

THE Dental Trader

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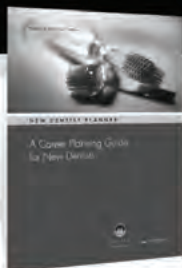
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Cerec 3 for sale almost new, call or email for more information LAesthetic@gmail.com 310-350-5763.

Endodontist needed in LA and Orange county, by appointment, please send resume to 626-821-6060.

Office for sale no patients, in Van Nuys, 3 fully equiped ops., all the supplies and instruments. \$37000K. 818 264 6962.

Need a GP for sat to do light operative and hygiene in north hills. send resume to 805-230-9218.

Experienced Dental Office Manager seeking for a F/T where I could utilize my managerial skills. (562)965-8417 or salangel81@yahoo.com.

Looking for part time work RDA with over 28 years of exp. Kern County area. Shelly Eskew 661-487-5081.

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

Endodontist needed in Anaheim, immediately, Please fax resume to 866-583-7786 or 714-821-1721.

Looking for a friendly experienced office manager for Torrance office. Bilingual preferred. Call: 626-277-5250.

PRACTICE FOR SALE #3172 – BUENA PARK – 3 Ops. Beautiful office. New shopping center. Full Price \$350,000. Call PPS (714) 832-0230.

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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 eqt, 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.

D&M SERVICES:

- Practice Sales & Appraisals
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- Pre-Death and Disability Planning
- Pre-Sale Planning

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 1/2 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

LAMESA #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 Pedo, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2008 Gross Collect \$540K+.

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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GP 5 yrs experience Looking for Saturday and Sunday proficient in Molar endo and Surgical Ext's. CV references available 323-333-6080.

SAN JACINTO (HEMET AREA) (4) op computerized G.P. for sale. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Projected Gross Collect \$450K+ on a (3) day week. D&M Practice Sales 818.591.1401 License # 01172430.

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PRACTICE FOR SALE #3170 - Temecula - Sr. GP. - Established 8 years. Old Town. Grossing \$200k plus. Low overhead. Rent \$1,770/mo. Shopping center. 3 Ops. Lots of foot traffic. Lots of ways to build this practice. Full Price \$110,000. Call PPS (714) 832-0230 MAKE OFFER.

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ORTHODONTIST Needed to work part time in West Los Angeles & S.F. Valley dental offices. Contact Nancy (310)571-3000.

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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).

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CENTURY CITY PRACTICE FOR SALE: Well equipped office with six operatories. The practice is fully computerized with digital x-ray, newer equipment, plus exceptional views of the city. Practice is collecting an average of \$50,000/month this year with an average monthly net income of \$20,000. Seller works 2 1/2 days per week with 2 days per week of hygiene. Potential for significant growth with a full time owner. Seller has another practice which limits his availability in this office. Asking \$350,000.

BEVERLY HILLS PATIENT RECORDS FOR SALE: Seller is going to graduate school in June and is available to facilitate a very smooth transition to your practice location. The practice is located on Wilshire Blvd. in Beverly Hills in subleased space. There are 670 patients on active recall with current collections in 2009 of \$25,000/month. Seller has been in practice at that location since 2006. Asking \$95,000.

PALM SPRINGS AREA PRACTICE FOR SALE: Unique opportunity!! This practice is located in a free standing, highly visible, corner location on a main thoroughfare. The office averaged 40+ new patients per month last year with minimal advertising. Seller works 2 1/2 days per week and has an associate two additional days per week (associate would like to stay on). Practice collects over \$930,000 per year with no Denti-Cal and no capitation. Net income without the associate is over \$385,000 per year for 4 1/2 days per week or with the associate the net income is over \$300,000 per year for 2 1/2 days per week. The office has a full crown and bridge lab and a full denture lab with 6 newer restorative operatories and 3 prosthetic operatories. Motivated! Asking \$670,000. – **SOLD at Full Price**

SHERMAN OAKS PRACTICE FOR SALE: Located in a small shopping center, this office has four equipped operatories in 1,700 square feet. No Denti-Cal. Seller works two days per week and collects \$12,000 per month including capitation checks averaging \$2,000/month. Asking \$110,000. – **PENDING at Full Price**

CHATSWORTH GENERAL PRACTICE FOR SALE: Established practice located in a retail center is collecting over \$54,000 per month this year with a net income of \$13,500 per month. The practice collected over \$640,000 in 2008. No Denti-cal. Seller works half time and has two days of hygiene per week. Six operatories (one is brand new) with panoramic x-ray, digital x-ray, and full computerization. Asking \$550,000.

