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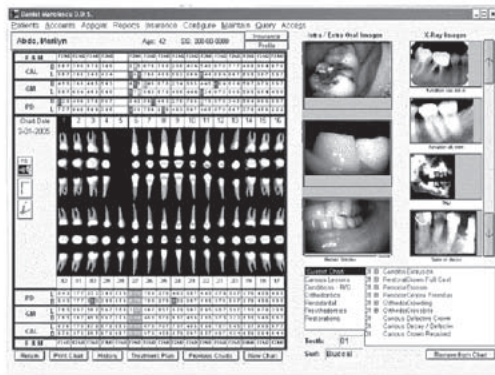
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Sales Associate



Paul Maimone  
Broker/Owner

### FRESNO COUNTY

**FRESNO** - (4) op computerized G.P. Annual growth of approx. \$100K/yr over the last (5) yrs. (25)+ new pts. per mos. (9) days/wk of Hygiene. Cash/Ins/PPO. Pano, sapphire light & Intra oral camera equipped. 2006 gross collect. approx. \$1.1 million on a (4) day wk. Seller moving. Priced below market for immediate sale. **NEW**

**FRESNO COUNTY #1** - (3) op G.P. located in smaller town. Only private dentist in town. 2006 gross collections approx. \$375K on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Low overhead/high net income. **PRICE REDUCTION**

**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. **PRICE REDUCTION**

### KERN COUNTY

**BAKERSFIELD #16** - (5) op computerized G.P. in a busy shop ctr with a major grocery chain store and discount chain store as anchors. Very busy ctr with lots of foot traffic. Excellent exposure/visibility. Cash/Ins/PPO/Denti-Cal. 2006 Gross Collect approx. \$500K on (4 1/2) day week.

### LOS ANGELES COUNTY

**ANTELOPE VALLEY** - (3) op computerized G.P. located in a shop ctr. with excellent exposure & visibility. Recently remodeled. New equipment. Cash/Ins/PPO/Denti-Cal. Collect \$450K+/yr. on (3) days per week.

**ALHAMBRA** - (2) op G.P. located in a strip center with exposure/visibility/signage. Cash/Ins/PPO and small amount of Denti-Cal. 2006 gross collections approx. \$140K part-time. Would make a great starter practice or second office. Seller motivated.

**ENCINO #2** - a "Beverly Hills" quality G.P. Recently remodeled and is gorgeous. (5) fully equipped ops; 6th op is plumbed. Computerized, intra oral camera, zoom and Pano equipped. Cash/Insurance with some PPO's. Gross collections last 5 years have been in the \$850K - \$900K/yr range. This one is for the most discerning buyer. Seller has bought another and is motivated!

**HAWTHORNE** - (4) op computerized G.P. for sale. (3) ops Eq't'd. (1) plumbed. Cash/Ins/PPO/Denti-Cal/CAP patient base. Approx. (40) new patients/mos. 2006 Gross Collect. approx. \$372K. \$5K+/mos CAP cks.

**MISSION HILLS** - (5) op computerized G.P. Located in a prof. bldg. Cash/Ins/PPO only. Annual Gross Collections \$850K-\$900K/year. Seller retiring. **SOLD**

**VALENCIA #1** - (3) op turnkey office with some pts. Equip't is newer. Office is pano equipped. Cash/Ins/PPO. Acc't Receivables (A/R's) included for buyer cash flow. Priced at build out and equity costs. **NEW**

**VALENCIA #2** - Unique, opportunity to practice ideal dentistry in the fast growing Santa Clarita Valley. Located in a strategically located upscale shop. ctr. Excellent exposure, visibility, signage and parking. The practice is 5 years old and was recently relocated to a newly built out suite with new state of the art equip't. This opportunity consists of three separate revenue sources: 1) The Dental Practice with 2006 Gross Collect approx. \$900K 2) A Cerec Eq't'd Dental Lab & 3) A newly opened Dental Assisting School. Call for further details. **NEW**

**VAN NUYS** - (3) op computerized G.P. Cash/Ins/PPO/HMO/Denti-Cal patient base. Annual Gross collections \$260K-\$360K on (2) days per week. (30-40) new patients per mos. Located in a freestanding bldg on a main St. **NEW**

**WEST L.A.** - Turnkey office opportunity. (3) ops, (2) ops fully Eq't'd, 3rd op plumbed. Located in a prof. bldg. on a main blvd.

