

THE Dental Trader

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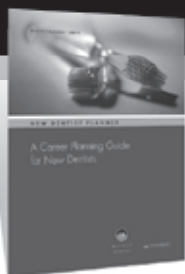
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RDH needed PT for private office in Riverside. Please fax resume to 951-681-4669.

For sale Air Techniques A/T 2000 plus film processor with Daylight loader. Please call 408-274-9554.

New dental office for rent 2 days/wk. SF valley area. very good location. 818 648 6582.

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NEW IN BOX Endodontic electric handpiece, DTC for sale. AEU-25T Tulsa Dentsply. \$1000 incl shipping. Call (310)780-4825.

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Insurance biller and Treatment Coordinator Part time wanted call Marian 626 806 8689.

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GP proficient in PEDO seeking Wednesday or Friday position in Los Angeles area (310)876-2534.

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FRESNO COUNTY

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

KERN COUNTY

BAKERSFIELD #20 - (3) op computerized G.P. & a duplex bldg. (2) ops eq't'd with new eq't, 3rd op plumbed not eq't'd. Cash/Ins/PPO & some regional center reimbursements. No HMO's or Denti-Cal! Gross collect \$450K-\$470K/yr. 35 years of goodwill. Approx 25 new pts/mos. Seller retiring. **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 eq't'd. 5th plumbed. Cash/Ins/PPO/Denti-Cal pts. In a strip ctr w good signage/visibility. Easy Dental s/w. 2008 Gross Collect approx. \$230K p.t. Can do more f.t.

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

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

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

LOS ANGELES (KOREA TOWN) - Computerized G.P. located in the Korea Town area of Los Angeles. Store front location with excellent exposure, visibility & signage. State of the art facility with (7) ops of newer Belmont 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 eq't'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 eq't'd, (2) additional plumbed. Located in a grocery store anchored Shop Ctr with excellent exposure, visibility and signage. Heavy foot traffic with many walk ins. Cash/Ins/PPO and some Denti-Cal. Seller working only part time schedule. This practice can do \$400K-\$500K with some advertising and more hours. Seller retiring. **NEW**

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

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

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

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

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RIVERSIDE COUNTY

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

ORANGE COUNTY

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

SAN BERNARDINO COUNTY

HIGHLAND - (3) op G.P. 2 ops eq't'd with newer eq't, 3rd op plumbed and eq't'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. Seller has accepted a teaching position, but will help transition. **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 Eq't. Open 1 1/2 years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **Price Reduction.**

SAN DIEGO COUNTY

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

VENTURA COUNTY

VENTURA - MULTI SPECIALITY PRACT. - (5) op comput. office in a one story prof. bldg. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eq't. & (2) ceiling mt'd surgical microscopes. 2 days/wk 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 eq't. Computer networked & has digital x-rays. Sale includes dental eq't, furniture, fixtures, leaseholds & rights to the office lease. Seller moving to larger office.

NORTHERN CA

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

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

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

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PRACTICE FOR SALE #3189 - Murrieta/Temecula - G.P. Established 10 years. Grossing \$950k approx. Hi tech office newly renovated. 3,000 sq.ft. Rent @ \$1.85, 4 G.P. Ops, plus 4 chair open Pedo Ortho Bay. Landmark Professional Building near Library, High School Sports Park. Lots of new patients previously grossed in excess of \$1,000,000. Seller owns this pretigious 20,000 sq.ft. professional building. Professional Condo or Partnership for ownership in direct proportion to entire building possible or just rent @ favorable rate. Full Price on Practice et al \$885,000. G.P. 75%, Ortho 25%. Great staff. Please be prepared to sign a confidentiality agreement. Call P.P.S. (714) 832-0230.