BAKERSFIELD CLINIC PRACTICE FOR SALE: Outstanding corner location with tremendous visibility. This long established practice has collected over \$2.1 million per year every year for the past five years with an owner's net income of over \$1,000,000 per year. Eight equipped operatories plus three additional that are partially equipped and one additional that is plumbed but not equipped. Cerec, digital x-rays, panoramic x-ray, full computerization with Dentrix software. Full dental lab with technicians. Five days of hygiene per week. No associates. 65 new patients per month. No Denti-Cal, no capitation. Seller is retiring. Asking \$1,500,000. – **PENDING at Full Price**

WESTLAKE VILLAGE PRACTICE FOR SALE: Holistically oriented, fee for service practice collects over \$900,000 per year with a net income of over \$400,000. No Denti-Cal, no HMO, no advertising, no evenings or weekends. Seller refers out all endo, all oral surgery and all ortho. The practice uses three different lasers, has digital x-rays and is fully computerized. Seller works four days per week and has six days per week of hygiene. Seller will stay for a transition, if desired. Asking \$600,000. – **SOLD at Full Price**

FOUNTAIN VALLEY GENERAL PRACTICE FOR SALE: Forty years of goodwill! This office has a very stable patient base with over three days per week of hygiene recalling 35+ patients per week. Five equipped operatories with older equipment. No Denti-Cal, no capitation, no evenings, no weekends. Three and one-half days per week. The practice collects \$640,000 per year with a net income of \$255,000 plus per year. Currently, the practice is averaging over \$53,000 per month in 2009 with a monthly net income of over \$25,000 per month. Seller is retiring. Asking \$550,000. – **SOLD**

MID CITY LOS ANGELES CLINIC PRACTICE FOR SALE: Premium corner location at a signalized intersection with a huge daily traffic count. Huge sign. 120 new patients per month with nominal advertising. Collects \$1,000,000 plus each year. Twelve equipped operatories of older equipment. \$6,000/month in capitation payments. 40% Denti-Cal. One fulltime associate. Seller wants to retire – Motivated. Asking \$495,000.

SANTA MARIA/ORCUTT PRACTICE FOR SALE: Collecting \$280,000 per year on three days per week. Two equipped operatories with two additional operatories that are plumbed but not equipped in a free standing building. Rent is \$3,000 per month for 2,000 square feet. No Denti-Cal, no HMO, no marketing, no evenings and no weekends. Seller refers most specialty procedures. Good potential with the right buyer! Seller is retiring. Asking \$110,000.

SANTA CLARITA VALLEY MANAGED CARE PRACTICE FOR SALE: Established for over 35 years, this practice collects over \$1.2 million per year with a monthly capitation check of \$11,000. Net income is over \$350,000/year. No Denti-Cal. Six and one-half days per week of hygiene. 59 new patients per month last year. Located in a shopping center, this office has eight equipped operatories with a panoramic x-ray unit. The equipment is old, but still very functional. Asking \$950,000. – **SOLD at Full Price**

THOUSAND OAKS GENERAL PRACTICE FOR SALE: Located in a shopping center, this office has excellent visibility and good new patient flow. Practice collected over \$720,000 in 2008. This is truly a lean and mean practice with a net income of over \$400,000 in 2008. No Denti-Cal, no capitation. Four operatories of three year old equipment. One additional operator that is plumbed, but not equipped. This practice has great potential for continued growth. Asking \$550,000. – **SOLD at Full Price**

BRENTWOOD ORTHODONTIC PRACTICE FOR SALE: This office has great views to the coast and great potential for the right buyer. Collections of \$235,000/year on 2 1/2 days per week. Seller is retiring after 33 years in practice. Three chairs in a bay with one additional chair in a private operator. Approximately \$105,000 in contract receivables. Asking \$150,000.

SYLMAR CLINIC PRACTICE: Shopping center location was built in 2001 with five fully equipped operatories plus three additional operatories that are plumbed but not equipped. Excellent visibility. Practice is predominantly Denti-Cal. Seller must sell. Very motivated as anyone can tell from the asking price. Asking \$110,000.