### ORANGE COUNTY

**SOLD OUT** - Room for your Orange County Listing available.

### RIVERSIDE COUNTY

**SO. RIVERSIDE CTY.** - (6) op computerized G.P. located in a freestanding bldg. Cash/Ins/PPO. Collect \$250K+/yr p.t. Seller retiring. **SOLD**

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

### SANTA BARBARA COUNTY

**CENTRAL COAST #1** - (4) op computerized G.P. Located in Prof. Bldg. Annual gross collections approx. \$350K on 3 1/2 days per week. Cash/Ins/PPO. **PRICE REDUCTION**

**CENTRAL COAST #2** - (3) op computerized G.P. (2) ops eq't'd. Located in Prof. Bldg. Mostly Cash/Ins w/small amount of PPO. Ave. Gross Collections \$500K+/yr. **PRICE REDUCTION**

### SAN BERNARDINO COUNTY

**UPLAND** - Gorgeous buildout with state of the art equip't. (3) op computerized G.P. in a shop ctr. New/newer equip't. Computerized & networked ops & digital x-ray equipped. Long term lease with very low rent. Being sold as a turnkey with some bonus charts. Priced at buildout & equip't cost. **NEW**

**VICTORVILLE** - (3) op G.P./Prosthodontic office located in a one story prof. bldg. Ave. annual gross collect. \$334K/yr on (3) day week. Cash/Ins. **SOLD**

### SAN DIEGO COUNTY

**CHULA VISTA** - (3) op G.P. Located in store front with visibility/ exposure. Cash/Ins/PPO/CAP. Gross Collections \$440K+/yr.

**EAST SAN DIEGO COUNTY** - (3) op computerized G.P. located in a shop. ctr. in a high growth area. Gross Collect. \$420K+/yr. Cash/Ins/PPO patient base. Seller retiring. **NEW**

**LA MESA** - (5) op computerized G.P. for sale. Newer equipment including digital X-rays and Pano, Dentrix software, a Sapphire light, and an intra oral camera system. Cash/Ins/PPO. 30+ new patients per month. 2006 Gross Collections approx. \$1.1M on a 3 1/2 day week. **NEW**

**NATIONAL CITY** - (3) op turnkey office; no charts. Located in a free standing bldg. with excellent exposure/visibility. New equipment. Opp. for future bldg. purchase. **NEW**

**SAN MARCOS #1** - A Dentist's Dream! Build to Suit duplex building for sale. Corner lot location with signage, visibility, and parking. Build out your dental office in one unit & lease out the other.

**SAN MARCOS #2** - (6) op computerized G.P. with mixed patient base. (2) ops eq't'd, (1) plumbed and (3) not plumbed. Shop Ctr. location with exposure/visibility. 2006 Gross Collections approx. \$350K on a (3) day week.

### SAN LUIS OBISPO COUNTY

**ARROYO GRANDE** - (4) op G.P. office for sale. Cash/Ins/PPO. Gross collect \$500k+/yr. Seller retiring. **SOLD**

### VENTURA COUNTY

**CAMARILLO** - (4) op turnkey office located in a shop ctr. Being sold as a turnkey with some bonus charts. Priced below buildout & equip't cost. **NEW**

**EAST VENTURA COUNTY** - (4) op computerized G.P. with exposure/visibility. Annual Gross Collect. \$200K+ on (3) day week. Cash/Ins/PPO/Denti-Cal. **SOLD**

**VENTURA** - (8) op G.P. Cash/Ins/PPO/HMO patient base. Cap Ck. \$11K/mos. Gross Collections \$750K+/yr. **SOLD**

### OTHERS

**DENTAL CONDOS FOR SALE** - 1,000 to 10,000 sq. ft. Located in Apple Valley, Palm Desert, Palmdale, San Diego, Vista., AND NOW OCEANSIDE!

**SOUTHERN CA CITY** - WOW! Multi-location computerized G.P. for sale. New/newer equipment. (4) locations all with exposure/visibility/signage. All are marketed under the same brand name. 2006 Gross Collections approx. \$5.7M. Net after debt service approx. \$1.1M.

