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So. Calif. Edition

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Happy New Year!

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.

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.

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. **NEW**

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. **NEW**

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/HMO and small amt of Denti-Cal. Gross Collect \$230K+/yr. p.t. Low overhead/high net. Seller retiring. **NEW**

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.

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

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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PRACTICES FOR SALE – January, 2010

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

GENERAL 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 – NEW LISTING! 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 – NEW LISTING! 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 +/-or 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 – NEW LISTING! 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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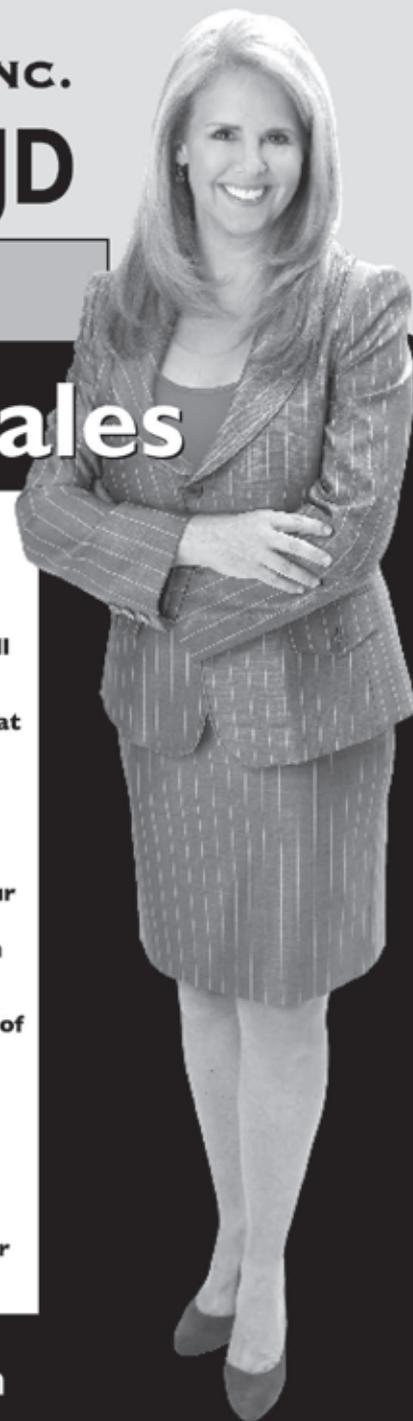
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CENTURY CITY PRACTICE FOR SALE: Well equipped office with six operatories. The practice is fully computerized with digital x-ray, newer equipment, plus exceptional views of the city. Practice is collecting an average of \$50,000/month this year with 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.

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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 \$495,000. - **PENDING**

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. Huge potential for a dentist willing to see children with Denti-Cal. Seller is very motivated. Asking \$110,000.

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. Office is no longer accepting Denti-Cal, but the ideal buyer would be a dentist that was willing to treat children and accept Denti-Cal. The facility could not be replaced for the asking price of \$110,000. **PENDING 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. **PENDING at Full Price**

BRENTWOOD ORTHODONTIC PRACTICE FOR SALE: This office has great views to the coast and great potential for the right buyer. Collections of \$235,000/year on 2 1/2 days per week. Seller is retiring after 33 years in practice. Three chairs in a bay with one additional chair in a private operator. Approximately \$105,000 in contract receivables. Asking \$150,000.