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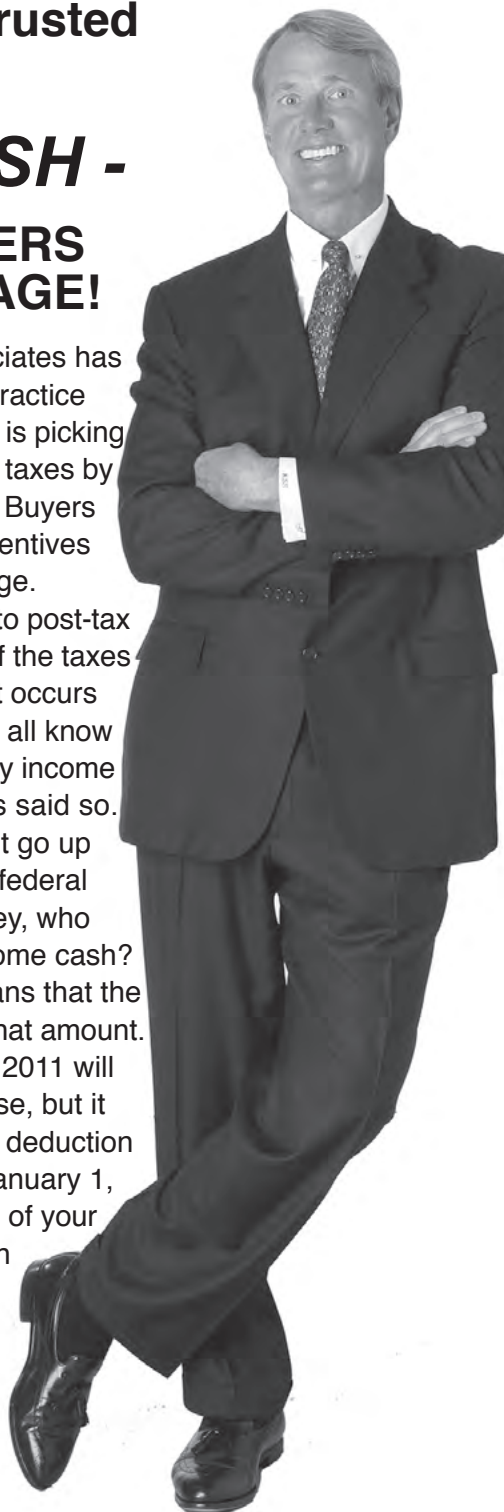
- NEWS FLASH -

DECEMBER OFFERS BIG TAX ADVANTAGE!

Since August 24, 2009, Lee Skarin and Associates has completed just over \$6.5 MILLION in dental practice sales. As predicted, the practice sales volume is picking up as Sellers try to protect their earnings after taxes by taking advantage of current low tax rates and Buyers try to take advantage of the significant tax incentives associated with the economic stimulus package.

The present increase in volume comes down to post-tax gains. The only time that one can be certain of the taxes they will pay is now since any tax change that occurs tomorrow cannot be retroactively applied. We all know that the capital gains tax rates and the ordinary income tax rates are going up in 2011. Congress has said so. However, that does not mean that they cannot go up before then. Given the rate at which both the federal government and the State are spending money, who really believes that they don't need to raise some cash? For Sellers, a tax increase of ten percent means that the value of your practice effectively dropped by that amount. We know that the forecasted tax increases in 2011 will result in a greater than ten percent tax increase, but it could be sooner. For Buyers, the Section 179 deduction of \$250,000 in 2009 becomes \$125,000 on January 1, 2010. This means that instead of getting more of your deduction now, it will be spread out over seven years.

These are some of the factors driving the market now. If you are in the market to buy or to sell, call Lee Skarin and Associates as so many others have. There is simply no better time to act.