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

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

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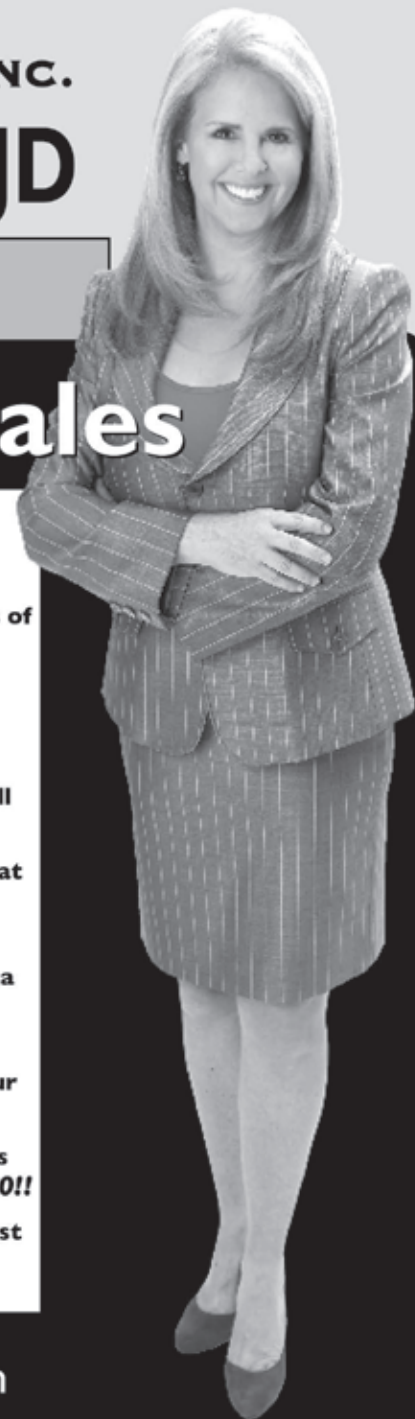
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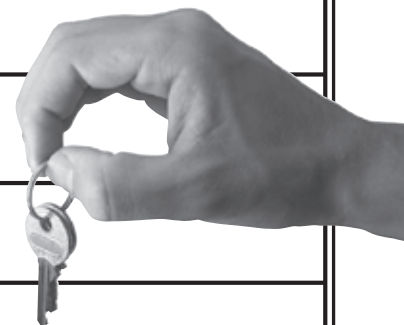
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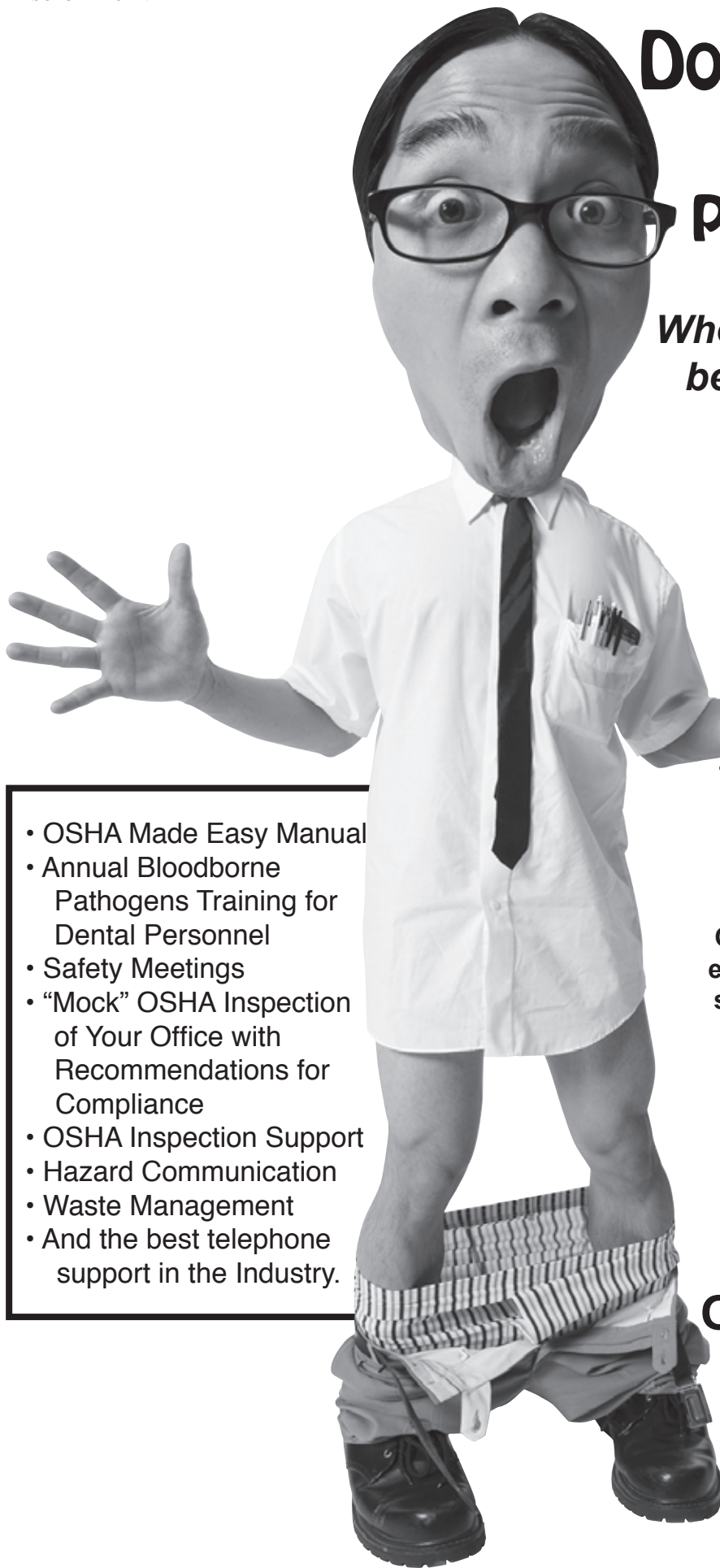
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PALM SPRINGS AREA PRACTICE FOR SALE: Unique opportunity!! This practice is located in a free standing, highly visible, corner location on a main thoroughfare. The office averaged 40+ new patients per month last year with minimal advertising. Seller works 2 1/2 days per week and has an associate two additional days per week (associate would like to stay on). Practice collects over \$930,000 per year with no Denti-Cal and no capitation. Net income without the associate is over \$385,000 per year for 4 1/2 days per week or with the associate the net income is over \$300,000 per year for 2 1/2 days per week. The office has a full crown and bridge lab and a full denture lab with 6 newer restorative operatories and 3 prosthetic operatories. Motivated! Asking \$675,000. **PENDING**

CHATSWORTH GENERAL PRACTICE FOR SALE: Established practice located in a retail center is collecting over \$67,000 per month this year with a net income of \$26,500 per month. The practice collected over \$665,000 in 2008 and \$690,000 in 2007. No Denti-cal. Seller works half time and has two days of hygiene per week. Five operatories with panoramic x-ray, digital x-ray, and full computerization. Asking \$550,000.

