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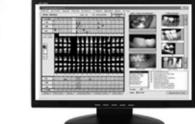
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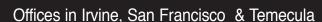
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Broker/Owner

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 #18 - (5) op computerized G.P. (3) eqt'd/4th op has chair/xray, 5th is plumbed not eqt'd. Retail location. Excell. exposure/visibility/signage. Denti-Cal/Cash/Ins/PPO. Gross Collect. \$350K/yr. BACK ON MARKET.

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.

BAKERSFIELD #21 - (10) op computerized G.P. & free stand bldg. (3) ops fully eqt'd, (3) ops partially eqt'd and (4) ops plumbed not eqt'd. Located on a main St. with excell exposure/visibility & signage. Annual Gross Collect \$500K+ on an easy (4) day wk. (3) days of hygiene booked 6+ mos out. Cash/ Ins/PPO & small % of Denti-Cal. Fully eqt'd "removable" lab. Seller retiring. **SOUTHERN KERN COUNTY** - Smaller town w limited competition. (6) op comuterized G.P. annual Gross Collect \$850K+. Cash/Ins/PPO/HMO/Denti-Cal pt. base. 75+ new pts/mos. Central nitrous & panorex eqt'd. In a free stand single story prof. bldg. with excell exposure/visibility & signage. 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.

BALDWIN PARK - (3) op computerized G.P. Strip center location with exposure, visibility & signage. Cash/Ins/PPO/HMO/Denti-Cal patient base. Approx (50) new pts/mos. Cap check approx \$4K/mos. Gross \$300K/yr. **SOLU**

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.

CANYON COUNTRY - (4) op Turnkey Office. (3) ops eqt'd, 4th op plumbed. Located in a smaller strip ctr. w exposure, visibility and signage.

EL MONTE - (3) op G.P. located in a store front w exposure/visibility and parking. (51) years of Goodwill! Cash/Ins/PPO/Denti-Cal/HMO pts. \$1K/mos Cap Cks. Gross Collect of \$100K/yr on limited schedule. Seller retiring. 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. Excellent starter practice or buy and combine. 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 (WEST SIDE) - (4) op computerized G.P. in a free stand. bldg. w exposure/visibility & signage. Cash/Ins/PPO/HMO pt. base. Annual Gross Collect approx. \$350K on 3 days/wk. Priced right. **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. Price Reduction.

RIVERSIDE COUNTY

HEMET - (5) op computerized G.P. (4) ops eqt'd, fifth op plumbed not eqt'd. Cash/Ins/PPO pts. Located in a strip ctr w good visibility. Digital x-rays & Easy Dental s/w. Annual gross collect approx. \$380K on three days/wk.

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

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- Medical/Dental Bldg. Sales & Leasing

ORANGE COUNTY

IRVINE - (5) op computerized G.P. (2) ops fully eqt'd/(3) plumbed not etq'd. Digital x-rays. Cash/Ins/PPO. Gross Collect \$450K-\$500K/yr. **SOLD**

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

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 ½ years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving.

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. \$900K+.

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 speciality work. Tremendous upside. **SOLD**

VENTURA COUNTY

THOUSAND OAKS #3 - (5) op computerized G.P. in a one story prof. bldg. w signage. (4) ops eqt'd with new eqt with a 5th op plumbed. Drop dead gorgeous office w wood & tile floors, granite front counters & designer paints. Fully computerized & networked ops. Dentrix software, digital x-rays & pano. Cash/Ins/PPO & small % of HMO. No Denti-Cal. 30+ new pts/mos. 2008 collect. approx. \$565K. NEW

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/mos Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/ Healthy Family pt. base. 2008 Gross Collect \$540K+.

TULARE COUNTY

SMALLER TOWN TULARE CTY (NEAR VISALIA) - (4) op computerized G.P. and free standing bldg. for sale. Located on a main street. Limited competition. Cash/Ins/PPO and limited Denti-Cal. No HMO's. Annual Gross Collect of \$525K+. 15-20 new pts/mos. Seller retiring.

NORTHERN CA *NEW*****

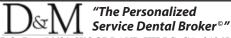
LODI - (4) op comput. G.P. (3) ops eqt'd w new Belmont eqt & 4th op plumbed not eqt'd. Free stand bldg on a main street w exposure/visibility & signage. Cash/Ins/PPO & HMO. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental s/w. 2008 Gross Collections approx \$400K. Absentee owner. Will produce/net more w owner/operator.

