

# THE Dental Trader

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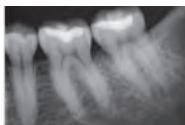
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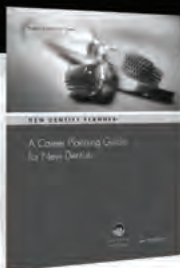
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**FRESNO COUNTY**

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

**KERN COUNTY**

**BAKERSFIELD #20** - (3) op computerized G.P. & a duplex bldg. (2) ops eq't'd with new eq't, 3rd op plumbed not eq't'd. Cash/Ins/PPO & some regional center reimbursements. No HMO's or Denti-Cal! Gross collect \$450K-\$470K/yr. 35 years of goodwill. Approx 25 new pts/mos. Seller retiring. **SOLD**

**LOS ANGELES COUNTY**

**ARCADIA** - (4) op computerized G.P. located in a well known, easily accessible medical dental bldg. on a main blvd. Cash/Ins/PPO with no HMO's or Denti-Cal. Gross Collect \$315K+/yr on a (4) day wk. **NEW**

**BALDWIN PARK #2** - (5) op computerized G.P. (4) ops eq't'd. 5th plumbed. Cash/Ins/PPO/Denti-Cal pts. In a strip ctr w good signage/visibility. Easy Dental s/w. 2008 Gross Collect approx. \$230K p.t. Can do more f.t.

**CULVER CITY** - Recently remodeled (3) op comp. G.P. on a main blvd w exposure/visibility. Digital x-rays. (2) new Belmont ops and (1) older Belmont op. Cash/Ins/PPO pt. base w minimal Denti-Cal & no HMO's. Gross Collect \$425K+/yr. Lower overhead office with high net. Seller returning to specialty school. **NEW**

**GLENDALE** - Extremely motivated Seller wishes to sell their (4) op (2 eq't'd & 2 plumbed) G.P. office located in a free standing bldg with exposure & visibility. Mixed patient base. Gross Collect \$110K+ on (1-2) days/wk. **Price Reduction.**

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

**LOS ANGELES (KOREA TOWN)** - Computerized G.P. located in the Korea Town area of Los Angeles. Store front location with excellent exposure, visibility & signage. State of the art facility with (7) ops of newer Belmont equip, Cerec 3, (2) lasers, fully equipped lab, (6) digital x-rays, Dentrix s/w, PRP System, Jaw Tracs, and 3D ICAT Imaging System. Annual Gross Collections of **\$1.4M+ with an annual net of approx \$450K!** Cash/Ins/PPO pt. base. No HMO's & no Denti-Cal. Approx 20 new pts./mos. 30+ years of Goodwill. Seller retiring but will assist with transition or could stay on part time. **NEW**

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

**NORTH HOLLYWOOD** - (4) op Turnkey Office with patients. (2) ops eq't'd, (2) additional plumbed. Located in a grocery store anchored Shop Ctr with excellent exposure, visibility and signage. Heavy foot traffic with many walk ins. Cash/Ins/PPO and some Denti-Cal. Seller working only part time schedule. This practice can do \$400K-\$500K with some advertising and more hours. Seller retiring. **PENDING**

**RESEDA** - (4) op G.P. w an x-ray room. (2) ops eq't'd, (2) additional plumbed. 10-12 new pts per mos. Pt. base is Cash/Ins/PPO and small amt of Denti-Cal. Gross Collect \$230K+/yr. p.t. Low overhead/high net. Seller retiring. **NEW**

**SANTA CLARITA VALLEY** - HERE'S THE ONE YOU'VE BEEN WAITING FOR!! (11) op computerized G.P. (10) ops eq't'd, 11th op plumbed. In a well known prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect of \$1.6M+/yr. **with an annual net of approx \$600K!** Cap Cks of \$13K-\$15K/mos. Refers out Diff. O.S., Perio & Ortho. Pract can be easily grown to \$2.5M+/yr by adding more hygiene, specialists, and advertising. **PENDING**

**TARZANA** - (3) op computerized G.P. Located in a busy shop ctr. Excell. exposure/visibility/signage. Cash/Ins/PPO/HMO pts. 2008 Gross Collect approx. \$600K+ on a (3) day wk. Seller collect. \$960K f.t. in 2006 before her pregnancy. Tremendous upside. **PENDING**

**WOODLAND HILLS** - (3) op computerized G.P. in a strip center on a main blvd. w excell exposure, visibility & signage. Digital x-rays & intra oral camera. Dentrix software. Cash/Ins/PPO only. No HMO's & no Denti-Cal. 1-800 Dentist provider. 2009 projected Gross Collect. of \$700K+. Seller is taking an academic position but will transition.

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**RIVERSIDE COUNTY**

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

**ORANGE COUNTY**

**ANAHEIM** - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule. **NEW**

**SAN BERNARDINO COUNTY**

**HIGHLAND** - (3) op G.P. 2 ops eq't'd with newer eq't, 3rd op plumbed and eq't'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. Seller has accepted a teaching position, but will help transition. **SOLD**

**UPLAND** - (3) op computerized G.P. State of the art & drop dead gorgeous. Located in a shop. ctr. with exposure/visibility & signage. Digital X-Rays & networked ops. Like new Eq't. Open 1 1/2 years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **Price Reduction. PENDING**

**SAN DIEGO COUNTY**

**LA MESA #3** - (5) op computerized G.P. (4) ops eq't'd w newer eq't. 5th op plumbed not eq't'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2009 Proj. Gross Collect \$475K.

**VENTURA COUNTY**

**VENTURA - MULTI SPECIALITY PRACT.** - (5) op comput. office in a one story prof. bldg. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eq't. & (2) ceiling mt'd surgical microscopes. 2 days/wk Pedro, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2008 Gross Collect \$540K+.

**WESTLAKE VILLAGE** - Turnkey Office in a desirable upscale area, on the outer perimeter of a prof. bldg. Excellent exposure, visibility & signage. Drop dead gorgeous w marble floors, travertine counter tops, vaulted ceilings, & many designer touches. (3) ops of newer eq't. Computer networked & has digital x-rays. Sale includes dental eq't, furniture, fixtures, leaseholds & rights to the office lease. Seller moving to larger office.

**NORTHERN CA**

**LODI** - (4) op comp. G.P. (3) ops eq't'd, 4th plumbed. Free stand bldg on a main St. w exposure/visibility. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$5K/mos. 2009 Proj Gross Collect \$460K. Absentee owner.

**PETALUMA** - (2) op comp. G.P. New Belmont eq't'd. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$3K/mos. 2009 Proj Gross Collect \$480K. Absentee Owner.

**STOCKTON** - WOW! ~ \$20K/mos Cap Cks! (7) op comp. G.P. located in a prof. bldg. (3) ops of newer Belmont eq't. plus (4) ops of older eq't. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$20K/mos! 2009 Proj. Gross Collect \$1.25M. Absentee owner.

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**PRACTICE FOR SALE** #3194- Irvine – Part time. Established 10 years. \$3,000/month HMO checks. Full Price \$225,000. Call P.P.S. (714) 832-0230.

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**BURBANK: QUICK-SALE PRICED** Terms!!! Perfect for Recent Grad./Relocation. 1440 sq ft.; Main Boulevard. Terrific Lease. Few patients; injured owner. 818-848-5619.

