

# THE Dental Trader

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So. Calif. Edition

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**SAN JACINTO (HEMET AREA)** (4) op computerized G.P. for sale. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Gross Collect approx \$420K+ on a (3) day week. D&M Practice Sales 818.591.1401 License # 01172430.

**Ops for rent/percentage** A unique opportunity in Bev. Hills. all costs inclusive. Call for details. Ask Dr. Paul @310-276-2009.

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**DA/RDA part-time position** available in Garden Grove. Fax resume to 714-537-6512.

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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, Dentrux 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. Dentrux 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**

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

**VENTURA COUNTY**

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

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

**NORTHERN CA**

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

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

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

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**USC Law School** (1984),  
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**US Tax Court** (1989)  
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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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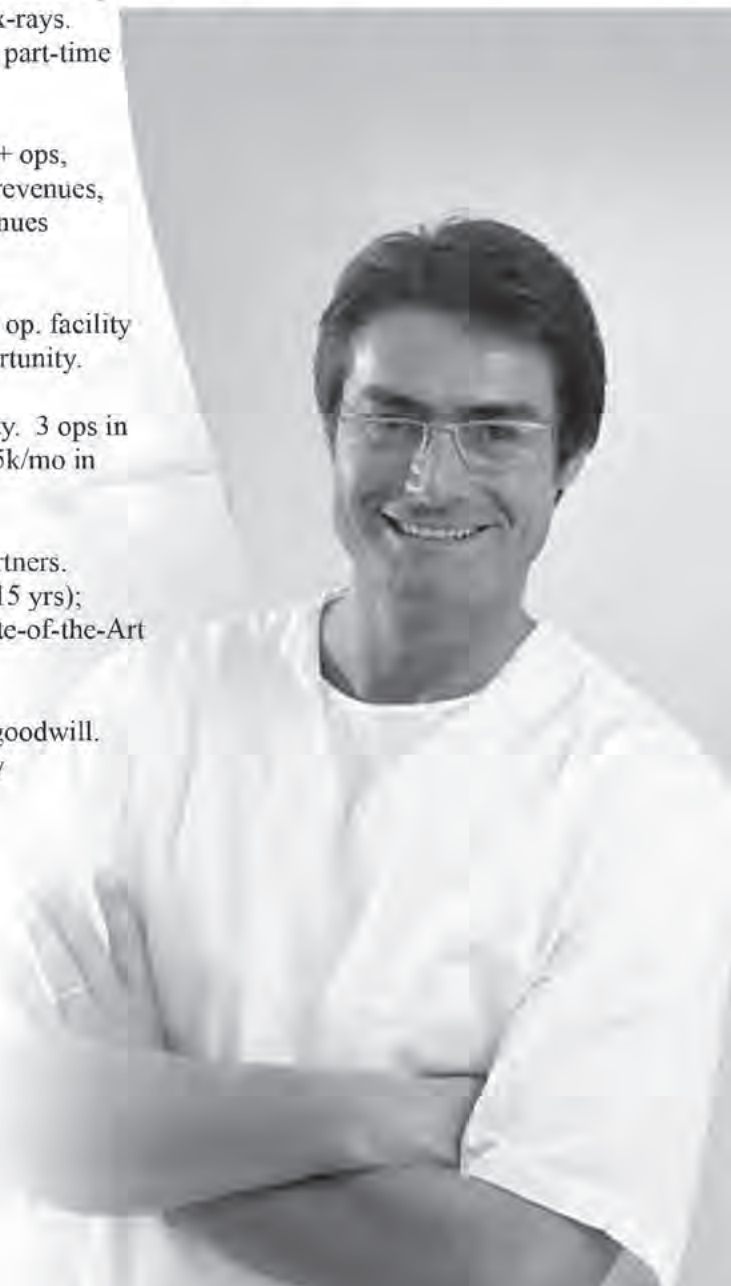
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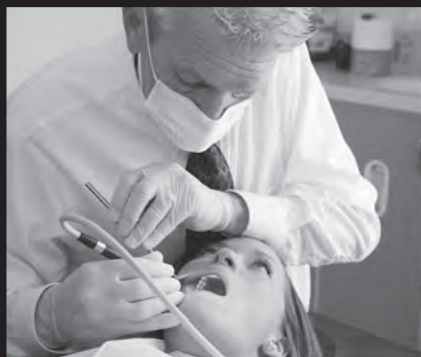
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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Beverly Hills, Brentwood, Burbank, Chatsworth, Century City, Hawthorne, Hesperia, Los Angeles, Mid City, Orcutt, Santa Ana, Santa Barbara, Santa Maria, Torrance and Valencia. Call Lee Skarin and Associates at 818-991-6552, 805-777-7707 or 1-800-SKARIN #1.

