

THE Dental Trader

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George Koerber, DDS, Concord, California

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

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

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PARAMOUNT (5) op G.P. for sale. (3) equipped ops. Cash/Ins/PPO/Denti-Cal/Healthy Families. 2004 Gross Collections \$215K+ p.t. due to time off for new baby. Did \$332K before baby. D&M PRACTICE SALES (818) 591-1401.

PRACTICE FOR SALE NEW! San Diego (North Park) Long-established GP on very busy intersection. 3 Ops. Approx 50% MediCal. Equip. 7 yrs old. SDPS: 760-599-7828. BUILDING ALSO JUST LISTED FOR SALE!!

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PORTERVILLE Modern (4) op G.P. for sale. Newer equipment. Cash/INS/PPO. Gross Collections \$500K+/yr. (30) New patients/mos. D&M PRACTICE SALES (818) 591-1401.

PRACTICE FOR SALE: North San Diego, built 2003. 7 fully equipped Adec ops/Dentrix/Schick digital x-rays/11 fully networked computer stations with flat screen monitors in each op. Private doctor office with bath/shower. consult room, staff lounge, laundry room, large lab, large sterilization, ZOOM whitening system, unbelievable growth potential. Maternity forces sale. R.E. also available.619-517-6245 or 702-499-4632.

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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.

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.

FRESNO COUNTY #3 - South county location. General practice & condo for sale. (4) op computerized office. Nice equipt. 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, Dentrix 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 2158 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.

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. **SOLD**

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!

PARAMOUNT - (5) op G.P. Located in store front with exposure and visibility. (3) equipped ops. (2) additional plumbed not equipped. Cash/Ins/PPO/Denti-Cal/Healthy Families Patient Base. 2004 Gross Collections \$215K+ p.t. due to new baby. Did \$332K prior to pregnancy on (4) day week. Seller Motivated. Priced to Sell! **NEW**

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- Practice Sales & Appraisals
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RESEDA - (3) op G.P. located in remodeled professional bldg. 2004 Gross collections projected at \$210K. Mixed patient base. **NEW**

WEST SAN FERNANDO VALLEY - (4) op Fee for Service General Practice. (3) ops equipped 4th plumbed partially equipped. Crown and Bridge and Restorative Practice. Well maintained equipment; computerized office - Dentrix s/w. Annual Gross Collect. \$380K+. Seller retiring. **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.

RIVERSIDE COUNTY

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.

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**

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.**

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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!"

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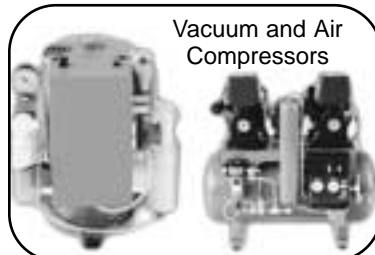
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PRACTICES FOR SALE — February, 2005

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

SAN DIEGO NORTH COUNTY COASTAL PERIODONTAL-NEW LISTING!! 6 fully-equipped ADEC Ops. in 2200 sq.ft. Very attractive single story Professional Bldg. 32 years of GOODWILL!! **This Practice has been PRE-APPROVED by Lender.**

SAN DIEGO PACIFIC BEACH-JUST LISTED!! Owner retiring from **GENERAL** Practice established in 1990. 3 Ops. in approx 900 sq.ft., situated in Medical Bldg. Easy access to 5 Freeway.

SAN DIEGO-CHULA VISTA (North) NEW LISTING!! 38 years of GOODWILL! Owner retiring from Fee-for-Service **GENERAL** Practice situated in Professional Bldg. Doctor shares 9 Ops. in approx 3100 sq.ft. with other GP. Offered for 375K.

SAN DIEGO-LA JOLLA-GENERAL Practice established in 1980. 4 fully-equipped Operatories in approximately 1200 sq.ft.. Situated in attractive and well-known Professional Bldg. Outstanding Location. Owner retiring due to disability. All **SERIOUS** offers considered for quick transition!

SAN DIEGO-OCEANSIDE 18 year established **GENERAL** Practice with excellent visibility. 2 blocks from freeway 5. Six spacious and fully-equipped Ops in approx. 2400 sq.ft. Approx 40% Cash, 30% Insurance, 20% Healthy Families, 10% Dentical. 260K. **ACCEPTED OFFER**

SAN DIEGO-EL CAJON Dentist retiring from 40 year established **GENERAL** Practice. 5 equipped Ops. (1 additional plumbed) in approx. 1350 sq.ft. Freestanding Building in shopping center. Approx. 70% FFS/30%DentiCAL. Offered at only 175K

SAN DIEGO-NORTH PARK Long-established **GENERAL** Practice situated at very busy intersection with outstanding office signage! Seller owns building. Equipment approx. 7 yrs old. Very clean and professional office with 4 equipped Ops. 7 yr old equipment. 2003 collections 492K. Offered for sale at only 365K!! **BUILDING ALSO FOR SALE**

SAN DIEGO ESCONDIDO GENERAL Practice with 30+ years of GOODWILL. Owner practices 1 day/wk and has associate 2 days/wk. 4 equipped Ops with room for 2 more. Approx. 85% PPO. Practice offered for 100K! *******BUILDING ALSO FOR SALE: 1312 SQ.FT. ON LARGE LOT.** Within blocks of Hospital. 10+ parking spaces on property. Rare Opportunity available for 410K. **SALE PENDING!**

SAN DIEGO-OCEAN BEACH-PERIODONTAL Practice established 13 years. 3 Operatories with room for expansion. Situated in Professional Bldg. along major thoroughfare. 2003 collections approx. 360K.

