

# THE Dental Trader

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So. Calif. Edition

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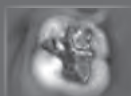
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## FRESNO COUNTY

**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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**Available Office Space** North Hollywood. Good for Specialist-2nd floor. General Dentist is on the 1st floor. (818)679-1780. Luis (owner).

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**Oral Surgeon needed** once a month for multi specialty office in Hesperia. Fax CV to 760 947 1331 or Email: f.dentistry@yahoo.com.

**X-ray Film left for Sale** gone-to-digital, 3 pk of DF-57 (double), 4 DF-58 (single), 1/2-price, email to: dds898@gmail.com.

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**NORTH CTY, S.D** (4) op comput. G.P. for sale. In a shop ctr. Gross Collect \$900K+/yr. Digital & paperless. Cash/Ins/ PPO/HMO pts. Cap Cks \$3-4K/mos. D&M Practice Sales 818.591.1401.

**X-Caliber Panoramic X-ray for sale** Belmont Brand, 3-yr new, gone to digital, located in Arcadia, CA, email to dds898@gmail.com.

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## PRACTICES FOR SALE

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**Burbank** – Rare Burbank opportunity. Long established private practice. 5 ops. Bust shopping center. Priced to sell immediately.

**Encino** – 2 equipped ops + 1 plumbed in prestigious medical bldg., some charts included. Great starter opportunity or bring your patients into a beautiful suite. Reasonable rent.

**North Hollywood** – Equipment & Leaseholds w/charts! Long-estab practice in busy shopping center. 3 ops + x-ray room. Visibility; walkins; pole sign. Priced under \$200k

**North Hollywood** – Strip center location on busy street. 5 ops plus x-ray room. Good visibility. Revenues of over \$40k/mo. Priced for immediate sale.

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**Reseda** – Selected PPO's accepted in this 100% private practice with over 35 years of goodwill. 3 hygiene days/wk. Revenues between \$35-42/mo on part-time schedule.

**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.

**Upcoming** – HMO Practice. Cap checks \$15k/mo. 7+ ops. Monthly income over \$65k/mo. Call us if you are ready to move quickly; have loan approval and are prepared to bid at the asking price.

### *Ventura/Santa Barbara & San Luis Obispo/Kern Counties*

**Oxnard (upcoming)** – Call us now and get your name on the list before this one sells! 1st floor...5 ops...Revenues \$50k/mo...6 ops...busy. Ideal for absentee owner.

**San Luis Obispo (upcoming)** – Private only practice. 25+ yrs of goodwill. Active hygiene program. Revenues exceed \$35k/mo. Seller transition available.

**Bakersfield** – Established over 10 years. Low overhead; small 3 op practice. Annual revenues of \$150 k on p.t. sched. Some HMO revenue.

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# Practice Sales & Appraisals

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**Los Angeles (East)** – 30+ years of goodwill. Seller retiring. Walk-ins. Hispanic Area. Large sign available. Seller owns bldg and willing to offer low cost rent.

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### Montebello

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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

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**SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE:** Prime Wilshire Blvd. location with seven equipped operatories including Cerec unit, Global microscope, digital x-ray machines, and full computerization with Dentrux software. Collections in 2009 were \$1,311,677 and in 2008 were \$1,326,108 with a net income in excess of \$450,000 each year. No advertising, no plans. Nine and one-half days of hygiene per week. Most oral surgery and perio and half of the endo is referred to specialists. Asking \$1,025,000.

**IRVINE FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** Outstanding facility with cerec unit, digital x-rays, full computerization and the only dental practice within a multiple building office complex. Full fee practice collects \$525,000+ each year with lots of upside potential as the Seller has had some medical issues that have limited production. Lots of referred specialty work, as well. Call for details.

**SAN DIEGO AREA PRACTICE AND REAL ESTATE FOR SALE:** Over 35 years of goodwill with building is available for purchase. The practice collects over \$300,000 per year and is currently collecting over \$20,000/month on three days per week with three days of hygiene per week. No Denti-Cal, no HMO, no evenings or weekends. Good potential for growth with a more motivated owner willing to work more days. The free standing building is included with four equipped operatories. Great opportunity to have your own practice and be your own landlord. Asking \$450,000 for the package - **SOLD AT FULL PRICE**

**TORRANCE GENERAL PRACTICE FOR SALE:** This practice is located in a shopping center with excellent visibility and a high traffic count. Seller is retiring after 35 years of practice. Three equipped operatories. Practice collects \$180,000 per year with no Denti-Cal, no HMO, no advertising and no evenings. The practice cost more to build and equip than the asking price when it was moved to the current location in 1991. Motivated. Asking \$130,000.

