

THE Dental Trader

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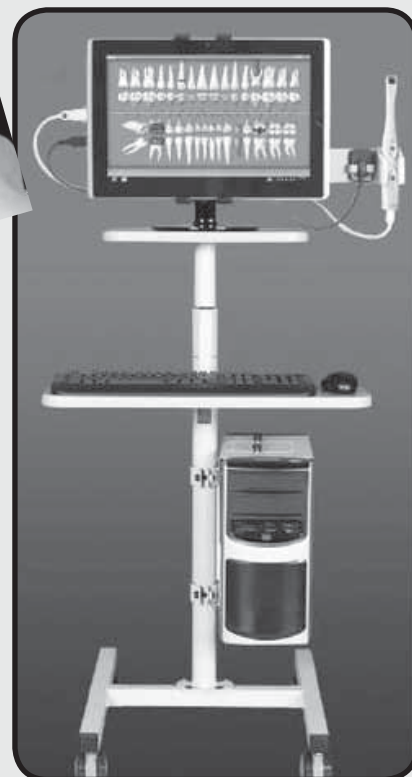
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2303-0914-Sept-Dental-Trader-Ad-SoCal



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SF CA GP retiring, 2 executive PC ops, plumbed for 1 add'l, low rent, 780 sf, (415) 282-0454.

Looking to buy small practice sacramento. 3-4 operators, please contact 714-482-8642.

Oral Surgery Dental Assistant with 5 yrs experience email resume DrTGonzales@aol.com.

2 New Adec Chairs 511 and the Decade. Not using and collecting dust. Call 858-925-3056. \$10K/OBO.

Like new complete Zoom Lamp system best offer. Lancaster, CA 661-942-1181.

FREE 2015 Wall Hanging Calendar in this issue! Lots of important dates noted in it including dental tradeshow.

(WTB) Digital Panoramic for \$10K or less, 2010 or newer Davinci0163@gmail.com.

Looking for front office person must have Dentrix experience and outgoing personality in the east bay. please call Marie @ 209-629-3803.

Brand new orascope loops. \$250-call for picture and specs. 714-400-6502.

Dental Office for sale in Porterville, California for information call Dr. Gouda at (559)789-3130.

Are you looking for a California license dentist / silent partnership? Please text 626 610-5115.

Zoom Light in great condition, \$300 OBO email for pictures. admin@smile-emporium.com.

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KERN COUNTY

BAKERSFIELD #26 - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of goodwill. **[SOLD]**

LOS ANGELES COUNTY

CALABASAS - G.P. in a highly sought after, upscale shopping center location with exposure, visibility & signage. Mostly Fee for Service. Newer eqt & build out. (4) ops eqt'd, 5th op plumbed. Central nitrous. Digital x-rays & pano, Dentrux and Dexis. 30+ years of Goodwill. Annual Gross Collections \$500K+. **ON HOLD**

CANOGA PARK - (5) op comput. G.P. located in a strip center with exposure/visibility/signage. (4) ops eqt'd/5th plumbed. Cash/Ins/PPO patient base. Presently taking no Denti-Cal. Practice is located in an area of high Denti-Cal usage & could be added to significantly increase Gross Collections. 2014 Projected Gross Collections of \$250K+. Dentrux s/w. Digital x-rays - Dexis. Seasoned staff. Seller Retiring. **[NEW]**

ENCINO - (3) op comput. G.P. located in a prof. bldg on a main thoroughfare. Part time practice w older eqt'd. Cash/Ins/PPO pts. Annual Gross Collect \$164K+. Below market Lease. Beautiful Valley views from ops. Great starter pract., part time pract., buy & combine pract. or satellite office. Seller retiring. **[NEW]**

HOLLYWOOD - Super clean, (3) op computerized G.P. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule.

LA VERNE - (6) op comput G.P. (3) ops eqt'd/(3) add. plumbed. Newer eqt'd. Located in a busy shop ctr. on a main thoroughfare w excell. exposure/visibility/signage & parking. Exhibiting health growth. 2014 Gross Collections projected at \$400K+. Digital x-rays. Cash/Ins/PPO pts. Seller moving. **[NEW]**

LOS ANGELES - Upscale, (4) op turnkey office for sale. Just built out & equipped w new eqt. Located in a new health care centered shopping ctr. on a main thoroughfare. Excellent exposure, visibility, signage & parking. DDS office has dental exclusive in the center. **[SOLD]**

PASADENA - Magnificent upscale, (3) op comput. turnkey office with included charts. (1) year old build out w near new Belmont eqt. On a main thoroughfare in a well known medical bldg next to the hospital. Only DDS in the bldg. Digital x-rays. Easy Dental s/w. Many built in referral sources. Seller to concentrate on other office. **[NEW]**

SOUTH BAY - (4) op computerized G.P. located in a prof. bldg with ample free parking. 2013 Gross Collect \$508K+ on a (4) day week. Seller does no advertising. Averaging (8) new pts/mos. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Digital x-rays. Dentrux & Dexis s/w. Nice equipment. **[SOLD]**