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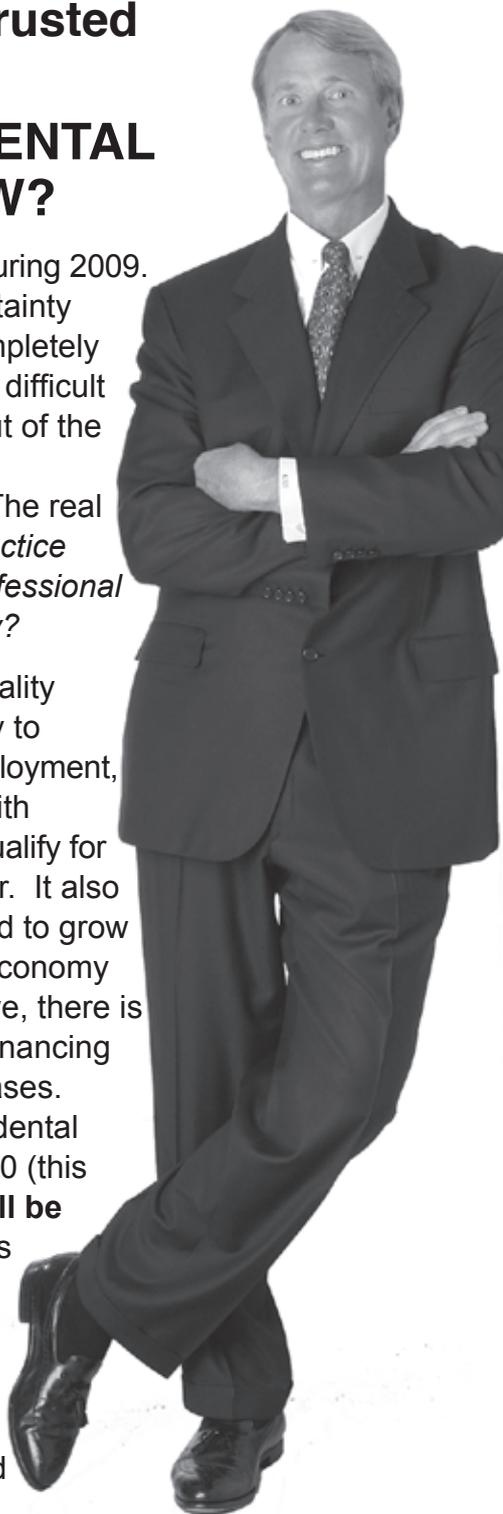
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- **APTOS:** For Sale - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 100% 3-operators in 1,000 sq ft. Pano & Modii computerized software. 9-hygiene days per week. Practice operated for 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. '08 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. 3 op. 1,100 sq. ft. office. Owner has relocated out of state and is motivated. Good opportunity to build a practice in a growing community near Davis, CA. #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 35years in same location. #14302
- **FRESNO AREA:** For Sale-Exceptional General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467 in 2008 \$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. '08 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. 3 TX 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.
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- **RED BLUFF:** For Sale-General Dental Practice "REDUCED PRICE" Facility overlooks the Sacramento River, 3,500 sq ft, has 8 ops, 10 hygiene days. Reduced price/Or Best Offer due to retiring doctor's health. Historically Gross Receipts have been over \$1Mil per year. 100% financing available. Sale of Building (optional) #14252
- **REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. '08 GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO: FOR IMMEDIATE SALE DECEASED DENTIST** - General Dentistry Practice. 2 ops, 17yrs. present location '07 GR \$763K 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. 15-15 New Patients a month. 6-treatment rooms in 2,100 sq ft. Laser, Intra-oral camera, and digital radiography. Owner relocating out of office.
- **SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
- **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. 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
- **SAN JOSE:** Office space and equipment. Fully equipped. New lease is available from landlord. Near Monterey Hwy. #14295
- **LOS GATOS AND SUNNYVALE:** For Sale- For Sale HMO Practices. Owner would like to sell his HMO practices and work back for Buyer. Main practice is located in Los Gatos with a smaller satellite practice in Sunnyvale. 2008 combined receipts were \$1,083,687. Los Gatos 1,150 sq ft 4 op office. Sunnyvale is also a 4 op office Dentrix software, Dexis digital x-rays, laser and intra oral camera. Practice started in 1979. #14285
- **SOUTH LAKE TAHOE:** For Sale-General Dentistry Practice. Office is 647 sq ft 6 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- **YUBA CITY/ MARYSVILLE:** For Sale-General Dentistry Practice w/Bldg. available. Practice located in present (great) location over 30 years. 1,800 sq ft 5 ops 4 hygiene days. Owner to retire. #14273

