

# THE Dental Trader

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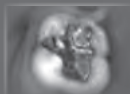
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## FRESNO COUNTY

**CENTRAL VALLEY/So. FRESNO CTY** - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrix s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. Town is loaded w cash & PPO pts who work @ the prisons & hospital. This is a gold mine for the right full time Buyer. Seller's plans have changed. **NEW**

## KERN COUNTY

**BAKERSFIELD #22** - (5) op computerized G.P. (3) ops fully eqt'd, 4th eqt'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice.

**BAKERSFIELD #23** - (12) op comput. G.P. Prime retail ctr. w excellent exposure/visibility & signage. Cash/Ins/PPO pt. base. Gross Collect. \$2.0M+/yr. Digital X-rays & Pano, paperless office, fully networked, & efficient modern design. Excellent advertising campaign in place with tons of new pts. Excellent long term experienced staff in place to assure Buyer's success. Will also consider a 50% Partnership.

**BAKERSFIELD #24** - (4) op comput. G.P. located in a strip center w exposure/visibility & signage. (2) ops eqt'd w newer eqt., (2) add. plumbed ops. Cash/Ins/PPO pt. base. Gross Collect \$200K+/yr on (3) - (4) days/wk. Low rent. Seller retiring, but will assist w transition.

## LOS ANGELES COUNTY

**ALHAMBRA #2** - (2) op G.P. located on the street front side of a small one story medical/dental building. Some exposure and signage. Mostly cash pts with some Ins and PPO. 2009 Collections of \$140K on a very limited schedule due to seller's health. **SOLD**

**NORTH L.A. CTY** - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Cash/Ins/PPO/HMO & very small amount of Denti-Cal. Mos Cap checks \$5K+. Seller retiring. **SOLD**

**NORTHRIDGE** - (4) op comput. G.P. located in a smaller prof. bldg. on a heavily traveled main blvd. Bldg. is easily accessible & has ample free parking in rear. Cash/Ins/PPO pt. base. (17) years of Goodwill. 2010 Gross Collect projected at \$440K+. Selling due to health. Seller will assist w transition. **PRICE REDUCED. PENDING**

**RESEDA #6** - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$200K part time. Excell starter or 2nd office. **NEW**

**SANTA CLARITA** - (6) op comput G.P. in a free stand. bldg. (4) ops eqt'd w newer Belmont eqt. w (2) add. plumbed not eqt'd. ops. EZ Dental s/w, networked ops, digital pano & x-rays. Mixed pt. base. Gross collect \$20K-\$25K/mos & growing. Shares waiting room w M.D. who refers many pts. **NEW**

**TEMPLE CITY** - (3) op turnkey office for sale. Located in a strip center w exposure/visibility & signage. (4) year old eqt. Location has been a dental office for 13+ years. Many walk-ins. Previous successful DDS @ this location bought a bldg.

**WEST HILLS** - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Projected Gross Collect \$325K on a part time schedule. Digital x-rays & Dentrix s/w. Newer leaseholds. Seller retiring but will transition. **PENDING**

**VALLEY VILLAGE (SHERMAN OAKS)** - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **SOLD**

## RIVERSIDE COUNTY

**LAKE ELSINORE** - pride of ownership, state of the art (4) op comput. G.P. located in a shop. ctr w exposure, visibility & signage. (3) ops eqt'd w nearly new Belmont eqt, 4th op is plumbed. Networked ops, digital x-rays & a Quick Vision Imaging System. Cash/Ins/PPO & HMO pt. w mos. CAP of \$1.2K. Approx (20) new pts/mos. 2010 Gross Collect approx. \$300K p.t.

## ORANGE COUNTY

**ANAHEIM #1** - (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. **REDUCED.**

**ANAHEIM #2** - (4) op computerized G.P. and free standing building. Located on a major blvd. with heavy traffic. Excellent exposure/visibility/parking. Cash/Ins/PPO/Kids Denti-Cal patient base. New equipment. Dentrix s/w & intra oral camera. Digital ready. 2010 Projected Gross Collections \$240K+ on a 3.5 day week.

