

# THE Dental Trader

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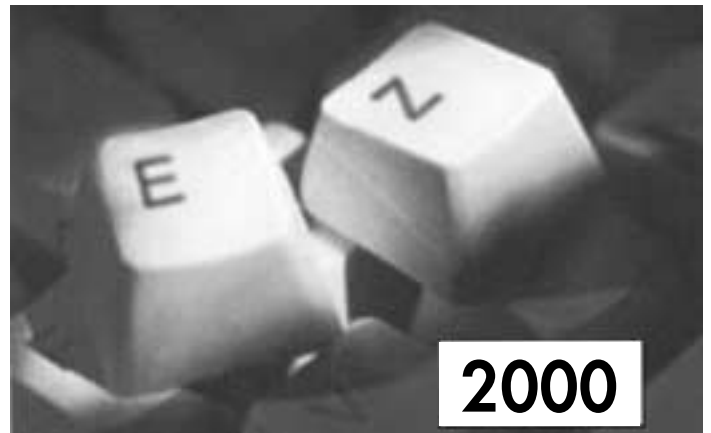
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*"Pat Wood has been a great help in facilitating the smooth transition between our buyers and sellers. He takes the time to understand the nature of the transaction and is conscientious in the creation of the contracts for our dentists."*

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*"I want to thank you for your excellent counsel during negotiations for the sale of my dental practice. It was a pleasure working with you from start to finish. I have already recommended you to a colleague on a similar matter and would not hesitate to do so again."*

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**KURT SKARIN QUICKLY FOUND** quality buyers for my practice, with a selling price that was fair and desirable. His professionalism, availability and knowledge throughout the process helped me beyond words. I recommend him highly!" Robert Borden, DMD Call Lee Skarin and Associates at 818-991-6552, 805-373-5585, 562-592-5232, or 1-800-SKARIN #1.

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**#G-230 OROVILLE** GP, Long Estab. practice. SELLER retiring Coll'd \$289k in '03. Seller refers out all specialties. 3 op office w/all new dental chairs and units. Seller owns office bldg, may consider sell or rent. **FP \$185K Western Practice Sales 800-641-4179**

**WESTWOOD GENERAL PRACTICE FOR SALE** High end, fee for service practice currently collects \$430,000 per year on short 3 day work week. Seller has, historically, collected over \$500,000/year but due to medical problems has cut back. Practice has 3 \_ days per week of hygiene. No welfare, capitation or PPO's. Seller refers all endo, all surgery and all perio surgery. 4 ops with full window views from each. Nice facility. Motivated seller. Asking price is \$250,000. Call Kurt Skarin at Lee Skarin and Associates for more information at 818-991-6552; 562-592-5232 or 1-800-SKARIN #1.

**"I FEEL THE INFORMATION** given will help me inspire and motivate my staff to work more effectively and this will help push my practice to new heights!" Pacific Management Consultants, Ph: 408-369-6400 Ext 110, Fx: 408-369-6405, Email: [candice@pacificmanagement.com](mailto:candice@pacificmanagement.com).

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PRACTICE SALES AND LEASING

**FRESNO COUNTY**

**FRESNO COUNTY #1** - (3) op G.P. located in smaller town. Only private dentist in town. Annual gross collections \$315K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both. **NEW**

**FRESNO COUNTY #2** - (3) op G.P. located in smaller town. (2) ops eqt. 3rd plumbed not eqt. Store front location with signage/visibility. Annual gross collections \$150K+ p.t. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$2,600/mos. Near Fresno County #1. Buy one or both. **NEW**

**FRESNO COUNTY #3** - South county location. General practice & condo for sale. (4) op computerized office. Nice equipt. Mixed patient base. Gross \$500K+/yr. Seller retiring. **NEW**

**KERN COUNTY**

**BAKERSFIELD #9** - (3) op G.P. Office & Bldg. for sale. Gross \$600K+/yr. \$14K/mos cap. **SOLD**

**BAKERSFIELD #11** - This one has it all! An absentee owner run. True money maker! (11) fully equipped ops. Paperless office, Dentrax S/W, digital x-rays, Pano equipped General Practice with (1) full day a week of Ortho. Ins/Cash/Denti-Cal/CAP patient base. Mos. Cap. Checks \$12K+/mos. Bldg. also for sale! **PENDING**

