

THE Dental Trader

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So. Calif. Edition

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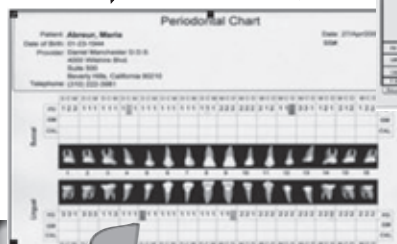


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General Dentist looking to purchase office from retiring dentist in So CA Must help transition. Call David 818-439-9954.

Sublease in Irvine professional building, excellent location, call Martha, 951-796-8199, one or two days a week.

Porcelain oven for \$700 - For more information please email me at NJYDDS620@yahoo.com.

Beautiful Dental Office for Sale Fountain Valley 6 ops all equipped. 1600 sf, low rent. Please call 714-293-8314 for more information.

"Associate needed" Garden Grove, part time. Fax resume 714-537-6512.

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one shufu & Hanna Artic w/case for sale. 818-4587515.

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FRESNO COUNTY

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

KERN COUNTY

BAKERSFIELD #20 - (3) op computerized G.P. & a duplex bldg. (2) ops eqt'd with new eqt. 3rd op plumbed not eqt'd. Cash/Ins/PPO & some regional center reimbursements. No HMO's or Denti-Cal! Gross collect \$450K-\$470K/yr. 35 years of goodwill. Approx 25 new pts/mos. Seller retiring. **PENDING**

SOUTHERN KERN COUNTY - Smaller town w/ limited competition. (6) op computerized G.P. annual Gross Collect \$850K+. Cash/Ins/PPO/HMO/Denti-Cal pt. base. 75+ new pts/mos. Central nitrous & panorex eqt'd. Low overhead/high net income. "Be a Big Fish in a Small Pond".

LOS ANGELES COUNTY

ANTELOPE VALLEY #2 - (6) op computerized G.P. (4) ops eqt'd w/ (3) year old eqt. (2) ops plumbed not eqt'd. Shop Ctr. location w/ excel exposure/visibility/signage. Intra oral camera, pano, and digital x-ray eqt'd. Cash/Ins/PPO/HMO/Denti-Cal pt. base. Gross Collect \$260K+/yr. p.t. **Price Reduction.**

ARCADIA - (4) op computerized G.P. located in a well known, easily accessible medical dental bldg. on a main blvd. Cash/Ins/PPO with no HMO's or Denti-Cal. Gross Collect \$315K+/yr on a (4) day wk. **NEW**

BALDWIN PARK #2 - (5) op computerized G.P. (4) ops eqt'd. 5th plumbed. Cash/Ins/PPO/Denti-Cal pts. In a strip ctr w/ good signage/visibility. Easy Dental s/w. 2008 Gross Collect approx. \$230K p.t. Can do more f.t.

CHATSWORTH - BUILD TO SUIT 1,500 sq ft dental office in a strip ctr. on a high traffic corner. Zoning approved for 5-6 ops. Excellent visibility/signage.

GLENDALE - Extremely motivated Seller wishes to sell their (4) op (2 eqt'd & 2 plumbed) G.P. office located in a free standing bldg with exposure & visibility. Mixed patient base. Gross Collect \$110K+ on (1-2) days/wk. **Price Reduction.**

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

LOS ANGELES (KOREA TOWN) - Computerized G.P. located in the Korea Town area of Los Angeles. Store front location with excellent exposure, visibility & signage. State of the art facility with (7) ops of newer Belmont equip, Cerec 3, (2) lasers, fully equipped lab, (6) digital x-rays, Dentrix s/w, PRP System, Jaw Tracs, and 3D ICAT Imaging System. Annual Gross Collections of **\$1.4M+ with an annual net of approx \$450K!** Cash/Ins/PPO pt. base. No HMO's & no Denti-Cal. Approx 20 new pts/mos. 30+ years of Goodwill. Seller retiring but will assist with transition or could stay on part time. **NEW**

MISSION HILLS - (5) op turnkey office. (4) ops eqt'd, (5)th op plumbed. Located in an upscale, well known & well located prof. bldg. A-Dec equip, pano & plumbed for central nitrous. Sale includes T.I. S's to freshen up the office. Priced less than build out & equip replacement cost. **NEW**

NORTH HOLLYWOOD - (4) op Turnkey Office with patients. (2) ops eqt'd, (2) additional plumbed. Located in a grocery store anchored Shop Ctr with excellent exposure, visibility and signage. Heavy foot traffic with many walk ins. Cash/Ins/PPO and some Denti-Cal. Seller working only part time schedule. This practice can do \$400K-\$500K with some advertising and more hours. Seller retiring. **NEW**

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. **NEW**

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. **NEW**

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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**

SANTA BARBARA COUNTY

SANTA BARBARA ORTHO PRACTICE & CONDO - (3) op open bay Ortho office & light and bright office condo for sale. Computerized office. Pano/Seph eqt'd. Annual Collections approx. \$360K/yr on a (2) day week. (7-9) new starts/mos. Low overhead/high net. Seller transition available.

