

# THE Dental Trader

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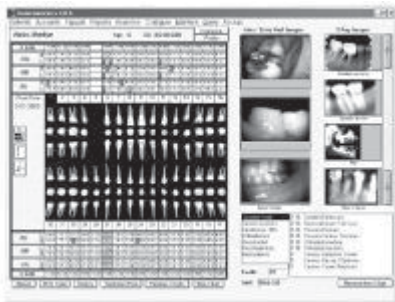
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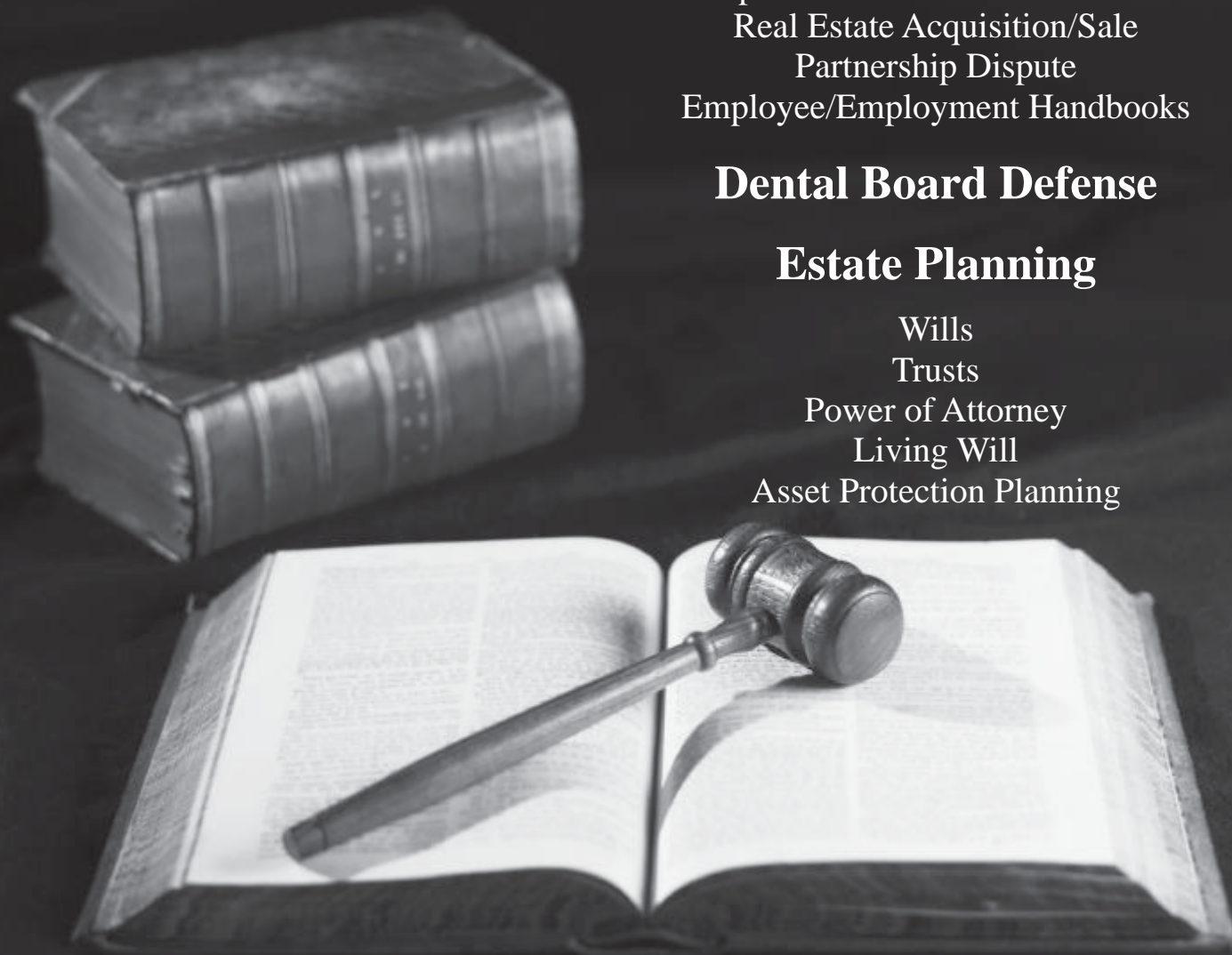
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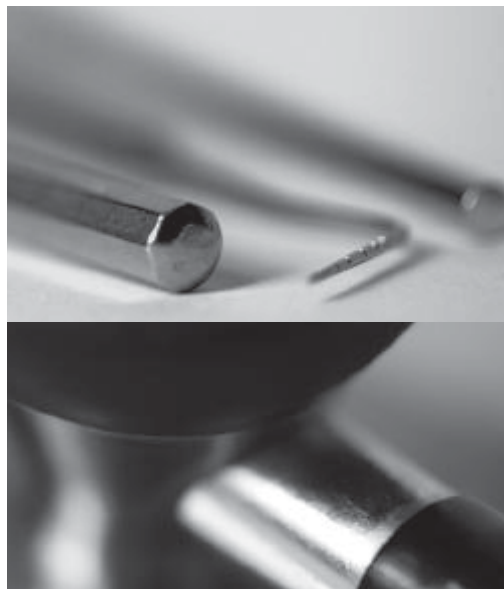
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## FEATURED PRACTICE OF THE MONTH

**CENTRAL VALLEY - (8+) op computerized G.P. with digital x-rays and intra oral camera system. Cash/Ins/PPO pt. base. 100+ new pts./mos. Gross Collect \$2.0M+/yr. Selling one third interest now with complete Buy-Out in future. **NEW****

## FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. Only private dentist in smaller town. 2006 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

## KERN COUNTY

**BAKERSFIELD #18** - (5) op computerized G.P. (3) eqt'd/4th op has chair/x-ray, 5th is plumbed not eqt'd. Retail location. Excellent exposure/visibility/signage. Denti-Cal/Cash/Ins/PPO. Gross Collections \$350K/yr. **PENDING**