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- **APTOS:** For Sale - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 51%. 3-operatories in 1,000 sq ft. Pano & Modi computerized software. 9-hygiene days per week. Practice operated for past 33 years in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk.
- **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 Dentrix, Laser, Intra-oral camera, digital x-ray and Pano. Bldg. may be avail. for sale. Owner is retiring. #14283
- **FRESNO:** For Sale-General Dentistry IV Sedation Practice. '08 collections \$1,064,500. Seller looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. Facility 1,500 sq. ft. w/5 equipped operatories & 7 days of hygiene. #14250
- **FRESNO:** For Sale-General Dentistry Practice. Owner has practiced in same location 24 years. 3 TX rooms, 1,000 sq ft. Located in a Medical Dental Bldg. Owner to retire. 2008 collections were \$86K. Ideal for a new grad or satellite office.
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- **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, Dentrix. 10 days of hygiene. #14291
- **RANCHO SANTA MARGARITA:** For Sale - 0Dental office space & equipment. 1200 sq. ft. ops. with dental leaseholds and fully equipped dental equipment. Built by Henry Schein in 2005 Pelton and Crane cabinetry and sterilization center. This is a wonderful opp. to have a nice office at a very low cost by taking over lease. A great opp. for a start up or sat. practice. #14301
- **RED BLUFF:** For Sale-Practice located in free standing Bldg overlooking Sacramento River. 8 ops, 3,500 sq ft. 10 hygiene days. Bldg. also avail. for sale w/100% financing avail. Owner is retiring. #14252
- **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.
- **ROSEVILLE:** For Sale-General Dentistry Practice. 2008 Receipts \$834K with adjusted net income of \$297,218. 64.4% overhead. Practice has been in this present location for the past 7 years. 1548 New Patients a month. 6-treatment rooms in 2,100 sq ft. Laser, Intra-oral camera, and digital radiography. Owner relocating out of office.
- **SAN FRANCISCO:** Epitonal District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
- **SAN FRANCISCO: Deceased Dentist.** General Dentistry Practice for Sale. Fee for Service GP Practice on busy street in lower Mission District. 2008 collections were \$496,600. 4 ops. with Pano. in 1,100 sq. ft. office. Practice in same location for 40+ years. Hygiene 3 days a week. Refers out Endo, Perio, Ortho, Oral Surgery. Great opportunity for exp. Dentist. Owner Dentist is recently deceased. Temporary Dentist working practice until sale. #14299
- **SAN FRANCISCO:** (Sunset District) General Dentistry Patient Base. Approximately 700 active patients. Dentist has practiced in this location since 1970. Dentist retiring. Call us today and find out how you can purchase this patient base at no risk to you. #14303
- **SAN JOSE:** Office space only & equipment. Fully equipped. New lease is available from landlord. Near Monterey Hwy. #14295
- **LOS GATOS AND SUNNYVALE:** For Sale- For Sale HMO Practices. Owner would like to sell his HMO practices and work back for Buyer. Main practice is located in Los Gatos with a smaller satellite practice in Sunnyvale. 2008 combined receipts were \$1,083,687. Los Gatos 1,150 sq ft 4 op office. Sunnyvale is also a 4 op office Dentrix software. Dexis digital x-rays, laser and intra oral camera. Practice started in 1979. #14285
- **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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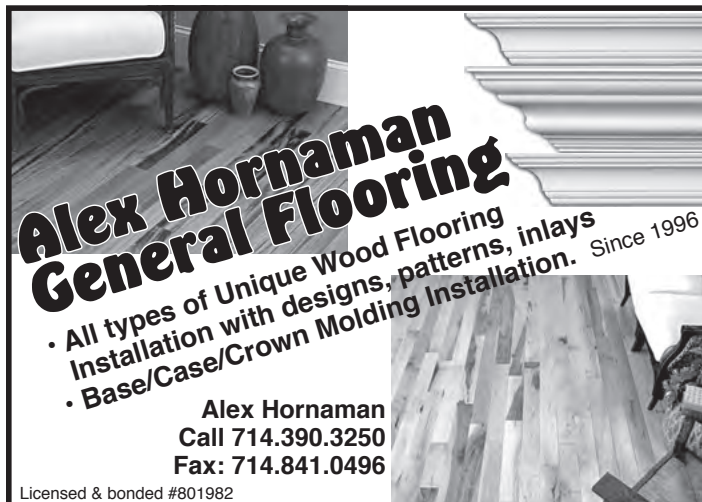
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BEVERLY HILLS (NEW LISTING) GP – High Income Area - 2 fully eq. ops., 1,122 sq. ft. suite, located in a 4 story Medical/Dental building. 5 day/wk practice. Approx. 30 new patients/mo. 58% insurance (PPO), 30% cash & 12% capitation. Computerized office with Dentrax software. 10 year old equipment. 22 years of Goodwill. A very motivating Seller is moving out of state. Projecting approx. \$349,960. **BUYER'S NET OF \$107,523.** Property ID #2641.

RIVERSIDE (New Listing) Ortho - 4 chairs in Open Bay, 1 plumbed not eq. op., 1,480 sq. ft. suite. Located on a large shopping plaza. 2 day/wk practice. Computerized office with Digital X-ray and Ortho II software package. New equipment. Approx. 40 patients/day and 12-15 new starts/mo. 50% insurance & 50% cash. Projecting approx. \$335,484 for 2009. **BUYER'S NET OF \$140,681.** Seller does x-rays on patients. Great location. Property ID #2751.

WEST HILLS (NEW LISTING) - GP State-of-the-Art Practice - 6 fully eq. ops., 2,300 sq. ft. suite, located in a 3 story Medical Professional building (no parking fees). Gorgeous office. 4 day/wk practice, Seller 4 days/wk, Endo 1 day/wk and 6 days of Hygiene. 65% insurance & 35% cash. 100% Patient Referral. Computerized office with 2 Intra Oral Cameras & Digital X-ray. Long established practice with 50 years of Goodwill. Seller will be initiating a different kind of business. Projecting approx. \$1,218,510 for 2009. **BUYER'S NET OF \$296,802. A MUST SEE PRACTICE!!!** Property ID #2721.

VENTURA (NEW LISTING) GP – Great corner location with excellent street visibility. 2 fully eq. ops., 900 sq. ft. suite, located in a 2 story Medical/Dental building. 4 1/2 day/wk practice. Income stream 85% insurance & 15% cash. Approx. 25 new pts/mo. 100% Patient Referral. Computerized office with Practice Web software package. Seller will be initiating a different profession. Projecting approx. \$600K for 2009. **BUYER'S NET OF \$158,811.** Property ID #2741.

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TEMPLE CITY - 4 fully eq. ops., 1,170 sq. ft. office, one story free standing building. 3 day/wk practice. 70% insurance & 30% cash. Computerized office with Intra Oral Camera and Digital X-ray. Practice Works (Kodak) software package. Long established practice with 21 years of Goodwill. Seller own building. Projecting approx. \$386,228 in 2009. Property ID #2551.

