

# THE Dental Trader

VOL. I NO. 4  
DECEMBER 2004  
So. California Edition

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\* - all Pearson, Schein, & Darby prices are from their website as of 11/10/04

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**Will Wong, DDS, Irvine**

*"Pat Wood is a principal, ethical, interesting, knowledgeable and impressive attorney."*

**George Koerber, DDS, Concord, California**

*"I liked everything about Mr. Wood's representation of me."*

**David S. Han, DMD, MS, Vista, California**

**Patrick J. Wood, Attorney at Law  
Charles X. Delgado, Attorney at Law**

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**PRACTICE FOR SALE** #4838 – Sunnyvale – Grosses \$700k – 6 Ops. Professional office nicely designed, newer single story Medical-Business complex. F.P. \$575k. Call Professional Practice Sales, Inc., Tom Fitterer (714) 832-0230.

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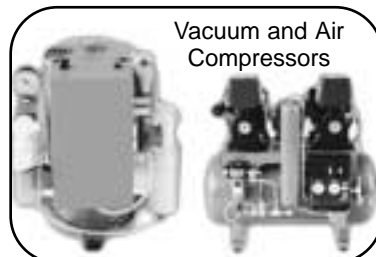
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## Happy Holidays and Best Wishes from all of us at D&M!

### FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. located in smaller town. Only private dentist in town. Annual gross collections \$315K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both. **NEW**

**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. **NEW**

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

### KERN COUNTY

**BAKERSFIELD #9** - (3) on G.P. Office & Bldg. for sale. Gross \$600K+/yr. \$14K/mos cap. **SOLD**

**BAKERSFIELD #11** - This one has it all! An absentee owner run. True money maker! (11) fully equipped ops. Paperless office, Dentrax S/W, digital x-rays, Pano equipped General Practice with (1) full day a week of Ortho. Ins/Cash/Denti-Cal/CAP patient base. Mos. Cap. Checks \$12K+/mos. Bldg. also for sale! **SOLD**

**BAKERSFIELD #12** - Fully built out dental office condo for sale ? 158 sq. ft. 5 plumbed ops. Includes some equipment. Seller motivated. **SOLD**

**SO. EAST KERN CTY. #2** - (2) op part time G.P. practice. Gross approx. \$150K/yr. Mixed patient base. **SOLD**

### LOS ANGELES COUNTY

**AZUSA/COVINA** - 1,700 sq. ft. single use freestanding dental building for sale. Located on main street with excellent exposure, visibility and parking. **NEW**

**BELLFLOWER** - (5) op G.P. for sale. On Main street with visibility/exposure/signage. Like new equipment. Cash/Ins/PPO/CAP Monthly CAP. Check \$7,000+. Annual gross collections \$550K+. **SOLD**

**CANOGA PARK** - (4) op G.P. (3) ops eqt. signage and visibility. Cash/Ins/PPO patient base, gross collections \$120K+/yr. P.T. can do much more with additional hours. **SOLD**

**GLENDALE #3** - (2) op G.P. 3rd op plumbd. Attractive bldg. out. Ave. Annual Gross \$180K part time. Can do much more full time.

**GLENDALE #4** - (2) op G.P. 3rd op plumbed. Nicely appointed. Cash/Ins. Annual gross \$220K+ P.T. Can do more. **NEW**

**HOLLYWOOD** - (6) op G.P. (4) ops eqt'd located in store front with excellent signage, exposure and visibility. Average annual gross collect. \$369K+ on 4 1/2 days/wk. Cash/Ins/PPO/Denti-Cal/CAP patient base. Many walk-ins. Approx. 50-60 new patients/mos. **PENDING**

**LOS ANGELES** - Bldg. and (4) op G.P. office for sale. Exposure/visibility/signage. Gross collections in 2003 were \$556K; Previous years collections in 2002 were \$839K prior to seller illness. Potential to take it to \$1M. Account receivables include in sale to help with cash flow. Cash/Ins/PPO/Cap/Denti-Cal patient base. Here's your chance to own your own bldg. and million dollar practice!

**RESEDA** - (3) op G.P. located in professional bldg. 2004 Gross collections projected at \$240K. Mixed patient base. **NEW**

### ORANGE COUNTY

**NEWPORT BEACH** - (3) op Private Fee for Service General Practice. Located in one story professional building. Computerized office with mostly new equipment. 2004 Projected Gross Collections \$545K. Restorative/Crown and Bridge/Cosmetics with active Hygiene Program. Seller Retiring. **NEW**

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- Practice Sales & Appraisals
- Practice Search & Matching Services
- Practice & Equipment Financing
- Locate & Negotiate Dental Lease Space
- Expert Witness Court Testimony
- Medical/Dental Bldg. Sales & Leasing

### RIVERSIDE COUNTY

**COACHELLA VALLEY** - (6) op G.P. with some ortho for sale. (4) equipped ops. Cash/Ins/PPO patient base. Newer equipment. Dentrax s/w. Grossing \$400K+/yr. Seller retiring. **NEW**

**SUN CITY** - (6) op G.P. for sale. Located in free standing smaller Medical/Dental bldg. Waiting room is shared with large medical group who refers many patients. Gross collections \$260K+ on 2 1/2 days per week. Can do much more. Cash/Ins/PPO patient base. Seller wishes to stay on as an associate one day per week. Will mentor and introduce. Excellent opp. for DDS just starting out. **PENDING**

### SANTA BARBARA COUNTY

**SANTA MARIA** - (3) op G.P. located in free standing bldg. with exposure/visibility/signage. Gross Collect. \$275K+/yr. Cash/Ins/PPO. **SOLD**

### 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**

### TULARE COUNTY

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

**TULARE COUNTY #2** - Bldg. and (4) op G.P. practice for sale on main street with excellent visibility and signage. Located in smaller town. Limited competition. Annual Gross collections \$435K+. Mostly Cash/Ins/PPO with small amount of Denti-Cal. **NEW**

### VENTURA COUNTY

**WEST VENTURA CTY #2** - (8) op G.P. on main street with excellent visibility/exposure/signage. Cash/Ins/PPO/CAP. Cap check = \$9K+/mos. Computerized office, digital x-rays, ave. annual gross collections \$850K. **Reduced Sales Price.**

**OXNARD** - Bldg. and G.P. practice for sale on main street with excellent visibility and signage. (4) ops of older equipment. Annual gross collections \$275K+ on relaxed (4) (6) hour days. Can do much more Cash/Ins/PPO/Denti-Cal. Doctor is retiring.

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12/04



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*"Only four days before signing my practice purchase and lease documents, I called Mr. Olson for help. His quick response and practical advice protected my interests and saved me money in ways I never even considered."*

**Larry Cao, DDS, Orangevale, CA**

*"Mr. Olson's help with my incorporation and two practice purchases has been prompt, thorough, knowledgeable, and ethical. I highly recommend his services."*

**Warren Gerosa, DDS, Los Angeles, CA**

*"I didn't realize the crucial decisions involved in incorporating until I hired Mr. Olson. He took the time to explain these issues, and saved me thousands of dollars in the process!"*

**Ruth Shifman, DDS, Thousand Oaks, CA**

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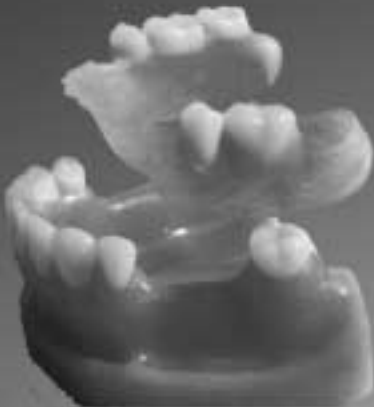
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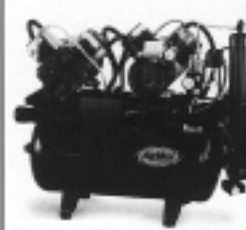
Brewer Stools (New)



Trophy Elite X-Ray (New) a Kodak Company



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List Price: \$2347

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OPERATORY	INSTALL	SHIP
Aidec Trad. or Decade (R)	4995	4795
Dentalex Distinction (R)	5995	5795
LSM Portland (New)	6250	5995
Ampeco 21000 (New)	5750	5550
Bolton/TPC (New)	5950	5750
Engle Sequoia AS2 (New)	5750	5550
Forest 8400 (New)	8950	8750
Coastal/Ampco/PC (R)	2995	2750
MDT/Adeco/PC (Renewed)	2995	2750
Dentalex /Adeco/Ritter (R)	2450	2250