**VALENCIA PRACTICE FOR SALE:** Located in a retail center, this practice collects \$380,000 per year on three days per week with a net income of \$180,000 per year. Over \$4,000 in capitation income per month with 20 new patients per month. No advertising, no Denti-Cal, no evenings and no weekends. Most production is done by associates as the Seller works in this practice less than one day per week. Four equipped operatories. Asking \$320,000.

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

**HESPERIA MANAGED CARE PRACTICE FOR SALE:** Predominantly HMO patient base with \$11,000/month in capitation checks and 40+ new patients per month. Office has six operatories and is located in a shopping center. Great visibility and potential for growth. Practice is 100% absentee operated. Seller never works in the practice. Practice collects over \$450,000 per year. Asking \$375,000.

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

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

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

**MID CITY LOS ANGELES CLINIC PRACTICE FOR SALE:** Premium corner location at a signalized intersection with a huge daily traffic count. Huge sign. 120 new patients per month with nominal advertising. Collects \$1,000,000 plus each year. Twelve equipped operatories of older equipment. \$6,000/month in capitation payments. 40% Denti-Cal. One fulltime associate. Seller wants to retire – Motivated. Asking \$450,000. **SOLD**

**SANTA ANA PRACTICE FOR SALE:** Located in a free standing building on Bristol, this practice has four equipped operatories and great visibility. The practice has \$2,000 per month in cap checks. The practice has a lot of children and the greatest potential would be realized by a buyer that wanted to treat children. Seller owns the building and will lease it or sell it. Motivated. Asking \$150,000.

**SANTA BARBARA FEE FOR SERVICE PRACTICE FOR SALE:** Seller works two and one-half days per week and collects \$375,000 per year with a net income of \$250,000!! Four equipped operatories, digital x-rays, intra-oral cameras, and full computerization with Dentrix software. No Denti-Cal, no advertising, no evenings, no weekends. Asking \$275,000.

**HAWTHORNE PRACTICE FOR SALE:** Practice collects \$200,000 per year with \$1,250 per month of capitation income. Three equipped operatories in a very visible Hawthorne Blvd. location. Seller works two days per week, no evenings, no weekends. The office could not be built for the asking price. Great opportunity to get started with positive cash flow and a minimal purchase price. Seller is very motivated. Asking \$95,000.

**SYLMAR CLINIC PRACTICE FOR SALE:** Located in a shopping center, this practice was established from scratch in 2001 with five fully equipped operatories plus three additional operatories that are plumbed but not equipped. Patient base is predominantly Hispanic and Denti-Cal. The facility could not be replaced for the asking price of \$110,000. – **SOLD at Full Price**

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

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

**BURBANK MANAGED CARE PRACTICE FOR SALE:** Thirty-eight years of goodwill! Practice collects \$965,000 per year including an \$8,000/month cap check. No Denti-Cal, no evenings, no weekends. 30-35 new patients per month. Eleven operatories, digital x-rays, Cerec, panoramic x-ray and full computerization. Good visibility. Asking \$750,000. – **SOLD at Full Price**



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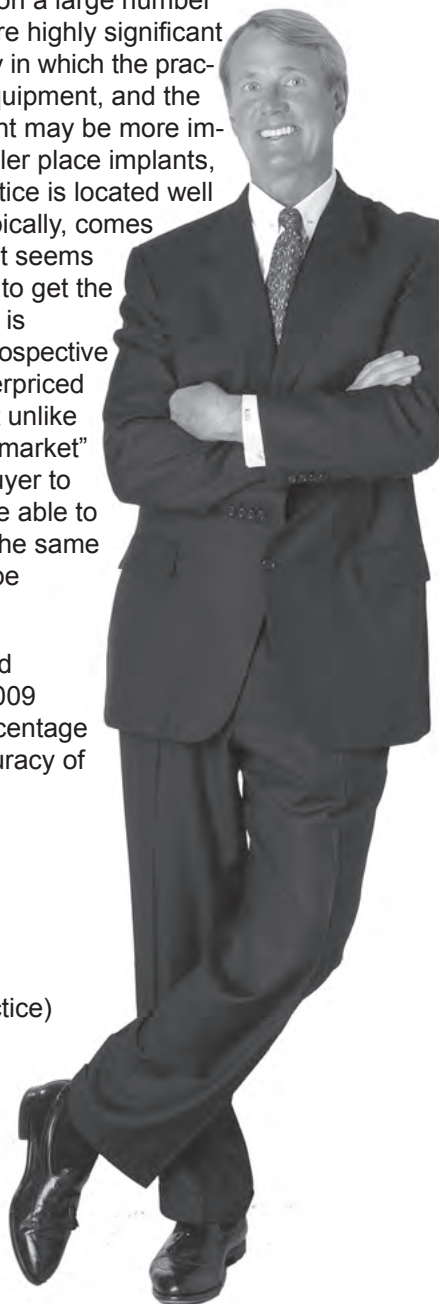
The accuracy of a dental practice appraisal is based upon a large number of factors with varying degrees of significance. Some are highly significant such as the gross collections, net income, the community in which the practice is located, the number of operatories and type of equipment, and the nature of the patient base. Other factors, while significant may be more important to one buyer than another, such as does the Seller place implants, is the staff over paid, or is the building in which the practice is located well maintained? The initial guidance on purchase price, typically, comes from a practice broker, but is it objective and realistic? It seems that many brokers are prepared to tell a Seller anything to get the listing only to have the practice sit for months unsold. It is important to recognize that as a Seller, often your best prospective Buyers will be the first Buyers, but if your practice is overpriced those "best Buyers" move on to other practices and, not unlike the housing market, you may find yourself "chasing the market" downward. Additionally, even if you are able to get a Buyer to make an offer at an inflated price, the practice will not be able to be financed since the bank underwriters are looking at the same considerations that a competent practice broker would be considering.