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GREATER LOS ANGELES COUNTY

BEVERLY HILLS (NEW LISTING) GP – High Income Area - 2 fully eq. ops., 1,122 sq. ft. suite, located in a 4 story Medical/Dental building. 5 day/wk practice. Approx. 30 new patients/mo. 58% insurance (PPO), 30% cash & 12% capitation. Computerized office with Dentrax software. 10 year old equipment. 22 years of Goodwill. A very motivating Seller is moving out of state. Projecting approx. \$349,960. **BUYER'S NET OF \$107,523.** Property ID #2641.

BURBANK GP – TURN-KEY PRACTICE – 3 eq. ops., 1,050 sq. ft. office in two-story medical/dental building. 2 day/wk practice. 65% insur. (20 PPO's), 25% cash & 10% medi-cal. Computerized office with intra oral camera and digital x-ray. Softdent software package. 16 years of Goodwill. Beautiful office in great town, building has covered parking. Property ID # 1171. **Price Reduction!!!**

ENCINO (NEW LISTING) GP - 3 fully eq. ops., 1,200 sq. ft. suite, 7 story professional building. 2 1/2 day/wk practice. 15-25 new patients/mo. 100% Patient Referral. 75% insurance & 25% cash. Computerized practice with Intra Oral Camera & Digital X-ray. Denti soft software package. 2 1/2 year old equipment. Low rent for the area. Projecting approx. \$586,956 for 2009. **BUYER'S NET OF \$148,756.** Property ID # 2631.

GLENDALE - TURN-KEY PRACTICE - 3 fully eq. ops., 5 plumbed not eq. ops., 1,200 sq. ft. suite, two story Medical/Dental building. 5 day/wk practice with approx. 30-40 new patients/mo. 30% insurance, 10% cash & 60% Medi-cal. 100% Patient Referral. Computerized office with Intra Oral Camera and Easy Dental software package. Good location. Collected approx. \$453,230 in 2008. Property ID# 2591.

HUNTINGTON PARK (NEW LISTING) - 4 fully eq. ops., 1,700 sq. ft. office, free standing building. 2 day/wk practice with 2 associates. Seller absentee. 48% insurance, 50% cash & 2% capitation. 10-12 new patients/mo. 100% Patient Referral. Computerized office with Intra Oral Camera. Projecting approx. \$210,734 for 2009.

LANCASTER (NEW LISTING) GP – 3 fully eq. ops., 1,200 sq. ft. suite, located in a one story shopping center with great exposure and street visibility. 5 day/wk practice, Seller 5 days/k & Pedo 1x/mo. Approx. 45 new pts/mo. 15% insurance, 50% cash & 35% medi-cal. No capitation programs. Computerized office with Intra Oral Camra. 4-8 year old equipment. Seller lives in the Valley. Projecting approx. \$526,900 for 2009. **BUYER'S NET OF \$125,807.** Property ID #2691.

LA PUENTE GP - 7 fully eq. ops., 2,450 sq. ft. office, one story free standing building. 5 day/wk practice with Ortho Associate 1x/mo. Approx. 30-40 new patients/mo. 50% insurance, 25% cash & 25% medi-cal. Computerized office with Intra Oral Camera. Easy Dental software package. Collected approx. \$536,404 in 2008. Projecting approx. \$547,176 for 2009. Property ID # 2601.

LONG BEACH (NEW LISTING) GP - 3 fully eq. ops. 800 sq. ft. office, one story building. Seller owns building. 3 1/2 days/wk practice with 2 half days of Hygiene. 50% insurance, 30% cash & 20% medi-cal. Computerized office with Easy Dental software. Good Location. Long established practice with 32 years of Goodwill. Projecting approx. \$213,472 for 2009. Property ID #2671.

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Maria Silva, V.P.

LOS ANGELES GP – 4 fully eq. ops, 1,700 sq. ft. office, strip shopping center. 5 day/wk practice with Seller working 2 days/wk, GP Associate 3 days/wk and Ortho 1x/mo. Approx. 20-25 new patients/mo. 20% insurance, 10% cash, 50% medi-cal & 20% capitation. 100% patient referral. Computerized office with Intra Oral Camera. Computer Age software package. Projecting approx. \$354,424 for 2009. Property ID # 2621.

MONTEBELLO (NEW LISTING) GP – 2 fully eq. ops., 900 sq. ft. office, located in a single story strip mall. 2 day/wk practice. Seller has another practice in Irvine. Income stream 80% insurance & 20% cash. Approx. 5-10 new pts/mo. 100% Patient Referral. Long established practice with 40+ years of Goodwill. Computerized office with Intra Oral Camera and Digital X-ray. Approx. 4 year old equipment. Projecting approx. \$275K in 2009. Property ID #2691.

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TEMPLE CITY – 4 fully eq. ops., 1,170 sq. ft. office, one story free standing building. 3 day/wk practice. 70% insurance & 30% cash. Computerized office with Intra Oral Camera and Digital X-ray. Practice Works (Kodak) software package. Long established practice with 21 years of Goodwill. Seller own building. Projecting approx. \$386,228 in 2009. Property ID #2551.

