

# THE Dental Trader

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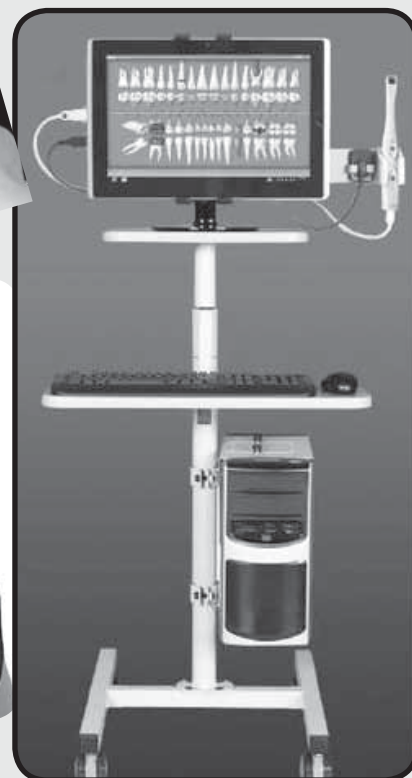
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#### KERN COUNTY

**BAKERSFIELD #26** - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of goodwill. **[SOLD]**

#### LOS ANGELES COUNTY

**CANOGA PARK** - (5) op comput. G.P. located in a strip center with exposure/visibility/signage. (4) ops eqt'd/5th plumbed. Cash/Ins/PPO patient base. Presently taking no Denti-Cal. Practice is located in an area of high Denti-Cal usage & could be added to significantly increase Gross Collections. 2014 Projected Gross Collections of \$250K+. Dentrix s/w. Digital x-rays - Dexis. Seasoned staff. Seller Retiring. **[PENDING]**

**ENCINO** - (3) op comput. G.P. located in a prof. bldg on a main thoroughfare. Part time practice w older eqt'd. Cash/Ins/PPO pts. Annual Gross Collect \$164K+. Below market Lease. Beautiful Valley views from ops. Great starter pract., part time pract., buy & combine pract. or satellite office. Seller retiring. **[NEW]**

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

**LANCASTER** - (5) op computerized G.P. and single use free standing bldg. located on a main thoroughfare with exposure/visibility and parking. Be your own Landlord! (3) ops eqt'd (2) add. plumbed. Digital x-rays, Easy Dental s/w. Pano eqt'd. 39 years of goodwill. Cash/Ins/PPO pts. 2014 Projected Gross Collections of \$300K+ on a (2) day week! Total mos. payment of \$4K w \$30K down! WOW! Seller retiring but will assist w the transition. **[NEW]**

**LA VERNE** - (6) op comput G.P. (3) ops eqt'd/(3) add. plumbed. Newer eqt'd. Located in a busy shop ctr. on a main thoroughfare w excell. exposure/visibility/signage & parking. Exhibiting health growth. 2014 Gross Collections projected at \$400K+. Digital x-rays. Cash/Ins/PPO pts. Seller moving. **[NEW]**

**LOS ANGELES** - Upscale, (4) op turnkey office for sale. Just built out & equipped w new eqt. Located in a new health care centered shopping ctr. on a main thoroughfare. Excellent exposure, visibility, signage & parking. DDS office has dental exclusive in the center. **[SOLD]**

**PASADENA** - Magnificent upscale, (3) op comput. turnkey office with included charts. (1) year old build out w near new Belmont eqt. On a main thoroughfare in a well known medical bldg next to the hospital. Only DDS in the bldg. Digital x-rays. Easy Dental s/w. Many built in referral sources. Seller to concentrate on other office. **[NEW]**

**SHERMAN OAKS #4** - (3) op comput G.P. located in a well known medical/professional building on a main thoroughfare. Cash/Ins/PPO patient base. 2013 Gross Collect \$180K+ on a (3) day week. Great starter, satellite or buy and combine opportunity. Seller retiring. **[NEW]**

**VAN NUYS/SHERMAN OAKS - Bldg. & Practice** - (5) op comput. G.P. (4) ops eqt'd, (5th) op plumbed. Located in a free stand. single use bldg. on a main thoroughfare w excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring. **[PENDING]**

**WEST SAN FERNANDO VALLEY** - (4) op comput G.P. Located in a smaller, well known, prof. bldg. on a main thoroughfare. Excell. signage & ample free parking in rear lot. Annual Gross Collect \$750K+ on a (4) day week. Digital x-rays & soft tissue laser. Cash/Ins/PPO pts. (10+) new pts/mos. Lower overhead office w excell. long term lease in place. Seasoned staff. **[PENDING]**

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#### ORANGE COUNTY

**ANAHEIM** - (3) op comput G.P. (2) ops eqt'd/3rd op plumbed. Located in a one story prof. ctr. Cash/Ins/PPO pts. Gross Collect \$162K+ part time. Very low overhead. Sales price less than replacement cost. Seller moving. **[PENDING]**

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#### SAN BERNARDINO COUNTY

**RANCHO CUCAMONGA** - (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Located in a strip center w exposure/visibility/signage & parking. Annual Gross Collect \$185K p.t. Cash/Ins/PPO/ pts. Averaging (7-9) new pts/mos. Seller does no advertising. Seller moving. **[NEW]**

#### SAN DIEGO COUNTY

**Room for Your San Diego County Practice Listing.**

#### TULARE COUNTY

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

#### VENTURA COUNTY

**CAMARILLO** - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **[SOLD]**

**EAST VENTURA COUNTY #2 - Bldg. & Practice** - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eqt'd.

**EAST VENTURA COUNTY #3** - (5) op comput G.P. located in an upscale prof. bldg. w excell off street free pking. (4) ops fully eqt'd 5th op partially eqt'd. Digital x-rays, CEREC and Pano. Cash/Ins/PPO pts. Under market lease rate. Annual Gross Collect \$600K+ on a (4) day wk. (3) days of hygiene. Seller refers out diff O.S., all Endo, Implant Placement, Perio Surgery & Ortho. Seller moving. **[NEW]**

**SIMI VALLEY #3** - (4) op comput. G.P. located in a strip ctr. with excellent exposure/visibility and signage. Cash/Ins/PPO patient base. 2013 Gross Collections \$555K+. Digital X-Rays. Excellent Lease. Low Overhead. **[NEW]**

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**MISSION VIEJO DENTAL PRACTICE & REAL ESTATE FOR SALE** - Gross ~\$530K. Beautiful modern office ~2,703 sq.ft., 3 fully eq. ops. + 2 add't plumbed. Cash/PPO. Ample parking space. Easy access to Freeway 5. #MVRE982B. **\*\*Feature Listing!\*\***

**IRVINE DENTAL PRACTICE FOR SALE** - Busy street. Shopping center with anchor stores. ~1,050 sqft, 3 ops. Near Fwy 5. #IR625S.

**SAN FRANCISCO DENTAL OFFICE CONDOMINIUM / OFFICE FOR SALE** - Newly renovated dental office. 4 modern, private offices. Plumbed for 3 separate operatories. ~800 sq.ft. Brand new dental chairs. Medical/Dental Building in highly desirable area. Close to Union Square. Dental Office Facility & Condo Unit can be purchased together or separately.

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**HAYWARD DENTAL PRACTICE FOR SALE** - Gross ~\$575K. GP in shopping area. 4 ops. ~1,820 sq.ft. Mostly PPO. #HW888SL

**MODESTO DENTAL PRACTICE FOR SALE** - Busy street. Strip mall. ~3,200 sf. 7 eq. ops. Close to major anchor stores. #MDT78F.

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

**FONTANA DENTAL PRACTICE FOR SALE** - Shopping Center. Excellent visibility 3 eq. ops ~1,350 sq.ft. Low rent. #RM811HS.

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

**LA JOLLA DENTAL PRACTICE FOR SALE** - Office gross ~\$350K, mostly PPO Patients, 2 fully equipped operatories, ~1,000 sq ft.