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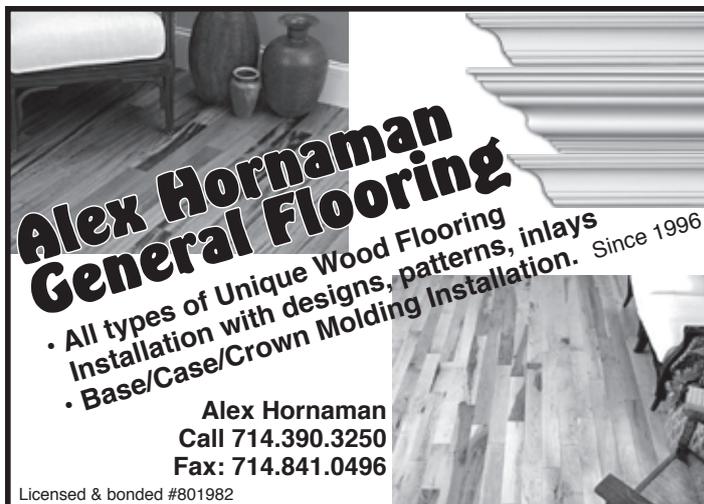
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INDIAN WELLS GP (New Listing) – Long established practice in desirable area – 5 fully eq. ops, 1,400 sq. ft. suite, located in a 2 story professional building with ample parking. 3 day/wk practice with 4 days of Hygiene. Computer office with Data Com 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 good-will. Newly modeled spacious practice. Great Staff. Projecting approx. \$563,293 in 2009. **BUYER'S NET OF \$151,585.** Property ID #2801.

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.

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.

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. \$360,511 for 2009. **BUYER'S NET OF \$74,851.** Property ID #1641.

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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!!!!

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REMINDER: Net Income is Buyer's Net Income after Debt Service. BACK UP OFFERS ARE ALWAYS ENCOURAGED!!!



Alice C. King, V.P.



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GREATER LOS ANGELES COUNTY

BEVERLY HILLS GP – High Income Area - 2 fully eq. ops., 1,122 sq. ft. suite, located in a 4 story Medical/Dental building. 5 day/wk practice. Approx. 30 new patients/mo. 58% insurance (PPO), 30% cash & 12% capitation. Computerized office with Dentrix software. 10 year old equipment. 22 years of Goodwill. A very motivating Seller is moving out of state. Projecting approx. \$349,960. **BUYER'S NET OF \$107,523.** Property ID #2641.

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), 25% 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. \$586,956 for 2009. **BUYER'S NET OF \$148,756.** 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, 50% 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 2 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. \$506,882 for 2009. **BUYER'S NET OF \$113,578.** 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 – Leasehold Improvements, Equipment & Charts Only! 3 fully eq. ops., 1 plumbed not eq. op., 1,000 sq. ft. suite, located in a one story shopping center. Computerized office with intra oral camera and Easy Dental software. 3 year old equipment. Good location, near the Dodger Stadium and Apartments. Great street visibility on major thoroughfare. Great potential for walk-ins. Seller works 2 days/wk. Property ID# 2761.

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Maria Silva, V.P.

PASADENA - Leasehold Improvements & Equipment Only! 5 eq. ops., 1 plumbed not eq. op., 1,500 sq. ft. suite, two story shopping center. Computerized office with Intra Oral Camera. Great corner location. Excellent street visibility. In downtown historic Pasadena with scenic view of the local mountains. Centered in a retail shopping area between restaurants and banks. Property ID# 2501.

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.

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. \$1,218,510 for 2009. BUYER'S NET OF \$296,802. **A MUST SEE PRACTICE!!!** Property ID #2721.

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.

COSTA MESA PERIO - 4 eq ops., 1,150 sq. ft. suite, affluent shopping plaza. 3 1/2 day/wk practice. Approx. 8-10 new patients/mo. 100% cash practice. 100% patient referral. Computerized practice with Intra Oral Camera & Digital X-ray. Dentrix software package. 2 1/2 year equipment. Great street visibility. Well known shopping plaza. Collected approx. \$280,985 in 2008. **BUYER'S NET OF \$74,436.** Property ID #2611.

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.

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.

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RIVERSIDE & SAN BERNARDINO COUNTIES

CORONA GP – Excellent opportunity for a start up - 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.

