

# THE Dental Trader

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**FRESNO COUNTY**

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

**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. **SOLD**

**BAKERSFIELD #22** - (5) op computerized G.P. (3) ops fully eqt'd, 4th eqt'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice. **NEW**

**BAKERSFIELD #23** - (12) op comput. G.P. Prime retail ctr. w excellent exposure/visibility & signage. Cash/Ins/PPO pt. base. Gross Collect. \$2.0M+/yr. Digital X-rays & Pano, paperless office, fully networked, & efficient modern design. Excellent advertising campaign in place with tons of new pts. Excellent long term experienced staff in place to assure Buyer's success. Will also consider a 50% Partnership. **NEW**

**BAKERSFIELD #24** - (4) op comput. G.P. located in a strip center w exposure/visibility & signage. (2) ops eqt'd w newer eqt., (2) add. plumbed ops. Cash/Ins/PPO pt. base. Gross Collect \$200K+/yr on (3) - (4) days/wk. Low rent. Seller retiring, but will assist w transition. **NEW**

**LOS ANGELES COUNTY**

**ALHAMBRA #2** - (2) op G.P. located on the street front side of a small one story medical/dental building. Some exposure and signage. Mostly cash pts with some Ins and PPO. 2009 Collections of \$140K on a very limited schedule due to seller's health. Seller quotes 600+ active pts. Seller retiring but will assist in the transition. **NEW**

**CALABASAS** - DDS office Build to Suit opportunity for long term lease in a prestigious two story prof. bldg. Bldg. is conveniently located just off the fwy. near the center of town. 1,200 to 3,600 sq. ft. available. **NEW**

**GLENDALE #2** - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th plumbed. Dentrax s/w, networked ops, intra oral camera system & digital x-rays. Prof. designed & decorated. Street level location in a two story free stand. bldg on a major blvd. Bldg has excel. signage & ample & free parking in rear. Additional space included in rear of office for expansion. Cash/Ins/PPO & small % of kids Denti-Cal. 2010 projected Gross Collections of \$500,000+. **NEW**

**NORTHRIDGE** - (4) op comput. G.P. located in a smaller prof. bldg. on a heavily traveled main blvd. Bldg. is easily accessible & has ample free parking in rear. Cash/Ins/PPO pt. base. (17) years of Goodwill. 2010 Gross Collect projected at \$440K+. Selling due to health. Seller will assist w transition. **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. **SOLD**

**VALLEY VILLAGE (SHERMAN OAKS)** - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **PRICE REDUCED.**

**RIVERSIDE COUNTY**

**LAKE ELSINORE** - pride of ownership, state of the art (4) op comput. G.P. located in a shop. ctr w exposure, visibility & signage. (3) ops eqt'd w nearly new Belmont eqt, 4th op is plumbed. Networked ops, digital x-rays & a Quick Vision Imaging System. Cash/Ins/PPO & HMO pt. w mos. CAP of \$1.2K. Approx (20) new pts/mos. 2010 Projected Gross Collect of \$300K p.t. **NEW**

**SAN JACINTO (HEMET)** - (4) op computerized. G.P. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Projected Gross Collect \$450K+ on a (3) day week with a projected owner/operator net of ~\$180K. **SOLD**

**ORANGE COUNTY**

**ANAHEIM #1** - (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. **REDUCED.**

**ANAHEIM #2** - (4) op computerized G.P. and free standing building. Located on a major blvd. with heavy traffic. Excellent exposure/visibility/parking. Cash/Ins/PPO/Kids Denti-Cal patient base. New equipment. Dentrax s/w & intra oral camera. Digital ready. 2010 Projected Gross Collections \$240K+ on a 3.5 day week. **NEW**

**SAN BERNARDINO COUNTY**

**HIGHLAND #1** - (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. **SOLD**

**VENTURA COUNTY**

**WESTLAKE VILLAGE #2** - (4) op computerized G.P. in a very desirable upscale area. (3) ops of newer eqt/4th op plumbed. Very upscale office with vaulted ceilings, marble floors and counters, pastel colors etc. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. 2009 Gross Collections \$600K+. **SOLD**