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

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

MID CITY LOS ANGELES CLINIC PRACTICE FOR SALE: Premium corner location at a signalized intersection with a huge daily traffic count. Huge sign. 120 new patients per month with nominal advertising. Collects \$1,000,000 plus each year. Twelve equipped operatories of older equipment. \$4,300/month in capitation payments. 30% Denti-Cal. One fulltime and one part time associate. Seller wants to retire - Motivated. Asking \$495,000. **PENDING**

SANTA MARIA/ORCUTT PRACTICE FOR SALE: Collecting \$300,000 per year on three days per week. Two equipped operatories with two additional operatories that are plumbed but not equipped in a free standing building. No Denti-Cal, no HMO, no marketing, no evenings and no weekends. Seller refers most specialty procedures. Good potential with the right buyer! Seller is retiring. Asking \$150,000.

EAST SAN FERNANDO VALLEY PERIO PRACTICE FOR SALE: Long established specialty practice draws new patient referrals from a large number of practitioners as well as from patients. No plan referrals. Three days of hygiene per week. Seller works three days per week and collected over \$850,000 in 2008 with a net income of over \$370,000. Three equipped operatories plus one additional operator that is plumbed, but not equipped. Only 10% of the production is from implants making that an area for potential growth. Asking \$540,000. **SOLD**


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

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

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

MARINA DEL REY OFFICE FOR SALE: Outstanding facility with 10th floor marina views from all six equipped operatories. New equipment (Adec, digital x-rays, panoramic x-ray, fully computerized) and new leasehold improvements (hardwood floors, expansive ocean views, granite counters). No patients. Asking \$200,000.

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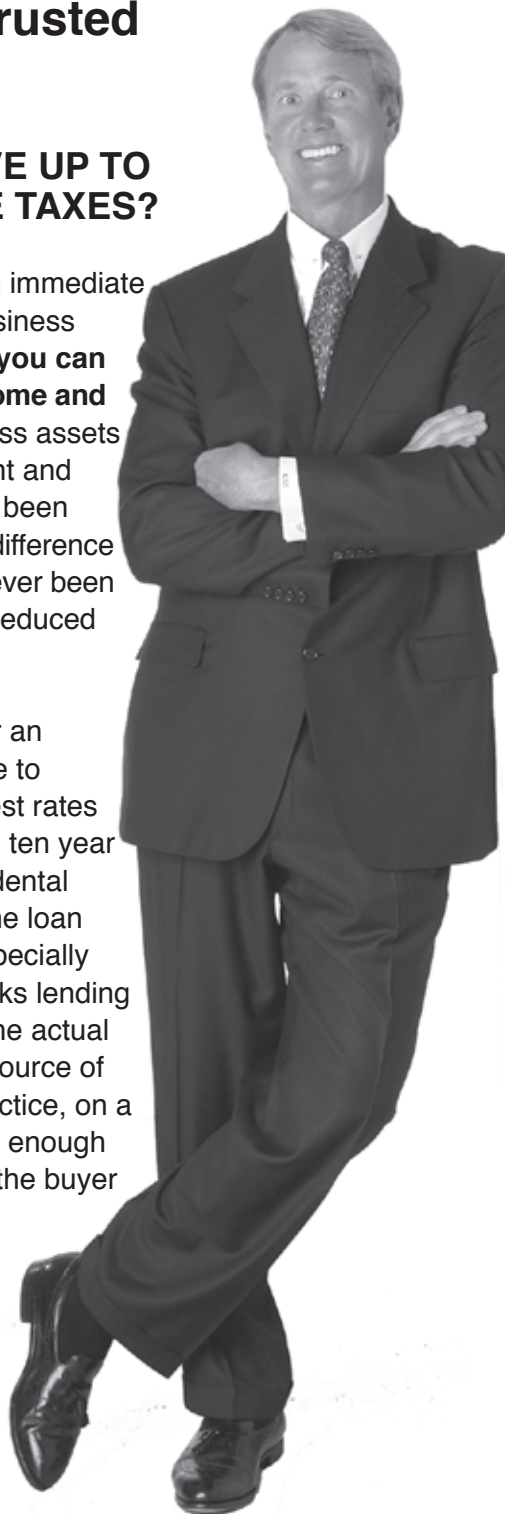
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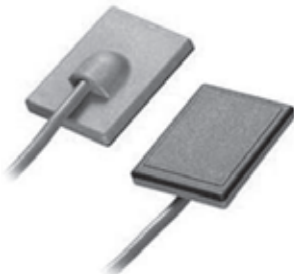
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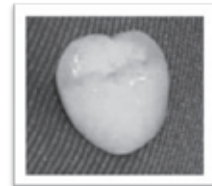
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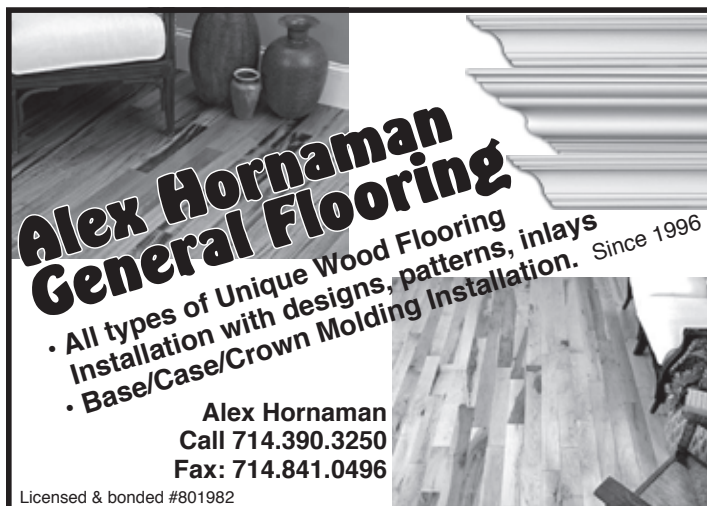
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GLENDALE - TURN-KEY PRACTICE - 3 fully eq. ops., 5 plumbed not eq. ops., 1,200 sq. ft. suite, two story Medical/Dental building. 5 day/wk practice with approx. 30-40 new patients/mo. 30% insurance, 10% cash & 60% Medi-cal. 100% Patient Referral. Computerized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