**OCEANSIDE DENTAL PRACTICE FOR SALE** - 10 yrs. of goodwill. 4 ops, ~1200 sf. Strip mall. PPO/Cash. **\*\*Price Reduced!\*\***

**COVINA DENTAL PRACTICE FOR SALE** - Beautifully renovated. ~1,100 sf. 3 ops.+ 1 add't plumbed. Good foot traffic. #CV910M

**COVINA DENTAL PRACTICE FOR SALE** - ~ 900+ sq.ft, 3 ops. Low Rent. Professional building. Close to Freeway 10. #CVN71T

**DOWNEY DENTAL PRACTICE FOR SALE** - Shopping center on busy streets. 7 ops. ~ 3,400 sq.ft. Diverse patient population.

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

**LOS ANGELES DENTAL PRACTICE FOR SALE** - Busy street. Highly visible strip mall. 3 ops. + 1 plumbed -1,500 sf. **\*\*New Listing!\*\***

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**PANORAMA CITY DENTAL PRACTICE FOR SALE** - 2 equipped ops. + 2 add't plumbed. -1,400 sqft.+. Low rent. **\*\*New Listing!\*\***

**PARAMOUNT DENTAL PRACTICE FOR SALE** - Busy street. Shopping Ctr. Great visibility. ~1,200 sq.ft. 4 eq. ops. #Z619PM.

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**SANTA MONICA PRACTICE FOR SALE** - Med. Bldg. Excellent visibility & signage. Prime location. 3 ops, ~1,000 sf. Close to Fwy 405.

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**VALENCIA DENTAL PRACTICE & REAL ESTATE FOR SALE** - Gross ~\$570K. Mostly PPO/Cash. Spacious office - 2,200 with 6 eq. ops. Medical bldg. built in 2007. Family practice including cosmetic, implant & orthodontics. Close to Freeway 5. #VRE8411O.

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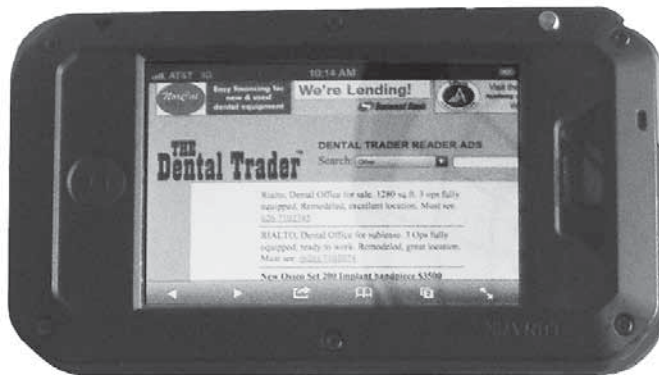
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**LODI** Recently remodeled. Desirable Downtown location. 1,000 sf w/ 4 ops \$340k (IN-338) WPS/800-641-4179.

**Santa Clara Practice For Sale** Busy GP Hybrid Practice with - Ortho - Prosth specialists in the practice 1-3 days each week. Average annual collections over \$950,000, six ops, great street visibility on busy street. Contact Joe Hruban 530-746-8839 or [joe@omni-pg.com](mailto:joe@omni-pg.com).

**Are you a dental shopper** seeking bargains? We strive to provide the best bargains in every issue of The Dental Trader. Often it is dentists who refer bargain deals to The Dental Trader. If you spot a real deal, please tell that company about us or tell us about them so we can get their sweet deal into the publication. 877 888 4237 Many thanks!!

**\$135,000 Fully Equipped Dental office for quick sale:** 3000sqft, 8 fully equipped Ops. Belmont equipment, Belmont Pan/ceph, 6 xray heads, Midmark autoclave, ALL major equipment being left behind by owner. Practice location has grossed \$2million in 2013 and \$1.2million jan-july 2014. Owner moving just his goodwill to new location due to real-estate opportunity. El Centro, CA (310)733-8508 or [AAKHORSAND@GMAIL.COM](mailto:AAKHORSAND@GMAIL.COM).

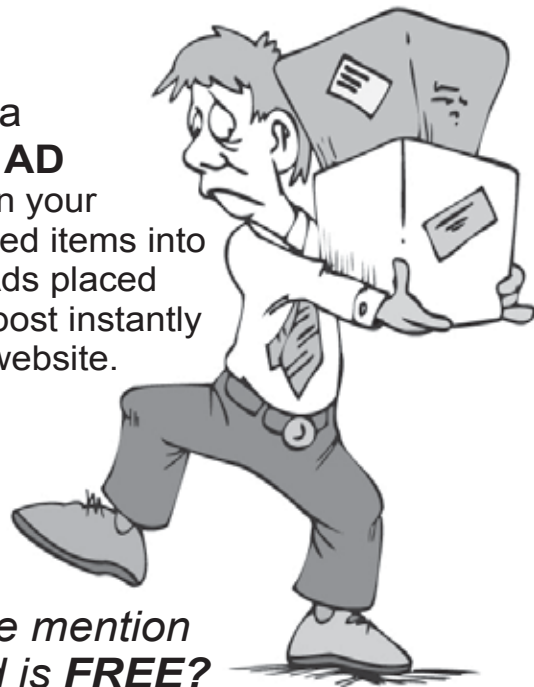
**West San Jose** Cupertino Practice For Sale: Average annual collections of \$300,000, five equipped ops with room for five more. Blocks from Apple headquarters provides for great potential growth. Contact Joe Hruban 530-746-8839 or [joe@omni-pg.com](mailto:joe@omni-pg.com).

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**WALNUT CREEK** Prosthodontic Practice. 3 Ops, full lab. 2013 GR \$399K, \$143 Adj. Net. HS PPT - Jim Engel 925-330-2207 #CAM540.

**PRACTICE FOR SALE** New!! OMS Practice in N. San Diego Cty. Established, VERY profitable. Seller flexible with transition. SDPS: 760-599-7828 \*\*\*\*\*

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### CENTRAL AND NORTHERN CALIFORNIA LISTINGS

**BAY AREA:** Periodontal Practice. Periodontal practice in leased office with 2,120 sq. ft., 6 Ops, Digital X-rays, Pulse Oximeter, Endoscope, Piezosurgery, and Dextrix software. 2013 GR \$1M. Practice open for almost 20 years. Practice #CA167

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

**FOLSOM/EL DORADO HILLS:** PRICE REDUCED - Like-new office with 1,200 sq. ft. and 4 Ops. 2013 GR of \$405K. 2 1/2 days of hyg/wk. Practice utilizes Dextrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103.

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

**FRESNO:** General Dentistry. This 5 Op, 2,000 sq. ft. office is located in North Fresno. The practice was started by the owner in 1997. There are 5 days of hygiene with 23 new patients per month. 2013 GR of \$789,000. Equipment is approx. 5 years old. Owner is retiring. Practice #CA171.

**FRESNO:** General-Partnership Interest. Partner in well-established, highly regarded, 5 dentist group practice in the North Fresno Area is selling his interest. Intra-Oral Camera, Digital Pan, Kodak sensors, SoftDent software. 7,500 active patients. 2013 Partnership R were \$4,708,000. Selling Partner's Net Income 2013 \$368,000.

**FRESNO:** General Dentistry. This 1,739 sq. ft. office has 4 Ops with 6 days of hyg. Practice receipts have averaged \$760,000 per year with low 61% overhead. Practice features Gendex X-rays & Scanner, Soft Tissue Laser, Intra-Oral, Digital Pan, and Cerec CAD/CAM. Owner is retiring after 31 years in the same location. Practice #CA197.

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

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

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

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

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

**MENDOCINO COAST:** General Dentistry Practice. Stand-alone professional building and practice located in a medical neighborhood on the beautiful Mendocino Coast. 2,376 sq. ft. with 4 equip Ops. Dextrix software, Intra-Oral camera, CAD/CAM. 2013 GR of \$1,025M every year since 2007 on av. 15 days/mo. 4 and 1/2 days hygiene, averaging 25 new patients per month. Practice #CA181.

