

# THE Dental

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# Trader

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### FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. located in smaller town. Only private dentist in town. 2004 gross collections \$375K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both.

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

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

### KERN COUNTY

**BAKERSFIELD #13** - (4) op G.P. for sale. (2) ops. Eqt'd. 3rd partially eqt'd. Gross Collections \$150-200K p.t. Can do more full time. Store front location with some exposure. Mixed patient base. **SOLD**

**BAKERSFIELD #14** - (12) op G.P. for sale. Cash/Ins/PPO/Cap/Denti-Cal. Cap Check \$10K+/mos. Annual Gross Collect. \$1.2M+. Freestanding Bldg. w/exposure/visibility/signage. Absentee owner possibilities. **SOLD**

**BAKERSFIELD #15** - (6) op G.P. located in a strip center with exposure, visibility and signage. (4) ops equipped, (1) eqt'd with chair and x-ray (1) plumbed not eqt'd. Cash/Denti-Cal/Cap patients. Walk-Ins. 2004 Gross Collections \$204K. **NEW**

### LOS ANGELES COUNTY

**ENCINO** - (4) op computerized G.P. located in a professional bldg. Annual Gross Collections \$400K+ on (4) day week. Cash/Ins/PPO/Capitation and very small amount of Denti-Cal. Monthly Cap Check approx. \$2,000/mos. **NEW**

**GLENDALE #5** - (3) op G.P. for sale. Nicely appointed. Gross \$20K/mos on (3) days/wk. Cash/Ins. Seller returning to Speciality School.

**HAWTHORNE** - (4) op computerized G.P. for sale. (3) ops Eqt'd. (1) plumbed. Cash/Ins/PPO/Denti-Cal patient base. Approx. (40) new patients/mos. 2004 Gross Collect. \$311K+. **NEW**

**LOS ANGELES #3** - (2) op computerized G.P. and Condo for sale. Cash/Ins/PPO & small amount of Denti-Cal. 2004 Gross Collect. approx. \$180K on two days/wk. 2005 Projection is \$190K-\$200K on two associate run days per week. Can easily increase production/collections if owner operated and more days. **NEW**

**PANORAMA CITY - EMERGENCY SALE!** D.D.S. has passed away. (4) op G.P. in prof. bldg. 2004 Gross Collections \$106K on (16) chair hrs/wk. Cash/Ins/PPO Patient base. Priced for immediate sale. **SOLD**

**PARAMOUNT** - (5) op G.P. Located in store front with exposure and visibility. (3) equipped ops. (2) additional plumbed not equipped. Cash/Ins/PPO/Denti-Cal/Healthy Families Patient Base. 2004 Gross Collections \$215K+ p.t. due to new baby. Did \$332K prior to pregnancy on (4) day week. Seller Motivated. Priced to Sell! **SOLD**

**SAN GABRIEL VALLEY** - 1,755 s.f. single use freestanding dental building for sale. Near center of town. (5) plumbed ops. Busy Hispanic area. No patient charts or equipt. are included in the sale.

**WEST HILLS** - (5) op G.P. located in a well known and strategically located professional bldg. Newer eqt. and build out. Professionally decorated and appointed. 2004 Gross Collections approx. \$300K p.t. Cash/Ins/PPO. Selling due to partnership dissolution. **NEW**

**WEST SAN FERNANDO VALLEY #2** - (4) op computerized G.P. located in an upscale shopping center. Excellent exposure and visibility. (3) ops equipped (1) op equipped with chair and x-ray. Equipment (2) years old. 2004 Gross Collections \$636K and growing. Cash/Ins/PPO/Capitation and small amount of Denti-Cal. Monthly Cap Check \$2,500/mos.

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**CENTRAL COAST #1** - (4) op computerized G.P. for sale. Located in Prof. Bldg. Annual gross collections approx. \$350K on 3 1/2 days per week. Cash/Ins/PPO.

**CENTRAL COAST #2** - (3) op computerized G.P. for sale. (2) ops eqt'd. Located in Prof. Bldg. Mostly Cash/Ins w/small amount of PPO. Ave. Gross Collections \$500K+/yr.