**BAKERSFIELD #12** - Fully built out dental office condo for sale. 2,158 sq. ft. 5 plumbed ops. Includes some equipment. Seller motivated. **NEW**

**SO. EAST KERN CTY. #2** - (2) op part time G.P. practice. Gross approx. \$150K/yr. Mixed patient base. **SOLD**

**LOS ANGELES COUNTY**

**BELLFLOWER** - (5) op G.P. for sale. On Main street with visibility/exposure/signage. Like new equipment. Cash/Ins/PPO/CAP. Monthly CAP. Check \$7,000+. Annual gross collections \$550K+ **NEW**

**CANOGA PARK** - (4) op G.P. (3) ops eqt. signage and visibility. Cash/Ins/PPO patient base, gross collections \$120K+/yr. P.T. can do much more with additional hours. **PENDING**

**GLENDALE #3** - (2) op G.P. 3rd op plumbed. Attractive bldg. out. Ave. Annual Gross \$180K part time. Can do much more full time.

**GLENDALE #4** - (2) op G.P. 3rd op plumbed. Nicely appointed. Cash/Ins. Annual gross \$220K+ P.T. Can do more. **NEW**

**HOLLYWOOD** - (6) op G.P. (4) ops eqt'd located in store front with excellent signage, exposure and visibility. Average annual gross collect. \$369K+ on 4 1/2 days/wk. Cash/Ins/PPO/Denti-Cal/CAP patient base. Many walk-ins. Approx. 50-60 new patients/mos. Monthly CAP. Checks = \$10,000+. **NEW**

**HUNTINGTON PARK** - (6) op G.P. for sale. Located in a high visibility store front location on main street. Cash/Ins/PPO/Denti-Cal. 2003 Gross collect. \$560K+.

**LOS ANGELES** - Bldg. and (4) op G.P. office for sale. Exposure/visibility/signage. Gross collections in 2003 were \$556K; Previous years collections in 2002 were \$839K prior to seller illness. Potential to take it to \$1M. Account receivables include in sale to help with cash flow. Cash/Ins/PPO/Cap/Denti-Cal patient base. Here's your chance to own your own bldg. and million dollar practice!

**SO. EL MONTE** - (5) op G.P. (4) ops eqt. (1) plumbed not equipped. Store front location on main street with signage and visibility. Annual gross collections approx. \$275K. Mostly Cash/Ins/PPO patients with small amount of Denti-Cal. **NEW**

**SO. LOS ANGELES** - (3) op G.P. located on first floor of Medical/Dental Bldg. Only DDS in bldg. Many patient referrals from other doctor tenants. Gross collections \$310K+ on 3 1/2 days per week. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$7,000+/mos. **PENDING**

**SO. BAY** - G.P. located in free standing bldg. (6) ops of new equipt. with (2) add. plumbed ops. Bldg. also for sale. Collect. \$150k+/yr. p.t. Cash/Ins/Cap. **SOLD**

**RIVERSIDE COUNTY**

**COACHELLA VALLEY** - (6) op G.P. with some ortho for sale. (4) equipped ops. Cash/Ins/PPO patient base. Newer equipment. Dentrax s/w. Grossing \$400K+/yr. Seller retiring. **NEW**

**SUN CITY** - (6) op G.P. for sale. Located in free standing smaller Medical/Dental bldg. Waiting room is shared with large medical group who refers many patients. Gross collections \$260K+ on 2 1/2 days per week. Can do much more. Cash/Ins/PPO patient base. Seller wishes to stay on as an associate one day per week. Will mentor and introduce. Excellent opp. for DDS just starting out. **NEW**

**SANTA BARBARA COUNTY**

**SANTA MARIA** - (3) op G.P. located in free standing bldg. with exposure/visibility/signage. Gross Collect. \$275K+/yr. Cash/Ins/PPO. **SOLD**

