

THE Dental Trader

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DENTAL OFFICE FOR SALE IN GARDEN GROVE GREAT LOCATION, LOW RENT, CALL 562-242-8212.

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Retiring Midwest chairs, Pelton crane lites, Belmont x-ray unit, Siemens panorex, chemiclave, sapphire supreme curing lite, compressor, vacuum available. 818-957-7711.

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Dental assistant needed in Fontana, CA Call 909 428 5111.

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FRESNO COUNTY

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

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. Excell. exposure/visibility/signage. Denti-Cal/Cash/Ins/PPO. Gross Collect. \$350K/yr. **BACK ON MARKET.**

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. **NEW**

SOUTHERN KERN COUNTY - Smaller town w limited competition. (6) op computerized G.P. annual Gross Collect \$850K+. Cash/Ins/PPO/HMO/Denti-Cal pt. base. 75+ new pts/mos. Central nitrous & panorex eqt'd. In a free stand single story prof. bldg. with excell exposure/visibility & signage. Low overhead/high net income. "Be a Big Fish in a Small Pond".

LOS ANGELES COUNTY

ANTELOPE VALLEY #2 - (6) op computerized G.P. (4) ops eqt'd w (3) year old eqt. (2) ops plumbed not eqt'd. Shop Ctr. location w excel exposure/visibility/signage. Intra oral camera, pano, and digital x-ray eqt'd. Cash/Ins/PPO/HMO/Denti-Cal pt. base. Gross Collect \$260K+/yr. p.t. **Price Reduction.**

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. **NEW**

CHATSWORTH - BUILD TO SUIT 1,500 sq ft dental office in a strip ctr. on a high traffic corner. Zoning approved for 5-6 ops. Excellent visibility/signage.

EL MONTE - (3) op G.P. located in a store front w exposure/visibility and parking. (51) years of Goodwill! Cash/Ins/PPO/Denti-Cal/HMO pts. \$1K/mos Cap Cks. Gross Collect of \$100K/yr on limited schedule. Seller retiring.

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. Excellent starter practice or buy and combine. **Price Reduction.**

HUNTINGTON PARK - (4) op G.P. located in a strip ctr w good signage/visibility & parking. Cash/Ins/PPO/Denti-Cal pts. Gross Collect \$230K+/yr p.t.

LOS ANGELES (WEST SIDE) - (4) op computerized G.P. in a free stand. bldg. w exposure/visibility & signage. Cash/Ins/PPO/HMO pt. base. Annual Gross Collect approx. \$350K on 3 days/wk. Priced right. **NEW**

MISSION HILLS - (5) op turnkey office. (4) ops eqt'd, (5)th op plumbed. Located in an upscale, well known & well located prof. bldg. A-Dec equipt, pano & plumbed for central nitrous. Sale includes T.I. \$'s to freshen up the office. Priced less than build out & equipt replacement cost. **NEW**

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. **Price Reduction.**

RIVERSIDE COUNTY

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

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. **NEW**

IRVINE - (5) op computerized G.P. (2) ops fully eqt'd/(3) plumbed not eqt'd. Digital x-rays. Cash/Ins/PPO. Gross Collect \$450K-\$500K/yr. **SELL**

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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. Seller transition available.

SAN BERNARDINO COUNTY

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.

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. 2007 Gross Collect \$552K. 2008 Gross Collect approx. \$750K.

SAN LUIS OBISPO COUNTY

CENTRAL COAST BEACH TOWN - (3) op computerized G.P. in a very desirable beach community. Cash/Ins/PPO pt. base. 2008 collections projected at \$400K+. Seller refers all speciality work. Tremendous upside. **SELL**

VENTURA COUNTY

THOUSAND OAKS #3 - (5) op computerized G.P. in a one story prof. bldg. w signage. (4) ops eqt'd with new eqt with a 5th op plumbed. Drop dead gorgeous office w wood & tile floors, granite front counters & designer paints. Fully computerized & networked ops. Dentrix software, digital x-rays & pano. Cash/Ins/PPO & small % of HMO. No Denti-Cal. 30+ new pts/mos. 2008 collect. approx. \$565K. **SELL**

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/mos Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2008 Gross Collect \$540K+. **NEW**

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. Annual Gross Collect of \$525K+. 15-20 new pts/mos. Seller retiring.

NORTHERN CA *NEW*****

LODI - (4) op comput. G.P. (3) ops eqt'd w new Belmont eqt & 4th op plumbed not eqt'd. Free stand bldg on a main street w exposure/visibility & signage. Cash/Ins/PPO & HMO. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental s/w. 2008 Gross Collections approx \$400K. Absentee owner. Will produce/net more w owner/operator.

PETALUMA - (2) op comput. G.P. eqt'd w new Belmont eqt. In a one story prof. bldg. Cash/Ins/PPO & HMO pt. Also has a (700) member Smile Saver Contract. No Denti-Cal. Cap check approx. \$3K/mos. Easy Dental s/w. 2008 Gross Collect \$400K+. Absentee owner.

STOCKTON - WOW! \$20K+/mos CAP CHECK!! (7) op computerized G.P. (3) ops equipped with new Belmont eqt. with (4) additional ops equipped with (4) year old eqt. Located in a two story prof. bldg. Cash/Ins/PPO and HMO Patient base. Monthly Cap check \$20K+/mos and No Denti-Cal! Easy Dental s/w. 2008 Gross Collections approx \$1.1M. Absentee owner.

STOCKTON #2 - (4) op dental office. 3 ops eqt'd with 3 yr old eqt. 4th op plumbed. 2008 Gross Collect approx. \$337K on a (4) day wk. Mostly dentures. Easily converted to doing more general dentistry. Great location in town. Seller retiring. **NEW**

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Reduced for quick sale 3 ops GP in SF Valley. No HMO, no Denti-Cal, great net income. 818-675-8960.

Dental Assistant Stools (4) for Sale. Good condition. Pick Up only. \$80 each or \$250 for all 4! 949-573-8244 binhoang@yahoo.com.

RDH needed PT in GP office in Rancho Cucamonga. Fax resume to: (909) 291-8629.

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GLENDAL >> OFFICE SPACE FOR LEASE ENDO ONLY We will provide staff and support if needed. LOW LOW RENT e-mail: dentalcentral@hotmail.com.

5 op Dental Practice for sale in North Tustin. Best location starter practice/quick sell/partnership info@mapdentist.com.

San Francisco dental porcelain lab equipment/supplies, Vacuumat 5 oven. Vita porcelains, spares, accessories. (415)661-8575 (209)795-5158. Retired dentist/technician.

SANTA BARBARA CITY AREA GENERAL DENTIST WANTED. 1-3 days/wk (4-6 hrs/day). short/long term? CALL 805-965-8141 M-F 10-6 POSSIBLE BUY-IN.

