

THE Dental Trader

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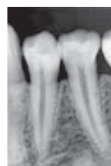
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FRESNO COUNTY

CENTRAL VALLEY/SO. FRESNO CTY - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrux s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K+ on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A. **[NEW]**

KERN COUNTY

BAKERSFIELD #21 Bldg. & Pract. - (10) op comput. G.P. & free stand. bldg for sale. (3) ops fully eqt'd, (3) ops partially eqt'd & (4) additional plumbed not eqt'd ops. Located on a main street w excell. exposure/visibility & signage. Annual Gross Collect. \$500K+ on an easy (2 1/2 - 3) day week. (3) days of hygiene booked 6-12 mos out. Cash/Ins & PPO. Fully eqt'd "removable" dental lab w a full time technician. Experienced staff. Seller retiring. **BACK ON THE MARKET**

LOS ANGELES COUNTY

ANTELOPE VALLEY - (7) op comput. G.P. located in a highly visible, easily accessible, free standing bldg. on a main boulevard. All ops are digital x-ray equipped. There is a Pano and a Ceph., an experienced staff, and room to grow. (20-30) new pts/mos. (50+) years of Goodwill. Cash/Ins and some PPO pt base. Annual Gross Collections of \$1.5M+. Projecting \$1.6M+ Collections in 2012. A Real Money Maker!

HACIENDA HEIGHTS #2 - (3) op comput. G.P. located in a two story prof. bldg. w excellent signage & parking. Cash/Ins/PPO pt base. 4 1/2 days/wk of hygiene. (38) yrs of Goodwill. (10) new pts/mos. 2012 Projected Gross Collect. \$525K+. Seller retiring. **[NEW]**

LOS ANGELES (SILVERLAKE - ATWATER AREA) - (3) op G.P. located in the trendy Silverlake - Atwater area of L.A. (28) years of Goodwill. Cash/Ins/PPO pts. 2011 Gross Collections ~ \$140K on a p.t. schedule. Retail store front w exposure/visibility. Seller owns bldg. & will grant Buyer first right to purchase in future. Seller retiring. **[SOLD]**

NORTHRIDGE - (6) op comput. G.P. (5) ops eqt'd (6th) partially eqt'd & plumbed. (20) years of Goodwill. Cash/Ins/PPO/HMO pts. 2011 Gross Collections \$400K+ on a two day week. Approx \$3K/mos Cap cks. 17-19 new pts/mos. Seller to concentrate on his main office, & is to busy for this one. **REDUCED AGAIN**

SAN FERNANDO VALLEY ORTHO PRACTICE - UPCOMING Comput. ortho office with a (4) chair open bay, plus (2) private ops. Located in a (1) story professional bldg. with ample parking and monument signage. (42) years of goodwill. Annual gross collections \$450K+ on 2.5 days per week. Cash/Ins/PPO. (10-12) new starts/mos. Excellent referral base. Will introduce. **[NEW]**

RESEDA #6 - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$150K part time. Digital X-rays & Dentrux s/w. Excell starter or 2nd office. **REDUCED [PENDING]**

VALENCIA - Drop Dead Gorgeous! (6) op comput. G.P. Newer build out & equipt. Cash/Ins/& a few PPO's. 2012 Projected Gross Collect \$775K-\$800K on 4 days. Digital x-rays & Pano. Dentrux & Dexis. Cerec. All the bells & whistles! 22+ years of Goodwill. (4) days of hygiene/wk. (1-2) days/mos of Perio. Seller has a degenerative condition & is calling it quits before it worsens. Great opp for an experienced, quality oriented DDS looking for a larger, higher end practice. **Re-Priced! [NEW]**

RIVERSIDE COUNTY

"Room for Your Riverside County Practice Listing"

ORANGE COUNTY

ANAHEIM #3 - (3) op comput. G.P. in a one story prof. bldg. on a well known, major blvd. Abundant off St. parking. Dr. works 2.5 days/wk & collects approx \$20K/mos. Does no advertising. Can produce/collect more w some advertising & more days. Cash/Ins/PPO w no Denti-Cal or HMO's. Low rent & overhead. Great starter or second location. **[NEW]**

IRVINE - (3) op comput. turnkey office. Some charts included but not guaranteed. Located in a shop. ctr. w exposure/visibility & signage. Pano equipped. Plumbed for central nitrous. Digital x-rays. Location has been a dental office since 1992.