**WESTLAKE VILLAGE #3** - Well maintained (4) op comput. G.P. located in a smaller prof. bldg. w ample free parking. (3) ops eqt'd/4th plumbed. Newer eqt. digital x-ray, eye illumination system & central nitrous. (47) yrs of Goodwill. Cash/Ins/PPO & Smile Saver pt. base. 2009 Gross Collect \$200K+ p.t. Seller retiring but will assist w transition. **NEW**

**VENTURA** - (3) op computerized G.P. and free standing bldg. Located in a highly desirable area. Cash/Ins/PPO patient base with (1) HMO that pays \$1,800/mos. Seller is a 1-800-DENTIST Provider. Dentrax software and Pano equipped. Averaging 20-25 new patients per month. Annual Gross Collections \$400K+. **REDUCED.**

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Why do I really need a broker?

**Selma H., DMD**

**You Don't!** Just as you really do not need an accountant for your taxes, a real estate agent to sell your home, or an attorney in some legal matters, you do not need a broker to sell your practice. But as in all of the above instances, picking the right professional can make all the difference in the world. Just as it is in dentistry, there are times when a general dentist can do a certain procedure, and times when the procedure should be referred out. There are also times a dentist will guess wrong about those instances.

Dental brokers provide more than just a "dating service" for buyers and sellers. The larger brokers in an area essentially provide the "market" in a similar manner to what NASDAQ does for stocks. They spend large amounts of money advertising and networking nationally to bring greater activity of buyers and sellers together. Hopefully this translates into more choices for each party and establishes the "market" in an area. A "fair market" can only be established in an environment where there is an adequate number of both buyers and sellers.

Our firm, as well as some others, have exceptionally qualified and professionally degreed brokers. We have DDS's, MBA's, JD's and CPA's as brokers in our firm, a veritable alphabet soup of letters after our names! More importantly, we have been in business for 30 years. I think most dentists will agree that experience is the best teacher. Most of us thought we were highly trained, invincible dental machines when we graduated from dental school. Us older docs realized after practicing for 10 or so years that experience was more important than we realized when we graduated. As in dentistry, that experience doesn't seem to come to the forefront in every procedure, but when it does, we realize its value. The same holds true in practice transition.

Hopefully a broker will provide the greatest exposure for the practice and hence the greatest number of qualified buyers to choose from. Hopefully his background, or the background of the team of brokers in the firm, will help navigate the pitfalls of negotiating the aspects of the dental practice sale. And as you may have guessed, a good accountant, and an attorney that has dental experience will also help to insure that this transaction goes smoothly.

**Timothy G. Giroux, DDS** is currently the Owner & Broker at **Western Practice Sales ([westernpracticesales.com](http://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** :  
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# Practice Sales & Appraisals

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Dr. Panganiban, DDS

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Dr. McKell, DDS

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Dr. De Graw, DDS

"At PS&A I wasn't just one of several practice listings. They took the time to listen, understand what I wanted from the transition and worked with me to make the necessary improvements that made the practice look attractive to buyers. I got my asking price and best of all, the seller and I are now friends. I even go back occasionally so he can take vacations. It was a great deal for us both and we have PS&A to thank for it."

Dr. Puentes, DMD

"My practice was listed with another broker for 12 months without a single solid offer. Within seven weeks with PS&A I not only had multiple offers but was able to select the buyer best suited for the culture of my practice. What a difference! I highly recommend PS&A."

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"I tried to sell my practice on my own but became frustrated with lowball offers, doctors who were not qualified and broken appointments. After five months I called Lou at PS&A. Within a week I had an offer on the table that was acceptable and because the buyer was pre-qualified...the funding was readily available. I could have saved a lot of time if I had called them sooner. Thank you Lou!"

