

THE Dental Trader

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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 eqt'd with new eqt. 3rd op plumbed not eqt'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. **PENDING**

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 eqt'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 speciality school. **NEW**

GLENDALE - Extremely motivated Seller wishes to sell their (4) op (2 eqt'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 equipt, 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 eqt'd, (5)th op plumbed. Located in an upscale, well known & well located prof. bldg. A-Dec equipt, pano & plumbed for central nitrous. Sale includes T.I. \$'s to freshen up the office. Priced less than build out & equipt replacement cost.

NORTH HOLLYWOOD - (4) op Turnkey Office with patients. (2) ops eqt'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. **NEW**

RESEDA - (4) op G.P. w an x-ray room. (2) ops eqt'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 eqt'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 eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. 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. **PENDING**

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 Eqt. Open 1/2 years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **Price Reduction.**

SAN DIEGO COUNTY

LA MESA #3 - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'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 eqt. & (2) ceiling mt'd surgical microscopes. 2 days/wk Pedo, 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 eqt. Computer networked & has digital x-rays. Sale includes dental eqt, furniture, fixtures, leaseholds & rights to the office lease. Seller moving to larger office.

NORTHERN CA

LODI - (4) op comp. G.P. (3) ops eqt'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 eqt'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 eqt. plus (4) ops of older eqt. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$20K/mos! 2009 Proj. Gross Collect \$1.25M. Absentee owner.

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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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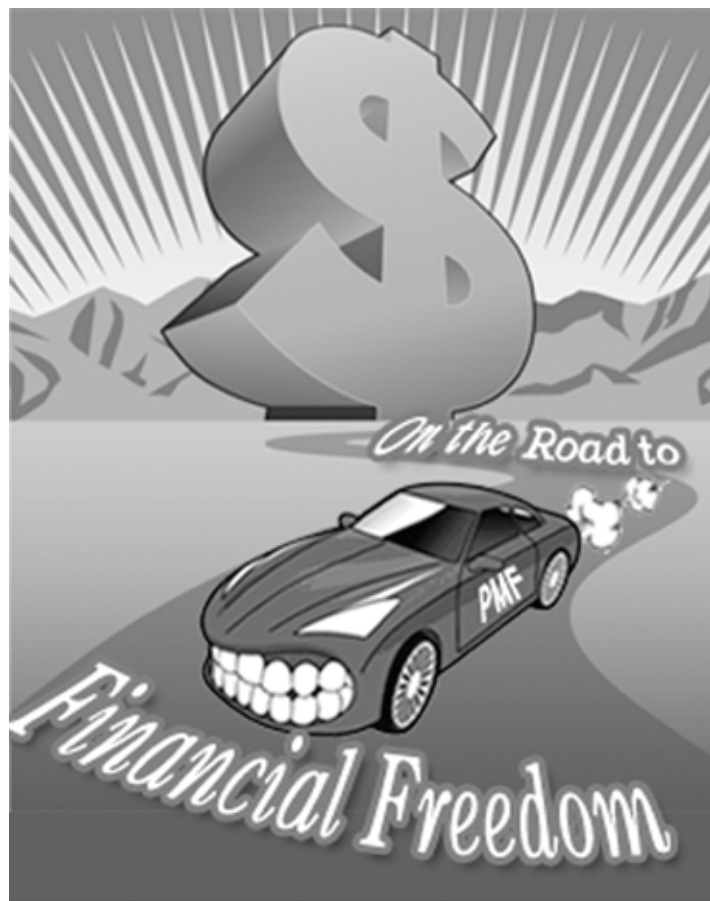
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- **ALTURAS:** For Sale - General Dentistry Practice. '08 collections \$611K on 3.5 days/week w/same number of hygiene days. Owner owns the Bldg. & has practiced in Alturas since 1985. Owner will consider selling Bldg. with practice. #14279
- **AUBURN:** O.S. Practice GR \$1.2 MIL. Avail. for immediate sale. Owner deceased.
- **DIXON:** For Sale-General Dentistry Practice. 2008 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
- **FRESNO AREA:** For Sale-General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467 in 2008 \$798K adjusted net income. The office has Dentrix, Laser, Intra-oral camera, digital x-ray and Pano. Bldg. may be available 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.
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- **GRASS VALLEY:** For Sale- This Periodontal Practice is located in desirable growing community. Practice has been in its present location for the past 29 years. Office consists of 1,500 sq ft 3 ops, Intra-oral camera, 5 days of hygiene. #14272
- **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
- **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, Dentrix. 10 days of hygiene. #14291
- **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.
- **SACRAMENTO:** Patient Record Sale Approx. 245 active patients. **SALE PENDING**
- **SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGED. Buyer needs to bring in Pt. base #14281. **SALE PENDING**
- **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 experienced Dentist. Owner Dentist is recently deceased. Temporary Dentist working practice until sale.
- **SAN JOSE:** Office space only & equipment. Fully equipped. New lease is available from landlord. Near Monterey Hwy. #14295
- **SAN MARINO:** For Sale-2200 sq.ft. free standing bldg w/ ample off-street parking, 6 equipped TX rooms w/large fully equipped lab. 5-hygiene days w/each hygienist seeing 10 pts per day. '08 receipts \$762K with a \$246K adj net. Owner is retiring.#14294
- **SUNNYVALE HMO PPO:** For Sale- Conveniently located in professional complex. '08 collections 2.5 days/week \$271K 3 ops in 1150 square feet, w/ plumbed 4th op potential. Dentrix & 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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BAY AREA