PETALUMA - (2) op comput. G.P. eqt'd w new Belmont eqt. In a one story prof. bldg. Cash/Ins/PPO & HMO pt. Also has a (700) member Smile Saver Contract. No Denti-Cal. Cap check approx. \$3K/mos. Easy Dental s/w. 2008 Gross Collect \$400K+. Absentee owner.

STOCKTON - WOW! \$20K+/mos CAP CHECK!! (7) op computerized G.P. (3) ops equipped with new Belmont eqt. with (4) additional ops equipped with (4) year old eqt. Located in a two story prof. bldg. Cash/Ins/PPO and HMO Patient base. Monthly Cap check \$20K+/mos and No Denti-Cal! Easy Dental s/w. 2008 Gross Collections approx \$1.1M. Absentee owner.

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PRACTICE FOR SALE #3131 – Anaheim – GP – Established 40 years. 3 Ops equipped. Low Rent - Ball Rd. at busy intersection,; Grosses \$360k in a 2 day week, Call P.P.S. (714) 832-0230.

Chino/Chino Hills 3 eq. ops, 2 plumbed, 1500 sq. ft. no charts, free to move in. call 3109236168.

Looking to buy/rent practice in Port Hueneme/Oxnard. Please call Yianni 3109688575 or ymagnis@gmail.com. Consider working and buy-out as well.

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Loma Alta Village Dental Bldg For Sale/Lease. North County Coastal. Visible signage. Oceanside Near Sprinter Station, I-5 access. (760)431-3849.

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PRACTICE FOR SALE #3130 - Covina/Azusa - Million Dollar Location- GP. Established many years. Shopping center. 1,500 sq.ft., 6 ops, 4 equipped. Only \$2,500/month rent. Thousands of autos pass daily. Hi identity corner. \$300,000. Call PPS (714) 832-0230.

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PRACTICES FOR SALE —April, 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–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-CARLSBAD/OCEANSIDE – FOR LEASE Dental Suite available, recently remodeled by landlord. 8 Ops with 4 X-Ray machines. 1950 sq.ft. Busy retail center, very accessible to freeways 5 and 78. Affordable lease rate!!

SAN DIEGO - (between El Cajon Blvd. And University Ave.). This GENERAL Practice is comprised of 6 Ops (4 equipped, 2 plumbed) in approximately 1850 sq.ft. Situated in a single story Professional Bldg on busy street. Very reasonable lease!!. Approximately 65% PPO, 20% MediCal and 15% Cash. *Price REDUCED to 299K!*

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!

for updates, please visit us at

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SAN DIEGO PRACTICE SALES can also assist you with PRACTICE APPRAISALS, BUY-IN BUY-OUT TRANSACTIONS and LEASE NEGOTIATIONS.

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PRACTICE FOR SALE #3169 – Riverside – G.P. 3 Ops. Low rent. Hi traffic Location. Growing practice. 2008 \$400k. Lots of room for growth. Refers out Pedo and O.S. F.P. \$320k. Call PPS (714) 832-0230.

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Practice Sales &

ARLETA – 1st floor location in strip center w/ample parking. Walk-in traffic. 4 ops newer equipment. Revenues exceed \$40k/mo on part-time schedule.

BEVERLY HILLS – Excellent starter opportunity w/ equipment and leaseholds. Ideal if you are already renting space, desiring to operate a low overhead/part-time practice.

CHINO HILLS – Seller Relocating. Revenues of \$22k/month working part-time schedule. Smallish 3 ops location featuring low rent and some sign exposure.

FONTANA – Free standing building. Large sign. Growth area. State-of-the-Art equipment. Multi-op facility. Revenues exceed \$80k/month. Serious buyers only!

LOS ANGELES / INGLEWOOD – Long-established private/busy practice w/ 25+ years of goodwill. 1st floor location (seller owns bldg). Revenues at \$60k+/mo. Excellent cash flow opportunity.

LOS ANGELES – Near LAX. Visible 1st floor location. Growing practice with revenues of \$25k/mo on part-time sched. Seller relocating out of the area. Priced right.

LOS ANGELES (EAST) – Long-estab- – Ideal private practice with over 25 yrs of

lished practice with 30+ years of goodwill. Seller retiring. Walk-ins. Hispanic Area. Large sign available. Seller owns bldg and willing to offer low cost rent. Revenues over \$25k/mo on limited sched.