The following is a list of practices sold by Lee Skarin and Associates in the four months between September 1, 2009 and December 31, 2009 with the sale price and the percentage of the listing price that each represents. Judge the accuracy of our appraisals for yourself.

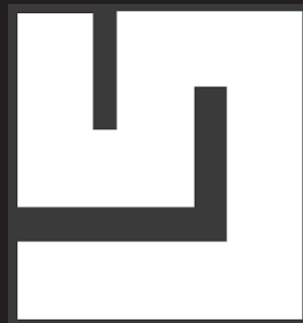
- Bakersfield \$1,500,000 at 100% of list price
- Beverly Hills \$600,000 at 100% of list price
- Burbank \$750,000 at 100% of list price
- Cathedral City \$675,000 at 100% of list price
- Hawthorne \$70,000 at 100% of list price
- Mid City \$390,000 at 87% of list price (a Denti-Cal practice)
- Newhall \$950,000 at 100% of list price
- Northridge \$100,000 at 100% of list price
- Studio City \$495,000 at 95% of list price
- Sylmar \$110,000 at 100% of list price
- Thousand Oaks \$450,000 at 100% of list price
- Westminster \$520,000 at 95% of list price

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### Orange County #1029:

5 years established Ortho practice located in free standing building in Central O.C., doctor retiring. Great street visibility.

### San Diego #1033:

Ortho practice in San Diego beach town. 37 years of goodwill, doctor retiring.

### South Orange County #1035:

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### Upcoming Seminars:

**March 8, 2010:** Kathleen Johnson - *Practices Dentists Want to Buy.*

**April 26, 2010:** Rich Kofron - *Practice Assessment*

**May 24, 2010:** Pat Wood - *Protecting Yourself in 2010.*

### Upcoming Webinars:

**February 23, 2010:** Art Wiederman - *Seller Transitions FREE!!*

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## *Featured Listings*

### **SACRAMENTO COUNTY (Ortho)** *New Listing!*

Spacious 6 op (4 equipped) well established orthodontic practice in a full service office building easily accessible from a main street. 2008 collections \$418,000+.

### **INLAND ORANGE COUNTY**

Newer, three operatory GP start-up opportunity. Located in a shopping mall, the practice is currently open only two days per week and is positioned for growth.

### **MODESTO Price Reduction!**

Stunning 5 op GP located in freestanding single-story building. State-of-the-art equipment. 2008 collections over \$810,000.

### **CHINO - Price Reduction!**

4 op GP located in a dental complex. Stand alone building. 2008 collections \$470,000+.

### **SOLANO COUNTY Price Reduction!**

4 op (3 equipped) GP with strong patient base. Efficient facility and proven systems. 2008 collections \$370,000+.

### **VENTURA COUNTY**

Long established 3 op GP with a convenient strip mall location. Well trained staff. Collections are consistently growing with 2008 gross \$424,000+.

### **BEVERLY HILLS - Patient Charts**

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

### **SAN JOAQUIN COUNTY (Pedo)** *New Listing!*

Long established pediatric dental practice with a fantastic presence in a busy and popular location. The large "child friendly" office includes 11 equipped ops with 2 quiet rooms and 1 hygiene room. The seller is retiring.

### **LOS ANGELES (Endo)**

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

### **NORTH COASTAL ORANGE COUNTY**

5 op GP with an excellent location in a business complex. Over 30 years of goodwill. 2008 collections \$298,000+.