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## PRACTICES FOR SALE – November, 2009

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

**SAN DIEGO-MIRA MESA – NEW LISTING! GENERAL** Practice with 3 Ops, situated in strip center. Satellite office. Located on busy street in residential neighborhood.

**SAN DIEGO-OCEANSIDE/CARLSBAD – NEW LISTING!** Very well established high-tech **GENERAL** Practice. 5 Ops in 1875 sq. ft. Pelton & Crane chairs and delivery 3 years old. Completely computerized. Newer ADEC Sterilization Center. Excellent location in Professional Bldg.

**SAN DIEGO-CHULA VISTA-EASTLAKE-ORTHODONTIC** Practice established 2 years as satellite. GORGEOUS Office in Prof Bldg (several Gps in immed area) 5 treatment Ops, 1 private exam Op. Planmeca digital Pan-Ceph. Large windows with pleasant view. Once in a lifetime "turnkey" opportunity with existing cash flow!!

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**SAN DIEGO-EL CAJON** – General Practice (which also does implants) available. 3 equipped Ops plus 1 plumbed in approx 2200 sq. ft. Freestanding building with signage. Collected 551K in 2008. Practice is offered for 460K. BUILDING also FOR SALE for 600K.

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

**SAN DIEGO-CHULA VISTA-EASTLAKE** – Three Year Young **GENERAL** Practice available. in major GROWTH AREA. Comprised of 5 Ops (3 equipped with dental cabinetry, 2 plumbed) in approx 1660 sq. ft. GREAT Opportunity to acquire a newer, built-out office. Patient base made up of PPO, Cash and CAP. REDUCED to only 150K!!!

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**BURBANK** – Long-estab HMO & Private practice. Tremendous opportnity. Multi-op/ multi doctor facility. Revenues at \$70k/mo+. Personal & confidential inquiries only!

**ESCONDIDO** – 5 ops. Revenues of \$600k/year. Seller works limited sched. Practice pre-approved for 100% financing. If you want the area, this is easy.

**FONTANA** – Free standing building. Large sign. Growth area. State-of-the-Art equipment. Multi-op facility. Revenues exceed \$80k/month. Serious buyers only!

**HAWTHORNE** – On El Segundo Blvd. Free standing building w/ large sign. 4 ops + room for ortho bay & separate x-ray room. Complete turnkey opportunity.

**INGLEWOOD** – Thinking of owning a 2nd? Here is a private practice w/1st floor location. Ideal for absentee owner. Revenues of \$35k/mo on part-time schedule. Low cost....low overhead.

**LONG BEACH** – First floor location. Sign. State-of-the-Art equipment. 4 ops. Excellent growth potential. Affordable price. Pre-approved for 100% financing!

**LOS ANGELES/INGLEWOOD** – Long-estab private practice w/ 25+ yrs of goodwill. 1st floor location (seller owns bldg). Revenues \$60k+/mo. Excellent cash flow.

**LOS ANGELES** – Near LAX. Visible 1st floor location. Growing practice with revenues of \$25k/mo on part-time sched. Seller relocating out of the area. Priced right.

**LOS ANGELES (EAST)** – Long-established practice with 30+ years of goodwill. Seller retiring. Walk-ins. Hispanic Area. Large sign available. Seller owns bldg and willing to offer low cost rent. Revenues over \$25k/mo on limited sched.

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**TEMECULA** – Must see opportunity for right buyer or partners. Revenues exceed \$65k/month. Goodwill (established over 15 yrs); Hundreds of Thousands spent on Tenant Improvements; State-of-the-Art Office & Equipment. Shopping center location.

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**YORBA LINDA**– Retiree w/35+ yrs of goodwill. 4 ops. Busy hygiene schedule. Private only patients. Seller & staff to assist in transition. Must see!



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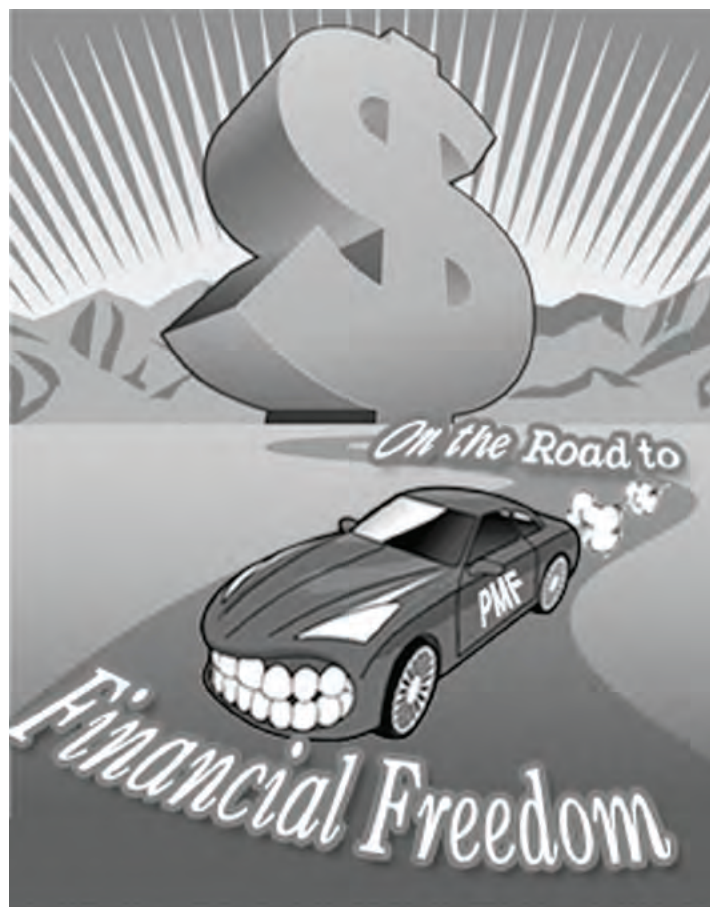
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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Bakersfield, Beverly Hills, Brentwood, Chatsworth, Century City, Fontana, Fountain Valley, Los Angeles, Mid City, Newhall, North Hollywood, Orcutt, Palm Springs, Santa Barbara, Santa Clarita, Santa Maria, Sherman Oaks, and Westlake Village. Call Lee Skarin and Associates at 818-991-6552, 805-777-7707 or 1-800-SKARIN #1.

**CENTURY CITY PRACTICE FOR SALE:** Well equipped office with six operatories. The practice is fully computerized with digital x-ray, newer equipment, plus exceptional views of the city. Practice is collecting an average of \$50,000/month this year with an average monthly net income of \$20,000. Seller works 2 1/2 days per week with 2 days per week of hygiene. Potential for significant growth with a full time owner. Seller has another practice which limits his availability in this office. Motivated. Asking \$350,000. – **PENDING at Full Price**

**BEVERLY HILLS PATIENT RECORDS FOR SALE:** Seller is going to graduate school in June and is available to facilitate a very smooth transition to your practice location. The practice is located on Wilshire Blvd. in Beverly Hills in subleased space. There are 670 patients on active recall with current collections in 2009 of \$25,000/month. Seller has been in practice at that location since 2006. Asking \$95,000.