SAN BERNARDINO COUNTY

HIGHLAND - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. Seller has accepted a teaching position, but will help transition. **NEW**

UPLAND - (3) op computerized G.P. State of the art & drop dead gorgeous. Located in a shop. ctr. with exposure/visibility & signage. Digital X-Rays & networked ops. Like new Eqt. Open 1 1/2 years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **Price Reduction.**

SAN DIEGO COUNTY

LA MESA #3 - (5) op computerized G.P. (4) ops eqt'd w/ newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collect \$552K. 2008 Gross Collect approx. \$750K.

SAN LUIS OBISPO COUNTY

CENTRAL COAST BEACH TOWN - (3) op computerized G.P. in a very desirable beach community. Cash/Ins/PPO pt. base. 2008 collections projected at \$400K+. Seller refers all specialty work. Tremendous upside. **SOLD**

VENTURA COUNTY

VENTURA - MULTI SPECIALITY PRACT. - (5) op comput. office in a one story prof. bldg. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eqt. & (2) ceiling mt'd surgical microscopes. 2 days/wk Pedo, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2008 Gross Collect \$540K+. **NEW**

WESTLAKE VILLAGE - Turnkey Office in a desirable upscale area, on the outer perimeter of a prof. bldg. Excellent exposure, visibility & signage. Drop dead gorgeous w/ marble floors, travertine counter tops, vaulted ceilings, & many designer touches. (3) ops of newer eqt. Computer networked & has digital x-rays. Sale includes dental eqt, furniture, fixtures, leaseholds & rights to the office lease. Seller moving to larger office. **NEW**

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PRACTICE FOR SALE #3107 - WEST LA - Grossing \$850,000. Ops. Hi visibility store front valuable R.E. also for sale. Seller will transfer over 1 year period. With positive marketing, should gross \$1,500,000 first year. Call P.P.S. Tom Fitterer to discuss (714) 832-0230.

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ATTENTION DENTISTS Make a clean sweep for the New Year or office sale. Call the CLEANER specializing in dental aging reports. Call Judy at (818)648-1250.

Must sell due to family illness Riverside GP for sale. Collected 2007 \$230K, 2008 \$210K. Projecting 230K in 2009. 3 op, 1000 sf. FFS only. 1000+ active patients and 60+ new patients/mo. Rent \$1600. Profit \$100K on 25 hrs/wk. Seller is leaving country. Asking \$139K. e-mail: soddinc@cox.net.

WANT TO BUY DENTI-CAL/HMO Practice So. & No. Calif. (seriously looking for buy) DR.CHI decks2004@hanmail.net. call @ (707)480-8867.

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PRACTICES FOR SALE —September, 2009

Attention SELLERS: We have many qualified Buyers desiring to purchase a practice in San Diego County. Call today for a complimentary consultation.

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!!

TEMECULA-NEW LISTING!! – Six year established **GENERAL** Practice comprised of Insurance, Cash and PPO patients. 25-30 new patients per month! Situated in close proximity to freeway, Mall and Old Town. Spacious 2400 sq. ft. Office with 8 Ops (4 equipped).

SAN DIEGO-EL CAJON – General Practice (which also does implants) available. 3 equipped Ops plus 1 plumbed in approx 2200 sq. ft. Freestanding building with signage. Collected 551K in 2008. Practice is offered for 460K. **BUILDING also FOR SALE** for 600K.

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. Offered for only 250K!!!

SAN DIEGO-PACIFIC BEACH – Owner retiring from long-established (part-time) Practice. Refers out substantial amount of treatment. 2 equipped Ops (+ 1 plumbed). Good starter opportunity at a very affordable price! Available for 100K!

SAN DIEGO--UTC--NEW LISTING!! TENANT IMPROVEMENTS Beautiful 2870 sq.ft. office is a turn-key to relocate your practice to University Towne Center. 7 Ops. Suitable for SpecialtyPractice and/or Group Practice. Offered for rapid sale at only 150K!!