**MILPITAS:** General Dentistry Practice: Beautiful, updated office on main thoroughfare in well-maintained professional building. 5 fully equipped Ops in 1,650 sq. ft., including Pano, Intra-Oral Camera, and Laser. 2013 GR of \$935,000 with 7 days of Hygiene. Owner retiring after 35 years in present location. 45 years in the community. Practice #CA180 – In Escrow

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

**NORTHERN CALIFORNIA:** Periodontal Partnership Opportunity: One of two partners is retiring from a very successful Perio Practice. Office leased with 1,500 sq. ft., 6 Ops, and Dextrix software. Has been in present location for many years. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. Practice #CA168.

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

**NORTHERN CALIFORNIA:** Endodontic Practice: Endodontic office in 1,021 sq. ft. with 4 equipped Ops, 1 add'l available. 3 surgical microscopes, Dextrix software. 2013 GR of \$337K. practice in current location for over 30 years, owner retiring. Practice #CA169.

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

**PLEASANTON:** Facility Only Sale: Former Endo office but also perfect for a GP startup in this high-demand neighborhood. 2 fully equipped Ops, Computers Microscope, 3rd Op plumbed and partially equipped. 975 sq. ft. in a Professional Complex with Perio, Ortho, and GPs. Below market rent and ready to move in. Call for photos and more details on this great location with almost new equipment! Practice #CA195.

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

**SACRAMENTO:** General Practice: Leased, stand-alone professional building on busy thoroughfare. 1,250 sq. ft. with 3 equip Ops, 1 add'l plumbed, remodeled less than 10 years ago. Digital X-rays, Patient Education software, Dextrix software. 2013 GR of \$794K. Practice #CA177.

**SACRAMENTO:** General Practice: 2,400 sq. ft. office w/7 equipped Ops, 1 add'l plumbed. Located in one of Sacramento's historic, well-established neighborhoods. Intra-Oral Camera, Digital X-ray, Pano, Softdent software. 2013 GR \$711,014. Owner retiring. Practice #CA182.

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

**SAN FRANCISCO:** General Practice. Located close to Union Square, this practice has shown steady increase every year. 2013 GR were \$854K with only 55% overhead. 4 days of hygiene. Owner moving out of Bay Area. Practice #CA191.

**SAN JOSE:** General Practice: Nestled between the Evergreen and Silver Creek districts, this high traffic professional center boasts 3 fully equipped Ops in 1,200 sq. ft. with Pano X-ray and Eaglesoft software. 2013 GR of \$370,000 on 30 hour work week with 2 days of Hygiene. Located on a major intersection with Health Care and other businesses nearby. Owners are downsizing. Practice #CA178.

**SAN JOSE:** Facility Only. North Valley, well-established location featuring 7 ops in approx. 1,400 sq. ft.. Office is fully equipped with all you need at 1/3 the price of a new start up. One block from VTA stop, beautiful landscaping and newly re-furnished interior. Pano, Digital Scanner, and 5 station computer network included. Practice #CA190.

**SAN MATEO:** General Practice: Professionally designed office across from shopping area with 5 Ops plumbed, 4 equipped in 2,150 sq. ft.. 2013 GR of \$708,000 with 5 days of Hygiene. Dextrix software, Digital X-ray, Film based Pano, Intra-Oral Camera, and 9 years new, top-of-the-line equipment. Owner is retiring from private practice. Practice #CA179.

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

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

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

**TUOLUMNE COUNTY:** General Dentistry Practice & Building. The practice receipts averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, with 8 days of hygiene. There are 6 Ops in approx. 2,000 sq. ft., equipment average age is 3-4 years. The building is well maintained with lots of storage and upscale interior décor. 45 minutes from population centers with 200,000 plus people. Practice #CA199.

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

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### SOUTHERN CALIFORNIA LISTINGS

**ANAHEIM: NEW LISTING** - General Dentistry Practice and Building with 6 Ops, 2 Equipped, 4 Plumbed. Near Disneyland. Practice established 39 years with great visibility on a busy street. Practice #CA186.

**BAKERSFIELD: NEW LISTING** - General Dentistry Practice with 8 Ops, 4 Equipped, 4 Plumbed in a 2,400 sq. ft. suite. 2013 GR of \$521K. Practice has been established for 20 years. Practice #CA193.

**BALDWIN PARK:** General Dentistry Practice with 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$317K GR and \$163K Adjusted Net in 2013. Seller is relocating out of state. Practice #CA176.

**BANNING:** General Dentistry Practice with 6 Ops in 1,873 sq. ft. Practice features digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5MM. Practice #CA183.

**BEVERLY HILLS: NEW LISTING** - Leasehold Improvements plus some patients - 2 Ops, 1 Equipped, Practice has Open Dental with computer, Digital x-rays with 2 sensors, vacuum, and sterilizer.

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

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

**GREATER LOS ANGELES AREA:** Periodontal Practice with 5 Ops, Dentrix, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, long-time staff and 34 Years of Goodwill. Practice #CA173.

**HUNTINGTON BEACH: NEW LISTING** - General Dentistry Practice with 3 Ops, Dentrix, Digital X-rays, intra-oral camera. 50% PPO, 50% HMO. \$252K GR in 2013. Practice #CA194.

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

**LA MESA: NEW LISTING** - General Dentistry Practice with 4 ops, Dentrix, Digital X-rays, Intra-Oral Camera, and Pano. Established for 28 years. 2013 GR of \$501K. Practice #CA

**LA MESA:** This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$403K in 2013 with similar numbers projected for 2014. Practice features Dentrix, Laser, and Digital X-Rays.

**LOMA LINDA: NEW LISTING** - This General Dentistry Practice with 4 Ops has been established since 1986. Practice utilizes an Intra-Oral Camera, Dexis Digital X-rays, and Pano. 2013 GR of \$631K on a 4 day work week. Practice #CA185

**LOS ANGELES: NEW LISTING** - General Dentistry Practice with 9 Ops, 6 Equipped in a retail center with high visibility. Established for 16 years. Dentrix, Digital X-Rays, Pano, Intra-Oral Camera. 2013 GR of \$824K with \$355K Adj. Net. Higher numbers projected for 2014. Practice #CA197.

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

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

**NORTH HOLLYWOOD: NEW LISTING** - General Dentistry Practice with 5 equipped Ops, 1 plumbed, not equipped. Office is located in a free-standing building and utilizes Dentrix software, Dexis Digital X-rays, Pano, Laser and the office is paperless. 2013 GR of \$845K with \$296K Adj. Net. Practice #CA187.

**NORTH ORANGE COUNTY: NEW LISTING** - General Dentistry Practice with 7 Ops, 6 Equipped in a 2,700 sq. ft. suite. GR of \$601K with \$244K Adj. Net on a 3 day work week utilizing EagleSoft, Intra-Oral Camera, Schick Digital X-rays, and Pano. Practice #CA189.

**NORTH ORANGE COUNTY: NEW LISTING** - Orthodontic office. Leasehold improvements plus some patients. 4 chairs in an open bay located in a retail center. Practice is in an upscale family community. Practice #CA188.

**ORANGE COUNTY:** Oral Surgery Practice with 5 Ops in a professional building. Practice has been established for 8 years. 2013 GR of over \$1.4MM and \$875K Adj. Net. Practice #CA163 - In Escrow

**ORANGE COUNTY:** Periodontal Practice with 6 Ops, 5 Equipped. 2013 GR of \$479K with \$164K Adj. Net on a 4 day week. Great OC location near freeway, hospital, and shopping. Practice #CA172.