## SAN BERNARDINO COUNTY

**HIGHLAND #1** - (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. (18) new pts./mos. Annual Gross Collect. approx \$250K. **SOLD**

**UPLAND #3** - (5) op comput. G.P. & Speciality Pract. located in a free stand bldg. Cash/Ins/PPO/HMO/Denti-Cal pt base. \$2K+/mos in Cap Ck. 2 days/wk G.P. 1-2 days/wk Endo. 1-2 days/mos O. S. and 1-2 days/mos Pedo. Excell situation for G.P. who likes to do Endo. Annual Gross Collect \$525K-\$625K. **NEW**

## SAN DIEGO COUNTY

**NORTH COUNTY** - (4) op computerized G.P. located in a shop ctr with excellent exposure/visibility and signage. Annual Gross Collections of \$900K+. Dentrix s/w. Digital x-rays, and paperless office. Cash/Ins/PPO/HMO patient base. Cap Cks of \$3-4K/mos. **NEW**

## VENTURA COUNTY

**WESTLAKE VILLAGE #2** - (4) op computerized G.P. (3) ops of newer eqt/4th op plumbed. Very upscale office. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. Gross Collections \$600K+. **SOLD**

**WESTLAKE VILLAGE #3** - Well maintained (4) op comput. G.P. in a smaller prof. bldg. (3) ops eqt'd/4th plumbed. Newer eqt. digital x-ray, eye illumination system & central nitrous. Cash/Ins/PPO & Smile Saver pt. base. Gross Collect \$200K+ p.t. Seller retiring. **SOLD**

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*Our firm placed a "Space for Lease" ad on the Dental Trader's website in November for the December edition (unnecessarily as it turned out) because we signed a lease with a new dentist/tenant who saw our ad online November 18th!! It was a great advertising decision.*

Linda Schwartz-Wright  
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**Van Nuys** – Low cost practice opportunity w/ 25+ yrs of goodwill. Disability forced sale. 1st floor location with sign. Monthly revenues over \$20k/mo. Some HMO's.

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Dr. Kach, DDS

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**VISALIA: For Sale** General Dentistry Practice. Gross Receipts \$616K adj net of \$321K. 1,380 sq ft, 3 equipped ops, Intra-oral camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 yrs present location. Owner to relocate. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