### SAN BERNARDINO COUNTY

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

### SAN DIEGO COUNTY

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

### SAN LUIS OBISPO

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

**SAN LUIS OBISPO** - Great place to work and play. (4) op computerized G.P. (3) ops eqt'd. 2004 Gross Collections \$409K on (3) day week. Cash/Ins/PPO. (35-40) new patients per month. Located on main street in freestanding bldg. with excellent exposure/visibility. **SOLD**

### TULARE COUNTY

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

### VENTURA COUNTY

**EAST VENTURA COUNTY** - (4) op computerized G.P. located on the first floor of a professional bldg. with visibility. (3) ops eqt'd (1) op plumbed not eqt's. Cash/Ins/PPO patients. Annual Gross Collections \$450K+. Like new equipment with digital x-rays. **NEW**

**OXNARD** - EMERGENCY SALE! DDS passed away. (4) op G.P. and free standing bldg. located on a main street with pole signage. 2004 Gross Collect. approx. \$300K. Cash/Ins/PPO/Denti-Cal. **SOLD**

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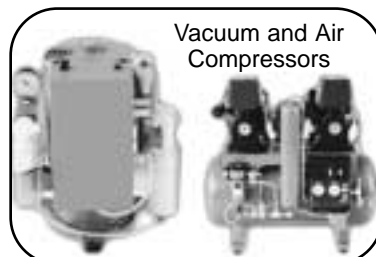
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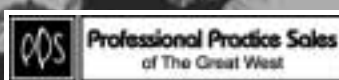
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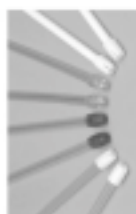
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**#E-317 CITRUS HEIGHTS** -GP, Estab. practice located in single story bldg, 5 ops collected \$200k won't last with asking price of only 50% of collections **FP \$100K**

**#E-330 SACRAMENTO** -GP, Estab. Seller Retiring, collections of \$372K in '04 on 3 day a week schedule. Insured/cash pts only. 3 fully equipped ops. Seller refers out all endo. **FP \$270K**

**#E-326 EUREKA AREA** - GP, long estab. practice, Seller retiring. Nicely appointed 1250 sq ft office w/ 3 fully equipped ops. Insured/cash pts only. Coll'd % 604K in '04 w/ Seller taking 5-6 weeks vacation. This Room for Growth. **FP \$345K**

**#G-308 CHICO** - Long established Practice. Collections of \$945K in '04. Modern 1800 sq ft office w/5 fully equipped ops. **Call for Details.**

### NORTHERN CAL. CONT.

**REDUCED! #H-224 CHESTERLAKE ALMANOR** Long Estab. GP in Beautiful 4 Season Resort area. Office is 1400 sq ft with 3 fully equipped ops. Insured/ Cash pts only. Coll'd approx. \$300K in '04 on a 3 day work week! Office bldg avail w/purchase of practice. **Will Consider All Reasonable Offers!**

**#H-311 NORTH SHORE, LAKE TAHOE** - GP Long established practice. Collections of \$588k in '04. Modern equipped 4 op office. Mostly cash patients. Great location w/ scenic lake views. **FP \$325K**

**#H-249 STOCKTON** - GP Estab practice Seller retiring. Office is located in single story prof bldg in Prime Downtown area. **Call for Details!**

**NEW!! #L-291 SALIDA** - GP, Great location in growing north area of Modesto. Coll'd \$950k in last 3 years. Modern equipped 10 op office mixture of insured/ managed care patients. Exc. opportunity for owner/ dentist. Aves 160 new pts/mo. **Call for Details!**

**L-306 STANISLAUS COUNTY** - GP, in nice historical area of town. 5 ops 1800 sq ft office w/ reasonable rent. Seller motivated. **Call for Details!**

**#H-314 MERCED** - GP, 4 op office with room for 6. 100% dent-cash. Gross in the \$680k range netting close to half! **FP \$350K**

**#H-318 STOCKTON** - GP, in single story building. 50% Dent-Cash, Nicely equipped 3 op practice. Practice and Building for Sale. **Call for Details!**

**NEW!! #H-331 STOCKTON** - GP, Long estab. practice w/collections of \$490K '04. Insured/cash patients only. 1,500 sq ft office w/4 fully ops. Practice is located in highly desirable commercial area in Stockton. **FP \$345K**

**#H-338 MERCED** - GP, Exc opportunity for a GP to practice in family-oriented community. 1350 sq ft ofc has 3 ops. **Call for Details!**