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

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

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

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

**SAN DIEGO:** Retiring Dentist in a convenient, highly-desirable, central area of San Diego. 3-Op layout, with the dentist utilizing 2-ops. Small, quality driven FFS practice utilizing PracticeWorks. Ideal starter practice or an additional boutique practice location. Practice #CA161.

**SAN DIEGO, SOUTH COUNTY:** This General Dentistry Practice with 3 Ops is in a retail center and has been established for over 6 years. Uses EasyDental and Digital X-rays with 3 sensors. GR of \$310K and \$120K in Adj. Net. Practice #CA175.

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

**SOUTH ORANGE COUNTY: NEW LISTING** - General Dentistry Practice with 5 Ops. Practice utilizes EagleSoft, Schick, Intra-Oral Camera, and a Laser. \$400K in Gross Receipts in 2013, with similar numbers for 2014. #CA192.

**TEMECULA:** General Dentistry Practice with 26 years of Goodwill and 6 Ops. EagleSoft with 14 workstations, digital, Pano, CEREC, and Intra-Oral Camera. Long-term staff and 4 days of hygiene/wk. \$794K GR and \$290K Adj. Net. Practice #CA174.

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

### OUTSIDE OF CALIFORNIA

**MAUI HAWAII:** General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2 1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101.

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# CONSUMER ALERT!

## The Dental Trader

**refuses to do business  
with the following companies:**

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(A CEG Company)

P.O. Box 15190

Scottsdale, AZ 85267

[www.americanbusinesscard.com](http://www.americanbusinesscard.com)

Ph: 800-555-2234 Fax: 800-500-4506

### PROFESSIONAL FINANCING INC.

Alexander Slepak

20371 Irvine Avenue, #100

Newport Beach, CA 92707

[www.professionalfinancing.net](http://www.professionalfinancing.net)

[doctor@professionalfinancing.net](mailto:doctor@professionalfinancing.net)

Ph: 323-272-3543 Fax: 480-948-0082

***This notice is based on the advertisers'  
contractual lack of performance and/or  
legal action/court judgments.***

***If you have had a problem with these or any other  
Dental Trader advertiser, please send your  
formal complaint to:***

**The Dental Trader**

**Attn: Complaints**

**Post Office Box 2631**

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***Be sure to include any relevant documentation concerning your complaint***





**Should I sell now? Wait and grow my practice?  
Is it the right time to buy? How much can I afford?**

At Integrity Practice Sales we get asked these questions everyday. Many of our clients aren't sure whether they should sell now or grow their practice for a few years first.

If you have any questions, or would like to know more about one of our listings, give us a call at (855) 337-4337 for a no obligation consultation.

## **Featured Listings**

### **South San Luis Obispo County**

With 5 operatories  
and last year's collections  
over \$700k we can't  
think of a better practice  
for you.

### **San Luis Obispo**

If you're looking to  
live and work in a gorgeous  
location, ask us about this  
4 operator practice.

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Paso Robles  
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New listings added frequently

Please visit our website for more information: [www.integritypracticesales.com](http://www.integritypracticesales.com)

**(855) DDS-4DDS (855 337-4337)**

**Buyer seeking** dental practice and real estate in Orange County. Collections \$500+, general practice with good will. Would love to buy building as well. 3-6 operatories. Sellers call Loc Pham, Broker at LCF Financial, Inc. BRE #01875780. (714) 550-7494 or practice@lcffin.com | <http://lcffpracticesales.com>.

**SANTA ROSA GP** Well established, traditional general dental practice with Owner retiring. 3 doctor & hygiene days/week. 3 fully equipped ops in 1,100 sq. ft. Approx. 700 active patients. 2013 GR \$755K. Building also available. Asking for practice \$500K. Contact Carroll & Company for details (650) 403-1010 or dental@carrollandco.info. CA DRE #00777682.

**REFERRING DENTISTRY OUT?** Have your Oral-Surgery and/or Peds done at your office by an experienced GP. Cell#: 310-709-5251. [www.DrMinoofar.com](http://www.DrMinoofar.com).

**CHICO** Large, Unique, Originally designed for more than 1 dds! 5,000 sf w/ 7 ops (+2 add'l) \$1.2m (GG-320) WPS/800-641-4179

**Free instrument(s)** restricted- with purchase. For Sale Many NEW or like NEW operative instruments. Composite and amalgam (323) 851-6622.

**1 out of 3 dentists will be disabled long enough to collect benefits. Are you prepared? Call us for a FREE Disability Insurance Appraisal 855-346-9729 di4dds.com.**

**Dental Inventor** Have you thought of new or improved inventions for you dental practice? License you invention or obtain venture capital for your start-up. Cohen IP Law Group, PC. 310-288-4500. [www.cohenip.com](http://www.cohenip.com).

**WANTED** Assistant & Receptionist for new dental office. Must be able to MULTITASK-provide great CUSTOMER SERVICE @Livermore CA. call 925-447-0440/ [rakhi\\_jani@hotmail.com](mailto:rakhi_jani@hotmail.com).

**Legal Tip** Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).


**Oral Surgeon for hire** wisdom teeth, implants, sinus lifts-more; easy to work with, very positive rapport w/ patients & staff. [omsddsm@gmail.com](mailto:omsddsm@gmail.com).

**Submit your free ad** or subscribe online at [dentaltrader.com](http://dentaltrader.com) today!

**General dentist** associates needed for Los Angeles, Huntington Beach, Sacramento offices. 2+ years experience. Very fast paced offices. [dralex@crystaldentalcenters.com](mailto:dralex@crystaldentalcenters.com).

**10 TEETH IN 1 HR** correct receding gums without the pain, limitations, post-procedure risks and healing of grafting. 24 hour recovery period, results visible on day of treatment. Visit [pinholesurgicaltechnique.com](http://pinholesurgicaltechnique.com).

**MODESTO** Long-standing tradition of quality care. 3016 sf w/ 5ops + 1 add'l. \$495k (IN-345) WPS/800-641-4179.



**AWESOME**

*"Two hours after placing my practice for sale ad on The Dental Trader website, I received my first inquiry. On the first day I had three interested buyers. If you want results, I recommend advertising in The Dental Trader."*

Dr. Seo

**Rembrandt** Sapphire Curing Light/Teeth Whitening Unit with stand. Great condition.\$1499 obo Contact [lakerfanatic949@gmail.com](mailto:lakerfanatic949@gmail.com).

**Sacramento** Full Time General dentist 5 days per week. Email CV to [manager@scripps dentalgroup.net](mailto:manager@scripps dentalgroup.net) Base pay plus production.

**CHICO** Strong foundation anchored by 4-day Hygiene schedule. Retiring DDS focuses on restorative with Endo, OS, Perio and Peds referred. 2014 tracking \$450,000. Beautiful 4 op office. Full price \$175,000. To learn more, go to [www.PPSellsDDS.com](http://www.PPSellsDDS.com) or phone 415-899-8580.

**Hard working Board Certified** Prosthodontist looking to provide highest quality service. Exceptional cases to show. Please email me at [caliprosthodontist@gmail.com](mailto:caliprosthodontist@gmail.com).

**WOOD & DELGADO** "Pat & Jason, YOU DID IT AGAIN!!!! You put on a terrific program. Extremely pertinent and enlightening! You provided attendee's with a great deal of VERY VALUABLE information. Keep your programs coming!!!!" Stanley L. Pollock-Dental Broker [www.dentalattorneys.com](http://www.dentalattorneys.com) 800.499.1474.

**OVERSTOCK** Pola Day 9.5% H2O2, Bulk packs of 50. Retail \$125+, Asking \$80 OBO, EXP 01-2015. Contact - [toomuchstuffDDS@gmail.com](mailto:toomuchstuffDDS@gmail.com).

**PLEASANTON** Facility Only Sale. Former Endo, good GP startup. 2 equip. Ops, 1 add'l plumber & partially equipped. HS PPT - Jim Engel 925-330-2207 #CA195.

