

THE Dental Trader

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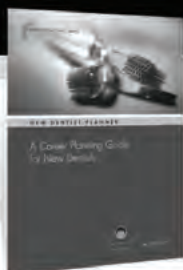
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Dental/Ortho Suite For Lease Foothill Ranch. Complete with TI's & Equipment. 2800 sq ft, \$ 1.90 NNN. 626/840-8060.

4 years old GP practice in Northern Orange County. collection over \$1million. Seller going to specialty. Real estate also available. samleedds@yahoo.com.

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Happy Holidays

FRESNO COUNTY

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

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

KERN COUNTY

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

LOS ANGELES COUNTY

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

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 approx. \$230K p.t. Can do more f.t.

CULVER CITY - Recently remodeled (3) op comp. G.P. on a main blvd w exposure/visibility. Digital x-rays. (2) new Belmont ops and (1) older Belmont op. Cash/Ins/PPO pt. base w minimal Denti-Cal & no HMO's. Gross Collect \$425K+/yr. Lower overhead office with high net. Seller returning to specialty school. **NEW**

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

HUNTINGTON PARK - (4) op G.P. located in a strip ctr w good signage/visibility & parking. Cash/Ins/PPO/Denti-Cal pts. Gross Collect \$230K+/yr p.t.

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

NORTH HOLLYWOOD - (4) op Turnkey Office with patients. (2) ops eqt'd, (2) additional plumbed. Located in a grocery store anchored Shop Ctr with excellent exposure, visibility and signage. Heavy foot traffic with many walk ins. Cash/Ins/PPO and some Denti-Cal. Seller working only part time schedule. This practice can do \$400K-\$500K with some advertising and more hours. Seller retiring. **PENDING**

RESEDA - (4) op G.P. w an x-ray room. (2) ops eqt'd, (2) additional plumbed. 10-12 new pts per mos. Pt. base is Cash/Ins/PPO and small amt of Denti-Cal. Gross Collect \$230K+/yr. p.t. Low overhead/high net. Seller retiring. **NEW**

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

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

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

RIVERSIDE COUNTY

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

ORANGE COUNTY

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

SAN BERNARDINO COUNTY

HIGHLAND - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **SOLD**

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 Eqt. Open 1 1/2 years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **Price Reduction. SOLD**

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. 2009 Proj. Gross Collect \$475K.

VENTURA COUNTY

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

WESTLAKE VILLAGE - Turnkey Office in a desirable upscale area, on the outer perimeter of a prof. bldg. Excellent exposure, visibility & signage. Drop dead gorgeous w marble floors, travertine counter tops, vaulted ceilings, & many designer touches. (3) ops of newer eqt. Computer networked & has digital x-rays. Sale includes dental eqt, furniture, fixtures, leaseholds & rights to the office lease.

NORTHERN CA

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

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

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

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PRACTICES FOR SALE – December, 2009

Attention SELLERS: We have many qualified Buyers desiring to purchase a practice in San Diego County. Call today for a complimentary consultation.

GENERAL SAN DIEGO-CARMEL MOUNTAIN-JUST LISTED! Twenty year plus established **GENERAL** Practice located in Retail Center across from Costco and Home Depot. Residential neighborhoods throughout the area. 5 equipped Ops in approx 1600 sq. ft. Patient base of approx 50% Ins, 40% PPO, 10% Self-pay.

SOLANA BEACH-NEW LISTING! TENANT IMPROVEMENTS & EQUIPMENT. Approx 1000 sq. ft. office in single story Prof Bldg. near 5 freeway. 3 equipped Ops plus Panorex. Asking only \$65K plus **OWNER MAY FINANCE!**

UNIVERSITY TOWNE CENTER-NEW LISTING! Beautiful and tastefully decorated, 7 Ops in approx. 2800 sq. ft. office in Professional Bldg. **TENANT IMPROVEMENTS & some EQUIPMENT.** Turn-key facility to relocate your practice. Perfect for Specialty +/- or Group! Offered for only 150K!!

