

THE Dental Trader

VOL. 7 NO. 2 • FEBRUARY '10
No. Calif. Edition

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PRACTICE FOR SALE #3180 -Santa Rosa - Senior Seller. Grossing \$650k 2009; last month \$130k collections. Desirable area. Full Price \$350k. Call P.P.S. (714) 832-0230, 1 - 800-695-2732.

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Practice for sale in Los Angeles Private general office, 2000 sq with 4 fully equipped operatories + 1 extra room. Busy shopping center, gross \$550,000.00/yr. on 3/4 days. 70% insur, 30% cash. Seller moving to another state. T. 702-824-8224 leave message.

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FRESNO COUNTY

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

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

KERN COUNTY

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

LOS ANGELES COUNTY

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

BALDWIN PARK #2 - (5) op computerized G.P. (4) ops eqt'd. 5th plumbed. Cash/Ins/PPO/Denti-Cal pts. In a strip ctr w good signage/visibility. Easy Dental s/w. 2008 Gross Collect approx. \$230K p.t. Can do more f.t.

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 blvd w exposure/visibility. Digital x-rays. (2) new Belmont ops and (1) older Belmont op. Cash/Ins/PPO pt. base w minimal Denti-Cal & no HMO's. Gross Collect \$425K+/yr. Lower overhead office w high net. Seller returning to school.

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

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

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

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

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

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

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

RIVERSIDE COUNTY

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

ORANGE COUNTY

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

SAN BERNARDINO COUNTY

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

UPLAND - (3) op computerized G.P. State of the art & drop dead gorgeous. Located in a shop. ctr. with exposure/visibility & signage. Digital X-Rays & networked ops. Like new Eqt. Open 1 1/2 years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **Price Reduction. SOLD**

SAN DIEGO COUNTY

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

VENTURA COUNTY

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

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

NORTHERN CA

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

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

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

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Practice 4 Sale Palmdale, CA. 4-ops, 1600 sq. ft., absentee owner, PPO/Cash, no-HMO/Medical. 3-Yr Average Gross=\$489K, call 909-844-6866.

PRACTICE FOR SALE Silverlake/Hollywood 2 Eq. Ops, 1 plmbd-Shopping Center Call 323-661-2881 OR dentalpractice@att.net.

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PRACTICE FOR SALE San Diego (CARMEL MOUNTAIN)—estab. 20+ yrs. GP with 5 Ops in approx 1600 sq.ft. busy retail location SDPS: 760-599-7828.

For Sale Thriving Disneyland area GP. F.P. \$1mm. 2009 collected- \$1.07mm; profit \$430k on 4 days/wk. Practice grew in '09, 2200 sq. ft., 7 equipped ops. 7 days/wk of hygiene. Assumable below market lease in nice building. Dentrux network. More info Avail. Contact Don Werno at don@esqlaw.com or (714)542-4466.

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Dental Practice for Sale \$395K Modesto, GP, 1200 s.f., collect \$548K, no Medi-cal & no HMO, phone 209-534-6750 or email kmt0533@clearwire.net.

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LANCASTER, CA State of The Art Dental Practice for Sale – Well Established, Regional Shopping Center Location, Excellent Exposure and Visibility, \$200K In Equipment, 2,100 square feet, 6 Ops. Excellent Opportunity! Please Call ProMed Financial 888-277-6633 or info@promed-financial.com.

SAN JOSE Long established practice shall top \$460,000 in 2009 collections. Central location at intersection of Interstates 280 and 880. Very conservative Owner. Go to www.PPSsellsDDS.com. View under CURRENT LISTINGS.

LOS ANGELES HIGH TECH/STATE OF THE ART (7) op computerized G.P. for sale. Located in a store front in Korea Town. Exposure/visibility. Cash/Ins/PPO pts. No HMO's or Denti-Cal. Gross Collect ~ \$1.4M/yr. Cerec 3, (2) lasers, digital x-rays, Dentrux s/w, Jaw Tracs & 3 D ICAT Imaging System. D&M Practice Sales 818.591.1401 License #01172430.

LOS ANGELES (KOREATOWN) Office for Sale. 1200 sq ft. 3 ops. 1 plumbed. Pano Ceph Intraoral Camera. Excellent Location. (213)842-1284.

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PRACTICES FOR SALE – February, 2010

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

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

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

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

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

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

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

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

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

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

SAN DIEGO-NATIONAL CITY – NEW LISTING!! – Tenant Improvements and Equipment of **GENERAL** Practice. 5 equipped Ops, 1 plumbed in 2500 sq. ft. Asking 175K.