MURRIETA - Leasehold Improvements & Equipment Only GP - 4 eq. ops., 3 plumbed not eq. ops., 1,986 sq. ft. suite located in a Professional Building. Computerized office with Intra Oral Camera. 4-5 year old equipment. Seller is moving to a nearby location. Property ID #2571.

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. \$360,511 for 2009. **BUYER'S NET OF \$74,851.** 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% Insurance & 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.

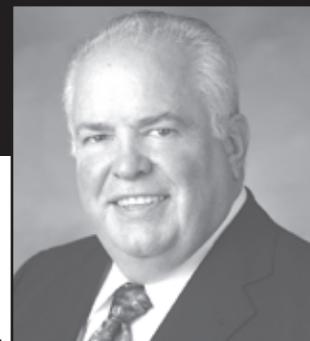
SPECIALTY PRACTICES

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.

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Greg Beamer, V.P.

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!!

LAKE FOREST – Leasehold Improvement & Equipment Only!! - Excellent low cost way for Specialist to start own practice. 5 fully eq ops., 1,650 sq. ft. suite located in a two story Business Building. Computerized with Intra Oral Camera. Good Location! Property ID #1921.

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.

WHITTIER ORTHO (New Listing) – 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 has GP practice next door assuring referrals. Property ID #2781.

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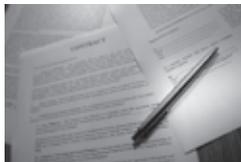
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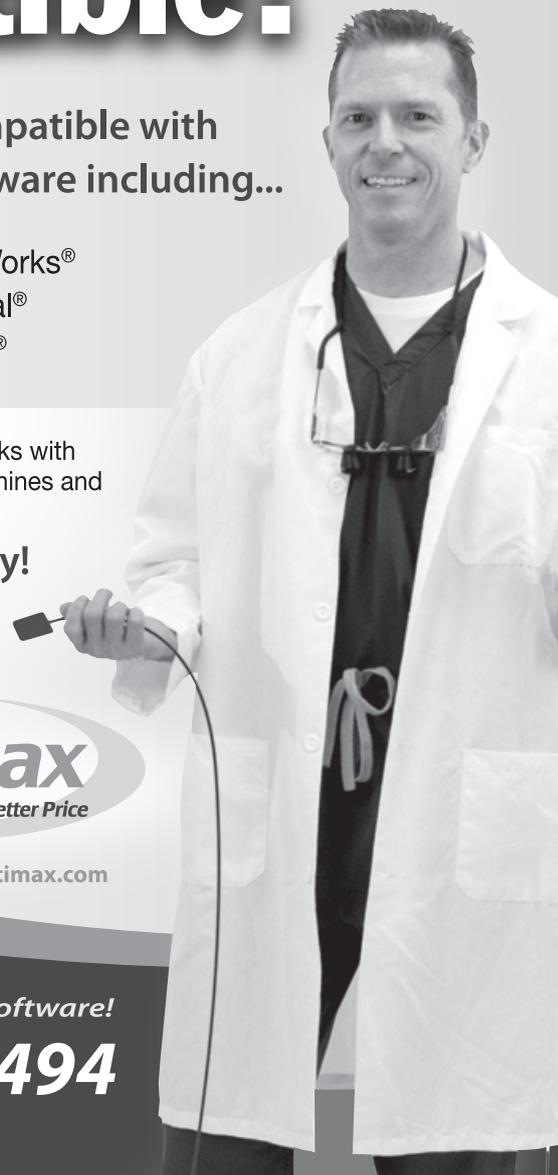
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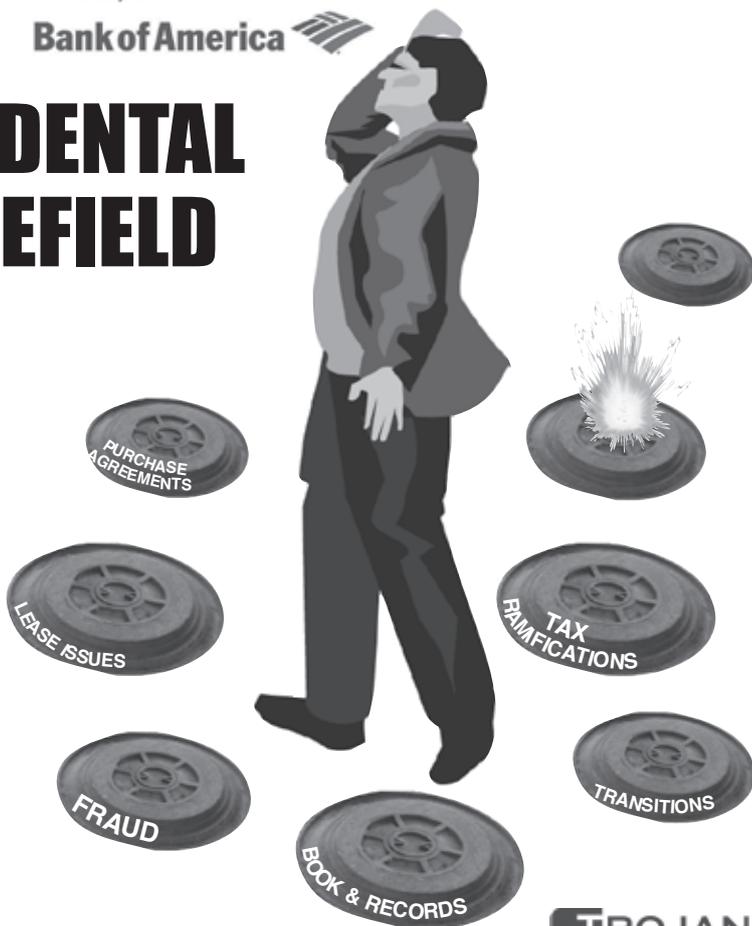
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Timothy G. Giroux
DDS/Broker