**SAN BERNARDINO COUNTY**

**VICTORVILLE** - (3) op G.P./Prosthodontic office located in a one story professional bldg. Ave. annual gross collect. \$334K on (3) day week. Cash/Ins. patient base. **SOLD**

**SAN DIEGO COUNTY**

**NORTH SAN DIEGO CTY** - Hi-Tech, state of the art, Fee for Service G.P. office. (4) ops/2 Eqt. Excellent growth area. **SOLD**

**SAN LUIS OBISPO**

**ARROYO GRANDE** - (4) op G.P. office for sale. Cash/Ins/PPO. Gross collect \$500k+/yr. Seller retiring. **SOLD**

**TULARE COUNTY**

**PORTERVILLE** - (4) op G.P. Newer equipment. Cash/Ins/PPO. Ave. annual gross collections \$600K+. (30) new patients/mos. Growing area. **NEW**

**TULARE COUNTY #2** - Bldg. and (4) op G.P. practice for sale on main street with excellent visibility and signage. Located in smaller town. Limited competition. Annual Gross collections \$435K+. Mostly Cash/Ins/PPO with small amount of Denti-Cal. **NEW**

**VENTURA COUNTY**

**WEST VENTURA CTY #2** - (8) op G.P. on main street with excellent visibility/exposure/signage. Cash/Ins/PPO/CAP. Cap check = \$9K+/mos. Computerized office, digital x-rays, ave. annual gross collections \$850K. **NEW**

**OXNARD** - Bldg. and G.P. practice for sale on main street with excellent visibility and signage. (4) ops of older equipment. Annual gross collections \$275K+ on relaxed (4) (6) hour days. Can do much more. Doctor is burnt out and wishes to retire. Cash/Ins/PPO/Denti-Cal. **NEW**

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**PRACTICE FOR SALE #4952** – Butte County. Cultural Center No. Sacramento- Best Location in city – Hi identity– Seasoned 40% HMO practice, gross \$1,000,000 within 36 mos. Secure 50 new patients per/mo. or more. Great opportunity one Dentist or 2 Dentist team. 8 Ops in 2,500 sq.ft., low rent, high growth area. Call PPS (714) 832-0230, fax resume (714) 832-7858.

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**TESTIMONIAL:** Call Mark at EZ 2000 Dental Software at 800-273-5033. He has been very helpful to our dental office in using our dental software. It does everything we need; billing, eClaims, scheduling, recall, etc. We are heavy Denti-Cal users catering to the Latino community. It works great for us. We use it on both of my offices. Luis Alvarado, DDS. [El Monte & Baldwin Park] (626) 448-9867.

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**FRESNO COUNTY #1 (3) OP G.P. FOR SALE.** LOCATED IN SMALLER TOWN. ANNUAL GROSS COLLECT. \$315K+ ON 3\_ - 4 DAYS/WK. CASH/INS/PPO/DENTI-CAL. VERY LOW OVERHEAD/HIGH NET. D&M PRACTICE SALES AND LEASING (818) 591-1401

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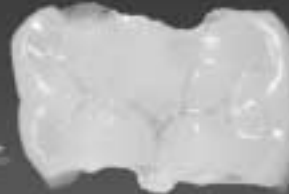
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**1**

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**2**

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**PRACTICE FOR SALE** #4861. Ventura. Store front location. Collects \$650k per year. Mix of cash/credit, Insurance and Dential. Call Professional Practice Sales, Inc., (714) 832-0230.

**OXNARD STARTER PRACTICE FOR SALE** Gross collections of \$200,000/year on three days per week with net income of 50%. Four operatories in small professional building on a busy street. Seller does no marketing. Predominantly Hispanic patients. Some capitation and about 25% Denti-Cal. Excellent potential for growth through availability and marketing. Asking \$120,000. Motivated Seller. Call Kurt Skarin at 818-991-6552; 805-373-5585 or 1-800-SKARIN #1 for the details.

