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FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. located in smaller town. Only private dentist in town. 2004 gross collections $375K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Low overhead/high net income. PRICE REDUCTION


KERN COUNTY

BAKERSFIELD #16 - (5) op computerized G.P. in a busy shop ctr with a major grocery chain store and discount chain store as anchors. Very busy ctr with lots of foot traffic. Excellent exposure/visibility. Cash/Ins/PPO/Denti-Cal. 2006 Gross Collect projected at $500K+ on (4 1/2) day week. NEW

BAKERSFIELD #17 - (2) op computerized G.P. & Duplex Bldg. for sale. Annual Gross Collections $160K+ on 3 days/wk. Cash/Ins/PPO.

LOS ANGELES COUNTY

ALHAMBRA - (3) op computerized G.P. located in a one story prof bldg with some exposure/visibility. Annual collections are in the $275K-$300K range on a (4) day week. Cash/Ins/PPO/Denti-Cal. Seller retiring, but would help with a transition. NEW


CANOGA PARK - (2) op computerized G.P. Located in a professional bldg. Annual Gross Collections $400K+ on (4) day week. Cash/Ins/PPO/Capitation and very small amount of Denti-Cal. Monthly Cap Check approx. $2,000/mos.

ENCINO #1 - (4) op computerized G.P. located in a professional bldg. Annual Gross Collections $500K+ on (4) day week. Cash/Ins/PPO/Capitation and very small amount of Denti-Cal. Monthly Cap Check approx. $2,000/mos.

ENCINO #2 - a "Beverly Hills" quality G.P. located in a well known and prestigious prof. bldg. Office has recently been remodeled and is gorgeous. Awesome valley views in all (5) ops; there could be a 6th op. Ops are computer linked to front office and are intra oral camera equipped. There is also a large lab, Zoom and a Pano. Mostly fee for service Cash/Ins. with some PPO's. Gross collections for the last 5 years have been in the $850K - $900K/year range. This one is for the most discerning buyer! NEW


SAN DIEGO COUNTY

BONITA - (3) op computerized G.P. and Condo for sale. Cash/Ins/PPO & small amount of Denti-Cal. 2004 Gross Collect. approx. $180K on two days/wk. 2005 Projection is $190K-$200K on two associate run days per week. Can easily increase production/collections if owner operated and more days.

SAN DIEGO COUNTY #1 - (3) op computerized G.P. located in a shop ctr with exposure/visibility/signage. Cash/Ins/PPO, Panorex and Intra-oral Camera system with docking stations. 2004 gross collect $578K+ on (4) day wk. Seller retiring. PRICE REDUCTION

MISSION HILLS - (5) op computerized G.P. Located in a prof. bldg. Cash/Ins/PPO only. (4) year wt’d average Gross Collect $1.065M/year. Seller retiring. PRICE REDUCTION

RESEDA - Turn key office opportunity. (5) ops; (4) eqt’d, 5th op plumbed. Located in a prof. bldg. Newer equipment. Great signage. Low rent. NEW

SANTA ANA - (3) op computerized G.P. Located in a one story bldg. Annual gross collect approx. $350k on 3 1/2 days per week. Cash/Ins/PPO.

SANTA BARBARA COUNTY

CENTRAL COAST #1 - (4) op computerized G.P. Located in Prof. Bldg. Annual gross collections approx. $350K on 3 1/2 days per week. Cash/Ins/PPO.

CENTRAL COAST #2 - (3) op computerized G.P. (2) ops eqt’d. Located in Prof. Bldg. Mostly Cash/Ins w/small amount of PPO. Ave. Gross Collections $500K+/yr. PRICE REDUCTION

SAN BERNARDINO COUNTY

VICTORYVILLE - (3) op G.P./Prosthodontic office located in a one story prof. bldg. Ave. annual gross collect. $334K/yr on (3) day week. Cash/Ins/PPO. SOLD

SAN DIEGO COUNTY

CHULA VISTA - (3) op G.P. Located in store front with visibility/exposure. Cash/Ins/PPO/CAP. Gross Collections $440K+/yr.