A-6781 SAN FRANCISCO - Established in 1993. New equipment-hardly used. VIRTUALLY NEW practice! 1,000 sf/3 ops. **\$65k**

A-7751 SAN FRANCISCO- Space Sharing. GP seeks DDS to share office in renowned 450 Sutter St bldg. *Call for details!*

A-807 SAN FRANCISCO-Well-known Medical/Dental Prof Bldg. Heart of downtown fin. Dist. Quality, state-of-the-art practice. 800sf & 2 ops w/ plumbing for 1 add'l. **\$250k**

B-755 BRENTWOOD FACILITY - Med. Prof. Bldg. Health care/comm. area. 1,500 sf/2 ops & plumbed for 1 add'l **\$375k**

B-757 SAN RAMON- One of the best planned, spacious offices we've seen! Located off Crow Canyon near the freeway in busy retail shpng ctr. "Like new" office is 2,800sf w/ 2 fully equipped ops. Plumbing for 8 total **\$295k**

B-7881 TRI VALLEY, CA - Facility Only - Location, Location, Location! 1070 sf, 4ops, ADEC chairs and equipment. Fully networked Dentrix computers. **\$400k**

B-8061 WALNUT CREEK FACILITY- Located in highly visible, easily accessible, well-mixed 4-story Medical/Dental Prof bldg w/ ample parking. Family-oriented, desirable neighborhood. GP or Specialist (Pedo/Perio / Oral Surgeons) 1,854sf & 4 ops **\$150k**

C-690 SANTA ROSA -1050 sf with 3 ops. One of the most prestigious areas in Santa Rosa. Very mature landscape & beautiful office. Emphasis on Crown & Bridge, esthetics dentistry & prosthetics **\$295k**

C-7361 SOLANO CO-FFS GP in thriving community! Spacious 2264 sf 6 op office near Yacht Club & Marina. **\$375k**

C-7811 SOLANO CO - 2,997 sf w/6 fully equipped ops + 2 Hyg ops + 1 add'l op! Buy the whole practice for \$1.3m or only 50% for \$650k. *Call for Full Details!*

C-787 SANTA ROSA - GP in very desirable area. 1700 sf , 4 fully equipped ops. Gross over \$300k last year! Write your own success story here. **\$150k**

BAY AREA CONTINUED

C-809 VACAVILLE- Relaxed workweek! Stable patient base. Well-maintained, single-story Dental Prof. Bldg on major street. Desirable Area. 1,500 sf / 4ops **\$150k**

D-779 SUNNYVALE - Well established GP in heart of Silicon Valley! 4 ops, 1050sf. Call for more information! **\$225k**

D-790 MORGAN HILL FACILITY - **SPECTACULAR!** Dental Prof Plaza on busy intersection. 1,730 sf/5ops, 3 of which are fully equipped. *This is an Ideal Satellite Office for Specialty Practice!* **\$75k**

D-7971 SF SOUTH BAY- Quality Service - Excellent Reputation- Desirable Location! 28 years of goodwill in this Dental/Medical Prof Bldg. 1480 sf & 4 ops. **\$650k**

