#### VOL. 5 NO. 12 • DECEMBER '08 No. Calif. Edition

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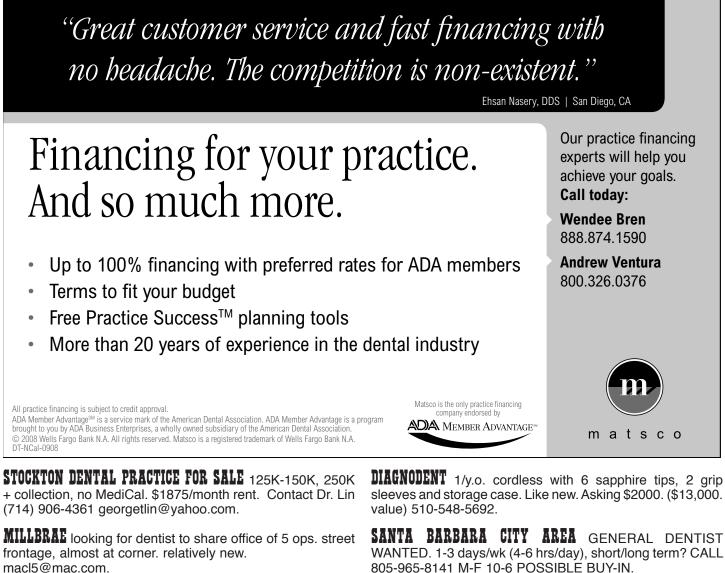
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## FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. Only private dentist in smaller town. 2007 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 SUBURB #1** - (3) op computerized G.P. and free standing bldg. Limited competition. Cash/Ins/PPO/Denti-Cal pt. base. Some newer eqt. Gross Collections \$350K - \$400K/yr. Seller retiring.

**BAKERSFIELD SUBURB #2** - South Bakersfield small town location. (3) op computerized G.P. on a main St. <u>w</u> exposure/visibility. Digital x-rays & intra oral camera. Limited competition. Cash/Ins/PPO/HMO/Denti-Cal pt. base. Cap checks \$4,000/mos. Annual Gross Collect \$360K on a (4) day week.

**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" dental lab <u>w</u> f.t. tech. Seller retiring but will assist <u>w</u> the transition.

**SOUTHERN KERN COUNTY** - Smaller town <u>w</u> limited competition. (6) op comuterized G.P. annual Gross Collect \$50K+. 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  $\underline{w}$  (3) year old eqt. (2) ops plumbed not eqt'd. Shop Ctr. location  $\underline{w}$  excel exposure/visibility/signage. Intra oral camera, pano, and digital x-ray eqt'd. Cash/Ins/PPO/ HMO/Denti-Cal patient base. 2007 gross collections \$339K+.

**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. 2008 gross collect. projected at approx. \$300K. Sale includes account receivables for cash flow.

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

<u>CANYON COUNTRY</u> - (4) op Turnkey Office. (3) ops eqt'd, 4th op plumbed. Located in a smaller strip ctr.  $\underline{w}$  exposure, visibility and signage. Seller moving.

**<u>GLENDALE</u>** - (4) op computerized G.P. (2) ops eqt'd, (2) plumbed not eqt'd. Free standing bldg location with exposure and visibility. Cash/Ins/PPO/Denti-Cal pts base. Annual Gross collect. approx \$140K p.t.

**HAWTHORNE** - (4) op computerized G.P. in a strip ctr. Exposure/Visibility & Signage. Cash/Ins/PPO/Denti-Cal pt base. Digital x-rays and intra oral camera. 20-25 new pts/mos. Collect approx \$300K/yr.

**SAN FERNANDO VALLEY** - (4) op computerized G.P. in a free stand. bldg. <u>w</u> exposure/visibility/signage. Cash/Ins/PPO pts. Annual gross collections \$439K+ on 3½ days/wk. 1-800 Dentist Provider. Seller retiring.

**TARZANA** - (3) op computerized G.P. Located in a busy shop ctr. Excell. exposure/visibility/signage. Cash/Ins/PPO/HMO pts. 2007 Gross Collect \$636K+ on a (3) day wk. Seller collect. \$960K f.t. in 2006 before her pregnancy. Tremendous upside.

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# 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  $\underline{w}$  good visibility. Digital x-rays & Easy Dental s/w. 2007 Gross Collect \$380K on three days/wk. **SOUTHWEST RIVERSIDE COUNTY** - Several Medical/Dental Bldg. & condo listings available. Call for specifics.