NORTH SAN DIEGO CITY - Hi-Tech, state of the art, Fee for Service G.P. office. (4) ops/2 Eqt. Excellent growth area. SOLD

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SAN LUIS OBISPO

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

SAN LUIS OBISPO - Great place to work and play. (4) op computerized G.P. (3) ops eqt’d. 2004 Gross Collections $409K on (3) day week. Cash/Ins/PPO. (35-40) new patients per month. SOLD

VENTURA COUNTY

BANIA VENTURA COUNTY - (4) op computerized G.P. with exposure/visibility in a smaller town with limited competition. Fast growing area and fwy close. Gross $200k+ on (3) day week with several mos. off. Cash/Ins/PPO/Denti-Cal/Healthy Families. Has ability to collect $500K-$700K operated full time with a more proactive recall. Seller is retiring. Building also available. NEW

SIMI VALLEY - Great starter prac/satellite office. (3) op G.P.; (2) ops fully eqt’d, 3rd op partially eqt’d. Also has Pano. Cash/Ins/PPO/HMO patients. Cap check $1K+/mos. Seller quotes approx. (350-400) active charts. Seller works p.t. but could be expanded. NEW

VENTURA - (8) op G.P. Cash/Ins/PPO/HMO patient base. Cap Ck. $11K/mos. Gross Collections $750k+/yr. SOLD

WESTLAKE VILLAGE - (4) op computerized G.P. located on the first floor of a professional bldg. with visibility. (3) ops eqt’d (1) op plumbed not eqt’d. Cash/Ins/PPO patients. Annual Gross Collections $450K+. SOLD

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REDDING: For Sale: General Dentistry Practice: Owner is retiring practicing 27 years in same location. 2004 gross receipts were $413K with a $43K adjusted net income. There are 3 treatment rooms in 1,475 sq ft. The building is being appraised and will also be for sale. Owner works 4 days a week.

REDDING: For Sale: General Dentistry Practice: This excellent dental practice had gross receipts of $922K in 2004 with $395K adjusted net income. The practice has increased its gross receipts yearly for the last 5 years we reviewed. There are 5 equipped treatment rooms in this beautiful 2,550 sq. ft. dental office. Specialized equipment includes Laser Intra-oral Camera and Digital X-Rays. The view from each operatory is incredible.

FRESNO: For Sale - General Dentistry Practice. 2004 Gross Receipts $545K with an adjusted net income of 178K. This 1,100 sq ft office has 3 treatment rooms, with 4 days of hygiene. It has been at its present location for 19 years. Dentrix software. Dentist is retiring.

FREMONT: For Sale - Owner is retiring after 36 years in same location. Three treatment rooms. All Endo Perio and Oral Surgery is routinely referred out. This practice is ideal for a new graduate or as a satellite practice. Very attractive lease available for the office space.

COTTONWOOD: For Sale - General Dentistry Practice. This small practice is ideally suited for the new graduate or a satellite practice. The building is also for sale. Gross Receipts in 2005 were $375K. The office has 2 TX rooms in 880 sq. ft. with room for expansion. Four thousand acres were recently purchased in Cottonwood for a new Del Webb retirement community set to break ground in early 2006. Owner is retiring after 27 years in the same location.
FOLSOM: For Sale - General Dentistry Practice. Well established practice in a new building. This beautiful 2600 sq. ft. office includes 8 equipped treatment rooms, Laser, and Panorex. Currently using Dentrix software. This practice has 13 days of hygiene/week. Gross Receipts for 2004 were $1,700,000 with an adjusted net income of $504K. Owner would like to sell and come back to work 2 days a week.

MINDEN, NEVADA: For Sale - This practice will do over 900K in 2005. The practice was acquired in 1987 and has been in its present location for 17 years. There are 31 new patients, with seen in this 5 op 2000 sq. ft. office. There are 6 days of hygiene. The building is also available for sale with room for expansion.

TWAIN HARTE: For Sale - General dentistry practice. Patient receipts were $501K in 2005. The owner occupied bldg sits the corner of the major thoroughfare with high visibility. Practice was started in 1974. Four days of hygiene. Located just above Sonora. This mountain community offers fishing, hiking, and other recreational outdoor activities. Only 20 minutes from snow skiing resort. Owner willing to work back one or two days a week. Owner would consider selling bldg.

SAN RAMON: For Sale - General Dentistry Practice. Practice 2005 patient receipts were $1,250,000. Eight tx. Rooms, 3 utilized for hygiene. Approx. 50 new patients per mo. Intraoral camera, Panoramic x-ray. Practice located in area for 25 yrs. 11 yrs. in present location. Large patient base of adults and children in very affluent and growing area. Owner retiring.

LOS ANGELES CO.: For Sale - TMJ SPECIALTY PRACTICE; Large dentist referral base; practice established as exclusively TMJ 25 years ago, 2005 collections $300K on 2 days/wk; LOW OVERHEAD; Centrally located in high visibility Professional Building. Equipment in good condition & office tastefully decorated. Seller retiring.