### **MORENO VALLEY**

Spacious, 2,700 sq ft, 7 op (6 equipped), GP with a busy location, 25 years good will, strong patient base & plenty of room for growth. 2008 collections \$446,000+. Seller is relocating.

### **NORTH SAN DIEGO COUNTY**

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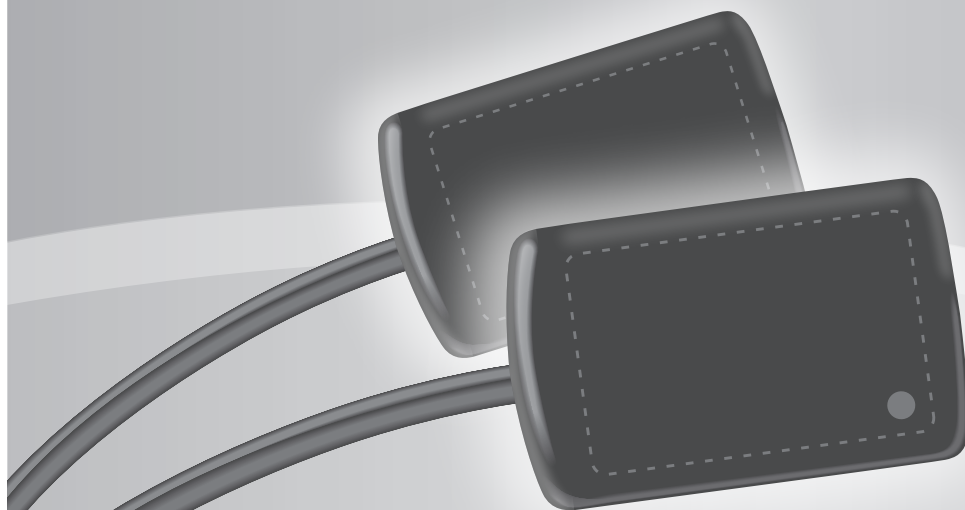
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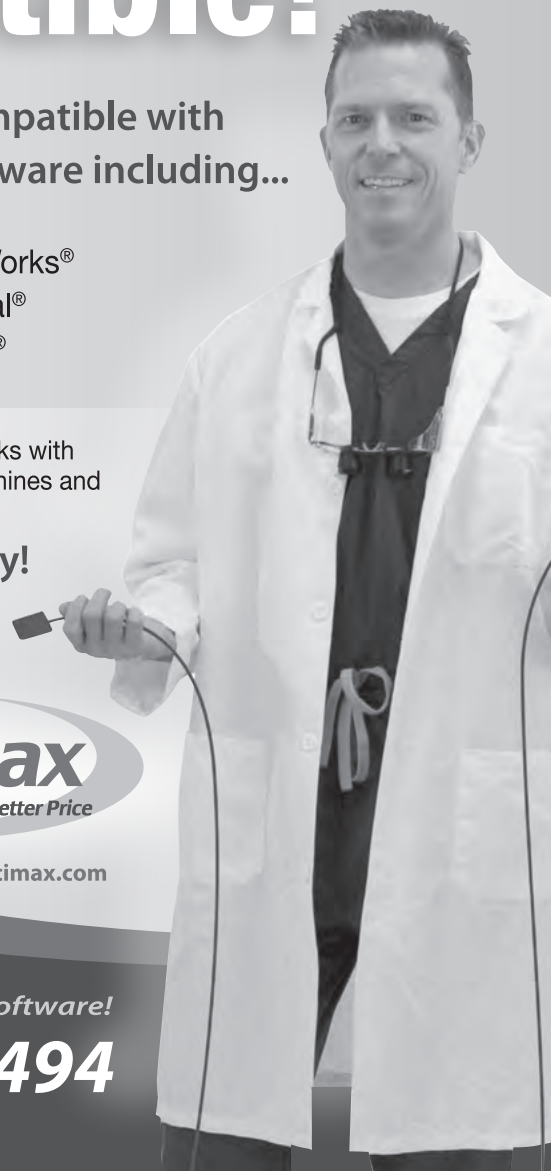
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**LOS ANGELES** HIGH TECH/STATE OF THE ART (7) op computerized G.P. for sale. Located in a store front in Korea Town. Exposure/visibility. Cash/Ins/PPO pts. No HMO's or Denti-Cal. Gross Collect ~ \$1.4M/yr. Cerec 3, (2) lasers, digital x-rays, Dentrux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

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**#3209 - Orange** Senior Seller. Gross \$285k. Established 30+ years. Near historic Circle on Chapman. Rent \$985/month. Low overhead. 3 Ops. F.P. \$225k. Call PPS (714) 832-0230.