**BAKERSFIELD #19** - (5) op computerized G.P. in a Prof bldg. Denti-Cal/Cash/Ins/PPO. Gross Collections \$900-1,000K/yr. **NEW**

**BAKERSFIELD SUBURB** - (3) op computerized G.P. and free standing bldg. Limited competition. Cash/Ins/PPO/Denti-Cal pt. base. Some newer eqt. Gross Collections \$350K - \$400K/yr. Seller retiring. **NEW**

## LOS ANGELES COUNTY

**ANTELOPE VALLEY** - (3) op computerized G.P. located in a shop ctr. with excellent exposure & visibility. Recently remodeled. New equipment. Cash/Ins/PPO/Denti-Cal. Collect \$450K+/yr. on (3) days per week. **PENDING**

**BALDWIN PARK** - (3) op computerized G.P. Strip center location with exposure, visibility & signage. Cash/Ins/PPO/HMO/Denti-Cal patient base. Approx (50) new pts/mos. Cap check approx \$4K/mos. 2007 gross collect. projected at \$370K+. Sale includes account receivables for immediate cash flow. Can be an absentee owner or will generate higher margins as owner/operator. Seller very motivated & has aggressively priced pract. for an immediate sale. Hurry! Won't last at this price. **NEW**

**BELLFLOWER** - (5) op computerized G.P. in a strip center w/ excellent exposure/visibility/signage (4) eqt'd ops, 5th is plumbed. (1) yr new Belmont eqt. Easy Dental s/w, intra oral camera, & Zoom light. Mixed pt base. Mos. Cap ck is approx. \$1,000/mos. **PRICE REDUCTION** **NEW**

**GLENDALE** - (4) op computerized G.P. (2) ops eqt'd, (2) plumbed not eqt'd. Free standing bldg location with exposure and visibility. Cash/Ins/PPO/Denti-Cal pts base. Annual Gross collect. approx \$140K p.t. Can do more with f.t. owner. **NEW**

**LOS ANGELES** - (5) op computerized G.P. and free standing bldg. for sale. (3) ops of new eqt. and (2) ops of older eqt. Cash/Ins/PPO/HMO patient base. Annual Gross Collections approx. \$300K. **NEW**

**LAWDALE** - (6) op computerized G.P. (4) ops eqt'd. Located in a store front on a major blvd. w/ exposure/visibility and walk-ins. Cash/Ins/PPO/Denti-Cal. Gross collections - \$200K/yr p.t. Can do much more f.t.

**PASADENA** - (8) op computerized G.P. and free standing bldg. for sale. Located on a main blvd. Cash/Ins/PPO/Denti-Cal. pt. base. Gross collect \$750K/yr. Bldg. is 3,606 sq. ft. & is on an 18K+ sq. ft. lot. **NEW**

**POMONA** - (7) op G.P. & 1,500 sq. ft. free stand. bldg. Excellent exposure/visibility/signage. Gross Collect \$300K/yr. Cash/Ins/PPO and small amount of Denti-Cal. Seller retiring. **PRICE REDUCTION** **PENDING**

**WOODLAND HILLS** - (3) ops/(2) eqt'd. Computerized G.P. Strip ctr. location on a main blvd. w/ exposure/visibility/signage. New eqt. Newly opened. Cash/Ins/PPO/HMO pt. base. Includes approx. (100) charts (per Seller). Seller moving. **NEW**

## MADERA COUNTY

**MADERA** - (8) op computerized G.P. (3) ops of new P&C Eqt. (2) add. Eqt'd ops & (3) add. plumbed ops. Central Nitrous, Digital x-rays, Dentrux s/w, zoom light, & intra oral. In a free stand bldg. Excellent exposure/visibility. Gross Collect - \$360K/yr on 3 days. Cash/Ins/PPO/HMO.

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- Pre-Sale Planning

## RIVERSIDE COUNTY

**PALM DESERT** - (5) op turnkey office. (3) ops eqt. with two yr old A-Dec eqt. (2) add. plumbed ops. Includes furniture and eqt'd. No patients.

**SOUTHWEST RIVERSIDE COUNTY** - Several Medical/Dental Bldg. & condo listings available. Call for specifics.

## ORANGE COUNTY

**IRVINE** - (5) op computerized G.P. (2) ops fully eqt'd/(3) plumbed not eqt'd. In a prof bldg. on a main Blvd. Digital x-rays. Decorator sharp. Cash/Ins/PPO. Gross Collect \$450-\$500K/yr on (4) days/wk. **SOLD**

## SANTA BARBARA COUNTY

**SANTA BARBARA ORTHO PRACTICE & CONDO** - (3) op open bay Ortho office & light and bright office condo for sale. Computerized office. Pano/Seph eqt'd. Annual Collections approx. \$360K/yr on a (2) day week. (7-9) new starts/mos. Low overhead/high net. Could be much busier. Seller stretched to thin with two other offices. Seller transition available.

## SAN BERNARDINO COUNTY

**ONTARIO** - (4) op computerized G.P. located in a major shopping center. (3) ops eqt'd with new eqt. 4th op plumbed not eqt'd. Excellent exposure/visibility/signage. Cash/Ins/PPO/Denti-Cal patient base. Excellent advertising campaign in place that is just kicking in. 2007 projected gross collections \$360K-\$380K. Seller to concentrate on other offices. Motivated. Priced to sell!!! **NEW**

## SAN DIEGO COUNTY

**POWAY** - (3) op computerized G.P. in a freestanding bldg. in a shop ctr. Turnkey office (no charts) w/ brand new eqt including digital x-rays, Zoom light, computerized ops, intra oral camera system w/ docking stations, ADEC free standing steril system, etc. Includes an active phone # & yellow page ad. **REDUCED**

## SAN LUIS OBISPO COUNTY

**ARROYO GRANDE** - (4) op G.P. office for sale. Cash/Ins/PPO. Gross collect \$500k+/yr. Seller retiring. **SOLD**

**SAN LUIS OBISPO** - (3) op computerized G.P. in a garden style prof. bldg. Cash/Ins/PPO pt. base. Gross Collect \$375K-\$400K/yr. **NEW**