TORRANCE (NEW LISTING) Leasehold Improvements & Equipment Only! A great starter practice. 2 fully eq. ops., 1 plumbed not eq., 900 sq. ft. suite, located in a 4 story Medical Professional building with ample parking above and underground. Near several shopping centers. Long established practice with 18+ years of Goodwill. Seller is moving to a larger suite across the street. Property ID #2731.

WEST HILLS (NEW LISTING) - GP State-of-the-Art Practice - 6 fully eq. ops., 2,300 sq. ft. suite, located in a 3 story Medical Professional building (no parking fees). Gorgeous office. 4 day/wk practice, Seller 4 days/wk, Endo 1 day/wk and 6 days of Hygiene. 65% insurance & 35% cash. 100% Patient Referral. Computerized office with 2 Intra Oral Cameras & Digital X-ray. Long established practice with 50 years of Goodwill. Seller will be initiating a different kind of business. Projecting approx. \$1,218,510 for 2009. **BUYER'S NET OF \$296,802.** A MUST SEE PRACTICE!!! Property ID #2721.

ORANGE COUNTY

BUENA PARK GP NEWLY REMODELED!! – 5 eq. ops., in a 2,000 sq. ft. office located in a strip mall. 5 day/wk practice. Approx. 40-50 new patients/mo. 100% patient referral. 80% insurance & 20% cash. Computerized practice with Digital X-ray. Genesis software package. Many walk-ins. Heavy traffic. Excellent street visibility. Long established 20+ years of Goodwill. Collected approx. \$364,380 for 2008. Property ID #2271.

COSTA MESA PERIO – 4 eq ops., 1,150 sq. ft. suite, affluent shopping plaza. 3 1/2 day/wk practice. Approx. 8-10 new patients/mo. 100% cash practice. 100% patient referral. Computerized practice with Intra Oral Camera & Digital X-ray. Dentrix software package. 2 1/2 year equipment. Great street visibility. Well known shopping plaza. Collected approx. \$280, 985 in 2008. **BUYER'S NET OF \$74,436.** Property ID #2611.

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Cynthia Veenendaal, V.P.
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IRVINE (NEW LISTING) – Leasehold Improvements & Equipment Only! GP / SPEC - 3 fully eq. ops., 1 plumbed not eq., 1,570 sq. ft. suite, 2 story Med/Prof bldg. Computerized office. 10 year old equipment. Seller relocating to San Diego. Newly remodeled. Property ID #2661.

ORANGE GP – Leasehold Improvements & Equipment Only! 3 eq. ops., 1 plumbed not eq ops., 1,350 sq. ft. office, one story free standing duplex building. Great location in a busy street. Excellent street visibility. Near Chapman University & Orange Circle. Seller purchased own building. Property ID# 2361.

TUSTIN GP – 5 eq. ops., 2,200 sq. ft. office, located in a 2 story free standing building. 3 day/wk practice with 2 days/wk of Hygiene. Approx. 20 new patients/mo. 50% insurance & 50% cash. Computerized practice with Intra Oral Camera and Digital X-ray. 2-4 year old equipment. Good Location in the heart of OC near freeway. Fast growing office. Collected approx. \$454,224 in 2008. Projecting approx. \$606,281 in 2009. **BUYER'S NET OF \$298,854.** Property ID # 2321.

WESTMINSTER (NEW LISTING) GP – 2 fully eq. ops., 850 sq. ft. suite, located in a single story strip mall. 3 day/wk practice, Seller 3 days/wk and Associate 1 day/wk. 70% insurance & 30% cash. No capitation programs. 15+ years of Goodwill with very affordable rent. Computerized office with Digital X-ray. Projecting approx. \$140,355 in 2009. **BUYER'S NET OF \$56,533.** Property ID #2711.

RIVERSIDE & SAN BERNARDINO COUNTIES

CORONA GP Excellent opportunity for a start up – Leasehold Improvements & Equipment Only! 3 fully eq. ops., 1 plumbed not eq. op., 1,600 sq. ft. suite, one story shopping center. Computerized office. 3 year old equipment. Seller has primary practice approx. 25 miles away. All patient charts excluded. Good location. Easy access to freeway. Property ID # 2541.

MURRIETA GP/SPECIALIST – Leasehold Improvement & Equipment Only! 1 eq. op., 1,505 sq. ft. office, one story Medical/Dental building. Computerized office. 4 year old equipment. Good opportunity for a start-up. A must see to appreciate!!! Property ID 2371.

MURRIETA – Leasehold Improvements & Equipment Only! GP - 4 eq. ops., 3 plumbed not eq. ops., 1,986 sq. ft. suite located in a Professional Building. Computerized office with Intra Oral Camera. 4-5 year old equipment. Seller is moving to a nearby location. Property ID #2571.