**PALM SPRINGS AREA PRACTICE FOR SALE:** Unique opportunity!! This practice is located in a free standing, highly visible, corner location on a main thoroughfare. The office averaged 40+ new patients per month last year with minimal advertising. Seller works 2 1/2 days per week and has an associate two additional days per week (associate would like to stay on). Practice collects over \$930,000 per year with no Denti-Cal and no capitation. Net income without the associate is over \$385,000 per year for 4 1/2 days per week or with the associate the net income is over \$300,000 per year for 2 1/2 days per week. The office has a full crown and bridge lab and a full denture lab with 6 newer restorative operatories and 3 prosthetic operatories. Motivated! Asking \$670,000. – **PENDING at Full Price**

**SHERMAN OAKS PRACTICE FOR SALE:** Located in a small shopping center, this office has four equipped operatories in 1,700 square feet. No Denti-Cal. Seller works two days per week and collects \$12,000 per month including capitation checks averaging \$2,000/month. A great deal for the buyer with an interest in building their own practice with a small investment. Asking \$110,000.

**CHATSWORTH GENERAL PRACTICE FOR SALE:** Established practice located in a retail center is collecting over \$54,000 per month this year with a net income of \$13,500 per month. The practice collected over \$640,000 in 2008. No Denti-cal. Seller works half time and has two days of hygiene per week. Six operatories (one is brand new) with panoramic x-ray, digital x-ray, and full computerization. Asking \$550,000.

**BAKERSFIELD CLINIC PRACTICE FOR SALE:** Outstanding corner location with tremendous visibility. This long established practice has collected over \$2.1 million per year every year for the past five years with an owner's net income of over \$1,000,000 per year. Eight equipped operatories plus three additional that are partially equipped and one additional that is plumbed but not equipped. Cerec, digital x-rays, panoramic x-ray, full computerization with Dentrix software. Full dental lab with technicians. Five days of hygiene per week. No associates. 65 new patients per month. No Denti-Cal, no capitation. Seller is retiring. Asking \$1,500,000.

**WESTLAKE VILLAGE PRACTICE FOR SALE:** Holistically oriented, fee for service practice collects over \$900,000 per year with a net income of over \$400,000. No Denti-Cal, no HMO, no advertising, no evenings or weekends. Seller refers out all endo, all oral surgery and all ortho. The practice uses three different lasers, has digital x-rays and is fully computerized. Seller works four days per week and has six days per week of hygiene. Seller will stay for a transition, if desired. Asking \$600,000. – **SOLD at Full Price**

**FOUNTAIN VALLEY GENERAL PRACTICE FOR SALE:** Forty years of goodwill! This office has a very stable patient base with over three days per week of hygiene recalling 35+ patients per week. Five equipped operatories with older equipment. No Denti-Cal, no capitation, no evenings, no weekends. Three and one-half days per week. The practice collects \$640,000 per year with a net income of \$255,000 plus per year. Currently, the practice is averaging over \$53,000 per month in 2009 with a monthly net income of over \$25,000 per month. Seller is retiring. Asking \$550,000. – **PENDING**

**MID CITY LOS ANGELES CLINIC PRACTICE FOR SALE:** Premium corner location at a signalized intersection with a huge daily traffic count. Huge sign. 120 new patients per month with nominal advertising. Collects \$1,000,000 plus each year. Twelve equipped operatories of older equipment. \$4,300/month in capitation payments. 40% Denti-Cal. One fulltime and one part time associate. Seller wants to retire – Motivated. Asking \$495,000.

**SANTA MARIA/ORCUTT PRACTICE FOR SALE:** Collecting \$280,000 per year on three days per week. Two equipped operatories with two additional operatories that are plumbed but not equipped in a free standing building. Rent is \$3,000 per month for 2,000 square feet. No Denti-Cal, no HMO, no marketing, no evenings and no weekends. Seller refers most specialty procedures. Good potential with the right buyer! Seller is retiring. Asking \$150,000.

**SANTA CLARITA VALLEY MANAGED CARE PRACTICE FOR SALE:** Established for over 35 years, this practice collects over \$1.2 million per year with a monthly capitation check of \$11,000. Net income is over \$350,000/year. No Denti-Cal. Six and one-half days per week of hygiene. 59 new patients per month last year. Located in a shopping center, this office has eight equipped operatories with a panoramic x-ray unit. The equipment is old, but still very functional. Asking \$950,000. – **SOLD at Full Price**

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

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

**BRENTWOOD ORTHODONTIC PRACTICE FOR SALE:** This office has great views to the coast and great potential for the right buyer. Collections of \$235,000/year on 2 1/2 days per week. Seller is retiring after 33 years in practice. Three chairs in a bay with one additional chair in a private operatory. Approximately \$105,000 in contract receivables. Asking \$150,000.



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With so many dental practice brokers in the business today, how do you know which broker to trust? One of the clear benefits to using a practice broker is the limitation of liability associated with the sale of the practice. This limitation is severely compromised if the broker does not have errors and omissions insurance (malpractice insurance) and nonexistent if the broker is not licensed. Before selecting your broker, ask if they have "malpractice insurance" and verify that they are licensed with the State of California DRE. You can verify licensure online at [www.dre.ca.gov](http://www.dre.ca.gov). Enter the broker's name (last name first) and when the name appears click on the license number. This will give the year they were first licensed, current license status and, at the bottom, any disciplinary action taken against them.

Securing a qualified buyer is another benefit of a broker. As a Seller, you want to get the practice sold, not just listed, so performance is significant. While there are no multiple listing services for dental practices (as there are with real estate) there are a few tricks to getting the information. First, most listing agreements are for a term of six months. By looking at past issues of the Dental Trader, you can determine how many months a practice remained listed before it simply disappears from the broker's ad. If it never shows as sold, it probably wasn't. There are many reasons that a practice does not sell, but most commonly it is the sale price. Second, you can ask for references, but don't ask for just any reference, pick a particular practice from the broker's advertising and ask to speak with that Seller. This will give you a lot of information as you can get input from another Seller regarding the broker's actual performance – how long did it take to sell the practice? How close was the actual price to the broker's price? Did the broker communicate well? Did the broker, in a word, do their job?

Lee Skarin and Associates will gladly provide any information to assist you in making this important decision and we welcome you to contact our clients and see how we're doing.

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Fee for service esthetic and restorative practice with office condo in upscale community near Sacramento. Seller retiring. Paperless - all digital. '09 gross \$870,000. Projected '09 gross \$500,000. Asking \$350,000. Call for building details!

### Orange County #1029:

5 years established Ortho practice located in free standing building in Central O.C., doctor retiring. Great street visibility.

### Central Orange County #1032:

Outstanding fee-for-service general dental practice in beautiful free-standing building for sale. Office has approximately 2,700 sq. ft. and seven treatment rooms. Projected 2009 gross approximately \$900,000. Asking \$750,000.

### San Diego #1033:

Ortho practice in San Diego beach town. 37 years of goodwill, doctor retiring.

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**Garden Grove Dental Practice for sale** by owner. 175k 5 OP\ 3 full equip. 1300 sq. ft. active Monday thru sat. 9 to 6. owner moving to new location. contact person Delmy M. 714-583-0786.

**PRACTICE FOR SALE** #3169 – Riverside – G.P. 3 Ops. Low rent. Hi traffic Location. Growing practice. 2008 \$400k. Lots of room for growth. Refers out Pedro and O.S. F.P. \$320k. Call PPS (714) 832-0230.