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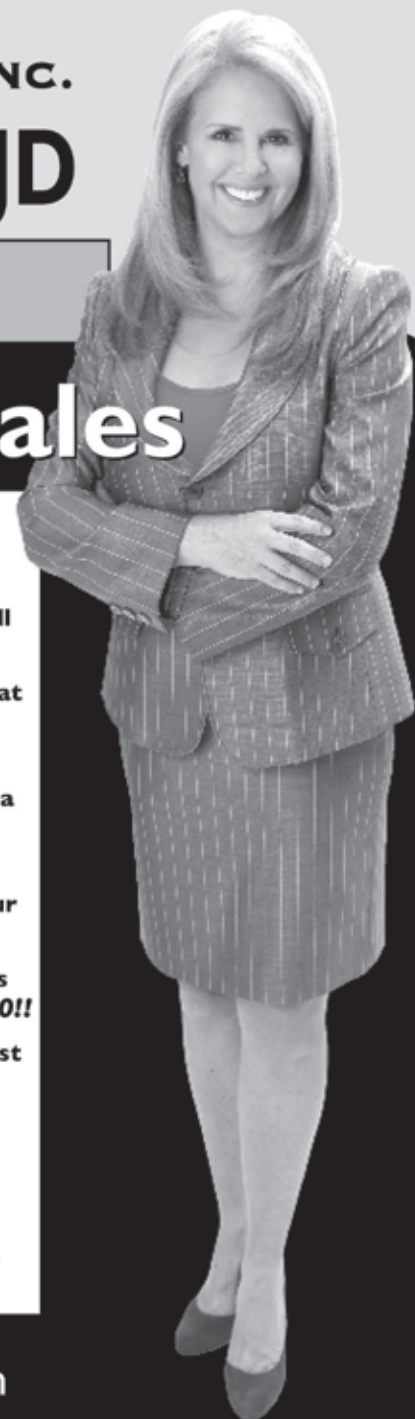
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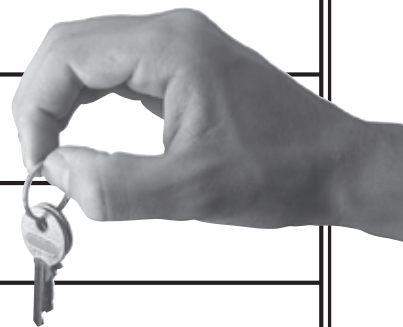
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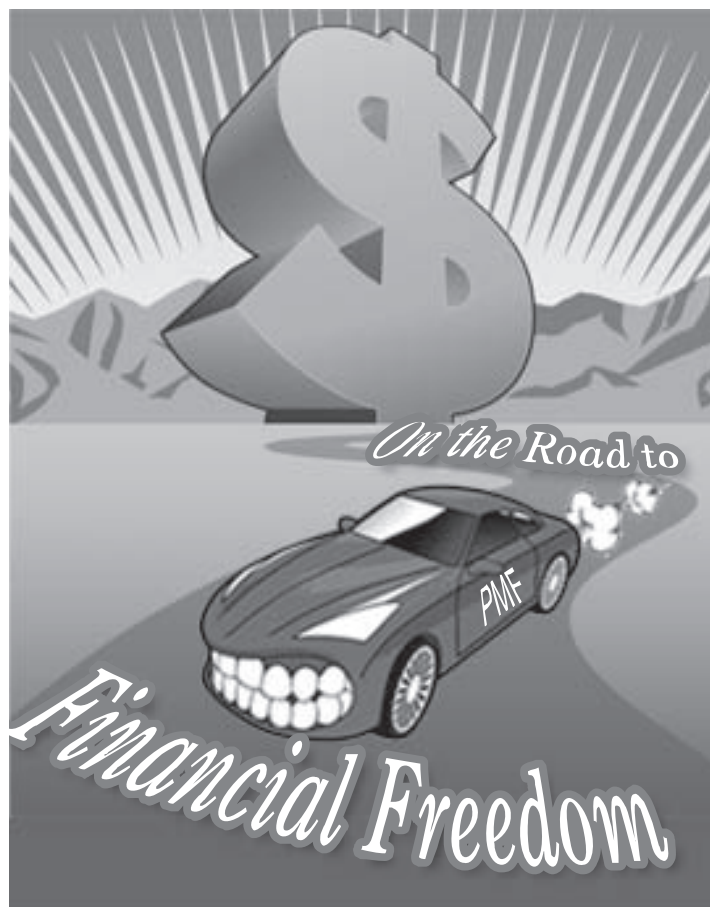
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PALM SPRINGS AREA PRACTICE FOR SALE: Unique opportunity!! This practice is located in a free standing, highly visible, corner location on a main thoroughfare. The office averaged 40+ new patients per month last year with minimal advertising. Seller 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.

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.

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.

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. **PENDING**

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.

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. - **PENDING**

RIALTO PRIVATE PRACTICE FOR SALE: Established fee for service practice has collected over \$400,000 for the last three years on four days per week with two days of hygiene per week. The practice has no Denti-Cal, no HMO, and does no advertising. The office has four equipped operatories and is located in a one-story professional building with good visibility. Seller is moving out of state.

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.

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.

BRENTWOOD ORTHODONTIC PRACTICE FOR SALE: This office has great views to the coast and great potential for the right buyer. Collections of \$235,000/year on 2 1/2 days per week. Seller is retiring after 33 years in practice. Three chairs in a bay with one additional chair in a private operator. Approximately \$105,000 in contract receivables. Asking \$150,000.