**GLENDALE #3** (3) OP G.P. FOR SALE. (2) OPS EQT. 3RD PLUMBED NOT EQT. ATTRACTIVE BUILD OUT. AVE. ANNUAL GROSS COLLECTION \$180K/YR. P.T. CASH/INS/PPO/DENTI-CAL. D&M PRACTICE SALES AND LEASING (818) 591-1401

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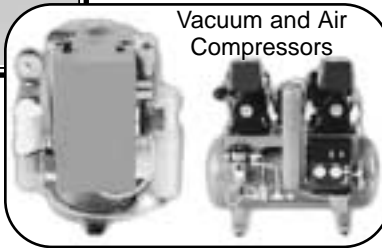
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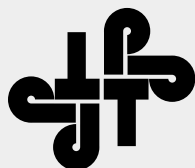
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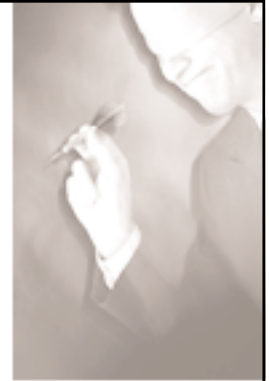
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### BAY AREA

**#B-157 CONCORD** - GP Long Estab. Coll'd \$245K in '02. 2 ops, plumbed for 3rd. Centrally Located! **FP \$160K**

**REDUCED!!! #C-171 FAIRFIELD** - GP in shopping center office is "like new" w/3 fully equipped ops, room for add op. Mostly ins/cash pts. Collected \$280K in '02 on 2-day work week! **Steal at \$150K!**

**#C-208 SANTA ROSA** - Great Location, Previous Collections avgs \$550K. **FP \$250K**

**#C-234 MARIN COUNTY** - GP, Long Estab. practice. Modern equipped 4 op office. Insured/Cash patients only. Prime location. **FP \$435K**

**#D-219 SAN JOSE** - Turnkey facility in desirable Samaritan Hospital area. Dr. relocating to larger space in the area and leaving behind all the major equipment for 3 fully equipped ops. No patient base. **FP \$145K**

**NEW #D-250 CUPERTINO** - Turn-key facility off Stevens Creek, less than two years old! Great location! Great Build Outs! Won't last! **Call for Details.**

**NEW #D-217 MONTEREY** - GP Long estab. practice. Prime location. Collections of \$954K in '03. Fully equipped 4 op office. Insured/cash pts only. Seller refers out most specialties. **Call for Details!**

### NORTHERN CALIFORNIA

**#E-122 YOLO COUNTY** - Long Estab. GP. Coll'd \$760K in '03. Ins/cash only. 2,100 sf w/5 ops, plumbed for 1 more. **FP \$460K**

**#E-183 EL DORADO HILLS** - GP with emphasis on cosmetic dentistry. Seller is pursuing other interests. Fee-for-Service, 900 sf 4 op ofc doctor avgs 14 pts per day w/30 new/mo. **Call for Details!**

**#E-201 ROSEVILLE** - GP Managed care practice. Modern 4221 sq ft ofc w/12 fully equipped ops. Avgs 250 new pts/mo. **Call for Details!**

**REDUCED #E-228 SACRAMENTO** - GP, Long Estab. Seller retiring. Coll'd 242K in '03. Office has 3 ops with plumbing for 1 add. **FP \$99K**

**NEW #236 SACRAMENTO** - GP Long estab. Modern equipped 6 op office w/approx 300sf. Insured/cash pts only. Collections of \$822K in '03. **FP \$450K**

**NEW #E-251 SACRAMENTO** - GP Estab. practice. Prime location near Country Club shopping center. 1600 sq ft office, w/2 fully equipped ops, plumbed for additional. **Call for Details!**

**NEW #E-258 SACRAMENTO** - GP, Long Estab. Seller retiring. Collections of \$281K in '03. Insured/cash pts only. Fully equipped 3 ops, plumbed for 4th op. Seller refers but most specialties. **Call For Details!**

**NEW #E-259 ROSEVILLE** - GP, Long Estab. practice, Seller retiring. 2000 sq ft office., w/ 10 ops Coll'd \$146K in '03 on limited schedule. **FP \$75K**

**NEW #E-265 SACRAMENTO** - Long Estab. practice 4 ops, approx 18 new pts/month Coll'd \$550K in '03. **Call for Details!**