CHAIRS	INSTALL	SHIP
Dentalex E3000 (R)	2995	2795
Aidec Priority (R)	2550	2250
Dentalex JSA(R)	1995	1895
MDT Aseptrol (R)	1495	1395
Dentalex/Ritter base (R)	950	850
Coastal Medalion (R)	1000	900
Chayes Virginia (R)	1000	900
Vacudent (R)	1000	900
Ritter Vega (R)	1000	900
Forest 6100 (New)	3995	3895
Forest 6010 (New)	3150	2995
LSM Hydraulic (New)	3495	3395

DELIVERY SYSTEMS ( Dr. & Assistant's )	INSTALL	SHIP
Aidec Decade Asepsis (R)	1850	1750
Aidec Excellence Cont. (R)	2495	2395
Forest Euro (R)	2495	2395
Aidec Decade or 4200 (R)	1550	1450
Ampeco OTP (R)	1550	1450
Aidec 2021 De/Hygiene (R)	1295	1195
Aidec 400 & 4090 (R)	1250	1150
Forest Euro 8800 (New)	4495	4395
Beverstate S-4150 Cart (N)	1425	1352
Beverstate S-4250 Cart (N)	1995	1895

LIGHTS	INSTALL	SHIP
Aidec 6300 (Renewed)	850	750
Forest 9010 & 9000 (R)	850	750
Dentalex Distinction (R)	850	750
Pelton & Crane LFII (R)	695	595
Pelton & Crane LFI (R)	650	525
Ritter/Knight (R)	650	550
Proma Daray II (R)	695	595
Ritter/Knight Track (R)	1025	825
Pelton & Crane LFI -T (R)	1075	875
Dentalex Daray I (R)	650	550

COMPRESSORS	INSTALL	SHIP
Matrix 3.2HP Oilless w/D (N)	3750	3550
Matrix 2HP Oil w/D (N)	3450	3250
Matrix 1HP w/D (N)	2495	2295
Tech West 2HP Oil w/D (N)	3175	2975
Tech West 1HP Oil w/D (N)	2450	2250

FILM PROCESSORS	INSTALL	SHIP
Velopex Intra-X,L (New)	1650	1525
Velopex Intra-XE,L (New)	1550	1425
Velopex Extra-X,L (New)	3995	3795
Perio Pro III, w/ L (New)	1995	1795
Perio Pro I, w/ L (New)	1850	1695
Air Tech. AT2000 (New)	4607	4407
Air Tech. AT2000 (R)	2495	2295
Dent-X 810 Basic (New)	3095	2995
Dent-X 9000 Excell (New)	3595	3395

STOOLS	INSTALL	SHIP
Brewer 2020B Dr. (New)	250	225
Brewer 2042L Assist. (New)	375	355
Brewer 9000 Dr. (New)	675	575
Brewer 9020 Assist. (New)	795	695

STERILIZERS	INSTALL	SHIP
Tuttnauer 2340M (New)	2450	2350
Tuttnauer 2340EA (New)	3125	2995
Tuttnauer 2540M (New)	3255	2775
Tuttnauer 2540EA (New)	3550	3395
Chemicleave EC5500 (New)	2795	2550
Chemicleave EC6000 (New)	3595	3350
Barnstead MCE (New)	1195	1095
Barnstead MC10 (New)	2295	2195
Midmark Ultraclave M7 (N)	Call for price	
Midmark Ultraclave M9 (N)	Call for price	
Midmark Ultraclave M11(N)	Call for price	

X-RAYS	INSTALL	SHIP
Siemens MD (Renewed)	1950	1795
Trophy Iris 70-E (New)	2475	2375
Trophy Iris 70-C (New)	2795	2695
Dent-X Endos DC, AC (N)	Call for price	

MISC. EQUIPMENT	INSTALL	SHIP
Optilux 500 (Renewed)	795	750
Tech West 1 HP Vac. (New)	1150	1050
Vacuum System 1 HP (R)	795	695
MDM Nitrous 4-Cyl. (N)	2895	2695
Southeast Ultra. Scaler (N)	650	595

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**PRACTICE FOR SALE** #4943 - Las Vegas - Grossing \$600k (Korean Seller) Beautiful office in great area. 6 plumbed, 3 equipped. EMERGENCY sale- Full Price \$385,000 - \$180 in T.I.'s alone. Call Professional Practice Sales, Inc., (714) 832-0230.

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**SAVE, SAVE, SAVE** California Dental Institute presents "Radiosurgery Hands on Seminar". Don't spend \$20,000 on a laser, Sunday February 6th. Call 877-234-3348.

**OXNARD** Free Standing Bldg. and (4) op General Practice for sale on main street. Excellent visibility/signage. Gross Collections \$275K+/yr. Cash/INS/PPO with small amount of Denti-Cal. Seller retiring. D&M PRACTICE SALES AND LEASING (818) 591-1401.

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**WANTED:** Used dental cabinets, cavitron, old surgical instruments for mobile dental clinic going to Afghanistan. James Rolfe, DDS 805-963-2329.

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**VENTURA GENERAL PRACTICE FOR SALE** Established general practice with gross collections of \$750,000+ per year on four day week. Five equipped operatories with two additional operatories plumbed but not equipped. No Denti-Cal and less than five percent capitation. Good net income with potential to be run absentee. Asking \$650,000.00. Call Kurt Skarin for all of the specifics at 818-991-6552; 805-373-5585 or 1-800-SKARIN #1.

**ACCUCAM/PRINTER/MONITOR** on roller cart for sale. \$500. Call 310-530-9884.

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- #203 Miracle Mile/L.A. - G.P. Leaseholds. 4 ops, 1200 SF T.I.'s avail. from landlord. **NEW**
- #204 Torrance - G.P. 1500 SF, 4 ops, int. cam. Brite Smile & Dentrax. Coll. 22/26K mo. **NEW**
- #206 Woodland Hills - G.P. Shop ctr. Lots of foot traffic. 2+ ops in approx. 900 SF. **NEW**
- #208 Hollywood/L.A. - G.P. Busy ctr. 4 ops, 2 x-rays in 1200 SF. Coll. 450K 2003. **NEW**
- #209 Torrance - G.P. Shop ctr. 15 yrs. goodwill Coll 22/24K on 3 days. 3 ops. Seller to retire.
- #211 West L.A. - G.P. Corner prof. bldg. 16 yrs. goodwill. Selling for health reasons.
- #212 Wilshire/Crenshaw Blvd - G.P. 4 ops, 1200 SF. Major tenant is LA Unified School District who has Delta Dental coverage.
- #213 Wilshire/Western - G.P. 1st floor loc. 7 ops, 4 x-rays, 1200 SF. **Sale Pending**
- #215 Whittier - G.P. Visibility+, 60 new patients. HMO plans w/ mo. check 4/5K+. **Sale Pending**
- #217 Westlake Village - (In Escrow!)
- #221 Valencia - G.P. Million dollar location in shopping center. Newer 4 ops, 2 x-rays, 2250 SF. Well designed. Est 2/03, started coll. 25K with 50/75 new patients/mo. on no advertising. Selling for health reasons. **NEW**
- #228 Montebello - Leaseholds only. New shop ctr. High density Hispanic area.
- #230 Bellflower - G.P. 10 yrs. goodwill. Coll 23/26K mo. on 3-1/2 days. Seller to relocate.
- #232 West Covina - G.P. 4 yrs. new. Coll. 14/17K mo. on 2-1/2 days. 3+ ops in 1200 SF.
- #233 Gardena - G.P. New shop ctr. 25%-65% ins. Lots of walk-ins. 1300 SF. **In Escrow!**
- #235 Cerritos/Artesia - G.P. Retail leaseholds only. 4 ops, 2 x-rays in 1200 SF. **NEW**
- #236 Wilmington - Leaseholds in new shop. center with medical office for referrals. **NEW**
- #239 Glendora - G.P. 3+ ops in approx. 1200 SF with HMO plans. Seller to retire. **Sale Pending**
- #242 Gardena - G.P. New ctr. opens 11/04. High density Hispanic. 1145 SF in crnr. loc.
- #244 Maywood - G.P. New retail ctr. Can lease 1100 to 2110 SF. New build out, no equip.
- #248 Lancaster - 21 yrs. goodwill. Coll. 732K in 03 + 65/70K mo. in 04. 4 ops, 4 x-rays, 2 int. cam. + more. Seller retiring & will transition.
- #255 Pomona - G.P. Shopping center location, 5ops, 1500 SF. 90% Hispanic with walk-ins of 50/60+ patients per month!