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- APTOS:** *For Sale* - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 51%. 3-operatories in 1,000 sq. ft. Pano, O-Modi 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. #14305
- BIG BEAR CITY:** *For Sale* - General Dentistry Practice. 26 years at current location. Gross Receipts \$428K. 3-equipped operatories. Doctor owns the building. New lease available or option to purchase.
- EL DORADO HILLS:** *For Sale*-General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$32K. Intra-Oral camera, Pano, Softdent software, 4-equipped ops 8-hygiene days. Practice has been in its present location for past 18 years. Owner retiring. #14324
- FAIR OAKS/FOLSOM/GOLD RIVER:** *For Sale*-Gross Receipts in excess of \$1.1 Million dollars for the past three years. Adjusted net \$450K. 2,400 sq ft office-5 ops. Hygiene days-6, Owner works 32 hours per week. Eagle Soft, Laser, Pano Intra-Oral camera, fiber optics. Owner retiring. #14343
- FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in 2010 were \$703K, 3 1/2 day week with adjusted net income of \$300K. 5 days of hygiene and approx. 1,500 active patients. Leased office is 2,000 sq. ft. with 4 equipped operatories - 5 possible. Patient Base software. Owner to retire.
- FOLSOM:** *For Sale* - General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. 2009 Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops, Digital, Dentrrix, Intra-Oral camera, Laser, 5-year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- FOLSOM:** *For Sale* - General Dentistry Practice 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5), Intra-Oral camera, fiber optics all ops. Patient base software. Owner retiring. #14329
- GRASS VALLEY:** *For Sale*-General Dentistry Practice. 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Laser, Intra-oral camera, Diagnoston, EZ Dental Software. Good Location. Owner retiring. #14337
- GREATER SACRAMENTO:** *For Sale*-Pediatric Practice. 2010 GR of \$1,095,914, with a 45% overhead. Prevention oriented practice with 2,600 sq. ft. Digital office with Dentrrix. Equipment is nine years old. Delta Premier is only insurance. Owner retiring.
- LAGUNA NIGUEL:** *For Sale*-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring.
- LAKE COUNTY:** *For Sale*-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral camera, Pano, and Data Con software. Owner to retire. #14338
- LIVERMORE:** *For Sale* - General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,000 sq. ft. office space. Dentrrix software, 6-days/wk hygiene-Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- LOS ANGELES:** *For Sale* - General Dentistry Practice. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire.
- LOS ANGELES:** *For Sale* - General Dentistry Practice: This practice 80% Dental and has approximately 2,000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$709,000. 6 equipped ops, laser, Intra-Oral camera Pano and Ceph. Call for details. #14319
- MODESTO:** *For Sale* - General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrrix, Cerec, and Intra-Oral camera. Owner to retire. #14308
- NAPA:** *For Sale* - General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$200K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days. 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- NORTHERN CALIFORNIA:** *For Sale* - Pediatric practice. Owner has operated in same location for 32 years. Approx. 1,760 active patients, 1,160 sq. ft., Panoramic X-ray, Dexis Digital and Dentrrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for details. #14322
- OCEANSIDE:** *For Sale* - Modern looking office. 4 op, office space and equipment only. Belmont chairs. Gendex x-ray system, intraoral camera, approx 1200 sq ft. Low overhead-Rent is \$1,900/month, and it's a 5 year lease. Staff is available for rehire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346
- PALM SPRINGS:** *For Sale* - General Dentistry Practice. Fee for Service. 2009 Gross Receipts \$282K with adjusted net income of \$157K. 1,280 sq. ft., 3 equipped operatories. Intra-Oral camera, Pano, Practice-NEB software. Doctor willing to transition by working 1-2 days a week. #14332
- PLUMAS COUNTY:** *For Sale*-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. 2009 gross receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- REDDING:** *For Sale*-Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- RENO:** *For Sale* - General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrrix software, Pano, Practice has been in its present location for 40 years. Owner retiring.
- ROCKLIN:** *For Sale*- General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 4 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral camera, Dentrrix software. Owner to retire.
- ROSEVILLE:** *For Sale* - General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intraoral camera, Dentrrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- SACRAMENTO/ROSEVILLE:** *For Sale* - One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- SAN FRANCISCO:** *For Sale*-Patient Base for Sale-Owner passed away last June and the practice has continued on 4 days a week with an associate. Lease can't be renewed. There are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- SAN DIEGO:** *For Sale*-General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month, 2009 Receipts were \$185,645. PPO and Fee for service practice. #14313
- SAN DIEGO:** *For Sale*-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentrrix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate.
- SAN DIEGO:** *For Sale*-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- SAN DIEGO/CITY HEIGHTS:** *For Sale*-General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, Panoramic X-ray, Intra-Oral camera, in this 3-chair office. #14321
- SANTA BARBARA:** *For Sale* - General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- SOUTH LAKE TAHOE:** *For Sale*-General Dentistry Practice. 2007 collections \$534K. Office is 1,400 sq. ft. with 3 ops. Practice has been in its present location for the past 26 years. Owner to retire.
- TORRANCE:** *For Sale*- General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brican System, and Camsight software in this 2 equipped, 3 available-chair office. 2009 Gross receipts \$434K with 38% overhead. Owner relocating. #14320
- TRACY:** *For Sale*- Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Gendex X-ray units, 1 Soridex digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 sq. ft., 6 Ops. New lease available from landlord. #14335
- VISALIA:** *For Sale*- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$ 321K. Office is 1,380 sq ft with 3 equipped operatories, Intra-Oral camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

### CALIFORNIA / NEVADA REGIONAL OFFICE

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**Legal Tip: Buyers** What if you can't get insurance panel privileges for three months? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**Porterville GP for sale** 3 Ops + office. 900 sq. ft. \$900 rent. Some charts included. Asking price \$80,000 e-mail: [sellingporterville@yahoo.com](mailto:sellingporterville@yahoo.com).

**Leasehold improvement** & equipment for sale in Santa Barbara. 4 ops, plumbed for 5th, nice office, no charts. make offer. 805-403-1216.

**Sunday Continuing education courses** approved by Dental Board Of California by PDS. For more information please call 1-866-4 CALL PDS or 1-866-422-5573.