SAN BERNARDINO COUNTY

"Room for Your San Bernardino County Practice Listing"

SANTA BARBARA COUNTY

SANTA BARBARA #3 - (3) op comput. G.P. located in a dental/medical/prof. bldg. complex on the 1st floor w easy access to parking. Dr. retiring after 40 years. Significant goodwill available in the charts. Does little Peds even tho many kids are attracted to the complex. Refers all specialties. 8-10 new pts/mos. 6-8 pts/day. Ave. Annual Gross Collect. \$250K on a 4 day wk. Cash/Ins/PPO pts. Digital X-rays. Support during transition. Very attractive price. **[PENDING]**

SANTA BARBARA #4 - (3) op G.P. office located in a prof. bldg. on a main thoroughfare, w off street parking. (2) large eqt'd ops. w room for two more. 40+ years of Goodwill. Excellent lease terms. 2012 Projected Gross Collect. \$140K p.t. Seller retiring but will assist w the transition. **[NEW]**

TULARE COUNTY

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

So. TULARE COUNTY - PORTERVILLE AREA - (6) op comput. G.P. in a major shop. ctr. w exposure & visibility. Cash/Ins/PPO/Kids Denti-Cal pt. base. Annual Gross Collect. \$500K+ on a (4) day wk.

VENTURA COUNTY

PORT HUENEME #2 - turnkey office w charts. (3) ops eqt'd. In a strip ctr w exposure, visibility, & signage. In an upscale beach area. Easy Dental s/w, digital tomograph, & digital x-ray. **[SOLD]**

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

DENTAL PRACTICES FOR SALE

CARMICHAEL DENTAL PRACTICE FOR SALE – Gross ~ \$1.4 mil. ~ 2,000 sq. ft. freestanding building on major busy street. 6 fully equipped operatories. Excellent visibility. Nearby shopping centers, restaurants and many more.

VALLEJO DENTAL PRACTICE FOR SALE – Gross ~ \$650K. Digital office located in major retail shopping center. Excellent visibility. 4 fully ops, 1 additional plumbed. Approx. 1,500 sq. ft. Approx. 20-25 new patients per month.

OAKLAND STARTER PRACTICE FOR SALE – 5 eq. ops. Renovated 2 yrs ago. ~1,932 sq. ft. in professional bldg.

REDWOOD CITY DENTAL PRACTICE FOR SALE – Gross ~ \$399K. 2 ops, 1 additional plumbed. All digital, paperless. Great visibility. Across from major retail store. Approximately 70% PPO, 20% Cash, 10% Capitation.

SAN JOSE BUILDING FOR SALE – 2 Units totaling 2,197 sq. ft. Approximately 1,100 sq. ft. each. Located on major cross street. Across from retail plaza, nearby anchor stores, restaurants and many more. Ample parking spaces. Easy access to Fwy 101. Ideal for Dental, Medical or Office use. Great opportunity for Owner or Investor.

SAN JOSE PRACTICE FOR SALE – Gross ~ \$200K. GP located in shopping center. 3 fully equipped operatories, 1 additional plumbed and approximately 1,270 sq. ft. #H928SJ.