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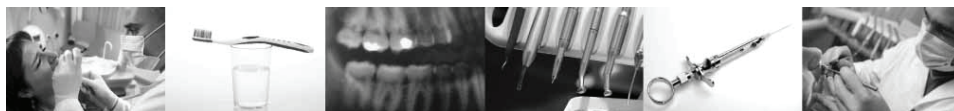
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- **ATWATER:** *For Sale - General Dentistry Practice.* Gross receipts \$177K with adjusted net income of \$495. Practice has been in its present location for the past 29 years. 1,080 sq. ft. 2-equipped operatories. Owner to retire. #14307
- **CENTURY CITY:** *For Sale-Office Space.* equipment and leaseholds only. Opportunity for low cost startup practice and or satellite. Asking \$100K.
- **CITRUS HEIGHTS:** *For Sale-General Dentistry Practice.* Well-designed 6 operatories with 1,500 sq. ft. office in professional building. Desirable location. 2-3 days hygiene. Owner is retiring. #14311
- **EL DORADO HILLS:** *For Sale-General Dentistry Practice.* 2009 GR \$790,758 adjusted net income of \$12K. Intra-Oral camera. Pano, Softem software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring. #14324
- **FOLSOM:** *For Sale - General Dentistry Practice.* 2009 Collections \$513K. Adjusted net income \$185K. Ops (plumbed for 5), Intra oral camera, fiber optics, all ops. Patient base software. Owner retiring.
- **FOLSOM/CITRUS HEIGHTS/ORANGEVALE AREA:** *For Sale - General Dentistry Practice.* Approximately 4 miles from Lake Natomas. This 5 op, 1,700 sq ft office has 8 days of hygiene. Receipts were one million one hundred last year with \$480K adjusted net income. The practice has shown increases every year the past five years. Practice has Panoramic machine and Practice Works software. Practice has been in its present location for 18 yrs of its 29 years. Owner is retiring. #14325
- **GRASS VALLEY:** *For Sale-* This Periodontal Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 years. Office consists of 1,500 sq. ft. 3 ops, Intra-oral camera. Practice has 5 days of hygiene. #14272
- **LAKE FORREST:** *For Sale - General Dentistry Practice.* This 4 operatory, 1,200 sq. ft. office had gross receipts of 1.2 million in 2009. There are 5 days of hygiene and approx. 2,000 collective patients. Approx. 10% of receipts are from two HMO plans. Seller has practiced in the same location for approx. 30 years. Owner is retiring.
- **LIVERMORE:** *For Sale - General Dentistry Practice.* 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq ft office space. Dextrix software, 6 days of hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **LOS ANGELES:** *For Sale - General Dentistry Practice.* This practice 80% Identical and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$700,000. Equipped 7 rms, laser, Intra-Oral camera Pano and Ceph. Call for details.
- **MODESTO:** *For Sale - General Dentistry Practice.* 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$300. Dextrix, Cerec, and Intra-Oral camera. Owner to retire. #14308
- **MURRIETA/TEMECULA:** *For Sale - 2009 receipts* were \$648,000. This 4 op, 1,500 sq. ft. office space with 4.5 days of hygiene. Average age of Dental Equip is 7 years. #14313
- **NORTH HOLLYWOOD:** *For Sale - General Dentistry Practice.* 2009 GR \$642K with adjusted net income of \$251K. Office has 3 operatories. 1 Addt. plumbed op. 1,350 sq. ft. in a small shopping center, very busy intersection-corner. Intra-Oral camera, laser, Easy Dental software. Owner relocating. #14328
- **NORTHERN CALIFORNIA:** *For Sale - Pediatric practice.* Owner has operated in same location for 32 years. Approx. 1,760 active patients. 1,160 sq. ft., Panoramic X-ray, Dexis Digital and Dextrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for details.
- **OROVILLE:** *For Sale - General Dentistry Practice.* Owner dentist recently deceased. 2009 collections \$770K. Very nice stand alone dental building with basement, 7 ops, digital x-ray 5 days of hygiene. Bldg 3,000 sq. ft. basement 540 sq. ft. Temporary Dentist in place. #14310
- **PALM SPRINGS:** *For Immediate Sale - General Dentistry Practice.* 2008 Gross Receipts \$500K with adj. net income of \$346K. Highly desirable location with 4 ops. Laser, and Intra-Oral camera. 5 days of hygiene. Owner recently deceased.
- **PALM SPRINGS:** *For Sale - General Dentistry Practice.* Fee for Service. 2009 Gross Receipts \$282K with adjusted net income of \$157K. 1,280 sq. ft., 3 equipped operatories. Intra-Oral camera, Pano, Practice-NEB software. Doctor willing to transition by working 1-2 days a week.
- **PLUMAS COUNTY:** *For Sale-3 equipped ops.* Space available for 4th op. 1,245 sf office in good location. 2009 gross receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **REDDING:** *For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out.* GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO:** *For Sale - General Dentistry Practice and Dental Building.* 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Digital software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- **ROSEVILLE:** *For Sale - General Dentistry Practice.* Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intraoral camera, Dextrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring.
- **SACRAMENTO/ROSEVILLE:** *For Sale - One of many partners is* retiring in this highly successful General Dentistry Group Practice. Intra-Oral camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information.
- **SAN FRANCISCO:** *For Sale Patient Base for Sale-Owner* passed away last June and the practice has continued for 34 days a week with an associate. Lease can't be renewed. Receipts are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- **SAN DIEGO:** *For Sale-General Dentistry Practice.* This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$1,856,645. PPO and Fee for service practice. #14315
- **SAN DIEGO:** *For Sale-General Dentistry Practice.* 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- **SAN DIEGO/CITY HEIGHTS:** *For Sale-General Dentistry practice.* Owner has operated in same location for 12 years. Approx. 1,000 active patients. Panoramic X-ray. Intra-Oral camera, in this 3-chair office. #14321
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- **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
- **TORRANCE:** *For Sale - General Dentistry Practice.* Owner has operated in same location for 20 years. Approx. 1,000 active patients. 1,080 sq. ft., Brian System, and Camsight software in this 2 equipped, 3 available-chair office. 2009 Gross receipts \$434K with 38% overhead. Owner relocating. #14320