**DENTIST looking** for a GENERAL PRACTICE or FACILITY 3-4 ops in the SOUTH BAY AREA Please call 408-718-0989.

**SANTA CLARA** Family-oriented office. It just can't get any better than this! 35+ new patients/month by internal marketing: word-of-mouth referrals of quality care and relationships. Retail Shopping Center in the heart of the Silicon Valley. 1,500 sf & 3 ops \$499k (D-925) WPS/800-641-4179.

**Blowout Sale!** X-ray film, 3M composites & Bonding agents, handpieces high & slow speeds and surgicals, diamond burs, In-Office whitening light, all brand new. Call Dr. Ray 310-749-9180.

**Blowout Sale** Complete operatory packages, X-ray machines, Intraoral cameras, Compressor, vacuums, handpieces, curing lights, autoclaves, apex locators, all brand new. Call Dr. Ray 310-422-0536.

**Looking to buy two dental chairs** (new/used), x-ray unit, sterilization unit, everything to start an office from scratch 626 616 6335.

**"Best return on investment ever!"** Moni Mosharaf, Orange and Aliso Viejo, California-See our ad on Pg. 2.

**Huntington Beach** Leasehold improvements, Free standing corner building Call Dr. Ray 310-422-0536.

**Beautifully remodeled** fully equipped dental office in Santa Monica for sublease. All ops with views. Call Kathy at 310-430-4128.

**City of Orange** busy 7 unit fully rented shopping center includes dental office. make \$10,000 monthly rents and pay no rent for dental office grosses 250k on 3 days. practice and shopping center 2.2M. 949-874-3366.

**STARTER PRACTICE FOR SALE** PORTERVILLE, CA. \$69,000 low rent \$900/mo. 3 ops 900 sq ft. some charts included. [sellingporterville@yahoo.com](mailto:sellingporterville@yahoo.com).

**Wanted Pediatric Specialist** for pediatric-orthodontic office, growing town. San Francisco area associate now future partnership. Fax resume 925-820-3353.

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Dr. R.P., DDS

**SAN JOSE'S SANTA TERESA AREA PRACTICE** FOR SALE Beautiful 3-Op office. Approximately \$200,000 invested here. Opened in 11/09, fast growing practice approaching \$350,000 in 2011 collections. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com). View under CURRENT LISTINGS.

**Frontoffice/receptionist** (Experienced) needed for a private dental office in Laguna Hills/CA. Knowledge of billing/dental terminology/Softdent. 949-533-2494.

**REACH OUT TO HUNDREDS OF DENTIST** AT PDS MEETINGS. FOR MORE INFORMATION CALL 1-909-933-9076.

**Barely Used Sybron Analytic** Endo System B Heat Source for \$1000 in Roseville, Ca 95661 pls contact 916-787-0631.

**OFFICE FOR SALE** Brand New in a Medical Building in Irvine Has 5 Ops Call Massoud Kashanchi, DDS. (714) 662-4424.

**10 Year Warranty** on an American Manufactured Dental Chair, 150 Color Choices Including Ultra Leather ONLY \$2595 Call (800) 423 - 5657.

**Building a new practice** Need dental software? Dental EZ 2000 multi-use for low price. Orig. \$2600, now \$1500. Contact [neimantran@yahoo.com](mailto:neimantran@yahoo.com).

**SAN JOSE** Doctor averages 5 patients daily. Office is ~1,522 sf and has 5 fully equipped ops, Only \$195k (D-939) WPS/800-641-4179.

**DENTIST for hygiene** EASY WORK. EASY \$325 a day. San Fernando Valley. VERY friendly office. Ask for Maria 8183657191.

**I have 3 beautiful operatories for rent** to a Specialist in San Diego. Endodontist, Oral Surgeon, Periodontist, Orthodontist. (619)737-6453.

**Needed Oral Surgery instruments** for Dentistry to Third World Countries. Donate your used forceps, elevators, etc. Thanks. [dhor@pdc.dds.ca.gov](mailto:dhor@pdc.dds.ca.gov).