**WEST LOS ANGELES PRACTICE FOR SALE:** Located in a professional building, this practice has four equipped operatories with additional operatories plumbed but not equipped for future growth. The practice collects \$15,000-20,000 per month on two days per week with approximately \$3,000/month in capitation. Excellent opportunity for a buyer that wants a low cost practice or has patients in the area to merge. Asking \$210,000.

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**CANOGA PARK GENERAL PRACTICE FOR SALE:** This is an excellent starter practice that is located in small, one-story professional building on a busy street with good signage and visibility. The practice has two equipped operatories with one additional operator that is plumbed, but not equipped. Computer networked. Attractive office. Practice has \$4-5,000 per month in capitation and accepts all insurances. Owner works three days per week with no evenings or weekends. Seller refers all endo, all perio surgery, all third molars and all ortho. Good lease. Seller is motivated and must retire. **MAKE OFFER**

**SAN DIEGO GENERAL PRACTICE FOR SALE:** Prominently located in a prime location in a major shopping center, this practice averages 44 new patients per month with minimal advertising. The office has four fully equipped operatories with digital x-rays and full computerization. Collections are over \$765,000 per year with no capitation. The net income averages over \$300,000 per year. The office is open five days per week with four full days of hygiene per week. Asking \$625,000.

**SAN CLEMENTE PRACTICE AND REAL ESTATE FOR SALE:** Free standing dental building with rental apartment unit within walking distance to the beach. Three equipped operatories with newer equipment. Long established fee for service practice collects \$170,000 per year with no marketing, no capitation, no Denti-Cal, no evenings and no weekends. Seller works a short three days per week with a high net income due to building ownership. Practice with real estate is available for \$750,000.

**HESPERIA MANAGED CARE PRACTICE FOR SALE:** Absentee owner collects over \$400,000 per year on three days per week with \$10,000 per month in capitation. No Denti-Cal and no advertising. Four equipped operatories in a shopping center. Potential for substantial revenue growth with an owner operator. Asking \$375,000. - **SOLD AT FULL PRICE**

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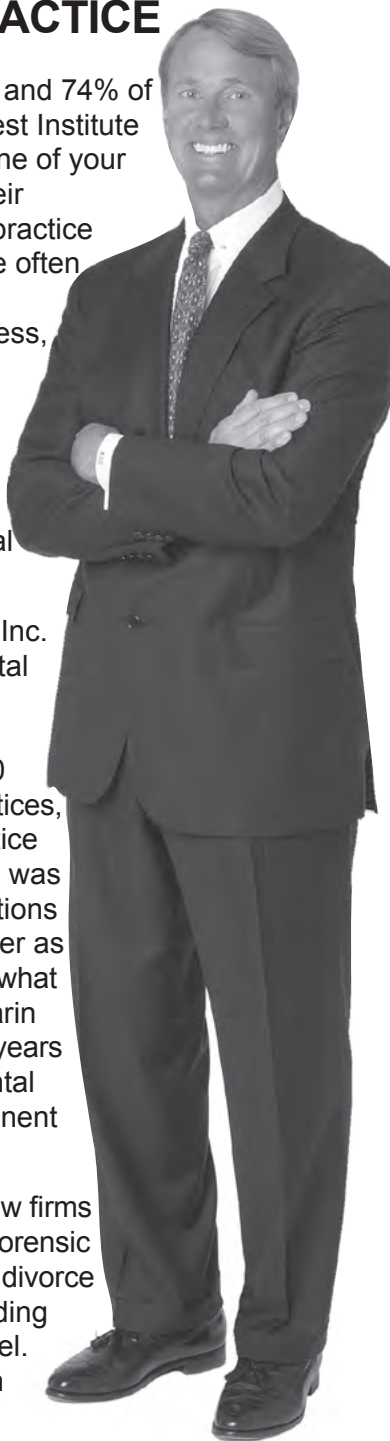
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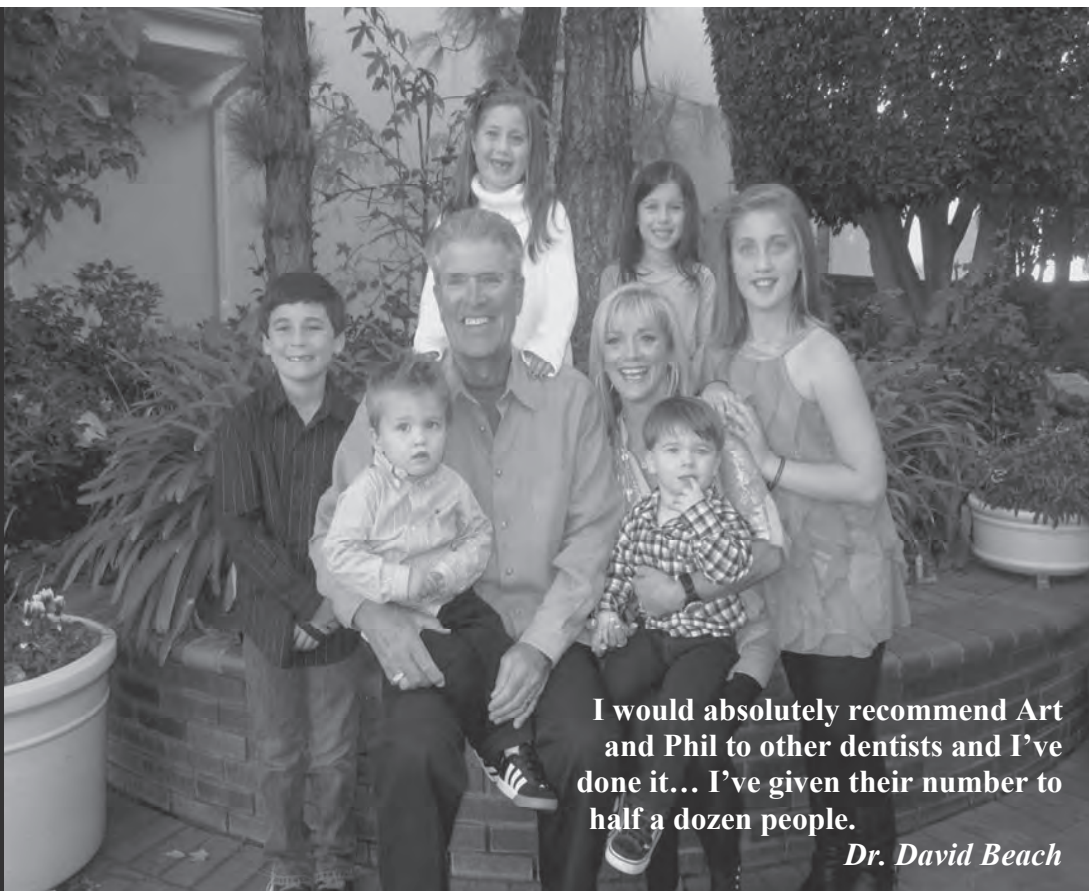
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Dr. McKell, DDS

