

The Used Dental Equipment Buying Checklist

Twenty checks drawn from real equipment liquidation and resale work. Run through these before you buy any used dental equipment — most costly surprises trace back to a step on this list that got skipped.

Before you contact the seller

	Confirm what's actually included <i>Chair only, or chair + delivery unit + light? Mismatched components complicate installation.</i>
	Ask for the make, model, and approximate year <i>You can't research fair pricing without this. Vague answers are a yellow flag.</i>
	Request photos of wear points, not just glamour shots <i>Upholstery seams, chair base, hoses, and the underside of the delivery unit.</i>
	Ask why it's being sold <i>Retirement, downsizing, or upgrade is normal. Chronic failure is not.</i>

Inspecting in person

	Cycle the chair up and down at least five times <i>Intermittent hydraulic issues don't show on a single cycle.</i>
	Check upholstery for tears, not just stains <i>Stains are cosmetic. Tears mean replacement cost.</i>
	Look for rust on the base, plumbing lines, and chamber interiors <i>Especially important on equipment that sat in storage.</i>
	Test every function on the delivery unit <i>Each handpiece line, the syringe, and suction — one at a time.</i>
	Verify the compressor and vacuum separately if included <i>These are among the most expensive components to replace.</i>
	Confirm the chair holds position under load <i>Sit in it. A chair that drifts under weight has a hydraulic problem.</i>

Paperwork and history

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Request service and maintenance records

No records isn't automatically disqualifying, but it should lower your offer.

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Ask who performed the disconnection

Equipment pulled by a licensed technician is generally safer to buy.

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For sterilizers, confirm calibration history

Compliance inspectors will ask for this too.

Before you commit

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Compare against at least three similar listings

A price well below market usually has a reason that isn't in the listing.

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Budget delivery and reinstallation separately

Typically 15-30% of the total project cost, and frequently forgotten.

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Confirm access and dimensions at both ends

Doorways, elevators, and stairwells sink more deals than equipment condition.

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Get the final condition claims in writing

A short email confirming what was represented protects both sides.

This checklist is general guidance, not professional, legal, or clinical advice. Always have significant equipment inspected by a qualified technician before purchase. ChairsideSource is not affiliated with any equipment manufacturer named in our content.

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