**LOOKING FOR A PRACTICE** IN OR AROUND THE SANTA CLARA COUNTY AREA. PLEASE CALL 408-718-0989.



# WESTERN PRACTICE SALES

John M. Cahill Associates

## BAY AREA

**A-6781 SAN FRANCISCO** - New equipment-hardly used. VIRTUALLY NEW practice! 1,000 sf/3 ops. **\$60k**

**A-7751 SAN FRANCISCO- Space Sharing.** GP seeks DDS to share office in renowned 450 Sutter St bldg. **Call Now for Details!**

**A-8941 SAN FRANCISCO**- Ready to Move In. Fully Equipped. 2 ops. Plumbed for 1 add'l **ONLY \$75k**

**A-9361 SAN FRANCISCO**- Blocks from Union Square! 17 story building. 975 sf w/4 ops **\$550k**

**B-9381 OAKLAND** - GP in Bustling Area! 1148 sf w/2 ops. **Only \$75k**

**B-9541 BRENTWOOD - Facility Only** Centrally located in a highly visible shopping complex w/ ample parking in a well-established neighborhood. 2,203sf & 6 ops **\$230k**

**C-7811 SOLANO CO** - 2,997 sf w/6 fully equipped ops + 2 Hyg ops + 1 add'l op! Buy the whole practice for \$1.3m or only 50% for \$650k. **Call for Info!**

**C-9471 SANTA ROSA** -Stable patient base, well-respected practice. Dental/Medical building w/excellent signage on major thoroughfare. 1,500 sf w/5 ops **\$495k**

**D-842 PLEASANTON** -General Dentistry. 1,488sf w/ 2 ops **\$295k**

**C-8901 SANTA ROSA**- Residential area. 40+ new pats/mo. Highly Visible! 1291sf & 3 fully equipped ops. Plumbed for 1 additional op. **\$475k**

**C-880 PETALUMA**- HMO practice in an attractive, well-maintained Professional medical plaza. Doctor averages 10 patients per day. 800sf 2 ops, **\$295k**

**C-9501 MARIN COUNTY** - Remarkable opportunity! 8 patients and ~ 6-7 new patients per month. Near HWY 101. Office ~ 800 sf w/3 ops. **\$300k**

## BAY AREA CONTINUED

**D-845 SAN JOSE - Facility** -Attractive office. Traditional décor. Retail Plaza. 2,240 sf & 5 ops. **\$150k**

**D-939 SAN JOSE** - Doctor averages 5 patients daily. Office is ~1,522 sf and has 5 fully equipped ops, **Only \$195k**

**D-877 LOS ALTOS** - Located in a spectacular and pristine Professional plaza. Office is ~ 2,400sf and consists of 6 fully equipped ops **2009 Collections - \$819k!! Asking only \$425K**

**D-9091 Atherton - Assume Lease or Space Sharing Facility** - Turnkey operation. This "turn key" facility would cost nearly twice our asking price to duplicate. 969 sf & 3 ops **Call for Details!**

**D-912 SALINAS**-Doctor averages 8 patients w/ 8 Hygiene patients per day and generates ~20+ new patients per month by location and reputation! ~1,200 square feet and consists of 3 ops. **\$275k**

**D-925 SANTA CLARA** - Family-oriented office. 35+ new patients/month by internal marketing: word-of-mouth referrals of quality care and relationships. In the heart of the Silicon Valley. 1,500 sf & 3 ops **\$499k**

**D-9331 SARATOGA- FACILITY** Open to General Dentistry & Specialists! State of the Art Equipment in excellent condition 1,187sf w/3 ops **\$98k**

## NORTHERN CALIFORNIA

**E-729 AUBURN** - Busy retail shp ctr w/ excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 4ops. Plumbed for 2 add'l ops **\$250k**

**E-7121 SACRAMENTO AREA** - Largely FFS. 1800sf, 4ops (+2 add'l plumbed). 2-story Prof bldg. **\$695k**

## NO CALIFORNIA CONTINUED

**E-881 SACRAMENTO**-State-of-the-art Practice with growing patient base. Professional plaza w/ ample parking. 2,400 sf & 3 fully equipped ops. Plumbed for 3 additional ops **\$250k**