RIVERSIDE (New Listing) Ortho - 4 chairs in Open Bay, 1 plumbed not eq. op., 1,480 sq. ft. suite. Located on a large shopping plaza. 2 day/wk practice. Computerized office with Digital X-ray and Ortho II software package. New equipment. Approx. 40 patients/day and 12-15 new starts/mo. 50% insurance & 50% cash. Projecting approx. \$335,484 for 2009. **BUYER'S NET OF \$140,681.** Seller does x-rays on patients. Great location. Property ID #2751.

SAN DIEGO COUNTY

OCEANSIDE GP– 4 fully eq ops., 1,500 sq. ft. office located in a one story Medical/Dental building. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash. Easy software package. 4-15 year old equipment. Long established practice with 22+ years of Goodwill. Good location. Projecting approx. \$353,774 for 2009. Property ID #1641.

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PASO ROBLES GP – 7 fully equipped ops, 1,800 sq. ft. office located one story free standing building. 4 days/wk practice with 8 1/2 days of hygiene. 48% Insurance & 52% Cash. Computerized office with Intra Oral Camera. Eagle soft software package. 100% Patient Referral. Collected approx. \$1,268,370 for 2008. Projecting approx. \$1,308,605 for 2009. **BUYER'S NET OF \$333,183.** Property ID #2231.

SPECIALTY PRACTICES

AGOURA HILLS - ORTHO – 4 chairs in open bay, 1,709 sq. ft., two story shopping center. 3 days/wk office. 3-4 new starts/mo. 29% Insurance, 70% Cash & 1% medi-cal. Computerized office with Intra Oral Camera. 48 years of Goodwill. Senior Orthodontist in the area. Craniofacials cases. Good location. Seller is retiring. Collected approx. \$337,713 in 2008. Property ID #2561.

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

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

LAKE FOREST – Leasehold Improvement & Equipment Only!! - Excellent low cost way for Specialist to start own practice. 5 fully eq ops., 1,650 sq. ft. suite located in a two story Business Building. Computerized with Intra Oral Camera. Good Location! Property ID #1921.

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DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

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VENTURA COUNTY

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BEVERLY HILLS - Patient Charts

Patient Charts of a long established GP. Seller is relocating.

LOS ANGELES (Endo)

New Listing!

4 op, long established endontic practice. Located in an easily accessible professional building next to a major intersection. 2008 gross \$500,000+.

NORTH COASTAL ORANGE COUNTY

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MORENO VALLEY

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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

2010 Tri-County Dental Society Continuing Education Meetings



DATES

Friday, February 19:

"Oral Surgery", Larry Moore, DDS and David Gilbert
"Pain Management", Reginald Gowans, DDS,

Friday, April 16:

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

Friday, June 4:

"Five Steps from Systems Collapse", Sally McKenzie

Friday, September 17:

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

FEES

| | |
|---|-------|
| CDA/ADA Members: (monthly) | \$225 |
| Season Pass/Member (all four meetings) (savings of \$200 with payment due by Feb. 1) | \$700 |
| Non-Members: (monthly) | \$325 |
| Auxiliary/Retired: (monthly) | \$95 |
| Dental Students: (monthly) | \$25 |
| DA/RDA/RDH Schools: (attendance on availability one-week prior to the meeting). | N/C |

TIMES & LOCATION

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

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Name(s) of those attending: _____

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Expiration Date _____ 3 digit # _____ Amount enclosed: _____

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- Phone reservations can be made and are accepted as a guaranteed reservation for you; therefore, the cancellation policy listed below applies to phone reservations as well as written reservations.
- Cancellations: If you cancel 48 hours prior to the event, a refund will be issued. There will be no refunds issued after that time due to catering commitments and seating limitations.

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Friday & Saturday, November 20-21, 2009

**Implant Placement,
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Augmentation Workshop
for all Dentists**

14 CE Units

Limited to 24 Dentists

*The March, April & July
workshops sold out fast!*

Tuition: \$595

**Location: Friday in Calabasas;
Saturday in Encino**

**For information or to register, call SCAGD at
310-471-4916**

Sunday, December 6, 2009
**Orthodontic Treatment Appliances
by GPs, How to do it yourself**

8 CE Units

Rob Vies, DDS

Tuition: AGD members \$99

Non-members \$139

Includes Breakfast & Lunch

Registration: 7:00 am, Program 8:00 am - 4:00 pm

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11767 Harbor Blvd., Garden Grove, CA 92840
714-539-3300**



The California Academy of General Dentistry is sponsoring a continuing education dental implant meeting in Southern California, co-sponsored by Delta Dental of California.