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- **AMADOR COUNTY:** *For Sale-General Dentistry Practice.* Owner retiring. 2011 gross receipts of \$710K+. There are 4 1/2 to 5 1/2 days of hygiene on a four day week. This well designed and spacious 2,400 sq. ft. office includes 5 ops, Laser, Intra-oral camera, Dexis Digital X-ray, and Pano. Almost paperless. Av. age of dental equipment is less than 5 years. Abundant recreational opportunities are available close by. #CA510
- **ANAHEIM:** *For Sale-General Dentistry Practice.* This 3 op had \$253,000 in collections in 2011. There are 3 ops in this 864 sq. ft. office with 1.5 days of hygiene. Owner works 3 days per week. No welfare or **SOLD** Laser, Dentrux Software and Intra-Oral Camera.
- **BISHOP:** *For Sale-General Dentistry Practice & Building.* After 29 years in the same location this retiring dentist is selling both his practice and building. Collections were \$1,000,243 in 2011 with \$387,000 adjusted net income. There are 6 days of hygiene in this 5 op., 1,800 sq. ft. building. 100% financing available for both building and practice. Owner has reduced price below valuation price. #14390
- **CHICO:** *For Sale-General Dentistry Practice.* The collections in 2011 were \$1,209,207. There are 7 days of hygiene in this 5 op., 2,400 sq. ft. office. Equipment includes Laser, Intra-Oral Camera, new Cone Beam X-ray and Dentrux software. This excellent practice has 1,824 active patients with 12 new patients a month. Owner will consider an Associate to Buy-In position leading to the purchase of this practice. #14392
- **CHULA VISTA:** *For Sale-General Dentistry Practice and Building. DECEASED DENTIST* as of March 25th, 2012. This beautiful 11 op. office located in a highly visible prime area in Chula Vista, had collected **SOLD** of \$1,684,000 in 2011 and \$1,730,000 in 2010. There are 5 days of hygiene with approx. 30 new patients per month. Lasers, Intra-Oral Camera, Pan-Ceph, etc. Practice has been in this location since 1998. 100% financing available for practice and building. Staff will stay. #14394
- **EAST BAY:** *For Sale-ENDODONTIC PRACTICE.* The adjusted net income was \$186,000 in 2011 in this 3 operatory, 1000 sq. ft. office. Includes Microscope, X-ray Scanner and PBS software. Transfer of referral base should be excellent. Ideal office for new endodontist or as a satellite practice for established practitioner. Dr. is retiring.
- **FRESNO:** *For Sale-General Dentistry Practice:* \$935K in collections in 2011, w/adjusted net income of \$337K. Office is 2,300 sq. ft. and is located in north Fresno in a highly visible professional office complex on a main thoroughfare. There are 6 equipped operatories, owner reports average age of equipment is 4 years. Practice has been operating in present location for over 20 years. Eaglesoft software, owner is retiring. #CA502
- **FRESNO:** *For Sale-General Dentistry Facility.* One of the best opportunities this year. This 3 op dental office comes equipped. It is in a great location and has about 200 active patients. Owner is in the process of completing his Orthodontic training and **SOLD** works in the office 5 days a month. Complete pictures of the office and an inventory list of included furniture and fixtures are available. Everything included for only \$85,000 You can't afford to pass this up. #14383
- **GRASS VALLEY:** *For Sale-General Dentistry Practice.* Gross Receipts of \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq. ft., 4 equipped operatories, 5 available. Laser, Intra-oral Camera, Cerac, & Eaglesoft Software. Owner would like to retire. #14379
- **GRASS VALLEY:** *For Sale-General Dentistry Practice.* GR 545K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq. ft. Refers out most/all Ortho, Perio, Endo, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrux Software. Owner retiring. #14372.
- **GRASS VALLEY:** *For Sale-General Dentistry Practice.* Owner relocating. 2011 gross receipts \$505K on 4 days per week with 5 days of hygiene. This well-established practice with approximately 1,300 active patients is located in an 1,100 sq. ft. office with 4 ops, Dentrux software, Panoramic X-ray, Cerec, Intra-oral Camera, and X-rays in all ops. #CA509
- **GRASS VALLEY:** *For Sale-General Dentistry Practice.* Owner retiring. Well-designed 1,550 sq. ft. office with 4 ops plumbed, 3 ops furnished. Gross Receipts for 2011 were \$309K on easy 3 days/wk with low (47+%) overhead. Practice refers out Endo, Perio, Surgery & Ortho. Pano, PBS software. May be able to merge with another existing practice that will also be for sale in the near future. This merger would result in \$800,000 gross annually. #CA503
- **GREATER CHICO/YUBA CITY:** *For Sale-General Dentistry Practice.* 2011 GR \$592,520 on 4 days. 1,200 sq. ft. office with 4 equipped ops. Intra-Oral Camera, Pano, 1,100+ patients. Owner retiring after 33+ years in this picturesque and prosperous community with abundant recreation, close to the mountains and near one of the largest lakes in N. CA. #14359
- **GREATER SACRAMENTO:** *For Sale-Periodontal Practice:* Retiring owner is the only Periodontist in a community of 50+K with a draw area of 100K. Implant
- experience a must. Great opportunity to work closely with a Prosthodontist and an Endodontist. Nicely appointed 1,500 sq. ft. office with 5 operatories, Digital X-rays and Dentrux software. 2011 gross receipts of \$719K. #CA500.
- **HAWAII (MAUI):** *For Sale-General dentistry practice.* Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq. ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 1/2 days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **HAYWARD:** *For Sale-General Dentistry Practice.* This practice consists of 1,600 sq ft with 4 treatment rooms in an excellent location. 2010 Gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients.
- **LANCASTER:** *For Sale-General Dentistry Practice.* This 4 operatory office is located in 2,360 Sq Ft on the second floor of an attractive Medical Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location. #14376.
- **LAS VEGAS:** *For Sale-General Dentistry Practice.* This 4 operatory practice is in a great location in a high-end professional building with a view of the city of Las Vegas. It is equipped with an Intra-oral camera, Pano, Laser, and Dentrux software. There are 2 days of hygiene. The staff is well trained to efficiently run this low overhead office with great potential for further growth, 2011 gross receipts were \$727K with adj. net income of \$331K. Doctor moving out of state. #NV500
- **LEMOORE/HANFORD AREA:** *For Sale-General Dentistry Practice & Building.* Owner has worked in this location since 1971. Gross Receipts were \$378K with \$139K adj. net income. There are 3 equipped operatories and 3 days of hygiene. Purchase of the building is optional to the Buyer. 100% financing is available for both building and practice. Excellent opportunity for new grad or satellite practice. #14375.
- **MERCED:** *For Sale-General Dentistry Practice.* This is a tastefully done, 4 op., 1,550 sq. ft. office with 4 and 1/2 days of hygiene/week. All equipment is less than 10 years old and includes 2 Lasers, Intra-oral Camera, Panoramic X-ray, Digital X-rays, and Dentrux Software. Molar endo and involved oral surgery cases referred out. Basic general (non-amalgam) type dentistry. 2011 gross was \$878,000 with 4 weeks out as a result of a medical issue. 2010 collections were \$956,000. Excellent location. Seller retiring. #CA512
- **MILLBRAE:** *For Sale-General Dentistry Practice.* This beautiful, well-established office is located on the main