MOORPARK – Rare Ventura County opportunity. Shopping center location with modern equipment and design. Ideal opportunity for dentist looking to be involved in community. Excellent growth potential. Must see!

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NORTHRIDGE – Equipment and leasehold available. If you are relocating, or starting out and wish to stay close to home - here's an inexpensive way to establish *your* practice.

SAN FERNANDO VALLEY – 1st floor location on Reseda Blvd. Drive-up easy parking. Beautifully equipped office with 4 fully equipped ops. Low rent rate. Ideal starter practice.

SAN LUIS OBISPO (COUNTY)– Ideal private practice with over 25 yrs of

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Appraisals

goodwill. Modern equipment & digital x-rays. Very active hygiene program with 7 hygiene days/wk. Revenues over \$40k/mo. on part-time basis. Seller retiring.

SANTA CLARITA – This one has it all! Location, sign, 9+ ops, modern digital equipment, fully computerized, some HMO revenues, monthly revenues exceed \$65k/mo. Absentee owner. Revenues ready to explode. Call now.

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ASK DOC FRED

Dear Friends & Colleagues:

Given the current market and financial news, I am increasingly asked the question regarding the effect of the slowing economy on the selling prices of dental practices.

The fact remains that premium practices bring premium prices. That is true of the market today, as it <u>has</u> been in the past, and I suspect will <u>always</u> be the case. A good practice will always be able to attract multiple buyers, whereas a practice that has many "skeletons" will not. So-called "bargain prices" usually mean a more motivated seller, or that there are more obstacles to overcome for a buyer to be successful. A confident, able buyer is therefore "rewarded" with a lower price.

The more ominous factor, though, is the fact that many buyers use "cost" as their main decision-making factor in deciding whether or not to buy a practice, rather than using their own "vision of success" as the main parameter. Obviously, that can lead to either delaying the ultimate goal or, worse still, buying a practice not as well-suited to the buyer as the one that was rejected, simply because the price may be lower.

My advice is simple: Spend your time and energies in selecting the right practice for YOU, then, with our help, let's secure sufficient loan proceeds to acquire the practice and provide working capital. Your success is only a phone call away!

Dr. Fred Sherman has been a full-time broker with Practice Sales & Appraisals for nearly 20 years, and has been a licensed dentist for over 45 years. He has been involved in organized dentistry at many levels, including 6 years as a state board examiner. He may be contacted at 818-999-9595 or you may visit our website at www.ddspracticesales.net.

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Montebello

General Practice - 2 ops + 1 plumbed - insurance & cash only - grosses over \$20,000/mo on 2 days/week - overhead less than 50% - located in large shopping center.

Vista

General Practice – Dr. retiring after 28 yrs in same location in strip center – 4 operatories in 1200 sq ft – grosses over \$300,000/yr on 2 1/2 days/week only 2 employees plus a hygienist 2 days/wk.

Anaheim

General Practice - with 3 operatories in free-standing building - grosses approx. \$22,000/mo - small staff with low overhead - private insurance, cash and MediCal approx. 40% - mostly Hispanic patients.

San Clemente

General Practice - Patient Charts only - no equipment except for computer - grossed \$190,000 last year.

Alta Loma

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CENTURY CITY PRACTICE FOR SALE: Located in a prominent medical-dental building in Century City with panoramic views for 5 of the 6 operatories. This office has digital x-rays, panoramic x-ray machine, Cerec and is fully computerized with chairside data entry and Dentrix software. Seller collects \$50,000 per month on 3 days per week with 2 days of hygiene per week. Lots of potential with a higher end, cosmetically oriented patient base. Asking \$490,000.-Motivated, make offer. **SALE PENDING**

SAN GABRIEL VALLEY PERIO PRACTICE FOR SALE: Long established perio practice collects over \$280,000 per year on two doctor days per week with four days per week of hygiene. No HMO or managed care. Four operatory office in a dental building. Seller does not place implants. Solid core of patients offers great growth potential for an energetic practitioner. Asking \$160,000. SOLD

CHATSWORTH GENERAL PRACTICE FOR SALE: Retail location with great visibility. Four equipped operatories with one additional operatory that is plumbed but not currently equipped. Digital x-rays, panoramic x-ray, fully computerized with Dentrix software. Collects \$690,000/year on three days per week with two days of hygiene per week. Net income is 50%. No welfare and no capitation. 25-30 new patients per month. Asking \$560,000. SALE PENDING

SAN JACINTO MANAGED CARE PRACTICE FOR SALE: Absentee owned managed care practice with \$7,000 per month in captitation. Collects \$400,000 per year with a net income of \$147,000 per year for an owner/operator. No Denti-Cal, no advertising, no specialists, no evenings, no weekends. Three days of dental treatment per week. Approximately 75 new patients per month and almost all are plan referrals. Purchase price includes the accounts receivable. Asking \$320,000.