D-813 MONTEREY- Location, growth, patient base and a lifestyle that just can't be beat! This will not wait for the hesitant buyer. Centrally located on busy thoroughfare connecting Monterey w/ Pacific Grove-Known as "New Monterey". 1,300sf & 4 fully equipped ops **\$525k**

NORTHERN CALIFORNIA

E-7121 SACRAMENTO AREA - Largely FFS. 1800sf, 4ops (+2 add'l plumbed). Highly visible, 2-story Prof bldg. **\$775k**

E-748 SACRAMENTO -Convenient location. 820sf/2ops. Plumbed for 1 add'l. **\$65k**

E-680 FOLSOM - Seller leaving behind all equipment & improvements! 2143 sf, 2 ops & plumbed for 4 add'l. Seller Will Consider ANY Reasonable Offer! **ONLY \$150k**

E-729 AUBURN - Busy retail shp ctr w/ excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 4ops. Plumbed for 2 add'l ops **\$300k**

E-753 CITRUS HEIGHTS - Estab. 25+ yrs. With little attention to marketing, production can be easily increased. 2,660 sf/9 ops. **\$950k REAL ESTATE AVAILABLE!**

E-782 ROSEVILLE-FACILITY- Spacious 1,850sf office. Open Bay w/4 chairs. Busy Pedodontic Practice in same building! **\$88k**

NO. CALIFORNIA CONTINUED

E-763 DAVIS AREA-Highly efficient FFS 1200sf, 3 op office. Close to Hospital & Medical Complex. Real Estate also available! **Practice: \$275k or option to lease available/ Property: \$300k**

E-795 SACRAMENTO - This Highly esteemed FFS practice offers 1100sf and 5 fully equipped ops in Dental Prof Bldg. Just Beautifully remodeled with upscale sophisticated décor. **\$795k**

E-808 SACRAMENTO-Quality Practice. Major Thoroughfare w/easy access. Free Standing Med. Prof. Bldg. 1000sf & 3 fully equipped ops **\$200k**

F-7651 COASTAL EUREKA AREA-Near Thriving University. Vibrant student/staff population. Seller retiring. 2700sf, 6 ops. **\$515k**

G-751 RED BLUFF/CHICO- Known for special sense of community & small town living. Complete remodel ~5 yrs ago. FFS GP. 2350sf / 4 ops equipped. Plumbed for 2 add'l. **Short Sale - Current Lender Willing to Carry Qualified Buyer. Practice Offered at \$175k / Real Estate Also Available \$250k**

G-761 CHICO-Seller retiring! 1000+ sf w/3 ops. Attractive Med Prof Bldg. Vibrant community **\$150k**

H-634 WEST OF RENO-On the Feather River in Plumas Co. 1500 sf/ 4 ops, excellent location. Lease below market value. **\$250k**

H-668 NORTHEASTERN CA- GP with over 30 yrs goodwill. 4 ops in spacious 1600sf office. 2007 gr repts exceed \$650k **\$395k**

H-709 CHESTER/ALMANOR -Wilderness of Plumas & Lassen Co. Well established rural area. 1,680 sf/5 ops . Real Estate is also available. **\$225k**

H-747 GRASS VALLEY -Respected 5op, 1665sf office priced to sale at only 55% of expected 2008 collections! **Only \$385k** Real Estate available well below appraised value!

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CENTRAL VALLEY

I-625 MERCED - \$1M practice for 595k. Newly remodeled! 2100 sf, 6 ops. Ready to go paperless. 60% FFS/40% Pvt Pay. Near Merced Mall. Highly visible location. **\$595k**

I-6791 MERCED - FFS practice nets well over \$400K w/ a 150 day work year, 4ops, 1634sf. 25yrs GW Seller retiring, Great patient base & Staff **\$650K**

I-685 TURLOCK - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpmt. **\$350k**

I-772 Facility STOCKTON-Desirable, affluent health care area. 2,140sf/4 ops **\$250k**

I-802 MODESTO - Dental Facility. ~ 1500sf w/4 ops & room for 1 more. State of the art facility directly in front of Vintage Faire Mall **\$495k**

J-733 TULARE/VISALIA-Desirable commercial area surrounded by schools, hospital & building complexes. 4 ops. **\$400k**

NEW! J-801 FRESNO- Facility. ~ 1300sf and 4 ops. Traditional Décor. An absolute steal at only **\$55k**