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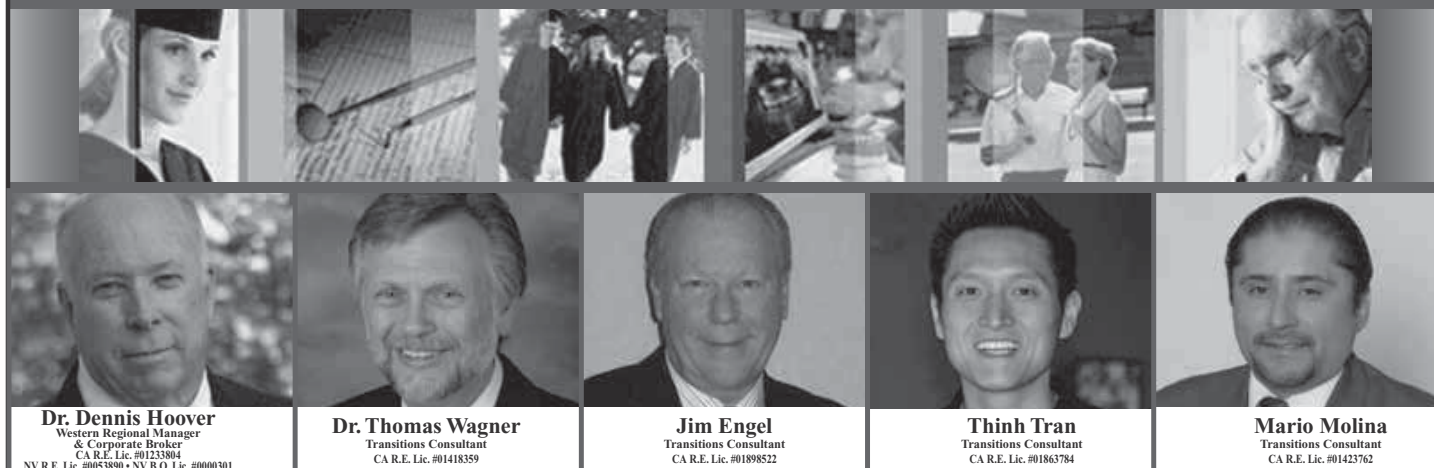
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thoroughfare of the North Peninsula, offering great exposure that generates 25-30 new patients per month. 5 treatment rooms (6th plumbed) in approx. 1,500 sq. ft. equipped with Digital Pan, Digital Imaging and Intra-Oral Camera. 2011 gross receipts of \$651,000 with \$230,000 adjusted net income. Owner is retiring. Don't delay, this won't last long! #14395