LA PUENTE GP - 7 fully eq. ops., 2,450 sq. ft. office, one story free standing building. 5 day/wk practice with Ortho Associate 1x/mo. Approx. 30-40 new patients /mo. 50% insurance, 25% cash & 25% medi-cal. Computerized office with Intra Oral Camera. Easy Dental software package. Collected approx. \$536,404 in 2008. Projecting approx. \$564,142 for 2009. Property ID # 2601.

TEMPLE CITY - 4 fully eq. ops., 1,170 sq ft. office, one story free standing building. 3 days/wk practice. 70% insurance & 30% cash. Computerized office with Intra Oral Camera and Digital X-ray. Practice Works (Kodak) software package. 21 years of Goodwill. Seller owns building. Collected \$362,375 for 2008. Property ID #2551.

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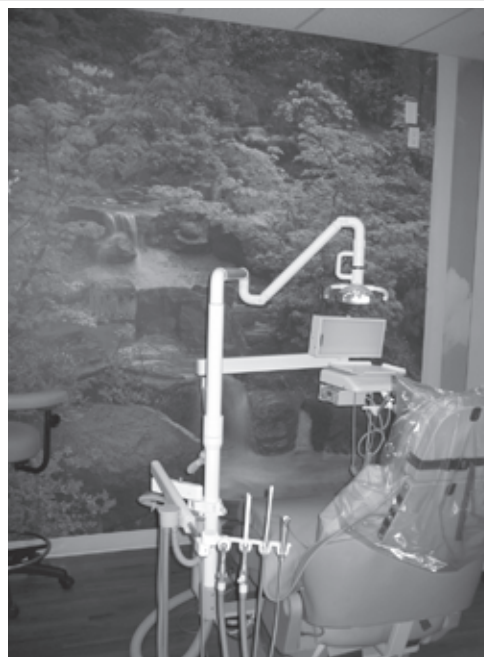
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PASO ROBLES GP – 7 fully equipped ops, 1,800 sq. ft. office located one story free standing building. 4 days/wk practice with 8 1/2 days of hygiene. 48% Insurance & 52% Cash. Computerized office with Intra Oral Camera. Eagle soft software package. 100% Patient Referral. Collected approx. \$1,268,370 for 2008. Projecting approx. \$1,317,209 for 2009. **BUYER'S NET OF \$312,048.** Property ID #2231.

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AZUZA GP - 3 fully equipped ops., 1 plumbed not equipped, 1,500 sq. ft. suite in a single story strip mall. 2 1/2 days/wk practice. Approx. 12 new patients/mo. 68% insurance 25% cash & 7% medi-cal. Computerized practice. 100% Patient referral. High traffic. Good visibility. New hometowns are being built in the area. Collected approx. \$167,373 for 2008. Projecting approx. \$215,246 for 2009. **BUYER'S NET OF \$76,239.** Property ID #2241.

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

CULVER CITY GP - 4 fully eq. ops., 879 sq. ft. office, located on a one story Medical/Dental building. 5 day/wk practice with Seller working 4 days/wk, GP Associate 2 days/wk and 4 days/wk of Hygiene. Approx. 17-20 new patients/mo. 80% insurance and 20% cash. 100% Patient referral. Computerized practice with Eagle software package. 8-10 year old equipment. Across from Brotman Medical Center. 40+ years of Goodwill. Projecting approx. \$588,784 for 2009. **BUYER'S NET OF \$157,081.** Property ID#2511.