SAN DIEGO-MIRA MESA-NEW LISTING! GENERAL Practice with 3 Ops, situated in strip center. Satellite office. Located on busy street in residential neighborhood.

SAN DIEGO-CARMEL VALLEY-Seller relocating his practice. **TENANT IMPROVEMENTS & EQUIPMENT.** 5 Equipped Ops. + 1 Plumbed in approx 1724 sq. ft. Turn-key Opportunity in Outstanding LOCATION!! Offered for 95K for quick sale. **SELLER MAY FINANCE!!**

SAN DIEGO-OCEANSIDE/CARLSBAD- NEW LISTING! Very well established high-tech **GENERAL** Practice. 5 Ops in 1875 sq. ft. Pelton & Crane chairs and delivery 3 years old. Completely computerized. Newer ADEC Sterilization Center. Excellent location in Professional Bldg.

SAN DIEGO-CHULA VISTA-EASTLAKE-ORTHODONTIC Practice established 2 years as satellite. **GORGEOUS** Office in Prof Bldg (several Gps in immed area) 5 treatment Ops, 1 private exam Op. Planmeca digital Pan-Ceph. Large windows with pleasant view. Once in a lifetime "turnkey" opportunity with existing cash flow!!

TEMECULA-NEW LISTING!!-Six year established **GENERAL** Practice comprised of Insurance, Cash and PPO patients. 25-30 new patients per month! Situated in close proximity to freeway, Mall and Old Town. Spacious 2400 sq. ft. Office with 8 Ops (4 equipped).

SAN DIEGO-EL CAJON-General Practice (which also does implants) available. 3 equipped Ops plus 1 plumbed in approx 2200 sq. ft. Freestanding building with signage. Collected 551K in 2008. Practice is offered for 460K. **BUILDING also FOR SALE for 600K.**

SAN DIEGO-CHULA VISTA-EASTLAKE-Three Year Young **GENERAL** Practice available. in major GROWTH AREA. Comprised of 5 Ops (3 equipped with dental cabinetry, 2 plumbed) in approx 1660 sq.ft. GREAT Opportunity to acquire a newer, built-out office. Patient base made up of PPO, Cash and CAP. REDUCED to only 150K!!!

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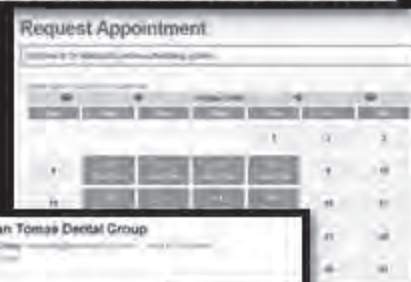
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- **DIXON:** For Sale-General Dentistry Practice. '08 collections were \$122,894. 3 op 1,100 sq. ft. office. Owner has relocated out of state and is motivated. Good opportunity to build a practice in a growing community near Davis, CA. #14265
- **EL SOBRANTE:** For Sale-General Dentistry Practice: Ideal for recent grad or DDS looking for satellite practice. 3 ops. w/potential of 5. '08 receipts \$350K, adj. net income \$124K. 3 days of hygiene. Pano, Easy Dental software. 1,300 sq. ft. Seller is retiring after 35years in same location. #14302
- **FRESNO AREA:** For Sale-Exceptional General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467 in 2008 \$798K adj. net income. The office has Dextrix, Laser, Intra-oral camera, digital x-ray and Pano. Bldg. may be avail. for sale. Owner is retiring. #14283
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- **GREATER AUBURN AREA:** For Sale-General Dentistry Practice 7 Dental Building. Outstanding opportunity to purchase well established, very successful, 4 op Fee for Service practice. 1,800 sq. ft. dental bldg. in the Sierra Foothills. No PPO or HMO. '08 Collections \$763K on 3.5 days with 5.5 days of hygiene. Owner is retiring. #14304
- **MODESTO:** For Sale- General Dentistry Practice. 2008 Collections \$1,097,000 adjusted net income of \$350,543-No Medi-Cal. Office space is 3,580 sq ft, Laser, Intra & Extra-oral camera, and Pano. Office is open 5 days a week, 3 hygiene days. 2 or 3 dentist could work together comfortably in this facility. 10 years in same location. #14289
- **NO. CA WINE COUNTRY: ENDO PRACTICE** For Sale- '08 GR 958K adj net \$673K 4 Ops, 1,500 sq ft. Overhead 29% Owner to retire #14296
- **PALM SPRINGS:** For Immediate Sale - General Dentistry Practice. 2008 Gross Receipts \$906K with adj. net income of \$346K. Highly desirable location with 4 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
- **PORTERVILLE:** For Sale-One of two partners is retiring in this highly successful General Dentistry Practice. '08 Receipts \$2Mil. adj. net \$1,257,000. 2,000 sq ft 6 ops. Intra-Oral camera, Pano, Dextrix. 10 days of hygiene. #14291
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- **REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. '08 GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO: FOR IMMEDIATE SALE DECEASED DENTIST** - General Dentistry Practice. 2 ops. 17yrs. present location '07 GR \$763K with adj. net of \$263K w/65% overhead. Bldg. also for sale. Owner deceased.
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- **SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
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- **SOUTH LAKE TAHOE:** For Sale-General Dentistry Practice. Office is 647 sq ft 4 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- **YUBA CITY/ MARYSVILLE:** For Sale-General Dentistry Practice w/Bldg avail. Practice located in present (great) location over 30 years. 1,800 sq ft 5 ops 4 hygiene days. Owner to retire. #14273