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**LOS ANGELES GP (NEW)** – Turn-Key - 3 fully eq. ops., 1,300 sq. ft. suite located in a multi story medical/dental building. 3 1/2 day practice with Perio 1x every 3 wks. Approx. 15-20 new patients/mo. Income source: 30% insurance & 70% cash. Computerized office with Digital X-ray, Intra Oral Camera and Eagle Soft software. Practice in the border of Korea Town. Great office. Amazing view from operatories. 10+ years of Goodwill. Projecting approx. \$196,133 for 2009. Property ID # 2831.

**MARINA DEL REY GP (NEW)** – Great starter location! Leasehold Improvements & Equipment Only 2 fully eq. ops., 1 plumbed not eq., 750 sq. ft. suite, located in a 4 story professional / medical building. Computerized office with Digital X-ray and Camsight software. New equipment. Practice established September 2009 and has low overhead. Only dental practice in a the building. Great office with hardwood floors. Property ID #2791.

**TUSTIN GP (New)** – State of the art office – Turn-Key 5 fully eq. ops., 3 chairs in open bay, 2,300 sq. ft., located in two story medical/dental building. Computerized office with Intra Oral Camera and Digital X-ray. Dentrix software. 2 year old equipment. 2 day/wk practice. Incredible build out. Ready for multi specialty office. Property ID #2861.

**WHITTIER** – Leasehold Improvements Only - Great potential for Orthodontist!! 6 chairs in open bay, 1,710 sq. ft. office, located in a 2 story corner commercial building. Location has been a practice for approx. 20 years. Great street visibility. Motivated Seller offering 2 months free rent and has GP practice next door assuring referrals. Property ID #2781.

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



**IRVINE** - Leasehold Improvements & Equipment Only! GP / SPEC - 3 fully eq. ops., 1 plumbed not eq., 1,570 sq. ft. suite, 2 story Med/Prof bldg. Computerized office. 10 year old equipment. Seller relocating to San Diego. Newly remodeled. A must see to appreciate! Good location for ortho/endo/oral surg. Property ID #2661.

**Web site: [www.calpracticesales.com](http://www.calpracticesales.com)**

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Alice C. King, V.P.



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## GREATER LOS ANGELES COUNTY

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

**ENCINO GP** - 3 fully eq. ops., 1,200 sq. ft. suite, 7 story professional building. 2 1/2 day/wk practice. 15-25 new patients/mo. 100% Patient Referral. 75% insurance & 25% cash. Computerized practice with Intra Oral Camera & Digital X-ray. Denti soft software package. 2 1/2 year old equipment. Low rent for the area. Projecting approx. \$580,582 for 2009. **BUYER'S NET OF \$142,996.** Property ID # 2631.

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

**HUNTINGTON PARK** - 4 fully eq. ops., 1,700 sq. ft. office, free standing building. 2 day/wk practice with 2 associates. Seller absentee. 48% insurance, 10% cash & 2% capitation. 10-12 new patients/mo. 100% Patient Referral. Computerized office with Intra Oral Camera. Projecting approx. \$210,734 for 2009. Property ID #2681.

**LANCASTER GP** – 3 fully eq. ops., 1,200 sq. ft. suite, located in a one story shopping center with great exposure and street visibility. 5 day/wk practice, Seller 5 days/wk. Approx. 45 new pts/mo. 15% insurance, 50% cash & 35% medi-cal. No capitation programs. Computerized office with Intra Oral Camera. 4-8 year old equipment. Seller lives in the Valley. Projecting approx. \$479,770 for 2009. **BUYER'S NET OF \$123,769.** Property ID #2691.

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

**LOS ANGELES GP (NEW)** - Turn-Key - 3 fully eq. ops., 1,300 sq. ft. suite located in a multi story medical/dental building. 3 1/2 day practice with Perio 1x every 3 wks. Approx. 15-20 new patients/mo. Income source: 30% insurance & 70% cash. Computerized office with Digital X-ray, Intra Oral Camera and Eagle Soft software. Practice in the border of Korea Town. Great office. Amazing view from operatories. 10+ years of Goodwill. Projecting approx. \$196,133 for 2009. Property ID # 2831.

**MARINA DEL REY GP (NEW)** – Great starter location! Leasehold Improvements & Equipment Only 2 fully eq. ops., 1 plumbed not eq., 750 sq. ft. suite, located in a 4 story professional / medical building. Computerized office with Digital X-ray and Camsight software. New equipment. Practice established September 2009 and has low overhead. Only dental practice in a the building. Great office with hardwood floors. Property ID #2791.