## VENTURA COUNTY

**THOUSAND OAKS** - (4) op G.P. in a medical/dental bldg. Only D.D.S. in bldg. Cash/Insurance/PPO. Gross \$80-90K/yr. p.t. **SOLD**

**THOUSAND OAKS #2** - (3) op computerized G.P. Cash/Ins/PPO. Digital x-rays, cerec, intra oral camera, Dentrux s/w, and new chairs. Projected 2007 Collections \$675K. **NEW**

**OXNARD #4** - (4) op fully eqt'd turnkey office. In a store front on a main St. w/ exposure/visibility/signage. Sale includes all eqt, leaseholds, furniture and rights to office lease, no pt. charts. **PENDING**

## TULARE COUNTY

**SMALLER TOWN TULARE CTY (NEAR VISALIA)** - (4) op computerized G.P. and free standing bldg. for sale. Located on a main street. Limited competition. Cash/Ins/PPO and limited Denti-Cal. No HMO's. Projected 2007 Gross Collect of \$525K+. 15-20 new pts/mos. Seller retiring. **NEW**

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**NEWPORT BEACH** FFS practice in professional building with low overhead, low rent. Great potential. Projected 552K for 2007. Email [molarfixer@yahoo.com](mailto:molarfixer@yahoo.com).

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**REDDING** For Sale - G.P. Office is 1,950 sq ft 5 ops, Eagle soft, 5 hygiene days. 2006 Gross Receipts 593K, adjusted net income \$241K. Owner doctor to retire. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-730-8883.

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**LA COSTA:** - For Sale - General Dentistry Practice. Office currently open 5 days a wk. Twelve years in present upscale location. 2006 Gross Receipts 1.4 Million with an adjusted net income of \$507K 60% overhead. Office has 2,000 sq. ft. Dentrix Software, 7 treatment rooms, Intraoral Camera, Panorex, 5 hygiene days. Owner doctor to work an additional 3-years.

**LINDSAY/TULARE:** For Sale - General dentistry practice. Both Lindsay & Tulare practices are being sold together. Tulare: 4 ops., 1650 sq. ft., 1 hygiene day, 70% Medi-Cal, 5<sup>1/2</sup> years in same location.

Lindsay: 5 ops., 3600 sq. ft., 1 hygiene day, 34% Medi-Cal, 6<sup>1/2</sup> years in same location.

Combined Gross Receipts \$1.4 Million with 48% overhead. Adjusted net income \$745K. Both offices have intra-oral camera, and easy dental software. Owner willing to consider selling buildings also.

**TURLOCK:** For Sale - General dentistry practice. 2006 Gross receipts \$530,409. Located with in walking distance from newly renovated downtown. 5 operatories in 1,512 sq ft, intraoral camera, endo rotary, easy dental software. Practice has been in its present location for the past 9 years. Owner may be willing to sell building also. Owner relocating.

**REDDING:** For Sale - General Dentistry Practice. Office space is 1,950 sq ft with 5 ops, Eagle soft software, 5 hygiene day. 2006 Gross Receipts 593K, with adjusted net income of \$241K. Owner doctor to retire.

**RIO DELL:** For Sale - General Dentistry Practice. A wonderful opportunity for buyer looking to advance their implant skills. 1,300 Sq. ft., 2 equipped operatories, Intra oral camera, and Panorex. 2006 Gross Receipts \$498K with adjusted net income of \$211K. Seller is owner and founder of Pacific Implant Inc. and is a noted Implantologist, Author, and Lecturer. Owner will stay to train buyer in implant techniques.

**GOLETA:** For Sale: General Dentistry Practice. High quality area. Practice has been located in its present location for the past 37 years. The office occupies 900 sq. ft., 3 fully equipped ops, Panorex, digital x-ray, Dentrix software. 2006 gross receipts 400K, adjusted net income of \$164K. Owner retiring.

**VENTURA:** For Sale - General Dentistry Practice. NEW GRADS DON'T MISS THIS SALE PRICE LESS THAN START-UP COSTS. Established Family, and Cosmetic practice is located in highly desirable community of Ventura County. The leased office space consists of 1,700 sq. ft. with 6 available operatories. Also the equipment and leasehold is essentially new (2 years old). 2005 Gross Receipts were 404K. Adjusted net income of \$112K.

**RESEDA:** For Sale - General Dentistry Practice. Located in a larger office complex. This office has 5 operatories, intraoral camera and Softdent software. 2006 Gross receipts \$457K with an adjusted net income of \$207K.

**DEL MAR BEACH:** For Sale - General Practice. Three treatment rooms in 950 sq. ft. Office is approximately three blocks from the beach with ocean view. Equipment in excellent condition. 2005 gross receipts \$465K on a 3 days per week. Doctor retiring.

**EL CENTRO:** For Sale - General Practice. Three treatment rooms, plumbed for a fourth. Separate room for Pano and X-rays. Practice located in free standing 1,900 sq. ft. one story building on a corner near downtown. Building is also for sale with adjacent three unit residential buildings. 2005 gross receipts were 225K on 3 days per week.

**WEST SAN FERNANDO VALLEY:** For Sale - General Dentistry Practice. Established practice has been in its present location for the past 45 years. Approx. 1500 active patients 5 1/2 days of hygiene. Leased office space 2,000 sq. ft. 6 equipped operatories. Owner is retiring.

**ROSEVILLE:** For Sale - General Dentistry Practice. This 2400 sq. ft. office comes with 6 operatories, Cerac, Intra-Oral Camera's, Dentrix software, and 12 days of hygiene. 2005 gross receipts \$1,843,499.00. Owner is looking for assoc. buy-in or buy-out within 2 yrs.

**PORTERVILLE:** - For Sale patient base to a practice in town. There are no Medi-cal patients in the practice. The total sale price is \$125K for approximately 400 active patients. Active patients are defined here as the number of individual patients seen in the last two years. The patient base also includes all patient charts dating back seven years. Owner retiring.

**RIALTO:** - For Sale - General Dentistry Practice. Priced for immediate sale. 900 Sq. Ft. 3 operatories in a busy shopping center.