ASK THE BROKER

Question:

When is the best time to put my practice on the market?

(Name Withheld)

Believe it or not, January is usually the best time to list a practice. I say this based on previous years' history. We have been in the business for thirty years and experience dictates my answer. I can only assume the reason is because the New Year usually brings resolutions and the commitment to big decisions. Dentists who have been associating for awhile finally decide it is time to purchase and own their practice rather than associate.

High buyer demand is critical for our Sellers. Our business goes full tilt towards the end of January, slows down during the summer, picks up again from Labor Day until mid-November and then goes into hibernation for the holidays. Therefore, it is best to get the ball rolling in January as it takes several weeks to digest all the practice financials and establish the practice on the market.

Many dentists think that the best time to list a practice is when students are graduating from dental school. This is not true! New dental graduates entering the job market right after graduation usually cannot qualify for a loan until they have practiced for at least a year or two. Of course, there are exceptions for graduates with family funds, parents who will co-sign, or spouses with excellent income-producing jobs.

Those of us who have practiced dentistry for many years realize that as confident as we might have been upon graduation, our real education started when we have treated patients for an extended period of time in the same location. Most dental lenders also know that the "school of hard knocks" is the best teacher, which is why they usually want to see the new graduate work for a year or two before they take the risk of making the loan.

Historically, January kicks off the New Year with pent-up buyers who have been contemplating their decision for two months during the holidays, coinciding with new buyers who have been associating for the past 18 months after graduation. We are anticipating stronger than normal activity this Spring as we are seeing an influx of buyers coming back into the market after deciding that they can no longer postpone their dreams because of a slow economy.

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** :
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Sunday, March 14, 2010
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8 CE Units

Instructor: Joseph Massad, DDS
Tuition: AGD members \$99
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Includes Breakfast & Lunch
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January 9-10, 2010

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Tuition includes the gala diner dance on Saturday night. Additional gala dinner tickets @\$100 each.