SOUTHERN CALIFORNIA

K-735 ALISO VIEJO FACILITY - Upscale 2 story Prof Bldg. 1,800sf/4 ops. \$4k sublet income at this location as well! **\$225k**

K-741 SANTA MARIA- Spacious ops and picturesque windows capturing scenic views. Well-maintained Medical/Dental Prof Bldg. 1,200+ sf/3 ops + 1 add'l **REDUCED \$425k**

K-762 INDIAN WELLS- Well Respected practice w/loyal patient base. Newly remodeled, 1400+ sf, 5 ops **\$550k**

K-793 SAN DIEGO-2500sf & 4 fully equipped ops w/ plumbing for an add'l 2 ops. Highly Desirable Neighborhood **\$475k**

K-805S SANTA MARIA - State-of-the-art, fully computerized, paperless office w/ digital x-rays. Well-maintained Medical/Dental Prof. Bldg. 1,450sf **\$250k**

SO CALIFORNIA CONT.

K-805G GROVER BEACH- Draws tourists with its moderate coastal climate, drive-on beach, dune hiking, fishing, clamming, golfing, horseback riding, & wine tasting. Remodeled office is 1,250sf w/4 ops **\$275k**

ARIZONA

AZ-584 EASTERN AZ. - GP near busy Post Office, ~ 1,300sf, 3 op office. Real Estate also available! **\$350k**

AZ-724 PHOENIX- Serving Generations of families. Room to expand in this 1500sf, 5 op office Call for more info! **\$325k**

AZ-737 APACHE JUNCTION-Quality family-oriented practice in flourishing business community. Large, stable patient base and seasoned staff with strong management and marketing skills. 2,300 sf/7 ops. **REDUCED TO ONLY \$495k**

AZ-792 PHOENIX-Get in on the ground floor of this "Restorative-Only" practice. Statewide advertising. Patients travel from all over the state to this practice. 1320 sf and 3 ops. Unique & Very Successful **\$250k**

NEVADA

LV-565 LAS VEGAS - Nice Prof bldg. 3200 sf w/8 ops in growing Rainbow/Sahara Area. Great Area w/ lots of potential. **\$395k**

LV-756 LAS VEGAS-Brand new 1,600sf/ 3 op office (Plumbed for 1 add'l op) Attractive & well-equipped in Rtl Shpng Ctr. **\$175k**

LV-796 HENDERSON - Master-planned community! Excellent location & easy freeway accessibility. Spacious, like-new office. 2,080 sf w/3 fully equipped ops & plumbed for 3 add'l ops **\$295k**

LV-791 LAS VEGAS - Low Cancellations and High Collections! 12-20 pats/day. 1900sf with 4 fully equipped ops + plumbed for 1 add'l. **Call for More Information \$325k**

NEVADA CONTINUED

LV-800 LAS VEGAS-Well Established FFS practice. Emphasis on prevention. Seasoned Staff. 3350 sf & 6 ops. **\$785k**

LV-694 LAS VEGAS - Well established, large GP. 2200 sf & 6 ops. Gross Receipts over \$900k. Equipment less than 5 years old. Office was recently painted and carpeted. **\$545k**

SPECIALTY PRACTICES

K-653 GARDEN GROVE-ORTHO - Desirable area. 2200 sf 4 chairs in open bay. 2 private ops. **\$285k**

C-6821 SOLANO CO. PROSTHO- Personalized treatment in warm caring environment. 1040 sf with 3 fully equipped ops. **\$390k**

E-742 ROSEVILLE ORTHO FACILITY 1,850sf w/ Open Bay & 4 chairs ***Strong referral base w/ busy Pediatric Practice in same building!** **\$148k**

B-7801 CONTRA COSTA CO - Estab. over 33 years, these TWO FFS Perio practices await your talent & skill **\$725k**

I-7861 CTRL VLY ORTHO - 45 years of goodwill. FFS practice sees 60-70 patients daily. Professional Plaza. **\$370k**

B-7851 EAST BAY ORTHO - LOCATION is Superb! 35-40 pats per day. Prof Dental Plaza. 1380 sf/ 6 chairs **\$450k**

C-7841 W CO.CO. COUNTY-ORTHO - Well established—35-40 patients per day. Busy Plaza Setting near local Middle and High Schools. ~ 1350 sf & 6 chairs in open bay. Just off I-80 corridor. **\$400k**

D-7941 SANTA CLARA-ORTHO-Located in the highly desirable "SILICON VALLEY" 18 years of goodwill. 30-40 pats per day. 1200 sf with 3 chairs in open bay. Plumbed for one add'l. **\$225k**

E-811 SIERRA FOOTHILLS ORTHO-Fast growing area. Patient Oriented, Well respected Ortho practice. Avg 30 pats/day. 1200 sf & 3 chairs in open bay. **\$175k**



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Featured Listings

MORENO VALLEY - New Listing!