**SACRAMENTO:** - For Sale - General Dentistry Practice. 2006 Gross Receipts \$325K. Practice has been in the same location for the past 32 years. This office has 4 operatories, intra-oral camera, and Dentsoft software in 950 sq. ft. Located in large office complex, Owner is retiring.



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**SHERMAN OAKS:** For Sale - General dentistry practice. High end facility fully equipped with intraoral camera, Panorex, 8 ops., Practice Owrks software. Non amalgam philosophy, currently open 5 days a week. 2006 Gross Receipts \$854K adjusted net income of \$267K. Building also for SALE- 3,000 sq. ft. Practice has been in its current location for the past 5 years. Owner doctor to retire.

**WESTLAKE:** - For Sale - General Dentistry Practice in affluent master planned community. Practice has 6 ops, 1800 sq. ft. One hygiene day a week seeing 8-10 patients. Dentrix software, 3 intra-oral cameras, digital pano x-ray. There is an abundance of parking. Practice has been in same location for the past 24 years. Owner to retire.

**LAKE TAHOE:** - SALE - ASSOCIATESHIP-PARTNERSHIP. Seller owns outstanding GP practice in S. Lake Tahoe area and a satellite practice in Carnelian Bay. The Carnelian Bay practice has 4 ops. Equipment is like new. Seller is offering associateship 2 days a week in Carnelian Bay only or purchase of Carnelian Bay practice for only \$140K or associate to work in both Carnelian Bay and S. Lake Tahoe. Call for details. Great opportunity to live and work in Lake Tahoe.

**HILMAR:** For Sale - General dentistry practice. 2006 gross receipts \$214K one day a week as a satellite practice. Adjusted net income of \$110K with an overhead of 48%, 2 hygiene days. 2 1/2 operatories in 1000 sq ft. Equipped with Intra-oral camera, 2 new Pelton & Crane delivery units and chairs. Office recently remodeled. Free standing building on a main throughfare.

**SANTA CRUZ:** For Sale - General dentistry practice. There are five equipped treatment rooms and two additional rooms that are plumbed for expansion in this 2,347 sq. ft. office. In 2005 Gross receipts were \$885K with a low 62% overhead. Dr. is reporting 2,340 active patients. There are 7.5 days of hygiene per week. The practice has operated in the same location since 1977. Doctor is retiring.

**HAYWARD:** For Sale - Multi-Speciality Dental Practice: Practice has been in its present location since 1965. There are nine operatories with Digital X-rays, Intraoral camera, Panoramic x-ray unit. 2006 Gross Receipts were one million three hundred thousand with an adjusted net income of \$562K. There are PPO's but no Medi-Cal patients. Building is also for sale if buyer is interested.

**FRESNO:** - For Sale - General Dentistry Practice. 2006 Gross Receipts \$777,336 with an adjusted net income of \$278K. This is a PPO/HMO practice. There is 2000 sq. ft. of office space with 5 equipped operatories. There is room to expand into a 6th operator. Panolypse machine, Easy Dental software. 4 days of hygiene. Practice located on the corner of a main thoroughfare.

**SANGER:** For Sale - General Dentistry Practice. If you are a new graduate or you are looking and you are looking for a great practice to purchase you should look at this. Very tastefully decorated, this 3-op office collected 345K in 2005 with less than a 50% overhead. This would also be a great satellite practice. The office is a condominium space that is also for sale and can be purchased at no money down. Owner is retiring.

**RIDGECREST:** For Sale - General Dentistry Practice. This practice is collecting \$795K per year. Owner's adjusted net income was \$416K in 2005 on 3 1/2 days per week schedule. There are 6 ops in this 4000 sq. ft. building that is also for sale. There are 5 days of hygiene. Owner is retiring.

**YREKA:** For Sale - General Dentistry Practice and building: This is a great opportunity to own the real estate and dental practice at the same time. The building is located on a large lot allowing you to expand the size of the building when you are ready. 100% financing is available with for both the practice and building. 2006 receipts were approximately \$400K. There are presently 3 operatories. Owner works a 4 day week working only 5 1/2 hrs per day. There are four days of hygiene. Lots of potential with this practice.

**COTTONWOOD:** For Sale - General Practice. 3 treatment rooms with room for expansion in this 1,200 sq. ft. office. Projected gross Receipts for 2006 are \$700K. Practice has shown an increase in production every year for the last 5 years. Del Webb recently purchased 4,500 acres for retirement community in Cottonwood. Only 2 dentist presently in town.

**MODESTO:** For Sale- General Dentistry Practice. This excellent practice has 2006 gross receipts \$1,459,769 with an adjusted net income of \$533,598. There are 11 days of hygiene per week, 1,900 sq. ft. office space. The office has been in its present location of 30 years and most of its employees have been with the practice long term. Owner is retiring.

**INGLEWOOD:** - For Sale - Pediatric Practice. Priced for immediate sale. 4 operatories. 2005 gross Receipts \$350K. Doctor is retiring.

**SANTA CRUZ CO.:** - For Sale - General Dentistry Practice. This office consist of 2,500 sq. ft. and seven fully equipped operatories. The views out each of the doctor's treatment rooms are beautiful and provide a relaxing atmosphere for both the patients and staff. There is room for expansion by equipping 3 additional operatories. There are intra-oral cameras, electric handpieces, and a panoramic x-ray machine. There are 10 hygiene days available per wk. Datacon software. 2005 Gross receipts were \$1,265,00 with a \$503,000 adjusted net income.

**CARLSBAD:** - For Sale - General Dentistry Practice. 1403 sq. ft. in a highly desirable area. There are 4 days of hygiene per week. Gross receipts were 247K for 2005. Practice has been in its present location for 24 years. Molar Endo, Implants, referred out.

**LOS BANOS:** - Building for sale. Ideal for a 3 op 1000 sq. ft. start up practice or satellite practice. All leaseholds in place. Existing dentist purchased practice several years ago and has done so well that doctor has built and owns new building in new location and is moving in November.