PRACTICE FOR SALE #3148 – South Bay/Torrance Area – Part time GP. Located in shopping strip. Full time DDS should gross \$300k to \$500k first year. Collects \$15,000/month. Established 10 years. Equipment like new - F.P. \$185k. Call P.P.S. (714) 832-0230.

Dental office for rent 2-3 days/wk. South Bay Area (310) 897-6074.

DENTAL ASSISTANT NEEDED 1 or 2 days a week. Xray lic. Bilingual. Fax 323-663-1010 or call 323-663-2050.

For Sale Two doctor's stools, two assistant's stools, off-white color. Chemiclave 5000. Call Dr D. at 818-572-6375.

Dental Hygenist/Dentist needed for Saturdays. Busy office in Mission Hills. Please fax resume to 818-830-5283 or contact Jackie 818-894-6411.

Dentist needed P/T in Pediatric Dental office must have oral conscious permit. Chatsworth (818) 773-0911 (818) 773-9720 fax.

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Dental Assistant needed in an orthodontic office in Temple City. Please call 626-285-5800 Paul.

PRACTICE FOR SALE #3188 – Malibu – Pacific Palisades. GP – Established many years, Great Hi Identity location. Recent Gross \$450k. Super opportunity to live and work on the beach. Call PPS (714) 832-0230.

WANTED DENTAL BILLER in BARSTOW/VICTORVILLE. HMO/PPO/Dental, treatment coordination, willing to travel. Call Kay/Marissa at (760) 951-9997.

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Lease ending looking to relocate dental practice. Need to stay in 92026 zip code. Contact Shari at 760-749-7500.

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PRACTICES FOR SALE — June, 2009

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

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!!

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-PACIFIC BEACH - General Practice operated 2 days per week as second office. Collected approx 350K. Ins/PPO/Cash. Great Starter!! Asking only 320K.

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. Offered for only 250K!!!

SAN DIEGO - (between El Cajon Blvd. and University Ave.). This **GENERAL** Practice is comprised of 6 Ops (4 equipped, 2 plumbed) in approximately 1850 sq. ft. Situated in a single story Professional Bldg on busy street. Very reasonable lease!! Approximately 65% PPO, 20% MediCal and 15% Cash. Price **REDUCED** to 299K!

SAN DIEGO-PACIFIC BEACH - Owner retiring from long-established (part-time) Practice. Refers out substantial amount of treatment. 2 equipped Ops (+ 1 plumbed). Good starter opportunity at a very affordable price! Available for 100K!

UPCOMING: MIRA MESA - **GENERAL** Practice in strip mall, in residential neighborhood. Newer equipment.

for updates, please visit us at
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6.09

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Space and dental chairs available for rent in BRAND NEW OFFICE in San Juan Capistrano!!!!!! If interested please inquire (951) 333-0394.

Dentsply Proply Jet GEN122-02316 (new) with DualSelect Dispenser, asking 2800 OBO - call 805-701-5908, leave message & contact info.

ORTHODONTIST AVAILABLE for work near South Bay (Torrance, Hawthorne, etc.). Board-certified, bilingual-english/spanish. 3 years experience. Contact: orthoinsocal@hotmail.com or 310-343-3168.

Front office/treatment coordinator Murrieta private office. 951-858-5470.

PRACTICE FOR SALE #3012 – Apple Valley/HMO - \$15k+ Cap checks/mo. Grossing \$790k and growing. Average 55 new patients/mo. Hi-identity free standing 2,800 sq.ft. Bldg. 8 – 10 chairs newly renovated. Beautiful office. - Call PPS - (714) 832-0230.

Dental practice for sale no charts, turnkey office, 4 ops. 2 equipped, Glendale, CA. e-mail at fong4life1@yahoo.com. \$15,500.

Instruments Available at great price, rarely used and new. For all fields, great deal. Must sell... 310-779-8763.



Practice Sales &

ARLETA – 1st floor location in strip center w/ample parking. Walk-in traffic. 4 ops newer equipment. Revenues exceed \$40k/mo on part-time schedule.

BEVERLY HILLS – Excellent starter opportunity w/ equipment and leaseholds. Ideal if you are already renting space, desiring to operate a low overhead/part-time practice.

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LOS ANGELES (EAST) – Long-estab-

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ASK DOC FRED

Dear Friends & Colleagues:

Given the current market and financial news, I am increasingly asked the question regarding the effect of the slowing economy on the selling prices of dental practices.

The fact remains that premium practices bring premium prices. That is true of the market today, as it has been in the past, and I suspect will always be the case. A good practice will always be able to attract multiple buyers, whereas a practice that has many “skeletons” will not. So-called “bargain prices” usually mean a more motivated seller, or that there are more obstacles to overcome for a buyer to be successful. A confident, able buyer is therefore “rewarded” with a lower price.

The more ominous factor, though, is the fact that many buyers use “cost” as their main decision-making factor in deciding whether or not to buy a practice, rather than using their own “vision of success” as the main parameter. Obviously, that can lead to either delaying the ultimate goal or, worse still, buying a practice not as well-suited to the buyer as the one that was rejected, simply because the price may be lower.

My advice is simple: Spend your time and energies in selecting the right practice for YOU, then, with our help, let's secure sufficient loan proceeds to acquire the practice and provide working capital. Your success is only a phone call away!

Dr. Fred Sherman has been a full-time broker with Practice Sales & Appraisals for nearly 20 years, and has been a licensed dentist for over 45 years. He has been involved in organized dentistry at many levels, including 6 years as a state board examiner. He may be contacted at 818-999-9595 or you may visit our website at www.ddspracticesales.net.