VAN NUYS/SHERMAN OAKS - Bldg. & Practice - (5) op comput. G.P. (4) ops eqt'd, (5th) op plumbed. Located in a free stand. single use bldg. on a main thoroughfare w excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring. **[PENDING]**

WEST SAN FERNANDO VALLEY - (4) op comput G.P. Located in a smaller, well known, prof. bldg. on a main thoroughfare. Excell. signage & ample free parking in rear lot. Annual Gross Collect \$750K+ on a (4) day week. Digital x-rays & soft tissue laser. Cash/Ins/PPO pts. (10+) new pts/mos. Lower overhead office w excell. long term lease in place. Seasoned staff. **[NEW]**

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ORANGE COUNTY

ANAHEIM - (3) op comput G.P. (2) ops eqt'd/3rd op plumbed. Located in a one story prof. ctr. Cash/Ins/PPO pts. Gross Collect \$162K+ part time. Very low overhead. Sales price less than replacement cost. Seller moving. **[PENDING]**

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

SAN BERNARDINO COUNTY

RANCHO CUCAMONGA - (4) op comput. G.P. (3) ops eqt'd/ 4th plumbed. Located in a strip center w exposure/visibility/signage & parking. Annual Gross Collect \$185K p.t. Cash/Ins/PPO/ pts. Averaging (7-9) new pts/mos. Seller does no advertising. Seller moving. **[NEW]**

SAN DIEGO COUNTY

Room for Your San Diego County Practice Listing.

TULARE COUNTY

SAN JOAQUIN VALLEY - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring. **REDUCED.**

VENTURA COUNTY

CAMARILLO - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **[PENDING]**

EAST VENTURA COUNTY #2 - Bldg. & Practice - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eqt'd.

EAST VENTURA COUNTY #3 - (5) op comput G.P. located in an upscale prof. bldg. w excell off street free pking. (4) ops fully eqt'd 5th op partially eqt'd. Digital x-rays, CEREC and Pano. Cash/Ins/PPO pts. Under market lease rate. Annual Gross Collect \$600K+ on a (4) day wk. (3) days of hygiene. Seller refers out diff O.S., all Endo, Implant Placement, Perio Surgery & Ortho. Seller moving. **[NEW]**

SIMI VALLEY - (4) op computerized G.P. (2) ops eqt'd and (2) additional plumbed. Turnkey office with some included charts. Digital X-Rays and Pano. Located in a Shopping Center with exposure/visibility and signage. Seller presently working one day/week. Seller has no time for this one, and is selling to concentrate on his main office. **[SOLD]**

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Never used Dentx Eva sensor #2 for sale. Paid \$6500 for it. It comes with docking and rinns. Asking \$3850. fst20056@gmail.com.

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VALLEJO DENTAL PRACTICE FOR SALE - 2013 Gross \$360K. Highly visible strip mall. 4 ops. ~1,200 sf. Paperless. #VL8215SS.

HAYWARD DENTAL PRACTICE FOR SALE - Gross ~\$575K. GP in shopping area. 4 ops. ~1,820 sq.ft. Mostly PPO. #HW888SL

WALNUT CREEK DENTAL PRACTICE FOR SALE - 2,100 sq.ft. 4 ops. Built-in Nitrous. Beautiful salt water fish tank. #WC729VOR

MILPITAS DENTAL PRACTICE FOR SALE - Busy retail. Lots of foot traffic. 4 eq. ops. + 2 add't plumbed. ~1,900 sf. #MP1113HN.

OAKLAND STARTER PRACTICE FOR SALE - Asking \$30K. 2 fully equipped operatories and 3 additional plumbed operatories. Renovated 2 years ago. Approximately 1,932 sq. ft. in professional bldg. in Downtown Oakland. Listing # H86OCC. ****Reduced Pricing!****

FRESNO SUBLEASE & PATIENT CHARTS FOR SALE - Patient Charts for sale & Sublease. ~1,300 sq.ft., 3 fully eq. ops.

MURRIETA STARTER DENTAL PRACTICE FOR SALE - ~1,400 sq. ft., 2 eq. ops + 2 plumbed. Various profession/retail shops around.

PALM DESERT DENTAL PRACTICE FOR SALE - Seller wants to retire. **2013 Gross ~\$850K**, mostly CASH/PPO, 10+ yrs goodwill, ~1700 sq. ft., 4 eq. ops., high tech office, located at the corner in commercial building. Great visibility & ample parking.

ARTESIA DENTAL PRACTICE & REAL ESTATE FOR SALE - **2013 Gross ~\$850K**. Mostly CASH/PPO. 6 ops. ~3,580 sq. ft.