**E-915 ELK GROVE**- Located in an attractive, single-story professional building. 1,200sf 4 equip. ops. **\$650k**

**E-955 ELK GROVE** First-floor suite in desirable commercial corridor. Giant foyer/spacious office w/ spectacular décor. 3 ops w/ plumbing for 2 additional **\$375k**

**E-8641 SACRAMENTO-FACILITY** Fast Growing Area w/easy access to Tahoe and SF Bay! Single Story office near county buildings. 2,100+ sf w/ 3 ops & plumbed for 1 add'l **\$50k**

**G-751 RED BLUFF/CHICO**- Known for special sense of community & small town living. Complete remodel ~7 yrs ago. FFS GP. 2350sf / 4 ops equipped. Plumbed for 2 add'l. **Current Lender Willing to Carry Qualified Buyer. Practice: \$125k / Real Estate: \$185k**

**G-875 YUBA CITY**- Sets the bar for excellence! Established 30 + years, GP, FFS, 3575 sf / 9 ops, great location. **\$1.5m—Associate Buy Opportunity!**

**G-883 CHICO VICINITY** - Quality, fee-for-service practice w/ large, stable, patient base. Attractive Prof. Plaza. 1,990 sf w/ 5 fully equipped ops **\$535k**

**H-668 NE CALIFORNIA** - GP with over 30 yrs goodwill. 4 ops 1600sf office. 2007 gr rcpts exceed \$650k **\$395k**

**H-856 SOUTH LAKE TAHOE** Live and Practice in the Beautiful and Unique Tahoe Area! This GP accepts over 50 new patients each month! Respected and Growing! 1568 sf & 4 ops **\$425k**

800.641.4179

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## WESTERN PRACTICE SALES

John M. Cahill Associates

### CENTRAL VALLEY

**I-772 Facility STOCKTON**-Desirable, affluent health care area. 2,140sf/4 ops **REDUCED!! NOW ONLY \$150k**

**I-685 TURLOCK** - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpmnt. **REDUCED! \$305k**

**I-889 MERCED**- Quality practice well-known for providing comprehensive and full spectrum of dental care. Located in the heart of town, bustling with activity and foot traffic – in well-maintained Medical Professional building complex. 3 fully equipped ops **\$265k**

**I-923 MODESTO**-1495sf/ 4op+1 Newer, All digital. **REDUCED! \$250k**

**I-945 TRACY** - Young, growing, family-oriented practice. Highly motivated patient base. 1,300 sf & 4 ops **\$350k**

**I-949 MODESTO**-Spacious office w/ brand-new build-out and equipment that has never been used which would cost more than our asking price to duplicate! Reasonable rent/Great lease. Retail Shopping Center. 1,250 sf w/ 4 fully equipped ops, **\$149k**

**J-928 ATWATER** - Well-established & respected for gentle treatment. Prof Bldg in desirable area. 1,313 sf w/3 spacious ops **\$230k**

**J-943 CLOVIS FACILITY ONLY**— This Practice would cost more to duplicate! Located in a highly visible shopping center in a desirable neighborhood. Office is ~2,098sf w/6 ops **\$95k**

### SOUTHERN CALIFORNIA

**K-816 MISSION VIEJO**-Top-notch office in popular Rtl Shp Ctr. Close to Gov. amenities & schools. 1,300 sf & 2 ops. **\$290k**

**K-887 ESCONDIDO**-Beautifully landscaped. Free-standing, single-story Dental Prof Bldg. 1,705 sf w/5 ops **\$175k**

**K-916 SANTA MARIA**—Location and reputation are only two of the winning attributes of this stunning practice! 1,545 sf, w/ 4 fully equipped ops, **\$300k Real Estate also available!**

### NEVADA

**LV-910 BOULDER CITY**- Affluent, clean, safe, non-gaming community. In beautiful downtown, recently remodeled, w/sophisticated “boutique” décor & antique furnishings. 1,600sf & 3 ops **\$440k**

**LV-911 LAS VEGAS** - This remarkable practice is the standard we all strive for! ~ 50 new pats/mo. 3,000sf & 7 ops w/ plumbing for 2 add'l **\$900k**