Spacious, 2,700 sq ft, 7 op (6 equipped), GP with a busy location, 25 years goodwill, strong patient base & plenty of room for growth. 2008 collections \$446,000+. Seller is relocating.

EASTERN SAN FERNANDO VALLEY New Listing!

Very nice, 5 op GP with 49 years of Goodwill. Easily accessible location near a major hospital. 2008 collections over \$576,000.

VENTURA COUNTY

Long established 3 op GP with a convenient strip mall location. Well trained staff. Collections are consistently growing with 2008 gross exceeding \$424,000.

LOS ANGELES (Ortho) Price Reduction!

3 equipped op (2 plumbed) orthodontic practice in a medical/dental building near a major freeway. \$290,000+ collections on 2 1/2 doctor days/week.

CHINO - Price Reduction!

4 op GP located in a dental complex. Stand alone building. 2008 collections \$470,000+.

NORTH SAN DIEGO COUNTY

Well established 5 op GP with room for growth. Completely computerized office, including digital X-rays, set up and ready to go paperless. This is a great opportunity in a desirable area.

LONG BEACH AREA

5 op (4 equipped) GP. Located on a main boulevard near a shopping mall. Strong patient base. Over the dentist's 42 years of private practice. 2008 collections \$463,000+. The seller is retiring.

MODESTO Price Reduction!

Stunning 5 op GP located in freestanding single-story building. State-of-the-art equipment. 2008 collections over \$810,000.

SANTA CLARITA - Facility and equipment only

Stunning 3,300 sq. ft. equipped facility with 9 operatories. The previous dentist is relocating out of the area.

SOLANO COUNTY

4 op (3 equipped) GP with strong patient base. Efficient facility and proven systems. Collections \$360,000+.

SAN FERNANDO VALLEY

Spacious, 4 op family oriented GP located on main boulevard with easy access to 3 freeways. Gross \$585,000+.

BEVERLY HILLS - Patient Charts

Patient Charts of a long established GP. Seller is relocating.

SOUTHERN SAN DIEGO

Motivated Seller!

Great location! 4 op (3 equipped) GP. Highly desirable area. Newly renovated building. Dental suite to be purchased with practice. 2008 gross \$519,000+.

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SOUTH LAKE TAHOE For Sale General Dentistry Practice. 2007 Collections \$534K. Office 647 sq ft 3 ops. Practice present location for the past 26 years. Owner to retire. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

For Sell Porter MXR N2O Flowmeter with Clean Air scavaging unit 559 625-5229 or happydds60@al.com.

PRACTICE FOR SALE Dental office with 3 operatories in busy shopping center in Irvine for sale (949)400-4677.

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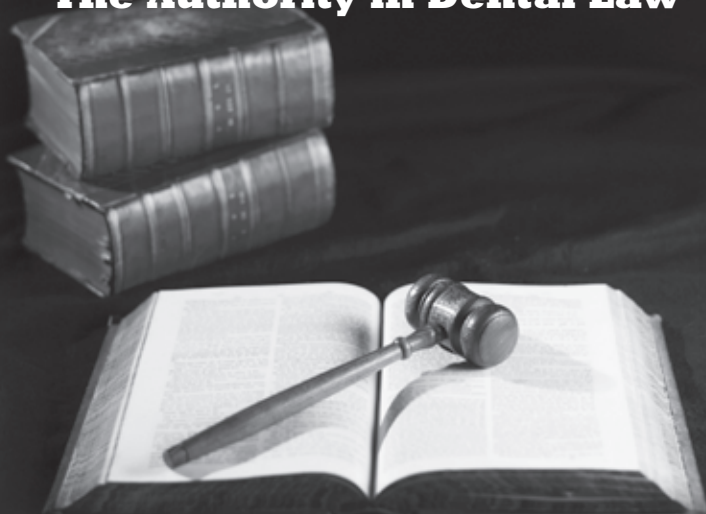
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Dental Office for sale Beautiful cosmetic office with 5 operatories in major retail shopping center-Aliso Viejo, lmg (949)362-8523.