GARDENA - GP - 5 eq. ops., 2,000 sq. ft. office, single story building. 5 day/wk practice with Ortho 2x/mo, Pedo 2x/mo and Assoc. 1 day/wk and Seller 1 day/wk. Approx. 20-25 new patients/mo. 50% Insurance, 28% cash & 22% Medi-cal. Computerized practice with Diamond Dental software package. 6 year old equipment. Collected approx. \$316,037 in 2008. Projecting approx. \$334,774 for 2009. **BUYER'S NET OF \$127,654.** Property ID #2451.

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

LA PUENTE GP - 7 fully eq. ops., 2,450 sq. ft. office, one story free standing building. 5 day/wk practice with Ortho Associate 1x/mo. Approx. 30-40 new patients/mo. 50% insurance, 25% cash & 25% medi-cal. Computerized office with Intra Oral Camera. Easy Dental software package. Collected approx. \$536,404 in 2008. Projecting approx. \$564,142 for 2009. Property ID # 2601.

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

PICO RIVERA GP - 3 fully eq. ops., 3 plumbed not eq., 2,200 sq. ft. suite, single story free standing building. 4 day/wk practice. 60% Insurance, 30% cash & 10% Medi-cal. Computerized practice with Intra Oral Camera and Dentrix software package. 4 year old equipment. Good Location and Signage. Lots of walk-ins. **BUYER'S NET OF \$119,640.** Property ID # 2421.

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TEMPLE CITY – 4 fully eq. ops., 1,170 sq ft. office, one story free standing building. 3 days/wk practice. 70% insurance & 30% cash. Computerized office with Intra Oral Camera and Digital X-ray. Practice Works (Kodak) software package. 21 years of Goodwill. Seller owns building. Collected \$362,375 for 2008. Property ID #2551.

ORANGE COUNTY

FULLERTON GP – Leasehold Improvements & Equipment Only! 3 fully equipped ops., in a 868 sq. ft. suite located in a Medical/Dental building. Great corner location in Fullerton. Busy intersection. Price to Sell! Property ID #2251.

IRVINE GP - 5 fully eq. ops., 1,861 sq. ft. suite, 2 story Medical/Dental building. 6 day/wk practice with 2-3 days/wk of hygiene. 70% insurance & 30% cash. Computerized office with Intra oral camera and digital x-ray. Dentrix software package. 2 year old equipment. Long term lease. Good location. White collar clientele. Well-designed location. Easy access to local freeway. Collected \$1,929,292 for 2008. Projecting approx. \$1,818,048 for 2009. **BUYER'S NET OF \$432,381.** Property ID #2471.

NEWPORT BEACH / STATE OF THE ART PRACTICE - 5 fully equipped ops., 2,310 sq. ft. suite located in a one story Medical/Dental building. 50% insurance & 50% cash. Computerized, Intra-Oral Camera & digital X-ray. 4 day/wk practice with 2 day/wk of hygiene. Excellent Location. Collected approx. \$564,811 for 2008. **BUYER'S NET OF \$137,814.** Property ID #1761.

ORANGE GP – Leasehold Improvements & Equipment Only! 3 eq. ops., 1 plumbed not eq ops., 1,350 sq. ft. office, one story free standing duplex building. Great location in a busy street. Excellent street visibility. Near Chapman University & Orange Circle. Seller purchased own building. Property ID# 2361.

RANCHO SANTA MARGARITA GP - 4 eq. ops., 3 plumbed not eq., 2,284 sq. ft. suite located in a two story Medical/Dental building. 4 1/2 day/wk practice with 3 days/wk of hygiene. Approx. 50-60 new patients/mo. 70% insurance (PPO), 20% cash & 10% capitation. Computerized practice with Intra Oral Camera and Digital X-ray. Dentrix software package. 3 year old equipment. Collected approx. \$943,854 in 2008. Projecting approx. \$948,196 in 2009. Property ID #2311.

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

RIVERSIDE & SAN BERNARDINO COUNTIES

APPLE VALLEY GP - 3 eq. ops., 1,000 sq. ft. office, one story building with 6 suites; estab. in 1978. 80% insurance & 20% cash practice. Computerized office with Easy Dental software package. Retiring Seller. 100% patient referral practice. Loyal enthusiastic staff. Projecting approx. \$208,711 for 2009. **BUYER'S NET OF \$59,661.** Property ID #2461.

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



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

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

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

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

TEMECULA GP - 7 eq. ops., 2,500 sq. ft. condo suite in med/dent building. 20 years of goodwill; Seller has managed practice for 1 & 1/2 years with 2 GP associates, each work 2 days/wk; 4 days/wk of hygiene. Outstanding staff. 50% insurance; 50% cash practice. 10 year old equip., digital x-rays, intra-oral camera, soft-dent software. Beautiful office, tropical décor. Work in a vacation environment! Projecting approx. \$706,185 for 2009. **BUYER'S NET OF \$131,301**. Property ID #2521.