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**REDONDO BEACH GP** - South Bay Practice 3 fully eq. ops., 806 sq. ft. office, located in recently remodeled busy shopping center. 2 1/2 day/wk practice. Approx. 12-15 patient/day and approx. 30 new patients/mo. Income Source: 50% insurance, 5% cash & 15% capitation (approx. \$3,000/mo). 14 years of Goodwill. Computerized practice with Suzy Dental software. 1 year old equipment. Great corner location with excellent street visibility. Projecting approx. \$273,976 for 2009. **BUYER'S NET OF \$82,122.** Property ID #2821.

**TEMPLE CITY GP** - 4 fully eq. ops., 1,170 sq. ft. office, one story free standing building. 3 day/wk practice. 70% insurance & 30% cash. Computerized office with Intra Oral Camera and Digital X-ray. Practice Works (Kodak) software package. Long established practice with 21 years of Goodwill. Seller own building. Projecting approx. \$375,602 in 2009. Property ID #2551.

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

**SAN PEDRO GP** - 2 eq. ops., 1 plumbed, not equipped op; 1,400 sq. ft. office located on second floor of strip center; visible location. 5-7 month old equip. digital x-ray, intra-oral camera, XP prof. software w/ Camsight. 70% insur., 10% cash; Assoc. works 2 days/wk. Subject to selling this office with Seller's Wilmington office. Collected \$226,776 for 8 months of 2009. 12 month Proj. **BUYER'S NET OF \$196,505.** Property ID #2851.

**WEST HILLS** - GP State-of-the-Art Practice - 6 fully eq. ops., 2,300 sq. ft. suite, located in a 3 story Medical Professional building (no parking fees). Gorgeous office. 4 day/wk practice, Seller 4 days/wk, Endo 1 day/wk and 6 days of Hygiene. 65% insurance & 35% cash. 100% Patient Referral. Computerized office with 2 Intra Oral Cameras & Digital X-ray. Long established practice with 50 years of Goodwill. Seller will be initiating a different kind of business. Projecting approx. \$1,192,677 for 2009. **BUYER'S NET OF \$278,089.** A MUST SEE PRACTICE!!! Property ID #2721.

**WILMINGTON GP** - A MUST SEE PRACTICE!! 3 fully eq. ops., 1,400 sq. ft. office, located in a one story free standing building (2 suite dental). Currently a 5 day/wk practice. Approx. 25-30 new patients/mo. Income source: 90% insurance (80% of patients are Longshoreman ILWU w/ no max/unlimited dental insurance plan) & 10% cash. Computerized practice with intra oral camera, digital x-ray & Easy Dental / Schick software. 2-4 year old equipment. Seller offers to stay as an Associate to help with the transition. Seller is currently the largest provider in the area for Longshoreman (ILWU). Collected approx. \$967,898 for 2009. **BUYER'S NET OF \$314,943.** Property ID #2841.

### ORANGE COUNTY

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

**Web site: [www.calpracticesales.com](http://www.calpracticesales.com)**

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Cynthia Veenendaal, V.P.  
Tina Ochoa, V.P.

**IRVINE** - Leasehold Improvements & Equipment Only! GP / SPEC - 3 fully eq. ops., 1 plumbed not eq., 1,570 sq. ft. suite, 2 story Med/Prof bldg. Computerized office. 10 year old equipment. Seller relocating to San Diego. Newly remodeled. A must see to appreciate! Good location for ortho/endo/oral surg. Property ID #2661.

**TUSTIN GP (New)** - State of the art office - Turn-Key 5 fully eq. ops., 3 chairs in open bay, 2,300 sq. ft., located in two story medical/dental building. Computerized office with Intra Oral Camera and Digital X-ray. Dentrux software. 2 year old equipment. 2 day/wk practice. Incredible build out. Ready for multi specialty office. Property ID #2861.

**WESTMINSTER (NEW LISTING) GP** - 2 fully eq. ops., 850 sq. ft. suite, located in a single story strip mall. 3 day/wk practice, Seller 3 days/wk and Associate 1 day/wk. 70% insurance & 30% cash. No capitation programs. 15+ years of Goodwill with very affordable rent. Computerized office with Digital X-ray. Projecting approx. \$136,208 in 2009. **BUYER'S NET OF \$52,233.** Property ID #2711.

### RIVERSIDE & SAN BERNARDINO COUNTIES

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

**INDIAN WELLS GP (New Listing)** - Long established practice in desirable area - 5 fully eq. ops, 1,400 sq. ft. suite, located in a 2 story professional building with ample parking. 3 day/wk practice with 4 days of Hygiene. Computer office with Data Com Software. Approx. 10-12 patients/day & 16-20 new patients/mo. 99% patient referral. Income stream 70% insurance, 20% cash & 10% capitation approx. \$3,500/mo. 20+ years of goodwill. Newly modeled spacious practice. Great Staff. Projecting approx. \$563,293 in 2009. **BUYER'S NET OF \$151,585.** Property ID #2801.