NORTHRIDGE ORTHODONTIC PRACTICE FOR SALE: Forty years of goodwill! Practice started 148 patients in 2008 with gross collections of \$349,300 on 3 1/2 days per week. Four chairs in a bay with one additional chair in a private operator. Seller passed away suddenly after working on July 11th. His study group is covering the practice. Very motivated. Asking \$100,000. - **PENDING**



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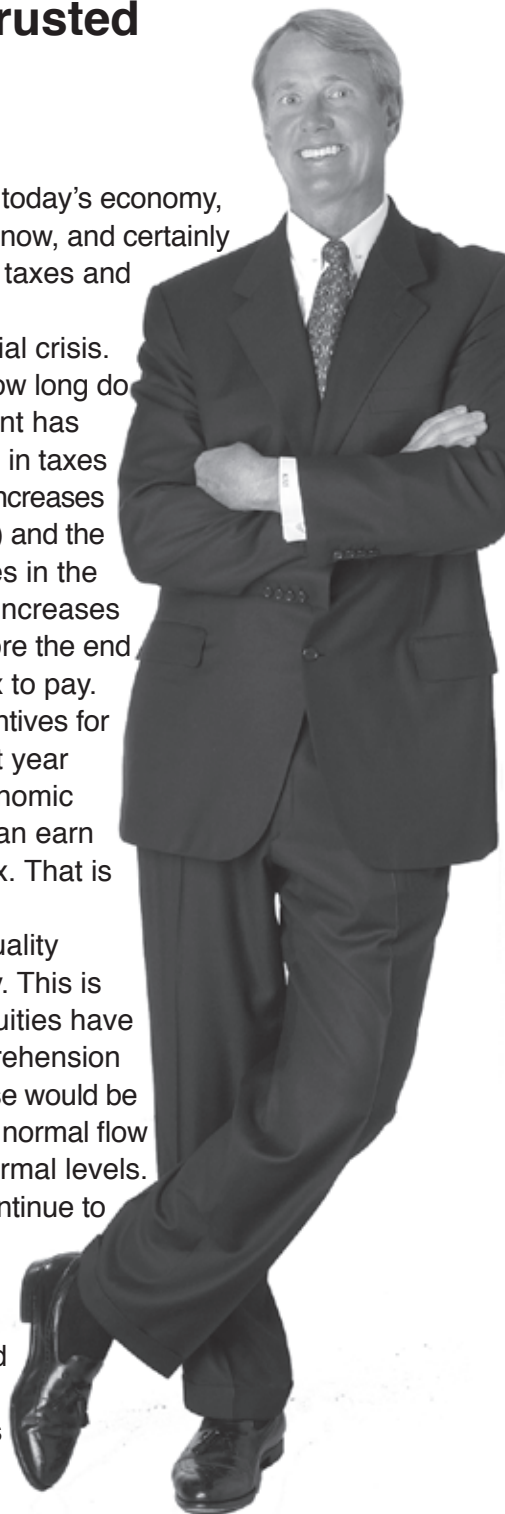
One of the questions I get asked frequently, in today's economy, is when is the right time to sell? My answer is now, and certainly no later than 2010. The reasons are primarily taxes and supply side economics.

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On the supply side, there are relatively few quality practices for sale in Southern California today. This is because pensions have taken a hit; home equities have been hurt; and there has been a general apprehension about what the future holds. These factors cause would be Sellers to hang on a while longer and keep the normal flow of practices into the market place at below normal levels. This can only continue for so long as we all continue to age and other factors come into play. The expectation is that there will be a plethora practices for sale when that happens and like everything else, when supply exceeds demand prices will decline.

In summary, strike while the iron is hot, and it's hot now! "A name you can trust."

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Monday, November 2, 2009
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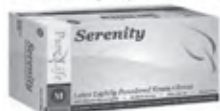
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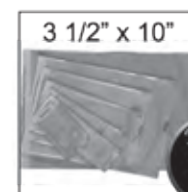
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Spacious, 5 op (4 equipped) GP. Located on a main boulevard near a shopping mall. Strong patient base built over the dentist's 42 years of private practice. 2008 collections \$463,000+. The seller is retiring.