**#F-149 MENDICINO COAST** - Great opportunity for dentist who would like to own their own bldg in beautiful beach community. **Call for Details!**

**REDUCED #F-189 UKIAH** - Well Estab. fee-for-service practice. Known for its quality reputation. 2 ops w/expansion possibilities. **ONLY ASKING \$80K!!!**

**#G-198 NORTH CHICO AREA** - GP, long Estab practice. Mostly ins/cash pts. Fully equipped 2 op. ofc, plumbed for 3rd op. Excellent opportunity for recent grad seeking a starter practice. **FP \$75K**

**#G-230 OROVILLE** - GP, Long Estab. practice. SELLER retiring Coll'd \$289k in '03. Seller refers out all specialties. 3 op office w/all new dental chairs. Seller wns office bldg, may consider selling. **FP \$185K**

### NORTHERN CAL CONT.

**#G-238 CHICO** - GP Long Estab. practice coll'd \$509K in '03. Modern equipped 3 op office. Mostly insured/cash pts w/10-20 new pts/mo. Practice is located in a busy, easily accessible main thoroughfare. **FP \$315K. Seller owns Office Bldg, possible sale \$425K.**

**#H-210 MOTHERLODE** - GP Long Estab. practice. Coll'd \$332K in '02. Low overhead office, netting approx 50% of collections. Modern 3 op ofc **FP \$220K**

**#H-224 NORTH HIGH SIERRA** - Long Established GP. 1400 sqft office with 3 fully equipped office. Insured/Cash pts only. Coll'd \$314K in '03. Office bldg avail w/purchase of practice. **FP \$200K**

**#H-229 GRASS VALLEY** - Long Estab. Retiring GP. Great Opportunity! Seller wants to pass the torch onto new dentist in the fashion it was so amiably passed to him. **Call for Details!**

### CENTRAL CALIFORNIA

**#I-200 STOCKTON** - GP Managed Care Practice. Modern 1900 sq ft office with 7 fully equipped ops. Avgs 175 new pts/mo. **Call for Details!**

**#I-241 MODESTO** - GP Estab. growing practice located in prime north area shopping center. Modern equipped 4 op office, plumbed for additional op. Mostly insured/cash pts. Coll'd \$540K in '03. **FP \$385K**

**NEW #I-249 STOCKTON** - GP Estab practice. 2 ops **Call for Details!**

**#J-188 TAFT** - GP 1400 sq ft, 4 op office, Dr. avgs 10 pts/day. Seller will entertain all reasonable offers on this quality practice. Real Estate is also avail w/400 sq ft Rental Space. **Call for Details!**

**NEW #I-246 FRESNO AREA** - GP Collections of \$522k in '03. 5 fully equipped ops, w/all the latest technology. Patient base is a mixture of insured, private pay and Denti-Cal. **FP \$340K Call for Details!**

**NEW #I-252 CLOVIS** - GP Prime retail center location. Modern equipped 6 op ofc. Growing practice w/ collections projected @ 775K for '04. Mixed pt base of insured/cash/managed care. **FP \$500K**

**NEW #I-264 STOCKTON** - Long-established GP, quality practice in the desirable March Lane neighborhood of this family-oriented community. Dr. avgs 10 pts/day and with approx 10 new pts/month. 1214 sq ft, 3 op office is conveniently located in a highly visible, single-story Med/Dental Bldg. **Call for Details!**

### SOUTHERN CALIFORNIA

**NEW #K-260 CORONADO CAYS** - GP, 5 op office mostly PPO practice. Good active pt, 50+ new pts/month. Dextrix. This wont last long! **Call for Details!!**

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**REDUCED #Az-202 PHOENIX** - Centrally located in a well-known Med/Dental bldg near Metro Center, 5 op "turnkey" facility that would cost nearly twice our asking price to duplicate. **Call for details! ONLY \$95K**

**#Az-203 TUCSON** - Long Estab quality practice with 1,500 sf bldg in desirable East/Central Tucson. Seller retiring. Gross approx \$300K on 12-18 hrs per week. **Practice and Facility FP \$450K**