**PERIODONTIST, BOARD CERTIFIED** 17 years experience Implants, grafts, periosurgeries, all extractions in your office carry all instrument. 5105160027 / 9492000600 [californiaperio@gmail.com](mailto:californiaperio@gmail.com).

**Legal Tip: Buyers** Have you conducted a UCC search on the Seller? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**Free Up Cash Flow & Grow Your Practice** – Call Bob Affleck 949-939-4550 Lets take a look and see how we can help you free up your cash flow and save you so much more. Refinance and Consolidate Your Current Practice Debt. Checkout Citi's Ad.





## For Sale: General Dentistry Practice and Building Tuolumne County

When you combine an upscale successful dental practice in a beautiful, active and growing retirement community that is close to skiing, boating and hiking, plus the opportunity to purchase your own dental building, it all seems too good to be true. Practice receipts were over a million dollars in 2013, 2012 and 2011 with just a 59% overhead. There are 8 days of hygiene and 6 treatment rooms with 3 to 4 year old equipment in this 2000 sq. ft. facility. Practice is located 45 minutes from population centers of 200K plus and just 2 hours from Sacramento and 2 hours from San Francisco. If you are looking for a high standard of living in a family oriented community then you should consider purchasing this practice.

### Contact:

Dr. Dennis Hoover, *Independent Contractor*  
Henry Schein PPT Inc.

Phone: (209) 605-9039

Fax: (209) 567-2773

dennis.hoover@henryschein.com

**Size 2 and Size 1 Sensors** Carestream RVG6100 Works well, 2 years old. Accepting all reasonable offers.  
mvdds2013@gmail.com.

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**SAN FRANCISCO** Two great practices for the price of one! Call for Details!! (AC-335) WPS/800-641-4179.

**WANTED IMPLANT MOTOR** IN GREAT CONDITION/ALMOST NEW AND MODEL TRIMMER. CALL 925-447-0440 OR EMAIL: RAKHI\_JANI@HOTMAIL.COM.

**GP dentist wanted** Located in Visalia, CA. We take HMOS, PPOs, and FFS. Please email us at [visaliadental@yahoo.com](mailto:visaliadental@yahoo.com).

**New Dental Chair** \$1695, with purchase of dental chair for \$2695, Made in USA, 10 Year Warranty, 100 color choices. Any delivery system will install on this dental chair. Call (800) 423 - 5657 or visit our website [WWW.DHPDENTAL.COM](http://WWW.DHPDENTAL.COM).

**Stop referring out Dental Implants, 3rd Molar Extractions, Bone Grafting, Sinus Lifts performed by friendly, experienced GP with extensive training. Will treatment plan with you. Call (562) 248-6284 or email [kcleedds@gmail.com](mailto:kcleedds@gmail.com). Please leave a message.**

**Newport Beach** Beautiful practice offering new state-of-the-art equipment. Great location. 3 ops. Great opportunity. Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

**Owandy I-MAX EASY** Digital Panoramic xray machine. Great Condition, 5 years old works great. \$5,000 obo [dralexanderdds@yahoo.com](mailto:dralexanderdds@yahoo.com).

**SACRAMENTO** General Practice. 7 equip. Ops 2,400 sq. ft., 1 add'l plumbed. Intra-Oral, Digital-X-ray, Pano. 2013 GR \$711K+. HSPPT - Thomas Wagner-916-812-3255 #CA182.

**Dental Facility for Sale** 3 ops, Gendex Pano, 3 X-ray units, mid mark sterilizers, statim, airtech 40, vacuum, lab equipment and much more. Recently remodeled perfect for start up. Please email [miae.louie@goAAA.com](mailto:miae.louie@goAAA.com).

**MADERA** Perfect Local in the "heart" of CA. 1,805 sf w/ 4 ops. \$399k (IN-332) WPS/800-641-4179

**DENTAL / MEDICAL PROFESSIONAL BUILDING FOR SALE** in GARDEN GROVE – New Listing! Asking \$3.65 Mil. Medical Plaza located in heart of Garden Grove, busiest street corner in area, ~15,600 square feet building located on 2 lots equaling ~1.01 acres, 10 rentable units. One unit is a vacant/plumbed dental office. High vehicle and foot traffic. Ample parking space. Easy access to Freeway 5, 405 & 22. Building/Land for Sale! Individual units are also available for lease. Don't miss this opportunity! Please call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or [practice@lcfinc.com](mailto:practice@lcfinc.com) | <http://lcfpracticesales.com>.



**PRACTICE FOR SALE** Mira Mesa. 20+ yr GP, 4 Ops. in 1300 sq.ft. PPO: SDPS: 760-599-7828.

**Good condition** Ricoh/Lanier (model#LD118d) copy/fax machine. Best offer Lancaster, CA 661-942-1181.

**Job Opportunity** (Equipment Manager) Reputable Dental Supply Company (20+ Years in business) is looking for an experienced individual to fill in a Job Opening for (Equipment Manager) for more information please contact us at 949-872-1565.

**PERIODONTIST 18 YEARS EXPERIENCE, BOARD CERTIFIED, CAN HELP ALL IMPLANTS, PERIODONTICS, EXTRACTIONS IN YOUR OFFICE. CARRY ALL INSTRUMENTS CALIFORNIAPERIO@GMAIL.COM 8776252682/ 9492000600.**

**Legal Tip** Does your attorney provide his cell phone number for emergencies? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**Lease Hold For Sale** Elk grove, CA. Great Visibility. Asking \$50,000. CALL Dr. Luu 916 753 4852.

**SAN JOSE** Fully equipped facility with add'l \$25k in extra equip including software! \$175k (DG-348) WPS/800-641-4179.

**Looking for Vietnamese Dentist** partner for opening a new practice in either Westminster or Sacramento. If interested please call 714-482-8642.

**DENTIST** Busy office near Monterey, CA looking for an experienced Dentist to join our practice. Excellent compensation. Email BayAreaDentist2009@gmail.com.

**dental clinic** is closing down dentalchairs, equipments, compressor, suction, x-ray units, cabinets, small refrigerator are on sale. call 5598027597.

**our office** switched to digital!!! NOW SELLING our Peri-Pro x-ray developer for \$500 or best offer. call Lorna@ (415) 781-2227.

**NOBEL DENTAL IMPLANT** FOR SALE-4 tapered groovy nobel implant sizes 4.3x10 and 4.3x13 for sale, please call 818-203-4272.

**SAN FRANCISCO, CA** Grossing Over \$1M, 6 Ops, Est. 1984, Largely Referral Based, Fully-Equipped Practice. 100% Financing Available. Call ProMed 888-277-6633 (Ref#D805)

**Autoclave** grinder, perio-pro developer, impregum mixer, small ultrasonic cleaner, Belmont X-Ray machine, mobil cabinets for front/back office. Email ladydmd88@gmail.com.

**Camarillo 2013** Collections over \$1 Million. 4 ops. Great retail location with easy parking. Beautiful practice in newly constructed office. Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

**2 HP dual head** Apollo Compressor & Air techniques vacuum. Few yrs old. Used 6months only. \$2700.00 & \$2450. Call Michael @ 949-533-2494.

**SO MARIN CO** Perio: 1,142 sf w/ 3 ops. Meticulously maintained! \$270k (CC-346) WPS/800-641-4179.

**Wanted part-time** GENERAL DENTIST with 3 yrs experience in Salinas, CA. Please fax resume to (831)424-0549 or email caldent@gmail.com.

**SAN MATEO** General Practice. 2,150 sq. ft. w/5 Ops plumbed, 4 equip. 2013 GR \$708K. Dentrrix, Digital-X-ray, Intra-Oral. HS PPT - Jim Engel 925-330-2207 #CA179.

**Beautiful, high traffic** retail complex Modesto Practice for sale. 2013: collected around \$800K with about \$400K taxable profit. Contact:2900dentist@gmail.com.