SAN DIEGO-MISSION VALLEY-Centrally located **GENERAL** Practice established 35+ years (8 yrs at present location). On 1st floor of attractive office bldg., 4 VIEW Ops in 1200 sq.ft. Great staff expected to stay. Revenue approx. 700K. Offered for 520K.

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WANTED The Wand- Local Anesthetic Syringe-contact cameronfred2@msn.com.

FRESNO COUNTY #3 South County location. General Practice & condo for sale. (4) op computerized office. Nice equipt. Mixed patient base. Gross \$500K+/yr. Seller retiring. D&M PRACTICE SALES (818) 591-1401.

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#D-217 MONTEREY GP Long Estab. Prime Location. Coll'd \$954k, '03. 4 Op Office. Insured/Cash Pts Only Call For Details! Western Practice Sales 800-641-4179

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PRACTICE FOR SALE NEW! San Diego (Oceanside) -18 yr year estab. GENERAL Practice 2 blks from freeway 5. Six Ops in 2400 sq.ft. 40% Cash, 30% Ins. SDPS 760-599-7828.

#6-230 OROVILLE GP, Long Estab. Seller retiring Coll'd \$289k in '03. 3 op office w/all new dental chairs/units. Seller owns office bldg, may sell/rent. FP \$185K Western Practice Sales 800-641-4179.

PRACTICE FOR SALE in So. Orange county. Lease hold improvements only, no patient charts. Call 949 661-5213.

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THOUSAND OAKS For sale, Thousand Oaks Blvd, beautiful 3 ops, newer equipment, 2 x-rays, nitrous, low rent, growing area, leasehold only with some charts. 818.985.1848.

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GARDEN GROVE office for sale in Little Saigon, 3 ops,75%cash,25%PPO, motivated seller moving, 98K/obo, 619-733-0990.

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



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BAY AREA

#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**

#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.**

#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!**

#D-278 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.**

#D-279 SANTACRUZ AREA - Nice office, 5 operatories with a mix of Fee-For-Service and some PPO's. Gross receipts in the 500K range. **Call for Details!**

#D-277 SANTA CLARA - GP, 2 ops Plumbed for additional. Nice area of Santa Clara. **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 office doctor avgs 14 pts per day w/30 new/mo. **Call for Details!**

#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-267 WOODLAND - GP with Collections of \$472K in '03. Modern equipped 4 op office, plumbed for additional op. Priced to sell! **FP \$250K**

#E-268 SACRAMENTO - GP, Est. 24yrs. Seller retiring from this fee-for-service practice. Office is 1300 sq ft 4 ops. **FP \$210K**

COMING SOON! PLACER COUNTY - GP, Fee for Service Practice. Won't last! **Call for Details!**

REDUCED! #F-149 MENDICINO COAST - Great opportunity for dentist who would like to own their own bldg in beautiful beach community. **Only \$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 wns office bldg, may consider selling. **FP \$188K**

REDUCED!! #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 \$195K**

NORTHERN CAL. CONT.

REDUCED!! #H-224 CHESTER/LAKE ALMANOR - Long Established GP in Beautiful 4 Season Resort area. Office is 1400 sq ft office with 3 fully equipped ops. Insured/Cash pts only. Coll'd approx. \$300K in '04 on a 3 day work week! Office bldg avail w/purchase of practice. **Real Estate \$350K, Practice \$195K**

#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 snellite office. **Call for Details.**

CENTRAL CALIFORNIA

#I-200 STOCKTON - GP Managed Care Practice. Modern 1900sqft 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 Dental-Cal. **FP \$340K Call for Details!**

#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!**

#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!!**

#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**

#I-271 FRESNO AREA - Charming desirable community south of Fresno. Fee for Service. 4 ops, Beautiful leaseholds, granite counter tops, maple floors. Collect in \$770K Range. **FP \$450K**

NEW #I-280 MANTECA - GP, Long Est. practice. Seller retiring. Collections of approx. \$650K in '04. Insured/cash patients only. This hi-tech office has 5 fully equipped ops, w/digital x-rays and intraoral camera. Seller refers out most specialties. **FP \$450K**

COMING SOON! SAN LUIS OBISPO - GP, Call for Details!

COMING SOON! VISALIA - GP, Call for Details!