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"Our office has had a seven year relationship with Trojan Professional Services. The benefits to using the services of Trojan are as follows. 1) Polite and friendly staff 2) Quick turnaround time in processing new insurance plans. 3) Efficient in resolving and updating old plans. 4) **Cost efficient on a monthly basis.** 5) Easy transmission of daily electronic claims using DrDirect."  
Seth Lutzky, Office Manager

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**A-6781 SAN FRANCISCO** - New equipment-hardly used. VIRTUALLY NEW practice! 1,000 sf/3 ops. **\$60k**

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

**A-817 BELMONT-** Surrounded by dental specialties in a 2-story Prof. Bldg w/easy access to public transportation. 860sf w/ 2 ops & plumbed for 1 add'l. **\$210k**

**A-829 SAN FRANCISCO Facility** - Attractive Office w/traditional décor. 1600sf & 2 fully equipped ops. **ONLY \$69k**

**A-8911 SAN FRANCISCO** - Don't hesitate! in a renowned building in one of the areas most prestigious addresses! 2,073 sf, 4 ops + plumbed for 1 add'l op. This practice has it all! **\$585k**

**A-8941 SAN FRANCISCO** - Ready to Move In. Fully Equipped. 2 ops. Plumbed for 1 add'l **\$85k**

**B-846 OAKLAND-** Long-established, fee-for-service practice. Excellent reputation. Dental Prof Bldg. 2,100sf w/ 3 fully equipped ops **\$325k**

**B-902 HAYWARD-** Easy Freeway access. Near Busy Shopping Mall. 2400sf, 5 ops office. Gross Receipts over \$977k in 2009! **\$795k**

**B-906 PLEASANT HILL** - Most Desirable Community in Contra Costa Co. 2,501 sf & 6 fully equipped ops **\$550k**

**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 Info!**

**C-869 NAPA VALLEY AREA** - Quality, fee-for-service practice. Relaxed lifestyle & gorgeous scenery! Dental Prof Bldg w/ ~ 800 sq. ft. and 2 fully equipped ops. Option for 3<sup>rd</sup> op. **\$450k**