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### FEATURED LISTINGS

**BEVERLY HILLS (NEW LISTING) GP** – High Income Area - 2 fully eq. ops., 1,122 sq. ft. suite, located in a 4 story Medical/Dental building. 5 day/wk practice. Approx. 30 new patients/mo. 58% insurance (PPO), 30% cash & 12% capitation. Computerized office with Dentrix software. 10 year old equipment. 22 years of Goodwill. A very motivating Seller is moving out of state. Projecting approx. \$360,676. Property ID #2641.

**LANCASTER (NEW LISTING) GP** – 3 fully eq. ops., 1,200 sq. ft. suite, located in a one story shopping center with great exposure and street visibility. 5 day/wk practice, Seller 5 days/wk & Peds 1x/mo. Approx. 45 new pts/mo. 15% insurance, 50% cash & 35% medi-cal. No capitation programs. Computerized office with Intra Oral Camra. 4-8 year old equipment. Seller lives in the Valley. Projecting approx. \$526,900 for 2009. **BUYER'S NET OF \$125,807.** Property ID #2691.

**WEST HILLS (NEW LISTING) - GP** State-of-the-Art Practice - 6 fully eq. ops., 2,300 sq. ft. suite, located in a 3 story Medical Professional building (no parking fees). Gorgeous office. 4 day/wk practice, Seller 4 days/wk, Endo 1 day/wk and 6 days of Hygiene. 65% insurance & 35% cash. 100% Patient Referral. Computerized office with 2 Intra Oral Cameras & Digital X-ray. Long established practice with 50 years of Goodwill. Seller will be initiating a different kind of business. Projecting approx. \$1,214,061 for 2009. **BUYER'S NET OF 271,960.** A MUST SEE PRACTICE!!! Property ID #2721.

**WESTMINSTER (NEW LISTING) GP** – 2 fully eq. ops., 850 sq. ft. suite, located in a single story strip mall. 3 day/wk practice, Seller 3 days/wk and Associate 1 day/wk. 70% insurance & 30% cash. No capitation programs. 15+ years of Goodwill with very affordable rent. Computerized office with Digital X-ray. Projecting approx. \$145,035 in 2009. **BUYER'S NET OF \$56,533.** Property ID #2711.

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**BUENA PARK GP NEWLY REMODELED!! – 5**  
eq. ops., in a 2,000 sq. ft. office located in a strip mall. 5 day/wk practice. Approx. 40-50 new patients/mo. 100% patient referral. 80% insurance & 20% cash. Computerized practice with Digital X-ray. Genesis software package. Many walk-ins. Heavy traffic. Excellent street visibility. Long established 20+ years of Goodwill. Collected approx. \$364,380 for 2008. Property ID #2271.



**CORONA GP** Excellent opportunity for a start up - Leasehold Improvements & Equipment Only! 3 fully eq. ops., 1 plumbed not eq. op., 1,600 sq. ft. suite, one story shopping center. Computerized office. 3 year old equipment. Seller has primary practice approx. 25 miles away. All patient charts excluded. Good location. Easy access to freeway. Property ID # 2541.



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



Alice C. King, V.P.



# CALIFORNIA

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### GREATER LOS ANGELES COUNTY

**BALDWIN PARK (NEW LISTING) GP** – Leasehold Improvements, Equipment & Some Charts! Excellent started practice 4 fully eq. ops., 1 plumbed not eq., 1,200 sq. ft. office, one story free standing building. Seller owns building. Computerized office with Intra Oral Camera and Digital X-ray. 2 1/2 year old equipment. Good location with a large parking lot. Property ID # 2651.

**BEVERLY HILLS (NEW LISTING) GP** – High Income Area - 2 fully eq. ops., 1,122 sq. ft. suite, located in a 4 story Medical/Dental building. 5 day/wk practice. Approx. 30 new patients/mo. 58% insurance (PPO), 30% cash & 12% capitation. Computerized office with Dentrix software. 10 year old equipment. 22 years of Goodwill. A very motivating Seller is moving out of state. Projecting approx. \$360,676. Property ID #2641.

**BURBANK GP – TURN-KEY PRACTICE**– 3 eq. ops., 1,050 sq. ft. office in two-story medical/dental building. 2 day/wk practice. 65% insur. (20 PPO's), 25% cash & 10% medi-cal. Computerized office with intra oral camera and digital x-ray. Softdent software package. 16 years of Goodwill. Beautiful office in great town, building has covered parking. Property ID # 1171. **Price Reduction!!!**

**CULVER CITY GP** – 4 fully eq. ops., 879 sq. ft. office, located on a one story Medical/Dental building. 5 day/wk practice with Seller working 4 days/wk, GP Associate 2 days/wk and 4 days/wk of Hygiene. Approx. 17-20 new patients/mo. 80% insurance and 20% cash. 100% Patient referral. Computerized practice with Eagle software package. 8-10 year old equipment. Across from Brotman Medical Center. 40+ years of Goodwill. Projecting approx. \$605,831 for 2009. **BUYER'S NET OF \$185,191.** Property ID#2511. **Price Reduction!!!**

**ENCINO (NEW LISTING) GP** - 3 fully eq. ops., 1,200 sq. ft. suite, 7 story professional building. 2 1/2 day/wk practice. 15-25 new patients/mo. 100% Patient Referral. 75% insurance & 25% cash. Computerized practice with Intra Oral Camera & Digital X-ray. Denti soft software package. 2 1/2 year old equipment. Low rent for the area. Projecting approx. \$637,944 for 2009. Property ID #2631.

**GLENDALE - TURN-KEY PRACTICE** - 3 fully eq. ops., 5 plumbed not eq. ops., 1,200 sq. ft. suite, two story Medical/Dental building. 5 day/wk practice with approx. 30-40 new patients/mo. 30% insurance, 10% cash & 60% Medi-cal. 100% Patient Referral. Computerized office with Intra Oral Camera and Easy Dental software package. Good location. Collected approx. \$453,230 in 2008. Property ID #2591.

**HUNTINGTON PARK (NEW LISTING)** - 4 fully eq. ops., 1,700 sq. ft. office, free standing building. 2 day/wk practice with 2 associates. Seller absentee. 48% insurance, 50% cash & 2% capitation. 10-12 new patients/mo. 100% Patient Referral. Computerized office with Intra Oral Camera. Projecting approx. \$210,734 for 2009.

**LANCASTER (NEW LISTING) GP** – 3 fully eq. ops., 1,200 sq. ft. suite, located in a one story shopping center with great exposure and street visibility. 5 day/wk practice, Seller 5 days/k & Pedo 1x/mo. Approx. 45 new pts/mo. 15% insurance, 50% cash & 35% medi-cal. No capitation programs. Computerized office with Intra Oral Camra. 4-8 year old equipment. Seller lives in the Valley. Projecting approx. \$526,900 for 2009. **BUYER'S NET OF \$125,807.** Property ID #2691.

**LA PUENTE GP** – 7 fully eq. ops., 2,450 sq. ft. office, one story free standing building. 5 day/wk practice with Ortho Associate 1x/mo. Approx. 30-40 new patients /mo. 50% insurance, 25% cash & 25% medi-cal. Computerized office with Intra Oral Camera. Easy Dental software package. Collected approx. \$536,404 in 2008. Projecting approx. \$547,176 for 2009. Property ID #2601.