COVINA DENTAL PRACTICE FOR SALE - Beautifully renovated. ~1,100 sf. 3 ops.+ 1 add't plumbed. Good foot traffic. **New Listing!****

COVINA DENTAL PRACTICE FOR SALE - ~ 900+ sq.ft, 3 ops. Low Rent. Professional building. Close to Freeway 10. #CVN71T

HAWAIIAN GARDENS DENTAL PRACTICE FOR SALE - **2013 Gross ~\$275K**. Office located in shopping center on busy streets. 4 equipped operatories, ~ 1,200 sq.ft. Ample parking spaces. Easy access to Freeway 605. #HG423KL. ****New Listing!****

LOS ANGELES DENTAL PRACTICE FOR SALE - Busy street. Highly visible strip mall. 3 ops. + 1 plumbed -1,500 sf. ****New Listing!****

LOS ANGELES DENTAL PRACTICE FOR SALE - **2013 Gross ~\$630K**. 3 ops, 1,300 sq ft., diverse patient population. #LA414NMB.

PANORAMA CITY DENTAL PRACTICE FOR SALE - 2013 Gross ~\$240K. Busy street intersections in strip mall with good street visibility. 3 fully equipped operatories in approximately 970 sq.ft. Easy access to Freeway 5. #PC821MP. ****New Listing!****

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PARAMOUNT DENTAL PRACTICE FOR SALE - Busy street. Shopping Ctr. Great visibility. ~1,200 sq.ft. 4 eq. ops. #Z619PM.

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SAN GABRIEL STARTER DENTAL PRACTICE FOR SALE - 2 eq. ops, ~1,000 sqft. Busy shopping center with anchorages.

SANTA MONICA PRACTICE FOR SALE - Med. Bldg. Excellent visibility & signage. Prime location. Close to Fwy 405. ****New Listing!****

SOUTH GATE STARTER PRACTICE - Busy streets. ~1,500 sq.ft, 4 equipped ops + 1 plumbed. Excellent visibility. #SC720T2.

VALENCIA DENTAL PRACTICE & REAL ESTATE FOR SALE - Gross ~\$570K. Mostly PPO/Cash. Spacious office - 2,200 with 6 eq. ops. Medical bldg. built in 2007. Family practice including cosmetic, implant & orthodontics. Close to Freeway 5. #VRE8411O.

VENTURA DENTAL PRACTICE FOR SALE - Busy main street with high visibility, foot traffic. 5 eq. ops. ~1,782 sq.ft. Mostly PPO & Capitation. Absentee Owner. Family practice including Ortho, Pedo, Oral Surgery, Endo, Perio, & GP eneral Practice. #VT819SF

WHITTIER DENTAL PRACTICE FOR SALE - 3 ops. ~1,000 sq.ft. Busy major intersection. Good signage & visibility. #W77CC2.

LAKE FOREST DENTAL PRACTICE FOR SALE - Gross ~\$276K. Shopping Ctr. Good visibility ~1,700 sqft. 3 ops + 2 add't plumbed.

MISSION VIEJO DENTAL PRACTICE & REAL ESTATE FOR SALE - Gross ~\$530K. ~2,703 sq.ft., 3 ops. + 2 add't plumbed.

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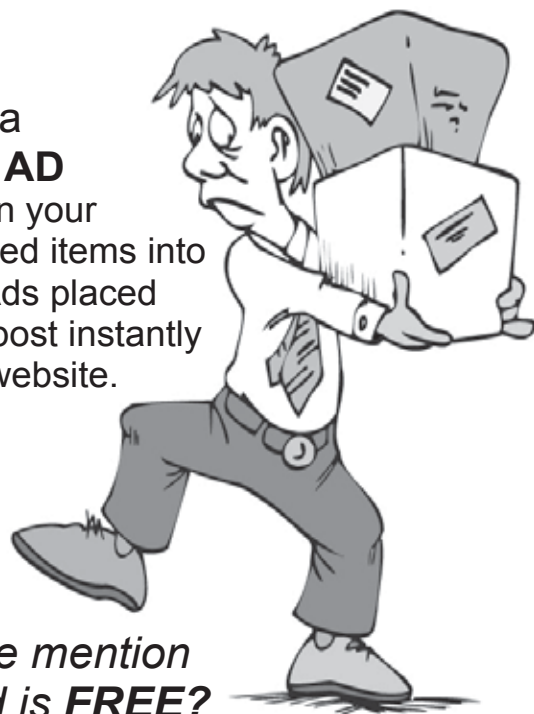
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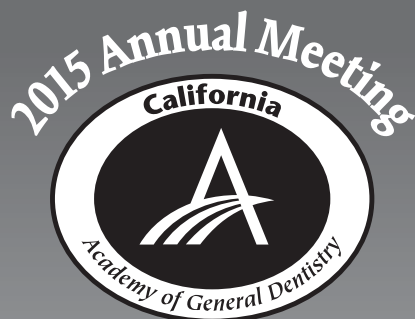
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Saturday, January 24, 2015
Marines' Memorial Hotel
 609 Sutter Street, San Francisco, CA

Schedule:

7:00 to 8:00 am
 Registration, Continental Breakfast
 and Visit Exhibitors

Session: 8:00 to 10:00 am

Break: 10:00 to 10:15 am

Session: 10:15 to 12 noon

12 noon to 1:00 pm
 Buffet Lunch, Visit Exhibitors
 and 2015 Officer Elections

Session: 1:00 to 3:00 pm

Afternoon Break: 3:00 to 3:15 pm

Session: 3:15 to 5:00 pm



The California AGD is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing dental education programs of this program provider are accepted by the AGD for Fellowship, Mastership and membership maintenance credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of approval extends from 6/1/2012 to 5/31/2016

Hands-on | 8 unit credits

Bone Grafting of the Alveolar Ridge and Sinuses

Description:

- Socket grafts w/ and w/o membranes.
- Synthetic particle and putty bone grafts.
- Basic buccal wall defects.
- Alveolar ridge augmentation.
- CAS Kit Sinus grafts and augmentation.
- Smart Builder for 1- to 4-wall defects.

Objective: Gain a clear understanding on the basics, as well as the differences between several types of bone grafting. Learn available materials and how to utilize them for commonly encountered situations, ridge defects and bone regeneration techniques.

Dr. Chen is a leading practitioner, teacher and lecturer on implant dentistry with over 20 years of experience providing dental care, diagnosis, treatment and advanced implant procedures. He is an authority on current principles, methods and procedures for evaluation, diagnosis and treatment, as well as a prolific presenter of dental implant educational workshops.



Tuition:

\$399. members of AGD

\$599. non-members

Lecture | 8 unit credits

Contemporary Solutions for High Efficiency Dentistry

Description: An engaging presentation demonstrating the efficiency of today's products and techniques used to achieve superior esthetic and functional results.

Objectives:

- Understand new restorative systems to deliver superior value.
- New technologies to obtain the highest quality and lower overhead expenses.
- Contemporary direct and indirect restorative options for anterior and posterior restorations.
- Appropriate adhesive and cementation specific to the restorative material.
- Proper use of today's polymerization.
- Preparation techniques for high strength all-ceramic restorations.

Dr. Kwong graduated from the Faculty of Dentistry at the University of BC. He is



currently the CCAD's Director for Vancouver. He began his career in a rural community before returning to Vancouver where he developed a state-of-the-art facility.

Tuition:

\$149. members of AGD

\$199. non-members

Registration - Clip or copy this form then submit by mail or fax | Register online (credit cards only): www.caagd.org

Please submit a separate form for ea. attendee | please print legibly

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Needed to confirm registration - info. kept confidential

For Questions call: (916) 932-2245

Fax this registration to: (916) 932-2209

Mail this Registration form to:

CAGD | Attn: Event Registration
 950 Glenn Drive, Suite 150
 Folsom, CA 95630

☐ **Bone Grafting of the Alveolar Ridge and Sinuses** (prices above)

☐ **Contemporary Solutions for Hi-Efficiency Dentistry** (prices above)

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MENDOCINO COAST: General Practice. 2,376 sq. ft., 4 Ops. Dentrux, Intra-Oral, CAD/CAM. 2013 GR \$1.025M. HSPPT - Thomas Wagner-916-812-3255 #CA181.

Lease Hold For Sale Elk Grove, CA. Great Visibility. Equipment included. Low rent. Call Dr. Luu 916 714 0702. Asking \$125,000.

USED PERIPRO III X-ray Machine \$650 Good working conditions with lots of accessories and some film. Contact me at victoriasm@gmail.com.

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PC-1000 Digital Pano for sale including computer with aptyrx license. fully working, nice image. call 909 913 9513 email mbpateldds@yahoo.com.

SAN JOSE General Practice. 3 Ops, 1,200 sq. ft., Pano, Eaglesoft. 2013 GR \$370K, 30 hr/week. HS PPT -Jim Engel 925-330-2207 #CA178.

Dental lab technician needed in Las Vegas for inhouse lab. Acrylic works, waxing, metal finishing, setting teeth. Resume to: drtgonzales@aol.com.

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TIMOTHY GIROUX
DDS/BROKER

ASK THE BROKER

How much should I pay in a simple chart sale?

The answer to *every* practice transition value question comes back to "Return on Investment." While a normal practice sale is valued at local market conditions, it has to make financial sense also. The key point starts with an assumption that the buyer can replace the selling doctor and maintain the same revenue stream in the practice. There is a return on investment assumption which is why the dental lenders will normally lend more than 100% of the asking price as long as the asking price is less than 85% of the collections.

If one applies this accepted business principle of "Return on Investment" to a chart sale, the value of a practice merger opportunity is worth more than the value of a straight sale. In a practice merger, the buyer already has the facility and staff. He can usually eliminate many overlapping expenses such as rent, utilities, and some of the staff. The elimination of these expenses alone sometimes results in twice the "Return on Investment" as compared to a practice sale where the buyer needs the office space and equipment.