## BAY AREA CONTINUED

**C-8901 SANTA ROSA** - Residential area. 40+ new pats/mo. Highly Visible! 1291sf & 3 fully equipped ops. Plumbed for 1 additional op. **\$475k**

**D-842 PLEASANTON** - General Dentistry. 1,488sf w/ 2 ops **\$295k**

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

**D-824 SANTA CLARA-** GP - 35+ new pats/mo by word-of-mouth referrals. Just 6 years old w/ 1,500 sf & 3 fully equipped ops. Plumbed for 1 add'l op **\$485k**

**D-845 SAN JOSE - Facility** - Attractive office. Traditional décor. Retail Plaza. 2,240 sf & 5 ops. **\$150k**

**D-877 LOS ALTOS** - Located in a spectacular and pristine Professional plaza. Office is ~ 2,400sf and consists of 6 fully equipped ops **2009 Collections - \$819k!! Asking only \$425k**

**D-9091 Atherton - Assume Lease or Space Sharing Facility** - Turnkey operation. This "turn key" facility would cost nearly twice our asking price to duplicate. 969 sf & 3 ops **Call for Details!**

**D-908 SAN JOSE** - Well-established, fee-for-service/PPO. Paperless, fully computerized office. 1,550 sf & 4 ops. **\$450k**

## NORTHERN CALIFORNIA

**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 **\$250k**

**E-7121 SACRAMENTO AREA** - Largely FFS. 1800sf, 4ops (+2 add'l plumbed). 2-story Prof bldg. **\$695k**

## NO CALIFORNIA CONTINUED

**E-818 SACRAMENTO** - Increase the part-time, relaxed workweek and watch the practice grow! Loyal Patient Base. Collections over \$350k in 2007. 1,200sf & 4 ops. **Building previously appraised @ \$260k in 2004. \$315k for Practice AND Building**

**E-881 SACRAMENTO** - State-of-the-art Practice with growing patient base. Professional plaza w/ ample parking in desirable neighborhood. 2,400 sf & 3 fully equipped ops. Plumbed for 3 additional ops **\$250k**

**E-888 AUBURN** - Highly esteemed FFS practice. Doesn't get any better than this! Very desirable free standing building. Practice offers unparalleled dental care! 1,480sf w/3 ops. **Call for Details!**

**E-915 ELK GROVE** - Doctor averages 4 patients w/ 4 Hygiene patients daily w/ approx 5-6 new patients monthly. Located in an attractive, single-story professional building. 1,200sf 4 equip. ops. **\$650k**

**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. **Current Lender Willing to Carry Qualified Buyer. Practice Offered at \$175k / Real Estate \$250k**

**G-875 YUBA CITY** - Sets the bar for excellence! Established 30 + years, GP, FFS, 3575 sf / 9 ops, great location. **\$1.5m - Associate Buy Opportunity!**

**G-882 YUBA CITY** - This thriving practice is well-respected, has 3 ops in ~ 850 sf, averages 12-15 patients per day with about 15-18 new patients per month. **\$190k**

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

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NO. CALIFORNIA CONTINUED

**G-883 CHICO VICINITY** - Quality, fee-for-service practice that serves its large, stable, loyal, highly appreciative and educated patient base. Located in an attractive Professional plaza in desirable area. 1,990 sf w/ 5 fully equipped ops **\$535k**

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

**H-856 SOUTH LAKE TAHOE** Live and Practice in the Beautiful and Unique Tahoe Area! This GP accepts over 50 new patients each month! Respected and Growing! 1568 sf & 4 fully equipped ops **\$425k**

CENTRAL VALLEY

**I-772 Facility STOCKTON**-Desirable, affluent health care area. 2,140sf/4 ops **REDUCED!! NOW ONLY \$150k**

**I-685 TURLOCK** - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpm. **REDUCED! NOW ONLY \$305k**

**I-889 MERCED**- Quality practice well-known for providing comprehensive and full spectrum of dental care. Located in the heart of town, bustling with activity and foot traffic - in well-maintained Medical Professional building complex. 3 fully equipped ops **\$265k**