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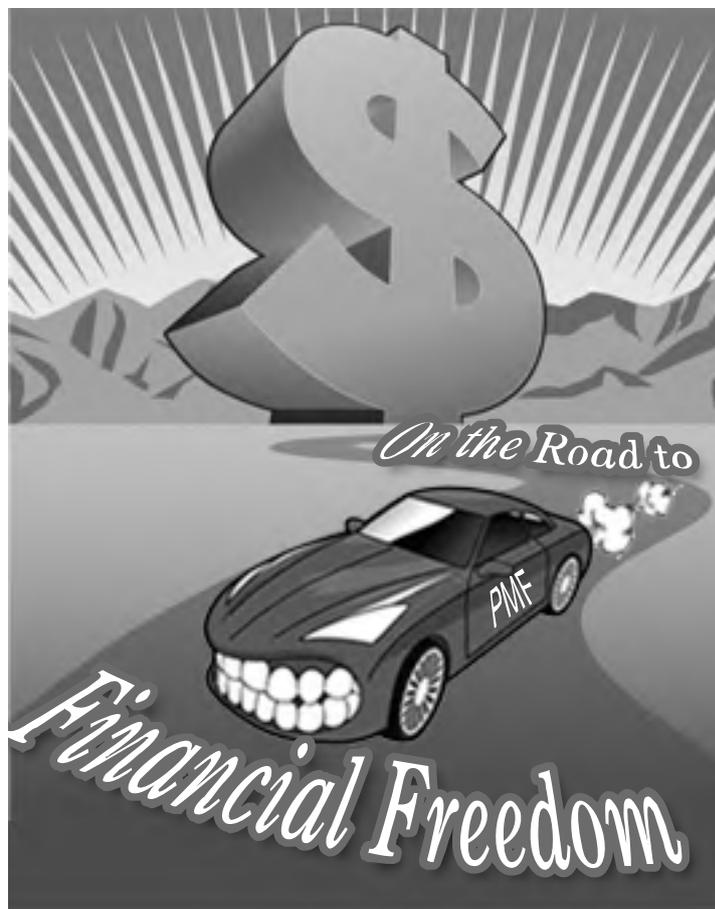
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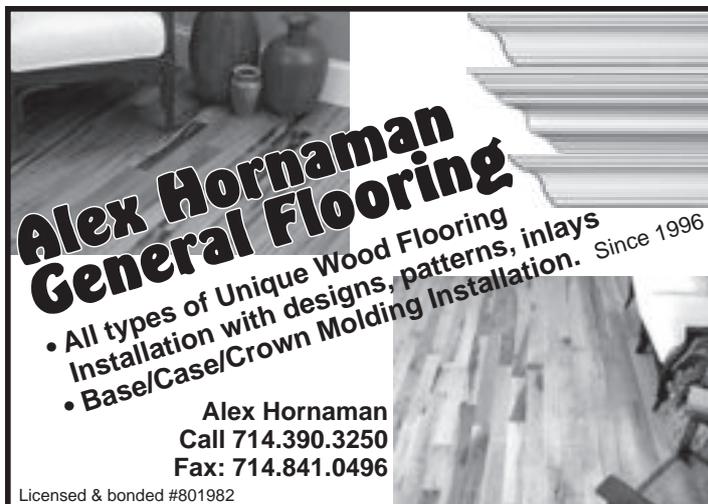
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EAST SAN FERNANDO VALLEY PERIO PRACTICE FOR SALE: Long established specialty practice draws new patient referrals from a large number of practitioners as well as from patients. No plan referrals. Three days of hygiene per week. Seller works three days per week and collected over \$850,000 in 2008 with a net income of over \$370,000. Three equipped operatories plus one additional operator that is plumbed, but not equipped. Only 10% of the production is from implants making that an area for potential growth. Asking \$540,000.

THOUSAND OAKS GENERAL PRACTICE FOR SALE: Located in a shopping center, this office has excellent visibility and good new patient flow. Practice collected over \$720,000 in 2008. This is truly a lean and mean practice with a net income of over \$400,000 in 2008. No Denti-Cal, no capitation. Four operatories of three year old equipment. One additional operator that is plumbed, but not equipped. This practice has great potential for continued growth. Asking \$550,000.

RIALTO PRIVATE PRACTICE FOR SALE: Established fee for service practice has collected over \$400,000 for the last three years on four days per week with two days of hygiene per week. The practice has no Denti-Cal, no HMO, and does no advertising. The office has four equipped operatories and is located in a one-story professional building with good visibility. Seller is moving out of state.

HAWTHORNE STARTER PRACTICE FOR SALE: Virtually FREE! This practice has collected over \$75,000 per year for the past ten years. Located on Hawthorne Blvd. with excellent exposure, the office has four equipped operatories plus one additional that is plumbed but not equipped. It is a low overhead practice with ample room for growth. The practice has \$2,000 per month in capitation payments, does no advertising and does not accept Denti-Cal. Seller refers all perio surgery, all molar endo, all ortho and half of all of the oral surgery. Seller is retiring. Lots of potential to make something big with very little initial expense. Asking \$60,000.

BEVERLY HILLS COSMETIC/PROSTHODONTIC PRACTICE FOR SALE: High quality, fee for service cosmetic and prosthodontic practice collects over \$1.0 million per year and nets \$320,000 per year with no HMO and no PPO insurances. Seller does not work evenings or weekends. Nicely equipped, five operator office with three year old Adec equipment is located in a professional building in the Golden Triangle area of Beverly Hills. Five and one-half days of hygiene per week. Motivated! Asking \$600,000. **SOLD FULL PRICE**

GROVER BEACH GENERAL PRACTICE FOR SALE: Located in a free standing building with good visibility, this practice collects \$30,000 per month on 2-3 days per week. Four equipped operatories of newer equipment. No welfare and no capitation. Seller does not work evenings or weekends. Leaving the State.

NORTH HOLLYWOOD CLINIC PRACTICE FOR SALE: Two year old practice located in a free standing building with 5 equipped operatories and an additional operator that is plumbed but not presently equipped collected over \$625,000 in 2007 with no welfare and no capitation. Seller works three and one-half days per week. Motivated. Asking \$275,000. Building can be leased or purchased.

MARINA DEL REY OFFICE FOR SALE: Outstanding facility with 10th floor marina views from all six equipped operatories. New equipment (Adec, digital x-rays, panoramic x-ray, fully computerized) and new leasehold improvements (hardwood floors, expansive ocean views, granite counters). No patients. Asking \$200,000.

GLENDALE EQUIPPED OFFICE FOR SALE: No patients. Seven fully equipped operatories with six x-ray machines and intraoral cameras in four of the operatories. Includes eight computer stations and a full compliment of business equipment. Two Peri-Pro developers, autoclave, ultrasonic cleaner plus lab equipment. Located within a well known medical-dental building, this office consists of 2,443 square feet with a current rental rate of \$5,546/month. Within walking distance to the new Americana shopping center and the Glendale Galleria. Asking \$195,000.

ORANGE COUNTY CLINIC PRACTICE FOR SALE: Established practice collects \$2 million per year with no Denti-Cal and no advertising. 15 chair office with good visibility and parking. Room to grow and significant potential for greater income. Seller is retiring. Asking \$1,400,000. **SOLD**

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 ½ 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.

NORTH HOLLYWOOD PRACTICE FOR SALE: Ideally suited for a young Armenian dentist as the majority of the patients in the practice are Armenian and many prefer to speak Armenian. Collections of \$110,000-120,000 for the last four years. Four operatories in a smaller, one story professional building with very good visibility. Seller has had health problems for many years, but now must sell. Asking \$150,000.