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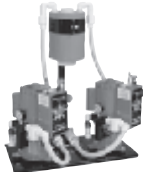
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## PRACTICES FOR SALE —February, 2007

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

**SAN DIEGO—LA JOLLA**—Fee-for-Service **GENERAL** Practice located in prestigious area, established in 1984. 9 Ops in approx 3000 sq.ft. Very efficient practice with outstanding staff. 2005 collections of 1.26 mil. Seller desires to become part-time associate.

**SAN DIEGO—HILLCREST—JUST LISTED!!** 3 fully-equipped ADEC Ops (including new ADEC Sterilization Suite!) In this established FFS practice, situated in Prof Bldg. New carpet, paint, upgrades in 1350 sq.ft. Asking only 295K!!

**SAN DIEGO—HILLCREST—EQUIPMENT AND LEASEHOLD IMPROVEMENTS** available with new lease in 2600 sq. ft. Opportunity available for a limited time only!!

**SAN DIEGO—OCEANSIDE—GREAT** Location just off I-5 Fwy in busy retail center. This GP is only 9 years old and updated with digital X-Rays and newer computer system. 4 Ops in 1200 sq.ft Insurance/Self-Pay/PPO. Owner anxious for offers!!

**SAN DIEGO—ENCINITAS**—Fee-for-Service, long-established **GENERAL** Practice. Fabulous LOCATION. Situated in Professional Bldg. adjacent to Scripps Hospital, just off I-5. 5 Ops in 1500 sq.ft. This opportunity won't last long!! **ACCEPTED OFFER!!**

**SAN DIEGO—PACIFIC BEACH**—VERY desirable Beach Community. This **GENERAL** Practice is just off the I-5 Fwy and situated in Prof. Bldg. Estab. 1990. 3 fully equipped Ops. Call for details! **PRICE REDUCED TO 220K!!**

**SAN DIEGO—EL CAJON**—Situated in a Professional Bldg., this **GENERAL PRACTICE** was established in 1979. 3 equipped Ops in 1100 sq.ft. Next to Sharp Rees Stealy Medical Clinic on busy street. Owner retiring. Asking only 130K!! **ACCEPTED OFFER!!**

**SAN DIEGO—ESCONDIDO—GENERAL PRACTICE and BUILDING!!**

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**SAN DIEGO—LA MESA**—Patient base comprised of private and PPO. **GENERAL** Practice established in 1978, situated in busy strip mall. 4 Ops in 1075 sq.ft. Offered for 580K.

**SAN DIEGO—HILLCREST**—Well-established **PERIODONTAL** Practice. Refers out Implants. All Insurance and Self-Pay. 5 equipped Ops in 2750 sq.ft. Transition available.

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-Peiman Soleymani, D.D.S., Periodontist Los Angeles, Ca.

“Having been represented by Mr. Kerendian many times, I was impressed with his expertise, quick response to questions, and degree of care.”

-Mark Davidson, M.D., Los Angeles, Ca.

“I have been working with Mr. Kerendian, and he has shown utmost professionalism and devotion to me.”

-Dan P. Benyamini, D.D.S., Family Practice, Los Angeles, Ca.