PETALUMA: For Sale - This office incorporates Digital X-rays and Dentrix software creating a totally paperless office. The 2005 patient receipts were $244K. All equipment is 5 years or less. Endo, Perio and Ortho routinely referred out. Owner is moving out of the area.

SAN JOSE: For Sale - This practice has operated for 42 years in the same location. There are 4 operators, 3 equipped. 4 days of hygiene. 2005 patient receipts were $648K. Approx. 1,200 active patients. Owner is retiring.

VALLEJO: For Sale - General Dentistry Practice. This practice is in a very highly visible area in a growing area of Vallejo. Owner works 3 days a week. 2005 receipts were $185K. Practice located in same location since 1989. Approximately 900 active patients. Doctor is retiring.

SAN FRANCISCO (Chinatown): For Sale - 2005 patient receipts were $356K on 3 days a week. Owner has another practice in the East Bay. No Medical, HMO or PPO plans except for straight Delta Dental Plan. Office on ground floor on busy street.

RANCHO MIRAGE: For Sale - General Dentistry Practice. This beautiful 1200 sq. ft. office is situated in the Eisenhower Medical Ctr. The practice has operated in same location for 30+ years. This practice has 6 operators, 4 are fully equipped, 3 days of hygiene. Owner is retiring.

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OROVILLE: For Sale - General Dentistry Practice. 2005 Gross Receipts were $338K. 3 days of hygiene. Doctor retiring after 30 years in Oroville and 20 years in same location. 3 ops. All Endo and most Perio and Surgery referred out. Intra-oral camera, Panoramic X-ray, and Air Abrasion.

SANTA BARBARA: For Sale - General Dentistry Practice. 2005 Gross Receipts were $809K with a $258K adjusted net income. There are 1600 sq. ft. in this 4 operator practice. The office has recently been remodeled and new equipment added. There are 5 days of hygiene. The practice was acquired by its present owner in 1973 and has been in its present location since 1986. The owner is retiring and moving out of the area.

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CANYON COUNTRY/SANTA CLARITA VALLEY PARTNERSHIP PRACTICE FOR SALE: Eight operatory facility located in a free standing professional building. Selling partner collects over $700,000 per year and nets over $350,000 per year on three and one-half days per week. No advertising, no capitation and no welfare. Seller will consider staying for a transition. Make offer. Motivated! Asking $900,000. **PENDING**

MARINA DEL REY MANAGED CARE PRACTICE FOR SALE: Collects over $1.2 million per year on an absentee basis with $20,000 per month in capitation checks. No Denti-Cal and no advertising. Seven equipped operatories. Motivated seller. Asking $900,000. **PENDING**

MIRAMAR MANAGED CARE PRACTICE FOR SALE: Practice collects over $1.2 million per year on an absentee basis with $20,000 per month in capitation checks. No Denti-Cal and no advertising. Seven equipped operatories. Motivated seller. Asking $900,000. **PENDING**

LA MIRADA MANAGED CARE PRACTICE FOR SALE: Practice collects over $1.2 million per year on an absentee basis with $20,000 per month in capitation checks. No Denti-Cal and no advertising. Seven equipped operatories. Motivated seller. Asking $900,000. **PENDING**

SOUTH BAY AREA STARTER PERIODONTIC PRACTICE FOR SALE: Long established perio practice is the only periodontist within a ten mile radius. Two equipped operatories in a large professional complex. Seller does no implants and no marketing. Collected $85,000 per year. Asking $35,000.

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GENERAL DENTIST and Hygienist wanted near Downtown LA. Top $$$ No Medical. Great staff! Fax Resume (323)264-0885, call (310) 915-1817.

HEY DOCTOR! If you know of someone who would do well to advertise in the Dental Trader...please refer them to us. Thanks for spreading the word! Sincerely, bruce@thedentaltrader.com

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ENTRY FORM ON NEXT PAGE
Rules for the drawing are simple. Entrant must be an active California state licensed dentist whose status as such will be confirmed using his California Dental Board license number. Entrants need not purchase anything nor be present at the drawing to win. Winner to be notified by phone & Certified Mail. If for any reason the winner cannot make use of the winning stay, The Dental Trader will select another winner. Doctors entering the drawing will agree to the following terms:

As a California licensed dentist, I agree to indemnify and hold harmless The Dental Trader and the MGM Grand Hotel, LLC, their respective parents, subsidiaries, affiliates and their respective officers, directors, employees and/or agents from and against any loss, liability, claim or damage of whatever nature or description, arising from my participation in this drawing. If I win, I understand the winning prize is a two night luxury MGM Grand Skyloft suite on October 16-17, 2006 (during the ADA national convention) which includes a $500.00 gratuity to be divided among the MGM’s concierge, butler & housekeeping staff. If I win, I further understand I am responsible for all purchases I make (meals, liquor, etc.) during my stay. If for any reason I am unable to make use of the winning stay on October 16 & 17, 2006, I understand I forfeit all winnings and agree that The Dental Trader may select another winner.