While this logic that the *value* of a merger compared to a normal sale is indisputable, every dentist I have ever run into will insist that a reduction of purchase price be given to them if they don't need the additional equipment. This may be a natural assumption but obviously flawed if considered from a pure business or "Return on Investment" perspective. The only logical conclusion is that a buyer who has the opportunity to purchase a practice into which he can merge should be happy to pay more than the buyer who does not have that opportunity!

Unfortunately we dentists are not trained to look at the "Return on Investment" in this manner so it *seems* to make sense that we should pay less if we do not need the used equipment. However, the real value is in the transfer of patients to the new location, assuming that the buying dentist is capable of performing the dentistry that was being performed by the selling dentist.

Sometimes just a simple letter from the retiring dentist is enough. Other times seeing patients in the current location for a short period of time or just keeping the same key front office person is a good idea. Normally patients will return to where their records are kept because they do not want new x-rays! Call it a chart sale or a merger, but the answer lies on what "Return on Investment" you can expect from the patients you will incorporate into your practice.

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions.

Questions?

Contact Dr Giroux at wps@succeed.net or 800.641.4179

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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

BAY AREA: Periodontal Practice. Periodontal practice in leased office with 2,120 sq. ft., 6 Ops, Digital X-rays, Pulse Oximeter, Endoscope, Piezosurgery, and Dentrux software, 2013 GR \$1M. Practice open for almost 20 years. Practice #CA167.

EASTERN SIERRAS: General Dentistry Practice – 2013 GR \$463,806. Well-designed, 4 Op, 1,600+ sq. ft. office, low overhead practice, w/4+ days of hygiene. Seller refers out most OS, Perio, Endo, and all Ortho. Great opportunity in a nice community not saturated with dentists. Owner retiring. Practice #CA528.

FOLSOM/EL DORADO HILLS: PRICE REDUCED - Like-new office with 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2-1/2 days **SOLD** g./wk. Practice utilizes Dentrux, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103.

FREMONT: Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. Practice #CA553.

FRESNO: General Dentistry. This 5 Op, 2,000 sq. ft. office is located in North Fresno. The practice was started by the owner in 1997. There are 5 days of hygiene with 23 new patients per month. 2013 GR of \$789,000. Equipment is approx. 5 years old. Owner is retiring. Practice #CA171.

GREATER LINCOLN/ROSEVILLE: General Practice. 2,150 sq. ft. leased suite in shopping center. 3 equip. Ops (2 add'l plumbed). Intra-Oral, Digital X-ray, Laser, Eaglesoft software. 2013 GR of \$528K. Practice #CA165.

GREATER PITTSBURG AREA: PRICE REDUCED by \$122,000 - General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108

GREATER ROSEVILLE/ROCKLIN/LINCOLN: General Dentistry Practice. 2013 GR of \$350,671. Well-designed, tastefully decorated 1,887 sq. ft. office with 2 equipped Ops (3 additional plumbed). 3 day hygiene, equipment is approx. 7 years old, Eaglesoft software. Practice #CA154 - In Escrow

GREATER SACRAMENTO: PRICE REDUCED by \$50,000 - General Dentistry Practice and Condominium. 1,300 sq. ft. office in Professional Office building w/4 ops, Eaglesoft software, and Fiber Optics. 2013 GR \$679K+. Owner retiring. Practice #CA138.

GREATER SACRAMENTO: General Dentistry Practice. Well-designed 3,079 sq. ft. office (shared w/2nd dentist – separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/low overhead. Owner retiring after 35+ years in same location. Practice #CA140 - In Escrow

GREATER SACRAMENTO: General Dentistry Practice: Well-established GP practice in 1,600 sq. ft. office with 5 equipped ops (1 additional plumbed). Eaglesoft software, E4D, Intra-Oral, and Pano. 9 days Hyg/week. 2012 fiscal year GR of \$888K+. Seller refers out most specialty services. Owner retiring. Practice #CA156 - In Escrow

MENDOCINO COAST: General Dentistry Practice. Stand-alone professional building and practice located in a medical neighborhood on the beautiful Mendocino Coast. 2,376 sq. ft. with 4 equip Ops. Dentrux software, Intra-Oral camera, CAD/CAM. 2013 GR of \$1.025M every year since 2007 on av. 15 days/mo. 4 and 1/2 days hygiene, averaging 25 new patients per month. Practice #CA181.

MILPITAS: General Dentistry Practice: Beautiful, updated office on main thoroughfare in well-maintained professional building. 5 fully equipped Ops in 1,650 sq. ft., including Pano, Intra-Oral Camera, and Laser. 2013 GR of \$935,000 with 7 days of Hygiene. Owner retiring after 35 years in present location. 45 years in the community. Practice #CA180 - In Escrow

NORTH OF SACRAMENTO: General Dentistry 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrux, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Practice established at current location for over 15 years. Practice #CA106 - In Escrow

NORTHERN CALIFORNIA: Periodontal Partnership Opportunity: One of two partners is retiring from a very successful Perio Practice. Office leased with 1,500 sq. ft., 6 Ops, and Dentrux software. Has been in present location for many years. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. Practice #CA168.