**LONG BEACH (NEW LISTING) GP** - 3 fully eq. ops., 800 sq. ft. office, one story building. Seller owns building. 3 1/2 days/wk practice with 2 half days of Hygiene. 50% insurance, 30% cash & 20% medi-cal. Computerized office with Easy Dental software. Good Location. Long established practice with 32 years of Goodwill. Projecting approx. \$215,680 for 2009. Property ID #2671.



# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**LOS ANGELES (NEW LISTING) GP** – 4 fully eq. ops, 1,700 sq. ft. office, strip shopping center. 5 day/wk practice with Seller working 2 days/wk, GP Associate 3 days/wk and Ortho 1x/mo. Approx. 20-25 new patients/mo. 20% insurance, 10% cash, 50% medi-cal & 20% capitation. 100% patient referral. Computerized office with Intra Oral Camera. Computer Age software package. Projecting approx. \$354,424 for 2009. Property ID #2621.

**MONTEBELLO (NEW LISTING) GP** – 2 fully eq. ops., 900 sq. ft. office, located in a single story strip mall. 2 day/wk practice. Seller has another practice in Irvine. Income stream 80% insurance & 20% cash. Approx. 5-10 new pts/mo. 100% Patient Referral. Long established practice with 40+ years of Goodwill. Computerized office with Intra Oral Camera and Digital X-ray. Approx. 4 year old equipment. Projecting approx. \$275K in 2009. Property ID #2691.

**PASADENA** – Leasehold Improvements & Equipment Only! 5 eq. ops., 1 plumbed not eq. op., 1,500 sq. ft. suite, two story shopping center. Computerized office with Intra Oral Camera. Great corner location. Excellent street visibility. In downtown historic Pasadena with scenic view of the local mountains. Centered in a retail shopping area between restaurants and banks. Property ID #2501.

**PICO RIVERA GP** – 3 fully eq. ops., 3 plumbed not eq., 2,200 sq. ft. suite, single story free standing building. 4 day/wk practice. 60% Insurance, 30% Cash & 10% Medi-cal. Computerized practice with Intra Oral Camera and Dentrux software package. 4 year old equipment. Good Location and Signage. Lots of walk-ins. **BUYER'S NET OF \$143,046.** Property ID #2421.

**TEMPLE CITY** – 4 fully eq. ops., 1,170 sq. ft. office, one story free standing building. 3 day/wk practice. 70% insurance & 30% cash. Computerized office with Intra Oral Camera and Digital X-ray. Practice Works (Kodak) software package. Long established practice with 21 years of Goodwill. Seller own building. Projecting approx. \$386,228 in 2009. Property ID #2551.

**TORRANCE (NEW LISTING)** – Leasehold Improvements & Equipment Only! A great starter practice. 2 fully eq. ops., 1 plumbed not eq., 900 sq. ft. suite, located in a 4 story Medical Professional building with ample parking above and underground. Near several shopping centers. Long established practice with 18+ years of Goodwill. Seller is moving to a larger suite across the street. Property ID #2731.

**WEST HILLS (NEW LISTING)** – GP State-of-the-Art Practice - 6 fully eq. ops., 2,300 sq. ft. suite, located in a 3 story Medical Professional building (no parking fees). Gorgeous office. 4 day/wk practice, Seller 4 days/wk, Endo 1 day/wk and 6 days of Hygiene. 65% insurance & 35% cash. 100% Patient Referral. Computerized office with 2 Intra Oral Cameras & Digital X-ray. Long established practice with 50 years of Goodwill. Seller will be initiating a different kind of business. Projecting approx. \$1,214, 061 for 2009. **BUYER'S NET OF \$271,960. A MUST SEE PRACTICE!!!** Property ID #2721.

### ORANGE COUNTY

**BUENA PARK GP NEWLY REMODELED!!** – 5 eq. ops., in a 2,000 sq. ft. office located in a strip mall. 5 day/wk practice. Approx. 40-50 new patients/mo. 100% patient referral. 80% insurance & 20% cash. Computerized practice with Digital X-ray. Genesis software package. Many walk-ins. Heavy traffic. Excellent street visibility. Long established 20+ years of Goodwill. Collected approx. \$364,380 for 2008. Property ID #2271.

**COSTA MESA PERIO** - 4 eq ops., 1,150 sq. ft. suite, affluent shopping plaza. 3 1/2 day/wk practice. Approx. 8-10 new patients/mo. 100% cash practice. 100% patient referral. Computerized practice with Intra Oral Camera & Digital X-ray. Dentrux software package. 2 1/2 year equipment. Great street visibility. Well known shopping plaza. Collected approx. \$280, 985 in 2008. **BUYER'S NET OF \$74,436.** Property ID #2611.\*

**IRVINE GP** - 5 fully eq. ops., 1,861 sq. ft. suite, 2 story Medical/Dental building. 6 day/wk practice with 2-3 days/wk of hygiene. 70% insurance & 30% cash. Computerized office with Intra oral camera and digital x-ray. Dentrux software package. 2 year old equipment. Long term lease. Good location. White collar clientele. Well-designed location. Easy access to local freeways. Collected \$1,929,292 for 2008. Projecting approx. \$1,831,498 for 2009. **BUYER'S NET OF \$445,026.** Property ID #2471.

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



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Cynthia Veenendaal, V.P.  
Tina Ochoa, V.P.

**IRVINE (NEW LISTING)** - Leasehold Improvements & Equipment Only! GP / SPEC - 3 fully eq. ops., 1 plumbed not eq., 1,570 sq. ft. suite, 2 story Med/Prof bldg. Computerized office. 10 year old equipment. Seller relocating to San Diego. Newly remodeled. Property ID #2661.

**ORANGE GP** - Leasehold Improvements & Equipment Only! 4 eq. ops., 1 plumbed not eq ops., 1,350 sq. ft. office, one story free standing duplex building. Great location in a busy street. Excellent street visibility. Near Chapman University & Orange Circle. Seller purchased own building. Property ID #2561.

**TUSTIN GP** - 5 eq. ops., 2,200 sq. ft. office, located in a 2 story free standing building. 3 day/wk practice with 2 days/wk of Hygiene. Approx. 20 new patients/mo. 50% insurance & 50% cash. Computerized practice with Intra Oral Camera and Digital X-ray. 2-4 year old equipment. Good Location in the heart of OC near freeway. Fast growing office. Collected approx. \$454,224 in 2008. Projecting approx. \$606,281 in 2009. **BUYER'S NET OF \$298,854.** Property ID #2321.

**WESTMINSTER (NEW LISTING) GP** - 2 fully eq. ops., 850 sq. ft. suite, located in a single story strip mall. 3 day/wk practice, Seller 3 days/wk and Associate 1 day/wk. 70% insurance & 30% cash. No capitation programs. 15+ years of Goodwill with very affordable rent. Computerized office with Digital X-ray. Projecting approx. \$145,035 in 2009. **BUYER'S NET OF \$56,533.** Property ID #2711.

### RIVERSIDE & SAN BERNARDINO COUNTIES

**APPLE VALLEY GP** - 3 eq. ops., 1,000 sq. ft. office, one story building with 6 suites; estab. in 1978. 80% insurance & 20% cash practice. Computerized office with Easy Dental software package. Retiring Seller. 100% patient referral practice. Loyal enthusiastic staff. Projecting approx. \$202,504 for 2009. **BUYER'S NET OF \$53,850.** Property ID #2461.