"PS&A sold my practice in nine weeks and handled everything. It was a quick and easy transition. I didn't have to do a thing."

Dr. Shah, DMD

"Tax positioning motivated me to buy a dental practice and I had several very specific prerequisites in mind for the purchase. PS&A examined my list and located the perfect office for me...it had everything I wanted plus some things I hadn't considered. I was amazed how quickly and smoothly everything went."

Dr. Zarinnegar, DDS

"My practice was listed with another broker for 12 months without a single solid offer. Within seven weeks with PS&A I not only had multiple offers but was able to select the buyer best suited for the culture of my practice. What a difference! I highly recommend PS&A."

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**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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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.

Questions? Email them directly to **Timothy G. Giroux, DDS :**  
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## FEATURED LISTINGS

**HEMET GP** - Practice was established 30 years ago. Seller purchased office in March 2010. Since then Seller has accepted a position with the State. Seller currently works 1 day per week and has an Associate working 2 □ days per week. Located in a busy shopping center the office consist of 1,200 sq. ft., 3 eq. ops and 1 plumbed not eq. Income source: 25% insurance & 70% cash. Office is computerized with digital Easy Dent software and has newer equipment. Great location next to Home Depot. Great exposure. Beautiful Office. Property # 3851.

**IRVINE GP** – Established in 1987 this practice is located in 3 story medical / dental building. Office consist of 3 eq. ops., with Data Team software. Absentee owner. Practice is open 6 days/wk with 1 day/mo of hygiene. 100% patient referral. Income source: 84% insurance / 15% cash / 1% Medi-cal. Collected approximately \$273,829 in 2010. **BUYER'S NET OF \$74K.** Easy access to the 5 freeway. Next to a busy shopping center. Property ID #3901.

**LONG BEACH GP** – Established in 1952; this modern refurbished office is located in a 2 story Medical / Dental building. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-15 patients/day. Fee for service practice. 100% Patient referral. Practice consist of 5 eq. ops., with Eagle soft software, and intra-oral camera. Grossed approximately \$667,686 in 2010. **BUYER'S NET OF \$229K.** Near busy shopping area and high traffic area. Property ID # 3921.

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**DIAMOND BAR** – Great opportunity for a GP or Specialty office. Leasehold Improvements & Equipment Only! Located in a 2 story building. Practice consist of 12 spacious eq. ops., 3 plumbed not eq., 6,400 sq. ft. office. A must see. Property ID #3721.

**HOLLYWOOD - GP** – Leasehold Improvements, Equipment and Some Charts!! Located in a 2 story general purpose building. Practice consist of 5 fully eq. ops., computerized office with Alta Point software. Great street visibility and heavy traffic flow. Property ID #3761.