VICTORVILLE - GP - 10 fully eq. ops., 4,136 sq. ft. office located in a one story duplex building. Seller own 50% of building. 4 1/2 day/wk practice with Seller working 3 1/2 days/wk, GP Associate 4 days/wk, O.S. Associate 1x every 3 wks, and 17.5 days/wk of Hygiene. Approx. 35-40 new patients/mo. 80% insurance (15-20 PPO) & 20% cash. 100% patient referral. Computerized office with Intra Oral Camera and Digital X-ray. Practice works software package. 5-10 year old equipment. Practice located near Medical/Dental Doctors in Victorville area. 30 year of Goodwill. Grossed \$2,309,045 in 2008. Projecting approx. \$2,339,357 in 2009. **BUYER'S NET OF \$692,796**. Property ID #2481.

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GOLETA GP - 4 fully eq. ops., in a 1,000 sq. ft. suite, two story free standing shopping center. 3 1/2 day/wk practice with 1/2 day/wk Associate. Approx. 20-25 new patients/mo. 30% insurance & 70% cash. Computerized office with Digital X-ray. Easy Dental software package. Practice is in a fast growing area with a beautiful environment. Collected approx. \$916,182 in 2008. Projecting approx. \$1,095,658 in 2009. **BUYER'S NET OF \$485,321**. Property ID #2281.

PASO ROBLES GP - 7 fully equipped ops, 1,800 sq. ft. office located one story free standing building. 4 days/wk practice with 8 1/2 days of hygiene. 48% Insurance & 52% Cash. Computerized office with Intra Oral Camera. Eagle soft software package. 100% Patient Referral. Collected approx. \$1,268,370 for 2008. Projecting approx. \$1,317,209 for 2009. **BUYER'S NET OF \$312,048**. Property ID #2231.

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

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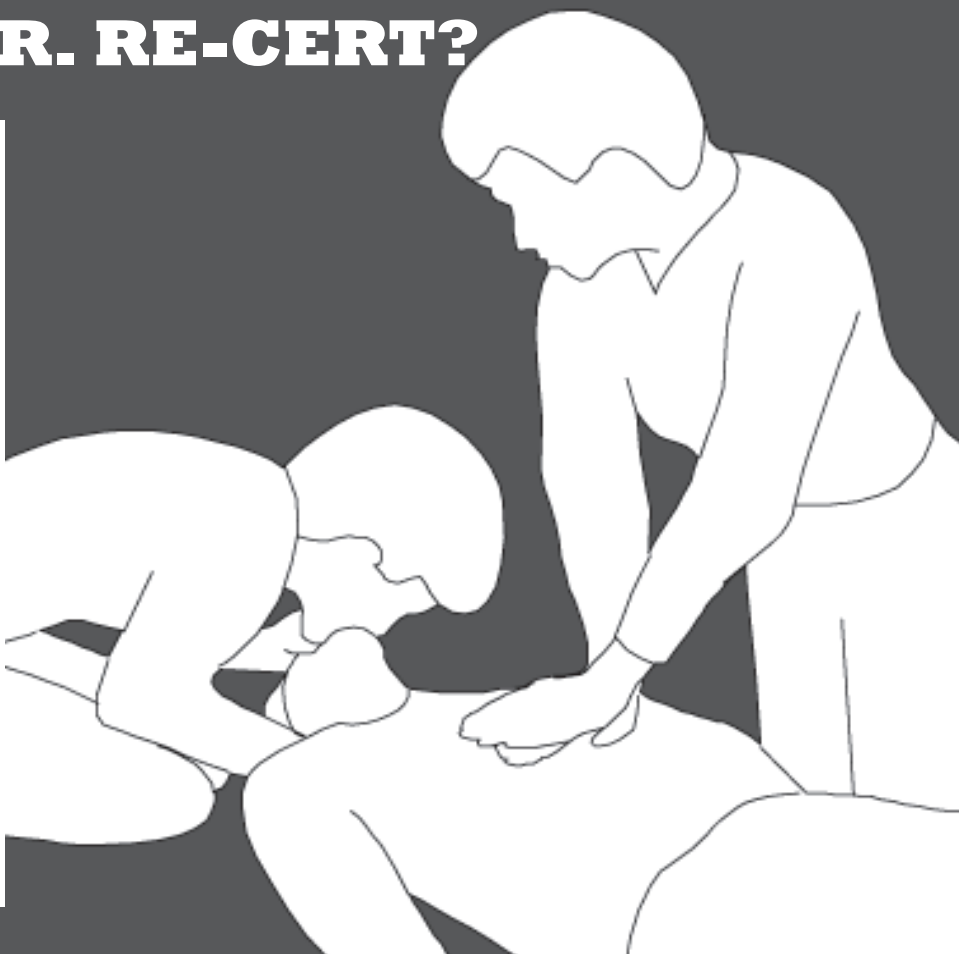
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ASK THE BROKER

