

THE Dental Trader

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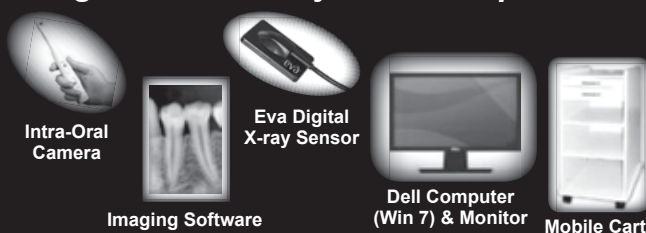
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FRESNO COUNTY

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 ept., (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

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. [SOLD]**

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]**

SAN GABRIEL VALLEY - (3) op computerized G.P. Located in a two story medical/dental bldg on a well known, heavily traveled, main blvd. Cash/Ins/PPO pt. base w no HMO or Denti-Cal. Gross Collect. \$550K-\$600K/yr. Seller retiring but will assist w transition. **[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]**

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]**

WOODLAND HILLS - BUILD TO SUIT MEDICAL & DENTAL OFFICES. 1,245 - 4,000 sq ft office space available w generous tenant improvements and/or lease concessions. Located on a very busy main blvd. Excellent exposure, signage and parking. **[NEW]**

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

SOLD OUT - Room for your Riverside County Listing Available.

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

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]**

SANTA BARBARA COUNTY

SANTA BARBARA - Located in a highly sought after & desirable area, this G.P. is in a garden style prof. bldg w St. frontage. The comput. office has (4) ops./ (3) eqt'd./4th plumbed not eqt'd. Pt. base is Cash/Ins. & PPO only. There are (4) days of hygiene/wk, approx. (20) new pts/mos. & is Pano eqt'd. Collects. are \$400K+/yr on a (4) day wk. Some Acc't Rcv. included for immediate cash flow. Motivated seller. Priced to sell. **[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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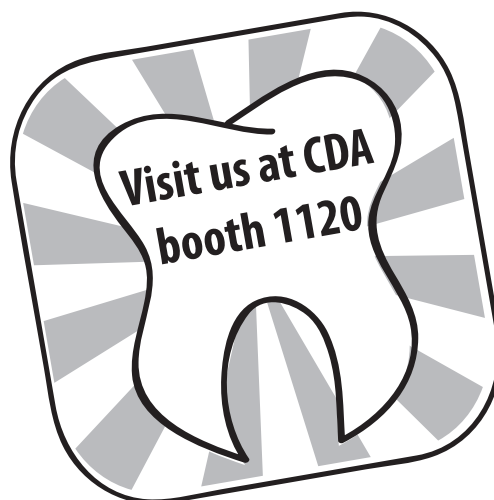
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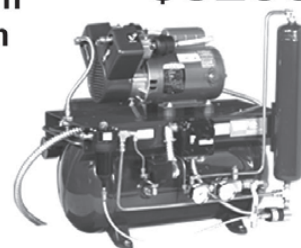


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MAY 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	10	11	12	13	14
MOTHER'S DAY				CINCO DE MAYO		DENTAL TRADER READER AD DEADLINE
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				ARMED FORCES DAY
	MEMORIAL DAY					

April

S	M	T	W	T	F	S
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

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26	27	28	29	30		

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MAY 12-14: Anaheim CDA Convention

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- **BARSTOW:** For Sale-General Dentistry Practice. Gross Receipts \$395K with an adjusted net income of \$193K. Office consists of 1,100 sq. ft. 4 operatories. Intra-Oral camera, Dentisoft. There are 3-hygiene days per week. Practice has been in its present location for the past 25 1/2 years.
- **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. #14345
- **EL DORADO HILLS:** For Sale-General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$331K. Intra-Oral camera, Pano, Softdent software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring. #14324
- **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. 2,000 active patients. Leased office is 2,000 sq. ft. with 4 equipped operatories - 5 possible. Patient Base software. Owner to retire. #14350
- **FOLSOM:** For Sale-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops, Digital, Dentrux, Intra-Oral camera, Laser, 5+year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FRESNO:** For Sale-General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene.
- **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. Intra-oral camera, Diagondent, EZ Dental Software. Good Location. Owner retiring. #14337
- **GREATER FAIR OAKS-SUNRISE AREA:** 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
- **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 Dentrux. Equipment is nine years old. Delta Premier is only insurance. Owner retiring. #14349
- **IRVINE & COSTA MESA:** For Sale-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrux. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrux
- **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. #14352
- **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. Dentrux 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. #14348
- **LOS ANGELES:** For Sale-General Dentistry Practice: This practice 80% Dental and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$709,000. 6 equipped tx rms, 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. Dentrux, Cerec, and Intra-Oral camera. Owner to retire. #14308
- **NAPA:** For Sale-General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$250K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days. 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- **NEWPORT BEACH:** For Sale-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software.
- **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 Dentrux software in this 5-chair office. 2010 Gross Receipts \$610K. Owner retiring. Call for details. #14322
- **OCEANSIDE:** For Sale-Modern looking office. 4 op, office space and equipment only. Belmont chairs. Genex 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. 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. 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). Dentrux 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, Dentrux 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 Intra-Oral camera, Dentrux, 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 DIEGO:** For Sale-General Dentistry Practice. This office is plumbed for 4 ops, 3 ops. are currently with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$185,645. PPO and Fee for service practice. #14315
- **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. Dentrux 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

- **SAN LUIS OBISPO:** For Sale -Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrux software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views.
- **SANTA CRUZ:** For Sale-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. with 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrux software. Practice has been in its present location since 1980. Owner retiring.

- **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. Gross Receipts \$434K with 38% overhead. Owner relocating. #14320
- **TURLOCK:** For Sale- General Dentistry Practice. 2009 Gross Receipts \$2,728,319 with an adjusted net income of \$925,251. 13 days of hygiene in this tastefully decorated 2,500 sq ft office space. Owner is retiring form clinical dentistry.

- **VISALIA:** For Sale- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$301K. 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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