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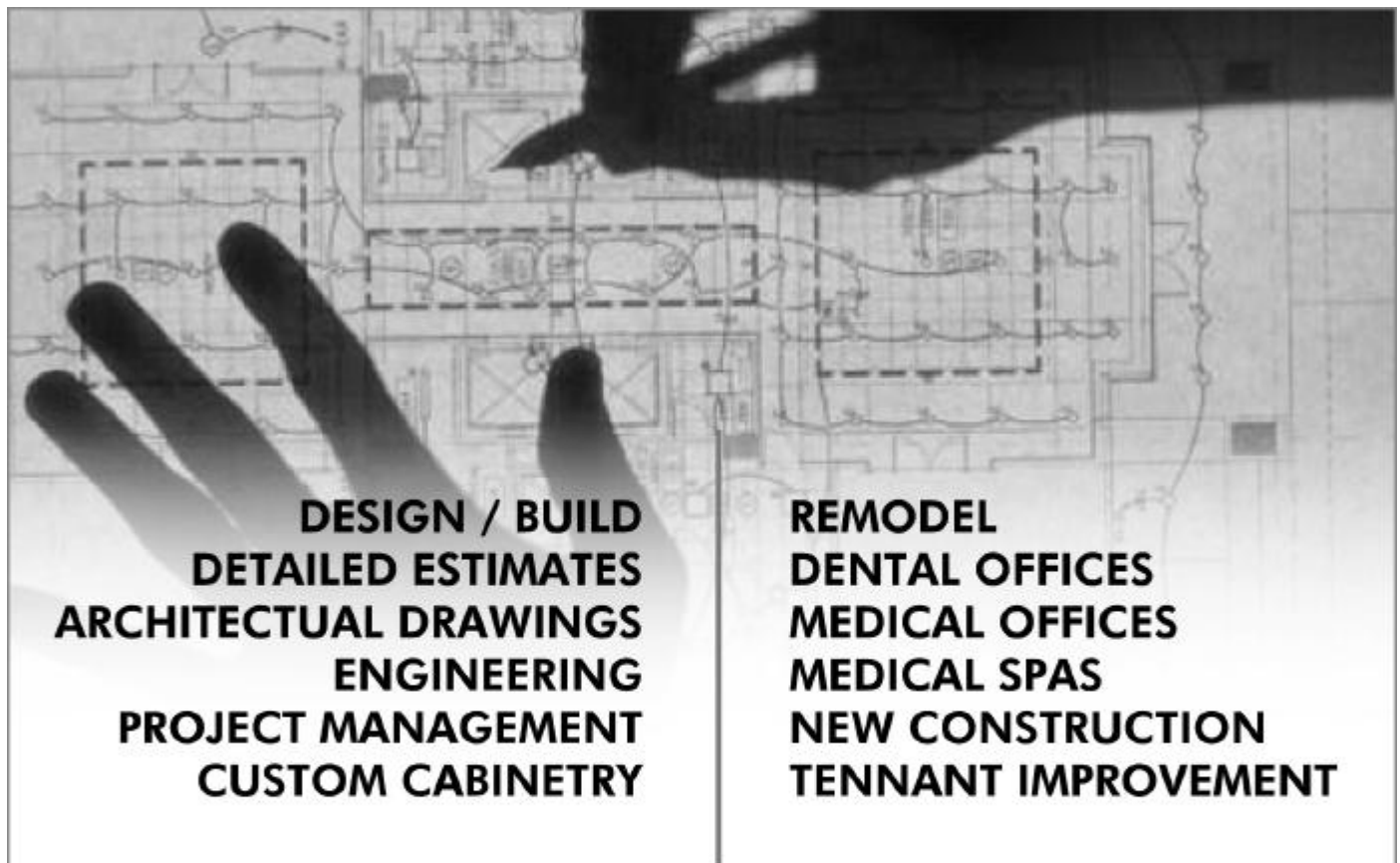
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**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Agoura Hills, Gardena, Goleta, Lake Isabella, Los Angeles, Marina del Rey, Pacoima, Pico Rivera, Reseda, Santa Barbara, Sherman Oaks, Thousand Oaks, West Los Angeles, and Westwood. Call Lee Skarin and Associates at 818-991-6552, 805-373-5585, 562-592-5232, or 1-800-SKARIN #1.

**WESTWOOD GENERAL PRACTICE:** Patient charts, charts and more charts! Upscale 51 year old practice for sale in Westwood. Exceptional facility with 180 degree city views from all three operatories in the best location within a Class A building. Only dentist in the building. Large new patient pool with 35+ new patients per month. 2006 collections were over \$370,000 with a net income of more than \$180,000. Immediate sale possible. Seller is willing to stay for a transition period. Asking \$335,000.

**SANTA BARBARA/GOLETA GENERAL PRACTICE FOR SALE:** Consistently collects \$375,000-400,000 per year with no Denti-Cal and no capitation. Seller works 3 ½ days per week and refers out all endo, all perio surgery, all implants and all ortho. Three days per week of hygiene. Three operatories located in a one story professional building. Retiring. Asking \$300,000. **PENDING**

**WEST LOS ANGELES GENERAL PRACTICE FOR SALE:** Located at the border of Century City and Beverly Hills, this practice collects \$170,000 per year with no Denti-Cal and no capitation. Seller refers out all endo, all perio, all pedo, most oral surgery and all ortho. There are three operatories in a professional building setting. Asking \$120,000. **SOLD**

**AGOURA HILLS ORTHODONTIC PRACTICE FOR SALE:** Long established practice with 25 years of goodwill in the community. Collects \$430,000 per year on three and one-half days per week. Four chairs in a bay with an additional private operator. Seller wants to stay for a smooth transition. Asking \$216,000.