# ! SCUMBAG ALERT !



Apparently an individual passing himself off as Scott Turner (and may be using additional names) and using the email address **gen2rule17@gmail.com** has discovered The Dental Trader and is contacting doctors who are advertising goods for sale on our Ad Board. He pretends to be an interested buyer. We have received evidence of fraud from a doctor who was offered more than the asking price for his equipment. Scott Turner is passing fraudulent checks. Online searches of this character produced other scams he appears to have engaged in, you can view these scam alerts at the link below.

If you are selling an item, always **ALWAYS** make sure you are paid in full before shipping anything! If accepting a check or cashier's check, allow that check to clear first. If you receive an overpayment and the buyer requests you "reimburse" him the difference, **DON'T DO IT!**

This is a scam. Because Scott Turner is not a Dental Trader advertiser and we don't even know if there is a "real Scott Turner" or not...we have not added him to our Consumer Alert. If you are advertising an item for sale and contacted by this individual please notify The Dental Trader immediately so we may assist law enforcement in apprehending this scumbag.

<http://www.dotmed.com/virtual-trade-show/category/Honest-%26-Dishonest-Dealings/Discussions/Forums/Beware-Scott-Turner/46032>.



# WESTERN PRACTICE SALES

## 800.641.4179

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Practice Transitions Made Perfect™

### BAY AREA

**AC-243 SF Facility:** Occupies entire 8<sup>th</sup> floor of beautiful Downtown SF Fin. Dist. Bldg 2500 sf w/ 7ops **\$150k**

**AC-335 SAN FRANCISCO:** Two great practices for the price of one! Call for Details!!

**BG-352 LAFAYETTE:** Rare Opportunity! Available Immediately! 1150 sf w/ 4 ops **\$265k**

**BN-183 HAYWARD:** *Kick it up a notch by increasing the current very relaxed work schedule!* 1,300 sf w/ 3 ops **\$150k**

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

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

**CC-307 SOLANO COUNTY:** 1/3 Interest in premier practice! One of the most valuable practices on the CA market in years! 6,785 sf w/ 20 ops **\$1.035m**

**CG-355 NAPA:** Looking for Experienced, High-End General Dentist. Collections ~ \$1m **\$725k**

**CN-189 RIO VISTA:** In the heart of the beautiful California Delta! 3 ops **REDUCED! \$195k**

**CN-344 N. SONOMA CO:** Long-established, stellar reputation! 2560 sf, w/ 6 ops **\$925k**

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

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

**DG-116 SALINAS AREA:** Large, loyal & stable patient base! 1,400 sf w/5 ops. State-of-the-art Equipment **\$175k**

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

**DG-348 SAN JOSE Facility:** Fully equipped w/add'l \$25k in extra equip including software! **\$175k**

**DG-351 PLEASANTON Facility:** Very Appealing and Desirable! 1,000 sf w/ 3 ops. **\$95k**

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

### BAY AREA CONTINUED

**DN-311 PLEASANTON Facility:** A great location and superior visibility! 870 sf w/ 3 ops + 1 add'l. **REDUCED! \$95k**

**DN-331 CASTRO VALLEY:** Fully computerized and State-of-the-Art equipped! 1800 sf w/ 6 ops. **\$790k**

### NORTHERN CALIFORNIA

**EG-198 SACRAMENTO:** Desirable "Pocket Area". 1,112 sf w/3 ops **\$55k**

**EG-337 EL DORADO HILLS:** Amazing, High-End, THRIVING practice! 7 ops w/ 2,300 sf **\$865k**

**EN-313 SACRAMENTO Facility Only:** Vibrant and desirable area! 936 sf w/ 3 ops **\$85k**

**EN-340 SACRAMENTO:** Large HMO practice! 3,400 sf w/ 10 ops and Plumbed for 1 add'l **\$950k**

**EN-350 SACRAMENTO:** Old-fashioned values and philosophy! 674 sf w/ 1 op. **\$85k**

**FG-309 ARCATA:** Priced at only 44% of collections! 656 sf w/ 2 ops **\$185k**

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

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

**FC-334 NORTHERN CA:** Emphasis on prevention. 1,200 sf w/ 4 ops **\$480k / Real Estate Also Available!**

**GG-320 CHICO:** Large, Unique, Originally designed for more than 1 dds! 5,000 sf w/ 7 ops (+2 add'l) **\$1.2m**

**GG-328 RED BLUFF:** Get away from the big City! Established 50 Years! 800 sf w/ 2 ops **\$75k**

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

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

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



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

### NORTHERN CALIFORNIA CONTINUED

**GN-324 YUBA CITY Facility:** Newly updated! 1,704 sf w/ 4 ops, **Motivated Seller! \$75k**

**GN-354 YUBA CITY:** Well-established practice and building! 2670 sf w/ 6 ops + 1 add'l **\$325k (Real Estate: \$450k)**

**HG-298 REDDING FOOTHILLS: HEALTH FORCES SALE!** Includes Cerec! 2,000 sf w/ 5 ops **ONLY \$100k / Real Estate Also Available!**