**I-8961 SAN JOAQUIN CO**- 1000sf/ 2 ops. ~ 400 charts. FFS. 24+ yrs. Seller Retiring. **ONLY \$60k**

**J-9031 SLO Co**- Nestled between Pacific Ocean and beautiful foothills! 1218sf, w/ 4 ops. **\$350k Real Estate also available**

SOUTHERN CALIFORNIA

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

SO. CALIFORNIA CONTINUED

**K-762 INDIAN WELLS**- Well Respected practice w/loyal patient base. Newly remodeled, 1400+ sf, 5 ops **\$425k**

**K-816 MISSION VIEJO**-Reputation as one of the best dentists in this vibrant OC Comm. Top-notch office in popular Rtl Shp Ctr. Close proximity to Gov. amenities & schools. 1,300 sf & 2 ops **ONLY \$290k**

**K-887 ESCONDIDO**-Beautifully landscaped office is conveniently located in a highly visible, free-standing, single-story Dental Professional building. 1,705 sf w/5 fully equipped ops **REDUCED! \$175k**

**K-900 LA HABRA**- 1700sf w/4 ops. Plumbed for 2 add'l. Newer EQ and Improvements **\$250k**

**K-916 SANTA MARIA**-Location and reputation are only two of the winning attributes of this stunning practice! 1,545 sf, w/ 4 fully equipped ops, **\$300k Real Estate also available!**

NEVADA

**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-756 LAS VEGAS**-Brand new 1,600sf/ 3 op office (Plumbed for 1 addl op) Attractive & well-equipped in Rtl Shpng Ctr. **\$150k**

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

**LV-861 LAS VEGAS**- FFS Quality Practice—Stable Patient Base & Seasoned Staff. Professionally Remodeled 1750sf, 5 op office. Call for Info! **\$180k**

**LV-886 LAS VEGAS**-Low cancellations & high collection rate! Stable, loyal & appreciative patient base. **Growing even in this economy! Future Extension of Sunrise Hosp. being built across the street!** 1,900 sf & 4 fully equipped ops. Plumbed for 1 add'l **\$275k**

NEVADA CONTINUED

**LV-907 LAS VEGAS** - Large, stable patient base and seasoned staff w/strong Management & Marketing. Modern Medical/Dental Professional Building. 3,100sf & 6 fully equipped ops. **Call for Details!**

**LV-911 LAS VEGAS** - This remarkable practice is the standard we all strive for! ~ 50 new pats/mo. Professional building - desirable commercial area. 3,000sf & 7 ops w/ plumbing for 2 add'l **\$900k**

**LV-910 Boulder City**- Affluent, clean, safe, non-gaming community forms the backdrop for this quality practice. In beautiful downtown, recently remodeled, spectacular office with sophisticated "boutique" décor and antique furnishings. 1,600sf & 3 ops **\$440k**

**R-897 SPARKS**- Top of the Line, Quality Practice. 7 ops in spacious 2700sf office. Located in 2 story Prof bldg. **\$495k**

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**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. **PRICE REDUCED! SELLER ANXIOUS TO SELL. NOW ONLY \$125k**

**D-892 MORGAN HILL ORTHO**-Remarkable Oppty! Floor to Ceiling Windows—wooded courtyard. 1900sf & 6 chairs in open bay. **\$275k**



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**Canoga Park** Retiring dentist. 1500 sq.ft. 4 Operatories. 2 X-Ray Machines. All insurances and cash. \$150k. Email Shruti- [smadhure@gmail.com](mailto:smadhure@gmail.com).

**MOBILE DENTAL EQUIPMENT DONATION WANTED** Tax-deductible donation, for dental care of poor & homeless. A non-profit organization. (714) 319-4956.

**DENT-X 810 X-Ray Processor** New Condition, \$700 + X-Ray Duplicator. Must Pick up. Karen 818-986-9112.

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# READER AD FORM FOR DENTIST & STAFF ONLY

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at:  
www.thedentaltrader.com or Fax: 949-498-1198**

Type or print ad copy clearly: \_\_\_\_\_

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This ad is for (check one):  So. Calif.  No. Calif.  So. & No. Calif.