**VENTURA COUNTY ENDODONTIC PRACTICE FOR SALE:** Collects \$475,000 per year with a net income of \$290,000 per year on four days per week. Seller does not accept any plans. Fee for service practice. Two equipped operatories with digital x-ray and Global microscope. Third operatory plumbed but not equipped. Asking \$285,000.

**SAN FERNANDO VALLEY ENDODONTIC PRACTICE FOR SALE:** Over 40 years of goodwill. Central valley location with five equipped operatories and one additional plumbed but not equipped. Gross collections of \$550,000 per year with 50% net income. Solid referral base. Seller will consider staying for a transition. Make offer. Motivated! Asking \$289,000.

**WEST SIDE CLINIC PRACTICE FOR SALE:** Long established practice collects \$3.2 million per year with a very strong net income. Excellent visibility. The office has 18 operatories and is open 6 days per week with over 200 new patients per month. Asking \$3,000,000. **SOLD**

**PICO RIVERA CLINIC PRACTICE FOR SALE:** New location with exceptional visibility on busy corner within one block of the 10 freeway. Three equipped operatories and three additional operatories that are plumbed but not equipped. Seller has only been working two days per week due to other commitments. Current collections average \$18,000 per month on two days per week. Asking \$250,000.

**SANTA BARBARA SOLO GROUP PRACTICE FOR SALE:** Gross collections of \$600,000 per year on four days per week with a net income of over \$260,000 per year. No welfare or capitation. Six operatory office is shared with another general dentist. Practices are totally separate. Highly desired location. Asking \$495,000.

**PACOIMA DENTI-CAL PRACTICE FOR SALE:** Facility is owned by a physician that is a large Denti-Cal provider and refers all of the patients to this office which is next door to his practice. The office currently collects \$500,000 per year and is 99% Denti-Cal. There are 4 equipped operatories. Asking \$125,000.

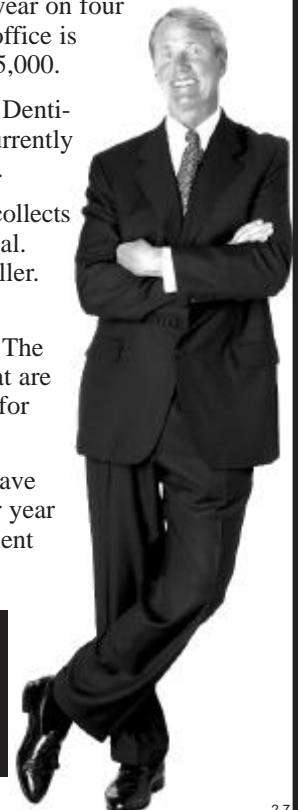
**LAKE ISABELLA GENERAL PRACTICE FOR SALE:** Long established fee for service practice collects over \$150,000 per year on three days per week. Tremendous potential for growth for the right individual. Smaller community with little competition. Three operatories in a free-standing building. Motivated seller. Asking \$75,000.

**GARDENA CLINIC PRACTICE FOR SALE:** Collects \$900,000+ per year with good net income. The office is located in a major retail center and has 5 equipped operatories and 2 additional operatories that are plumbed but not equipped. 60% Denti-Cal. No capitation. Absentee operated practice with potential for substantial growth with an owner operator. Asking \$750,000 including accounts receivable.

**SANTA BARBARA GENERAL PRACTICE FOR SALE:** Twenty years of goodwill. Collections have shown steady growth and are currently over \$500,000 per year with a net income of over \$200,000 per year on four days per week. No Denti-Cal and no capitation. 3 ops in ground floor location. 50% of the patient population is Hispanic. Call for details.

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**PRACTICE FOR SALE #2079** - Downtown near Staples. Lady DDS gross \$300k working 3 ½ days. More volume available. F.P. \$250k. Full time D.D.S., should do \$500k first year Call PPS (714) 832-0230.

**OXNARD/PORT HUENEME** Practice For Sale - looking for a beautiful office to establish yourself as a private practice cosmetic dentist - call Practice Sales & Appraisals (818) 999-9595.

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**YOUNG ENTHUSIASTIC** gentle DDS with good communication looking for associate position on Fridays in LA-OC area. Please call 310-634-5927, resumé available. Thanks!