**LONG BEACH GP** – Established in 1952; this modern refurbished office is located in a 2 story Medical / Dental building. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-15 patients/day. Fee for service practice. 100% Patient referral. Practice consist of 5 eq. ops., with Eagle soft software, and intra-oral camera. Grossed approximately \$667,686 in 2010. **BUYER'S NET OF \$229K.** Near busy shopping area and high traffic area. Property ID # 3921.

**LOS ANGELES – PRICE REDUCED!!** 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrix software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. **BUYER'S NET OF \$58K.** Property ID #2771.

**LOS ANGELES GP** - Well established practice with 32 years of goodwill. Located in a single standing building. Building for sale with large parking, gated and fenced. Excellent signage. Absentee owner for 20 years. Four day/wk practice. Practice consist of 4 fully computerized ops., with Easy Dental software and intra oral camera. 100% Patient referral. Associates see approximately 20 new patients/mo. Income source: 25% insurance / 20% cash / 55% Denti-Cal. Great staff. Property ID # 3771.

**LOS ANGELES** - Leasehold Improvements, Equipment and Some Charts!! General Practice located in a two story busy shopping center with great exposure and valet parking available. Practice consist 1,035 sq. ft. with 4 fully eq. ops. Computerized office with intra oral camera and 5 year old equipment. Absentee owner. Call CPS for more information. Property ID #3861.

**LOS ANGELES GP** - With over 20 years of goodwill this Turn Key practice is located in a 7 story Medical / Dental building. Office has excellent window views. Practice consist of 3 fully eq. ops., with Digital Denti-soft software and intra oral camera. Fee for service practice. 100% patient referral. Office is open 3 days/wk. Seller works 2-3 days/mo and sees approximately 8-10 patients per day. Office has potential. Low sales price!! Property ID #3791.

**LOS ANGELES GP** – Established over 50 years ago, this all cash practice is located a 2 story building. Great street visibility and heavy traffic flow. Five day/wk practice with 2 days/wk of hygiene. Practice consists of a 2,400 sq. ft. suite with 6 fully computerized operatories, Computer Age software, intra oral camera and digital x-ray. Approximately 4-5 year old equipment. 100% patient referral. Grossed \$605K in 2009 corporate year. Property ID #3881.

**MALIBU** - General practice located in a very desirable upscale area with excellent exposure, visibility and signage. Four day/wk practice with two days/wk of hygiene. Fee for service practice. 100% patient referral. Practice consist of 4 fully eq. ops., plumbed for N2O2, computerized with Easy Dental software, intra oral camera and digital x-ray. Practice is low volume, high fee & high quality dental care. Office has new floor, paint and air conditioner system. Seller will be concentration on primary offices. Property ID #3651.

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**MONTEBELLO GP - PRICE REDUCED!!** Long Established Practice - Leasehold Improvement, Equipment & Charts Only! 2 fully eq. ops., 1 plumbed not eq., 900 sq. ft. practice, located in single story busy shopping center. Computerized office with digital x-ray and 3 Star software package. Equipment 5 years old. Good street visibility. Easy access to freeway. Seller has another practice in Orange County. Property ID # 2701.

**SAN GABRIEL GP** – 4 fully eq. op., computerized with Soft Dent software, intra oral camera and digital x-ray located single free standing building. Seller owns building. Excellent exposure, visibility and signage. Office is open 6 days/wk with approx. 25-30 new patients/mo. Fee for service practice. Twenty two years of goodwill. Property #3701.

**SHERMAN OAKS GP – PRICE REDUCED!** Turn-Key practice located in busy shopping center. Office consist of 3 fully eq. ops. 840 sq. ft suite, computerized with Easy Dental software and intra-oral camera. Seller work 2 days/wk. Sees approx. 6-8 patients/day. Income source: 70% insurance & 30% cash. Great street visibility with heavy traffic flow. A must see to appreciate. Property ID # 3461.

**SOUTH GATE** - Leasehold Improvement & Equipment Only!! Great opportunity for a GP or Specialist. This practice consist of 2 eq. ops., with Practice Web software and intra-oral camera. Office located in single story building. Corner location with heavy traffic flow. Excellent street visibility. Price for an immediate sale. Property ID #3911.

**SOUTH GATE GP** – Leasehold Improvement, equipment with charts!! Established over 50 years ago, this practice is located in a free standing building across the street from the City Hall. Office consist of 4 eq. ops, with Open Dental software and 1 plumbed not eq. op. Has great street visibility with heavy traffic flow. Low sales price for a quick sale. Property ID #3941.

**VALENCIA GP** – State-of-the-Art office with Condo suite available for purchase or for lease. Established in 2003 located in 2 story building. Practice consist of 6 fully computerized eq. ops., Soft Dent software, intra oral camera and digital x-ray. Three year old equipment. Four days/wk office with one day/mo of Ortho. Sees approximately 30 new patients/mo. Fee for service practice. Advertises in a well known magazine. Grossed approximately \$708K for 2010. Call Now!! Property ID #3741.