### Orange County

- #500 Irvine - 4 ops, 1200 SF, 2 yrs. new leaseholds only. Great for SPECIALIST. **In Escrow!**
- #501 La Habra - G.P. Strip ctr. 6 ops, 4 chairs in 2000 SF. Coll. 22/25K mo. on 3 days. **SOLD!**
- #502 Stanton - G.P. New retail center 1-1/2 yrs. new, 3 ops, 2 intraoral cams, Dentrax, set up for digital x-rays. Seller relocating. **NEW**
- #503 Irvine - G.P. 5 ops, x-rays, 1175 SF. Some HMO plans. 3/4K mo./CAP ck.
- #508 Huntington Beach - G.P. Newer retail ctr., low rent, 3 ops, new equip., 900 SF. **NEW**
- #509 West Santa Ana - Busy retail center. 4 ops in 1237 SF. Coll. \$377K in 2003. **NEW**
- #510 San Clemente - G.P. 4+ ops in 2000 SF.
- #511 North Anaheim - G.P. 14 yrs. goodwill. 4+ops, 1867 SF. 2004 Proj. coll. \$438K. **NEW**
- #512 Westminster - HMO office in high visibility bldg. CAP ck. avg. \$2500.
- #518 Rancho Santa Margarita - New highly visible med. prof. bldg. Ideal for a specialist
- #520 Irvine - (In Escrow!) 1200 SF.
- #523 Buena Park - G.P. Starter practice. Low rent. 2 ops, 600 SF. Medical neighbors refer.
- #549 Fountain Valley - G.P. New Real estate dental condo, built out 4 ops in approx. 1500 SF. Great opportunity to own your office.

### Riverside/SanBernadino

- #300 Colton - HMO office, free standing build. 9+ops, 3 x-rays, Pano, 3 intra.cams. Coll. \$1.12 Mil CAP approx. 16K mo. **NEW**
- #301 Rialto - G.P. 10 years goodwill. Great starter office with good net. Seller motivated.
- #304 Colton - G.P. New corner retail center. Opens 02/05. High density Hispanic area, near Starbucks, close to Walmart, Up to 1662 SF available. Build out and leaseholds only.
- #305 Temecula - G.P. Busy off. 5ops, Coll. \$356K in 03, Fwy close w/ street sign. **NEW**
- #306 San Bernardino - G.P. Free standing dental building, 5+ ops, 1800 SF. Great starter practice, 90% Hispanic. Seller needs to sell.
- #309 Rialto - Shop. center Opens 02/05. Rent 1250 to 2500 SF. Near Home Depot. **NEW**
- #312 Rialto - G.P. Newer retail center, 4 ops, 2 x-rays, Rembrandt, 1434 SF. Collects 20K mo. on 3-1/2 days. Seller is relocating. **NEW**
- #314 Colton - G.P. Free standing corner office, 3 ops, x-ray, 1000 SF. Coll. 15K mo. on 3 days. Good low overhead starter office. **NEW**

### San Diego County

- #404 Miramar - G.P. Retail center, new office. 4 ops, 3 equip., 1250 SF. Proj. 260K for 2004. **In Escrow!**
- #410 El Cajon - G.P. Active shopping center next to 99 cents store. Lots of foot traffic. Coll. 18/20K on 2-1/2 days. Great location.
- #414 Hillcrest - G.P. Super location, referrals from neighbors. Coll. \$673K in 03. 3 ops, 2 x-rays, 3 int. cam., networked video Dentrax. Super opportunity, can be high net office!
- #419 Mira Mesa - G.P. Shop. ctr. 4 ops, 2 x-rays, in 1200 SF. Coll. 40/45K mo. Seller avg. coll. for last 3 yrs. \$531K. Seller relocating.
- #420 La Jolla - G.P. 4+ ops, 3 x-rays, 2 intraoral cameras, Pano, Dentrax Software. Projections for 2004 collections approx. 550K. Great location. Seller will transition buyer. **NEW**

### Sacramento County

- #800 South Sacramento - Private Ortho practice. Currently collecting \$45/50K mo.
- #803 Fair Oaks - G.P. High visibility corner location. 15+ yrs. goodwill. 5 ops, 3 x-rays, 1700 SF. Collections for 3 yrs. average 420K. Seller will work with buyer on approved credit.

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- #518 Rancho Santa Margarita - Prime spot for a specialist in the heart of growing area!
- #549 Fountain Valley - Real estate only. Dental condo. 4+ ops, no chairs, in 1500 SF. Near FV Medical Center. Great location.
- #528 San Clemente - G.P. 3+ ops in 1110 SF. All operatories have ocean coastline views. Ideal spot for a specialist to build a practice.
- #203 Miracle Mile - G.P. 4 ops, 1200 SF, prof. building leaseholds & equipment only. Seller out grew this great location in only 4 years.
- #210 Glendale - Strip center. Leaseholds. 3 operatories in approximately 1000 SF.
- #228 Montebello - New shopping center with many walk-ins. Lease up to 3500 SF.
- #236 Wilmington - G.P. New shop. center, build out in Hispanic area. Fast start office!
- #309 Rialto - New shopping center location on busy street corner. 4 ops in approx. 1100 SF. New build out but no equipment.

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11/04

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**LA JOLLA** G.P. Private practice with 19 years of goodwill in professional building. Office has 4 ops, cash, indemnity and PPO. Projected collections for 2004 are \$560K Seller leaving dentistry but will transition buyer as long as necessary. Great opportunity for a quality practice. Call (949) 548-4559 Agent.

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**PARAMOUNT** Private practice for sale. 3 eq. ops. and 2 plumbed not eq. ops. Low maintenance/rent. Seller relocating for baby. Serious inquiries only. wwgadds@hotmail.com

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**HAWTHORNE**—2 eq. ops. and 2 plumbed not eq. ops. in a 1,200 sq. ft. medical/dental building. Chairs, deliveries, lights, X-rays, and more stays. Leasehold Improvements, Equipment and Some patient charts included!

**LONG BEACH**—3 eq. ops. and 4 open bay in a 2,249 sq. ft. suite located in a two story medical/dental building. Chairs, deliveries, lights, and more stays. Great location. Leasehold Improvements & Equipment included.

**LONG BEACH**—3 eq. ops. in an 800+ sq. ft. suite located in a medical/dental building. Computer system and software package. Chairs, deliveries, lights, X-rays, and more stays. Leasehold Improvements and Equipment Only.

**LOS ANGELES GP**—3 eq. ops. in a 974 sq. ft. suite located in a seven story building. Only Dental office in the building! The only Dental Office within a half mile of Bus. Chairs, deliveries, lights, X-rays, and more stays. Projecting \$235,859 for 2004. **BUYER'S NET OF \$62,414.**

**LOS ANGELES**—6 (total) eq. ops. in an 1,800+ two story professional building. 1 eq. op. is located in a separate high-end dentistry suite. Great location, free parking for Dr. and staff, bus stop in front of office, surveillance camera for the manager, 500 sq. ft. storage facility (garage), light sensors in all ops., and all chairs have new upholstery! Projecting \$1,648,276 for 2004. **BUYER'S NET OF \$414,554.**

**LYNWOOD**—3 eq. ops. in a 1,296 sq. ft. suite located in a single story strip shopping center. Great location on corner lot, secured parking, excellent dentist and good staff. Leasehold Improvements and Equipment Only.

**MOORPARK**—4 eq. ops. in an 1,100 sq. ft. suite located in a two story professional building. Great location in growing area. Beautiful, slate floors. Low Rent. Chairs, deliveries, lights, X-rays, and more stays. Patient files are not included.

**NORTHRIDGE**—6 eq. ops. in a 1,650 sq. ft. suite. Great location, great staff, 30% of patients come from Evangelical Christian Church in the area. Intra Oral Camera. Projecting: \$914,148 for 2004. **BUYER'S NET OF \$271,902.**

**REMINDER: Net Income is Buyer's Net Income after Debt Service  
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and Appraising of Dental Practices



Greg Beamer, V.P.