**LV-800 LAS VEGAS**-Well Established FFS practice. Emphasis on prevention. Seasoned Staff. 3350 sf & 6 ops. **\$785k**

**LV-861 LAS VEGAS**— FFS Quality Practice—Stable Patient Base & Seasoned Staff. Professionally Remodeled 1750sf, 5 op office. **\$180k**

**LV-932 LAS VEGAS** - History in excess of \$1 million ~3 years ago. Phenomenal opportunity. Would cost DOUBLE to duplicate! **\$175k**

**LV-868 LAS VEGAS**- FFS on Sahara. Single-story Prof. Bldg. 2,000 sfw/6 ops **\$420k**

### NEVADA CONTINUED

**R-942 CARSON CITY** - Recognized nationally year-after-year, this highly acclaimed dentist and esteemed, state-of-the-art practice sets the bar for all dentists, locally and across the nation. Located in one of the most desirable neighborhoods. State-of-the art, fully digital office. 4,700sf w/10 ops **\$850k**

### SPECIALTY PRACTICES

**I-7861 CTRL VLY ORTHO**- 2,000sf, open bay w/8 chairs. Garden View. Antique Exam Room. 45 years of goodwill. FFS practice sees 60-70 patients daily. Prof Plaza. **\$370k**

**D-892 MORGAN HILL ORTHO**-Remarkable Oppty! Floor to Ceiling Windows—wooded courtyard. 1900sf & 6 chairs in open bay. **\$275k**

**H-913 ORTHO- SIERRA FOOTHILLS** —Strong, loyal base referral base. Practice averages 30 – 60+ pats/day. Pristine, remodeled building w/ ample parking. 2,600 sf w/ 5 chairs/bays **\$500k**

**K-929 SANTA MARIA – PROSTHO-DONTICS** - Where “the patient comes first”. Restorative/Implant Practice, FFS, 3 ops 1400 sf **\$450k**

**I-9461 CENTRAL VALLEY/ORTHO** - Seller has strong referral base and happy patients! Well-respected for excellent, quality service in this family-oriented community. 1,650 sf w/5 chairs/bays plus (2) additional plumbed. **\$140k**

**LV-953 Pedodontic LAS VEGAS** - Highly-esteemed practice is a “friend to all in the family”. 2,512sf w/3½ ops **\$650k**



Timothy G. Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

**Seeking Ortho Practices** in San Fernando Valley, Inland Empire, Los Angeles and Orange County. Please call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or quickbiz4-e@yahoo.com. Financing Available. www.lcffin.com.

**Office manager** experience in treatment coordination etc for dental office. Bilingual. Please call 909/730-4564 or email at shinedentistry@verizon.net.

**SANTA BARBARA/MARIA/YNEZ** Looking to buy in/out an existing dental practice with or without associatship. dinodds@yahoo.com (661)205-3477.

**CENTRAL VALLEY/SO. FRESNO CTY** (3) op comput. G.P. for sale. Newer eqt, digital x-rays & Dentrux s/w. In a smaller town w ltd competition. Built out in mid 2009. Collects \$10K+/mos on very ltd sch. Cash/Ins/PPO. A gold mine for the right Buyer. D&M Practice Sales 818.591.1401.

**Perio-Pro III with day-light loader** for \$1100 as office switched to digital (New roller was just replaced at \$1000), 7603668877.

**PRACTICE SALE or OFFICE SHARE** Huntington Park- Asking \$300K. Prime location of Hisp. community. 20 yrs active practice. 5 ops. Office share also available for specialist. Call Dr. Justin @ (213) 272-7989 or drjustindental@yahoo.com.

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**Timothy G. Giroux**  
DDS/Broker

## ASK THE BROKER

### Question:

Why do I need a broker?

**Christine L., DDS**

You've worked a lifetime building your dental practice. Your dental practice is one of your most valuable assets and it deserves the personal attention of experts.

**Most of us** will not consider selling our houses without a broker, and as a licensed real-estate broker in California, I honestly feel that it is easier to sell a house than a dental practice. A house is an inanimate object that can be easily compared to the other houses in the neighborhood.

**A practice** has multiple aspects which makes it more difficult. To make a good decision, you should consider: tax ramifications which depends on what type of entity your practice is; how the purchase price is allocated; the type of dentistry that is performed to achieve the value of the practice price; what premium or discount to apply based on the quality and age of equipment and leaseholds; the location of your practice; how to deal with retreatment issues, etc.