- **MODESTO:** *For Sale* - General Dentistry Practice. Collections have been approximately \$700K per year with a 62% overhead on 3 days per week schedule. Six days of hygiene in this 4 op. office. Eaglesoft software and Panoramic X-ray. Approximately 2,000 active patients. Perio and Endo referred out. Excellent location. #CA505

- **MODESTO AREA:** *For Sale*-General Dentistry Practice. Owner is a senior partner in a practice set up to share expenses and reduce overhead. Each partner has their own patients, operatories, etc. Selling partner's gross receipts in 2011 were over \$950,000 with only 54% overhead or \$443,777 adj. net income. There are 8 days of hygiene. Intra-oral camera, Panoramic X-ray, digital X-rays, and Dentrix software. Owner is retiring. #CA506

- **MODESTO-TRACY-AREA:** *For Sale*-Pediatric Practice. \$677,000 in collections in 2010 with a \$357,000 net income. This 3-chair office is located in approximately 1,250 sq. ft. & has recently been remodeled. Patient Base software. Office equipped for NO2 & IV sedation. Practice has operated in its present location for 20 years.

- **MOUNTAIN VIEW:** *For Sale*-General Dentistry Practice: This 2 day per week satellite office is located the heart of Silicon Valley, surrounded by most of Mountain View's largest employers. 2 fully equipped treatment rooms (expandable to 4), Pano, Digital Processor and Dentrix Software in approx. 1500 sq. ft. With household names as your neighbors, few opportunities are this good! #14398

- **MORGAN HILL:** *For Sale*-General Dentistry Practice & Building. DECEASED DENTIST AS OF JUNE 6TH, 2012. The office and equipment are only 5 years old. The office is beautifully decorated and efficiently laid out with 5 operatories. The condominium space is located in highly visible, upscale, professional office building. 2011 gross receipts were \$846,000. Intra-oral Camera, Panoramic X-Ray and Digital X-Ray. Staff and hygiene are working daily with out-of-the-area doctor covering. Approximately 1,700 active patients. #14399

- **NEWPORT BEACH:** *For Sale*-General Dentistry Practice. This 4 operator practice is located in beautiful Newport Beach and is part of a larger office complex. Gross receipts were \$490K in 2011, with an average of 20 new patients per month.

The office is 920 sq. ft. with Dentrix software, Dental laser, and up-to-date equipment. #14397

- **NORTHERN CALIFORNIA:** *For Sale*-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq ft. with Panoramic X-Ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.

- **NORTH OF SAN FRANCISCO:** *For Sale* - PERIODONTAL PRACTICE. Owner retiring: Great opportunity for a Periodontist with experience in dental implant placement. This well appointed practice is located in a 1,300 sq. ft. office with 4 operatories along the busy 101 corridor north of San Francisco. 2011 gross receipts of \$558,000. DSN software. Buyer will be the only full-time periodontist in an area with the population of approximately 60,000. #14396

- **ORINDA:** *For Sale*-FACILITY SALE. If you are thinking about relocating or building out a new office in a prime location, then you need to look at this opportunity. At half the cost or less, you can have an outstanding, fully furnished, 3 operator office (2 additional plumbed) in a great location with good parking in an upscale building. Pictures and a complete list of equipment and furnishings are available. Office is suitable for Endo, Oral Surgery, or General Dentistry. #CA508

