
- 3022 - Riverside - G.P. Professional bldg. Grossing \$400K plus. 4 Ops. FP \$350k
- 3029 - Montebello/Whittier/Pico Rivera - Super hi identity location within super market shopping center with low rent. 6 Ops, 4 equipped.
- 3047 - Korean G.P. @ 101 & Vermont. Est 30+ yrs. Senior Seller refers out a lot.
- 3058 - San Bernardino area Practice. Across from large local hospital. 1,316 sq. ft., 3 operatories, 2 equipped. Office is modern with digital X-ray and camera.
- 3071 - CARLSBAD/OCEANSIDE - 100% - Perfect Practice. Goldmine in super high growth area of No. San Diego County. (Recent current developments multi million water desalification plant will stimulate many new jobs and homes). Est 18 yrs. Gross \$80k average/mo, last 12 mos. Hi visibility location. Sweetheart lease. 4 Hygiene days. Refers out most all Endo, O.S., Perio & Ortho.
- 3082 - Escondido Area - DDS Partnership on Sure - fire success.
- 3087 - No. Hollywood - Valley Village. Emergency sale. 3 Ops. Free standing building. Established many years. Gross \$400k+, F.P. \$260k. Make offer

ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA

- 3094 - Santa Monica/Palisades - Grossing \$400k+ in 3 days. FP \$350k.
- 3101 - So.O.C, HMO/GP. State of art equipped paperless office. Absentee Seller.
- 3108 - Palm Springs/Palm Desert GP. Grossing \$1.2mil. Gorgeous state of art. F.P. 50% \$600k or for 100% \$1,100,000
- 3109 - Pico/Wilshire near Hoover. PT GP Grossing \$100k. Hispanic area. 4 Ops. 100's of patients. "Cash". F.P. \$85k.
- 3114 - Orthodontist - Grossing \$800k, net \$400k. LA area.
- 3125 - Redlands. Hi visibility Shopping ctr. Beautiful 4 Ops. Grossing \$60k/mo.
- 3126 - Hemet - Shopping center. Some HMO - 4 Ops - First class.
- 3127 - Bakersfield-GP. Net profit \$500k plus first year.
- 3130 - Covina/Azusa - GP established many years. Shopping center. 1,500 sq. ft., 6 Ops, 4 equipped. Only \$2,500/mo rent. Thousands of autos pass daily. Hi identity corner. \$300k FIRM.
- 3131 - Anaheim. Est 40 yrs. 1,100 sq.ft., \$1,700/mo. 3 Ops, Ball Road at busy intersection. Grosses \$360k in a 2 day week. 30 patients per week. Panograph and Cepth paid \$50k.
- 3133 - South Bay - Grossing \$2,000,000 more volume available. By adding Specialties. Full Price \$2,500,000
- 3137 - Chino Hills. New shopping ctr. Absolutely gorgeous. \$450k make offer.
- 3139 - Riverside. Absolutely gorgeous. 5 Ops. Shopping ctr. Only \$375k
- 3140 - San Marino - Pasadena/Arcadia. Grossing \$850k. Est. 36 yrs. Classic Crown and Bridge. 6 Ops. 2,220 sq.ft. Free standing building on famous Bl.- busy intersection. FFS - w/ few PPO's. Full price \$900k.
- 3143 - Palmdale/Lancaster - Grossing \$50k- \$60k. \$1 million practice within 36 months. Fantastic location. \$550k
- 3147 - Fantastic Location. \$1 million for sure within 36 mo. Seller motivated.
- 3148 - So. Bay/Torrance area. PT time. \$15k/mo. Est. 10 yrs.
- 3149 - Riverside/Moreno Valley GP. Grossing \$1mil+. Group practice.
- 3150 - San Pedro - GP Established 27 yrs. Works 4 days. Cash, Insurance & PPO's. No Denti-cal, No HMO's. Refers out Molar Endo, O.S., Ortho. Hi visibility location. 1,700 sq.ft., 2 Ops digital Adec unit.
- 3157 - Specialist/s Wanted - to purchase or set up Practice - on terms that would provide handsome income. Anaheim Hills. Hi-visibility shopping center Location. Next to Starbucks. Gorgeous 4 Op office.
- 3758 - Glendale - GP on busy intersection. Full time D.D.S. Low rent. Bargain
- 3159 - Sunland - Near Fwy. Grossing \$200k+. Store front. Hi identity. 3 Ops.
- 3161 - Thousand Oaks - GP. in large shopping ctr. Gross \$500k+ refers out.
- 3163 - Coming Up! Beverly Hills - \$250k+. Est. 40 yrs. 3 Ops. Nice opportunity.

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100 years of combined expertise and experience!

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#111 - \$10,000,000 Possible. Starting 18 months from now. 2 Large Group practices within 15 miles of each other in LA. Now Grossing \$7.5 mil. Register your interest with your bank statement - Tom Fitterer

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Location \_\_\_\_\_ Grossing \$ \_\_\_\_\_

**I want to sell my practice.**

Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_ Mobile \_\_\_\_\_ Home \_\_\_\_\_

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