## **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.

# 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.

**SANTA MARIA** - (4) op computerized G.P. (2) ops eqt'd <u>w</u> newer A-dec eqt, & (2) add plumbed ops. Drop dead gorgeous. Located in a free stand bldg. Dentrix s/w, Digital X-Ray & Intra Oral camera, Pano, (2) Cassette Autoclaves & (2) mobile air abrasion units. Gr. Collect 300K+/yr on an easy (3) day wk. Cash/Ins/PPO pts. Seller retiring.

# 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 <sup>1</sup>/<sub>2</sub> 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 <u>w</u> 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 Projected Gross Collect \$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. **PENDING** 

#### **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. Projected 2008 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** - (3) op G.P. 2008 Projected Gross Collect \$400K.

**PETALUMA** - (2) op G.P. 2008 Projected Gross Collect \$450K. **STOCKTON** - (7) op G.P. 2008 Projected Gross Collect \$1.15M. Cash/Ins/

PPO/HMO pts. \$24K/mos Cap checks.

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#### NORTHERN AND CENTRAL CALIFORNIA (con't)

**NORTHERN CALIFORNIA/CENTRAL VALLEY:** - For Sale-General Dentistry Practice. Well-established practice has been located in its present location for the past 13 year. 207 Gross Receipts over \$1 Million with an adjusted net income of \$572K with overhead of only 52%. Dentrix Groware in 4,000 sq ft, equipped with 4 operatories, panoramic xray. Possible sale of building in future. Owner would be willing to come back 1-2 days a week.

NORTHERN CENTRAL CALIFORNIA: - Periodontal Practice. This office consists of 2,000 sq. ft. in an excellent location. There are 3.5 days of hygiene. Office remodeled only 5 years ago. Office has been its present location for more than 25 years. 2007 GR were \$500K.Wonderful opportunity in a rapidly growing and desirable community. Owner is retiring.

**OROVILLE:** - For Sale- General Dentistry Practice. If you are a new Graduate or are looking to get away from the big city, you should look at this practice. Doctor has worked three days a week for many years and is ready to retire. 2007 Gross Production was \$343K with 98% collect. Office is modern, attractive, efficient, and computerized. 3 Ops-chairs, lights, and units are three years old. No HMOs or Govt. programs. All endo, perio, and most surgery referred out. Dr. reports over 1800 active patients with three days of Hygiene. Seller's interest in building is also available for sale. Eighteen mile away from Chico State University.

PORTERVILLE: - For Sale - General Dentistry Practice and building available. Practice was established in 1997. There are nine equipped operatories in 4,000 sq. ft. Patients base is mainly made up of Medi-Cal patients. 2007 collections were \$1,396,000 with and adjusted net income of \$605,000. There are 4 days of hygiene seeing 15 patients per day. Owner is moving out of area. Picture of the building are available with the appraisal.

**RED BLUFF:** - For Sale - General Dentistry Practice. This practice is located in a freestanding building on a bluff over looking the Sacramento River. There are 8 ops. With 10 days of hygiene. Seller has practiced in Red Bluff for 36 years. 2007 collections were \$1,250,000. Bldg is also for sale with 100% financing available. Owner is retiring.

**REDDING:** - For Sale - General Dentistry Practice. Office space is 1,950 sq ft with 5 ops, Eagle soft software, 5 hygiene day. 2007 Gross Receipts \$615K. Owner doctor to retire. Owner started practice in 1963.

REDDING: - For Sale -General-This practice is located on the Sacramento River in Redding. 2007 Gross Receipts were 1 million with \$15K adjusted net income. There are five operatories in this 2,500 sq. ft. building. The practice reports 1,731 active patients and 14 new patients per month with 8 days of hygiene per week. The practice features Dentrix software, digital X-ray and digital Panolypse. Pictures are available. Doctor is retiring.

**ROSEVILLE:** - For Sale- Prosthodontic Office. The practice collections for 2006 were \$1,133,221.00 with adjusted net income of \$432K. There are 16 new patients per month. The practice occupies 1,933 sq ft with 5 operatories, and includes Eaglesoft dental software, Intra-Oral camera, and Digital Aray. Owner is relocating.

SOUTH LAKE TAHOE: - For Sale - General Dentistry Practice. 2007 Collections \$534K. Office is 647 sq. ft. with 3 ops. Practice has been in its present location for the past 26 years. Owner to retire.

**TULARE:** - For Sale - General Dentistry Practice and building available. This 4 operatory office is located in approx. 1,650 sq. ft. free standing dental building. Approx. 70% of the patient base is Medi-Cal. 2006 collections were \$541K. Easy Dental Software and Intra-Oral Camera. Pictures of office building available with appraisal.