**VENTURA:** - For Sale - General Dentistry Practice. 2005 Gross Receipts 976,965 with adjusted net income of \$382,576. Located in large shopping center. Office space is 1,350 sq ft it has 4 operatories, Kodak Sofident software, intra-oral camera, Panorex and five hygiene days.

**DINUBA:** - For Sale - General Dentistry Practice. Fully equipped office space. This 1,400 sq. ft. 3 operator office has been in its present location for 40 years. 2005 receipts \$275K. Intraoral camera, Pano, and Softrix software. Owner is retiring.

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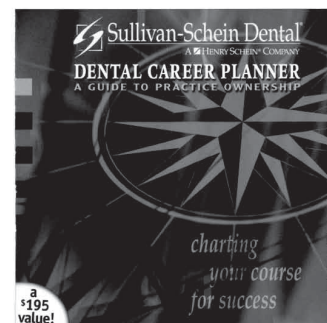
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**PRACTICE FOR SALE** D-536 SAN JOSE - GP, 1200 sf, 3 ops, plumbed for additional op. Located in busy strip mall area. Private Pay, PPO & some Healthy Families. Price Reduced to only \$275k Timothy G. Giroux, DDS/Broker 800.641.4179.



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## WESTERN PRACTICE SALES

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### BAY AREA

**A-494 MILL VALLEY** - Newly listed, 3 op office w/approx 900 sf. **\$175k**

**A-543 SAN FRANCISCO** - Bordering Chinatown by Union Square, remarkable FFS, family oriented practice now available. 3 ops w/ 1000 sf. **Price Reduced to only \$199k!**

**A-5581 SAN FRANCISCO** - Beautiful corner Suite - Facility only (no patients) - on 25th floor w/ great accessibility. 4 ops in 990 sf. **\$300k**

**B-563 HAYWARD** - GP, 3ops, 950 sf, 8-10 patients per day on a relaxed work schedule. Downtown w/close access to public transportation. Call for more information! **\$195k**

**B-5911 WEST CONTRA COSTA COUNTY** - 4 fully equipped ops in 1367 sf office. Just blocks of I-80 commuter corridor. Insured/PPO/FFS. Near schools **\$425k**

**NEW! B-6061 CTRL CONTRA COSTA CO.** - Well Respected, family oriented w/generations of goodwill! Attractive 2 story bldg in heart of town. Approx 1200 sf, 3 ops. Partial interest in Real Property also available \$335k / **Practice: \$380k**

**B-6111 CONCORD** - GP and Cosmetic dentistry is the focus in this exceptional practice. 22 yrs of goodwill, 1500 sf, 2 ops, plumbed for 1 add'l. Located in well maintained dental/medical professional building. **\$180k**

**NEW! B-5931 HAYWARD** - Pediatric/GP offers gentle family care for all ages! Seller relocating from this well maintained 4 story medical prof. building. 1050 sf & 3 ops. **\$275k**

**NEW! B-624 CONCORD** - State of the art digital equipment, loyal patient base, & dynamic website marketing in this quality family oriented practice. ~ 890 sf w/2 fully equipped ops & plumbed for 1 add'l op. Priced to sell **\$140k**

**C-537 EAST BAY** - GP, 3400 sf w/7 fully equipped ops. 30 yrs of goodwill in this historic downtown area. **\$950k**

**C-5731 SANTA ROSA/FACILITY** - Rincon Valley area. Single story, mixed prof bldg. 1200 sf, 4 fully equipped ops. Ready to move in. Call for details!

**C-5741 SANTA ROSA/FACILITY** - Located on Hwy 12, this converted Victorian home has many amenities. Highly visible w/ easy access offering 1177 sf, 3 ops, fireplace in reception area & great charm. Call for details.

**D-474 LOS ALTOS** - Facility/asset sale. 2100 sf 6 ops. **Reduced to only \$48,500**

**D-594 LOS GATOS** - FFS GP. Highly desirable Area. Gross \$780k + in '06. 1000 sf w/3 ops. Fully Computerized **\$550K**

### BAY AREA CONT.

**D-5831 SAN JOSE** - GP, 30 yrs Goodwill, 1280 sf, 3.5 ops, **Call for details!**

**D-581 MONTEREY** - GP, 3 ops in attractive Prof. Bldg. Close to Beach/Wharf. Insured/Private Pay/ PPO Patient Base **REDUCED \$220k**

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**D-616 LIVERMORE** - Busy bustling commercial neighborhood. ~ 1000 sf w/ 3 ops. Call for more information **\$360k**

**NEW! D-6141 PENINSULA/SOUTH BAY** - Quality Service, Exc. Reputation, Desirable Location! FFS, GP w/ 30 yrs goodwill. 900 sf, 4 ops. **\$425k**

**NEW! D-592 SAN JOSE** - Over 11 yrs goodwill. Seller relocating! Light work week still produces over \$670k annually. Easy access to 101 & 680. Spacious 2480 sq ft office w/ 4 ops. **\$475k**

**NEW! D-618 SAN JOSE** - Quality, FFS practice, well maintained Medical Prof. Bldg. in desirable Willow Glen neighborhood. 5 ops in Spacious 1410 sf office. Call for full details! **\$721k**

### NORTHERN CALIFORNIA

**E-523 PLACERVILLE - FACILITY ONLY** - GP, Stunning Modern Office, Excellent Location, 4 ops. Price Reduced **\$69k**

**E-532 AUBURN** - GP, long established practice in beautiful foothills. Close to Sacramento. 3 fully equipped ops, 1100 sf. Close to major roadways. Seller Retiring **\$125k**

**E-525 SACRAMENTO** - Long estab. GP in Health Prof. Bldg near busy intersection. 1500 sf w/ 4 fully equipped ops. **\$300k**

**E-540 SACRAMENTO** - GP in heart of city - not far from Sutter's Fort. 2 story prof. bldg. 1000 sf w/4ops. Family oriented w/reliable patient base. Tons of Potential **\$160k**

**E-544 ROSEVILLE** - Cosmetic & reconstructive, 1250 sf w/ 2 ops in bright & airy bldg. Affluent, desirable area **\$350k**