NORTH HOLLYWOOD CLINIC PRACTICE FOR SALE: Two year old practice located in a free standing building with 5 equipped operatories and an additional operatory that is plumbed but not presently equipped collected over \$625,000 in 2007 with no welfare and no capitation. Seller works three and one-half days per week. Motivated. Asking \$275,000. Building can be leased or purchased.

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GLENDALE ORTHODONTIC PRACTICE FOR SALE: Consistent collections in excess of \$275,000 per year on three days per week. 187 patients in bands with contract receivables of \$200,000. 6 new patient starts per month. 3 chairs in a bay configuration. Low overhead. Asking \$150,000.

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If you are a Buyer, the interest rates on practice loans are at some of their lowest levels ever and money is available. Combine this with the tax incentives associated with the purchase of a dental practice and I see another opportunity. As vou are writing your check to the IRS this April, consider the fact that had you purchased a dental practice in 2008 you would be paying much less, if anything at all.

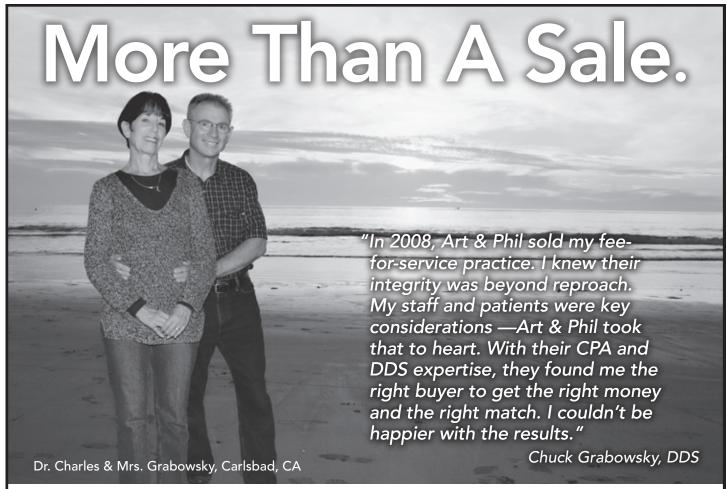
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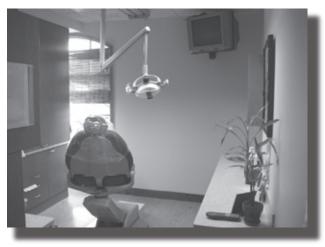
and Appraising of Dental Practices





CANYON COUNTRY – Leasehold Improvements & Equipment Only! 3 fully equipped ops, 1,100 sq. ft., in a single story shopping center. Computerized office with intra oral camera and digital x-ray. Seller relocating to a larger office. Great corner location for over 30 years. Property ID #2141.

LAGUNA BEACH GP – 4 fully equipped ops., in a 1,480 sq. ft. office located in a two story building. 4 days/wk practice with 2 day/wk of Hygiene. Approx. 15 new patients/mo. Computerized office with intra oral camera and digital x-ray. Dentrix software package. 7 yr. old equipment. Collected approx. \$914,084 for 2008. Property ID # 2181.





SAN DIEGO GP – 4 fully equipped ops, 1,450 sq. ft. in a one story free standing building. 4 ½ days/wk practice with 4 days/wk of hygiene. 60% insurance & 40% cash. 100% patient referral. Computerized practice with intra oral camera & digital x-ray. Collected approx. \$807,443 for 2008. Building for sale. Property ID #2131.





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Alice C. King, V.P.

GREATER LOS ANGELES COUNTY

CANYON COUNTRY – Leasehold Improvements & Equipment Only! 3 fully equipped ops, 1,100 sq. ft., in a single story shopping center. Computerized office with intra oral camera and digital x-ray. Seller relocating to a larger office. Great corner location for over 30 years. Property ID #2141.

N. HOLLYWOOD GP – 5 eq. ops. & 3 plumbed not eq. ops. in 2,950 sq. ft. computerized suite. Single story, free standing building, excellent location, visible signage an ale parking, and a lab onsite. Intra Oral Camera. Established since 2002. 80% Cash & 20% PPO Insurance Ellented GP Associates & Specialists in place. Collected Approx. \$1,024,842 for 2008. BUYER'S NET OF \$223,026. Priced below collections! Property ID #1911.