**TURLOCK:** - For Sale - General Dentistry Practice. Located in a professional complex on a major thoroughfare. 2007 Collections \$663K adjusted net income of \$230K, with overhead at 65%. Practice has been in present location for the past 18 years. Office has 1,800 sq. ft. with 6 operatories, Panorex, FPC software and approximately 1,300 active patients. Owner to retire

#### SOUTHERN CALIFORNIA

**CAMARILLO:** - For Sale - General Dentistry Practice. Great living in upscale coastal community. The practice is located in a professional complex near a hospital. Annual receipts have increased each year with 2008 projected at \$500K. Office involves 1,495 sq. ft. (leased) that is professionally decorated. There are 3 fully equipped ops with room to expand. Digital X-rays, Panorex & Intraoral Camera. Practice averages 12 new patients per month. Owner to retire.

**GOLETA/SANTA BARBARA:** - For Sale: General Dentistry Practice. High quality area. Practice has been located in its present location for the past 37 years. The office occup? 900 sq. ft., 3 fully equipped ops, Panorex, digital x-ray, Dentrix software. 2006 gross receipts 400K, adjusted Cheme of \$164K. Owner retiring.

PASADENA: - For Sale- General Dentistry Practice. 2007 Collect C \$516K with an adjusted net income of \$162K. Office located in affluent location with renewable lease in 1 1004 ft. Office is equipped with 3 operatories, Panorex, and has 5 hygiene days. Practice located in a new location of all new leasehold improvements. Office is located near previous site. Office in previous location 41 years. Coner to retire.
 SHERMAN OAKS: - For Sale - General Dentistry Practice. High end facility fully equipped with intraoral camera, Panorex, 8 ops., PracticeWorks software. Non amalgam philosophy, currently open 5 days a week. 2007 Gross Receipts \$896K. Building also for SALE- 3,000 sq. ft. Practice has been in its current location for the past 5 years. Owner doctor to retire.

tor to retire.

THOUSAND OAKS: - For Sale - General Dentistry Practice. This practice features new equipment including Dentrix software, and digital x-ray with monitors in each freatment room. Practice has been in its present location for 24 yrs. Approximately 2,500 active patients with 11 new patients per month. 2007 annual gross revenues of \$658K-. Adjusted net income of \$395K.

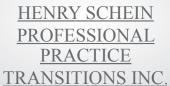
**VENTURA:** - For Sale - General Dentistry Practice. 2007 Costs Receipts \$902,005. Located in large shopping center. Office space is 1.350 sq ft it has 4 operatories, Kodak and the software, intra-oral camera, Panorex and five hygiene days days.

**YORBA LINDA:** - For Sale General Dentistry Practice, 206 Gross Receipts \$773K with adjusted net income of \$287K only 62% overhead. 2000 sq ft with 5 equipped to the rooms, Dentrix software, laser, intra-oral camera, and pano. Entire staff certified in Invisalign.

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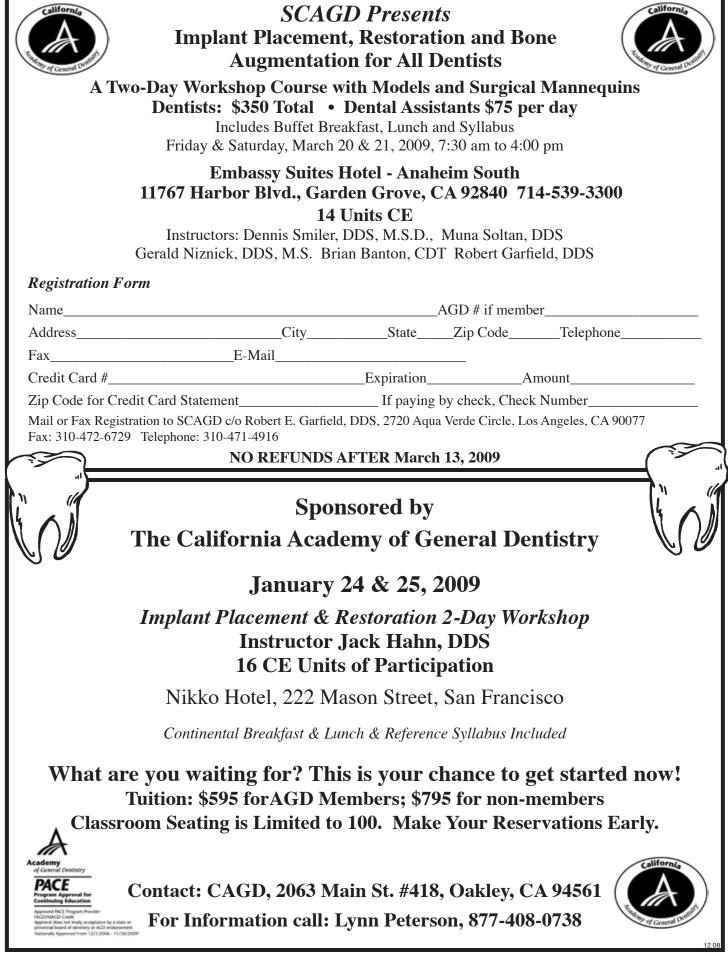
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strong mixed demographics. 1500sf, 2 fully equipped ops (5 pre-plumbed). \$295k