**#J-271 FRESNO AREA** - Charming desirable community south of Fresno. Fee for Service. 4 ops, Beautiful leaseholds, granite countertops, maple floors. Collect in \$770K Range. **FP \$450K**

**#J-305 VISALIA** - GP, Long estab. Mostly insured/cash patients. Two fully equipped ops, plumbed for 3rd op. Doctors take home pay is close over \$200K. **FP \$250K**

**#J-315 FRESNO** - GP, Modern equipped 5 op office plumbed for 6th. Mixture of insured/PPO/dent-cash patient base. **Call for Details!**

**NEW!! #J-292 SAN LUIS OBISPO COUNTY** - GP, Long est. practice. Fee for service practice, 2 ops loyal patient base. Live and practice on the beautiful Big Sur coastline! **Call for Details!**

### SOUTHERN CALIFORNIA

**#K-310 MOORPARK** - GP, in busy shopping center on a major street with easy freeway access. Practice has 5 ops and is grossing in Million Dollar range. **FP \$875K**

**#K-316 LOS ANGELES** - Turnkey facility with new leaseholds and refurbished equipment with 4 ops. Bldg may also be available for purchase! **Call for Details!**

**#K-319 WHITTIER** - GP located in shopping center. Practice has 2 ops with plumbing for 1 additional. **Call for Details!**

**NEW!! #K-329 SANTA ANA/TUSTIN** - GP, in state of the art office w/ 10 ops. Practice grosses in the \$750K range. Over 1600 active patients. **Call for Details**

**NEW!! #K-334 SAN BERNADINO** - GP located in very busy medical bldg on first floor near buildings main entrance. Great potential! **Only \$95K!**

**#R-142 - RENO** - Long Estab. GP. Seller retiring. 1,540 sq ft w/5 equipped ops, ofc is centrally located. Coll'd \$361K in 2004/05. Ins/cash pts. **Call for Details!**

**#R-233 RENO** - Long Estab. practice, low stress working environment. Modern equipped newly remodeled 4 op office. Collections of \$795K, Highly Profitable. Mostly Insured/cash pts. Excellent location with reasonable rent. **Call for Details. FP \$400K**

**NEW!! R-337 SPARKS** - GP, Long Est. practice. Seller retiring. Collections of \$687K in '04. **Call for Details!**

**#LV-263 LAS VEGAS** - GP Estab. 24 years. Beautiful 3000 sq. ft. 6 op practice w/ gross in 1.1 to 1.2 Million Dollar range! Portion of Bldg for Sale also. **FP \$725K**

**#LV-299 LAS VEGAS** - GP, located in nice North LV area. 4 op office with room for expansion located in single story prof. building. **Call for Details!**

**#LV-301 LAS VEGAS** - GP, Nice prof. bldg in the Rainbow/95 area. Shows nice! Room for growth. Seller Extremely Motivated! **Call for Details!**

**#LV-313 LAS VEGAS** - GP, Well established practice with consistent collections in 1 million dollar gross range. Large quality pt base A Proven winner. **Call for Details!**

**NEW!! LV-335 LAS VEGAS** - Seller Retiring. Modern equipped 8 op office. **Call for Details!**

**NEW!! LV-336 HENDERSON** - Collections of 1 million plus for '04. Great location, 2765 sq ft office 4 ops plumbed for an additional 4 ops. Practice nets \$1.2 million in '04. **Call for Details!**

### ARIZONA

**NEW!! #AZ-324 MESA** - Turnkey Facility, 6 op office with all of the major equipment. No patient Base and ready to move into! **Only \$62,500K**

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

**#D-283 SAN JOSE** -Oral Surgery, Absolutely beautiful located in very desirable area of SJ!! New equipment, Gross over 1 Million. **Call for Details!**

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**#LV-303 LAS VEGAS AREA** - Pedo, practice in very desirable area of LV. Associates in place doing 100% of prod. Great businGrossed in \$1.5 million range in 2004 on track for \$2.5 million opportunity for General dentist or Specialist. million in '05. **Call for Details!**

**#D-307 EAST BAY** - Perio, Long est Coll'd close to \$1 mill in '04. Ins/cash pts only. Beautifully appointed office with updated computer systems. Does not do implants so plenty of room for expansion for dentist that enjoys implant work. **Call for Details!**

**NEW!! #D-322 SOUTH BAY** - Ortho, Long est practice, 3 open bay ops with updated equipment. Collections in the high \$300k. **Call for Details!**