**E-550 SACRAMENTO** - GP in medical professional bldg with potential for growth. 2 ops in 820 sf office. **REDUCED TO ONLY \$95K**

**E-571 SACRAMENTO** - Highly desirable area, pulling from affluent areas. 2400 sf w/5 ops & ample parking. '06 coll. exceed \$820k! **\$550k**

### NORTHERN CALIFORNIA CONT.

**E-582 ROSEVILLE** - FFS in heart of Roseville. 1350 sf, 4 ops, busy intersection, prof. bldg. CEREC 3 unit & Gross receipts exceeding \$617k annually. **\$445k**

**E-595 GREATER SACRAMENTO** - FFS GP. Great neighborhood. Attractive Prof. Brick Bldg. Well respected. Offers 1370sf & 4ops. **\$215k**

**E-599 ELK GROVE** - State of the Art office, 5 ops, 2000 sf in busy business district. Average Collections over \$1m annually over past three years! Offered at **\$650k**

**WOW! E-600 LINCOLN** - One of the fastest growing cities in California! Quality preventative practice w/ huge opportunity for growth! 1600 sf, 2 ops, plumbed for 2 add'l. Heart of Downtown. Phenomenal location has attracted over 700 new patients in past 2 yrs!! Would cost over \$300k to duplicate! Final Price Reduction! Priced to move quickly at only **\$195k**

**E-615 SACRAMENTO** - Quality FFS practice in open busy retail shopping center. Exc visibility on bustling intersection! 980 sf, 3 ops. Gross Receipts over \$300k annually. **\$150k**

**E-617 PLACERVILLE** - Great visibility in a community that has it all! 1300sf, 4 ops, plumbed for 1 add'l. Avg 12-16 pats daily & 11 hygiene pats daily. Asking **\$300k**

**NEW! E-621 SACRAMENTO** - Practice & Real Estate! 1350 sf, 5 ops, highly visible Dental Complex. Practice: **\$400k / Property \$290k**

**E-542 HUMBOLDT COUNTY** - FFS GP, 3 ops, 1500 sf. Highly esteemed. Exc. Reputation. Seller Retiring. **Seller Highly Motivated! \$220k**

**E-547 EUREKA** - GP in Scenic Coastal Community. 1195sf & 4 ops in well known medical neighborhood. **Reduced to only \$200k**

**E-566 EUREKA/ARCATA AREA** - Long established GP in beautiful rural family community. 4 ops, 1700+ sf. Private Pay/Insurance. Lg patient base. Gross receipts avg in the \$700k range annually. Offered at **\$375k**

**E-589 EUREKA** - FFS GP, est. 25 yrs, 1600+ sf, 4 ops, phenomenal visibility on busy corner! Warm, unique reception. Real Estate also available for **\$325k**. Practice reduced to only **\$320k**

**G-476 CHICO** - GP, established practice collections of \$300k in '05. Projecting \$380k in '06. Beautifully equipped 4 ops, all Addec. Desirable location. **\$250k**

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### CENTRAL VALLEY

**H-481 NORTHERN CALIFORNIA** - Gp, seller retiring, collections of \$549k in 2005. 2200 sf w/3 fully equipped ops, plumbed for 1 add'l. Real Estate (2 bldgs) also available for \$500k. **\$300k**

**H-570 SACRAMENTO/STOCKTON/ EAST FOOTHILLS AREA** - High-tech GP w/ Cerec, soft tissue laser, 2000sf & 5ops ready to move in! Stable Staff and Lg patient base just add to this incredible opportunity. Collections - \$800k annually. Priced to sell at **\$575k**

**I-4701 STOCKTON** - Full Mouth cosmetic rehab practice in professional area. Owner occupied bldg. 6 ops 100% FFS, 1400+ active pats. Gr. Receipts '06 \$1.5m. Seller willing to work back **Call For Details!**

**I-551 LODI - Practice & Building** - Long Established GP with low overhead costs. 1500 sf & 3 ops. Collections in '06 exceed \$370k. **\$250k**

**I-556 STOCKTON - First Rate, high end GP.** Gr. Coll '06 exceed \$970k w/net of \$350k. Can't beat this. Seller willing to help w/transition. **SELLER MOTIVATED! \$595k**

**I-575 MADERA-Practice & Building** - Long established GP, 2 ops & plumbed for 1 add'l 1350sf, great highly visible location. Single Story Bldg close to downtown. Seller will be Retiring. **Practice: \$38k - Real Property: \$265k**

**I-586 MERCED** - Revitalized area w/ easy access to foothills, major cities & the coast! GP offers -1450 sf & 4 ops in newer Professional neighborhood. Offered at **\$265k**

**I-604 TRACY** - Est. in May '07 with all the bells & whistles! Visibility, Location, New Growth! Prof. Design w/ sophisticated décor in busy retail shopping center. 1500sf, 3 ops w/ plumbing for 1 add'l in spacious office suite. **\$350k**

**I-6121 TRACY - FACILITY** - High growth area, near Mountainhouse. State of the Art facility, completely paperless. Near West Valley Mall and I-205. Prof. Bldg w/plentiful parking. 1600 sf & 3 ops. Also plumbed for 3 add'l. **\$550k**

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### CENTRAL VALLEY CONT.