D-699 - SAN JOSE - FACILITY - Traditional Décor. Well Maintained Med Prof Bldg. 3 fully equipped ops in 900 sf office. \$125k

D-7081 PLEASANTON FACILITY-Medical/ Dental Prof complex. School system nearby in desirable neighborhood. Perfect for GP or Specialist including Pedo/Perio & Oral. 960 sf/3 ops \$150k D-7231 ALAMEDA - 2-story converted Victorian that makes this a great opportunity. \$325k Home - centrally located on the small island of Alameda in the beautiful SF Bay. Work & Lifestyle can't be beat! 1400sf, 4 ops w/ easy access to 880. Walking distance to new parking structure. \$300k

D-7251 SAN MATEO FACILITY- Spectacular Office. Desirable Area in well maintained Prof Bldg. 1100sf & 4 ops with close access to Hwy 101 \$85k

D-726 FREMONT - Location, Marketing and well Ctr. 2,100 sf/6 ops \$565k respected reputation! Located in Popular Retail Shopping Ctr. w/strong anchor tenant and excellent foot traffic. Spacious 2700 sf, 6 op practice is plumbed for 1,734sf/6 ops \$650k 2 add'l ops, allowing room for growth. \$325k

**NEW! D-728 SAN JOSE FACILITY** - Spacious office w/sophisticated décor in Willow Glen area. 2 story Prof Bldg in prime location. 2800 sf w/6 ops, 3 which are fully equipped. Has add'l space for even more expansion. ONLY \$75k

D-706 UNION CITY - Diverse Community, Home to many wonderful parks, sports fields & recreational programs. Located in Retail Shopping Center in desirable neighborhood. 1110 sf with 4 fully equipped ops. \$250k

NEW! D-7321 SAN JOSE-Excellent Location. FFS GP in Almaden Valley Area. 1550sf, 5 ops. 40 years goodwill. Seller Retiring. \$625k

#### **NORTHERN CALIFORNIA**

E-532 AUBURN - GP, long established practice in beautiful foothills. Close to Sacramento. 3 fully equipped ops, 1100 sf. Close to major roadways. Seller Retiring \$125k

E-636 CARMICHAEL - GP with strong focus on Crown & Bridge. 2000 sf, 6 op office with collections in excess of \$2m annually. Call for more information. Reduced to \$950k

E-655 LINCOLN - New spacious GP/ 1370 sf 2ops plumbed for add'l ops in great downtown location PRICE REDUCED \$165k

E-680 FOLSOM - PERFECT FOR YOUR SPE-CIALTY PRACTICE! Seller leaving behind all equipment & improvements! 2143 sf, 2 ops & plumbed for 4 add'l. Seller Motivated & Will Consider ANY Reasonable Offer! \$290k

#### NO. CALIFORNIA CONTINUED

D-695 SAN JOSE - Popular, Busy Retail Center w/ E-661 SACRAMENTO - GP, 2 ops/ 2000 sf office. Plumbed for add'l ops. Seller Relocating. Great potential by increasing office hours! \$325k F-542 HUMBOLDT COUNTY - FFS GP, 3 ops, 1500 sf. Highly esteemed. Exc. Reputation. Seller Retiring. Seller Highly Motivated! \$200k

> E-692 WHEATLAND - GP offers close commute to Roseville and Sierra Foothills. 31 yrs of goodwill, spacious 2000 sf, 5 op office, unique traditional curb appeal are only a few of the attributes

> E-7121 SACRAMENTO AREA - Traditional GP converted to largely cosmetic ins. independent practice. Largely FFS. 1800sf, 4ops (+2 add'1 plumbed). Highly visible, 2-story Prof bldg. Seller will mentor buyer for successful transition. \$775k

> E-717 CITRUS HEIGHTS- Between Bay Area & Tahoe! Close proximity to Supermarket/Retail Shp

> E-718 ROSEVILLE - Voted: One of the best places in live. Located in busy Supermarket/Retail Shp Ctr.