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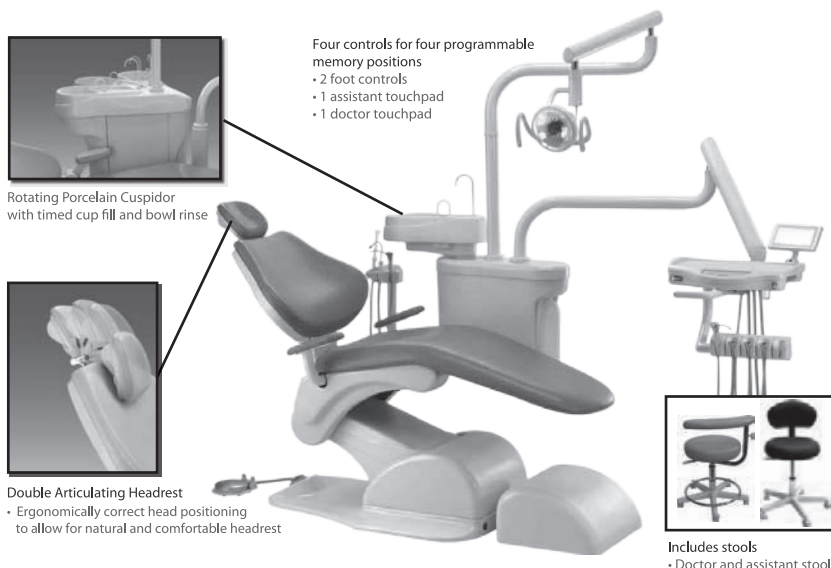
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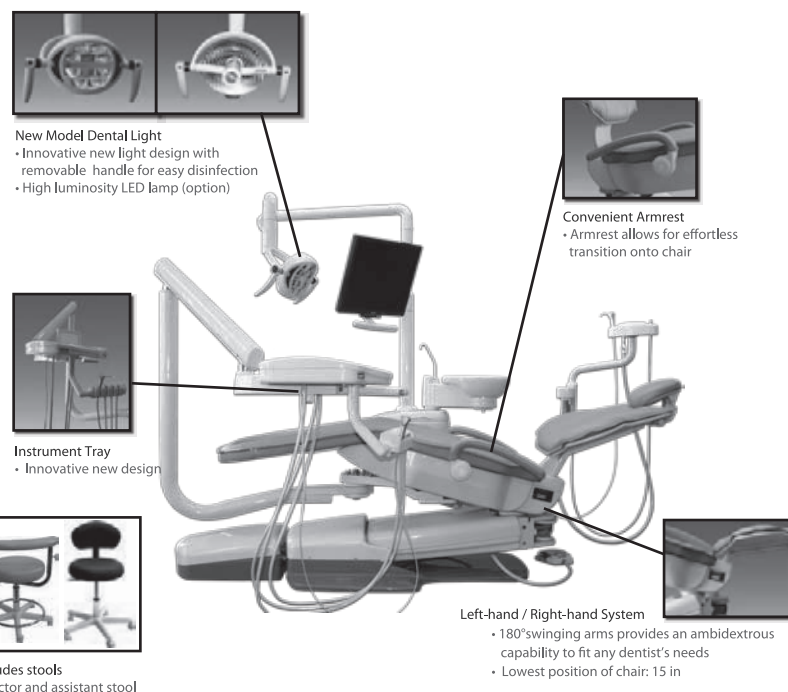


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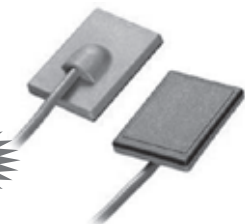
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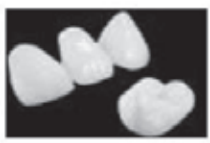


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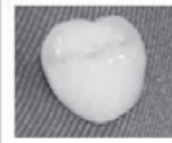
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IRVINE GP - 5 fully eq. ops., 1,861 sq. ft. suite, 2 story Medical/Dental building. 6 day/wk practice with 2-3 days/wk of hygiene. 70% insurance & 30% cash. Computerized office with Intra oral camera and digital x-ray. Dentrix software package. 2 year old equipment. Long term lease. Good location. White collar clientele. Well-designed location. Easy access to local freeways. Collected \$1,929,292 for 2008. Projecting approx. \$1,840,068 for 2009. **BUYER'S NET OF \$480,344**. Property ID #2471.

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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. 5 yr. old equip., digital x-rays, intra-oral camera, softdent software. Beautiful office, tropical décor. Work in a vacation environment! Projecting approx. \$714,172 for 2009. **BUYER'S NET OF \$138,659**. Property ID #2521.

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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.



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. \$213,582 for 2009. **BUYER'S NET OF \$64,217.** Property ID#2461.

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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. \$221,084 for 2009. **BUYER'S NET OF \$103,658.** 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.

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. 17-25 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.

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.

W. COVINA GP - 6 eq. ops, 3 ortho chairs in open bay in a 2,700 sq. ft. office located in one story free standing building. 5 days/wk GP; 4 days/wk Hygiene; 1 day/wk Ortho & 1 day/wk OS. 50% insurance, 30% cash & 20% capitation. Computerized office. 39 years of Goodwill. Collected approx. \$1,203,258 for 2008. Building for Sale. **BUYER'S NET OF \$383,663.** Property ID #2221.

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.

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and Appraising of Dental Practices



Maria Silva, V.P.

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. Dentrax software package. 2 year old equipment. Long term lease. Good location. White collar clientele. Well-designed location. Easy access to local freeways. Collected \$1,929,292 for 2008. Projecting approx. \$1,840,068 for 2009. **BUYER'S NET OF \$480,344.** 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 \$144,633.** 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. Dentrax 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. \$555,777 in 2009. **BUYER'S NET OF 228,783.** 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. \$213,582 for 2009. **BUYER'S NET OF \$64,217.** Property ID#2461.

CHINO GP - Turn-key- 4 eq. ops., 1,100 sq. ft. office, single story multi tenant shopping center. 2 day/wk practice with an Associate. Approx. 15 new patients/mo. 35% insurance, 30% cash & 35% medi-cal. Computerized office with Intra Oral Camera and Digital X-ray. Collected approx. \$219,285 in 2008. Property ID #2331.

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.



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Tina Ochoa, V.P.

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.