**A broker** should have an inventory of buyers interested in a particular area and theoretically, the broker with the most exposure should have access to the most possible buyers. Most brokers already know of doctors/buyers that are interested in a particular area. This should help get the best price and hopefully also the best fit for the practice. Finding the right buyer will significantly lessen the chance of legal issues after the sale. In our office, I would estimate we screen five candidates before a particular buyer meets the seller.

**Even if** you have a current associate or a dentist already in mind, I would still advise you to hire a broker. We generally will decrease our commission in this situation. This keeps the buyer honest in the negotiations and ensures their performance. Every year I end up listing several practices where the doctor was strung out for months or years waiting for the associate who expressed their desire to buy the practice but never did.

**All practices** need to be appraised or analyzed for any lender. We provide a rough draft of the contract of sale and navigate the negotiations between the attorneys and accountants. Most of our time and efforts occur *AFTER* there is an established buyer! In short, there is a good reason to hire an experienced broker!

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care for your patients!!**

**Timothy G. Giroux, DDS** is currently the Owner & Broker at **Western Practice Sales** ([westernpracticesales.com](http://westernpracticesales.com)) and a member of the nationally recognized dental organization, ADS Transitions.

Questions? Email them directly to **Timothy G. Giroux, DDS** : [wps@succeed.net](mailto:wps@succeed.net) or Call **800.641.4179**

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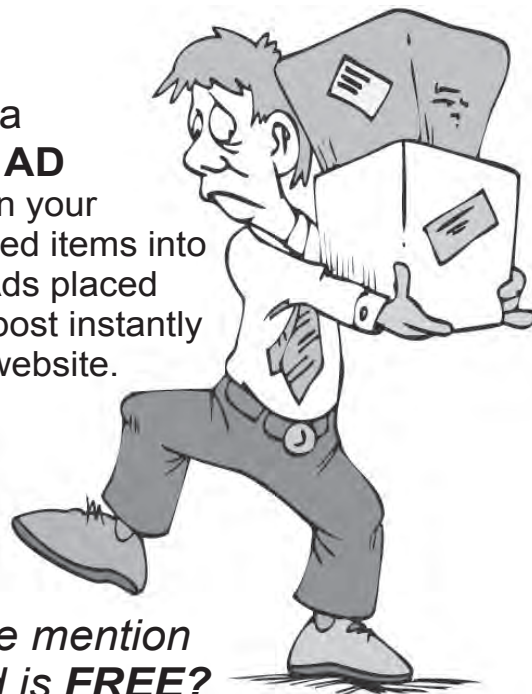
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## DOCTOR QUESTIONNAIRE

Your **anonymous participation** is greatly valued and appreciated.  
This information will be used to provide dental marketers a better understanding  
of how dentists are adjusting to the current economy.

1. Have you attended any dental conventions in the past 10 years?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
2. Have you ceased walking the exhibits floor at dental conventions in the past few years?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
3. Have you been a member of the dental association?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
4. Are you currently a member of the dental association?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
5. Do you currently find yourself purchasing dental supplies more frequently in recent years, perhaps in smaller lots because of cash flow constraints?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
6. Have you made significant changes to the cash flow management of your practice?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
7. Do you and your staff “shop around” before committing to purchase?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
8. Have you ever advertised in The Dental Trader?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
9. If you have advertised in The Dental Trader, were you satisfied with the results?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
10. Do you personally go through every piece of promotional mail sent to your office?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
11. How often do you read nationally circulated dental magazines (DPR, Dental Economics, Dentistry Today, etc)?	<input type="checkbox"/> Rarely <input type="checkbox"/> Infrequently <input type="checkbox"/> Frequently <input type="checkbox"/> Monthly	
12. Do you review a dental company’s website before making a purchase?	<input type="checkbox"/> Never <input type="checkbox"/> Frequently <input type="checkbox"/> Infrequently <input type="checkbox"/> Always	

Additional Comments: \_\_\_\_\_  
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Submit anonymous questionnaire online at:  
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Calif. Dental License #: \_\_\_\_\_

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

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

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

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