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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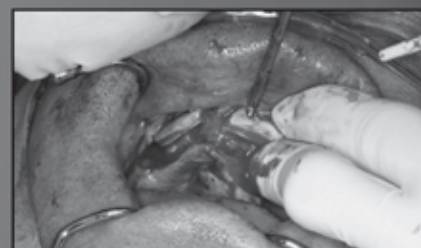
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VISIT OUR WEBSITE AT:
WWW.PPTSALES.COM
(Practice Opportunities)

Practice Sales • Mergers
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Patient Record Sales

- **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 annual ized 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.
- **FRESNO:** *For Sale*-Office Space Only in North Fresno Area. New fully equipped 3-op dental space avail. asking \$115K. Equip. approx. 2 years old. Space avail. for 4th op. Office design contemporary & tastefully done. Asking price includes all leasehold improvements.
- **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. MERGERS. 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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SCAGD Presents Continuing Education Meetings



Friday & Saturday, November 20-21, 2009

**Implant Placement,
Restoration & Bone
Augmentation Workshop
for all Dentists**

14 CE Units

Limited to 24 Dentists

*The March, April & July
workshops sold out fast!*

Tuition: \$595

**Location: Friday in Calabasas;
Saturday in Encino**

**For information or to register, call SCAGD at
310-471-4916**



Sunday, December 6, 2009
**Orthodontic Treatment Appliances
by GPs, How to do it yourself**

8 CE Units

Rob Vies, DDS

Tuition: AGD members \$99

Non-members \$139

Includes Breakfast & Lunch

Registration: 7:00 am, Program 8:00 am - 4:00 pm

**Embassy Suites Hotel - Anaheim South
11767 Harbor Blvd., Garden Grove, CA 92840
714-539-3300**



The California Academy of General Dentistry is sponsoring a continuing education dental implant meeting in Southern California, co-sponsored by Delta Dental of California.



Saturday, November 7, 2009



**Implant Placement, Bone Augmentation and Restoration for All Dentists
8 CE Units**

**Speakers: Raymond Choi, DDS, Jerry Peck, DXLT, Muna Soltan,
Moderator: Robert Garfield, DDS**

Tuition: AGD Members and Delta Dental of California members: \$85

Dental Auxiliaries: \$115; Non-members: \$215

Course Objectives: Attendees will learn to diagnose and treatment plan for replacing single teeth and securing loose dentures, keep proper records for compliance with The Dental Practice Act in California, order and interpret the new 3-dimension digital cone-beam CT scans with computer generated surgical guide templates, place and retrofit mini-implants to your patients' loose dentures and RPDs, place and restore missing single and some multiple teeth, understand the language 'code' to communication for patient case acceptance, direct the treatment and work with specialists on the cases that require it.

Crowne Plaza Anaheim Resort, 12021 Harbor Blvd., Garden Grove, CA 92840.

Time: 7:00am to 8:00am Registration, Lecture from 8:00am to 5:00pm

For online registration, go to www.cagd.com

Registration Form

Name _____ AGD # if member _____

Address _____ City _____ State _____ Zip Code _____ Telephone _____

Fax _____ E-Mail _____ Course Date _____

Credit Card # _____ Expiration _____ Amount _____

Zip Code for Credit Card Statement _____ If paying by check, Check Number _____



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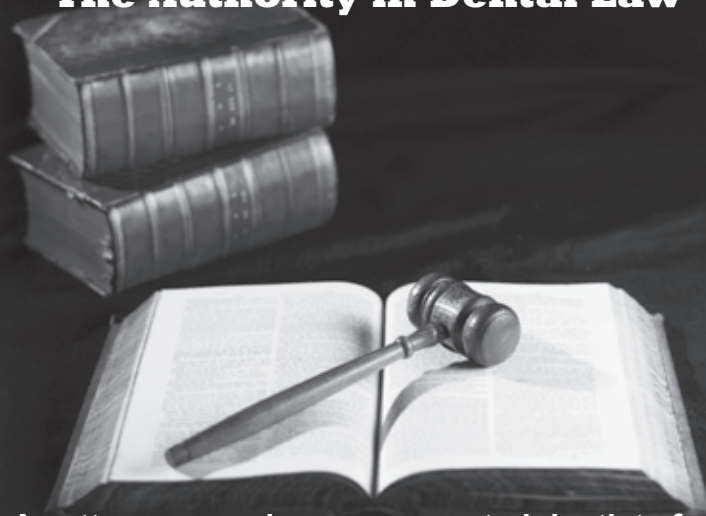
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- 5947 - Humboldt County's Garberville - Collected \$315,000 with \$103,000 in Profits. 2 days of Hygiene. Full Price \$65,000.
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- 5964 - Santa Rosa's Doctor's Park. Fully furnished and equipped 3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

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- 3180 - Move to Santa Rosa - Senior Seller Grossing \$550k 2008 last month \$150k collections. Refers out Endo, Pedo, Propy's, Perio, O.S.. Opportunity to increase income Gross. Low overhead. F.P. \$350k
- 3181 - SO. O.C. - Aliso Viejo/Laguna Hills. Grossing \$1,200,000. Great lease. 7 Ops. Divorce Emergency sale. 2 Associate DDS may participate in purchase or stay with Buyer. F.P. \$1,080,000.
- 3188 - Malibu - Pacific Palisades. G.P. Established many years. Great Hi identity location. Recent Gross \$500k. Fantastic.
- 3189 - Temecula/Murriata - 8 Ops. 3,000 sq.ft.. Grossing \$1 million. 25% Ortho. Seller would stay on to do Ortho. State of art.