**NORTH HOLLYWOOD GP**—5 eq. ops. and 3 plumbed not eq. ops. in a 2,950 sq. ft. suite. Practice is currently attracting 70 new patients a month. Intra Oral Camera. Great location in North Hollywood. Projecting \$904,506 for 2004. **BUYER'S NET OF \$155,252.**

**REDONDO BEACH**—3 eq. ops. in a 805 sq.ft. suite located in a single story building. Great location in a busy shopping center. Office looks much larger than 805 sq. ft. Assignable PPO Plans. Chairs, deliveries, lights, X-rays, and more stays. Projecting \$222,741 in work days a week for 2004. **BUYER'S NET OF \$78,968.**

**SANTA MONICA**—3 eq. ops. and 2 plumbed not eq. ops. in a 1,579 sq. ft. suite located in a nine story medical dental building. The practice is very personal and caring. Selling seller is working 3 days/week. Intra Oral Camera. Great location. Projecting \$416,241 for 2004. **BUYER'S NET OF \$57,122.**

**SYLMAR GP**—3 eq. ops. and 2 plumbed not eq. ops. in a 1,400 sq. ft. suite. Great dentist, good staff and good patients. Assignable PPO Plans. Great location in a busy shopping center. Projecting \$332,414 for 2004. **BUYER'S NET OF \$108,943.**

## ORANGE COUNTY

**ANAHEIM**—3 eq. ops. and 1 plumbed not eq. op. in a 1,200 sq. ft. suite located in a two story medical/dental building. Great location! Computer system, software package, chair, lights and x-rays stay! Leasehold Improvements and Equipment included.

**FULLERTON GP**—3 eq. ops. in a 868 sq. ft. suite located in a two story medical dental building. **39 YEARS GOODWILL.** Great location in Fullerton. Free rent. Assignable CAP and PPO plans. Projecting \$316,016 for 2004. **BUYER'S NET OF \$87,240.**

**FULLERTON**—5 eq. ops. in a 2,785 sq. ft. suite located in a one story building. Chairs, deliveries, lights, X-rays, and more stays. 14 years of Goodwill. Leasehold Improvements only. Patient charts are not included.

**IRVINE GP**—5 eq. Ops. in a 2,010 sq. ft. suite located in a single story shopping center. All digital, 80% Insurance and 20% Cash office. Also 8-10 PPO Plans. Shows well! Great location in Irvine and a great staff! Projecting \$360,702 for 2004. **BUYER'S NET OF \$47,844.**

**IRVINE GP**—4 eq. ops. in a 1,650 sq. ft. suite located (fully remodelled in 2002) in a two story medical/dental building. Great location in Irvine. Intra-Oral Camera included. Equipment two years new! Projecting: \$1,079,287. **BUYER'S NET OF: \$223,896.**

**IRVINE GP**—3 eq. ops. in a 1,350 sq. ft. suite located in a three story medical/dental building. Intra Oral camera, computer system, chairs, deliveries, x-rays, and more stays. Practice is approximately 60% insurance and 40% cash. Great location in Irvine. Projecting \$472,171 for 2004. **BUYER'S NET OF \$122,760.**

**SAN JUAN CAPISTRANO**—3 eq. ops. in an 1,100 sq. ft. suite located in a single story strip mall shopping center. Great location in South Orange County. 10 years of Goodwill. Projecting: \$286,205 for 2004. **BUYER'S NET OF \$65,214.**

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Alice C. King, V.P.



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**SANTA ANA**—3 eq. ops. and 3 plumbed not eq. ops. in a 2,000 sq. ft. medical dental building. Chairs, deliveries, lights, X-rays, and more stays. Leasehold Improvements, Equipment and Some patient charts are included.

**TUSTIN**—7 eq. ops. in a 2,400 sq. ft. single story free standing duplex. Great location on the busy boulevard, great staff, many new patients per month and great potential. Intra Oral camera, software package and computer system. Projecting \$741,802 for 2004. **BUYER'S NET OF \$170,121.**

**YORBA LINDA**—4 eq. ops. in a 1,500 sq. ft. one story building adjacent to a shopping center. Chairs, deliveries, lights, and more stays. 16 years of Goodwill. Projecting \$914,286 for 2004. **BUYER'S NET OF \$330,076.**

## RIVERSIDE & SAN BERNARDINO COUNTIES

**FONTANA GP**—3 eq. ops. in a 800 sq. ft. suite located in a one story building. 46 years of Goodwill. Great utilization of floor space. Family atmosphere. Practice is 90% insurance and 10% cash. Retiring seller is currently working 3 days/week. Projecting \$355,600 for 2004. **BUYER'S NET OF \$64,632.**

**PALM DESERT**—2 eq. ops. and 1 plumbed not eq. op. in a 1,400 sq. ft. suite. Chairs, deliveries, lights, x-rays, and more stays. High quality build out. Only dentist in building. Leasehold Improvements, Equipment and some Patient files included!

**PERRIS**—5 eq. ops. in a 1,620 sq. ft. suite located in a two story medical dental building. **10 YEARS GOODWILL.** Great location. Intra Oral Camera. Practice is currently attracting 70 – 80 new patients a month. Assignable PPO plans. Projecting \$507,300 for 2004. **BUYER'S NET OF \$198,039.**

**RIVERSIDE GP**—5 eq. ops. and 6 plumbed not eq. ops. in a 5,000 sq. ft. building. Practice is currently attracting 80 - 100 new patients a month. Assignable PPO and CAP plans. Great location with many walk-ins. Projecting \$348,105 for 2004. **BUYER'S NET OF \$111,666.**

**RIVERSIDE GP**—3 eq. ops. and 1 not eq. op. in an 1,128 sq. ft. suite located in a busy shopping center of Riverside. Average age of equipment is less than one year old! Assignable PPO plans. Great location, intra oral camera, chairs, deliveries, lights, x-rays, and more!

**SAN BERNARDINO**—3 eq. ops. in a 1,200 sq. ft. suite located in a single story medical dental plaza with a center courtyard. Great location in an established area for dentistry. Computer system, software package and much more included! Projecting \$323,856 for 2004. **BUYER'S NET OF \$111,204.**

**YUCCA VALLEY GP**—3 eq. ops. & 2 plumbed not eq. ops. in 1,500 sq. ft. suite located in a one story professional building. Assignable CAP and PPO plans. Great, knowledgeable staff. Growing area. Attracting 20-30 new patients per month. Projecting \$412,726 for 2004. **BUYER'S NET \$207,384.**

## SAN DIEGO COUNTY

**CARLSBAD**—8 eq. ops. in a 6,200 sq. ft. two story building. Great location, great staff, excellent long established practice, and 4+ years of good will. Assignable PPO plans. Intra Oral camera. Projecting \$710,152 for 2004. **BUYER'S NET OF \$208,726.**

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# PRACTICE SALES, INC.

and Appraising of Dental Practices



Sandy Knipf, V.P. &  
Maria Silva, V.P.

**IMPERIAL BEACH GP**—3 eq. ops. in a 1,150 sq. ft. medical dental building. **21 YEARS OF GOODWILL.** Good signage. Practice is approximately 70% insurance and 30% cash. Assignable PPO plans. Projecting \$488,487 for 2004. **BUYER'S NET OF \$176,198.**

**LA JOLLA GP**—6 eq. ops. and 1 plumbed not eq. op. in a 2,040 sq. ft. suite located in a nine-story building. **32 YEARS GOODWILL.** Practice is approximately 50% insurance and 50% cash. Great area of La Jolla. Projecting \$757,347 for 2004. **BUYER'S NET OF \$222,512.**

**LA JOLLA GP**—3 eq. ops. in a 1,500 sq. ft. suite located in a nine-story building. Great location, assignable PPO plans, Intra Oral Camera and more! Projecting \$750,389 for 2004. **BUYER'S NET OF \$422,082.**

**LA MESA**—4 eq. ops. and 1 plumbed not eq. op. in a 2,400 sq. ft. suite located in a single story dental building. Intra Oral camera, computer system, software package, chairs, lights, deliveries and much more included! Practice remodeled 1 1/2 years ago. Projecting \$643,302 for 2004. **BUYER'S NET OF \$137,444.**

**POWAY**—4 eq. ops. in a 1,551 sq. ft. suite located in a free standing building. Intra Oral Camera. Practice is currently 80% insurance and 20% cash. Great signage. Great area of Poway. Projecting \$675,870 for 2004. **BUYER'S NET OF \$150,246.**