### ORANGE COUNTY

**ALISO VIEJO** - Another great opportunity for a GP or Specialty office. This spacious build out of over 2100 sq. feet is selling Leasehold Improvements & Equipment Only. The practice was started from scratch in 2001 in a beautiful two story Professional Medical building. With 4 fully equipped ops, there is also another one that is not equipped but plumbed and ready to go. Additionally there are two private offices and a consultation room that could be used for an office manager. Contact your CPS Broker for more details on Property ID # 3831.

**ALISO VIEJO - PRICE REDUCED!!** Modern design Turn Key practice with great views and beautiful decor. 5 fully spacious eq. ops., 1 plumbed not eq., 2,600 sq. ft. suite located in a Medical Professional Building. Computerized with Eagle soft software, intra oral camera and digital x-ray. 5 days/wk practice with approx. 20 new patients/mo. Income source: 80% insurance & 20% cash. Seller will be relocating out of area. Property ID #3301.

**GARDEN GROVE (GP) Turn Key** - Ten (10) years of goodwill. Consist of 3 fully eq. ops., located in a 2 story professional retail building. Good exposure and visibility. Seller only works 1.5 days/wk. Income source: 20% insurance & 80% cash. 100% Patient referral. Computerized office with Dentrux software. Grossed approximately \$113, 747 for 2010. **LOW SALES PRICE FOR QUICK SALE!!** Property ID #3561.

**GARDEN GROVE (GP)** – GROUP SOLO PRACTICES~ 2 OFFICES UNDER ONE LOCATION~ BOTH LISTINGS ARE TO BE SOLD TOGETHER: Retiring Sellers / Great Location / Great Staff! / Great Potential / Office Condo for sale, price for building is to be agreed upon appraisal.

- **36 YEARS OF GOODWILL** / 3 eq. ops / Seller works 4 days per week and sees approx. 10-12 patients per day / Seller has 2 Hygienists working 2-4 days each / Office Income is 70% Insurance & 30% Cash / 100% Patient Referral / THIS GROUP SOLO IS NOT COMPUTERIZED / Collected approx. \$696,619 for 2009 Corporate Year. Property ID #3591-A

- **36 YEARS OF GOODWILL** / 2 eq. ops, & 1 plumbed not eq. / 1,000 sq. ft. / Seller works 4 days per week and sees approx. 12-13 patients per day / Newer Equipment / Computerized Office / Software used is Easy Dental / 100% Patient Referral / Projecting approx. \$342,890 for 2010. Property ID #3591-B.

**Web site: [www.calpracticesales.com](http://www.calpracticesales.com)**

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



Tina Ochoa, V.P.



# CALIFORNIA

## Specializing in the Selling

**IRVINE – PRICE REDUCED!!** Great opportunity for GP or Specialist!! Leasehold Improvements & Equipment Only - 5 fully eq. ops., 1,450 sq. ft. suite located in a busy large shopping center. Approx. 1/2 mile away from 405 freeway. Near Valley College. Seller is relocating practice to a new office. Property ID #3401.

**IRVINE** – GP practice located in a busy shopping center next to a Medical Building. Easy freeway access. 4 fully eq. ops., 1,200 sq. ft. suite. 3 days/wk practice with approx. 45 new patients/mo. Income source: 60% insurance, 15% cash and 5% Medi-Cal & 20% capitation. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Seller moving out of area. Property ID#3471.

**IRVINE GP** – Established in 1987 this practice is located in 3 story medical / dental building. Office consist of 3 eq. ops., with Data Team software. Absentee owner. Practice is open 6 days/wk with 1 day/mo of hygiene. 100% patient referral. Income source: 84% insurance / 15% cash / 1% Medi-cal. Collected approximately \$273,829 in 2010. BUYER'S NET OF \$74K. Easy access to the 5 freeway. Next to a busy shopping center. Property ID #3901.

**LAKE FOREST** – Leasehold Improvement & Equipment Only! Modern design office with State-of-the-Art equipment. Practice is computerized and consist of 4 fully eq. ops., 2 plumbed not eq., intra oral camera and digital x-ray. Established in 2008. The office also offers a day spa and med spa. Note: Optional spa equipment can be purchased for \$100,000. Seller owns condo and may consider selling if the price is right. Great opportunity for a GP or Specialist. Property ID #3631.

**MISSION VIEJO GP** – Over 31 years of goodwill, this well established fee for service practice is located in a single story busy shopping center. Practice consists of a 1, 130 sq. ft. suite with 4 fully computerized ops., Dentrix software, intra oral camera and digital x-ray. Seller works 4 days/wk and sees approximately 10-12 patients/day. 100% patient referral. Grossed approximately \$524K in 2010. **BUYER'S NET OF \$126K.** Great location in busy street with excellent signage. Property ID #2061.