SANTA MONICA GP – 3 eq. ops, 1,200 sq. ft. office in multi-story medical-dental building. Good location. Equipment is 1-6 yrs. old. Office is digital. 60% insur. \$4.0% cash. 1-800 Dentist. Cosmetic, crown & bridge practice. Grossed approx. \$533,813 in 2008. BUYER'S NET OF \$133,436. Property ID #2021.

TARZANA GP – 7 eq. ops. in 2,053 sq. ft. bright, nicely designed suite w/ pleasant views from the 3rd floor. Located in a well established Medical Plaza, off a frequently traveled street for 5 years. 90% Cash & 10% Delta Dental PPO. Priced to Sell!!! Collected approx. \$489373 for 2008. BUYER'S NET OF \$99,854. Property ID #1941.

VALENCIA/Multi-Spec – 5 eq. ops., 2,000 sq. ft. office lacated in newer shopping center. 4 days/wk/Gp; 3 days/week/hyg; 2 days/mon/perio; 1 day/mon/ortho; 2days/hon/pedo, 2 days/mon/endo; & 1 day/mon/oral surg; 45% insur., 35% cash & 10% Capitation. Estab. 2001. 4+ yr. old equip. Collected approx. \$890,102 for 2008. Property ID# 1901.

VALENCIA GP – 4 eq. ops., 1,000 sq. ft. office located in a two story medical building. 4 ½ day practice. Approx. 40-60 new patients/mo. 85% insurance & 15% cash. 100% patient referral. Computerized practice with intra oral camera and digital x-ray. 5 year old equipment. Eagle soft software package. Collected approx. \$1,119,081 for 2008. **BUYER'S NET OF \$314,832**. Property ID #2161.

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. Computerized office. 39 years of Goodwill. Collected approx. 1,203,258 for 2008. Building for Sale. **BUYER'S NET OF \$242,364**. Property ID #2221.

ORANGE COUNTY

ANAHEIM GP - 4 eq. ops., 1,142 sq. ft. office, located in a two story business building. 5 day/wk practice. Approx. 20-25 new patients/mo. 50% insurance, 49% cash & 1% capitation. 100% Patient Referral. Computerized office with Intra Oral Camera and Digital X-ray. Soft Dental software package. 36 years of Goodwill. Excellent corner location. Collected approx. \$470,254 for 2008. BUYER'S NET OF \$116,858. Property ID #2101.

BUENA PARK – 6 eq. ops., in a 2,100 sq. ft. office, located in a two story duplex building. 5 day/wk practice. 60% PPO Insurance, 31% Cash & 9% Capitation. 20 next catients/mo. 15 years of Goodwill. Computerized practice with Intra Oral camera & Digital X-ray. Dentrix software Sc it is retiring. Good corner location. Collected approx. \$708,760 for 2008. BUYER'S NET OF \$117.996. Property ID #2001.

BUENA PARK GP – **GROUP SOLO OFFICE**. Seller has 2 eq. ops., shares 1 op with group solo dentist. Total of 1,600 sq. ft. office located in single story, professional building with street signage and visibility. Seller works 3 days/wk, with 19 – 20 new patients/month; 100% Patient Referral. 47% insurance, 7% cash & 46% medi-cal. Collected approx. \$215,001 for 2008. Property ID # 1871.

PRACTICE SALES, INC.

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Maria Silva, V.P.

LAGUNA BEACH GP – 4 fully equipped ops., in a 1,480 sq. ft. office located in a two story building. 4 days/wk practice with 2 day/wk of Hygiene. Approx. 15 new patients/mo. Computerized office with intra oral camera and digital x-ray. Dentrix software package. 7 yr. old equipment. Collected approx. \$914,084 for 2008. Property ID # 2181.

LAGUNA HILLS GP - 8 fully equipped ops., 1 plumb of not equipped op., in a 3,000 sq. ft. suite located in a 5 story Medical/Dental building. 5 day/wk practice. 56% losurance (PPO), 30% cash and 14% capitation. Computerized with Intra Oral Camera office. Soft Dent software package. Collected approx. \$1,188,157 for 2008. Property ID #2051.