**SAN DIEGO GP**—4 eq. ops. in a 1,700 sq. ft. suite located in a one story building. Assignable PPO plans. Good location with good signage. Attracting 25 new patients a month. Projecting \$316,356 for 2004. **BUYER'S NET OF \$71,910.**

**SAN DIEGO GP**—5 eq. ops. in a 1,560 sq. ft. suite located in a busy shopping center. Practice is approximately 70% insurance and 30% cash. 27 years of good will. Currently attracting 25 new patients a month. Projecting \$882,896 for 2004. **BUYER'S NET OF \$122,534.**

**SAN DIEGO GP**—3 eq. ops. in a 1,600 sq. ft. suite located in a one story building. **41 YEARS OF GOODWILL.** OSHA and HIPPA compliant. Intra Oral Camera. Practice is currently 80% insurance and 20% cash. Assignable PPO plans. Projecting \$576,123 for 2004. **BUYER'S NET OF \$184,251.**

## KERN COUNTY

**BAKERSFIELD**—3 eq. ops. and 3 not eq. ops. in a 2,500 sq. ft. suite located in a single story duplex. Great location on "doctor row" only one block from Memorial Hospital. Great staff, good patients with assignable PPO plans. Engle chairs, Adec chairs, X-rays, and more to stay! Projecting \$300,565 for 2004. **BUYER'S NET OF \$103,084.**

### DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

Alice King – aking@calpracticesales.com  
Sandy Knipf – sknipf@calpracticesales.com  
Maria Silva – msilva@calpracticesales.com  
Tina Ochoa – tochoa@calpracticesales.com  
Greg Beamer – gbeamer@calpracticesales.com

John W. Knipf (Neff), President

Also serving you: Alice C. King, V.P., Sandy Knipf, V.P., Tina Ochoa, V.P., Greg Beamer, V.P.

Please note: If you would like a full summary of information on any of the practices listed, or to speak with an agent, please call us at (714) 639-2775 or outside (714) area, call (800) 697-5656.

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**TEMPORARY DENTISTS PLACEMENT** Need a vacation? Give us a call to place a temporary dentist in your office. Don't lose income while you are away. (800) 223-5766

**#G-230 OROVILLE** GP, Long Estab. practice. SELLER retiring Coll'd \$289k in '03. Seller refers out all specialties. 3 op office w/all new dental chairs and units. Seller owns office bldg, may consider sell or rent. FP \$185K Western Practice Sales 800-641-4179

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**LONG BEACH** 3 eq. ops. and 4 open bay in a 2,249 sq. ft. suite located in a two story medical/dental building. Chairs, deliveries, lights, and more stays. Great location. Leasehold Improvements & Equipment included. California Practice Sales Inc. (714) 639-2775.

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**PRACTICE FOR SALE** #1018 – Senior Seller – Emergency – Oxnard. Established 20 yrs. Grossing \$220,000. P.P.S., evaluated \$85,000. Seller says too much get me \$30,000. Condo office, last one sold \$175,000. Seller says \$150,000 enough. Live and work near Oxnard Ocean for \$185,000 and own your condo office. Call Professional Practice Sales, Inc., (714) 832-0230.



**COMPLETE DENTAL UNIT PROMA XL** for sale. Good condition. Will arrange delivery \$500. Tel. (310)-6426575

**#LV-266 LAS VEGAS** Turn Key facility with state of the art equipment. Would cost twice as much to duplicate. Stunning office with beautiful decor. Western Practice Sales 800-641-4179.

**RANCHO SANTA MARGARITA** G.P. Great corner visibility. 4 ops, (3 chairs) 3 x-rays, 2 chair side computers, 2 docking stations, dental software in 1438 SF in a well designed office. Seller is booked into Jan/Feb 2005. Perfect to expand practice to 5/6 days. Seller works 3 1/2 and is on target to do 540K for 2004. This is a high net practice with low overhead. Rent of approximately \$1.73/SF for this area is extremely low. This is a great opportunity. Call (949) 548-4559 Agent.

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**ORANGE** Start up practice for sale, nice area, new leasehold improvement, new equipment, digital x-rays, 3 operatories (310)808-7414.

**FRESNO COUNTY #1** (3) op G.P. for sale. Only private practice in smaller town. Annual Gross Collect. \$315K+ on 3 1/2-4 days/wk. Cash/INS/PPO/Denti-Cal. Very low overhead/high net. Seller moving. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**SEEKING ORTHODONTIST** for part time position 1-2 days a week. Great Staff Hi-tech beautiful office in Brea, California. 714 672 9000

**WHITTIER DENTAL OFFICE** for sale by owner, high visibility on busy mayor street. Low lease, three ops, new intraoral camera/ x ray machine and autoclave. Projection collection on 2004/ \$150.00 working only two days a week. Huge potential, seller motivated. No realtors involved. call De la Torre (818) 903-1705.

**PRACTICE FOR SALE #4951** - Vista -Oceanside/ Denture/GP Practice Grossing \$200k plus cash. 3 days, one Assistant. Net 50%. Dentures \$3,800 plus per set. Seller will teach his technique - Buyer willing to do more G.P. will gross more. Full Price \$139,950. Call Professional Practice Sales, Inc., (714) 832-0230 or E-mail [PPSIncnet@aol.com](mailto:PPSIncnet@aol.com).

**SAN DIEGO GP** seeks associate. Pedro, Perio, Hygiene first. Partnership for right person. Honest, ethical, conservative a must. (858) 376-1440.

**ATTENTION SPECIALISTS!!!** North OC Starter Practice for Sale - 4 equipped operatories with x-rays/ instruments/ supplies/software in professional plaza. Possible tenant improvements and referral source! \$125,000. 714-225-2340.

**SKILLED DENTIST** to see all children in your office. Will travel. Please call (818)883-1383.

**RIVERSIDE GP** 5 eq. ops. and 6 plumbed not eq. ops. in a 5,000 sq. ft. building. Practice is currently attracting 80 - 100 new patients a month. Assignable PPO and CAP plans. Great location with many walk-ins. California Practice Sales Inc. (714) 639-2775.

**SUN CITY** (6) op G.P. for sale. Shares waiting room with large Medical Group who refers many patients. Gross collections \$260K+ on 2 1/2 days per week. Cash/INS/PPO. Seller wishes to stay on as an associate one day per week. Will mentor and introduce. D&M PRACTICE SALES AND LEASING (818) 591-1401.

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# Western Practice Sales

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### BAY AREA

**NEW #A-273 DALY CITY** - GP, Long Est practice w/ collections of \$581K in '03. Insured/Cash patients only. Modern equipped 4 op office, plumbed for 5th. **Call for Details.**

**#B-157 CONCORD** - GP Long Estab. Coll'd \$245K in '02. 2 ops, plumbed for 3rd. Centrally Located! **FP \$160K**

**REDUCED!!! #C-171 FAIRFIELD** - GP in shopping center office is "like new" w/ 3 fully equipped ops, room for add op. Mostly ins/cash pts. Collected \$280K in '02 on 2-day work week! **Steal at \$150K!**

**#C-208 SANTA ROSA** - Great Location, Previous Collections avgs \$550K. **FP \$250K**

**#D-250 CUPERTINO** - Turn-key facility off Stevens Creek, less than two years old! Great location! Great Build Outs! Won't last! **Call for Details.**

**NEW #D-217 MONTEREY** - GP Long estab. practice. Prime location. Collections of \$954K in '03. Fully equipped 4 op office. Insured/cash pts only. Seller refers out most specialties. **Call for Details!**

**COMING SOON!! SANTA CRUZ COUNTY** - GP, Seller retiring. Modern equipped 5 op office. Insured/Cash patients only. Collections of \$523K in '03. Office bldg/real estate available for purchase with practice. **Call for Details.**

**COMING SOON!! SANTA CRUZ AREA** - Nice office, 5 operators with a mix of Fee-For-Service and some PPO's. Gross receipts in the 500K range. **Call for Details!**

### NORTHERN CALIFORNIA

**#E-122 YOLO COUNTY** - Long Estab. GP. Coll'd \$760K in '03. Ins/cash only. 2,100 sf w/5 ops, plumbed for 1 more. **FP \$460K**

**#E-183 EL DORADO HILLS** - GP with emphasis on cosmetic dentistry. Seller is pursuing other interests. Fee-for-Service, 900 sf 4 op ofc doctor avgs 14 pts per day w/30 new/mo. **Call for Details!**