Saturday, November 7, 2009



**Implant Placement, Bone Augmentation and Restoration for All Dentists
8 CE Units**

Speakers: Raymond Choi, DDS, Jerry Peck, DXLT, Muna Soltan,

Moderator: Robert Garfield, DDS

Tuition: AGD Members and Delta Dental of California members: \$85

Dental Auxiliaries: \$115; Non-members: \$215

Course Objectives: Attendees will learn to diagnose and treatment plan for replacing single teeth and securing loose dentures, keep proper records for compliance with The Dental Practice Act in California, order and interpret the new 3-dimension digital cone-beam CT scans with computer generated surgical guide templates, place and retrofit mini-implants to your patients' loose dentures and RPDs, place and restore missing single and some multiple teeth, understand the language 'code' to communication for patient case acceptance, direct the treatment and work with specialists on the cases that require it.

Crowne Plaza Anaheim Resort, 12021 Harbor Blvd., Garden Grove, CA 92840.

Time: 7:00am to 8:00am Registration, Lecture from 8:00am to 5:00pm

For online registration, go to www.cagd.com

Registration Form

Name _____ AGD # if member _____

Address _____ City _____ State _____ Zip Code _____ Telephone _____

Fax _____ E-Mail _____ Course Date _____

Credit Card # _____ Expiration _____ Amount _____

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**Mail or Fax Registration to SCAGD c/o Robert E. Garfield, DDS,
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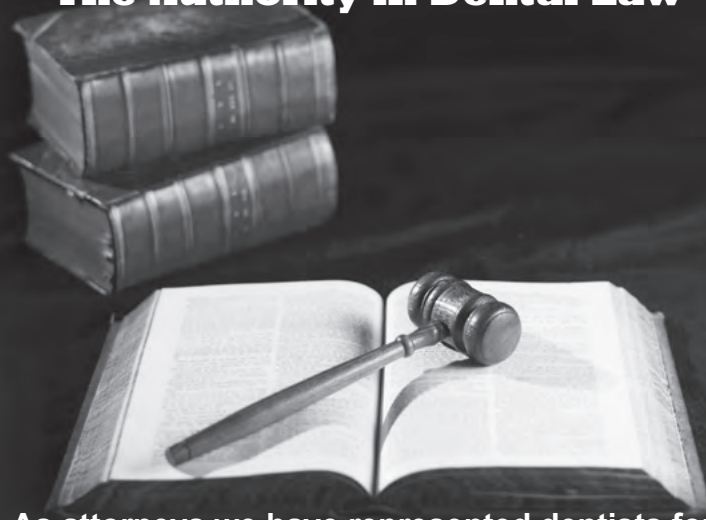
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- 5968 - Stockton - Collected \$462,800. 28 new patients/mo. Attractive 5 op office.
- 5969 - Tahoe City - Well established with strong recall. Produced and collected \$600k+ in 2008. Attractive office.
- 5970 - Elk Grove - Collected \$460k. Beautiful 4 Op office on Laguna Blvd
- 5971 - Merced - Collected \$760k in '08 with \$310k in Profits. 4 days of Hygiene.
- 5973 - Oral Surgery Practice. CA Sierra Nevadas. 2008 realized \$615k. No competition, great country lifestyle.
- 5975 - Northeast Sacramento Foothill Community. Practice grew in '08 with '09 continuing trend. Tracking \$1.1 million. Full time owner shall do well here.
- 5976 - Redwood Valley's Ukiah. 1 hour north of Santa Rosa. 2008 collected \$522k. No Pedo, Endo, O.S. 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. Tracking \$335k. Has done \$500k+ with more attention. Motivated Seller.
- 5980 - CA Sierras. Big city Practice sited in desirable location. On 4 days w/6 wks off, practice produced \$980k in '08, collected \$972k & realized Profits of \$388k. Beautiful facility.

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- 3188 - Malibu - Pacific Palisades. G.P. Established many years. Great Hi identity location. Recent Gross \$500k. Fantastic.
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- 3169 - G.P. - Hi Traffic Location - 3 Ops. Low rent. Growing Practice. Lots of room for growth. Refers out Pedo & O.S. F.P. \$320k
- 3170 - Temecula. Senior DDS. GP. Est 8 yrs. Old Towne. Grossing \$200k+
- 3172 - Buena Park. 3 Ops. Beautiful office. New shopping ctr. F.P. \$350k
- 3180 - Pack your Bags go to NO. CA. Santa Rosa. Senior Seller. Grossing \$650k 2009; last month \$130k and refers out all Endo, Pedo, Ortho most O.S. Crown and Bridge practice 3 Ops in 1,500 sq.ft.
- 3183 - Carlsbad - Gross \$895k. Last month \$120k. 4 Ops. Hi identity Location
- 3188 - Malibu - Pacific Palisades. G.P. Established many years. Great Hi Identity location. Recent Gross \$500k. Fantastic.
- 3189 - Temecula - Landmark building practice. Grossing \$950k. 4 General, 4 Pedo Ortho. Hi tech new office. Established 10 years.
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- 3193 - Palm Desert. Growing \$400k. Register your interest with PPS.
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