**ORANGE (GP) – PRICE REDUCED!!** Well established practice located in a single story medical center with 4 fully eq. ops., 1 plumbed not eq., in a 2,000 sq. ft. suite. Computerized office with intra oral camera, digital x-ray and Dentrix software. 4 days/wk practice. Income source: 80% insurance & 20% cash. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Property ID #3531.

**TUSTIN** – Great starter for a GP or Specialist. Leasehold Improvement & Equipment Only. Located in a busy shopping center with 4 fully eq. ops., on a 1,200 sq. ft. suite. Office with great potential. Motivated seller moving office to location nearby. Property ID #3481.

**YORBA LINDA** – Turn Key practice located in a free standing building with heavy traffic intersection, excellent street visibility and good signage. Practice consist of 4 fully eq. ops., 3 plumbed not eq., newer equipment and fully computerized office with Easy Dental software. Seller works 2 days/wk and sees approximately 8-12 patients/day. Income source: 50% insurance and 50% cash. Grossed approx. \$262,878 for 2010. Motivated Sellers moving out of state. Great potential for a full time owner. Property ID #3711.

### RIVERSIDE & SAN BERNARDINO COUNTIES

**CORONA – PRICE REDUCED!!** Leasehold Improvement, Equipment & Some Charts!!! 4 fully eq. ops., 1 plumbed not eq., 1,592 sq. ft. suite located a busy shopping center. Computerized office with intra-oral camera. Seller leaving Healthy Family & Medi-Cal patient charts up to 21 yrs of age. Seller moving his practice to a new office. Practice has 12' ceiling ceilings, ceramic tiles in equipped operatories and waiting room and sound system in ceiling. Good street visibility with heavy traffic flow. Property ID #3431.

**HEMET GP** – Practice was established 30 years ago. Seller purchased office in March 2010. Since then Seller has accepted a position with the State. Seller currently works 1 day per week and has an Associate working 2 1/2 days per week. Located in a busy shopping center the office consist of 1,200 sq. ft., 3 eq. ops and 1 plumbed not eq. Income source: 25% insurance & 70% cash. Office is computerized with digital Easy Dent software and has newer equipment. Great location next to Home Depot. Great exposure. Beautiful Office. Property # 3851.

**MORENO VALLEY** – TURN-KEY OFFICE with 5 equipped ops & x-ray room w/pano located in FREE-STANDING building. Seller open to sell real estate. Approx. 25 yr old equip., established since 1983. 90% insur. (15-20 PPO's), 10% cash non-computerized office; 100% patient referral. Property ID #3641.

**MURRIETA (GP) – PRICE REDUCED!!** Leasehold improvement, equipment and some charts!! Well design office with 4 fully eq. ops., 1,350 sq. ft office located in a single story condo. Computerized office with intra oral camera and with Easy Dental software. Newer equipment. Seller will be focusing on his primary office in Calexico. Property ID #3221.



# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

**RANCHO CUCAMONGA** – Great opportunity for a GP or Specialist - Leasehold improvements & equipment only! Office consist of 6 equipped ops., 1,800 sq. ft. suite located in 2 story medical / dental professional building. Computerized office with digital x-ray and Dentrix software. Motivated Seller moving the practice to a new building. Property ID #3191.

**TEMECULA (GP)** – Turn-Key practice located in a 2 story building with 4 full eq. ops. Computerized office with intra oral camera. Seller works 3 days/wk. 100% patient referral. Fee for service practice. Established in 2001. Located in a major street. Easy access to freeway. Low sales price!!! Property ID # 3731.

**VICTORVILLE (GP)** – Located in a 1, 512 sq. ft. single standing building with over 55 years of goodwill. BUILDING FOR SALE. Practice consists of 4 fully computerized eq. ops with Eagle Soft software and digital x-ray. Seller works 4.5 days/wk with 3 days of hygiene. Sees approximately 8-12 patients per day. Fee for service practice. 100% Patient referral. Great street exposure and excellent signage. Seller recently made improvements inside and out. Grossed approximately \$331,332 for 2010. **BUYER'S NET OF \$66,868.** Property ID #3871.

### SAN DIEGO COUNTY

**SAN DIEGO** – Long established General Practice located in a 3 story medical glass building with 3 fully eq. ops. Computerized office with Eagle Soft software, intra oral camera and digital x-ray. Office was remodeled 4.5 years ago. Retiring Seller works 5 days/wk. Fee for service practice. 100% Patient Referral. Collected \$757, 835 for 2009. Grossed approx. \$740K for 2010. **BUYER'S NET OF \$222K.** Call now for more details. Property ID # 3671.