**#E-236 SACRAMENTO** - GP Long estab. Modern equipped 6 op office w/ approx 300 sf. Insured/cash pts only. Collections of \$822K in '03. **FP \$450K**

**#E-251 SACRAMENTO** - GP Estab. practice. Prime location near Country Club shopping center. 1600 sq ft office, w/2 fully equipped ops, plumbed for additional. **Call for Details!**

**#E-258 SACRAMENTO** - GP, Long Estab. Seller retiring. Collections of \$281K in '03. Insured/cash pts only. Fully equipped 3 ops, plumbed for 4th op. Seller refers but most specialties. **Call For Details!**

**#E-259 ROSEVILLE** - GP, Long Estab. practice, Seller retiring. 2000 sq ft office., w/ 10 ops Coll'd \$146K **#E-267 WOODLAND** - GP with Collections of \$472K in '03. Modern equipped 4 op office, plumbed for additional op. Priced to sell! **FP \$250K**

**NEW #E-168 SACRAMENTO** - GP, Est. 24ys. Seller retiring from this fee-for-service practice. Office is 1300 sq ft 4 ops. **FP \$210K**

**REDUCED #F-149 MENDICINO COAST** - Great opportunity for dentist who would like to own their own bldg in beautiful beach community. **Call for Details!**

**#G-198 NORTH CHICO AREA** - GP, long Estab practice. Mostly ins/cash pts. Fully equipped 2 op. ofc, plumbed for 3rd op. Excellent opportunity for recent grad seeking a starter practice. **FP \$75K**

**#G-230 OROVILLE** - GP, Long Estab. practice. SELLER retiring Coll'd \$289k in '03. Seller refers out all specialties. 3 op office w/all new dental chairs. Seller was office bldg, may consider selling. **FP \$185K**

### NORTHERN CAL CONT.

**G-238 CHICO** - GP Long Estab. practice coll'd \$509K in '03. Modern equipped 3 op office. Mostly insured/cash pts w/10-20 new pts/mo. Practice is located in a busy, easily accessible main thoroughfare. **FP \$315K. Seller owns Office Bldg, possible sale \$425K.**

**#H-210 MOTHERLODE** - GP Long Estab. practice. Coll'd \$332K in '02. Low overhead office, netting approx 50% of collections. Modern 3 op ofc **FP \$220K**

**REDUCED!! #H-224 NORTH HIGH SIERRA** - Long Established GP. 1400 sq ft office with 3 fully equipped office. Insured/Cash pts only. Coll'd \$314K in '03. Office bldg avail w/purchase of practice. **FP \$200K**

**#H-229 GRASS VALLEY** - Long Estab. Retiring GP. Great Opportunity! Seller wants to pass the torch onto new dentist in the fashion it was so amiably passed to him. **Call for Details!**

**#H-253 PENN VALLEY** - GP in Awesome growing community. Office is adjacent to Lake Wildwood. 3 Fully equipped ops, 1000 sq ft office with beautiful leaseholds and newer equipment. Great start-up or satellite office. **Call for Details.**

### CENTRAL CALIFORNIA

**#I-200 STOCKTON** - GP Managed Care Practice. Modern 1900 sq ft office with 7 fully equipped ops. Avgs 175 new pts/mo. **Call for Details**

**#I-249 STOCKTON** - GP Estab practice. 2 ops **Call for Details!**

**#I-188 TAFT** - GP 1400 sq ft, 4 op office, Dr. avgs 10 pts/day. Seller will entertain all reasonable offers on this quality practice. Real Estate is also avail w/400 sq ft Rental Space. **Call for Details!**

**#I-246 FRESNO AREA** - GP Collections of \$522k in '03. 5 fully equipped ops, w/all the latest technology. Patient base is a mixture of insured, private pay and Denti-Cal. **FP \$340K Call for Details!**

**#I-252 CLOVIS** - GP Prime retail center location. Modern equipped 6 op ofc. Growing practice w/ collections projected @ 775K for '04. Mixed pt base of insured/cash/managed care. **FP \$500K**

**#I-264 STOCKTON** - Long-established GP, quality practice in the desirable March Lane neighborhood of this family-oriented community. Dr. avgs 10 pts/day and with approx 10 new pts/month. 1214 sq ft, 3 op office is conveniently located in a highly visible, single-story Med/Dental Bldg. **Call for Details!**

**NEW #I-270 FRESNO** - Brand New Beautiful office!! 1300 sq ft, 2 ops plumbed for 4 with even more room for expansion. Top of the line equipment. **FP \$175K**

**NEW #I-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**

**NEW #I-272 CENTRAL CAL.** - Awesome, Busy and still growing family oriented practice in desirable area of town. Over 3000 active Fee-For-Service paties. 5 operatories w/room for one more. 2,000 sq ft of beautiful space. This is a practice anyone would be proud of. **Call For Details!!**

### ARIZONA

**REDUCED #Az-202 PHOENIX** - Centrally located in a well-known Med/Dental bldg near Metro Center, 5 op "turn key" facility that would cost nearly twice our asking price to duplicate. **Call for details! ONLY \$95K**

### ARIZONA

**#Az-245 TUCSON** - Estab. GP of 13 years. Office is 2400 sf located in free standing bldg w/4 ops. Great location! Collects in range of \$350K. **FP \$220K.**

**#Az-247 CENTRAL ARIZONA** - GP Long Estab. practice. Dr. avgs 12-15 pts/day with 30 new pts per day w/ 30 new patients per month. Office is 1450 sq ft w/ 4 fully equipped ops. Practice \$220K Building Also Available for Purchase. **Call For Details.**

### NEVADA

**REDUCED!! #R-128 RENO** - Long Estab. Fee-for-service GP. 5 ops office near hospital. Coll'd over \$600K in 2001, FP is only 50% of Gross! **FP \$175K**

**#R-142 - RENO** - Long Estab. GP. Seller retiring. 1,540 sf w/5 equipped ops, ofc is centrally located. Coll'd \$373K in 2002. Ins/cash pts. **Call for Details!**

**#R-233 RENO** - Long Estab. practice. Modern equipped 4 op office. Collections of \$795K in '03. Mostly Insured/cash patients. Excellent location with reasonable rent. **Call for Details. FP \$400K**

**#LV-239 HENDERSON** - Well Estab. fee for service practice Whitney Oaks area of Henderson. 5 ops w/ private office in great location. Collections in the high \$700K's to low \$800K's. **Great value at \$475K.**

**#LV-240 LAS VEGAS** - Awesome 10 op practice in free standing building on West Flamingo. Mostly fee for service practice w/gross about 2 mill **Call for Details!**

**#LY-242 LAS VEGAS** - Beautiful new office in busy business complex. Great growing location near Rainbow and 95. 6 Fully equipped ops - 3 operative and 3 Hygiene. **FP ONLY \$330K!!**

**#LV-243 LAS VEGAS** - Dr. owns this newer (6 yr old) free standing bldg near a busy intersection in the growing north part of Las Vegas. 3700 sf & 8 ops of excellence. **Call for Details!**

**#LV-261 LAS VEGAS** - GP nice 4 op office in excellent location. **Call for Details!**

**#LV-262 LAS VEGAS** - Turn Key Facility, 2000 sq ft Pride Institute designed office. **Call for Details!!**

**#LV-263 LAS VEGAS** - Long Estab. 6 op practice. Beautiful 3000 sf office. **Call for Details!**

**NEW #LV-266 LAS VEGAS** - Turn Key facility with state of the art equipment. Would cost twice as much to duplicate. Stunning office with beautiful decor. **Call for Details!**

### HAWAII

**#HI-257 MAUI** - GP Beautifully decorated, beautiful views. One of the only dentists between Lahaina and Kapalua. On high traffic corner lot in professional bldg. Gross over \$650K on relaxed schedule. **Call for Details!**

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**#E-220 SACRAMENTO AREA** - Ortho, highly desirable foothills location. Visible location. Growing practice with great reputation. Collects in 450k range on short week. **Call for Details!**

**REDUCED #A-222 BAY AREA/MID PENINSULA** - Ortho, awesome practice! 3 op office, plumbed for 1 additional. Grossed over 200k on 2 day wrk wk. **\$150K**

**REDUCED #D-227 SOUTH BAY** - Ortho, Estab. Dr. avgs 20 pts/day w/avg of 8 new/month. Located in Prof. Med/Dental Bldg. **Priced to Sell \$195K**

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**PRACTICE FOR SALE** #1003 – Beautiful O.C. Coast HMO. Collects \$145,000/month. Cap checks are \$28,000/month. Purchase 50% of practice, 100% within 2 to 5 years. Call Professional Practice Sales., Inc., (714) 832-0230.