**CORONA GP** - Excellent opportunity for a start up - Leasehold Improvements & Equipment Only! 3 fully eq. ops., 1 plumbed not eq. op., 1,600 sq. ft. suite, one story shopping center. Computerized office. 3 year old equipment. Seller has primary practice approx. 25 miles away. All patient charts excluded. Good location. Easy access to freeway. Property ID #2541.

**MURRIETA GP/SPECIALIST** - Leasehold Improvement & Equipment Only! 1 eq. op., 1,505 sq. ft. office, one story Medical/Dental building. Computerized office. 4 year old equipment. Good opportunity for a start-up. A Must see to appreciate!!! Property ID #2371.

**MURRIETA** - Leasehold Improvements & Equipment Only! 4 eq. ops., 3 plumbed not eq. ops., 1,986 sq. ft. suite located in a Professional Building. Computerized office with Intra Oral Camera. 4-5 year old equipment. Seller is moving to a nearby location. Property ID #2571.

**PERRIS GP** - 4 eq. ops., 1,608 sq. ft. office located in shopping center. 2 year old equipment; long term lease. 61% insur. (10 - 15 PPO's, 20% cash & 19% medi-cal. Associate works 3 days/week. Approx. 40 new patients/month. Collected approx. \$265,041 for 2008. Property ID #1891. **Price Reduction!!**

### VENTURA, SANTA BARBARA & SAN LUIS OBISPO COUNTY

**GOLETA GP** - 4 fully eq. ops., in a 1,000 sq. ft. suite, two story free standing shopping center. 3 1/2 day/wk practice with 1/2 day/wk Associate. Approx. 20-25 new patients/mo. 30% insurance & 70% cash. Computerized office with Digital X-ray. Easy Dental software package. Practice is in a fast growing area with a beautiful environment. Collected approx. \$916,182 in 2008. Projecting approx. \$1,095,653 in 2009. **BUYER'S NET OF \$485,321.** Property ID #2281.

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

**PASO ROBLES GP** – 7 fully equipped ops, 1,800 sq. ft. office located one story free standing building. 4 days/wk practice with 8 1/2 days of hygiene. 48% Insurance & 52% Cash. Computerized office with Intra Oral Camera. Eagle soft software package. 100% Patient Referral. Collected approx. \$1,268,370 for 2008. Projecting approx. \$1,274,988 for 2009. **BUYER'S NET OF \$331,812.** Property ID #2231.

**VENTURA (NEW LISTING) GP** – Great corner location with excellent street visibility. 2 fully eq. ops., 900 sq. ft. suite, located in a 2 story Medical/Dental building. 4 1/2 day/wk practice. Income stream 85% insurance & 15% cash. Approx. 25 new pts/mo. 100% Patient Referral. Computerized office with Practice Web software package. Seller will be initiating a different profession. Projecting approx. \$600K for 2009. **BUYER'S NET OF \$158,811.** Property ID. #2741.

### SPECIALTY PRACTICES

**AGOURA HILLS - ORTHO** - 4 chairs in open bay, 1,709 sq. ft., two story shopping center. 3 days/wk office. 3-4 new starts/mo. 29% Insurance, 70% Cash & 1% medical. Computerized office with Intra Oral Camera. 48 years of Goodwill. Senior Orthodontist in the area. Craniofacial cases. Good location. Seller is retiring. Collected approx. \$337,713 in 2008. Property ID #2561.

**GARDEN GROVE SPECIALIST** - Leasehold Improvements & Equipment Only! 2 eq. ops., 3 plumbed not eq., 720 sq. ft. suite, located in a two story strip mall. Computerized office. 2-3 year old equipment. Seller owns building. Excellent location for Ortho, Endo, or Implant Specialist. One month free rent. Property ID #2391. **Price Reduction!!**

**GARDEN GROVE SPECIALIST** - Leasehold Improvements & Equipment Only! 2 eq. ops., 1 plumbed not eq., 520 sq. ft. suite, located in a two story strip mall. 2-3 year old equipment. Seller owns building. Excellent location for Ortho, Endo, or Implant Specialist. One month free rent. Property ID #2401. **Price Reduction!!**

**LAKE FOREST** – Leasehold Improvement & Equipment Only!! - Excellent low cost way for Specialist to start own practice. 5 fully eq ops., 1,650 sq. ft. suite located in a two story Business Building. Computerized with Intra Oral Camera. Good Location! Property ID #1921.

## WEB SITE: [WWW.CALPRACTICESALES.COM](http://WWW.CALPRACTICESALES.COM)

### DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

Alice King- [aking@calpracticesales.com](mailto:aking@calpracticesales.com)

Greg Beamer- [gbeamer@calpracticesales.com](mailto:gbeamer@calpracticesales.com)

Tina Ochoa- [tochoa@calpracticesales.com](mailto:tochoa@calpracticesales.com)

Cynthia Veenendaal- [cynthia@calpracticesales.com](mailto:cynthia@calpracticesales.com)

Maria Silva- [msilva@calpracticesales.com](mailto:msilva@calpracticesales.com)

John W. Knipf (Neff), President

Also serving you: Robert A. Palumbo, Executive V.P./Partner, Alice C. King, V.P., Tina Ochoa, V.P., Cynthia Veenendaal, V.P., Greg Beamer, V.P. & Maria Silva, V.P.

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**BEVERLY HILLS CHARTS** Seller going to graduate school in June. Practice has 670 active patients, collecting \$25,000/month in subleased space. Seller will assist in transition. Asking \$95,000. Call Kurt Skarin 805-777-7707.