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**K-554 ENCINO** - 1000 sf & 3 ops in very desirable office bldg. Newly remodeled! **\$295k**

**K-577 LANCASTER** - GP, busy street in popular shopping center. Large Patient Base. 2200 sf and 4 ops w/ newer equipment. **\$350k**

**K-602 SANTA BARBARA** - GP in well maintained Professional Bldg. Exc. street visibility in popular shopping center. 940 sf & 3 ops **\$265k**

**K-609 SANTA MARIA** - Practice in this scenic valley community nestled in wine country! Spacious comfortable office occupies 1440 sf, offers 3 ops w/plumbing for 1 add'l. **\$395k**

**COMING SOON! SANTA BARBARA** - 30 yrs goodwill, well established neighborhood! FFS, 3 op, bread & butter practice, large patient base and great growth potential. **\$410k**

### NEVADA

**R-553 LAUGHLIN** - Remarkable practice w/ great visibility & signage. Convenient location in area of new growth. Seller Motivated **\$225k**

**R-578 CARSON CITY** - 20 yrs goodwill, 4 ops/1300sf in Historic Westside. Exc. growth potential. Loyal Patient Base. Gross Receipts avg over \$700k annually. **\$425k**

**LV-529 LAS VEGAS** - NW Rainbow Curve area near Summerlin. Aprx 2300 sf, 4 fully equipped ops. Plumbed for 1 add'l op. **REDUCED \$195k**

**LV-565 LAS VEGAS** - Practice dentistry in this nice professional bldg. offering 3200 sf w/8 ops in growing Rainbow/Sahara Area. Great Area w/ lots of potential. **REDUCED TO ONLY \$495k**

**LV-576 LAS VEGAS** - Highly desirable West Side area. Quality practice w/consistent collections in the \$1m range. New Equipment and solid patient base are only a couple of the perks! Attractive office w/ easy freeway access offers 1900sf & 5 fully equipped ops. **Price Reduced to \$650k**

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**D-5271 SF EAST BAY—ENDO**, 1270 sf, 4 op office. Stable patient base. Well respected. Building & Condo also available for purchase. Practice offered at **\$275k**

**I-5621 SAN JOAQUIN VALLEY - PROSTHO**- 30 yrs goodwill, great location, 2500 sf, 6 ops, FFS, 12+ new pats per mo, high gross, Seller will assist in transition **\$960k**

**E-601 SACRAMENTO—ORTHO** - Highly esteemed, FFS, ORTHO practice setting the bar for excellence! Retail shopping center. 3 chairs in open bay and 1600 sf office. **\$470k**

**K-610 GLENDALE—PROSTHO** - 15yrs goodwill, tv advertising, patient referrals keep this practice growing. 1400 sf w/ 4 ops in an attractive office and neighborhood. Gross Receipts in 2006 - \$280k. Offered at **\$250k**

**NEW! LV-622 HENDERSON - PEDO** - FFS, well respected, modern curb appeal, 1800sf, 5 ops w/plumbing for 1 add'l op. Offered at **\$345k**



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# Healthy Smiles for Kids of Orange County



## *Give the Gift of a Healthy Smile*

***One out of three Kindergarten children in Orange County has untreated tooth decay, a higher rate than statewide or nationally.***

Healthy Smiles for Kids takes a multi-faceted, county-wide approach to improving children's oral health. Programs include The Tooth Fairy Learning Center, Seals on Wheels—a School Based Sealant Program, Referral Service (SMILELINEOC), Sliding Fee Scale Specialty Pediatric Dental Services, Sedation Services, Professional Education, USC/CHOC/Healthy Smiles Advanced Pediatric Dentistry Residency and the SmileMobile Treatment Unit.

Last year Healthy Smiles for Kids of Orange County:

- ★ Provided sealants for over 3,060 at-risk children – at their schools.
- ★ Completed treatment plans for 1,070 uninsured and low-income children, including 97 children treated under IV sedation.
- ★ Helped train over 550 medical providers to integrate oral health into their primary practice.
- ★ Educated over 35,000 children in schools about prevention of caries.
- ★ Expanded the USC Pediatric Dental Residency Program.



Buy it! Sell it! Trade it!!!

# EVERY SMILE MATTERS!



**Celebrate National Children's Oral Health Month this February.**

## ***"Your Smile Matters: An Evening Honoring Leaders in Oral Health"***

Wednesday, February 27<sup>th</sup> at 6:00 p.m. at the Discovery Science Center in Santa Ana, CA.

2008 Leadership in Children's Oral Health Awards will be presented to:

- ★ **Dr. Wando Claro**, *The Richard P. Mungo D.D.S. Award*
- ★ **Dorothy Andrews**
- ★ **3M ESPE**



## ***"Your Smile Matters" Leaders in Oral Health Event – February 27, 2008***

Benefiting USC/CHOC/Healthy Smiles Pediatric Dentistry Residency Program

Tickets \$75 x \_\_\_\_ = \$ \_\_\_\_

Sponsorship: \_\_\_\_ \$500 \_\_\_\_ \$1,250 \_\_\_\_ \$2,500 \_\_\_\_ \$2,500 \_\_\_\_ \$5,000 \_\_\_\_ \$10,000 \_\_\_\_ \$25,000

All proceeds from the event will benefit the USC/CHOC/Healthy Smiles Pediatric Dentistry Residency Program, now in its second year of serving the Orange County community. The **MouthPower®** traveling exhibition from the National Museum of Dentistry will be on display.

To sponsor, attend, or get more information, visit: [www.healthysmilesOC.org](http://www.healthysmilesOC.org)

## **Help us Give More Children a Reason to Smile in 2008**

I wish to contribute \_\_\_\_ \$20 \_\_\_\_ \$50 \_\_\_\_ \$100 \_\_\_\_ \$200 \_\_\_\_ \$500 \_\_\_\_ \$1,000 \$ \_\_\_\_

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Address Line 2: \_\_\_\_\_

City: \_\_\_\_\_ St: \_\_\_\_ Zip: \_\_\_\_\_

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Name on Card: \_\_\_\_\_

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Exp. Date: \_\_\_\_\_ Verification #: \_\_\_\_\_

Checks payable to Healthy Smiles for Kids of Orange County.

Return Donation Form to: 10602 Chapman Ave., Ste 200; Garden Grove, CA 92840

or make a secure donation online at [www.healthysmilesOC.org](http://www.healthysmilesOC.org)

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Questions? Call us at (714) 532-7930

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**BAKERSFIELD SUBURB** (3) op computerized G.P. and free standing bldg. for sale. Limited competition. Cash/Ins/PPO/Denti-Cal pt. base. Some newer eqt. Gross Collections \$350K - \$400K/yr. D&M Practice Sales 818.591.1401.

**NEW LISTING IN TOWN OF SONOMA GP** Beautiful facility. Approximately, 1,025 active pts. 3 ops. and approximately 40% profitability. Owner retiring. Call for details. Carroll & Company (650) 403-1010 or visit [www.carrollandco.info](http://www.carrollandco.info).