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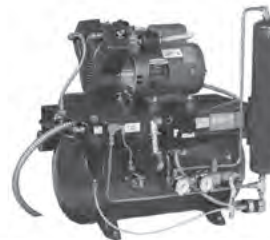
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ASK THE BROKER

Question:

In today's rough economic climate, can we still get a loan to purchase a practice?

Brandon S., DDS

Good Question! With all the bad news concerning the banking crisis, many buyers and sellers assume there is no money to borrow.

(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.

The national average for a dental practice remains at 65% of gross receipts. California has some regions that demand much higher multiples than the national average. Currently, it is difficult to obtain a practice loan for more than 80% of collections, unless the buyer can make up the difference with cash.

Many dentists have asked if seller financing is making a comeback. With the available resources and record low rates, presently it is not necessary. Although, if rates increase above 10%, we may see more seller financing. However, many prudent sellers may consider carrying some of the debt in an effort to "share the burden" with the buyer.

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:
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BAY AREA

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

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

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

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

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

NEW! B-846 OAKLAND- Long-established, fee-for-service practice. Excellent reputation. Dental Prof Bldg. 2,100sf w/ 3 fully equipped ops **\$325k**

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

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

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

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

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

BAY AREA CONTINUED

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

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

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

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

NEW! D-842 PLEASANTON -General Dentistry. 1,488sf w/ 2 ops **\$295k**

NEW! D-845 SAN JOSE - Facility - Attractive office w/ traditional décor. Retail Plaza in desirable area. 2,240 sf & 5 ops. *Call for details!*

NORTHERN CALIFORNIA

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

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

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

NO. CALIFORNIA CONTINUED

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

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

E-821 FACILITY SACRAMENTO-Attractive office—traditional décor. Well-maintained, highly visible, single-story bldg. Great area. 1,400sf, 3ops. Plumbed 4th op **\$60k**

NEW! E-849 SACRAMENTO- Established community in distinct area. FFS Quality practice. Free-standing building. 3 fully equipped ops **\$205k**

F-7651 COASTAL EUREKA AREA- Near Thriving University. Vibrant student/staff population. Seller retiring. 2700sf, 6 ops. **\$480k**

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

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

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

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

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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CENTRAL VALLEY

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

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

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

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

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**

NEW! I-840 TRACY- Must See to Appreciate! Major thoroughfare / desirable area. 2,165 sf & 6 ops. Plumbed for 1 add'l op. \$445k

J-801 FRESNO- Facility. ~ 1300sf and 4 ops. Traditional Dicor. **ONLY \$70k**

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

SOUTHERN CALIFORNIA

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

K-762 INDIAN WELLS- Well Respected practice w/loyal patient base. Newly remodeled, 1400+ sf, 5 ops **REDUCED! NOW ONLY \$475k**

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

SOUTHERN CALIFORNIA CONT

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. Hollywood, 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

NEVADA

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

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

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

NEVADA CONTINUED

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

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

R-841 RENO -Long-established, quality practice committed to patient education, technology & self improvement. Wonderful, stable patient base. Excellent signage. Centrally located in desirable, upscale neighborhood. 1,750 sf & 5 ops. \$350k

NEW! LV-850 LAS VEGAS- Med Prof complex. 2,603 sf & 6 fully equipped ops. \$652,200

SPECIALTY PRACTICES

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

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

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

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

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

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

NEW! I-8481 TWO PERIO practices CENTRAL VALLEY - Office: 1,100sf & 2 ops.



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SCAGD Presents Continuing Education Meetings



Sunday, March 14, 2010
Back by numerous requests:
Dentures, Partials & Overdentures
8 CE Units

Instructor: Joseph Massad, DDS

Tuition: AGD members \$99

Non-members \$139

Includes Breakfast & Lunch
 Registration: 7:00 am, Program 8:00 am - 4:00 pm

Embassy Suites Hotel - Anaheim South
11767 Harbor Blvd., Garden Grove, CA 92840
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Sunday, June 13, 2010
Also back by numerous requests:
How to do Pediatric Dentistry
8 CE Units
Instructor: John N. Groper, DDS, MS
Tuition: AGD members \$99
 Non-members \$139

Includes Breakfast & Lunch
 Registration: 7:00 am, Program 8:00 am - 4:00 pm

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Note the Two Locations

Friday, March 26, 2010 at 27030 Malibu Hills Rd., Calabasas Hills, CA 91301 • 818-444-3300

Saturday, March 27, 2010 at 16661 Ventura Blvd. 8th Floor, Encino, CA 91436

Instructors: Dennis Smiler, DDS, M.S.D., Muna Soltan, DDS
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Registration Form