PALM DESERT - A very high end general and cosmetic dental practice 100% Fee for service, no insurance with great team to support new buyer is available for purchase. The practice generates over \$1.1 with a very high net income on limited schedule. Personal Interview with Seller required before disclosing information. Seller willing to work back. Property ID #1121. **Price Reduction!!**

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 4 days/wk; 4 days/wk of hygiene. Outstanding staff. 50% insurance; 50% cash practice. 5 yr. old equip., digital x-rays, intra-oral camera, softdent software. Beautiful office, tropical décor. Work in a vacation environment! Projecting approx. \$714,172 for 2009. **BUYER'S NET OF \$138,659**. 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.

SAN DIEGO COUNTY

LA JOLLA GP - GP - 2 equipped ops, in a 712 sq. ft. suite located in a 2 story single professional building. 3 day/wk practice. Approx. 18-20 new patients/mo. 40% insurance and 60% cash. Recently transition practice from cash to PPO insurance. Dentrix software package. Computerized office with intra oral camera. 7-8 yrs old equipment. Excellent location and beautiful office. Collected approx. \$460,798 for 2008. Property ID #2191.

VENTURA, SANTA BARBARA & SAN LUIS OBISPO COUNTY

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. \$1,302,014 for 2009. **BUYER'S NET OF \$303,889**. Property ID #2231.

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Greg Beamer, V.P.

SPECIALTY PRACTICES

AGOURA HILLS - ORTHO - 4 chairs in open bay, 1,709 sq. ft., two story shopping center. 3 days/wk office. 3-4 new starts/mo. 29% Insurance, 70% Cash & 1% medi-cal. Computerized office with Intra Oral Camera. 48 years of Goodwill. Senior Orthodontist in the area. Craniofacials cases. Good location. Seller is retiring. Collected approx. \$337,713 in 2008. Property ID #2561.

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.

GARDEN GROVE SPECIALIST - Leasehold Improvements & Equipment Only! 2 eq. ops., 1 plumbed not eq., 520 sq. ft. suite, located in a two story strip mall. 2-3 year old equipment. Seller owns building. Excellent location for Ortho, Endo, or Implant Specialist. One month free rent. Property ID #2401.

IRVINE ORTHO - Leasehold Improvements, Equipment & Charts Only! 5 eq. ops., 1,260 sq. ft. suite, single shopping center. 1 1/2 day/wk practice. 90% insurance & 10% cash. 26 years of Goodwill. Has the exclusive on this building for only Ortho in building and in shopping center. Excellent location. Property ID # 2341.

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Greg Beamer- gbeamer@calpracticesales.com

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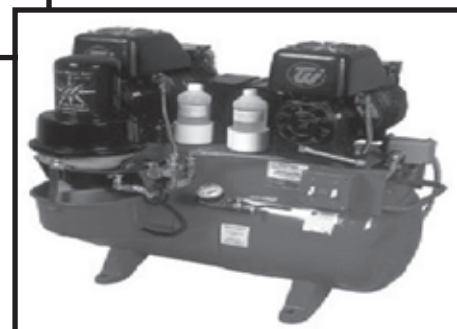
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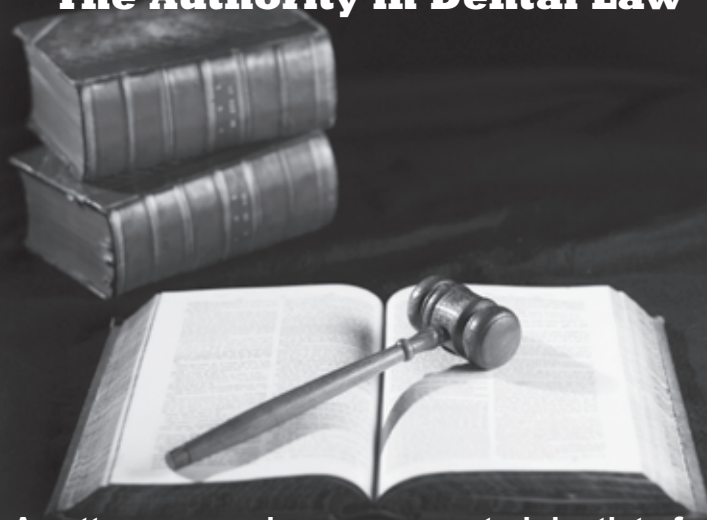
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This course is designed to give clinicians the confidence to perform basic bone grafting procedures. This course is a combination of in-depth lecture, over the shoulder demonstration, and a hands-on workshop with models on basic surgical techniques and bone grafting techniques for every day use. Each participant will receive a comprehensive manual that compiles the actual lecture material and current literature covering specific surgical procedures. This makes following the lecture easier and provides an excellent reference after the course. This full day course includes an intercontinental breakfast, lunch and all materials needed.