> NEW! E-727 ROCKLIN/ROSEVILLE-State of the art, digital, paperless practice. Setting the bar for excellence. Loyal stable patient base, seasoned friendly staff. Excellent Prime Location in Prof Plaza. 2200sf, 2 op (plumbed for 4 add'l) is spacious & spectacular. \$425k

> NEW! E-729 AUBURN - Practice in one of the fastest growing counties in the Sierra Foothills! Located in Busy retail shopping center w/excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 40ps. Plumbed for 2 add'1. \$300k F-640 EUREKA - 1500 sf, 3 ops in this beautiful GP situated among the Giant Redwoods of Humboldt Bay. LONG ESTABLISHED practice in ground floor suite. \$160k

F-648 EUREKA - Nearly 40 yrs of goodwill. GP in well maintained Dental Prof Bldg. 1100 sf 3 fully equipped ops. \$265k

G-658 YUBA CITY - GP in growing community! 4 ops, 1500 sf office remodeled in the past few years. Upscale prof area. Seller Retiring and passing along over 30 years of goodwill to you! \$425k G-664 PARADISE/CHICO AREA - GP, FFS in

charming community. Contemporary cosmetics & full mouth reconstruction w/ general dentistry make this practice a gem. 25 years goodwill! 4 ops. \$690k +/yr. INCLUDES CEREC 3 \$425k

#### **CENTRAL VALLEY**

H-634 WEST OF RENO-GP on the Feather River in Plumas Co. surrounded by natural beauty. 1500 sf/ 4 ops, excellent location, and a lease below market value. Offered at \$250k

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#### **CENTRAL VALLEY CONTINUED** SOUTHERN CALIFORNIA CONT.

H-668 NORTHEASTERN CA- GP with over 30 yrs goodwill. 4 ops in spacious 1600sf office. On major thoroughfare on way to hospital & college. 1,850sf/4 ops \$550k 2007 gr rcpts exceed \$650k Offered at \$395k

Plumas & Lassen Co in well established rural area. 1,680 sf/5 ops . Real Estate available. \$225k

**I-586 MERCED** - Revitalized area w/ easy access to foothills, major cities & the coast! ~1450 sf & 4 ops in newer Prof area. \$175k

I-625 MERCED - \$1M for \$645k. Newly remodeled last month! 2100 sf, 6 ops. Ready to go paperless. 60% FFS/40% Pvt Pay. Near Merced Mall in highly visible location. \$645k

I-662 MERCED - Quality GP with 4 ops in spacious 1360 sf office. Over 30 new patients per month in this expertly located, attractive Professional Bldg. Desirable Area. Grs Rcpts over \$845k in 2007 \$525k

I-684 TURLOCK - GP & Cosmetic/Full Mouth Reconstruction, Implants, and Family Relationships. Near Sierras and SF Bay Area. Stable patient base, seasoned staff, strong marketing and management capabilities. 1700sf, 4ops SPECTACULAR DÉCOR. \$675k

I-685 TURLOCK - One of the BEST locations in Flamingo. Over 1800 sq ft. \$275k town! 1700sf, 7 ops. Avgs 14 patients and 11 Hygiene patients per day! Practice was recently remodeled. Highly attractive free standing building. Mostly Adec Equipment. **\$500k** 

I-715 MODESTO - Retail Shopping Center near popular Supermarket. Attractive office draws walkin patients. 1,200 sf/4 ops \$395k

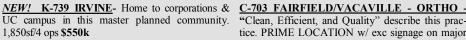
J-687 BAKERSFIELD - Centrally Located Mid State with easy access to Northern & Southern California. Stable Patient Base & Seasoned Staff. SPACIOUS 3,600 sf office with 6 ops. Practice Offered at \$350k-Real Estate also available

J-720 FRESNO - Gentle family-oriented care, State-of-the-art technology/equip in relaxed atmosphere. Attractive, well-maintained Prof Bldg. Affluent area of growth. 1,780 sf/5 ops Projected Revenue for 2008 - \$900k+ Offered at \$675k

NEW! J-733 TULARE/VISALIA-Desirable commercial area surrounded by schools, hospital & building complexes. 4 ops. \$400k

# SOUTHERN CALIFORNIA

K-663 RAMONA - Seller Retiring from this GP practice and passing along over 18 years of goodwill to you! 2 ops in 1260 sf office. \$275k K-673 HAWTHORNE- On one of the busiest, major thoroughfares. Desirable neighborhood. 1,500 sf & 4 ops Call for details \$150k NEW! K-735 ALISO VIEJO FACILITY - Upscale 2 story Prof Bldg. 1,800sf/4 ops. Plumbed for 1 add'l op \$550k



H-709 CHESTER/ALMANOR -Wilderness of picturesque windows capturing scenic views. Conveniently & centrally located in an attractive, wellmaintained, long-established single-story Medical/ Dental Prof Bldg. 1,200+ sf/3 ops. Plumbed for 1 add'l op. \$475k