Name _____ AGD # if member _____

Address _____ City _____ State _____ Zip Code _____ Telephone _____

Fax _____ E-Mail _____ Course Date _____

Credit Card # _____ Expiration _____ Amount _____

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- **ALTURAS:** For Sale - General Dentistry Practice. Collections \$611K on 3.5 days/week w/same number of hygiene days. Owner owns the Bldg. & has practiced in Alturas since 1985. Owner will consider selling Bldg. with practice. #14279
- **APTOS:** For Sale - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil w/adjusted overhead at \$103-operators in 1,000 sq ft. Pano & Modi computerized software. 9-hygiene days per week. Practice operated for past 33 years in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk.
- **ATWATER:** For Sale - General Dentistry Practice. Gross receipts \$177K with adjusted net income of \$67,495. Practice has been in its present location for the past 30 years. 1,080 sq ft. 2- equipped operatories. Owner to retire.
- **DIXON:** For Sale-General Dentistry Practice. '08 collections were \$122,894 on 3.5 days/week. Office. Owner has relocated out of state and is motivated. Good opportunity to build a practice in a growing community near Davis, CA. #14265
- **EL SOBRANTE:** For Sale-General Dentistry Practice. Ideal for recent grad or DDS looking for satellite practice. 3 ops. w/potential of 5. '08 receipts \$350K. adj. net income \$124K. 3 days of hygiene. Pano. Easy Dental software. 1,300 sq. ft. Seller is retiring after 35 years in same location. #14302
- **FRESNO AREA:** For Sale-Exceptional General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467. \$798K adj. net income. The office has Dentrix. Laser, Intra-oral camera, digital x-ray and Pano. Bldg. may be avail. for sale. Owner is retiring. #14283
- **FRESNO:** For Sale-General Dentistry IV Sedation Practice. Collections \$1,064,500. Seller looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. Facility 1,500 sq. ft. w/5 equipped operatories & 7 days of hygiene. #14250
- **FRESNO:** For Sale-General Dentistry Practice. Owner has practiced in same location 24 years. 800K rooms, 1,000 sq ft. Located in a Medical Dental Bldg. Owner to retire. 2008 collections were \$86K. Ideal for a new grad or satellite office.
- **FRESNO:** For Sale-Office Space Only in North Fresno Area. New fully equipped dental space avail. asking \$115K. Equip. approx 10 years old. Space avail. for 4th op. Office design contemporary & tastefully done. Asking price includes all leasehold improvements.
- **GRASS VALLEY:** For Sale-This Periodontal Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 years. Office consists of 1500 sq ft 3 ops, Intra-oral camera. Practice has 5 days of hygiene.
- **GREATER AUBURN AREA:** For Sale-General Dentistry Practice 7 Dental Building. Outstanding opportunity to purchase well established, very successful, 4 op Fee for Service practice. 1,800 sq. ft. dental bldg. in the Sierra Foothills. No PPO or HMO. '08 Collections \$763K on 3.5 days with 5.5 days of hygiene. Owner is retiring. #14304
- **MODESTO:** For Sale - General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrix, Cerec, and Intra-oral camera. Owner to retire.
- **MODESTO:** For Sale- General Dentistry Practice. Collections \$1,097,000 adjusted net income of \$350,543-No Medi-Cal. Office space is 3,580 sq ft, Laser, Intra & Extra-oral camera, and Pano. Office is open 5 days a week, 3 hygiene days. 2 or 3 dentist could work together comfortably in this facility. 10 years in same location. #14289
- **NO. CA WINE COUNTRY: ENDO PRACTICE** For Sale-GR 958K adj net \$673K 4 Ops, 1,500 sq ft. Overhead 29% Owner to retire #14296
- **PALM SPRINGS:** For Immediate Sale - General Dentistry Practice. 2008 Gross Receipts \$906K with adj. net income of \$346K. Highly desirable location with 4 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
- **PINE GROVE:** For Sale- Owner Dentist recently deceased. Collections for corp. year ending Sept. 20, 2009 were \$222,580. Nice 3 Op fully equipped for \$111,300. Great semi-retirement opportunity or 2nd office. Located 1 mile off of HWY 88 above Jackson. Temp Dentist in place.
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- **RENO: FOR IMMEDIATE SALE DECEASED DENTIST** - General Dentistry Practice. 2 ops, 17yrs. present location '07 GR \$263K with adj. net of \$263K w/65% overhead. Bldg. also for sale. Owner deceased.
- **ROSEVILLE:** For Sale-General Dentistry Practice. 2008 Receipts \$834K with adjusted net income of \$297,218. 64.4% overhead. Practice has been in this present location for the past 7 years. 13-1500 Patients a month. 6-treatment rooms in 2,100 sq ft. Laser, Intra-oral camera, and digital radiography. Owner relocating out of office.
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- **SAN FRANCISCO: Deceased Dentist.** General Dentistry Practice for Sale. Fee for Service GP Practice on busy street in lower Mission District. 2008 collections were \$496,600. 4 ops. with Pano, in 1,100 sq. ft. office. Practice in same location for 41 years. Hygiene 3 days a week. Refers out Endo, Perio, Ortho, Oral Surgery. Great opportunity for exp. Dentist. Owner Dentist is recently deceased. Temporary Dentist working practice until sale. #14299
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- **SOUTH LAKE TAHOE:** For Sale-General Dentistry Practice. Office is 647 sq ft w/ 3 ops. Practice has been in its present location for the past 15 years. Owner to retire. #14277
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Exp. Date _____