By entering, each participant agrees to be bound by the Official Rules and the decisions of The Dental Trader, which shall be final. The Dental Trader, agents and representatives of The Dental Trader, its parent company, affiliates, subsidiaries, advertising, promotion, prize providers (including MGM Grand Hotel, LLC) and fulfillment agencies, and legal advisors are not responsible for and shall not be liable for: (i) telephone, electronic, hardware or software program, network, Internet, or computer malfunctions, failures, or difficulties of any kind; (ii) failed, incomplete, garbled, or delayed mail responses; (iii) any condition caused by events beyond the control of the The Dental Trader or prize providers that may cause the Drawing to be disrupted or corrupted or the prize to be unavailable; (iv) any injuries, losses, or damages of any kind arising in connection with or as a result of the prize, or acceptance, possession, or use of the prize, or from participation in the Drawing; or (v) any printing or typographical errors in any materials associated with the Drawing. The Dental Trader reserves the right, in its sole discretion, to suspend or cancel Drawing at any time.

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Fee for Service practice. On part-time schedule, this long established
practice realized $205,000 in Profits in 2005. Low overhead. Stable
staff and fun patients. Full price $175,000.

5890 SANTA ROSA
Located in Memorial Hospital Medical Village. Great starter
opportunity for low purchase price. 30+ years of goodwill. Well
maintained 2-op office with 12-year old equipment in great
shape. Generates $135,000/year on relaxed schedule. Full price $75,000.

5891 ORTHO PRACTICE - SAN FRANCISCO EAST BAY
Long established practice generated $375,000 last year on part-
time schedule with 6-weeks off. 5-Chair Bay plus Exam Room.
220 active patients with $240,000 in Contracts Receivable.
Growing family community. Full price $75,000.

5892 LOWER SIERRA FOOTHILLS - JACKSON
Talk about “timing”. Our Client’s need to relocate is perfect for the next
Owner. This is a superior practice which wants to do more. Area is
exploding with growth. Couple this with the strong patient foundation
as evidenced by an 8-days/week Hygiene schedule booked 5-months
in advance and you’ve got a “tiger by the tail!” Beautiful office with
computers in each Op and Cerec technology. $250,000+ invested here
recently. 2005 realized $1.2 Million in Collections with $435,000 in
Total Profits. The stage is set for a very rewarding career.

5893 SAN FRANCISCO’S NORTH BAY - SOLANO COUNTY
Great opportunity in a growing community. Collected $525,000 in 2005
with Total Profits of $260,000. 4-Ops and extremely well organized.
Averages 15+ new patients/month with 1,200 active patients.

5894 FREMONT - NEAR INTERSTATE 680
Great eastside location near Mission Boulevard. 7-day/week Hygiene
schedule attests to strength of this practice. Only PPO here is Delta
Dental. 2005 collected $870,000+. Beautiful 5-op suite.

5895 SACRAMENTO’S EL DORADO COUNTY
Lots of goodwill here. Long established practice collected $700,000+
with Profits of $290,000 on 3.5-day week with 4+ weeks off. Strong
Hygiene Department. Great facility. Right off Highway 50.

5896 ELK GROVE AREA
Great opportunity in fast growing area. Solid $250,000+ per year per
former with older DDS. Lots of patients. Well designed and attractive
4-op suite with 3-equipped.

5897 SACRAMENTO
Exciting opportunity now available for ambitious Successor. $800,000/
year performer. Great payer mix. 4-days/week of Hygiene. 5-ops.

5898 SOUTH SAN JOSE - INTERSECTION OF HIGHWAYS
85 & 101
Steady $1,000,000/year performer. New housing developments nearby
and located near Coyote Valley which shall be the next large population
center in Santa Clara Valley. Strong patient base with 6-days of Hygiene.
(Hygiene production accounts for 35%+ of total performance.) Well
designed and high-tech equipped. Long-term lease available.
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3 Station Network Setup: Reg. $7,495. Special $6,495. ($163/mo. for 60/mos.)

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