NORTHERN CALIFORNIA: Endodontic Practice: Well-established satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft. Two microscopes, Digital. 2013 GR \$319,865. Practice #CA158 - In Escrow

NORTHERN CALIFORNIA: Endodontic Practice: Endodontic office in 1,021 sq. ft. with 4 equipped Ops, 1 add'l available. 3 surgical microscopes, Dentrux software. 2013 GR of \$337K, practice in current location for over 30 years, owner retiring. Practice #CA169.

PITTSBURG: General Dentistry Practice: Well-established practice on city's busiest thoroughfare. 3 year avg. GT of \$236K w/60% overhead. 5 equip. ops in 1,400 sq. ft. with Panoramic, Fiber Optics. 12 new patients/month and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. Practice #CA133.

PLUMAS COUNTY: PRICE REDUCED - General Dentistry Practice: 2013 GR of \$546,429 working 4 days, 37+ weeks/year in great retirement location – not saturated with dentists. 5 Ops available (4 equipped) in newly-remodeled office with Pan, Fiber Optics, EZ Dental software. 2.5 days hygiene per week. Great opportunity! Owner retiring. Practice #CA558.

SACRAMENTO: General Practice: 2,400 sq. ft. office w/7 equipped Ops, 1 add'l plumbed. Located in one of Sacramento's historic, well-established neighborhoods. Intra-Oral Camera, Digital X-ray, Pano, Softdent software. 2013 GR \$711,014. Owner retiring. Practice #CA182.

SAN FRANCISCO: FINANCIAL DISTRICT - General Practice: Beautiful, modern office with 1,744 sq. ft. with 5 Ops, 4 equipped. 2013 GR of \$906K in 177 Dr. days with Adj. Net of \$388K, 6 days of Hyg. Pano, Digital X-ray, Intra-oral camera, Softdent software. Owner retiring due to health issues. Practice #CA162. - In Escrow

SAN JOSE: General Practice: Nestled between the Evergreen and Silver Creek districts, this high traffic professional center boasts 3 fully equipped Ops in 1,200 sq. ft. with Pano X-ray and Eaglesoft software. 2013 GR of \$370,000 on 30 hour work week with 2 days of Hygiene. Located on a major intersection with Health Care and other businesses nearby. Owners are downsizing. Practice #CA178. In Escrow

SAN JOSE: Facility Only. North Valley, well-established location featuring 7 ops in approx. 1,400 sq. ft. Office is fully equipped with all you need at 1/3 the price of a new start up. One block from VTA stop, beautiful landscaping and newly re-furnished interior. Pano, Digital Scanner, and 5 station computer network included. Practice #CA190.

SAN MATEO: General Practice: Professionally designed office across from shopping area with 5 Ops plumbed, 4 equipped in 2,150 sq. ft. 2013 GR of \$708,000 with 5 days of Hygiene. Dentrux software, Digital X-ray, Film based Pano, Intra-Oral Camera, and 9 years new, top-of-the-line equipment. Owner is retiring from private practice. Practice #CA179 - In Escrow

SANTA CRUZ COUNTY: General Dentistry Practice in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrux Software. Seller is moving. Practice #CA550.

SANTA MARIA: This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 fully equipped Ops in 1,500 sq. ft. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 GR of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. Practice #CA166

S. LAKE TAHOE: General Dentistry Practice: This 1,450 sq. ft. office has 5 ops (1 add'l available), was started by owner in 1973. Average **SOLD** for the last 3 years have been \$773K. The practice has high visibility and parking. 15 new patients/month, 4 days hyg. Practice #CA134.

WALNUT CREEK: Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. Practice #CAM540.

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SOUTHERN CALIFORNIA LISTINGS

ANAHEIM: *NEW LISTING* - General Dentistry Practice and Building with 6 Ops, 2 Equipped, 4 Plumbed. Near Disneyland. Practice established 39 years with great visibility on a busy street. Practice # CA186.

BAKERSFIELD: *NEW LISTING* - General Dentistry Practice with 8 Ops, 4 Equipped, 4 Plumbed in a 2,400 sq. ft. suite. 2013 GR of \$521K. Practice has been established for 20 years. Practice #CA

BALDWIN PARK: General Dentistry Practice with 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$317K GR and \$163K Adjusted Net in 2013. Seller is relocating out of state. Practice #CA176.

BANNING: General Dentistry Practice with 6 Ops in 1,873 sq. ft. Practice features digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5MM. Practice #CA183.

CHULA VISTA: This General Dentistry Practice was started 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dentrix Software. \$493K 2013 GR, seller is retiring. #CA109.

COASTAL ORANGE COUNTY: Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the TIs. Dentrix and Dexis, Digital Pano. Close to the ocean - dream location! GR over \$600K in 2011 and \$500K in 2012. Practice #CAM566.

GREATER LOS ANGELES AREA: Periodontal Practice with 5 Ops, Dentrix, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, long-time staff and 34 Years of Goodwill. Practice #CA173.