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- **ALTURAS:** *For Sale* - General Dentistry Practice. '08 collections \$611K on 3.5 days/week w/same number of hygiene days. Owner owns the Bldg. & has practiced in Alturas since 1985. Owner will consider selling Bldg. with practice. #14279
- **DIXON:** *For Sale*-General Dentistry Practice. '08 collections were \$122,894. 3 op 1,100 sq. ft. office. Owner has relocated out of state and is motivated. Good opportunity to build a practice in a growing community near Davis, CA. #14265
- **EL SOBRANTE:** *For Sale*-General Dentistry Practice. Ideal for recent grad or DDS looking for satellite practice. 3 ops. w/potential of 5. '08 receipts \$350K, adj. net income \$124K. 3 days of hygiene, Pano, Easy Dental software. 1,300 sq. ft. Seller is retiring after 35years in same location.
- **FRESNO AREA:** *For Sale*-General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467 in 2008 \$798K adj. net income. The office has Dentrax, Laser, Intra-oral camera, digital x-ray and Pano. Bldg. may be avail. for sale. Owner is retiring. #14283
- **FRESNO:** *For Sale*-General Dentistry IV Sedation Practice. '08 collections \$1,064,500. Seller looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. Facility 1,500 sq. ft. w/5 equipped operatories & 7 days of hygiene. #14250
- **FRESNO:** *For Sale*-General Dentistry Practice. Owner has practiced in same location 24 years. 3 TX rooms, 1,000 sq ft. Located in a Medical/ Dental Bldg. Owner to retire. 2008 collections were \$86K. Ideal for a new grad or satellite office.
- **FRESNO:** *For Sale*-Office Space Only in North Fresno Area. New fully equipped 3-op dental space avail. asking \$115K. Equip. approx. 2 years old. Space avail. for 4th op. Office design contemporary & tastefully done. Asking price includes all leasehold improvements.
- **GREATER AUBURN AREA:** *For Sale*-General Dentistry Practice 7 Dental Building. Outstanding opportunity to purchase well established, very successful, 4 op Fee for Service practice. 1,800 sq. ft. dental bldg. in the Sierra Foothills. No PPO or HMO. '08 Collections \$763K on 3.5 days with 5.5 days of hygiene. Owner is retiring.
- **MODESTO:** *For Sale*- General Dentistry Practice. 2008 Collections \$1,097,000 adjusted net income of \$350,543-No Medi-Cal. Office space is 3,580 sq ft, Laser, Intra & Extra-oral camera, and Pano. Office is open 5 days a week, 3 hygiene days. 2 or 3 dentist could work together comfortably in this facility. 10 years in same location. #14289
- **NO. CA WINE COUNTRY:** Endo Practice-For Sale- '08' GR 958K adj net \$673K 4 Ops, 1,500 sq ft. Overhead 29% Owner to retire #14296
- **PALM SPRINGS:** *For Immediate Sale* - General Dentistry Practice. 2008 Gross Receipts \$906K with adj. net income of \$346K. Highly desirable location with 4 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
- **PORTERVILLE:** *For Sale*-One of two partners is retiring in this highly successful General Dentistry Practice. '08 Receipts \$2Mil. adj. net \$1,257,000. 2,000 sq ft 6 ops. Intra-Oral camera, Pano, Dentrax. 10 days of hygiene. #14291
- **RANCHO SANTA MARGARITA:** *For Sale*-Dental office space & equipment. 1200 sq. ft. ops. with dental leaseholds and fully equipped dental equipment. Built by Henry Schein in 2005 Pelton and Crane cabinetry and sterilization center. This is a wonderful opp. to have a nice office at a very low cost by taking over lease. A great opp. for a start up or sat. practice.
- **RED BLUFF:** *For Sale*-Practice located in free standing Bldg overlooking Sacramento River. 8 ops, 3,500 sq ft, 10 hygiene days. Bldg. also avail. for sale w/100% financing avail. Owner is retiring. #14252
- **REDDING:** *For Sale*-Owner looking for Assoc. trans. into Partnership w/Buy-Out. '08 GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO: FOR IMMEDIATE SALE**- General Dentistry Practice. 2 ops, 17yrs. present location '07 GR \$763K with adj. net of \$263K w/65% overhead. Bldg. also for sale. Owner deceased.
- **SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
- **SAN FRANCISCO: Deceased Dentist.** General Dentistry Practice for Sale. Fee for Service GP Practice on busy street in lower Mission District. 2008 collections were \$496,600. 4 ops. with Pano. in 1,100 sq. ft. office. Practice in same location for 41 years. Hygiene 3 days a week. Refers out Endo, Perio, Ortho, Oral Surgery. Great opportunity for exp. Dentist. Owner Dentist is recently deceased. Temporary Dentist working practice until sale.
- **SAN FRANCISCO:** (Sunset District) General Dentistry Patient Base. Approximately 700 active patients. Dentist has practiced in this location since 1970. Dentist retiring. CALL us today and find out how you can purchase this patient base at no risk to you.
- **SAN JOSE:** Office space only & equipment. Fully equipped. New lease is available from landlord. Near Monterey Hwy. #14295
- **SUNNYVALE HMO PPO:** *For Sale*-Conveniently located in professional complex. '08 collections 2.5 days/week \$271K 3 ops in 1150 sq. ft., w/plumbed 4th op. potential. Dentrax & monitors in 3 ops. #14285
- **SOUTH LAKE TAHOE:** *For Sale*-General Dentistry Practice. Office is 647 sq ft w/ 3 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- **YUBA CITY/ MARYSVILLE:** *For Sale*-General Dentistry Practice w/Bldg avail. Practice located in present (great) location over 30 years. 1,800 sq ft 5 ops 4 hygiene days. Owner to retire. #14273

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*Timothy G. Giroux  
DDS/Broker*

**ASK THE BROKER**

*Question:*

What can I do as a buyer to help me in my negotiations with a seller?

*Stan K., DDS*

**First of all, it may sound like common sense**, but the best thing a Buyer can do is to put your best foot forward with the Seller the moment you first meet. Forget that you are nervous about paying all that money for goodwill and old equipment. The most valuable assets you are buying are the patient base, patient-doctor relationships, staff relationships and office location.

Even if, in your opinion, the practice is grossly overpriced, your job is to impress the Seller that you are going to perform amicably during the transition. If you convince the Seller that you will preserve the patient and staff relationships the Seller will practically want to give you the practice for free!!! All kidding aside, the more the Seller is impressed with you, the easier negotiations will proceed.

Most Sellers are very emotional about their practices and perceive the practice as if it was their infant child. If you start attacking the price or even something as simple as old equipment that needs repair, they view it as an attack on a loved one.

You should take note of all the concerns you have with the practice that need to be addressed. **However, rather than risk offending the seller, address those concerns with the Broker at a later date.**

There are many issues that will arise during the negotiation and transition that will be more likely to go in your favor if you begin the relationship on a positive note. Even though you might be the one bearing all the stress and future risk, you need to go into the first meeting as though you are applying for a job that has many more qualified candidates applying for that position.

Rework issues may be a concern for some Sellers, but mature Buyers know that those issues, if handled properly, can build trust in the existing patient base in the future.

*We will address this issue separately in our next column.*

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

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



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### **LONG BEACH AREA**

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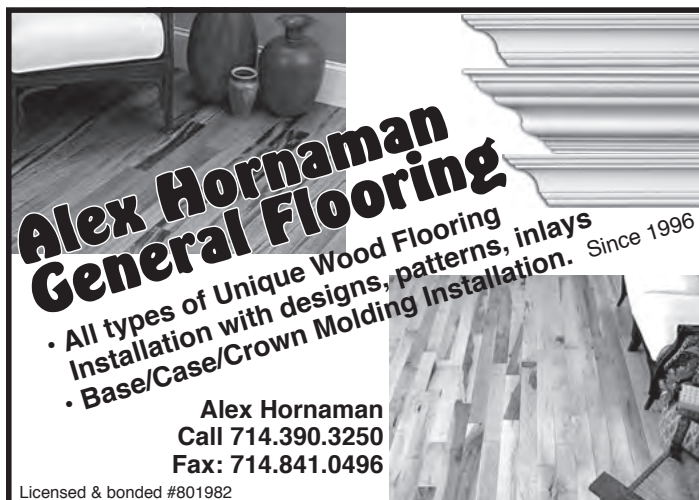
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Pamela Skeate, PS Consulting

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**Fee:** \$50.00 (per attendee)

**Time:** 6:30 p.m. registration; 7-9:00 lecture. (light meal included)

#### **WEDNESDAY, NOVEMBER 18**

##### **"Infection Control and The Dental Practice Act"**

Rodney Stine, OSHA Review

**Location:** TCDS Office, 952 S. Mt. Vernon Ave., Ste. A, Colton, CA 92324

**Fee:** Members: \$150, Auxiliary/Retired: \$65, Non-Members: \$250

**Time:** 1-6 pm  
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☐ November 11    ☐ November 18

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**Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month.**





# Professional Practice Sales, Inc.

Specialists in the Sale and Appraisal of Dental Practices

*Serving the professions since 1966*

How much is your practice worth??