**NEW!! #H-328 GREATER SOUTH LAKE TAHOE AREA** - Orthodontic practices with a Combined Collection of \$620K plus in '04. Modern equipped 4 op office. **Call for Details!**

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**SEBASTAPOL:** For Sale - General Dentistry Practice - Located in a free standing building on a busy thoroughfare. 2004 Gross Receipts were \$56K. Four treatment rooms with 6 days of hygiene. **SALE PENDING**

**SAN RAFAEL:** For Sale - General Dentistry practice located in a desirable dental complex. Owner is retiring after 40 years in the same location. Adj. net income of the practice was \$110K with receipts averaging \$320K per year. Staff will stay. **PRICE REDUCED**

**CARSON CITY, NEVADA:** For Sale - This practice is has gross receipts of over 1 million a year with a 50% overhead. Owner would like associate to join him and transition into ownership equity position. Area is experiencing high growth. Office is an attractive free standing building located in a very desirable area on a main through-fare.

**CORCORAN:** For Sale - Average Adjusted Income \$117K, 2004 GR were 280K. 3 treatment rooms, 2 days of hygiene. Doctor works approximately 33 hours per week. The perfect opportunity for a satellite practice. Present dentist to patient population ratio is 1: 5,000.

**SUTTER CREEK - SPECIAL OFFER** - The practice is located close to Jackson on Historic Highway 49. The owner also operates a satellite practice in Orangeville. There are eight days of hygiene with a total of seven treatment rooms. Owner would eventually like to work a schedule of 30 days on and 30 days off. Potential transactions include working as an associate with an option to buy or as a dentist that would like to work the same schedule either as an associate or partner. Ideal for the dentist that has retired early but would still like to work. 2004 gross receipts were 600K with a low overhead.

**TAFT:** For Sale - Looking for an ideal satellite or start up practice? This 1,400 sq. ft. office has 4 equipped operatories. Practice to be sold as is for the price of \$72,000. Price includes 1,200 active patients. Building is also for sale for \$210K.

**BAKERSFIELD:** For Sale - General Dentistry Practice. Gross Receipts were \$128K with approximately \$100K adj. net income. Seller is retiring 28 years in same location and practice started in 1977. **SALE PENDING**

**RIVERSIDE:** For Sale - General Dentistry Practice and Building. This practice has been in its present location for 32 years. Four days of hygiene. 2003 Gross Receipts were 432K. Office opens 4 days a week. Doctor working 27 hours per week. **BUILDING ALSO FOR SALE.**

**REDDING:** For Sale - Both practice and building are for sale - 2,700 sq. ft. building. 5 operatories - 2003 gross receipts were 458K - 4 days of hygiene - 24 years same location - Doctor retiring. **SALE PENDING**

**SANTA CRUZ:** For Sale - General Dentistry Practice established in 1982. Owner is retiring. Three operatories and 4 days of hygiene. 2004 gross receipts were 450K with 61% overhead. Doctor has been able to establish a cash only practice without having to accept dental insurance. A goal of most dentist but achieved by only a few.

**FREMONT:** For Sale - General Dentistry Practice established in 1972. Owner is retiring. 4 operatories and 6.5 days of hygiene. 2004 Gross Receipts were 687K. Dentrix software. **SALE PENDING**

**REDDING:** For Sale - General Dentistry Practice. 2004 Gross Receipts were 438K with less than 60% overhead. Office and building have a new modern appearance and is located on a major thoroughfare. 4 treatment rooms, 4 + days of hygiene. 1,400 sq. ft.

**LOS ANGELES:** For Sale - General Dentistry Practice. 2004 Gross Receipts were 282K. Owner is moving out of the area. Office has been in its present location for 35 years. 4 operatories. Located near hospital in a two story professional building. Large Denti-Cal base of patients.

**MODESTO:** For Sale - This 5 op dental office had gross receipts of one million one hundred fifty thousand dollars in 2004 with only a 56% overhead. The office was redecorated and updated only 5 years ago. Doctor offers cosmetic dentistry and implant restorations in addition to a well seasoned family oriented general dentistry practice. 9 days of hygiene. Owner is retiring after 36 years and 20 years in the same location. **SALE PENDING**

**LAKE TAHOE:** (South Shore) For Sale - How does it get better than this? A successful family oriented practice located in the heart of beautiful Lake Tahoe has gross receipts of over \$500K in 2004 with low overhead. There are 4 operatories with 5 days of hygiene. If you ever wanted to locate in a resort community with extensive summer and winter sport activities and have a very successful dental practice at the same time you should consider this opportunity.