LAKE FOREST SPEC - Leasehold Improvements & Equipment! 5 eq. ops., 1,650 sq. ft. office in a retail/professional center. 8 yr. old Sirona equipment, looks n.w. Outstanding office; beautiful décor. Seller relocating to larger office. Upper middle class area. Specialty practice only. Property ID #1921.

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 a 50% cash. Computerized, Intra-Oral Camera & digital X-ray. 4 day/wk practice with 2 day/wk of hygiene. Excellent Excellent

PLACENTIA - Leasehold Improvements, Equipment & Charts Only! 2 eq. ops., 1 plumbed not eq., 900 sq. ft. office in one story building. Across from medical office. Lots of wall-ins. Practice has been in existing for 19 years. Property ID #2211.

SAN CLEMENTE GP – 4 eq. ops., 1 plumbed not eq. op. in a 1,400 sq. ft suite located in a 4 story Medical/Dental building. 80% PPO Insurance & 20% Cash. Comb. crized office with Intra Oral Camera. Dentrix G-3 software. 4 day/wk practice. 11 Years of Goodwill. Collected Approx. \$254,292 for 2008. Property ID # 2031.

SANTA ANA GP - 4 eq ops., 1 plumbed not eq. op. in a 1,200 sq. ft. office located in single story shopping center. Computerized office with Intra Oral Camera. 50% instrunce & 20% cash. 4 day/wk practice. Approx. 18-20 new patients/mo. Collected approx. \$393,626 for 2008 Property ID #1741.

RIVERSIDE & SAN BERNARDINO COUNTIES

HEMET GP – GROUP SOLO OFFICE - 2 eq. ops., 2 shared hygiene ops., 2,506 sq. ft. office located in free-standing dental building. 5 yr. old equipment. Retiring Seller, 51 yrs. of goodwill. 56% insurance, 44% cash practice. 20 – 21 new patients/month. Seller collected approx. \$610,389 for corp year ending 9/30/08. Projecting approx. \$542,290 for corp year ending in 9/30/09. BUYER'S NET OF \$133,742. Property ID #1801.

LA QUINTA GP/SPEC - Leasehold Improvements & Edipment Only. 3 eq. ops. in 1,000 sq. ft. suite located in a busy Ralph's shopping center. Established as a denial office in 1995. Well established, affluent area World Class Golf, high end resorts and shopping. Dentrix Software & Dira Oral Camera. Property ID #2041.

LAKE ELSINORE - GP – 3 eq. ops., 1 plumbed, 2,500 cq. ft. office located in store-front building, old town Lake Elsinore. 5 day/wk practice. Staff includes 2 associates and 1 day/mo of hygiene. 45% PPO/insur., 20% cash & 35% medi-cal. Approx. 38 new patients/month. 1-800 Dent 3, insur. directories & classified ad. 7 yr. old equip. Collected approx. \$585,622 in 2008. BUYER'S NET OF \$188,500. Property ID #2071.

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. \$302,910 for 2008. Property ID #1891.

4.0

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SAN BERNARDINO - Leasehold Improvements and Equipment only! 5 eq. ops., 1,850 sq. ft. office in 3 story glass building. Only dentist on building. Rent includes utilities except for phone. Seller purchased own building. Beautiful Court Yard. Easy access on/off freeway. Property ID #2111.

TEMECULA GP – 8 fully eq. ops., 3 plumbed not eq., 4 ortho chairs in open bay in a 4,492 sq. ft. office located in single story shopping center. 4 days/wk practice with 1 day/wk of Hygiene and 2 days/mo of Perio. Approx. 60 new patients/mo. 30% insurance, 50% cash and 10% capitation. Computerized office with digital x-ray. Dentrix software package. 100% patient referral. Nice location in shopping center. High vaulted ceilings. Owner is now absentee. Collected approx. \$1,197,624 for 2008. Property ID # 2171.

TWENTY NINE PALMS/YUCCA VALLEY GP – Two practices, one with 5 ops, 2,200 sq. ft. office, 20-25 new patients/month, 2 day/wk associate, 20-30 PPO's, estab. 30 years. 2nd office has 6 ops, 3,200 sq. ft office estab. 10 years. 80-100 new patients/month with 2 associates 2 days/wk each plus ortho once a month. Both offices have Eaglesoft software and intra-oral cameras; 20 PPO;s include Military Dependents Insurance. Gross collections for 2008 for both were approx. \$1,268,294. Practices to be sold together. BUYER'S NET OF \$305,512. Property ID #2091.

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. BUYER'S NET OF \$164,792. Property ID #2191.