#### NEVADA

LV-565 LAS VEGAS - Nice professional bldg. 3200 sf w/8 ops in growing Rainbow/Sahara Area. Great Area w/ lots of potential. \$395k

LV-677 LAS VEGAS - Remarkable practice is ready to move in! Popular retail shopping center at busy intersection. 1680 sf office consists of 5 ops w/plumbing for 1 add'1 op. \$550k

R-681 CARSON CITY -Near Beautiful Lake Tahoe & Reno. Doctor avgs 16 patients w/ 9 Hygiene patients per day, providing 4 days of hygiene per week. 2,000 sf & 8 fully equipped ops \$550k

LV-693 LAS VEGAS - Just Opened, State of the Art GP with gorgeous build outs, 5 fully equipped ops, on highly visible corner location near Eastern &

LV-694 LAS VEGAS - Well established, large GP. 2200 sf & 6 ops. Gross Receipts average over \$960k over the past 3 yrs. Equipment less than 5 years old. Office was recently painted and carpeted. \$585k

LV-696E Facility LAS VEGAS - Seller relocatingleaving all equipment & improvements. 2,600 sf, 6 fully equipped ops. REDUCED TO \$210k

LV-696T LAS VEGAS -Busy intersection, major thoroughfare, desirable neighborhood w/ major retail commercial businesses as anchors! Exc visibility/signage and accessibility. 2.000 sf. 5 fully equipped ops **REDUCED TO \$400k** 

LV-705 LAS VEGAS - Focusing on Restorative, Endo & Prosthetics. Dr avgs 10-12 pats/day. Prof Bldg – Major Intersection. 3,000 sf/7 ops. \$170k

LV-707T LAS VEGAS - Retail Shopping Center. Immaculate! 4 fully equipped ops. Was Generating \$70-80k.mo about 10 months ago. Has Phenomenal Potential!! Reduced to only \$153k!!

LV-711 LAS VEGAS- Heart of Summerlin. High end Practice. Breath-taking décor. 1,536+sf & 30ps. Gr. Repts continuing to increase. \$423k

NEW! LV-731 HENDERSON-Master Planned Community. 2080sf, 3 fully equipped ops, plumbed for 3 add'l. Call for more info!

<u>NEW!</u> R-743 MINDEN - High-end successful practice at the base of the Sierras near Lake Tahoe. Well-respected, highly esteemed 5 op office. State of the Art. Full spectrum of restorative, cosmetic & implant cases. Spa Like Ambiance. Includes a Prexion CT/3D imaging & intra oral camera. Call for more information!

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> LV-622 HENDERSON - PEDO - FFS, well respected, modern curb appeal, 1800sf, 5 ops w/ plumbing for 1 add'l op. Offered at \$295k

> D-5271 SF EAST BAY-ENDO, 1270 sf, 4 op office. Stable patient base. Well respected. Building & Condo also available for purchase. \$275k

> E-6311 CARMICHAEL - ORTHO - 35 yrs goodwill, 20-30 patients per day in 4 chair open bay with 1100 sf office \$125k

> K-653 GARDEN GROVE—ORTHO - single story professional bldg. Desirable area. 2200 sf 4 chairs in open bay. 2 private ops. \$285k

> I-6791 MERCED - Limited to Restoration & TMJ Disorder - 20 yrs goodwill, FFS. High Gross-High Net. Call for more info \$700k

> C-6821 SOLANO CO. PROSTHODONTICS -Personalized dental treatment in warm caring environment. 1040 sf with 3 fully equipped ops. Call for more info. Offered at \$390k

> NEW! B-7341 CENTRAL CONTRA COSTA COUNTY-ORTHODONTICS- Located on East Side of Oakland/Berkeley Hills. Practice averages 25-35 pats/day. 833sf w/3 chair open bay. \$125k

> **NEW! E-742 ROSEVILLE ORTHO FACILITY** Build the practice of your dreams or move your patient base into this beautiful facility. 1.850sf w/ Open Bay & 4 chairs \*Strong referral base (built-in) w/ busy Pediatric Practice in same building! \$200k

#### ARIZONA

AZ-584 EASTERN AZ - PRACTICE MUST SELL ASAP! ALL REASONABLE OFFERS CONSIDERED! GP near busy Post Office, ~ 1,300sf, 3 op office. Real Estate also available! Practice offered at \$350k

AZ-667 PHOENIX - In affluent Ahwatukee area, this GP with 2 ops and 1900 sf is a great merger opportunity. Located on busy street with outdoor views from all ops. Tastefully decorated, clean. **PRICE REDUCED \$250k** 

