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FRESNO COUNTY


KERN COUNTY

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

LOS ANGELES COUNTY

ARCADIA - (4) op. computerized G.P. Located in a well known, easily accessible medical dental bldg. on a main bldg. Cash/Ins/PPD with no HMO’s or Denti-Cali. Gross collect $315K+yr on a (4) day wk. OPENING BALDWIN PARK #2 - (5) op. computerized G.P. (4) ops eqtd’. 5th plumbed. Cash/Ins/PPD/Denti-Cali pts. In a strip ctr w good signage/visibility. Easy Dental s/w. 2008 Gross collect approx. $230K pt. Can do more f.t. CALABASAS - DDS office Build to Suit opportunity for long term lease in a prestigious two story prof. bldg. Bldg. is conveniently located just off the fwy. near the center of town. 1,200 to 3,600 sq. ft. available. NEW CULVER CITY - Recently remodeled (3) op. comp. G.P. on a main bldg w exposure/visibility. Digital x-rays. (2) new Belmont ops and (1) older Belmont op. Cash/Ins/PPD pt. base w minimal Denti-Cali & no HMO’s. Gross collect $425K+/. Lower overhead office w high net. Seller returning to school. GLENDALE - Extremely motivated Seller wishes to sell their (4) op (2 eqtd’ & 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.

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

NO. CALIFORNIA


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.

ORANGE COUNTY


SAN BENEDICTO COUNTY


SAN DIEGO COUNTY

LA MESA #3 - (5) op. computerized G.P. (4) ops eqtd’ w newer eqt. 5th op plumbed not eqtd’. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cali. Cap check approx. $5K/mos. Easy Dental software. 2009 Proj. Gross Collect $475K.

VENTURA COUNTY


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.

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(1) In fact, the rates have never been lower! The average fixed rate on a 7-yr loan is 7.5 to 7.75%. My practice loan in 1985 was 11.5%, and that was low compared to my schoolmates that graduated 1-2 years prior!

(2) At this time, there is no shortage of available funds. Compared to a year ago, the difference now is fewer lenders which means that the loan criteria is higher.

Last year, a buyer with a credit score of 620+ would have several loan and lender options. Today, that same buyer should have a credit score of 680-700 to qualify. Previously, on “application only” loans buyers with good credit could get a $300K loan for almost any opportunity with minimal paperwork. Now, it is more difficult to get that same loan unless a submitted business plan can support the debt.

Today, one of the main obstacles in practice transitions is the buyer’s fear level. To calm their fears, one approach would be for sellers to participate in the debt burden. This would not change the cash flow or debt service, but does give the buyer a sense that the seller will do everything necessary to ensure the practice’s successful transition.

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 at: wps@succeed.net or Call 800.641.4179
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H-831 SUTTER CREEK - “Buy-in” opportunity during Seller’s eventual retirement plans. Dental Prof Bldg w/ ample parking on a busy scenic highway in desirable neighborhood. 4 ops. $160k

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

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

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I-838 MODESTO-Retail Shopping Center adjacent to a popular Supermarket, drawing walk-in patients from traffic flow & word-of-mouth referrals. 1,200 sf & 4 fully equipped ops REDUCED! NOW ONLY $350k

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I-828 FRESNO - Attractive Corner Prof Bldg w/ excellent visibility. 2,120 sf & 5 fully equipped ops $85k

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K-805S SANTA MARIA - State-of-the-art, fully computerized, paperless office w/digital x-rays. 1,450sf $100k

K-827 STUDIO CITY-Highly esteemed, 4 op fee-for-service practice setting the bar for excellence! Near Beverly Hills, W. Hlywood, Westwood $515k

K-805G GROVER BEACH - Draws tourists w/moderate coastal climate, drive-on beach, dune hiking, fishing, clamming, golfing, horseback riding, & wine tasting. Remodeled - 1,250sf w/4 ops $120k

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

NEW? K-847 SANTA MARIA - Spacious ops and picturesque windows capturing scenic views. 1,200+ sf/3 ops + 1 add’l $425k

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K-756 LAS VEGAS-Brand new 1,600sf/3 op office (Plumbed for 1 add’l op). Attractive & well-equipped in Rtl Shpng Ctr. $150k

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LV-791 LAS VEGAS - Low Cancellations and High Collections! 12-20 pts/day. 1900sf with 4 fully equipped ops + plumbed for 1 add’l. PRICE REDUCED!! $275k

LV-565 LAS VEGAS - Nice Prof bldg. Multiple Lease spaces and size options in growing Rainbow-Sahara Area. Great Area w/ lots of potential, NOW ONLY $325k

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

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

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

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

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

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

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

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APTOS: For Sale - General Dental Practice. Highly desirable location. 2008 Gross Receipts over $1M. Excellent overhead, 4 GDP operators in 1,000 sq. ft. Pan & Noll comprehensive, 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/week.

ATWATER: For Sale - General Dental Practice. Gross receipts $177K with adjusted net income of $67,495. Practice has been in its present location for the past 20 years. 1,800 sq. ft. 2-equipped operators. Owner to retire.

DIXON: For Sale - General Dental Practice. '08 collections were $172,836 in 1,150 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. #14.265

EL SORBANTE: For Sale - General Dental Practice. Ideal for recent grad or DDS looking to start practice. 3 ops, 1,100 sq., $12K adj. net, $62K adj. net income. 8 hygiene days, Easy Dental software. 1,100 sq. ft. Seller is retiring after 35 years in same location. #143402

FRESNO AREA: For Sale - Exceptional General Dentistry Practice. This outstanding practice has uninsured collections of $1,251,467, $798K adj. net income. The office has Dentrix, Laser, Intra-oral camera, digital x-ray and Pan. Bldg. may be available. For sale. Owner is retiring. #143803

FRESNO: For Sale - General Dental Practice IV Sedation Practice. Collections $1,264,500. Seller looking for either an outgoing 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 operators & 7 days of hygiene. #143250

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MODESTO: For Sale - General Dental Practice. Collections $1,077,130. Adjust net income of $350,543. No Medi-Cal. Office space is 3,580 sq ft, Laser, Intra-oral x-ray camera, and Pan. Office is open 5 days a week, 3 hygiene days. 2 or 3 dental could work together comfortably in this facility. 10 years in same location. #143289

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