OCEANSIDE GP– 4 fully eq ops., 1,500 sq. ft. office located in a one story Medical/Dental building. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash. Easy software package. 4-15 year old equipment. Good location. Collected approx. \$455,039 for 2008. BUYER'S NET OF \$127,805. Property ID #1641

SAN DIEGO GP – 4 fully equipped ops, 1,450 sq. ft. in a one story free standing building. 4 ½ days/wk practice with 4 days/wk of hygiene. 60% insurance & 40% cash. 100% patient referral. Computerized practice with intra oral camera & digital x-ray. Collected approx. \$807,443 for 2008. Building for sale. Property ID #2131.

VENTURA, SANTA BARBARA & SAN LUIS OBISPO COUNTY

BEAUTIFUL OJAI VALLEY – Its amazing how many people know Ojai because of "The Tennis Tournament" (oldest in the country), "The Music Festival", and last but not least. The 6 Million Bionic Woman". 4 eq. ops., 1,525 sq. ft. office. Computerized office with Intra Oral Camera & Digital R-ray. 75% insurance & 25% cash. Approx. 10-15 new patients/month. 4 day/wk practice with 3 days/wk of hygiene. Collected approx. \$468,092 for 2008. BUYER'S NET OF \$140,052. Property ID #1471.

PRACTICE SALES, INC.

and Appraising of Dental Practices



Greg Beamer, V.P.

SIMI VALLEY GP – 2 eq. ops., 2 plumbed, not equipped 1,265 sq. ft. office in shopping center. 70% insur. (15-20 PPO's) & 30% cash practice. 9-10 new patients/month 1, pprox. 10 year old equipment. Seller works 4 days/wk. Property ID # 1791.

SPECIALTY PRACTICES

LAGUNA NIGUEL - Ortho Practice - 4 chairs in ortho bay, custom chairs and side units, 1,180 sq. ft. office in two story medical/dental building. 18 years goodwill. 50% insurance, 45% cash & 5% capitation. 3 – 4 new starts/month. 3 day/wk practice. Collected approx. \$211,691 for 2008. "Beautiful office". Good location. Property ID #1521.

ORTHO PRACTICE - Net about \$450,000 on 3 days/week average schedule. About one and half hour from LA. Well established. Fee for service: 60% cash, 40% Insurance. Nice exposure and visibility. Clean bright suites with well maintained equipments. Qualified long term staff. Property ID #1991.

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Tina Ochoa- tochoa@calpracticesales.com
Cynthia Veenendaal- cynthia@calpracticesales.com
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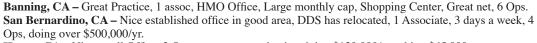
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* FRIDAY, JUNE 26 Roseville - Granite Bay Golf Club