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PREMIUM LISTINGS

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DDS/Broker

ASK THE BROKER

Question:

Why do some practices sell better than others in this market?

T. Luu, DDS

Location, location, location is obviously the main factor. **Selecting the right broker** is important also, especially in this market. Dental practice sales have slowed nationwide over the past 11 months since the banking crisis hit. Larger brokerage firms usually weather the storm a little easier and are able to maintain their marketing campaigns.

Exposure, exposure, exposure is another factor. Practices in large metropolitan areas still receive adequate responses in this market, while outlying area practices have always taken longer to sell. The reduction in current activity for these practices can be frustrating.

Patience is a virtue at the present time. Practice *price multiples* have not really decreased nationally, except for distressed situations. Practice prices and/or financing have been affected by declining revenue trends. Therefore the price for a practice will be lower for a practice in decline, because the lower revenue will eventually lower the price.

If the phone is not ringing for a particular practice, a slight practice price reduction will have no effect. Only a price reduction that signals an absolute fire sale *may* bring bargain hunters into an area that is normally considered an outlying area market. Work with your local broker and listen to him. The national average practice price is around 65% of the gross receipts, less than 50% is considered a fire sale.

Again, have patience. The economy is starting to turn around and buyers are entering the market again. Interest rates will remain low until the inevitable inflation monster kicks in. I foresee an active market again in the near future. Fortunately dentistry has never had the same problems as medicine. It could be worse!!!

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** at: **wps@succeed.net** or Call **800.641.4179**

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Professional Practice Sales

Buying or Selling a Dental Practice?

5947 SOUTHERN HUMBOLDT COUNTY'S GARBERVILLE

Collected \$315,000 with \$103,000 in Profits. FP \$65,000.

5964 SANTA ROSA'S DOCTOR'S PARK

Best location. 3-Op digital office. No goodwill. 1/8th ownership in building + equipped suite. FP \$200,000 with terms.

5971 MERCED

Collected \$760,000 in 2008 with \$310,000 in Profits. 4-days of Hygiene. FP \$375,000.

5973 ORAL SURGERY PRACTICE - CALIFORNIA SIERRA NEVADAS

2008 realized \$615,000. No competition, great country lifestyle.

5974 SANTA ROSA

Collected \$1.17 Million with \$425,000+ in Profits on 24-hour week, 3 weeks per month. 4-days of Hygiene. 5-Op office. Condo optional purchase.

5975 GROWING NORTHEAST SACRAMENTO FOOTHILL COMMUNITY

Well performing & soundly entrenched practice seeks full-time Owner. Without any marketing, practice grew in 2008 with 2009 continuing trend. Tracking \$1.1 Million. 2008 realized \$357,000 in Profits. Full-time Owner could have made \$415,000+.

5976 REDWOOD VALLEY'S UKIAH

Located 1-hour north of Santa Rosa. On relaxed pace, 2009 tracking Production of \$475,000. Yet, more here than being harvested. 2008 Produced \$562,000 & collected \$522,000. No Pedo, Endo, OS. 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 with practice tracking \$335,000. Has done \$500,000+ with more attention. Motivated Seller.

5978 STOCKTON

Consistent Mid-\$700,000 per year performer with Absentee Owner. Hands-on Successor shall do better with focused attention and dedication. Beautiful office and great location. All Ops are computerized.

5979 SAN JOSE

Located on Blossom Hill Road, right off Highway 85. Practice being made available by retiring Owner. 2009 tracking \$540,000+. 20+ new patients per month. 4-Ops. No advertising.

5980 LAKE TAHOE

Big City Practice in Tahoe Paradise. 2009 tracking \$950,000+ with Profits of \$500,000. 2008 collected \$970,000. Attractive facility. This is a rare opportunity.

5983 ANTIOCH

Practice seeks a Successor who can devote more attention here. Tracking \$325,000 in 2009 on reduced schedule due to other commitments. Realized \$390,000+ in 2008 when Owner focused more attention here.

5984 SOUTH OAKLAND

Highly respected practice. Surrounding area consists of diverse cultural mix and make-up of blue & white collar. Great location. 2009 shall collect \$440,000. No competition. Insurance and private pay only.



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