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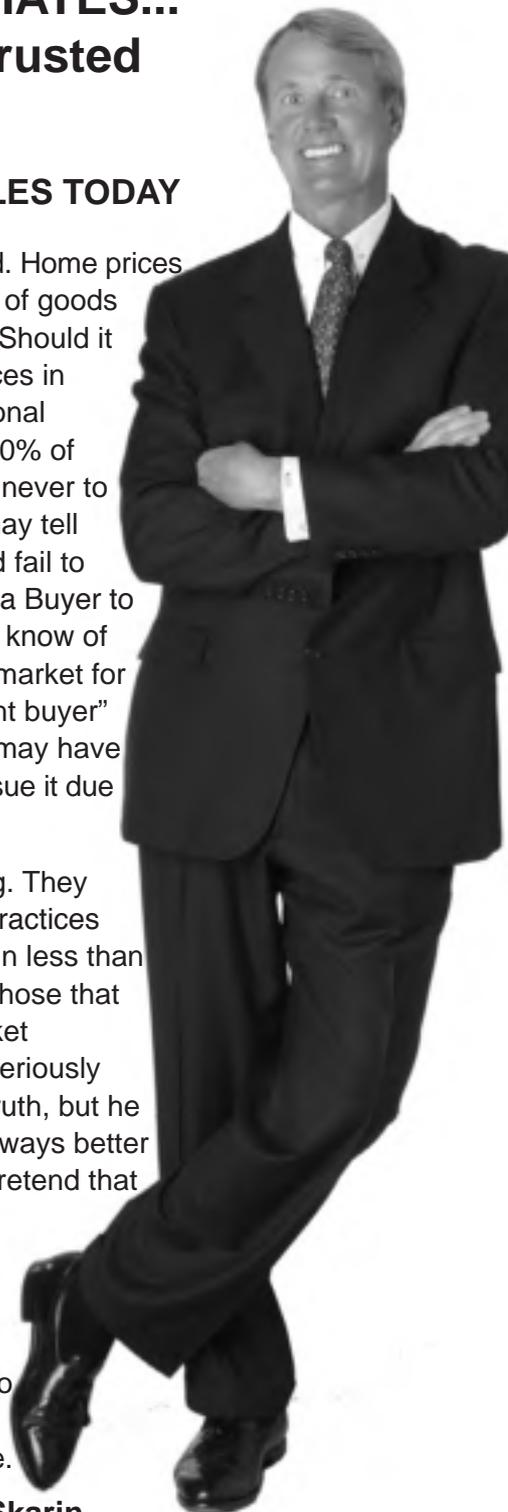
THE TRUTH ABOUT PRACTICE SALES TODAY

It is safe to say that the economy has changed. Home prices have dropped. Unemployment is high. Prices of goods and services of all kinds have been affected. Should it come as any surprise that dental practice prices in California have come down closer to the national average as well? The days of sale prices of 90% of gross collections or more are gone and likely never to be seen again, despite what someone else may tell you. Many Sellers learn this the hard way and fail to recognize that it is virtually impossible to find a Buyer to pay such a price, much less finance it. We all know of dentists who have had their practices on the market for a long time, hoping against reality for the "right buyer" to come along. In fact, several "right buyers" may have been aware of the opportunity, but did not pursue it due to sticker shock. The market has changed.

This is not to say that practices are not selling. They definitely are. As a comparison, most of the practices listed by Lee Skarin and Associates are sold in less than two months. However, the ones that sell are those that are priced realistically, based on today's market considerations, not yesterday's memories. I seriously doubt that Bernie Madoff told his clients the truth, but he did tell them what they wanted to hear. It is always better to face the facts and deal with them than to pretend that it just isn't so.

Today more than ever, it is also critical to properly prepare your practice for sale with accurate and thorough documentation. There are several suggestions we can make, with no obligation, to assist you in maximizing the probability of a successful sale of your practice.

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ASK THE BROKER

Question:

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

Brandon S., DDS

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

(1) In fact, the rates have never been lower! The average fixed rate on a 7-yr loan is 7.5 to 7.75%. My practice loan in 1985 was 11.5%, and that was low compared to my schoolmates that graduated 1-2 years prior!

(2) At this time, there is no shortage of available funds. Compared to a year ago, the difference now is fewer lenders which means that the loan criteria is higher.

Last year, a buyer with a credit score of 620+ would have several loan and lender options. Today, that same buyer should have a credit score of 680-700 to qualify. Previously, on "application only" loans buyers with good credit could get a \$300K loan for almost any opportunity with minimal paperwork. Now, it is more difficult to get that same loan unless a submitted business plan can support the debt.

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

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

Today, one of the main obstacles in practice transitions is the buyer's fear level. To calm their fears, one approach would be for sellers to participate in the debt burden. This would not change the cash flow or debt service, but does give the buyer a sense that the seller will do everything necessary to ensure the practice's successful transition.

Timothy G. Giroux, DDS is currently the Owner & Broker at **Western Practice Sales** (westernpracticesales.com) and a member of the nationally recognized dental organization, ADS Transitions. A graduate of Creighton University, School of Dentistry (1983), he and his wife, Mona Chang, DDS (LLUSD 1984) were in private practice together for 15 years in Scottsdale, AZ, before establishing their home in northern California.

Questions? Email them directly to Timothy G. Giroux, DDS at:
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PRACTICE FOR SALE #3174 – Emergency – Heart Condition – Small city between Fresno and Bakersfield. Recession proof office – in growth area of city - near high school. Seller grossed \$840,000 with a 56% net profit with time off due to health emergency. A healthy owner will gross \$1,000,000 here. Practice appraised \$600k + building Appraised \$700k plus. Emergency selling price \$950k including building and to include \$50k in A/R. Building has 2 suites. 100% financing available. Buyer will net in excess of \$400,000 per year (two hours from Ocean, less then that to Yosemite). A great area to raise a family. Modern beautiful office includes 4 operatories (all Pelton crane) room for a fifth operator. Seller works 4 days and has 4 Hygiene days. A great practice, a great buy. Ambitious younger Dentist will net in excess of \$500,000 first year. Seller will work back 2 days/wk. This office could be open 7 days. Grow financially and professionally quickly. Within 5 years Buyer will have all debt paid and have \$2,000,000 in bank. Then practice anywhere in the world. Call P.P.S., ASAP (714) 832-0230.

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GOLETA GP – 4 fully eq. ops., in a 1,000 sq. ft. suite, two story free standing shopping center. 3 ½ day/wk practice with ½ day/wk Associate. Approx. 20-25 new patients/mo. 30% insurance & 70% cash. Computerized office with Digital X-ray. Easy Dental software package. Practice is in a fast growing area with a beautiful environment. Collected approx. \$916,182 in 2008. Projecting approx. \$1,112,000 in 2009. **BUYER'S NET OF \$269,260.** Property ID #2281.