**HN-213 ALTURAS:** Close to Oregon Border. FFS practice is 2,200 sf w/ 3ops +1 add'l **\$115k**

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

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

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

**HN-317 SIERRA FOOTHILLS:** "50% Buy-in" in a desirable Foothill community. 2,400 sf w/ 6 ops **\$525k**

### CENTRAL VALLEY

**IC-277 STOCKTON & TRACY:** 2 Quality FFS Practices **\$600k**  
Call for Details!

**IG-067 STOCKTON:** Fully computerized, paperless, digital. 5,000 sf w/10 ops **REDUCED! Now ONLY \$325k**

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

**IN-297 MODESTO:** Pristine, contemporarily designed medical/prof ctr. 1,980 sf w/ 4 ops. **PR: \$475k / RE : \$425k**

**IN-332 MADERA:** Perfect Local in the "heart" of CA. 1,805 sf w/ 4 ops. **\$399k**

**IN-338 LODI:** Recently remodeled. Desirable Downtown location. 1,000 sf w/ 4 ops **\$340k**

**IN-345 MODESTO:** Long-standing tradition of quality care. 3016 sf w/ 5ops + 1 add'l. **\$495k**

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

### CENTRAL VALLEY CONTINUED

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

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

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

**JN-316 CLOVIS:** "The best of all worlds!" Huge, like new Practice! 2,501 sf w/10 ops **\$700k**

### SPECIALTY PRACTICES

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

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

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

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

**DG-264 SAN JOSE Ortho:** \$300-400k in build-outs alone! 1800 sf w/ 5 chairs. **REDUCED! \$245k**

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

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

**AC-325 SAN FRANCISCO Endo:** Associate + Buy-In Opportunity in warm and caring environment. **Call for details!**

**BC-336 CONTRA COSTA CO Perio:** 1,440sf, 4 ops +1 Great Location! **Call for Details!**

**CC-346 SO MARIN CO Perio:** 1,142 sf w/ 3 ops. Meticulously maintained! **\$270k**

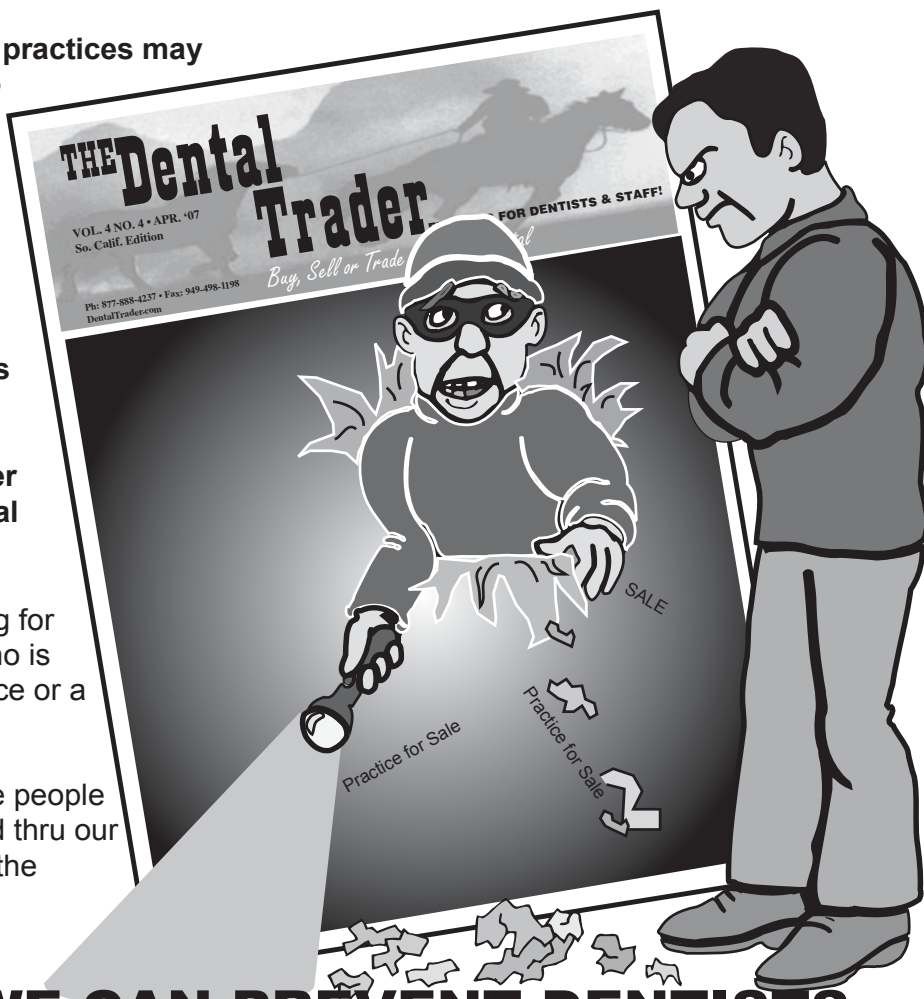


# ILLEGAL DENTAL BROKERS

*The Dental Trader strictly enforces the following ad policy for the protection of dentists.*

Dentists selling their own dental practices may advertise them however, anyone else listing the sale of a dental practice or soliciting for listings must hold a valid DRE (Calif. Dept. of Real Estate) license. DRE compliance is required of all agents/brokers advertising the sale of dental practices per DRE code Sections 10000-10602. These advertisers are also required to identify themselves as an agent or broker on all ads placed that list a dental practice for sale.

If you encounter someone soliciting for listings and/or selling a practice who is not the owner-dentist of that practice or a DRE licensed agent, please notify **The Dental Trader** staff by calling **877-888-4237**. Invariably these are people who have placed a small reader ad thru our website and have slipped through the cracks of our security measures.



## TOGETHER WE CAN PREVENT DENTISTS FROM BECOMING UNSUSPECTING VICTIMS

**3 schick CDR** sensors 6K, Gendex Pan, 8K, 2 xray units, 4K, 4 forest dental chairs, 8K N20 portibale delivery \$500 209-573-0607.

**Salinas Practice for Sale** 20 mins from Monterey, 12 doctor days per month, PPO family practice, Asking \$350K. driscoll\_online@yahoo.com 408-823-8845.

**practice for sale** in willits, (near coast, redwoods), 4 ops.in 1450 s.f., call for details and price. 707-459-6397.

**ASTRA EV** Surgical Kit Tray #3 with all drills and torque wrench-the works. \$2999.00 or best offer. Call 714-400-6502.

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**TIMOTHY GIROUX**  
DDS/BROKER

## ASK THE BROKER

As the Year  
Comes to a Close...

The past several year-end issues have been interesting. Two years ago, we saw a rush of sales in December as there was talk in Congress that the capital gains tax increase might be retro-active. That rumor caused many sellers to close in December who would have otherwise closed in January. The retro-active part of the tax increase did NOT happen while the tax increase did happen last year. I am not sure if the 5% increase in the tax had any effect on any seller's retirement plans, but we are still seeing many retirement-age dentists working longer than they did prior to the economic shake-up of 2008.

As we approach the end of the year, interestingly enough, it is still a "seller's market" out there. Having said that, practices in the smaller, rural areas still take *more* time to sell and "facility-only opportunities without patients" are not moving as well as they had in the pre-economic shake-up, even in the larger urban markets. At some point in the next few years, hopefully sooner than later, we do expect a large increase of inventory as the baby boomers who graduated in the late 70's and early 80's will finally retire. I believe we are just starting to see a more normalized market and sellers who have been hanging on are finally starting to decide to hang up their drills.

**Here is my year end advice for Sellers :** If your practice is currently on the market or you are contemplating selling your practice next year, ***finish the year strong!*** Lenders and Buyers value your practice almost exclusively on the most current year-end P&L. Try ***not*** to take too much time away from the office until January. Make all of your December bank deposits on time and try to have them posted ***before*** January, as opposed to some accountant's advice for you to wait until January so that the tax burden is delayed for a year. If you are currently in contract, most accountants will again advise their sellers to close in January. If you are thinking of selling next year, begin the process to put your practice in tip-top condition with strong financials and "ready to market curb appeal" in mid-to-late January, which is traditionally the busiest time of the year for buyers coming into the market!

**Here is my year end advice to Buyers:** If you are frustrated searching for the right opportunity, we are expecting a healthy surge in listings and our inventory sometime soon. I expect that this activity will continue to increase. Sellers who have been holding on may decide that it is finally time to retire next year as they probably realize that taxes and expenses will only increase in the future. Their investment portfolios should have rebounded from the 2008 crisis and hopefully they can now consider retirement on their own terms!

Again, I wish you much success and continued prosperity for the years ahead and a safe and happy holiday season with the people you care about.

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

**Questions?**

Contact Dr Giroux at [wps@succeed.net](mailto:wps@succeed.net) or 800.641.4179

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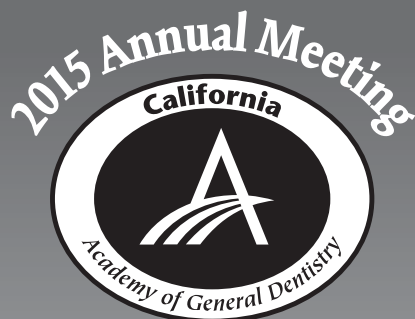
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**Saturday, January 24, 2015**

**Marines' Memorial Hotel**  
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### Schedule:

7:00 to 8:00 am

Registration, Continental Breakfast  
and Visit Exhibitors

**Session: 8:00 to 10:00 am**

Break: 10:00 to 10:15 am

**Session: 10:15 to 12 noon**

12 noon to 1:00 pm

Buffet Lunch, Visit Exhibitors  
and 2015 Officer Elections

**Session: 1:00 to 3:00 pm**

Afternoon Break: 3:00 to 3:15 pm

**Session: 3:15 to 5:00 pm**



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### Hands-on | 8 unit credits

## Bone Grafting of the Alveolar Ridge and Sinuses

### Description:

- Socket grafts w/ and w/o membranes.
- Synthetic particle and putty bone grafts.
- Basic buccal wall defects.
- Alveolar ridge augmentation.
- CAS Kit Sinus grafts and augmentation.
- Smart Builder for 1- to 4-wall defects.

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### Tuition:

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**Description:** An engaging presentation demonstrating the efficiency of today's products and techniques used to achieve superior esthetic and functional results.