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**LEGAL TIP:** Sellers: Allocating sale proceeds to goodwill saves you 20% in taxes. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**PRACTICE FOR SALE #J-439 LAKE ISABELLA** - Live and practice in this beautiful recreational area. 3 ops office now REDUCED to only 40% of gr. Receipts! \$165k. Timothy G. Giroux, DDS/Broker 800.641.4179.

**GP WANTED** PT in Orange County offices. Flexible schedule & salary DOE. Contact Dr. Vatan for more details at: 310 991-7921.

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**STOCKTON:** For Sale- G.P. North Stockton. Gross Receipts for 10 months of 2006 \$429K with an adjusted net of \$192K. Established office has 3 operatories in 1200 sq ft. Owner motivated to sell. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-730-8883.



# WESTERN PRACTICE SALES

## John M. Cahill Associates

### BAY AREA

**A-2984 BAY AREA** - Dentist interested in sharing dental office. Great opportunity for a dentist who desires to practice in a state of the art facility. **Call for Details**

**A-488 SAN FRANCISCO** - Prestigious neighborhood with views of Bay. 950 sq ft, 4 ops. Gr. Receipts about \$800k. **\$595k**

**NEW! A-494 MILL VALLEY** - Newly listed, 3 op office w/approx 900 sf. **Call for additional details!**

**NEW! A-497 SAN FRANCISCO** - GP Stonestown. Collections of \$175k! 1120 sf office w/ 2 fully equipped op - Room for 2 add'l ops. Mix of insured/PPO Patients. **\$100k**

**B-468 ANTIOCH** - GP, group in large 10 op practice. FFS w/gross revenues in \$1.5m. Real Estate also available for purchase. **REDUCED \$800k**

**B-2945 OAKLAND** - 30 years established, 5 op 2000 sf office in great location. **\$225k**

**B-2968 SAN PABLO** - Great Starter practice, 100% private/ins patients office is 4 ops, 1450 sf. **\$65k**

**B-2962 LA MORINDA** - Established 50 years. Office is 750 sf w/ 2 ops. Good Potential. **\$120k**

**B-453 OAKLAND** - Long established Modern equipped 4 ops, Ins/Pvt Pay/PPO nets close to \$200k. **\$310k**

**B-2975 EAST BAY** - Part of group practice, 33 years of goodwill, 3 Fully equipped, + 1 hygiene, 3 - 4 Doctor Days worked per week, 2 Days of hygiene per week. **\$550k**

**B-467 EAST BAY** - 50% interest in practice, grosses in the \$800k range. **\$385k**

**B-4711 OAKLAND** GP in 1988 sf 4 fully equipped op downtown location. Gross in the high \$500k range. **\$290k**

**NEW! B-492 SAN RAMON** - GP - 960 sf office on major thoroughfare. 3 ops. Gross over \$400k. **Call for Details!**

**NEW! B-501 OAKLAND** - GP Downtown location, long established w/ collections of \$540K +. Insured/Cash Only. Fully equipped 3.5 ops w/ rm for 1 add'l op **\$350k**

**C-464 CENTRAL MARIN** - GP, Long estab, Seller retiring. Collections of \$731K in 2005. Ins/cash pts only. 4 op office. Prime centralized location. **\$500k**

**C-4851 PETALUMA** GP, 1550 sf, 4 ops **\$625k**

**C-2964 SOLANO COUNTY** - GP with nearly 3,000 sf office, 6 ops plumbed for 2 add'l. **\$820k**

**C-2957 SOLANO CO** - Large GP, State of the art well designed office. 2200 active pts. Gross +/- 1.1m. **\$775k**

### BAY AREA CONT.

**D-403 SAN JOSE** - GP, Modern shopping center location, new equipment 3 ops plumbed for additional. Nice office located in prime commercial area. **\$225k**

**D-455 CAMPBELL** - GP, practice grosses in the 1 million range. 7 ops. **\$785k**

**D-437 FREMONT** - Practice in one of the nicest Prof. Bldgs in Fremont! Beautiful operatory views of golf course. **\$320k**

**D-2972 SANTA CLARA** - Facility only-new practice with new equipment. Nice 3000 sf w/ 6 ops. Motivated Seller. **\$282k**