LAWDALE GP –TURN KEY PRACTICE – 3 eq. ops., 1 plumbed not eq., 1,499 sq. ft. suite located in a 4 story professional building. 3 day/wk practice. Approx. 20-26 new patients/mo. 70% insurance, 25% cash & 5% medi-cal. 100% Patient referral. Computerized practice with Eagle soft package. Collected approx. \$201,841 in 2008. Good location. Property ID #2351.

OXNARD GP - 5 eq. ops., 2 plumbed not eq., 2,600 sq. ft. suite located in a professional building. 5 day/wk practice. Approx. 50-110 new patients/mo. 25% insurance, 50% cash & 25% capitation. Computerized office with Intra Oral Camera. Eagle soft software package. Office design and build out by Patterson Dental. Collected approx. \$633,705 in 2008. **BUYER'S NET OF \$143,187.** Property ID #2301.

RANCHO SANTA MARGARITA GP - 4 eq. ops., 3 plumbed not eq., 2,284 sq. ft. suite located in a two story Medical/Dental building. 4 1/2 day/wk practice with 3 days/wk of hygiene. Approx. 50-60 new patients/mo. 70% insurance (PPO), 20% cash & 10% capitation. Computerized practice with Intra Oral Camera and Digital X-ray. Dentrix software package. 3 year old equipment. Collected approx. \$943,854 in 2008. Projecting approx. \$991,100 in 2009. **BUYER'S NET OF \$186,699.** Property ID #2311.

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TUSTIN GP - 5 eq. ops., 2,200 sq. ft. office, located in a 2 story free standing building. 3 day/wk practice with 2 days/wk of Hygiene. Approx. 20 new patients/mo. 50% insurance & 50% cash. Computerized practice with Intra Oral Camera and Digital X-ray. 2-4 year old equipment. Good Location in the heart of OC near freeway. Fast growing office. Collected approx. \$454,224 in 2008. Projecting approx. \$644,000 in 2009. **BUYER'S NET OF \$314,486.**
Property ID # 2321.

OCEANSIDE GP - 4 fully eq ops., 1,500 sq. ft. office located in a one story Medical/Dental building. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash. Easy software package. 4-15 year old equipment. Good location. Collected approx. \$455,039 for 2008. **BUYER'S NET OF \$127,805.**
Property ID #1641.



ORANGE GP - Leasehold Improvements & Equipment Only! 3 eq. ops., 1 plumbed not eq ops., 1,350 sq. ft. office, one story free standing duplex building. Great location in a busy street. Excellent street visibility. Near Chapman University & Orange Circle. Seller purchased own building. ID# 2361.



Alice C. King, V.P.



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GREATER LOS ANGELES COUNTY

AZUZA GP – 3 fully equipped ops., 1 plumbed not equipped, 1,500 sq. ft. suite in a single story strip mall. 2 ½ days/wk practice. Approx. 12 new patients/mo. 68% insurance 25% cash & 7% medi-cal. Computerized practice. 100% Patient referral. High traffic. Good visibility. New hometowns are being built in the area. Collected approx. \$167,373 for 2008. Property ID #2241.

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.

CANYON COUNTRY – Leasehold Improvements & Equipment Only! 3 fully equipped ops, 1,100 sq. ft., in a single story shopping center. Computerized office with intra oral camera and digital x-ray. Seller relocating to a larger office. Great corner location for over 30 years. Property ID #2141.

LAWDALE GP –TURN KEY PRACTICE – 3 eq. ops., 1 plumbed not eq., 1,499 sq. ft. suite located in a 4 story professional building. 3 day/wk practice. Approx. 20-26 new patients/mo. 70% insurance, 25% cash & 5% medi-cal. 100% Patient referral. Computerized practice with Eagle soft package. Collected approx. \$201,841 in 2008. Good location. Property ID #2351.

N. HOLLYWOOD GP – 5 eq. ops. & 3 plumbed not eq. ops. in 2,950 sq. ft. computerized suite. Single story, free standing building, excellent location, visible signage, ample parking, and a lab onsite. Intra Oral Camera. Established since 2002. 80% Cash & 20% PPO Insurance. Talented GP Associates & Specialists in place. Collected Approx. \$1,024,842 for 2008. Projecting approx. \$1,123,412 for 2009. **BUYER'S NET OF \$343,470.** Priced below collections! Property ID #1911.

PICO RIVERA GP – 3 fully eq. ops., 3 plumbed not eq., 2,200 sq. ft. suite, single story free standing building. 6 day/wk practice. 60% Insurance, 30% Cash & 10 Medi-cal. Computerized practice with Intra Oral Camera and Dentrix software package. 4 year old equipment. Good Location and Signage. Lots of walk-ins. Property ID # 2421.

SANTA MONICA GP – 3 eq. ops, 1,200 sq. ft. office in multi-story medical-dental building. Good location. Equipment is 1-6 yrs. old. Office is digital. 60% insur. & 40% cash. 1-800-Dentist Cosmetic, crown & bridge practice. Grossed approx. \$533,813 in 2008. Projecting approx. \$672,000 for 2009. **BUYER'S NET OF \$244,168.** Property ID #2021.

W. COVINA GP – 6 eq. ops, 3 ortho chairs in open bay in a 2,700 sq. ft. office located in one story free standing building. 5 days/wk GP; 4 days/wk Hygiene; 1 day/wk Ortho; & 1 day/wk OS. 50% insurance, 30% cash & 20% capitation. Computerized office. 39 years of Goodwill. Collected approx. 1,203,258 for 2008. Building for Sale. **BUYER'S NET OF \$325,978.** Property ID #2221.

ORANGE COUNTY

ANAHEIM GP - 4 eq. ops., 1,142 sq. ft. office, located in a two story business building. 5 day/wk practice. Approx. 20-25 new patients/mo. 50% insurance, 49% cash & 1% capitation. 100% Patient Referral. Computerized office with Intra Oral Camera and Digital X-ray. Soft Dental software package. 36 years of Goodwill. Excellent corner location. Collected approx. \$470,254 for 2008. **BUYER'S NET OF \$116,858.** Property ID #2101.

BUENA PARK GP – 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. 20 years of Goodwill. Collected approx. \$364,380 for 2008. **BUYER'S NET OF \$87,230.** Property ID #2271.

BUENA PARK – 6 eq. ops., in a 2,100 sq. ft. office, located in a two story duplex building. 5 day/wk practice. 60% PPO Insurance, 31% Cash & 9% Capitation. 20 new patients/mo. 10 years of Goodwill. Computerized practice with Intra Oral camera & Digital X-ray. Dentrix software. Seller is retiring. Good corner location. Collected approx. \$708,760 for 2008. **BUYER'S NET OF \$117,996.** Property ID #2001.