INSTRUCTORS



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Implantologist



Nilo Hernandez, DDS
Cosmetic and
Reconstructive Dentist



Paul Braun, DDS
Oral Surgeon

2009 SCHEDULE

Friday, June 26 SOLD OUT

Friday, July 10 SOLD OUT

Friday, July 31

Friday, August 28

Friday, September 11 SOLD OUT

Friday, October 30

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Friday, December 11

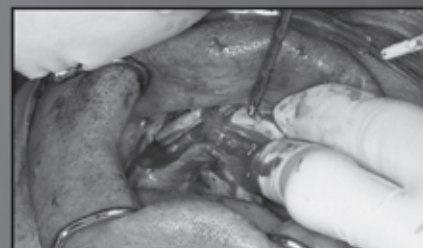
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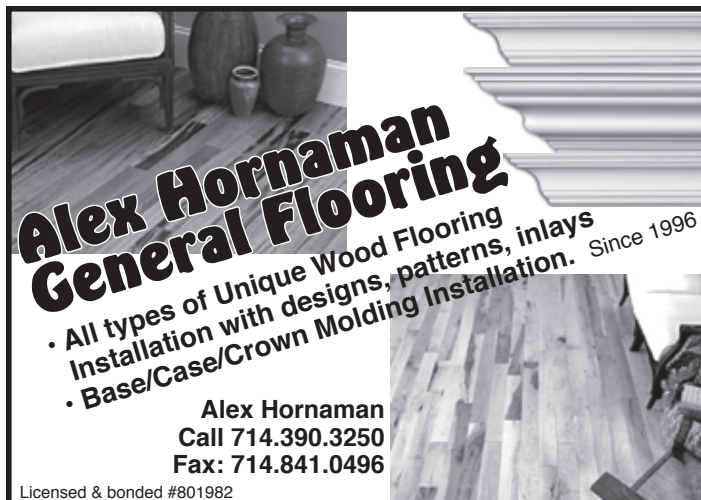
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Gretchen Folk, DDS

FRIDAY, OCTOBER 23

"Synergy Between NeuroMuscular Occlusion and the Various Modalities in Dentistry for a Predictable, Functional Outcome"
Shamshudin Kherani, DDS, FAGD

WEDNESDAY, NOVEMBER 18

"Infection Control and The Dental Practice Act"
Rodney Stine, OSHA Review

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Davis - El Macero Country Club

FRIDAY, JUNE 12

Monterey - Hilton Garden Inn

* FRIDAY, JUNE 19

Fresno - Univision Ex. Board Room

* FRIDAY, JUNE 26

Roseville - Granite Bay Golf Club

FRIDAY, JULY 17

Modesto - Double Tree Hotel

* FRIDAY, JULY 31

Anaheim - Anaheim Hilton

FRIDAY, AUGUST 7

Folsom - Marriott Courtyard

FRIDAY, SEPTEMBER 18

Carlsbad - Sheraton

FRIDAY, SEPTEMBER 25

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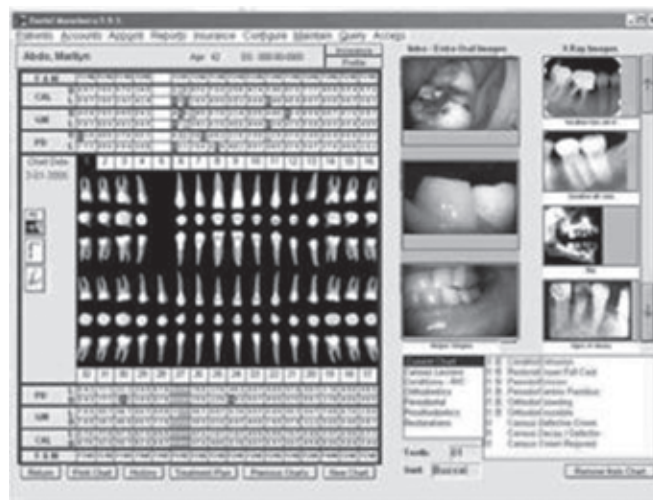
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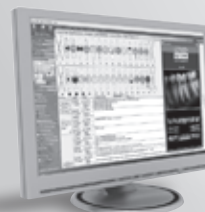
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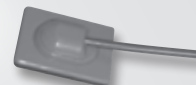


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Dental practice sales have been down nationwide for the past 10 to 12 months. Normally practice sales slow in the summer, pick up in September through November, slow down for the holidays and then pick up again by February. Last year's pick-up in September never occurred due to the banking crisis, and sales have been depressed ever since. Patience has been a real virtue for anybody who put their practice on the market since last May. That is all about to change as I foresee this fall and spring to be very active months. Inventory levels are at their lowest levels in years as many sellers have postponed the sale of their practices for various reasons. Interest rates are still low and money is available. Most experts expect that the interest rates will eventually go up as the unprecedented spending habits of this administration will certainly lead to inflation at some point. Low inventories, low interest rates, pent-up buyers finally re-entering the market and favorable seasonal factors signal that **now** is the time to list your practice!!!

Having said that, many of you that have attended my lectures know that I advise dentists to sell only when they are ready to retire and do not want to practice any longer. The money you net after taxes is usually not enough to influence the timing of the market. Working an extra year or two will usually more than make up the financial benefit of proper market timing, even in a declining practice. If you still love to practice, keep doing it!! While not the norm, there are also buyers out there who will allow you to work back a few days a week if the cash flow will allow. I traveled back to Scottsdale for 18 months to work my practice two and a half days per week after I sold it. Feel free to call our office anytime to discuss your options as location, size of the practice and the buyer's needs will affect the direction you may take.