HUNTINGTON BEACH: General Dentistry Practice has been established for 18 years. Spacious suite with 5 Ops, 3 Equipped in a great location near ocean. Practice #CA155 - In Escrow

INDIAN WELLS: This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 3 years ago with 6 Ops, and all new equipment and fixtures. Practice was in the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2012 GR were \$284K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530.

LA MESA: This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$396K in 2012 with \$155K in Adj. Net. Practice utilizes Dentrix, Laser, and Digital X-Rays. Practice #CA127.

LOMA LINDA: *NEW LISTING* - This General Dentistry Practice with 4 Ops has been established since 1986. Practice utilizes an Intra-Oral Camera, Dexis Digital X-rays, and Pano. 2013 GR of \$631K on a 4 day work week. Practice #CA185.

MURRIETA: General Dentistry Practice with 7 Ops, Schick Digital X-rays, CEREC, and Dentrix. 2013 GR of over \$1.4MM and over \$512K Adj. Net. Practice #CA163.

NEWPORT BEACH: General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 GR of \$350K on 3 1/2 days per week. Located near hospital in a desirable area. Practice #CAM534.

NORTH HOLLYWOOD: *NEW LISTING* - General Dentistry Practice with 5 equipped Ops, 1 plumbed, not equipped. Office is located in a free-standing building and utilizes Dentrix software, Dexis Digital X-rays, Pano, Laser and the office is paperless. 2013 GR of \$845K with \$296K Adj. Net. Practice #CA187.

NORTH ORANGE COUNTY: *NEW LISTING* - General Dentistry Practice with 7 Ops, 6 Equipped in a 2,700 sq. ft. suite. GR of \$601K with \$244K Adj. Net on a 3 day work week utilizing EagleSoft, Intra-Oral Camera, Schick Digital X-rays, and Pano. Practice #CA189

NORTH ORANGE COUNTY: *NEW LISTING* - North Orange County Orthodontic office. Leasehold improvements plus some patients. 4 chairs in an open bay located in a retail center. Practice is in an upscale family community. Practice #CA188.

ORANGE COUNTY: Oral Surgery Practice with 5 Ops in a professional building. Practice has been established for 8 years. 2013 GR of over \$1.4MM and \$875K Adj. Net. Practice #CA163.

ORANGE COUNTY: Periodontal Practice with 6 Ops, 5 Equipped. 2013 GR of \$479K with \$164K Adj. Net on a 4 day week. Great OC location near freeway, hospital, and shopping. Practice #CA172.

REDLANDS: General Dentistry Practice with 3 Ops has been established for 48 years. \$364K GR on 3 doctor days and 3 hygiene days per week. Practice #CA160.

RIDGECREST: General Dentistry Practice and Dental Building: This 4 Operatory office is located in 1,536 SF office building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. Practice #CA523.

RIVERSIDE: This General Dentistry/Implant Practice with 5 Ops has been established for 50 years and utilizes Dentrix, Digital Pano, and CT Scan. All equipment is 8 years old and has 20+ new patients/mo. Building also for sale. Practice #CA120.

SAN BERNARDINO: General Dentistry Practice with 4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with growth potential. Practice #CA150.

SAN CLEMENTE: This General Dentistry Practice with 3 Equipped Ops, 2 Add'l Op. has been established for approx. 10 years. Uses PracticeWorks, digital x-rays and Pano. 2013 GR of \$170K working 3 days/week, room to grow! Practice #CA129.

SAN DIEGO: General Dentistry Practice with 5 Ops, in a 1,200 sq. ft. suite. Practice utilizes EagleSoft, digital x-rays and has been established for 22 years. 2013 GR of \$295K. Practice #CA130.

SAN DIEGO: Retiring Dentist in a convenient, highly-desirable, central area of San Diego. 3-Op layout, with the dentist utilizing 2-ops. Small, quality driven FFS practice utilizing PracticeWorks. Ideal starter practice or an additional boutique practice location. Practice #CA161.

SAN DIEGO, NORTH COUNTY - INLAND: *NEW LISTING* - General Dentistry: Modern 5-Operatory FFS Practice in a Professional Building. 1650 Sq. Ft., 2013 GR: over \$760K, with an Adj. Net of over \$300K. Dr. is relocating. Practice #CA184.

SAN DIEGO, SOUTH COUNTY: This General Dentistry Practice with 3 Ops is in a retail center and has been established for over 6 years. Uses EasyDental and Digital X-rays with 3 sensors. GR of \$310K and \$120K in Adj. Net. Practice #CA175.

SAN FERNANDO VALLEY: General Dentistry Practice with 3 Ops, 2 Equipped, 1 add'l plumbed. Practice has been established over 30 years. Practice utilizes EagleSoft and Schick Digital X-rays. 2013 GR \$177K. Practice #CA159.

SOUTH ORANGE COUNTY: *NEW LISTING* - General Dentistry Practice with 5 Ops. Practice utilizes EagleSoft, Schick, Intra-Oral Camera, and a Laser. \$400K in Gross Receipts in 2013, with similar numbers for 2014. #CA192.