- **ROSEVILLE:** *For Sale*-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 Op., 8 days hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327

- **SACRAMENTO:** *For Sale*-General Dentistry Practice. **Ideal start-up or satellite practice.** This is a satellite practice of the owner. this is a 5 op. office that includes Intra-oral camera, Panoramic X-ray, and Soft Dent software. 2011 gross receipts were \$202,000. Average age of equipment is 5 to 10 years. Purchase price is far less than purchasing equipment and paying for leasehold improvements in a new location. This office also comes with approximately 450 active patients that provides an immediate cash flow. #CA507

- **SACRAMENTO:** *For Sale*-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Softdent software. Owner to retire. #14374

- **SAN FRANCISCO:** *For Sale*-General Dentistry Practice. This 1000 sq. ft. office is located in the heart of the financial district. It is a corner office with each of the operatories looking out at the incredible views on Golden Gate side of the bay. The 2011 collections were \$1,200,000 with a low overhead. The practice averages approximately 15 new patients a month.

- **SAN JOSE:** *For Sale* - FACILITY SALE ONLY - NO PATIENTS: Exclusive Willow Glen district offering 4 fully equipped treatment rooms, 2 additional plumbed, in approximately 1,900 sq. ft.. Digital Scanner, Intra-Oral Camera in a very elegant setting. This facility only sale offers favorable lease terms as well. #CA504

- **SAN LUIS OBISPO:** *For Sale* - Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.

- **SAN RAMON:** *For Sale*-FACILITY SALE. Great San Ramon location in professional complex: equipment, leaseholds & furnishings only. 1,400 sq. ft. with 4 equip. treatment rooms (2 additional plumbed), Pano X-ray, Computer Server & Workstations w/Dentrix, Intra-oral Camera & wired for digital. Priced to sell in an upscale community that's home to Chevron, AT&T, Robert Half International, Accenture and Safeway Stores. #CA511

- **SANTA BARBARA:** *For Sale*-General Dentistry Practice. Wonderful opportunity to live and work in one of California's most desirable areas. 2010 Gross Receipts were \$974,000 with a \$370,000 adjusted net income. Six days of hygiene. Dentrix software, Intra-Oral Camera and Panoramic X-Ray. Owner is retiring. #14382

- **SANTA CRUZ:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2,000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361

- **VICTORVILLE:** *For Sale* - General Dentistry Practice. This practice is worked just on a three day a week schedule. There are 3 operatories with 10 off-street parking spaces. Practice has high visibility. The practice was acquired from previous owner in 2002. #14393

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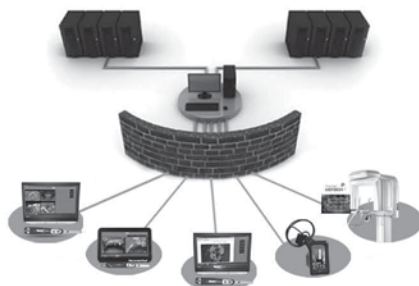
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Chester Jeng, DDS, JD, LL.M (Master Degree in Tax Law)
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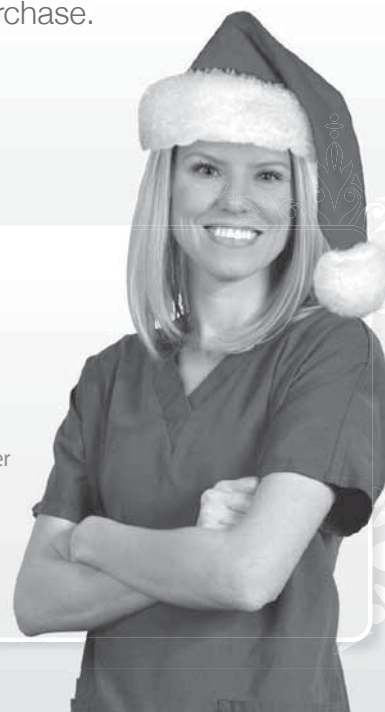


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SATURDAY

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