AZ-702 GILBERT - Brand New Listing in Gilbert. This is a MUST SEE practice. \$375k

AZ-724 PHOENIX - Serving Generations of families. Room to expand in this 1500sf, 5 op office Call for more info! \$325k

**NEW! AZ-730 TUCSON - Quality, FFS practice** located in prof. Duplex. 3 fully equipped ops & plumbed for 1 add'l. Extended Multi generational patient base \$325k











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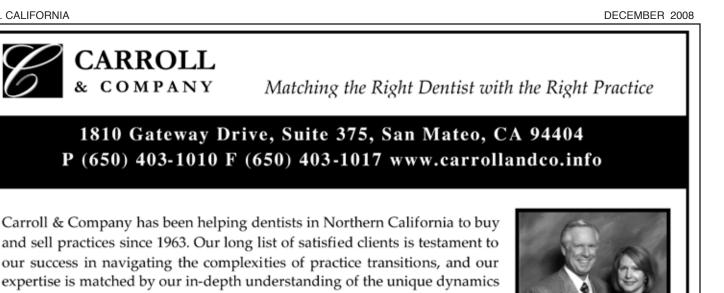
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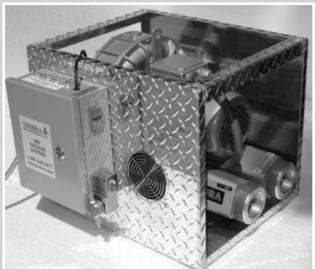
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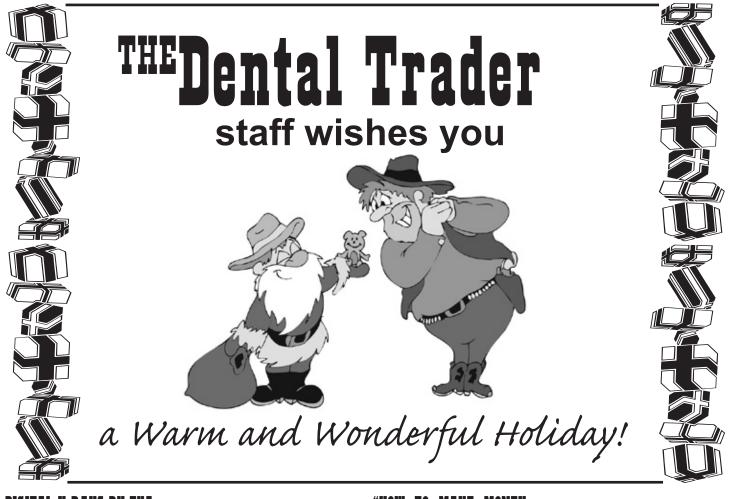
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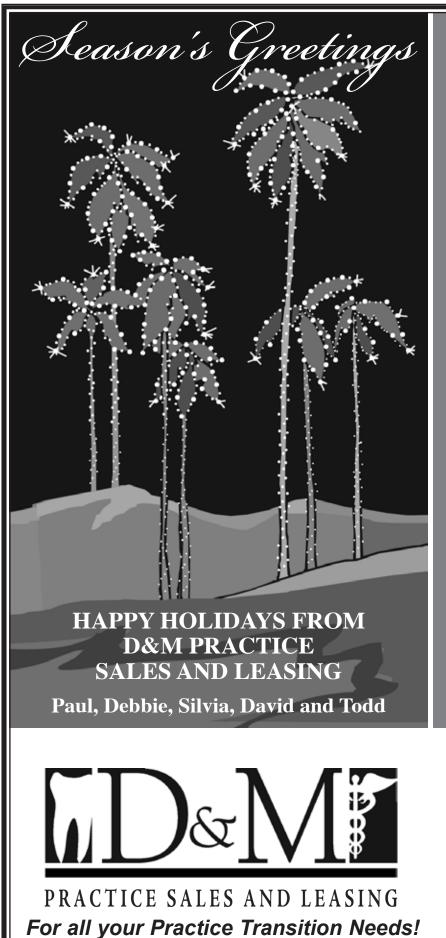
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# **Open Letter to Dentists** Wanting to sell their practice in Today's Marketplace

#### Dear Doctor:

The capital markets have not had any impact upon those lenders making loans to dentists acquiring practices. 100% financing is available and the credit criteria has not changed. This has been a very healthy sector for these lenders. And Buyers continue to investigate practice opportunities. In fact it is an excellent time to be a Seller as there are fewer practices in the marketplace.