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!**

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

#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!**

#LV-275 LAS VEGAS - GP, Beautiful new 5-op office. Has everything you would want in a dental office. Grosses over 1 million! Desirable location. **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!**

SPECIALTY PRACTICES

#C-256 EAST BAY - Endo, Long Estab practice. Ins/Cash pts only. Modern equip'd 3 op office. Coll'd \$504K in '03 on 4 day schedule. **FP \$300K**

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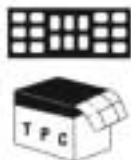
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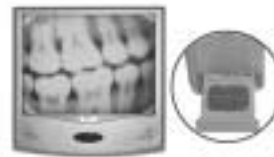
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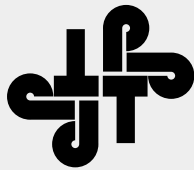
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FOUNTAIN VALLEY FEE FOR SERVICE PRACTICE FOR SALE - Practice has average gross collections of \$300,000/yer with no Denti-Cal, no capitation and no advertising. Seller works four days per week and has two days of hygiene. Refers out endo, molar extractions and perio. Three operatories located in a retail shopping center with good visibility. Motivated seller. Asking \$230,000.00.

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WHITTIER STARTER PRACTICE FOR SALE - Fee-for-service practice collects \$105,000/year on two days per week with a 50% net income. No marketing. Four operatories available with one fully equipped. Low risk starter practice with good upside potential. Motivated seller. Asking \$70,000.00. **PENDING**

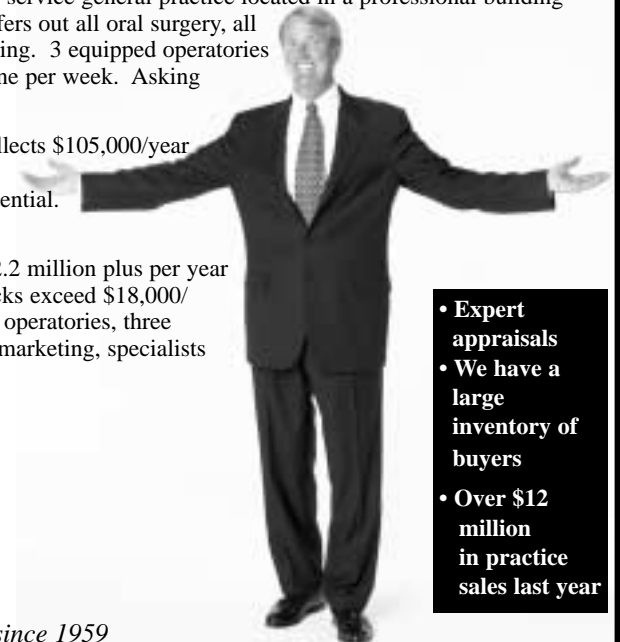
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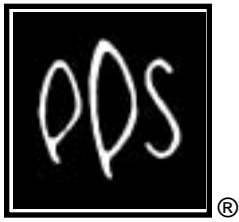
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5844 SOUTH LAKE TAHOE - Excellent opportunity to practice in Alpine Wonderland. Collections for 12-months ended 6/30/04 totaled \$275,000 on reduced schedule. Collections as recently as 2002 were \$440,000. 1,000 sq.ft. 4-Op suite rents for \$1,500/month. Full price \$99,000. For full particulars, go to www.PPSsellsDDS.com.

5847 SAN FRANCISCO'S STONESTOWN GALLERIA CENTER

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5851 WEST SACRAMENTO

- If you thought you knew West Sacramento, you should see it now. Area is going through considerable development with practice sandwiched between hundreds of new homes (completed and under construction) with many being very high end. Collected \$615,000 **SOLD** in 2003 with Profits of \$230,000. Collections for 8-months ended 8/31/04 totaled \$405,000 with Profits of \$175,000. Beautiful 4-op office is centrally located in drive-up retail location. For full particulars, visit www.PPSsellsDDS.com.

5852 MODESTO - Located in the growing northeast area, this opportunity represents a solid foundation for Successor. Practice is tracking collections of \$400,000 this year with Owner finally devoting more attention here. (2003's collections were \$315,000.) Great signage and just one complex removed from one of Modesto's busiest intersections. (Target is on the adjacent lot.) Extremely attractive 4-Op office with intraoral camera, Panelipse, digital radiography and Dentrix 9.0 software. Great middle to upper-class patients. Full price \$260,000. Learn more at www.PPSsellsDDS.com.

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5855 SACRAMENTO METROPLEX ORTHO

- Great platform for ambitious Successor. Growing practice collected \$560,000+ in 2004 on 3.5 day week with 6-weeks off. Owner does not court GP referrals. Excellent upside for Successor who does. Beautiful and extensive office has everything you need. 4-Chair Bay and 2 private Exam Rooms. Contract Receivables exceed \$610,000. For complete details, visit www.PPSsellsDDS.com.

5856 NORTH COAST ORTHO

- Attractive setting in small urban community which is the service hub for large draw area. This young practice has topped \$600,000 in annual collections the last 2-years. Approximately 600 active cases with 50+ ready to start. Booked 2-months in advance. For complete details, visit www.PPSsellsDDS.com.

5857 WALNUT CREEK

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