**#Az-216 PRESCOTT** - Seller retiring from fee for service practice in a highly desirable community. Over 22 new pts/month! 2400sf w/6 fully equipped ops. Gross receipts in 700-800k range. Great net! **Call for Details.**

**NEW #Az-245 TUCSON** - Estab. GP of 13 years. Office is 2400 sf located in free standing bldg w/4 ops. Great location! Collects in range of \$350K. **FP \$220K.**

**NEW #Az-247 CENTRAL ARIZONA** - Long Estab. practice. Great Cash Flow! **Call for details!**

### ARIZONA CONT.

**NEW #Az-254 PHOENIX, AZ** - GP, 4 op practice w/ 1,353 sq. ft, with room for expansion into adjacent 1,000 sq. ft space. Large, stable patient base and seasoned staff. **Projected Gross in \$800K range.**

**NEW #Az-255 N. SCOTTSDALE, AZ** - GP 5 op office. State-of-the-art equipment in a highly desirable neighborhood. Practice is generating, 30 New Patients per month in a 7-month scratch-start! **Call for Details!**

### NEVADA

**#R-128 RENO** - Long Estab. Fee-for-service GP. 5 ops office near hospital. Coll'd over \$600K in 2001, FP is only 50% of Gross! **FP \$290K. Seller very Motivated!**

**#R-142 - RENO** - Long Estab. GP. Seller retiring. 1,540 sf w/5 equipped ops, ofc is centrally located. Coll'd \$373K in 2002. Ins/cash pts. **Call for Details!**

**#R-233 RENO** - Long Estab. practice. Modern equipped 4 op office. Collections of \$795K in '03. Mostly Insured/cash patients. Excellent location with reasonable rent. **Call for Details. FP \$400K**

**NEW #LV-239 HENDERSON** - Well Estab. fee for service practice Whitney Oaks area of Henderson. 5 ops w/private office in great location. Collections in the high \$700K's to low \$800K's. **Great value at \$475K.**

**NEW #LV-240 LAS VEGAS** - Awesome 10 op practice in free standing building on West Flamingo. Mostly fee for service practice w/gross about 2 mill **Call for Details!**

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**NEW #LV-248 LAS VEGAS** - GP, Estab 4 years, Seller is retiring. Dr avgs 20 pts w/ 10 Hyg pts/day & approx 80 new pts/month. 1,950 ft, w/5 ops. **FP \$635K**

**NEW #LV-261 LAS VEGAS** - GP nice 4 op office in excellent location. **Call for Details!**

**NEW #LV-262 LAS VEGAS** - Turn Key Facility, 2000 sq ft Pride Institute designed office. **Call for Details!!**

**NEW #LV-263 LAS VEGAS** - Long Estab. 6 op practice. Beautiful 3000 sf office. **Call for Details!**

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**REDUCED #A-222 BAY AREA/MIDPENINSULA Ortho**, awesome practice! 3 op office, plumbed for 1 additional. Grossed over 200k on 2 day wrk wk. **\$175K**

**REDUCED #D-227 SOUTH BAY - Ortho**, Estab. Dr. avgs 20 pts/day w/avg of 8 new/month. Located in Prof. Med/Dental Bldg. **Priced to Sell \$195K**

**NEW #C-256 EAST BAY - Endo**, Long Estab practice. Ins/Cash pts only. Modern equip'd 3 op office. Coll'd \$504K in '03 on 4 day schedule. **FP \$300K**

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**BEVERLY HILLS COSMETIC PRACTICE FOR SALE** – Located in the Golden Triangle of Beverly Hills, this long established fee-for-service practice grossed \$688,000 in 2003 on an average of 3 1/2 days per week. 5 equipped operatories with 2 additional plumbed but not equipped. Two and one-half days of hygiene per week. Higher end patient base. Seller is willing to stay for a smooth transition. Asking price is \$600,000.00.

**SOUTH BAY ORTHODONTIC PRACTICE** – Quality orthodontic practice grosses over \$750,000 per year with a net income of over \$400,000 per year on four days per week. No plans or reduced fee programs. 20+ starts per month. 5 chairs in well designed, spacious office in well recognized professional building. Seller will stay to transition the practice and to assist buyer. Excellent opportunity to have a real quality orthodontic practice.