Pricing is more critical at this time. Prices have softened in most areas from those values which had been realized in the recent past. Buyers will not investigate practices which they perceive are over-priced. Nor will Buyers pay prices predicated upon past performance or future projections. They will pay fair prices based upon present performance.

To allow your practice to stand out in today's marketplace, expert packaging and presentation is required, expedient and effective marketing is essential and hitting the "sweet spot" on pricing is imperative.

PPS of The Great West has been transitioning NorCal Dentists through this process since 1969. We have concluded sales during the 1973 Oil Crisis; the 1979 Energy Crisis; the Stagnation of the early 80's (inflation, the prime lending rate of 21.5% and the first Savings & Loan Crisis); October 19, 1987's Black Monday when the stock market lost 22.6% of its value; the 1990 – 1991 Slump (the second Savings & Loan Crisis coupled with the sharp declines in industrial & manufacturing sales); the Dot.Com Bust of 2002 and 2003, and now today. We know how to position your practice so that you receive its full value during turbulent and less-than turbulent times.

Concerning our activity in 2008 and with the exception of those practices presently listed, PPS of The Great West has either sold or we have accepted offers on better than 90% of those practices entrusted in our care this year. As you consider making this change, give me a call at 415-899-8580.

Sincerely Raymond N. Irving

**5946 SIERRA FOOTHILLS' HIGHWAY 49 – JACKSON AREA** Pay \$50,000 & make \$150,000+ in Profits after debt service first year! Can do \$500,000+ by simply going to work!

**5947 SOUTHERN HUMBOLDT COUNTY'S GARBERVILLE** \$65,000 buys practice averaging \$365,000/year on 3-day week.

# 5949 GROWING SACRAMENTO METRO COMMUNITY – NOT FAR FROM I-80, GRANITE BAY AND ROSEVILLE

Growing practice will top \$1 Million in collections in 2008. Fulltime Owner could net \$450,000. Beautiful 6-Op facility. 6.5/days of Hygiene. Full price \$625,000.

#### 5954 NORTH SACRAMENTO'S UPTOWN

This is a goldmine. Virtually no competition. Tracking \$495,000. Refers 50,000+ in Endo. 4-days of Hygiene.

5956 EL DORADO HILLS - HIGH TECH DENTAL OFFICE

\$140,000 acquires "turn key, high tech office" in upscale area. Computerized, networked, paperless & digital 6-year old 3-op office. Recent upgrades. \$190,000 invested here.

#### 5957 WALNUT CREEK MANAGED CARE

Best location. 2007 collected \$739,000 with \$315,000 in Profits. 2008 projects \$750,000 with \$340,000 in Profits. Attractive 4-op office.

#### 5958 TRACY

7-year old practice. \$150,000 invested here. Absentee Owner. Projects \$390,000 in collections. Has done very well when Owner is here.

#### 5959 SUNNYVALE

Collected \$1.46 Million for 12-mths ended 9/30/08. 2008 shall top \$1.5 Million. 6-ops with 7th available. Strong profits. Absentee Owner.

#### 5960 SAN JOSE

Tracking \$2.75+ Million in 2008 collections, reflecting 10% growth over 2007. 7-Ops. Great location.

#### 5961 ANTIOCH

2008 shall collect \$300,000 on 3-day week. What is exciting is Profits shall top \$170,000. Practice needs full-time Successor.

#### 5962 SAN FRANCISCO'S SOUTH BAY

Two office practice shall collect \$4.25 Million in 2008. Strong relationship with Unions. Excellent acquisition for growing Dental Management Company.

#### 5963 SANTA ROSA'S RINCON VALLEY

Long established. Housed in 3-year old custom designed free-standing building. 4-Ops, plumbed for 2 more. Everything 3 years old. Annualized production of \$750,000+ with collections of \$685,000. Strong profits. Full price \$499,000.

Specialists in the Sale & Appraisal of Dental Practices Since 1966



For complete details on any of these practices, go to www.PPSsellsDDS.com

San Francisco: (415) 899-8580 · Sacramento: (530) 894-0700 · Los Angeles: (714) 832-0230

# **Buyers and Sellers:** *Trust the winning team*

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**Over 100 years combined experience in selling Dental Practices** 

PPS excels at explaining Options to enhance your bottom line. **This remains the Hottest Sellers market in history.** Consider cashing in and doing it again in a rapid growth area!

BUYERS AND SELLERS Register for HOT LISTINGS & IMMEDIATE NOTIFICATION

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For Personal Service, mail or fax back. Inquiries will be kept in confidence. **PPS, Inc.**, 4 Harris Hill Drive, Novato, CA 94947 • Ph: 415-899-8580, 530-894-0700 • Fax: 888-877-4807 I want immediate attention on a Practice to buy.

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