**PRACTICE FOR SALE** San Diego (La Mesa) 29 year-old GP. Great LOCATION. 4 Ops in 1075 sq. ft., SDPS: 760-599-7828.

**THREE OF MY FOUR EMPLOYEES** have come through Dentalworkers...Dr. Jeff M.; San Jose, CA.

**LCF OFFERS 100% DENTAL PRACTICE** financing with terms up to 30 years on practice and real estate loans. See display on Pg 5 or call 800 550 9228.

**OFFICE FOR LEASE SAN JOSE/EVERGREEN. 2 OPS FULLY EQUIPPED. CALL 408 375 1551.**

**SAN LUIS OBISPO** (3) op computerized G.P. for sale. Cash/Ins/PPO patient base. Gross collections \$375K-\$400K/year on a 3½ day wk. Remodeled office. Reasonable rent and overhead. D&M Practice Sales 818.591.1401.

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**LOS ANGELES (EAGLE ROCK)** (5) op computerized G.P. and free stand bldg for sale. On a main blvd. (3) ops of new eqt'd. (2) ops of older eqt'd. Cash/Ins/PPO/HMO patient base. Collect \$300K/yr. D&M Practice Sales 818.591.1401.

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**"I HAVE BEEN A CLIENT OF WOOD AND DELGADO** for over ten years and wouldn't think of going to another attorney for any matter in the dental field." Felipe Vital, D.D.S., Santa Ana, California. Call Wood and Delgado toll free: 800-499-1474.

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City/State/Zip: \_\_\_\_\_

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Calif. Dental License #: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

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

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This is a SPECIAL OPPORTUNITY which should only be investigated by the "Very Discriminating and Demanding Buyer" who is willing to pay the appropriate price for a quality practice. Tremendous effort has been expended in creating the Management Systems that allow this practice to perform at a high and efficient level. 2007 shall collect \$1 Million with Total Available Profits of \$430,000+-. Low Accounts Receivable, great Recall and busy Hygiene Department. Beautiful new 4-op office, digital x-rays and computers in the Ops. Great location allows Successor to pick and choose from numerous nearby highly desirable areas to live. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) and view under CURRENT LISTINGS.

### 5932 MONTEREY

Operating on 3-day week with 4-weeks, this practice shall collect \$375,000 in 2007. This is an "off" year as previous 3-years averaged \$454,500/year in collections. 700-active patients. Practice enjoys highly visibly corner lot location. Practice is completely networked throughout. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) and view under CURRENT LISTINGS.

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This is a highly visible 3-suite building located at 5819 Soquel Drive, not far from Cabrillo College and right off the Park Avenue exit on Highway 1. This is ideally suited for nearby Dentist who would rather own their building than to be continually paying rent. Long established practice has been averaging \$200,000/year with older, conservative Dentist. 1,000 sq.ft. suite can be expanded. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) and view under CURRENT LISTINGS.

### 5934 SAN FRANCISCO'S 450 SUTTER STREET

This young practice is a great opportunity for the Opportunistic Buyer. And better yet, the perfect situation for nearby Dentist seeking their own office. Established October 2003, this practice is tracking \$300,000+ in Collections and \$110,000 in Total Available Profits for 2007. 745 sq.ft. dental suite consists of 3-Ops with eastern views of Downtown San Francisco. The equipment and leasehold improvements are 4-years old at total investment of \$70,000. This has been priced for a "Quick Sale!" Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) and view under CURRENT LISTINGS.

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Phenomenal lifestyle opportunity located in highly desirable El Dorado County, and not far from El Dorado Hills and Folsom. If you would like to raise your family in one of the best outdoor recreation areas anywhere yet not far from major cities, this opportunity should be investigated. Established for 30-years, this is a busy Country Practice. Current performance is tracking \$570,000 in collections in 2007 with Profits of \$275,000. 4-days of Hygiene and 19-new patients per month and low AR Balance. Practice enjoys great frontage on main traffic artery. This is an unusual purchase opportunity. If you are tired of living in a congested city, you should investigate this practice and the surrounding lifestyle. Enjoy peace and quiet, the smell of the pine tress and hear the birds chirping! Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) and view under CURRENT LISTINGS.

### 5937 EL DORADO COUNTY - FOLSOM

Located in the Broadstone Marketplace off East Bidwell, this office enjoys nice focal location in this neighborhood shopping center with parking at its front door. Established for approximately 5-years, our Client acquired this office in July 2006. Yet, other obligations have limited attention here with practice operating on limited basis with exception of 5-month period from 3/07 thru 7/07 when it produced \$94,000. This offering is for a "turn key" dental office which includes a Safeguard DMO Plan, an established phone number and new patient flow of 10+/month. There is no staff nor any price for goodwill. Great opportunity to move into this desirable area for very reasonable cost. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) and view under CURRENT LISTINGS.

### 5938 SOUTHERN HUMBOLDT COUNTY'S HIGHWAY 101

Great opportunity for Dentist seeking to practice in beautiful NorCal country setting (forested environment with ocean nearby) and far away from busy cities. Well established, this practice has been a consistent \$300,000+/year performer on Owner's deliberate 3-day week. Yet, Successor can add another day per strong 4-day/week Hygiene Schedule and new patient flow. Payer mix is 84% cash and only 16% insurance. Practice occupies its own 1,600 sq.ft. 3-op building with 4th op available. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) and view under CURRENT LISTINGS.

### 5939 FREMONT

Well established practice collected \$640,000 in 2007 on 3.5-day week with 6-days of Hygiene. Strong patient foundation. Spacious 4-Op office with 5th Op available. Fantastic staff. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) and view under CURRENT LISTINGS.



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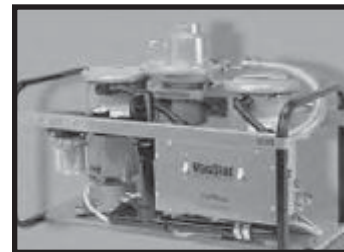
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