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Maria Silva, V.P.

BUENA PARK GP – GROUP SOLO OFFICE. Seller has 2 eq. ops., shares 1 op with group solo dentist. Total of 1,600 sq. ft. office located in single story, professional building with street signage and visibility. Seller works 3 days/wk, with 19 – 20 new patients/month; 100% Patient Referral. 47% insurance, 7% cash & 46% medi-cal. Collected approx. \$215,001 for 2008. Property ID # 1871.

FULLERTON GP - 7 fully eq ops., 3 chairs in open bay, 8 plumbed not eq ops., in a 5,215 sq. ft. office located in a one story free standing building. 45% insurance, 50% cash & 5% capitation. 4 day practice. Approx. 20 new patients/mo. Collected approx. \$658,606 for 2008. Projecting approx. \$715,164 for 2009. **BUYER'S NET OF \$246,056.** Property ID #1561.

FULLERTON GP – Leasehold Improvements & Equipment Only! 3 fully equipped ops., in a 868 sq. ft. suite located in a Medical/Dental building. Great corner location in Fullerton. Busy intersection. Price to Sell! Property ID #2251.

LAGUNA BEACH GP – 3 fully equipped ops., 2 plumbed not equipped, in a 1,480 sq. ft. office located in a two story building. 4 days/wk practice with 2 day/wk of Hygiene. Approx. 15 new patients/mo. Computerized office with intra oral camera and digital x-ray. Dentrax software package. 7 yr. old equipment. Collected approx. \$914,084 for 2008. **BUYER'S NET OF \$299,869.** Property ID # 2181.

LAGUNA HILLS GP - 8 fully equipped ops., 1 plumbed not equipped op., in a 3,000 sq. ft. suite located in a 5 story Medical/Dental building. 5 day/wk practice. 56% insurance (PPO), 30% cash and 14% capitation. Computerized with Intra Oral Camera office. Soft Dent software package. Collected approx. \$1,160,167 for 2008. Property ID #2051.

NEWPORT BEACH / STATE OF THE ART PRACTICE - 4 fully equipped ops., 2,310 sq. ft. suite located in a one story Medical/Dental building. 50% insurance & 50% cash. Computerized, Intra-Oral Camera & digital X-ray. 4 day/wk practice with 2 day/wk of hygiene. Excellent Location. Collected approx. \$554,811 for 2008. **BUYER'S NET OF \$151,668.** Property ID #1761.

ORANGE GP – Leasehold Improvements & Equipment Only! 3 eq. ops., 1 plumbed not eq ops., 1,350 sq. ft. office, one story free standing duplex building. Great location in a busy street. Excellent street visibility. Near Chapman University & Orange Circle. Seller purchased own building. ID# 2361.

PLACENTIA - Leasehold Improvements, Equipment & Charts Only! 2 eq. ops., 1 plumbed not eq., 900 sq. ft. office in one story building. Across from medical office. Lots of wall-ins. Practice has been existing for 19 years. Property ID #2211.

RANCHO SANTA MARGARITA - Leasehold Improvement, Equipment & Charts Only! 5 eq. ops., 5 plumbed not eq., 2,800 sq. ft. office in a strip plaza. Computerized office with intra oral camera. 19 new patients/mo. 144 patient charts. Good location in busy shopping center. Property ID #2261.

RANCHO SANTA MARGARITA GP - 4 eq. ops., 3 plumbed not eq., 2,284 sq. ft. suite located in a two story Medical/Dental building. 4 1/2 day/wk practice with 3 days/wk of hygiene. Approx. 50-60 new patients/mo. 70% insurance (PPO), 20% cash & 10% capitation. Computerized practice with Intra Oral Camera and Digital X-ray. Dentrax software package. 3 year old equipment. Collected approx. \$943,854 in 2008. Projecting approx. \$991,100 in 2009. **BUYER'S NET OF \$186,699.** Property ID #2311.

TUSTIN GP - 5 eq. ops., 2,200 sq. ft. office, located in a 2 story free standing building. 3 day/wk practice with 2 days/wk of Hygiene. Approx. 20 new patients/mo. 50% insurance & 50% cash. Computerized practice with Intra Oral Camera and Digital X-ray. 2-4 year old equipment. Good Location in the heart of OC near freeway. Fast growing office. Collected approx. \$454,224 in 2008. Projecting approx. \$644,000 in 2009. **BUYER'S NET OF 314,486.** Property ID # 2321.

RIVERSIDE & SAN BERNARDINO COUNTIES

CHINO GP – 4 eq. ops., 1,100 sq. ft. office, single story multi tenant shopping center. 2 day/wk practice with an Associate. Approx. 15 new patients/mo. 35% insurance, 30% cash & 35% medi-cal. Computerized office with Intra Oral Camera and Digital X-ray. Collected approx. \$219,342 in 2008. Property ID #2331.

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



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LA QUINTA GP/SPEC - Leasehold Improvements & Equipment Only! 3 eq. ops. in 1,000 sq. ft. suite located in a busy Ralph's shopping center. Established as a dental office in 1995. Well furnished, affluent area World Class Golf, high end resorts and shopping. Dentrix Software & Intra Oral Camera. Property ID #2041.

LAKE ELSINORE - GP - 3 eq. ops., 1 plumbed, 2,500 sq. ft. office located in store-front building, old town Lake Elsinore. 5 day/wk practice. Staff includes 2 associates and 1 day/mo of hygiene. 45% PPO/insur., 20% cash & 35% medi-cal. Approx. 38 new patients/month. 1-800 Dentist, Insur. directories & classified ad. 7 yr. old equip. Collected approx. \$585,622 in 2008. **BUYER'S NET OF \$177,532.** Property ID #2071.

PALM DESERT - A very high end general and cosmetic dental practice 100% Fee for service, no insurance with great team to support new buyer is available for purchase. The practice generates over \$1.1 with a very high net income on limited schedule. Personal Interview with Seller required before disclosing information. Seller willing to work back. Property ID #1121.

PERRIS GP - 4 eq. ops., 1,608 sq. ft. office located in shopping center. 2 year old equipment; long term lease. 61% insur. (10 - 15 PPO's, 20% cash & 19% medi-cal. Associate works 3 days/week. Approx. 40 new patients/month. Collected approx. \$302,207 for 2008. Property ID #1891.

SAN BERNARDINO - Leasehold Improvements and Equipment only! 5 eq. ops., 1,850 sq. ft. office in 3 story glass building. Only dentist on building. Rent includes utilities except for phone. Seller purchased own building. Beautiful Court Yard. Easy access on/off freeway. Property ID #2111.