To register online: www.cagd.com

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**Include \$100 for each additional gala dinner guest. For more information and to request
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Registration Form (Use only for the March, 2010 CE courses shown at the top of this page)

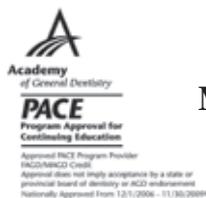
Name _____ AGD # if member _____

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- 5967 - San Francisco's Chinatown. Collected \$430k. Profits of \$240k on 25 hr wk
- 5968 - Stockton - Collected \$462,800. 28 new patients/mo. Attractive 5 op office.
- 5969 - Tahoe City - Well established with strong recall. Produced and collected \$600k+ in 2008. Attractive office.
- 5970 - Elk Grove - Collected \$460k. Beautiful 4 Op office on Laguna Blvd
- 5971 - Merced - Collected \$760k in '08 with \$310k in Profits. 4 days of Hygiene.
- 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.
- 5977 - Ortho - Solano County. Great starter practice or second office. Owner's out of area practice dictates part time attention here. Tracking \$335k. Has done \$500k+ with more attention. Motivated Seller.
- 5980 - CA Sierras. Big city Practice sited in desirable location. On 4 days w/6 wks off, practice produced \$980k in '08, collected \$972k & realized Profits of \$388k. Beautiful facility.

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- 3180 - Move to Santa Rosa - Senior Seller Grossing \$550k 2008 last month \$150k collections. Refers out Endo, Pedo, Prophyl's, Perio, O.S.. Opportunity to increase income Gross. Low overhead. F.P. \$350k
- 3188 - Malibu - Pacific Palisades. G.P. Established many years. Great Hi identity location. Recent Gross \$500k. Fantastic.
- 3189 - Temecula/Murrieta - 8 Ops. 3,000 sq.ft.. Grossing \$1 million. 25% Ortho. Seller would stay on to do Ortho. State of art.

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- 3058 - San Bernardino area Practice. Across from large local hospital. 1,316 sq. ft., 3 operatories, 2 equipped. Office is modern with digital X-ray and camera.
- 3130 - Covina/Azusa - Million Dollar Location. GP Established many years. Shopping center. 1,500 sq.ft., 6 Ops, 4 equipped. Hi identity corner. Thousands of autos pass daily. Only \$2,700/mo rent. Reduced \$150k
- 3137 - Chino Hills - New shopping center. Absolutely gorgeous. \$450k.
- 3148 - So. Bay/Torrance area. PT time. \$15k/mo. Est. 10 yrs. F.P. \$185k.
- 3164 - GP. Temecula/Murrieta area. Currently collecting \$30k/mo. Ins & cash only. 1,700 sq.ft., 5 Ops. Located in shopping center with AAA tenants. F.P. \$385,000. Super Bargain. Best Buy.
- 3168 - Apple Valley/Hesperia - LOCATION LOCATION LOCATION. Shopping Center. 6 Ops vacant. Previously \$900k. Mexican market. F.P. \$85k
- 3169 - G.P. - Hi Traffic Location - 3 Ops. Low rent. Growing Practice. Lots of room for growth. Refers out Pedo & O.S. F.P. \$320k

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- 3170 - Temecula. Senior DDS. GP. Est 8 yrs. Old Towne. Grossing \$200k+. Low overhead.
- 3172 - Buena Park. 3 Ops. Beautiful office. New shopping ctr. F.P. \$350k
- 3180 - Pack your Bags go to NO. CA. Santa Rosa. Senior Seller. Grossing \$650k 2009; last month \$130k collections. Live and work in a very desirable area. F.P. \$350k.
- 3183 - Carlsbad - Gross \$895k. Last month \$120k. 4 Ops. Hi identity Location
- 3188 - Malibu - Pacific Palisades. G.P. Established many years. Great Hi Identity location. Recent Gross \$500k. Fantastic.
- 3189 - Murrieta/Temecula - GP Established 10 yrs. Landmark building practice. Grossing \$950k. HI tech new office. 4 GP Ops, plus 4 chair open Pedo Ortho Bay.
- 3190 - Booming Garden Grove. Location Location. Grossing \$10k part time.
- 3193 - Palm Desert. Growing \$400k. Great Location.
- 3194 - Irvine. Part time. Established 10 yrs. \$3,000/mo HMO cks. F.P. \$225k.
- 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 \$450k. F.P. \$385k.
- 3207 - So. Orange County. Hi identity shopping center Location. Seller gross \$1 mil plus. Moving 5 miles south to join Group. No covenant not to compete. Purchase facility with equipment. \$185k. 8 year proven location. Fantastic opportunity.
- 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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