### Reader Ad Rates:

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  - All Bold Type: Add \$10. ....(add option: \$10) \_\_\_\_\_
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- Total # of words (first 20 words free-add \$1. per word after first 20 words) \_\_\_\_\_

Total: \_\_\_\_\_

**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc) **For Commercial Reader Ad Rates**, (to promote a business) please use form below.

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3 Digit Security Code (on back of card)  
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Exp. Date \_\_\_\_\_

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

# COMMERCIAL AD FORM FOR BUSINESSES

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Type or print ad copy clearly: \_\_\_\_\_

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  - Black Box with Bold White Lettering: .... (add option: \$20) \_\_\_\_\_
- Total # of words (first 20 words \$20-add \$1. per word after first 20 words) \_\_\_\_\_

Total: \_\_\_\_\_

Name: \_\_\_\_\_

Charge Card Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Tel No.: \_\_\_\_\_ Fax No.: \_\_\_\_\_

E-mail: \_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed  Visa/MC   
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Card# \_\_\_\_\_

3 Digit Security Code (on back of card)  
\_\_\_\_\_

Exp. Date \_\_\_\_\_

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





# Professional Practice Sales

## Buying or Selling a Dental Practice?

### 5985 PICTURESQUE NORCAL COAST

If operating a busy practice on the ocean in a desirable country setting (service area is approximately 25,000 people) sounds appealing, you should investigate this offering. High tech office topped \$675,000 in 2009 on Owner's 3-day week. 2010 tracking \$750,000. Practice can easily expand to 4th day. Busy Hygiene schedule. Rare opportunity to operate a "Big City Practice" outside the Big City. This has been a consistent high performer.

### 5987 PEDIATRIC PRACTICE - NORTH SACRAMENTO VALLEY

Well established practice enjoys best location and operates out of a beautiful custom designed suite with everything only 5 years old. Great family community. 2009 collected \$514,000 despite Owner reducing time due to outside commitments. No Interceptive Ortho performed here, and Owner does not market practice to community GP's. This office could not be replicated for the price. Full price \$260,000.

### 5991 SAN FRANCISCO'S FINANCIAL DISTRICT

Platinum Opportunity! Best location to practice on West Coast. \$425,000 invested in facility. Paperless and digital. 14-years left on "below market rate" Lease. Tracking \$775,000 in 2010. Great Recall, busy Hygiene schedule and well managed. Want to do \$1+ Million? Here is your opportunity.

### 5993 SAN FRANCISCO'S FINANCIAL DISTRICT

Great opportunity for nearby Dentist to acquire attractive 3-op dental office with patients. 3-days of Hygiene. Collections in 2009 totaled \$325,000.

### 5994 LAKE TAHOE

Interested in acquiring busy practice in beautiful Alpine setting? If so, investigate this opportunity. Well established practice has been ticking off \$900,000+ per year in collections while averaging 20+ new patients per month. 4-days of Hygiene, 90% Insurance, low AR balance, great staff and beautiful office.

### 5995 WALNUT CREEK MANAGED CARE PRACTICE

Collected \$681,600 in 2009 with Profits of \$290,000+. Tracking \$700,000 for 2010. 11-Managed Care Plans delivered \$150,000+ in Cap checks in 2009 which paid 39% of overhead. Great central location.

### 5996 MONTEREY BAY AREA'S SALINAS

Want to practice and live in the Monterey Bay Area, then practice in Salinas and live on the Monterey Peninsula. There are more people, the area is growing and the economy is more stable in Salinas than the Monterey Peninsula whose economy is tourist-driven with little growth. And Salinas has fewer Dentists! 2010 tracking \$425,000 in collections with Profits of \$215,000.

### 5997 FREMONT

3-day practice wants to do more. Great location. Collected \$355,000+ on part-time schedule in 2009 with \$143,000 in Profits. 2010 tracking \$160,000 in Profits.



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