**PERRIS** - 4 fully equipped ops., in a 1,608 sq. ft. suite, located in a shopping center. Computerized suite with Intra Oral Camera. 61% insurance, 20% cash & 19% Medical. Absentee owned, associate works 3 days/week. Approx. 120 new patients per month. Collected approx. \$302,207 for 2008. Property ID #1891. Price Reduction!!!!

### SAN DIEGO COUNTY

**OCEANSIDE GP** - 4 fully eq ops., 1,500 sq. ft. office located in a one story Medical/Dental building. Spacious ops. w/ large windows and nice flooring. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash; 100% patient referral. No PPO's or HMO's Easy software package. 4-15 year old equipment. Good location. A must see to appreciate! Collecting approx. \$353,164 for 2009. **BUYER'S NET OF \$67,820.** Property ID #1641.

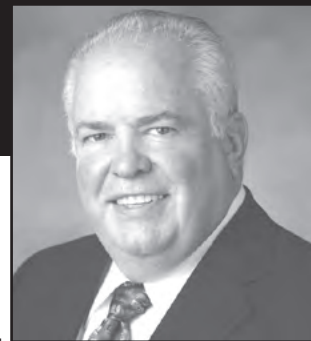
### VENTURA / SANTA BARBARA / SAN LUIS OBISPO COUNTY

**PASO ROBLES GP** - 7 fully equipped ops, 1,800 sq. ft. office located one story free standing building. 4 days/wk practice with 8 ½ days of hygiene. 48% Ins. price & 52% Cash. Computerized office with Intra Oral Camera. Eagle soft software package. 100% Patient referral. Collected approx. \$1,268,370 for 2008. Projecting approx. \$1,316,707 for 2009. **BUYER'S NET OF \$339,213.** Property ID #2231.

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# PRACTICE SALES, INC.

and Appraising of Dental Practices



Greg Beamer, V.P.

## SPECIALTY PRACTICES

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

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

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

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

**WESTCHESTER** - Turn Key Ortho - A must see practice!! 2 chairs in open bay, 1 fully eq. op., 1,000 sq. ft. suite, located in a Prestigious 12 story Medical / Dental building with ample parking. 6 days/mo practice. Income source: 50% insurance & 50% cash. Approx. 4-5 new patients/mo and approx. 25-30 patients/day. Computerized office with Ortho II software package. 3-5 year old equipment. Established in 2000. Only 2 additional Orthodontist on the building. Gets referrals from GP. Practice is approx. 1 mile away from 405 freeway. Motivated Seller is commuting from Ontario. Projecting approx. \$303,565 for 2009. Property ID # 2811.

**WHITTIER** - Leasehold Improvements Only - Great potential for Orthodontist!! 6 chairs in open bay, 1,710 sq. ft. office, located in a 2 story corner commercial building. Location has been a practice for approx. 20 years. Great street visibility. Motivated Seller offering 2 months free rent and has GP practice next door assuring referrals. Property ID #2781.

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**8 CE Units**

**Instructor:** Joseph Massad, DDS

**Tuition:** AGD members \$99

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 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  
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Includes Breakfast & Lunch  
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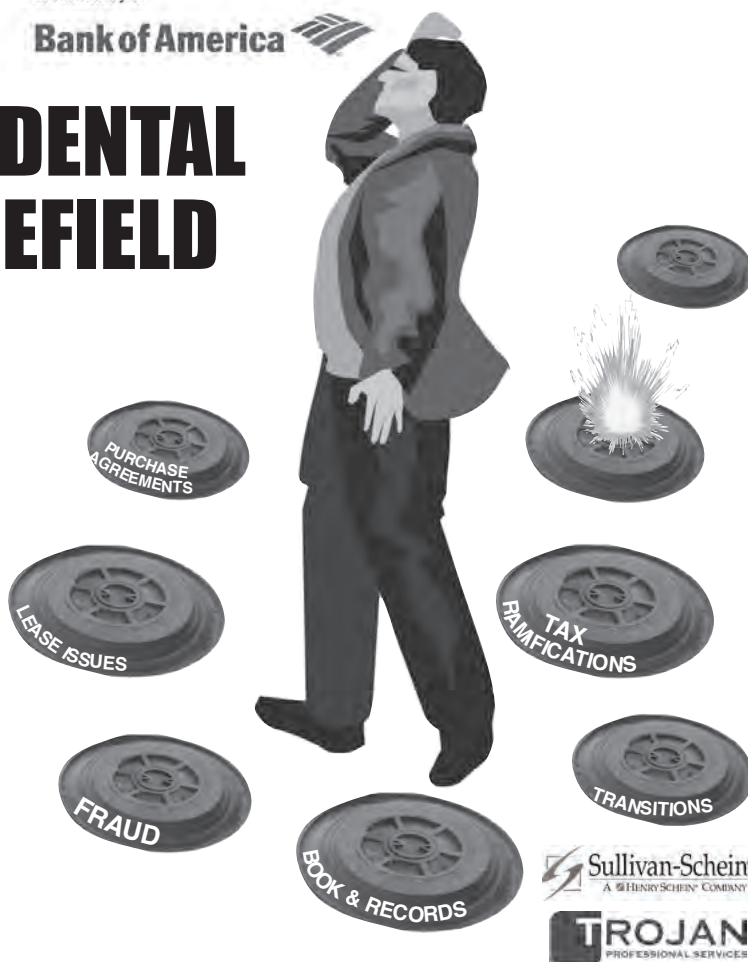
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*In today's rough economic climate, can we still get a loan to purchase a practice?*