*www.PPSDental.com*

## BUY-SELL-TRADE (TAX DEFERRED)

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*100% Financing available within 30 days,*

**PPS NO. CALIFORNIA - (415) 899-8580**

**Northern CA website. [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)**

- 5947 - Humboldt County's Garberville - Collected \$315,000 with \$103,000 in Profits. 2 days of Hygiene. Full Price \$65,000.
- 5963 - Santa Rosa. Best technology. Computerized & digital. Collected \$675k with profits of \$325k.
- 5964 - Santa Rosa's Doctor's Park. Fully furnished and equipped 3 Op dental suite situated in 8 practice shared facility. 100% ownership in equipment and 1/8th ownership in R.E.F.P. \$200k with terms.
- 5967 - San Francisco's Chinatown. Collected \$430k. Profits of \$240k on 25 hr wk
- 5968 - Stockton - Collected \$462,800. 28 new patients/mo. Attractive 5 op office.
- 5969 - Tahoe City - Well established with strong recall. Produced and collected \$600k+ in 2008. Attractive office.
- 5970 - Elk Grove - Collected \$460k. Beautiful 4 Op office on Laguna Blvd
- 5971 - Merced - Collected \$760k in '08 with \$310k in Profits. 4 days of Hygiene.
- 5973 - Oral Surgery Practice. CA Sierra Nevadas. 2008 realized \$615k. No competition, great country lifestyle.
- 5975 - Northeast Sacramento Foothill Community. Practice grew in '08 with '09 continuing trend. Tracking \$1.1 million. Full time owner shall do well here.
- 5976 - Redwood Valley's Ukiah. 1 hour north of Santa Rosa. 2008 collected \$522k. No Pedo, Endo, O.S. Lots of fillings starting to fail.
- 5977 - Ortho - Solano County. Great starter practice or second office. Owner's out of area practice dictates part time attention here. Tracking \$335k. Has done \$500k+ with more attention. Motivated Seller.
- 5980 - CA Sierras. Big city Practice sited in desirable location. On 4 days w/6 wks off, practice produced \$980k in '08, collected \$972k & realized Profits of \$388k. Beautiful facility.

### HOT RELEASE SOUTHERN CA SELLERS - PACK YOUR BAGS

- 3180 - Move to Santa Rosa - Senior Seller Grossing \$550k 2008 last month \$150k collections. Refers out Endo, Pedo, Prophy's, Perio, O.S. Opportunity to increase income Gross. Low overhead. F.P. \$350k
- 3188 - Malibu - Pacific Palisades. G.P. Established many years. Great Hi identity location. Recent Gross \$500k. Fantastic.
- 3189 - Temecula/Murrieta - 8 Ops. 3,000 sq.ft.. Grossing \$1 million. 25% Ortho. Seller would stay on to do Ortho. State of art.

**PPS SO. CA - (714) 832-0230 - (800) 695-2732**

- 3058 - San Bernardino area Practice. Across from large local hospital. 1,316 sq. ft., 3 operatories, 2 equipped. Office is modern with digital X-ray and camera.
- 3082 - Escondido area. DDS Partnership sure-fire-success. Partner will finance.
- 3130 - Covina/Azusa - Million Dollar Location. GP Established many years. Shopping center. 1,500 sq.ft., 6 Ops, 4 equipped. Only \$2,800/mo rent.
- 3137 - Chino Hills-New shopping center. Absolutely gorgeous. \$450k.

**ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA**

**SELLERS-FREE APPRAISAL (800) 695-2732**

- 3148 - So. Bay/Torrance area. PT time. \$15k/mo. Est. 10 yrs. F.P. \$185k.
- 3149 - Riverside/Moreno Valley GP. Grossing \$1.2mil+. Group practice
- 3164 - GP. Temecula/Murrieta area. Currently collecting \$30k/mo. Ins & cash only. 1,700 sq.ft., 5 Ops. Located in shopping center with AAA tenants. F.P. \$385,000. Super Bargain. Project \$1 mil within 36 months.
- 3168 - Apple Valley/Hesperia - LOCATION LOCATION LOCATION. Shopping Center. 6 Ops vacant. Previously \$900k. Mexican market. F.P. \$85k
- 3169 - G.P. - Hi Traffic Location - 3 Ops. Low rent. . Growing Practice. Lots of room for growth. Refers out Pedo & O.S. F.P. \$320k
- 3170 - Temecula. Senior DDS. GP. Est 8 yrs. Old Towne. Grossing \$200k+
- 3172 - Buena Park. 3 Ops. Beautiful office. New shopping ctr. F.P. \$350k
- 3180 - Pack your Bags go to NO. CA. Santa Rosa. Senior Seller. Grossing \$550k and refers out all Endo, Pedo, Ortho most O.S. and Hygiene.
- 3183 - Carlsbad - Gross \$895k. Last month \$110k. 4 Ops. Hi identity Location
- 3188 - Malibu - Pacific Palisades. G.P. Established many years. Great Hi Identity location. Recent Gross \$500k. Fantastic.
- 3189 - Temecula - Landmark building practice. Grossing \$950k. 4 General, 4 Pedo Ortho. HI tech new office. Established 10 years.
- 3190 - Booming Garden Grove. Location Location. Grossing \$10k part time.
- 3193 - Coming Up! La Quinta/Indio. Growing \$1.5 million.
- 3194 - Irvine. Part time. Established 10 yrs. \$3,000/mo HMO cks. F.P. \$225k.
- 3195 - Fillmore - Close to Thousand Oaks Ventura area. Small city. Great potential. New state of the art facility. Grossing \$400k

**\*\*FOUNDERS OF PRACTICE SALES\*\***  
100 years of combined expertise and experience!

**3,000 Sales - - 30,000 Appraisals**

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**PPS Representatives do not give our business names when returning your calls.**

**\*\*BUYERS AND SELLERS SAY\*\***

**"We have dealt with other brokers - we like YOUR professional expertise. We will recommend YOU to all our friends. Thank you."**

**SOUTHERN CALIFORNIA**

**Tom Fitterer and Dean George**

**PPS So. California (714) 832-0230**

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**Web address: [www.PPSDental.com](http://www.PPSDental.com)**

**LA JOLLA AREA PRACTICE WANTED**

**ORTHODONTIC PRACTICE WANTED**

**Wanted - G.P.'s in all areas. This is the Hottest Sellers Market in History. Sellers may want to relocate to take advantage of this Sellers Market. Get excited & build new practice in high growth area. - Tom Fitterer (714) 832-0230 or 800-695-2732.**

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# Buyers and Sellers:

*Trust the winning team*

**Professional Practice Sales, Inc.**

**Thomas Fitterer**

**Dean George**

**Ray Irving and Edna Irving**

**Over 100 years combined experience in selling Dental Practices**

PPS excels at explaining Options to enhance your bottom line.

**This remains the Hottest Sellers market in history.**

Consider cashing in and doing it again in a rapid growth area!

## **BUYERS AND SELLERS**

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**I want immediate attention on a Practice to buy.**

Location \_\_\_\_\_ Grossing \$ \_\_\_\_\_

**I want to sell my practice.**

Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_ Mobile \_\_\_\_\_ Home \_\_\_\_\_