> FRIDAY, JULY 17 Modesto - Double Tree Hotel

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Anaheim - Anaheim Hilton

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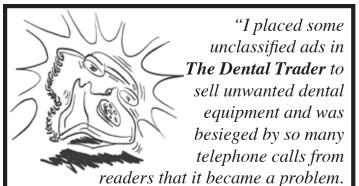
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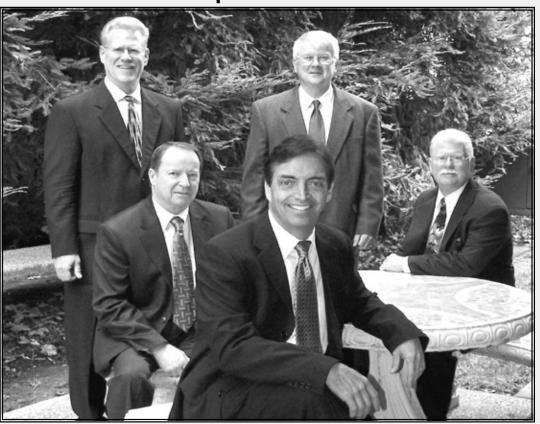
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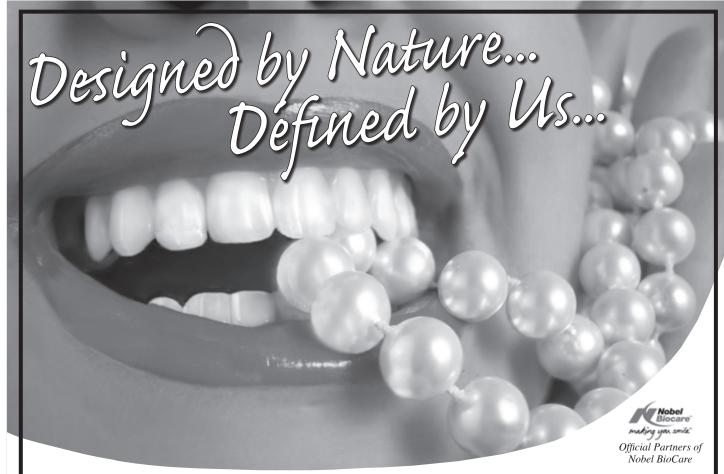
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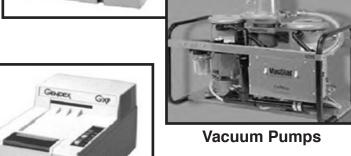
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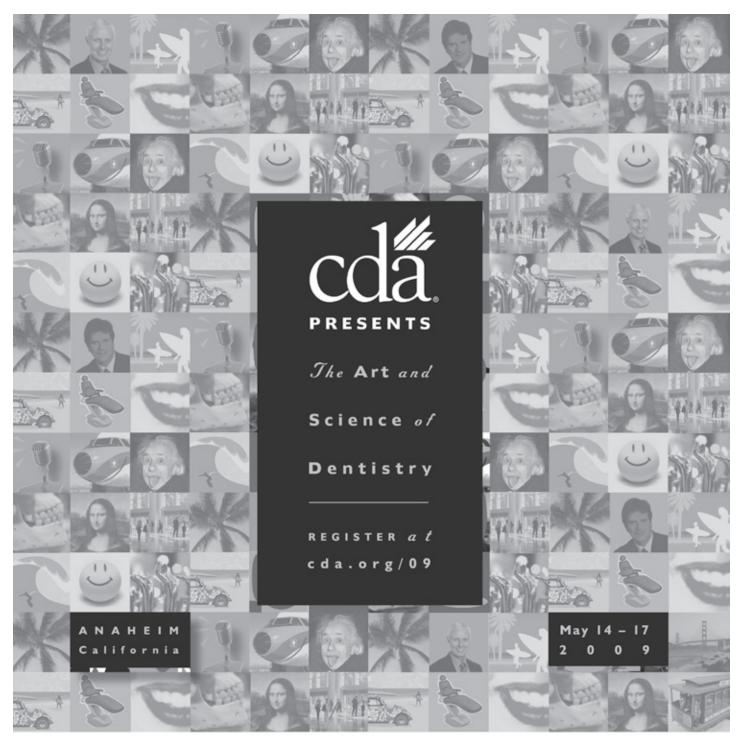
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May 6, 2009

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Date: Monday

June 1, 2009

Speaker: Dr. Phil Potter

Location:

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Irvine, California 92618 949-727-0555 P

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5:30-Registration 6:00-7:00 Dinner 7:00-9:00 Seminar

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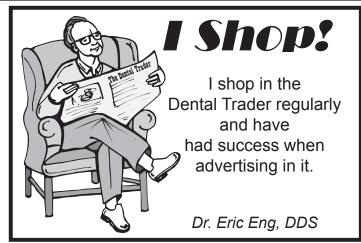
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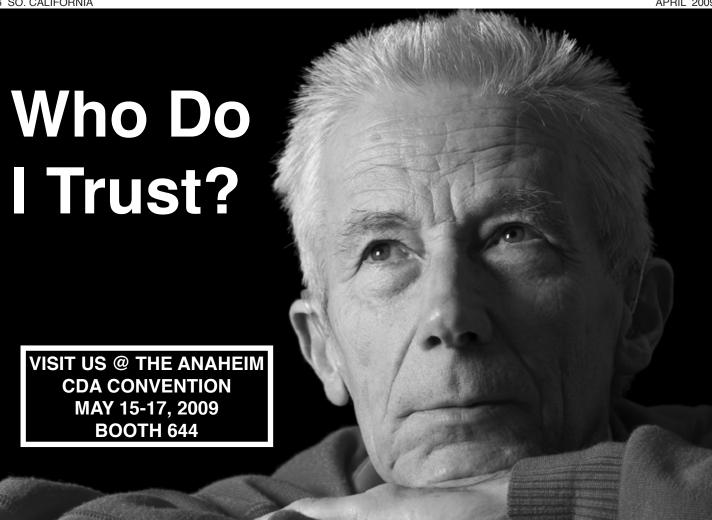
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