*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.

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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](http://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](mailto:wps@succeed.net) or Call 800.641.4179

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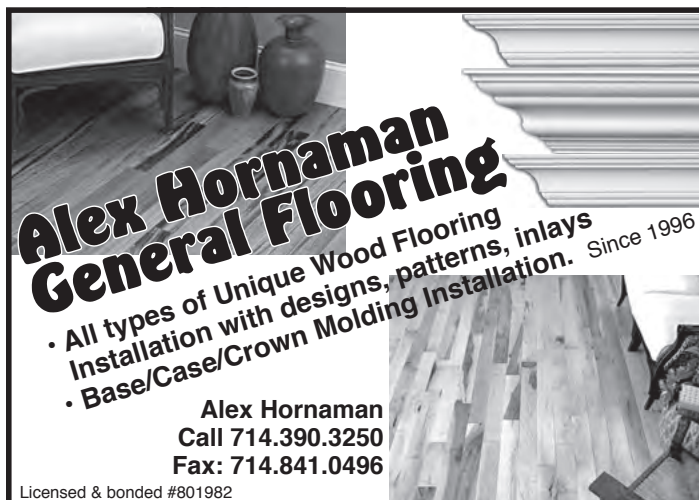
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## DATES

Friday, February 19:

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

Friday, April 16:

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

Friday, June 4:

"Five Steps from Systems Collapse", Sally McKenzie

Friday, September 17:

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

## FEES

## TIMES & LOCATION

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

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

## REGISTRATION FORM

Date of seminar/topic: \_\_\_\_\_

Name(s) of those attending: \_\_\_\_\_

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- 5973 - Oral Surgery Practice. CA Sierra Nevadas. 2008 realized \$615k. No competition, great country lifestyle.
- 5975 - Northeast Sacramento Foothill Community. Practice grew in '08 with '09 continuing trend. Tracking \$1.1 million. Full time owner shall do well here.
- 5976 - Redwood Valley's Ukiah. 1 hour north of Santa Rosa. 2008 collected \$522k. No Pedo, Endo, O.S. Lots of fillings starting to fail.
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- 3193 - Palm Desert. Grossing \$400k+. Great Location.
- 3194 - Irvine. Part time. Established 10 yrs. \$3,000/mo HMO cks. F.P. \$165k.
- 3195 - Fillmore – Close to Thousand Oaks Ventura area. Small city. Great potential. New state of the art facility. Grossing \$400k
- 3204 - Large office 3,000 sq.ft.. Grossing \$1,200,000. Net \$400k plus. Full Price \$950k
- 3205 - G.P. Established 20 plus years. Grossing \$850k. 4 Ops. Fantastic location. 1-800-Dentists emergency rights. F.P. \$750k
- 3206 - Great location. Near Veterans Hospital. University – shopping center. 1,500 sq.ft. plus, 3 Ops. Grossing \$350k. make offer
- 3208 - Rowland Heights. Senior Korean G.P. Incapacitated. Associate run now. Shopping center. 1,200 sq.ft. Gross \$200k. 3 Ops. Was doing \$300k. F.P. \$200k
- 3209 - Orange – Senior Seller- Gross \$285k. Established 30 yrs. Near Historic Circle on Chapman. Rent \$985. Low overhead. 3 Ops. F.P. \$225k.
- 3210 - Corona HMO Practice. Previously grossed \$1 mil plus. Seller has health issues. 5 Ops professional facility.
- 3211 - Upland/Claremont – HMO Practice. Gross \$1.3 mil. 10+ Ops. FP \$1.1mil.
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# CALIFORNIA PRACTICE SALES, INC.

Specializing in the Selling and Appraising of Dental Practices



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