### Objectives:

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- Contemporary direct and indirect restorative options for anterior and posterior restorations.
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Exp. Date \_\_\_\_\_

**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc)

**For Commercial Reader Ad Rates**, (to promote a business) please use form below.

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

### Reader Ad Rates:

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

☐ All Bold Type: Add \$10. ....(add option: \$10) \_\_\_\_\_

☐ All Bold Type with Bold Border: Add \$15. ....(add option: \$15) \_\_\_\_\_

☐ Black Box with Bold White Lettering: Add \$20. ....(add option: \$20) \_\_\_\_\_

Total # of words.....(first 20 words free-add \$1 per word after first 20 words) \_\_\_\_\_

**Total** \_\_\_\_\_

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

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

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

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

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

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

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

# COMMERCIAL AD FORM FOR BUSINESSES

**The Dental Trader**
*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

Submit this form online at: [www.dentaltrader.com](http://www.dentaltrader.com),  
mail w/check or Fax submissions  
(accepted w/charge card payment only) to 949-498-1198

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

## PAYMENT MUST BE SUBMITTED WITH THE AD

### Form of Payment:

 Check enclosed ☐ Visa/MC ☐

 American Exp. ☐ Discover ☐

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

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

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

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

### Bonus Feature Reader Ad Rates:

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

☐ All Bold Type.....(add option: \$10) \_\_\_\_\_

☐ All Bold Type with Bold Border.....(add option: \$15) \_\_\_\_\_

☐ Black Box with Bold White Lettering.....(add option: \$20) \_\_\_\_\_

☐ Total # of words..(first 20 words \$20-add \$1 per word after first 20 words) \_\_\_\_\_

**Total** \_\_\_\_\_

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

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

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

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

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

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





# Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

*If you want your practice "For Sale", we are not the firm for you.*

*If you want your practice "SOLD", contact us!*

**For complete details on any of these opportunities, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)**

- |  |  |
|--|--|
| <p><b>6074 FREMONT</b> 2104 shall collect \$650,000. Strong foundation. 4 day Hygiene schedule booked 6-months out. Beautiful office.</p> <p><b>6073 LOS GATOS</b> 2014 on track to collect \$750,000. Beautiful digital office. Best location. Great long term investment in very upscale community.</p> <p><b>6072 MODESTO</b> 2014's collections tracking \$450,000. 2013 collected \$640,000. When Management devotes attention, performs better. Very busy Owner seeks New Doc who can devote attention practice warrants. Digital 5 ops with Panorex. Nice blend of PPO &amp; HMO.</p> <p><b>6071 CHICO</b> Strong foundation anchored by 4-day Hygiene schedule. Focus on restorative with Endo, OS, Perio &amp; Pedo referred. 2014 tracking \$450,000. Beautiful 4 op office. Full price \$175,000.</p> <p><b>6070 VISALIA</b> Well-established and performing at enviable levels with room to grow. Strong Hygiene Department, beautiful facility and well equipped. Digital throughout. Not a Delta Premiere practice. High quality practice well positioned for future.</p> <p><b>6068 KINGSBURG</b> Great family community 20-minutes south of Fresno. Long established. Owner works relaxed schedule doing restorative. Endo and OS referred. 2013 collected \$293,000 with \$154,000 in Profits. 3 ops. Full price \$135,000.</p> <p><b>6067 MONTEREY - ADVANCED RESTORATIVE PRACTICE</b> Strong foundation for DDS desiring quality restoration practice in mature &amp; affluent demographic. \$310,000 invested here. Digital office includes Panorex and paperless charting. 2013 produced \$525,000 and collected \$458,000. This is an "out-of-network" practice. Full price \$185,000.</p> | <p><b>6066 SOUTH SACRAMENTO</b> Bring working capital and Business Plan. \$1 Million location at busy stop light intersection with Kaiser across street. Great signage advertising office 24/7. Client bought building in Elk Grove and is relocating patients. Admits this is the better location. 6 equipped ops with digital radiography. Open doors and be busy. Replacement cost \$600,000? Full price \$130,000.</p> <p><b>6065 SOUTHERN ALAMEDA COUNTY</b> 2014 trending \$450,000 in collections part-time. Attractive 3 op office with tranquil views of garden setting. Digital radiography includes Panorex.</p> <p><b>6064 BERKELEY'S ALTA BATES MEDICAL VILLAGE</b> Strong performer on Owner's 24 hour week. Current year tracking \$750,000+. 4-days of Hygiene. Lots of work referred. Renowned Medical Village has regional draw.</p> <p><b>6062 SAN FRANCISCO'S MISSION DISTRICT-FULL PRICE \$15,000</b> Acquires ground floor office in Los Portales Medical Building. 4-ops equipped. Furnished with computers and digital radiography. \$140,000 spent here in 2009. Techies moving into The Mission and transforming area. Client relocating patients into purchased building 1.2 miles away. Has been \$1 Million per year office. Best purchase opportunity in San Francisco!</p> <p><b>6061 LODI</b> Beautiful digital 5-ops with Panorex &amp; paperless. 16+ years left on Lease. 2-day week shall collect \$160,000 in 2014. Will see immediate improvement with Successor who devotes full attention here. \$340,000 invested here. Full price \$200,000.</p> <p><b>6059 MODESTO</b> Coffee Road. 3-ops. Collections have averaged \$295,000 with Profits of \$155,000+ last two years. Successor shall see pop in New Patients by becoming PPO provider.</p> |
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## Professional Practice Sales of The Great West



**Ray and Edna Irving**  
**(415) 899-8580 ~ (800) 422-2818**  
**[www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)**

**For complete details on any of these opportunities, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)**

**Thinking on selling your practice? Call "PPS of The Great West" today.**  
**This shall be the best decision you make regarding this important change in your life!**

*"I listed with a competitor for 12 months. Had two people visit my practice. First weekend PPS had my listing, I had 3 people visit and an offer by the end of the first week. Thank you for allowing me to move on to the next step of my life."*

*"It was a pleasure to work with PPS. I had to sell because of health complications. Mr. Irving listed my practice on Jan 1st, we closed escrow on Feb 27th. It took him less than 60 days to complete the sale as promised."*

*"When I decided to sell my ortho practice, I sought the services of a large company. Over the 12-month contract, I had one buyer visit. Word was out. It had a devastating effect on my bottom line. Fortunately, I found Ray and Edna Irving! When I finally sold, I choose between two good offers. My regret was the time and money lost with the other guys."*

*"When I signed the Listing on June 1st, Ray stated he would have the practice sold by Labor Day. The sale was concluded on Sept 1st, two days before Labor Day. Wow!"*

*"I will always remember your statement when I questioned your contract being only four months. You stated: 'If I can't sell your practice in that time, you should get someone else.' Well, you did with time to spare!"*

*"Before I called Ray, I had a listing with another prominent Broker. After eleven months without a sale, I called Ray. He sold it in about a month! Would I recommend Ray? Yes!"*

*"In April, I asked Ray Irving to sell my practice. At the same time my friend decided to sell his practice. He employed another firm. My practice sold June 22. My friend's practice still hasn't sold and he was putting his dreams on hold."*

PPS of The Great West's reputation is built upon grounded ethics and effectiveness. Our trademark "client services" include accurate assessments, impeccable marketing plans, complete transparency, generating quick responses, realizing multiple Offers, securing 100%+ financing in days, expert papering of our transactions and sound counsel. Everything is done to protect our Client and to effect a successful transfer. Our intent is simply to provide the best service imaginable for this very important engagement.

**HAPPY HOLIDAYS!**

PRSRT. STD  
U.S. POSTAGE PAID  
SAN DIEGO, CA  
PERMIT No. 94

# Flat Rates – Zero Problems

*“Bob completed our incorporations and partnership agreement, Kevin’s original buy-in, and now our partnership dissolution and Larry’s buy-out. At each stage, Bob thoroughly and clearly documented each transaction, was quick to respond to our questions, and completed each at a flat rate with zero problems. We would recommend him in a heartbeat.”*

Larry Basham, DDS, and Kevin Miller, DDS.

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## Robert W. Olson, Jr., APC

Dental Practice Sales & Purchases  
Partnerships, Property Purchases & Leases  
Corporations & Audit Protection

**888.963.1120**

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