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.

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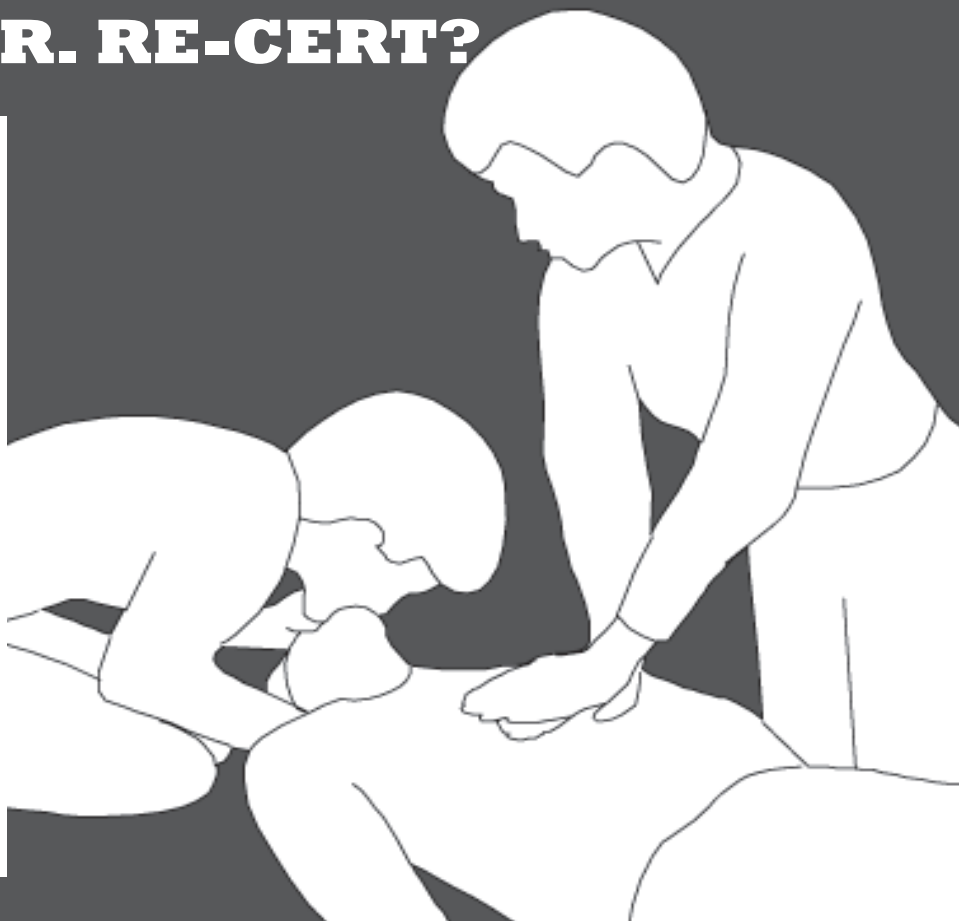
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5973 - Oral Surgery Practice. CA Sierra Nevadas. 2008 realized \$615k. No competition, great country lifestyle.

5974 - Santa Rosa - Collected \$1.17 million w/\$425k+ in Profits on 24 hr week

5975 - Growing Sacramento Foothill Community. Practice grew in '08 with '09 continuing trend. Tracking \$1.1 million. F.T. owner shall do well here.

5976 - Redwood Valley's Ukiah. 1 hour north of Santa Rosa. 2008 collected \$522k. No Pedro, 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. 5978

5979 - San Jose - Located on Blossom Hill Road off Hwy 85. 2009 tracking \$540k+. 4 Ops. No advertising.

5980 - Lake Tahoe. Big city practice in Tahoe Paradise. 2009 tracking \$950k+ with profits of \$500k. Attractive facility. Rare opportunity.

5981 - San Rafael - 2009 tracking \$450k+ on 3 day week. Low overhead.

5982 - Monterey County. 2009 is annualizing \$450k in collections. 3 Ops

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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/Murrieta - 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.

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3141 - Coming UP! Long Beach Grossing \$140k. Owns condo near (710)&Willow

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3149 - Riverside/Moreno Valley GP. Grossing \$1mil+. Group practice

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3158 - Glendale. Location. Location. Location. 2 ops may be increased.

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 Pedro & O.S. F.P. \$320k

3170 - Temecula. Senior DDS. GP. Est 8 yrs. Old Towne. Grossing \$200k+

3171 - Emergency Huntington Beach/Seal Beach. Very high end practice. Adeq equipped w/fountains, marble and granite. Grossed \$400k in '08.

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, Pedro, 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 \$120k. 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 Pedro Ortho. Hi tech new office. Established 10 years.

3190 - Booming Garden Grove. Location Location. Grossing \$10k part time.

3192 - Bakersfield. Low overhead. Grossing \$70k month. 4 Ops, F.P. \$550k

3193 - Coming Up! Palm Springs/Palm Desert. Growing \$1 million in total.

3194 - Irvine. Part time. Established 10 yrs. \$4,000/mo HMO cks. F.P. \$225k

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