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- 3012 - Apple Valley area - HMO - \$15k + Cap checks per month. R.E. in newly renovated office available. Hi identity free standing 2,800 sq. ft. bldg.
- 3047 - Korean G.P. @ 101 & Vermont. Est 30+ yrs. Senior Seller refers out a lot.
- 3058 - San Bernardino area Practice. Across from large local hospital. 1,316 sq. ft., 3 operatories, 2 equipped. Office is modern with digital X-ray and camera.
- 3082 - Escondido area. DDS Partnership sure-fire-success. Partner will finance.
- 3114 - Orthodontist - Grossing \$800k, net \$400k. LA area.
- 3130 - Covina/Azusa - Million Dollar Location. GP Established many years. Shopping center. 1,500 sq.ft., 6 Ops, 4 equipped. Only \$2,800/mo rent.
- 3137 - Chino Hills - New shopping center. Absolutely gorgeous. \$450k.
- 3140 - San Marino - Pasadena/Arcadia. Practice and valuable R.E. Grossing \$800k. Established 36 yrs. Classic Crown and Bridge Practice having thousands of patients; 6 Ops in 2,220 sq.ft. Free standing building on famous Blvd near busy intersection. Affluent area. FFS - with PPO's. With a positive marketing program, this practice will exceed \$1 million first year. Full price \$600k
- 3141 - Coming UP! Long Beach Grossing \$140k. Owns condo near (710)&Willow

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- 3148 - So. Bay/Torrance area. PT time. \$15k/mo. Est. 10 yrs. F.P. \$185k.
- 3149 - Riverside/Moreno Valley GP. Grossing \$1.2mil+. Group practice
- 3157 - Specialist/s Wanted - to purchase or set up Practice - on terms that would provide handsome income. Hi-visibility shopping ctr Location.
- 3164 - GP. Temecula/Murrieta area. Currently collecting \$30k/mo. Ins & cash only. 1,700 sq.ft., 5 Ops. Located in shopping center with AAA tenants. F.P. \$385,000. Super Bargain. Project \$1 mil within 36 months.
- 3166 - San Diego/El Cajon - (Emergency Sale) Hi traffic Shopping center. 9 Ops. Grossing \$500k+ in 2008. Near 2 fwys. F.P. \$550k. Hi tech office.
- 3168 - Apple Valley/Hesperia - LOCATION LOCATION LOCATION. Shopping Center. 6 Ops vacant. Previously \$900k. Mexican market. F.P. \$85k
- 3169 - G.P. - Hi Traffic Location - 3 Ops. Low rent. . Growing Practice. Lots of room for growth. Refers out Pedo & O.S. F.P. \$320k
- 3170 - Temecula. Senior DDS. GP. Est 8 yrs. Old Towne. Grossing \$200k+
- 3172 - Buena Park. 3 Ops. Beautiful office. New shopping ctr. F.P. \$350k
- 3173 - Emergency/Skiing accident motivated. Seller to sell Penthouse office in Howard Hughes center that has 4,000 new homes being built now. Previously did \$900k+ in this office. Seller motivated to keep only one office and sell this 4 Op gem at \$110k. Make offer.
- 3180 - Pack your Bags go to NO. CA. Santa Rosa. Senior Seller. Grossing \$550k and refers out all Endo, Pedo, Ortho most O.S. and Hygiene.
- 3181 - Laguna Hills/Aliso Viejo. Grossing \$1.2 million.
- 3182 - Bakersfield area. Est. 60 yrs. Denture practice grossing \$550k+. With valuable store front R.E. that has extra 1,200 sq.ft. for coffee shop, etc.
- 3183 - Carlsbad - Gross \$895k. Last month \$110k. 4 Ops. Hi identity Location
- 3188 - Malibu - Pacific Palisades. G.P. Established many years. Great Hi Identity location. Recent Gross \$500k. Fantastic.
- 3189 - Temecula - Landmark building practice. Grossing \$950k. 4 General, 4 Pedo Ortho. Hi tech new office. Established 10 years.
- 3190 - Booming Garden Grove. Location Location. Grossing \$10k part time.
- 3192 - Bakersfield area. Est. 60 yrs. Denture practice grossing \$550k+. With valuable store front R.E. that has extra 1,200 sq.ft. for coffee shop, etc.
- 3193 - Coming Up! La Quinta/Indio. Growing \$1.5 million.
- 3194 - Irvine. Part time. Established 10 yrs. \$3,000/mo HMO cks. F.P. \$225k.
- 3195 - Fillmore - Close to Thousand Oaks Ventura area. Small city. Great potential. New state of the art facility. Grossing \$400k

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