TEMECULA: General Dentistry Practice with 26 years of Goodwill and 6 Ops. EagleSoft with 14 workstations, digital, Pano, CEREC, and Intra-Oral Camera. Long-term staff and 4 days of hygiene/wk. \$794K GR and \$290K Adj. Net. Practice #CA174.

THOUSAND OAKS - FACILITY ONLY: Move-in ready office with 4 Ops in 1,325 sq. ft. Office features a modern design, Dentrix with 4 workstations, equipped business office, and sterilization area. Great start-up location, satellite office or Specialist location - 7 General Dentists in the building. Full inventory and photos available. Buyer will have first opportunity to purchase real estate in the future. Practice #CA137.

VICTORVILLE: General Dentistry Practice with 3 Ops plus 3 plumbed for expansion, 2,150 SF, SoftDent, 2013 GR of \$313K with \$147K Adj. Net, Established 34 years. Practice #CA149.

OUTSIDE OF CALIFORNIA

MAUI HAWAII: General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2 1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101.

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Testimonials:

Jeng and Associates have represented me in buying 3 offices and multiple lease reviews and negotiations. Their professionalism is unbeatable and Dr Jeng is always available to answer my questions by phone or email.

Dr. L. Kong, Daly City, Ca

I highly recommend Dr Jeng as a dental attorney. His experience as a dentist combined with his legal experience gave me the confidence to enter into a share office arrangement. He was always available to answer my calls and addressed all my concerns and questions.

Dr. P Tran, Burbank, Ca

Dr. Chester Jeng represented me in my last two dental office purchases. Very professional and helpful. He is my go to lawyer for my legal needs.

Dr. K Chou, Hacienda Heights, Ca



Law Offices of Jeng and Associates

Cell: (909) 450-7158 • (714) 858-0536

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Apparently an individual passing himself off as Scott Turner (and may be using additional names) and using the email address **gen2rule17@gmail.com** has discovered The Dental Trader and is contacting doctors who are advertising goods for sale on our Ad Board. He pretends to be an interested buyer. We have received evidence of fraud from a doctor who was offered more than the asking price for his equipment. Scott Turner is passing fraudulent checks. Online searches of this character produced other scams he appears to have engaged in, you can view these scam alerts at:

If you are selling an item, always ALWAYS make sure you are paid in full before shipping anything! If accepting a check or cashier's check, allow that check to clear first. If you receive an overpayment and the buyer requests you "reimburse" him the difference, DON'T DO IT!

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Sacramento Practice For Sale - 3ops - equipped - 1200 sq.ft. Real Estate included- \$225,000 Contact Joe Hruban 530-746-8839 or joe@omni-pg.com.

Santa Clara Practice For Sale - Busy GP Hybrid Practice with - Ortho - Prosth specialists in the practice 1-3 days each week. Average annual collections over \$950,000, six ops, great street visibility on busy street. Contact Joe Hruban 530-746-8839 or joe@omni-pg.com.

West San Jose -Cupertino Practice For Sale - Average annual collections of \$300,000, five equipped ops with room for five more. Blocks from Apple headquarters provides for great potential growth. Contact Joe Hruban 530-746-8839 or joe@omni-pg.com.

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The Dental Trader is now removing certain ads placed by dentists. Those placing free statewide ads for staff, selling a dental practice or seeking employment in So. Calif. will be automatically removed from the No. Calif. edition and vice versa. Both editions may be read online at dentaltrader.com.

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- 6067 MONTEREY - ADVANCED RESTORATIVE PRACTICE** Strong foundation for Dentist seeking quality restorative practice in mature and affluent demographic. \$310,000 invested in leaseholds, delivery systems and technology. Digital office includes Panorex and paperless charting. Great location, 3-Ops. 2013 Produced \$525,000 and Collected \$458,000. This is an "out-of-network" practice. Seller available to offer considerable transition assistance. Full price \$185,000.
- 6065 SOUTHERN ALAMEDA COUNTY** Collected \$480,000 in 2013. Attractive 3-Op office with tranquil views of garden setting. Digital radiography includes Panorex.
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- 6059 MODESTO** Coffee Road. 3-Ops. Collections have averaged \$295,000 with Profits of \$155,000+ last two years. Successor shall see pop in New Patients by becoming PPO provider.
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- 6043 WESTERN CONTRA COSTA COUNTY'S EL SOBRANTE** Highly visible in stand-alone building on Arroyo Way. Has been \$200,000/year on 3-day week. Successor shall see growth. 3-ops. Building optional purchase.

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I would like to meet with an interested candidate after they have submitted an Offer along with their Resume. And I would like to consider a number of candidates as I make this important decision as to what is best for my patients, my staff and me.

I expect my advocate to do the heavy lifting from start to finish as that is why I have engaged them. I do not want someone to be delegating this exercise to different parties, nor do I want to be chasing them for progress reports. I want to be in control from start to finish. As I have placed my practice "For Sale", I would like it "Sold" in a timely manner.

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