**SAN DIEGO COUNTY ORTHODONTIC PRACTICE FOR SALE** – Established for over 25 years, this practice grosses over \$900,000 per year and nets \$450,000 per year on four days per week. 25-30 starts per month with an average fee of \$4,000. Over 600 patients in bands. Seller is moving out-of-state. Solid referrals from patients and general dentists. Asking \$600,000.

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**WOODLAND HILLS FACILITY ONLY** – 5 operatories of relatively new, top quality equipment, including digital x-ray machines, networked computer system with chairside terminals, intra-oral cameras, and two laboratory/sterilization areas. 1250 square feet in smaller dental building. 5 year lease at \$3170/month and a 5 year option to renew. Equipment has been appraised at \$150,000. Asking price of equipment and leaseholds is \$150,000.

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**FOR SALE** – Established in 1966, this fee for service practice collects \$525,000-550,000/year on three days per week. Seller refers out all endo, all perio and most surgery. No Denti-Cal, no cap, no PPO's. 3 1/2 days per week of hygiene, 4 operatories in a free-standing building. Seller will stay for up to six days per month for a smooth transition.

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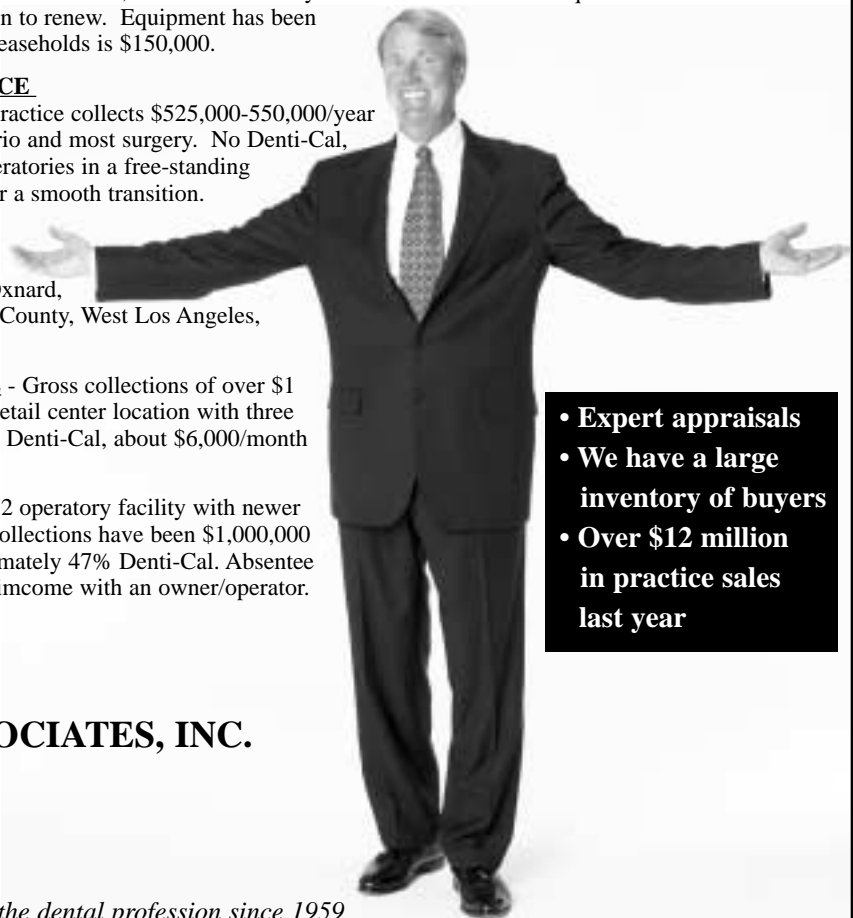
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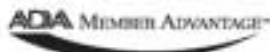


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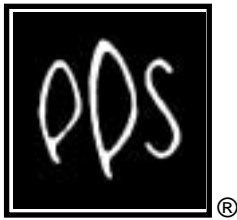
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