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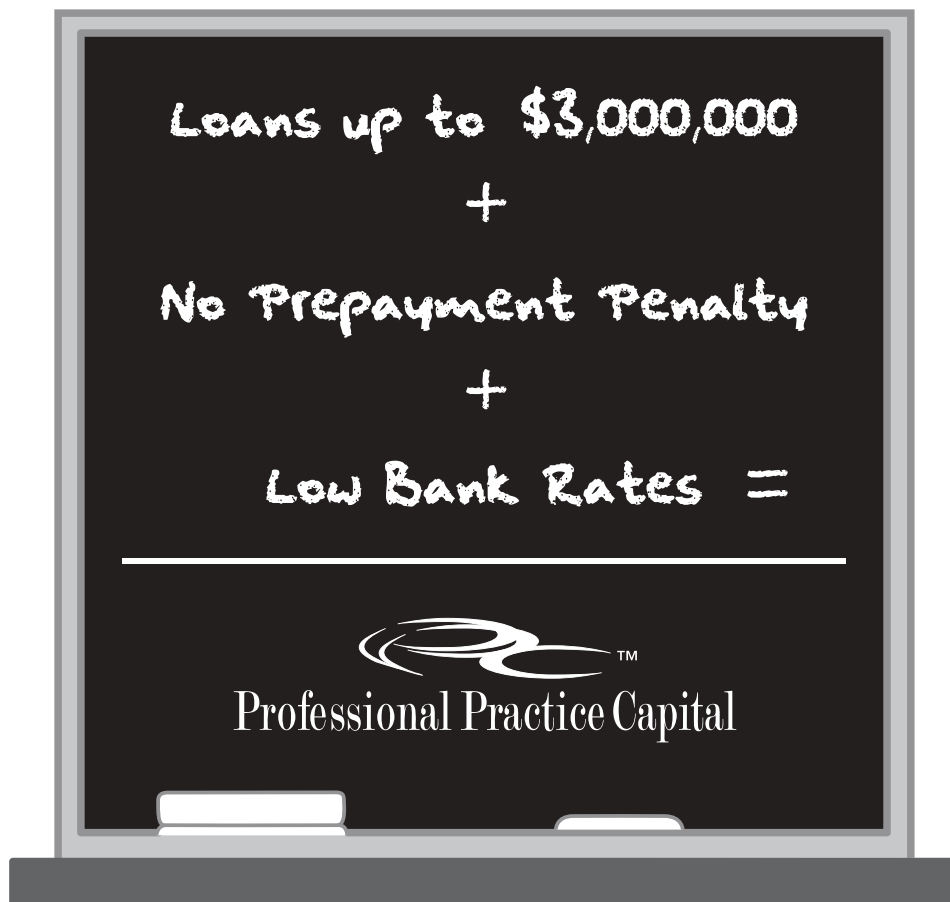
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**PRACTICE FOR SALE** #1029 - Victorville/Apple Valley - HMO \$15,000 Cap checks/month. Grossing \$700,000+. 5 Ops, room for more. F.P. \$600,000. Call Professional Practice Sales, Inc., (714) 832-0230.

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**RESEDA** (3) op G.P. for sale. Located in a professional bldg. 2004 Gross Collections Projected @ \$240K. Mixed patient base. D&M PRACTICE SALES AND LEASING (818) 591-1401.

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**PRACTICES FOR SALE IN THE FOLLOWING AREAS** – Beverly Hills, Brentwood, Canoga Park, Culver City, Lancaster, Long Beach, Los Angeles, Moreno Valley, Oxnard, Santa Monica, Thousand Oaks, Tujunga, Ventura, West Los Angeles, and Woodland Hills. Call Lee Skarin and Associates at 818-991-6552, 805-373-5585, 562-592-5232, or 1-800-SKARIN #1.

**LOS ANGELES COUNTY ENDODONTIC PRACTICE FOR SALE** – Long established endodontic practice with average gross collections over \$550,000 per year very consistently with a net income of over \$350,000/year. 3 equipped operatories with fourth plumbed but not equipped in a one-story professional building. Solid referral base averages over 60 new patients per month. Motivated seller. Asking price is \$325,000.

**MORENO VALLEY EQUIPMENT AND LEASEHOLDS FOR SALE** – Three operator office in a professional building with 1,200 square feet has one fully equipped operator and two partially equipped operatories. Good opportunity for someone to get started in practice with a low overhead and minimal debt. Asking \$55,000.

**BEVERLY HILLS COSMETIC PRACTICE FOR SALE** – Located in the Golden Triangle of Beverly Hills, this long established fee-for-service practice grossed \$688,000 in 2003 on an average of 3 1/2 days per week. 5 equipped operatories with 2 additional plumbed but not equipped. Two and one-half days of hygiene per week. Higher end patient base. Seller is willing to stay for a smooth transition. Asking price is \$600,000.00.

**OXNARD STARTER PRACTICE FOR SALE** – Gross collections of \$200,000/year on three days per week with net income of 50%. Four operatories in small professional building on a busy street. Seller does no marketing. Predominantly Hispanic patients. Some capitation and about 25% Denti-Cal. Excellent potential for growth through availability and marketing. Asking \$120,000. Motivated Seller.

**WOODLAND HILLS FACILITY ONLY** – 5 operatories of relatively new, top quality equipment, including digital x-ray machines, networked computer system with chairside terminals, intra-oral cameras, and two laboratory/sterilization areas. 1250 square feet in smaller dental building. 5 year lease at \$3170/month and a 5 year option to renew. Asking \$80,000.

**CANOGA PARK MALL PRACTICE FOR SALE** – 12 operator facility with newer design, leasehold improvements and equipment. Gross collections have been \$1,000,000 per year. Practice is predominantly children and approximately 47% Denti-Cal. Absentee situation with significant potential to improve the gross with an owner/operator. Asking \$800,000.

**SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE** – Five operator practice in a smaller professional/retail building. Collects an average of \$650,000 per year with no welfare or capitation. One day per week of hygiene. Good quality, fee for service practice with upside potential. Asking \$550,000.

**BRENTWOOD/SANTA MONICA FEE FOR SERVICE PRACTICE** – Unique opportunity for the right individual. Seller is in a subleased professional building suite and does not own any equipment. Seller has been in this location for twenty years. Practice collects \$35,000/month on 3 1/2 days per week. Good new patient flow. Two and one-half days per week of hygiene. Seller will consider financing based on collections with a solid commitment. Low risk opportunity to build a "sweat equity" practice.

**VENTURA GENERAL PRACTICE FOR SALE** – Established general practice with gross collections of \$750,000+ per year on four day week. Five equipped operatories with two additional operatories plumbed but not equipped. No Denti-Cal and less than five percent capitation. Good net income with potential to be run absentee. Asking price is \$650,000.00.

**LONG BEACH MANAGED CARE PRACTICE FOR SALE** – Located on Long Beach Blvd. with good visibility. Gross collections have been \$400,000/year with good net income. Capitation checks are about \$5,000/month. No Denti-Cal. Five equipped operatories. Practice currently has two associates that work a total of three days per week. Seller is only working two days per week. Associates could stay. Asking \$225,000.00.

**LANCASTER FEE FOR SERVICE PRACTICE FOR SALE** – Established fee for service practice located in a professional building collects \$750,000 per year on a four day work week with a net income of \$270,000+ per year. No Denti-Cal or capitation. Family relocation necessitates sale. Motivated. Asking \$500,000.00.

**THOUSAND OAKS FEE FOR SERVICE PRACTICE FOR SALE** – Fee for service general practice located in a professional building has gross collections of \$595,000 per year with potential for more since seller refers out all oral surgery, all endo, all perio and all partial dentures. No Denti-Cal or capitation. No advertising. 3 equipped operatories with one additional operator that is plumbed but not equipped. 4 days of hygiene per week. Asking \$500,000.00.