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BAY AREA

A-6781 SAN FRANCISCO - Established in 1993. New equipment-hardly used. VIRTUALLY NEW practice! 1,000 sf/3 ops. **\$65k**

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

A-807 SAN FRANCISCO-Well-known Medical/Dental Prof Bldg. Heart of dwntrn fin. Dist. Quality, state-of-the-art practice. 800sf & 2 ops w/ plumbing for 1 add'l. **\$250k**

NEW! A-817 BELMONT- Surrounded by dental specialties in a 2-story Prof. Bldg w/ easy access to public transportation. 860sf w/ 2 ops & plumbed for 1 add'l. **\$210k**

NEW! A-829 SAN FRANCISCO Facility- Attractive Office w/traditional décor. 1600sf & 2 fully equipped ops. Priced at only **\$49k**

B-755 BRENTWOOD FACILITY - Med. Prof. Bldg. Health care/comm. area. 1,500 sf/2 ops & plumbed for 1 add'l **\$375k**

B-757 SAN RAMON- One of the best planned, spacious offices we've seen! Located off Crow Canyon near the freeway in busy retail shpng ctr. "Like new" office is 2,800sf w/ 2 fully equipped ops. Plumbing for 8 total **\$295k**

B-7881 TRI VALLEY, CA - Facility Only - Location, Location, Location! 1070 sf, 4ops, ADEC chairs and equipment. Fully networked Dentrux computers. **\$400k**

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

C-7361 SOLANO CO-FFS GP in thriving community! Spacious 2264 sf 6 op office near Yacht Club & Marina. **\$375k**

C-787 SANTA ROSA - GP in very desirable area. 1700 sf , 4 fully equipped ops. Gross over \$300k last year! Write your own success story here. **\$150k**

BAY AREA CONTINUED

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

C-809 VACAVILLE- Relaxed workweek! Stable patient base. Well-maintained, single-story Dental Prof. Bldg on major steet. Desirable Area. 1,500 sf / 4ops **\$150k**

NEW! C-820 VALLEJO- Strong, loyal patient base growing by word-of-mouth referrals. Located in popular & busy Shopping Plaza w/ excellent signage, visibility, freeway access & heavy foot traffic. 1,500 sf & 4 ops **\$395k**

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

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

NEW! D-815 HAYWARD-Give your marketing a little attention and increase the relaxed work schedule then watch this practice grow! 2-story Med Prof. Bldg. 3 ops. **\$140k**