**SAN DIEGO (GP)** – Leasehold improvement, equipment & some charts!!! Located in a 2 story building with 10 parking spaces. Office consist of 1,300 sq. ft., 5 eq. ops., with Dentrix software. Good location with heavy traffic flow. Great opportunity for a first time owner. Retiring seller owns the building and is offering a low cost rent. Property ID #3141.

**VISTA - GP** – Located in a Medical / Dental building. This well established practice with 31 years of goodwill consist of 3 fully computerized eq. ops, 2 plumbed not eq. with Dentrix software and intra oral camera and digital x-ray. Five days/wk office. Fee for service practice. Sees approximately 8-10 new patients/mo. 100% patient referral. Seller will be retiring. **BUYER'S NET OF \$104K.** Property ID #3781.

### SPECIALTY OFFICES

**UPLAND / CLAREMONT AREA (ORTHO)** – Long established Orthodontic practice located in a medical / dental building in upscale neighborhood with reasonable rent. Excellent opportunity for a second office or a starter practice. Consist of 3 fully equipped chairs. Office open 3 days/wk, doctor works 10 to 11 days per month. Seller will stay for patient introductions and a smooth transition. Fee for service practice. Property ID #3681.

**WOODLAND HILLS (PEDO)** – Well equipped Pedo office with 3 chairs in open bay area. Fully computerized with Eagle Soft software and digital x-ray. Seller works 4 days/wk with half day/wk of hygiene. 31 years of goodwill. There is only one other Pedo in the area. Grossed approx. \$643K for 2010. **BUYER'S NET OF \$305K.** Property ID #3661.

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**PRACTICE FOR SALE - #3237** Anaheim Hills – Group member wanted – Hi identity. GP has space to share with Specialist. Pedo/Ortho/Or?. Call PPS (714) 832-0230.

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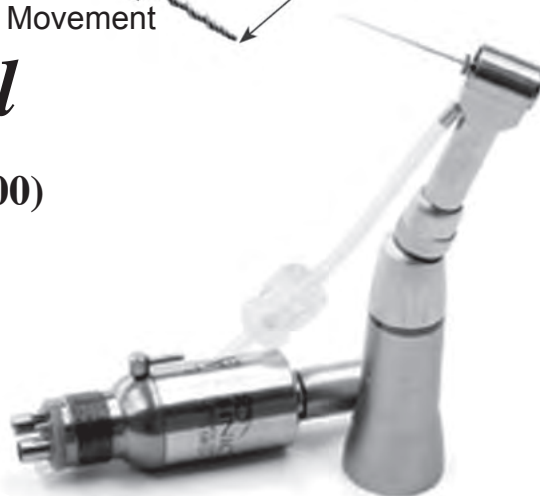
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- **FAIR OAKS/FOLSOM/GOLD RIVER:** *For Sale*-Gross Receipts in excess of \$1.1 Million dollars for the past three years. Adjusted net \$450K. 2,400 sq ft office-5 ops. Hygiene days-6. Owner works 32 hours per week. Eagle Soft, Laser, Pano Intra-Oral 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, Dextrix, 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, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337
- **GREATHER 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 Dextrix. 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 1,082 sq. ft. office space. Dextrix 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% Dential and has approximately 2,000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$709,000. 6 equipped operatories, 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. Dextrix, 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 Dextrix 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). Dextrix 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, Dextrix 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, Dextrix, 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. #14512
- **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. #14333
- **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. Dextrix 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