TEMECULA GP - 8 fully eq. ops., 3 plumbed not eq., 4 ortho chairs in open bay in a 4,492 sq. ft. office located in single story shopping center. 4 days/wk practice with 1 day/wk of Hygiene, 2 days/mo of Perio & 1 day/wk of Ortho. Approx. 60 new patients/mo. 30% insurance, 50% cash and 10% capitation. 10-15 HMO Plans! \$9,100/mo. Computerized office with digital x-ray. Dentrix software package. 100% patient referral. Nice location in busy shopping center. The longest established practice in Temecula. High vaulted ceilings. Owner is now absentee. Collected approx. \$1,197,624 for 2008. **BUYER'S NET OF \$ 230,988.** Property ID # 2171.

TWENTY NINE PALMS/YUCCA VALLEY GP - Two practices, one with 5 ops, 2,200 sq. ft. office, 20-25 new patients/month, 2 day/wk associate, 20-30 PPO's, estab. 30 years. 2nd office has 6 ops, 3,200 sq. ft office estab. 10 years. 80-100 new patients/month with 2 associates 2 days/wk each plus ortho once a month. Both offices have Eaglesoft software and intra-oral cameras; 20 PPO's include Military Dependents Insurance. Gross collections for 2008 for both were approx. \$1,268,294. Practices to be sold together. **BUYER'S NET OF \$311,128.** Property ID #2091.

SAN DIEGO COUNTY

LA JOLLA GP - GP - 2 equipped ops, in a 712 sq. ft. suite located in a 2 story single professional building. 3 day/wk practice. Approx. 18-20 new patients/mo. 40% insurance and 60% cash. Recent transition practice from cash to PPO insurance. Dentrix software package. Computerized office with intra oral camera. 7-8 yrs old equipment. Excellent location and beautiful office. Collected approx. \$460,798 for 2008. Property ID #2191.

OCEANSIDE GP - 4 fully eq ops., 1,500 sq. ft. office located in a one story Medical/Dental building. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash. Easy software package. 4-15 year old equipment. Good location. Collected approx. \$455,039 for 2008. **BUYER'S NET OF \$127,805.** Property ID #1641.

VENTURA, SANTA BARBARA & SAN LUIS OBISPO COUNTY

GOLETA GP - 4 fully eq. ops., in a 1,000 sq. ft. suite, two story free standing shopping center. 3 ½ day/wk practice with ½ day/wk Associate. Approx. 20-25 new patients/mo. 30% insurance & 70% cash. Computerized office with Digital X-ray. Easy Dental software package. Practice is in a fast growing area with a beautiful environment. Collected approx. \$916,182 in 2008. Projecting approx. \$1,112,000 in 2009. **BUYER'S NET OF \$269,260.** Property ID #2281.

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Greg Beamer, V.P.

OXNARD GP - 5 eq. ops., 2 plumbed not eq., 2,600 sq. ft. suite located in a professional building. 5 day/wk practice. Approx. 50-110 new patients/mo. 25% insurance, 50% cash & 25% capitation. Computerized office with Intra Oral Camera. Eagle soft software package. Office design and build out by Patterson Dental. Collected approx. \$633,705 in 2008. **BUYER'S NET OF \$143,187.** Property ID #2301.

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. \$1,361,169 for 2009. **BUYER'S NET OF \$380,420.** Property ID #2231.

SPECIALTY PRACTICES

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.

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.

IRVINE ORTHO - Leasehold Improvements, Equipment & Charts Only! 5 eq. ops., 1,260 sq. ft. suite, single shopping center. 1 ½ day/wk practice. 90% insurance & 10% cash. 26 years of Goodwill. Has the exclusive on this building for only Ortho in building. Excellent location. Property ID # 2341.

LAGUNA NIGUEL - Ortho Practice - 4 chairs in ortho bay, custom chairs and side units, 1,180 sq. ft. office in two story medical/dental building. 18 years goodwill. 50% insurance, 45% cash & 5% capitation. 3 - 4 new starts/month. 3 day/wk practice. Collected approx. \$211,691 for 2008. "Beautiful office". Good location. Property ID #1521.

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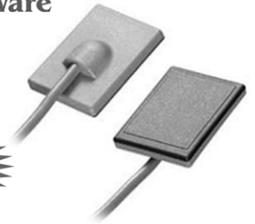
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Gretchen Folk, DDS

FRIDAY, OCTOBER 23

**“Synergy Between NeuroMuscular Occlusion and the
Various Modalities in Dentistry for a Predictable,
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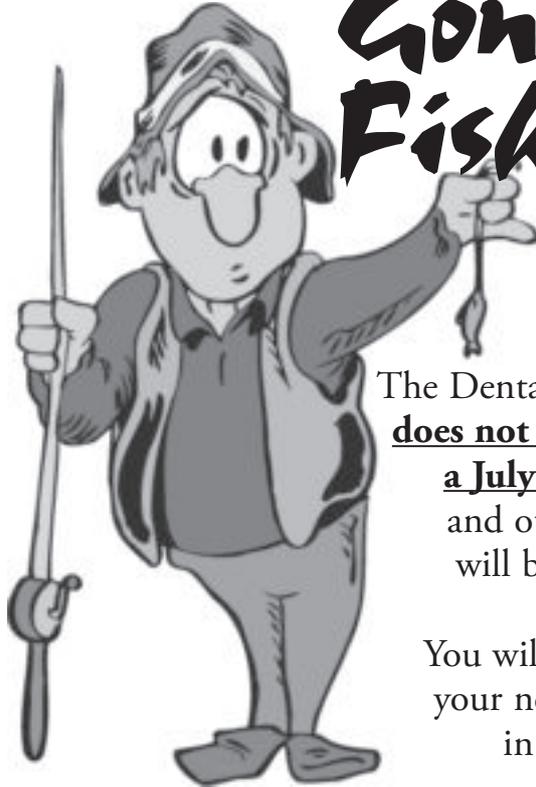
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* **FRIDAY, JUNE 19**
 Fresno - Univision Ex. Board Room