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

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

NORTHERN CALIFORNIA

E-680 FOLSOM - Seller leaving behind all equipment & improvements! 2143 sf, 2 ops & plumbed for 4 add'l. Seller Will Consider ANY Reasonable Offer! **ONLY \$150k**

NO. CALIFORNIA CONTINUED

E-748 SACRAMENTO -Convenient location. 820sf/2ops. Plumbed for 1 add'l. **\$65k**

E-729 AUBURN - Busy retail shp ctr w/ excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 4ops. Plumbed for 2 add'l ops **\$300k**

E-795 SACRAMENTO - This Highly esteemed FFS practice offers 1100sf and 5 fully equipped ops in Dental Prof Bldg. Just Beautifully remodeled with upscale sophisticated décor. **\$795k**

E-7121 SACRAMENTO AREA - Largely FFS. 1800sf, 4ops (+2 add'l plumbed). Highly visible, 2-story Prof bldg. **\$775k**

E-782 ROSEVILLE-FACILITY- Spacious 1,850sf office. Open Bay w/4 chairs. Busy Pedodontic Practice in same building! **\$50k**

E-808 SACRAMENTO-Quality Practice. Major Thoroughfare w/easy access. Free Standing Med. Prof. Bldg. 1000sf & 3 fully equipped ops **\$200k**

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

NEW! E-821 Facility SACRAMENTO- Attractive office—traditional décor. Well-maintained, highly visible, single-story bldg. Great area. 1,400sf, 3ops. Plumbed for 1 add'l op **\$60k**

F-7651 COASTAL EUREKA AREA-Near Thriving University. Vibrant student/staff population. Seller retiring. 2700sf, 6 ops. **\$515k**

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

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NO. CALIFORNIA CONTINUED

G-761 CHICO-Seller retiring! 1000+ sf w/3 ops. Attractive Med Prof Bldg. Vibrant community **\$150k**

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

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

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

CENTRAL VALLEY

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

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

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

NEW! I-823 MODESTO-Digital Ready Network. State of the Art GP. Superb Locale in busy desirable area. 2550 sf & 6 ops. **\$400k**

NEW! I-838 MODESTO- Retail Shopping Center adjacent to a popular Supermarket, drawing walk-in patients from traffic flow & word-of-mouth referrals. 1,200 sf & 4 fully equipped ops **\$395k**

J-733 TULARE/VISALIA-Desirable commercial area surrounded by schools, hospital & building complexes. 4 ops. **\$400k**

J-801 FRESNO— Facility. ~ 1300sf and 4 ops. Traditional Décor. **ONLY \$55k**

NEW! J-828 FRESNO - Attractive Corner Prof bldg w/ excellent visibility. 2,120 sf & 5 fully equipped ops **\$585k**

SOUTHERN CALIFORNIA

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

K-741 SANTA MARIA- Spacious ops and picturesque windows capturing scenic views. 1,200+ sf/3 ops + 1 add'l **\$425k**

K-762 INDIAN WELLS— Well Respected practice w/loyal patient base. Newly remodeled, 1400+ sf, 5 ops **\$550k**

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

K-805S SANTA MARIA - State-of-the-art, fully computerized, paperless office w/ digital x-rays. 1,450sf **REDUCED to \$175k**

NEW! K-827 STUDIO CITY-Highly esteemed, 4 op fee-for-service practice setting the bar for excellence! Nearby Beverly Hills, West Hollywood, Westwood **\$615k**

K-805G GROVER BEACH- Draws tourists with its moderate coastal climate, drive-on beach, dune hiking, fishing, clamming, golfing, horseback riding, & wine tasting. Remodeled office is 1,250sf w/4 ops **\$225k**

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

NEVADA

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

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

LV-791 LAS VEGAS - Low Cancellations and High Collections! 12-20 pats/day. 1900sf with 4 fully equipped ops + plumbed for 1 add'l. **Call for More Information \$325k**

LV-565 LAS VEGAS - Nice Prof bldg. 3200 sf w/8 ops in growing Rainbow/Sahara Area. Great Area w/ lots of potential. **\$395k**