**MODESTO:** Associateship leading to purchase. Owner would like to retire in 5 years. Gross Receipts of one million six hundred thousand dollars in 2004 with 15 days of hygiene. Owner offers cosmetics, implant dentistry, milled crowns along with his general dentistry practice. Owner is well respected in the community.

**LAS VEGAS:** Patient base for Sale: 1000 plus patient base available to be purchased by a production acquisition where there is no risk to buyer. **SALE PENDING**

**BAKERSFIELD, TULARE, AND PORTERVILLE:** For Sale - These practices are for sale either individually or collectively. Total Gross receipts were \$1,300,000 in 2004. All have new equipment and furnishings and owner would like to sell immediately. For details call Dr. Steve Riner, Professional Practice Transitions Consultant, So. California 805-405-6568.

**S. FRESNO COMMUNITY:** For Sale - General Dentistry Practice. This 6 operator office has 5 days of hygiene, and has been at it's present location for 32 years. 2004 gross receipts \$1,016,277.00. Small community with high growth and new housing development. Doctor is retiring.

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**WILLITS:** For Sale - Both dental practice and building are for sale in this beautiful rural community. 2004 gross receipts were \$12K with 184K adj. net income. This 1,200 sq ft office has 4 ops with 4 days of hygiene. The practice has been in the same location since 1971. Owner is retiring.

**SANTA MARIA:** For Sale - This 9 operator, 3,100 sq foot dental office established only 3 years ago had Gross Receipts of \$44K in 2004. All equipment like new. Priced for immediate sale.

**WATSONVILLE:** For Sale - 2004 Gross Receipts were \$10K with an adj. net income of \$12K. There are 6 treatment rooms in 1,400 sq. ft. Practice has operated in its present location since 1983. Owner is willing to stay or consider an outright sale.

**MODESTO:** ASSOC. WANTED - This busy practice has been doing over 1.4 million dollars a year in gross receipts. There are 5 operatories and 8 days of hygiene. Pano, Cerec Unit, Intra-oral Camera, Dentsin Software and Digital Radiography are some examples of the high tech equipment available. The office interior has been tastefully redone. Owner looking for a long term associate to work 2 days a week. Ideal for the dentist mom that wants to practice long term without ownership responsibilities.