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Professional Practice Sales

Buying or Selling a Dental Practice?

5947 SOUTHERN HUMBOLDT COUNTY'S GARBERVILLE

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

5964 SANTA ROSA'S DOCTOR'S PARK

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

5973 ORAL SURGERY PRACTICE - CALIFORNIA SIERRA NEVADAS

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

5975 GROWING NORTHEAST SACRAMENTO FOOTHILL COMMUNITY

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

5977 ORTHO - SOLANO COUNTY

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

5978 STOCKTON

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

For complete details on any of these practices, go to www.PPSsellsDDS.com

5979 SAN JOSE

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

5980 LAKE TAHOE

Big City Practice in Tahoe Paradise. 2009 tracking \$950,000 with Profits of \$450,000+. 2008 collected \$970,000. Attractive facility. This is a rare opportunity.

5983 ANTIOCH

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

5984 OAKLAND'S EASTMONT HILLS

Highly respected practice. Surrounding area consists of diverse cultural mix and make-up of blue & white collar. Great location. 2009 shall collect \$400,000. No competition. Insurance and private pay only.

5985 COASTAL MENDOCINO COUNTY

Busy practice in desirable coastal area. Well established, this practice has been a consistent performer. 2009 topped \$700,000. Strong benchmark here is the Recall System. Ideal opportunity for high producer seeking lifestyle in exciting NorCal coastal environment.

5986 SAN JOSE

This practice was never impacted by the Recession. Conservative Owner continues to experience nice growth with 2009 producing and collecting \$460,000. Averaging 10+ new patients per month. Central location at intersection of Interstates 280 and 880.



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Professional Practice Sales of The Great West's business is not listing practices for sale. Our business is selling those practices we list "For Sale".

When a Client engages our services, we are entrusted with a special mission and honor. No engagement is taken for granted. A thorough and complete analysis of the practice occurs and our Client is fully prepped for the business at hand. All necessary documents are assembled and a detailed Prospectus is crafted for the "For Sale" practice. If a practice requires special marketing, it shall be employed. When the practice goes to market, a complete tool kit is ready and we are prepared to respond immediately to inquiring parties and their advisors. Time is never lost.

We charge no assessment fees or retainers and our Listing Agreements are 4-to-6 months in duration, not 12-months as employed elsewhere. And our Clients ultimately decide whom they wish to transfer their practice as our job is to produce a number of interested successors giving our Client the luxury of comparison and choice as the right fit is sought. Everything done is from a risk management perspective so that our Clients are shielded from post-sale problems. And most sales are realized within 90-days after our services are engaged.

"An unfortunate accident rendered me disabled. Over the following year I engaged the unsuccessful services of two separate dental brokers. Months went by with no success or action. We contacted PPS. I am extremely grateful for the successful sale of my practice."

"Thank you so much for your help in selling my practice. I had a very disappointing experience with another dental practice broker during the year before we started working together."

"Before I called, I had a listing agreement with another prominent Northern California Broker. After 11-months without a sale, I called Ray. He sold it in about a month. Would I recommend Ray?...Yes!"

"Before dealing with PPS, I did deal with other brokers who I will say were very friendly but unfortunately couldn't get done what they were hired to do which was sell my practice. You got my practice sold in a minimum of time."

"I had my practice listed with a competitor for over twelve months, and had exactly two people visit my practice. The first weekend PPS had my listing, I had three people visit my practice and an offer by the end of the first week. Thank you again for allowing me to move on to the next step of my life."

These Testimonials
can be viewed at
www.PPSsellsDDS.com

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