NEVADA CONTINUED

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

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

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

SPECIALTY PRACTICES

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

C-6821 SOLANO CO. PROSTHO- Personalized treatment in warm caring environment. 1040 sf with 3 fully equipped ops. **\$390k**

E-742 ROSEVILLE ORTHO FACILITY 1,850sf w/ Open Bay & 4 chairs ***Strong referral base w/ busy Pediatric Practice in same building! NOW ONLY \$50k**

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

B-7851 EAST BAY ORTHO - LOCATION is Superb! 35-40 pats per day. Prof Dental Plaza. 1380 sf / 6 chairs **\$450k**

C-7841 W CO.CO. COUNTY—ORTHO - Well established—35-40 patients per day. Busy Plaza Setting near local Middle and High Schools. ~ 1350 sf & 6 chairs in open bay. Just off I-80 corridor. **\$400k**

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

NEW! E-822 EL DORADO HILLS/PLACERVILLE -TWO Amazing **PERIO** Gross for 2008 was over \$900k! 965sf, 4 op office in EDH and 1000 sf, 4 op office in PV. Strong referral base, excellent recall system & seasoned staff. **Both offices: \$495k**



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8 CE Units

Rob Vies, DDS

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Includes Breakfast & Lunch

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Saturday, November 7, 2009



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8 CE Units**

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Moderator: Robert Garfield, DDS**

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For online registration, go to www.cagd.com

Registration Form

Name _____ AGD # if member _____

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Fax _____ E-Mail _____ Course Date _____

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**Mail or Fax Registration to SCAGD c/o Robert E. Garfield, DDS,
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Palm Desert Perio Practice Good location 1000 sq ft office, 3 ops, Production in 2008 \$500,000 on 3 day work week, looking to retire. 760/568-3421.

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*Timothy G. Giroux
DDS/Broker*

ASK THE BROKER

Question:

What can I do as a buyer to help me in my negotiations with a Seller?

Stan K., DDS

Last Month, we talked about some of the obvious things you can do to ease your negotiations with a Seller. This included putting your best foot forward with the Seller the moment you first meet. If you convince the Seller that you will preserve the patient and staff relationships, the Seller will be more comfortable selling the practice to you. We also pointed out that it may **not** be in your best interest to share any of your negative thoughts about the practice with the Seller directly. Share those concerns with the Broker at a later date.

Notwithstanding the above, many Sellers will state that it is not all about the money when choosing their successor. While this may be true in some cases, my experience shows that the highest bidder usually wins the prize. However, many Buyers do not step back and look at the situation from the Seller's viewpoint.

Say you were selling a house and had two interested Buyers. The first Buyer thoroughly looked at the house with all its flaws and was genuinely excited about the house and looked beyond the leaks in the roof. The second Buyer looked at all the flaws and immediately started pointing them all out and what it would cost to fix them all.

Let's say the second Buyer makes the highest offer. Who do you think the Seller would prefer to work with? The Seller will naturally negotiate with the more cooperative party to have them meet or beat the higher offer. In my experience, the more cooperative Buyer *will* usually increase their offer.

What just happened? The market ultimately determined the price as the serious Buyers will meet the market value, and the Seller will pick the Buyer they perceive will be easier to deal with. While this scenario may not happen outside the big cities, the Buyer who puts their best foot forward from the start will usually enjoy a smoother transition and a more successful future in the practice.