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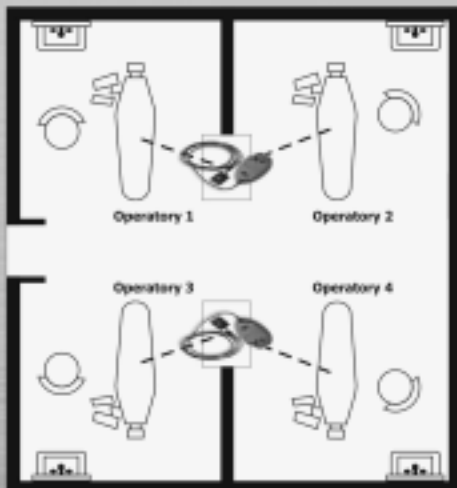
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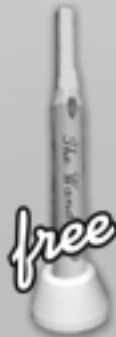
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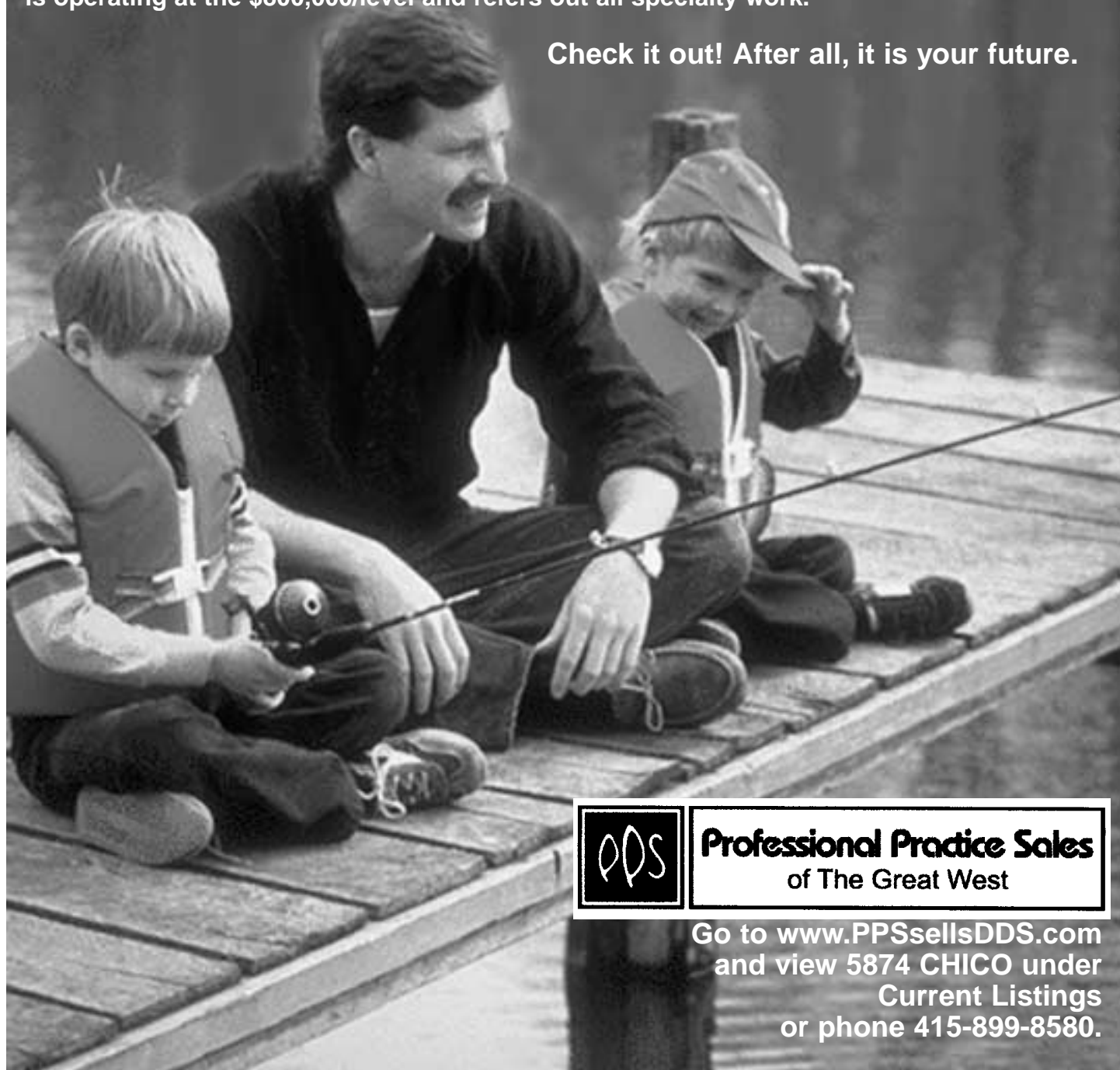
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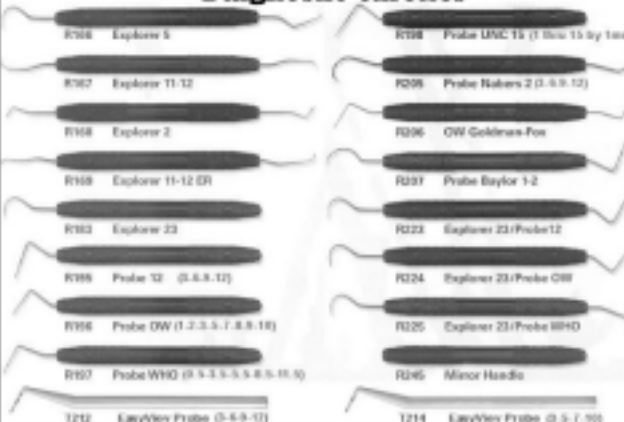


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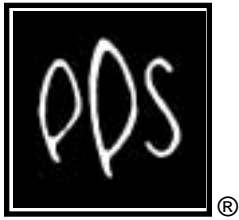
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Darby price\* N/A

\* - all Pearson, Schein, & Darby prices are from their website as of 7/8/05

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