**CULVER CITY GENERAL PRACTICE FOR SALE** – Gross collections average over \$100,000/month with a net income of \$70,000/month. Three operatories in a strip shopping center with excellent visibility. Less than 2% Denti-Cal. 50-60 new patients per month. Capitation checks average \$7,000/month. Asking \$950,000.00.

**LANCASTER MANAGED CARE PRACTICE FOR SALE** – Managed care practice collects an average of \$2.25 million per year with a net income of \$1 million per year. Cap checks are \$20,000/month. 9 operator office in a free-standing building with excellent visibility. Good upside with the addition of specialists. Currently a five day per week practice with immediate potential to fill a sixth day. Motivated seller. Asking \$1,760,000. Call Kurt Skarin at Lee Skarin and Associates for more information at 818-991-6552; 562-592-5232 or 1-800-SKARIN #1.

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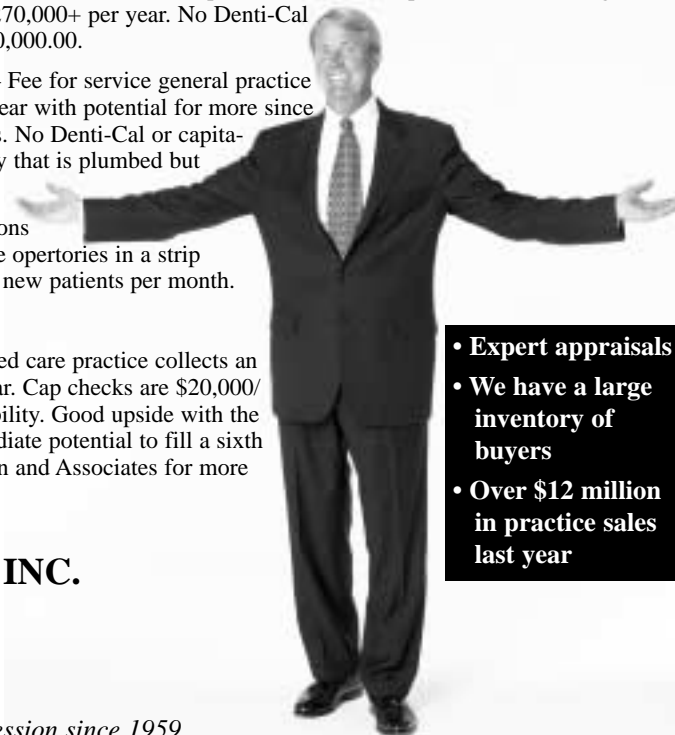
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### LOS ANGELES COUNTY ENDODONTIC PRACTICE FOR SALE

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**YUCCA VALLEY GP** 3 eq. ops. & 2 plumbed not eq. ops. in 1,500 sq. ft. suite. Great, knowledgeable staff. Growing area; Attracting 20-30 new patients per month. Projecting \$428,106 for 2004. BUYER'S NET \$173,808. California Practice Sales Inc. (714) 639-2775.

**PRACTICE FOR SALE** San Diego—PERIODONTAL. Situated in Prof. Bldg. along major thoroughfare in Ocean Beach. 3 Ops with room for expansion. SDPS: 760-599-7828.

**#LV-263 LAS VEGAS** Long Estab. 6 op practice. Beautiful 3000 sf office Western Practice Sales 800-641-4179.

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### LANCASTER FEE FOR SERVICE PRACTICE FOR SALE

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### SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE

General practice with average gross collections of \$650,000 per year with very strong net income with no welfare and no capitation. Office has five equipped operatories in a smaller professional building location. Asking price is \$550,000. Call Kurt Skarin at Lee Skarin and Associates at 818-991-6552; 562-592-5232 or 1-800-SKARIN #1 for the details.

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**LOS ANGELES:** For Sale - Looking for a great start up practice or satellite on Wilshire. This 4 op office is only 3 1/2 years old. All leaseholds, dental equipment and office furniture were purchased new upon opening. Owner is moving out of the area for personal reasons and desires to sell immediately. Includes 600 plus charts. Total cost is only 200K.

**FOLSOM:** For Sale - This beautiful state of art dental practice located close to Intel had gross receipts last year of \$1,327,000, with only a 63% overhead. There are 6 operatories and 8 days of hygiene. New facility with new equipment. Although this beautiful office offering cosmetic and restorative dentistry was just listed, it won't last long. Call for details today.

**SAN MATEO COUNTY:** For Sale - 2002 Gross Receipts were 358K adjusted net income - Doctor is retiring after 33 years in same location. Intraoral camera, digital x-rays and lasers in this upscale restorative practice.

**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.

**SAN MATEO COUNTY:** This is long established practice with Net Receipts 850K and 369K Adjusted Net income. At 57% overhead, this practice provides an excellent rate of return. Owner will be staying and transitioning into retirement. Large facility with room for expansion.

**SACRAMENTO:** For Sale - This practice located in the Land Park Area. Net Receipts of 619K in 2003 and adjusted net income of 334K. This fee for service practice is well established. Owner would like to continue working two days a week. Patient base is large enough to accommodate this type of transisition.

**SACRAMENTO:** For Sale - 2003 Gross Receipts were 300K. Doctor is retiring after 44 years, 30 years in the same location. There are 4 operatories. Equipment is only 2 years old. Office is centrally located.

**SANTA ROSA:** For Sale - 2003 Gross Receipts were 241K. There are 3 operatories, 2 are equipt. Doctor is retiring after 25 years in same location. Excellent potential. Ideal for new dentist or satellite practice.

**SANTA ROSA:** For Sale - 2003 Gross Receipts were 472K. It's present owner who is now retiring established this practice in 1958. Excellent location. Six days of hygiene. Practice open 4 days a week.

**SACRAMENTO:** For Sale - If you thought there were not any high quality practices available in the North Sacramento Area, think again. This fee for service practice had over 900K in Gross Receipts in 2003. There are 6 treatment rooms in a freestanding highly visible dental building. Doctors are retiring after 40 years of practice.

**CORCORAN:** For Sale - Average Adjusted Income \$117K, 2003 GR were 288K. 3 treatment rooms. 2 days of hygiene. Doctor works approximately 33 hours per week.

**SAN JOSE:** For Sale: 2003 Gross Receipts were 857K. Practice has been in same location for 26 years. Dr. is retiring. This is a practice offering conscious sedation, cosmetic and restorative services. There are four operatories and 6 days of hygiene. Practice is located on main thouroufare with high visibility.

**DALY CITY:** For Sale (Patient base only) Doctor is retiring and unable to renew lease. Dr. has practiced in same location for over 38 years. 450 active patients. Call for details. *Active patients defined as number of individual patients seen over the last two years.*

**UPCOMING PRACTICES:** These practices have not completed their valuations as of print date but may be available before the next publication: Saratoga, Sacramento, Bakersfield, Ventura, Balboa, Orange, 3 practices in Northern California Sierra Foothills.

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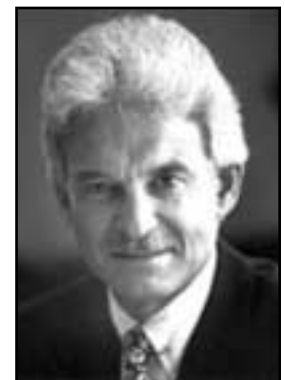
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**PRACTICE FOR SALE** #1016 – Palm Springs/Palm Desert/Indio – G.P.'s grossing \$450 to \$1,200,000. Call Tom Fitterer at (814) 832-0230.

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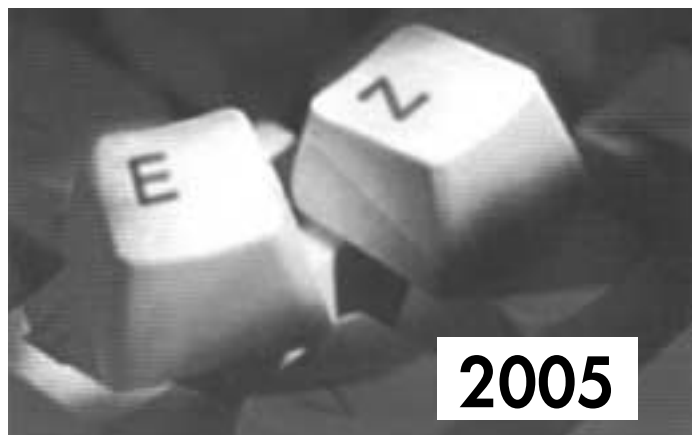
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