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

Questions? Email them directly to *Timothy G. Giroux, DDS* : wps@succeed.net or Call 800.641.4179

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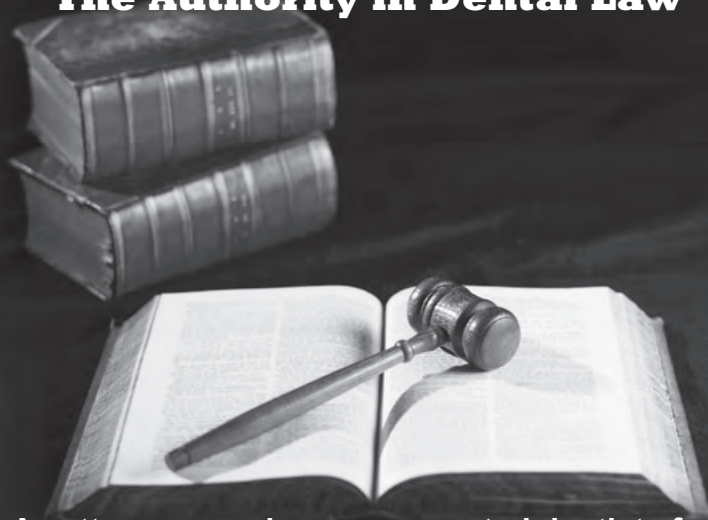
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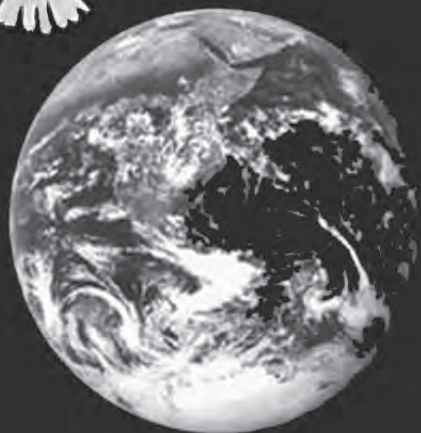
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Buy, Sell or Trade all things Dental

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**Submit this form online at: www.thedentaltrader.com,
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Buying or Selling a Dental Practice?

5947 SOUTHERN HUMBOLDT COUNTY'S GARBERVILLE

Collected \$315,000 with \$103,000 in Profits. FP \$65,000.

5964 SANTA ROSA'S DOCTOR'S PARK

Best location. 3-Op digital office. No goodwill. 1/8th ownership in building + equipped suite. FP \$200,000 with terms.

5973 ORAL SURGERY PRACTICE - CALIFORNIA SIERRA NEVADAS

2008 realized \$615,000. No competition, great country lifestyle.

5975 GROWING NORTHEAST SACRAMENTO FOOTHILL COMMUNITY

Well performing & soundly entrenched practice seeks full-time Owner. Without any marketing, practice grew in 2008 with 2009 continuing trend. Tracking \$1.1 Million. 2008 realized \$357,000 in Profits. Full-time Owner could have made \$415,000+.

5976 REDWOOD VALLEY'S UKIAH

Located 1-hour north of Santa Rosa. On relaxed pace, 2009 tracking Production of \$475,000. Yet, more here than being harvested. 2008 Produced \$562,000 & collected \$522,000. No Pedo, Endo, OS. Lots of fillings starting to fail.

5977 ORTHO - SOLANO COUNTY

Great starter practice or second office. Owner's out-of-area practice dictates part-time attention here with practice tracking \$335,000. Has done \$500,000+ with more attention. Motivated Seller.

5978 STOCKTON

Consistent Mid-\$700,000 per year performer with Absentee Owner. Hands-on Successor shall do better with focused attention and dedication. Beautiful office and great location. All Ops are computerized.

5979 SAN JOSE

Located on Blossom Hill Road, right off Highway 85. Practice being made available by retiring Owner. 2009 tracking \$540,000+. 20+ new patients per month. 4-Ops. No advertising.

5980 LAKE TAHOE

Big City Practice in Tahoe Paradise. 2009 tracking \$950,000+ with Profits of \$500,000. 2008 collected \$970,000. Attractive facility. This is a rare opportunity.

5983 ANTIOCH

Practice seeks a Successor who can devote more attention here. Tracking \$325,000 in 2009 on reduced schedule due to other commitments. Realized \$390,000+ in 2008 when Owner focused more attention here.

5984 SOUTH OAKLAND

Highly respected practice. Surrounding area consists of diverse cultural mix and make-up of blue & white collar. Great location. 2009 shall collect \$440,000. No competition. Insurance and private pay only.



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