* **FRIDAY, JUNE 26**
 Roseville - Granite Bay Golf Club

FRIDAY, JULY 17
 Modesto - Double Tree Hotel

* **FRIDAY, JULY 31**
 Anaheim - Anaheim Hilton

FRIDAY, AUGUST 7
 Folsom - Marriott Courtyard

FRIDAY, SEPTEMBER 18
 Carlsbad - Sheraton

FRIDAY, SEPTEMBER 25
 Universal City - Hilton

FRIDAY, OCTOBER 2
 San Luis Obispo - Embassy Suites

* **FRIDAY, OCTOBER 9**
 Burbank - Hilton Los Angeles/Glendale

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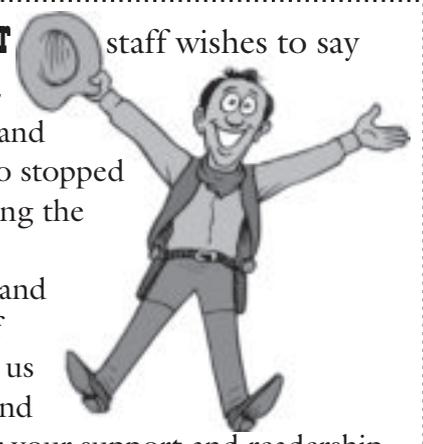
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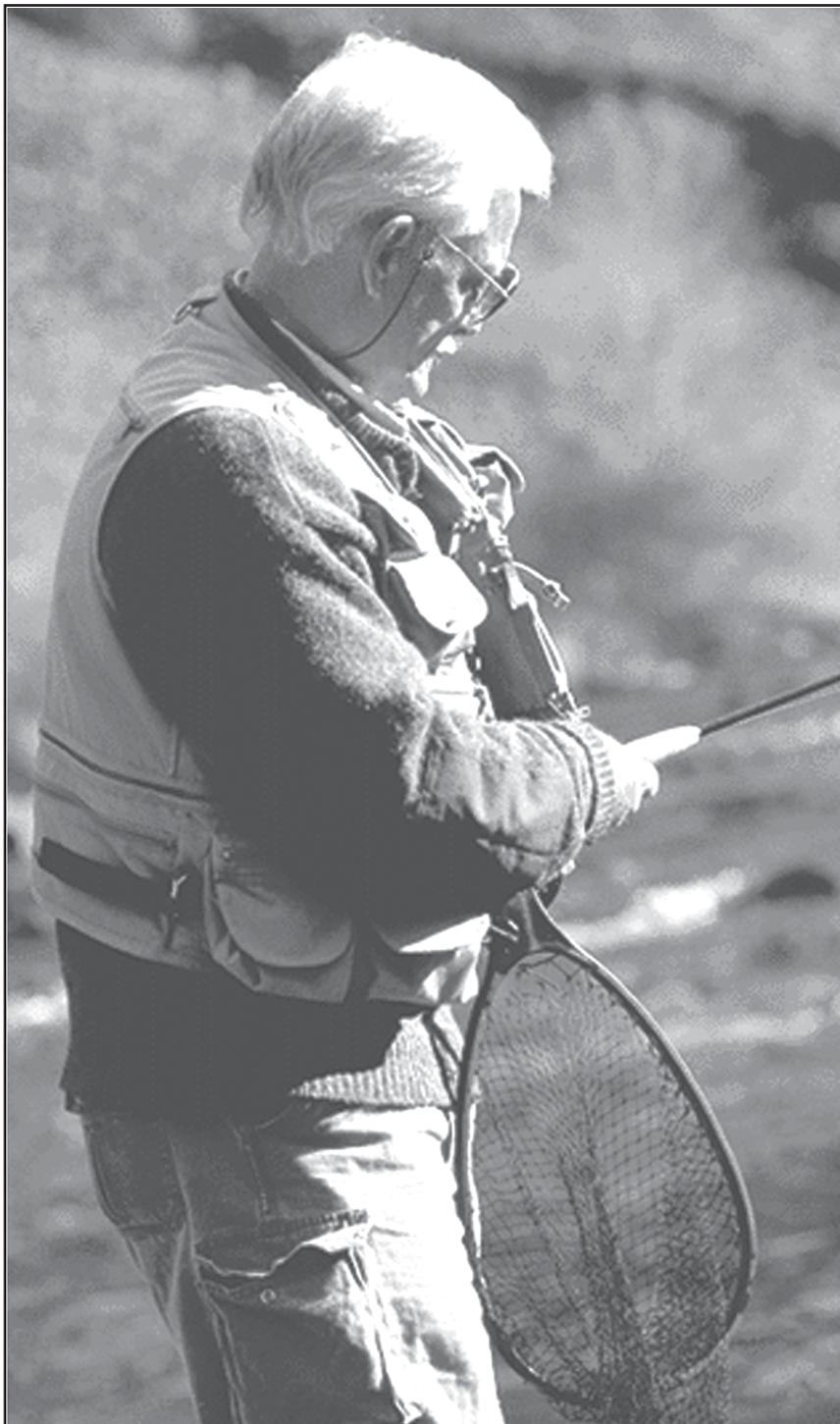
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- 3169 - G.P. - Hi Traffic Location - 3 Ops. Low rent. . Growing Practice. Lots of room for growth. Refers out Pedo & O.S. F.P. \$320k
- 3170 - Temecula. Senior DDS. GP. Est 8 yrs. Old Towne. Grossing \$200k+
- 3171 - Emergency Huntington Beach/Seal Beach. Very high end practice. Adec equipped w/fountains, marble and granite. Grossed \$400k in '08.
- 3172 - Buena Park. 3 Ops. Beautiful office. New shopping ctr. F.P. \$350k
- 3173 - Emergency/Skiing accident motivated. Seller to sell Penthouse office in Howard Hughes center that has 4,000 new homes being built now. Previously did \$900k+ in this office. Seller motivated to keep only one office and sell this 4 Op gem at \$250k. Make offer.
- 3174 - Emergency Heart condition. Bakersfield. Recession proof office in growth area. Seller grossed \$840k w/56% net profit w/ time off due to health. A healthy owner will gross \$1,000,000. Practice appraised \$600k+ and building appraised \$700k plus. Emergency selling price \$950k including building. Modern beautiful office.
- 3180 - Pack your Bags go to NO. CA. Santa Rosa. Senior Seller. Grossing \$550k and refers out all Endo, Pedo, Ortho most O.S. and Hygiene.
- 3181 - Laguna Hills/Aliso Viejo. Grossing \$1.2 million.
- 3182 - Bakersfield area. Est. 60 yrs. Denture practice grossing \$530k+. With valuable store front R.E. that has extra 1,200 sq.ft. for coffee shop, etc.
- 3183 - Carlsbad - Gross \$895k. Last month \$120k. 4 Ops. Hi identity Location
- 3185 - Hemet - Emergency. Quad by-pass. 2008 Grossed \$900k+ even though out for major surgery. Previously \$1,400k. 8 days of Hygiene. 3,000 sq. ft. Great lease. Hi identity strip center. Great merger candidate.
- 3186 - Anaheim Location. Shopping ctr. Renovated 1 yr ago. Par time Seller.
- 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 mil 25% Ortho. Seller would stay as to do Ortho. State of art.

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