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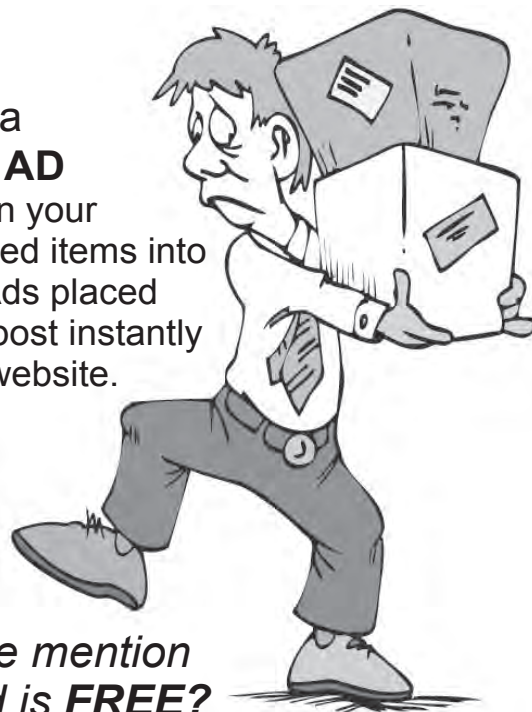
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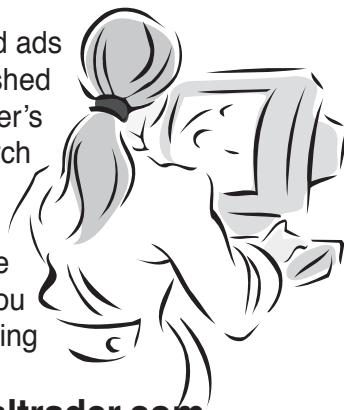
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- Pascal Magne, PhD, Dr.Med.Dent. ("Biomimetic Restorative Dentistry")
- Howard S. Glazer, DDS, FAGD ("What's Hot and What's Getting Hotter")
- Harold L. Crossley, DDS, PhD ("What's the Real Deal About Street and Prescription Drug Abuse" and "The 30 Most Physician-Prescribed Medications")
- Karl R. Koerner, DDS, MS ("Surgical Extractions Using New High-tech Devices")
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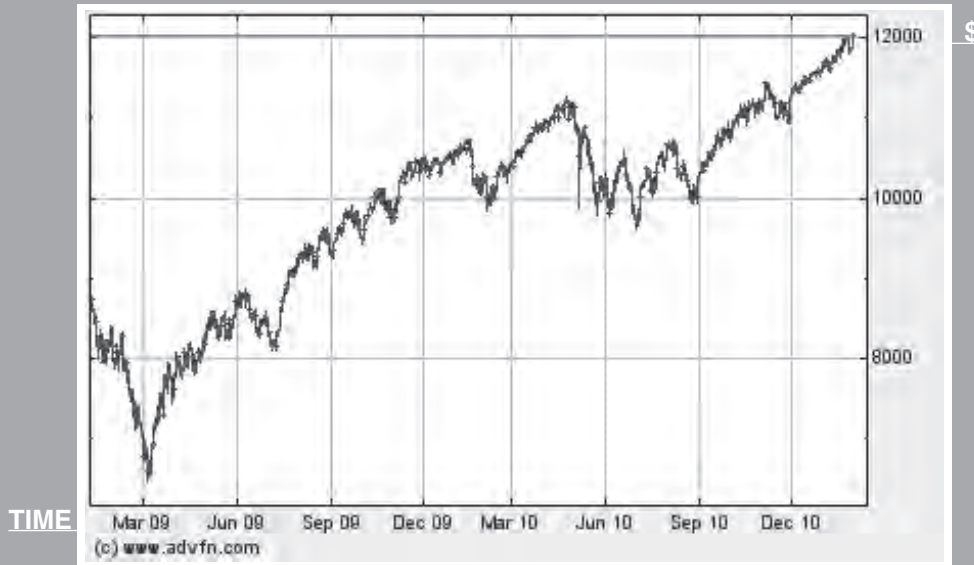
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for Dental Health Needs Your Help! We are a nonprofit children's dental clinic in La Puente in need volunteer dentists to provide treatment on Fridays from 8 am - 12 pm. Call 626-688-6407 or visit [www.sgvfdh.com](http://www.sgvfdh.com).

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Highly profitable, long established orthodontic practice in a suburban/family community in an area surrounded by schools - ideal for an orthodontic practice. The 4 chair open bay facility is highly efficient. The seller is retiring.

### **BAKERSFIELD**

Busy, GP in a stand alone building near a popular commercial area. The practice, which has been established over 20 years, has room for growth with 3 equipped ops and 2 plumbed/unequipped ops. The seller is relocating out of state.

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Long established, 4 op GP with an excellent location in a professional complex. Strong patient base developed over 34 years. The seller is retiring.

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4 op, long established endodontic practice. Located in an easily accessible professional building next to a major intersection.

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Multi office opportunity. Contact us for more details.

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# THE Dental Trader™

## 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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**Need GP for children clinic.** Registered with Denti-cal a plus. San Gabriel Valley. Will mentor. Email resume j1pmlc@gmail.com.

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**Position available Periodontist part-time** In the central coast(Santa Maria Ca.)Call 805-928-6776 or email cv to friendlismilesdentalgroup@yahoo.com.

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- 3271 - Costa Mesa - Hi identity office. 1,400 sq.ft., 4 Ops, Pelton crane. 5th Op plumbed. Seller grossed less than \$1 million in past. Proven location @ \$125,000.
- 3275 - Emergency - Palmdale - Hi identity shopping center. 3 days hygiene. Gross \$390k 10 months. Refers out all Endo, extractions. All perio. Bargain due to Emergency \$285,000.
- 3277 - Torrance. GP - Est 12 yrs. Grossing \$189,000 12hrs/wk. 2nd office no time to build. Hi identity location. Invested \$250,000
- 3279 - Tustin - 4,600 sq.ft. Hi identity building. 4 Lighted corner. 65,000 autos plus per day. Make entire bldg your dental sign. F.P. \$1,650,000
- 3280 - Indio - 4,6000 sq. ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand.
- 3281 - Yucca Valley - Hi identity (huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. F.P. \$165,000

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