**D-2939 SAN JOSE NEAR EASTRIDGE** - 1600 sf w/ 5 ops. 3 year avg collections \$858K. 3 dr days w/4 hyg days. **\$500k**

**D-4731 SAN JOSE** - GP, 3 ops + plumbing for 1 additional Practice grosses in excess of \$500k on less than 3 dr days/week. **\$420k**

**NEW! D-489 HOLLISTER** - GP, 1800 sf, 3 ops - plumbed for 2 add'l. In the heart of downtown **\$280k**

**NEW! D-493 FREMONT** - GP, 1150 sf, 3 ops, plumbed for 1 add'l. **\$150k**

**D-474 LOS ALTOS** - Facility/asset sale. 2100 sf 6 ops. **\$225k**

**NEW! D-496 UNION CITY** - Facility only, 1578 sf with 4 ops in retail shopping center on main thoroughfare in desirable commercial neighborhood. **\$200k**

**NEW! D-500 MONTEREY/DEL REY OAKS** - Dental Facility only. 2378 sf office. Equipped for 3 ops w/ room for 1 add'l op. **\$55k**

**NEW! D-502 HAYWARD** - Well est. GP w/ coll. of \$484k in '06. Mostly insured/Cash patients. Refers out all Endo. 3 fully equipped ops. **\$325k**

### NORTHERN CALIFORNIA

**E-478 SO. SACRAMENTO** - GP, near I-5 pocket area, seller retiring. Approx 1500 sf w/4 ops. Collections of \$327k in 2005. **\$175k**

**E-440 SACRAMENTO** - GP Leasehold/Asset sale w/ some residual patient base 5 op office- **\$150k**

**E-406 SACRAMENTO** - Long established practice. Collections of approximately \$300K in '05. Prime mid-town location. Fully equipped 4 op office. **\$185k**

### N. CALIFORNIA CONT.

**NEW! E-495 SACRAMENTO/FOOTHILLS AREA** - Large GP, 4000 sf, 14 op office in highly visible neighborhood. **\$625k**

**E-428 SACRAMENTO** - Long established GP, located in 1045 sf 3 op office. **\$350k**

**E-394 SACRAMENTO** - Long Est. GP Coll'd \$607K in 2005. Busy area near major shopping center. **\$400k**

**E-420 SACRAMENTO** - GP, Prime W. Sac shopping center location. Mixture of private pay, indemnity and PPO Plans. 4 ops, collections of \$485K. **\$300k**

**E-447 CARMICHAEL** - GP, Long established practice, Seller retiring. 2600 sf with 8 ops. **\$650k**

**E-2966 SACRAMENTO** - GP, Long established 1650 sf w/ 5 ops. Experienced staff. 2000 active patients! Seller will assist w/transition. **\$290k**

**E-423 CARMICHAEL** - Well estab GP in 1,345 square feet and consists of 4 fully equipped ops. **\$335k**

**NEW! E-487 GREATER SACRAMENTO** - GP w/3 fully equipped ops in Medical/Dental Professional bldg. Gr. Rcpts in \$300k range. **\$195k**

**E-422 CARMICHAEL** - GP, located in a highly visible single-story Medical/Dental Professional Building 1,333 sf & 4 fully equipped **\$358k**

**E-460 ROSEVILLE** - GP, Large capitation practice w/ Gross Receipts at \$1.8 mill. **\$1.2m**

**E-483 SACRAMENTO** - Established practice w/ collections of \$644k in 2005. 4 ops, plumbed for 2 additional. Prime mid-town location. **\$475k**

**E-484 SACRAMENTO/CITRUS HEIGHTS** - GP, 1100 sf office w/ 2 fully equipped ops. Mostly HMO patients. **ONLY \$50k**

**NEW! E-503 AUBURN** - Well established, Nice 3 op GP in great Growing community! Gross in \$450-500k range per yr. Net Profit in \$170k range! Incredible Value at **\$195k**

**F-326 EUREKA AREA** - GP, Long established practice. Seller Retiring. Nicely appointed 1250sf w/3 ops. Insured/Cash Pts only. Collected \$604k in '04 w/6 wks vac. **REDUCED! \$250k**

**G-360 REDDING AREA** - GP, Seller retiring from quality FFS practice. Office is 1440 sq ft w/ 3 ops. **\$325k**

**G-395 CHICO** - Long established GP w/ collections averaging \$500K. Modern equipped 4 op office. Seller refers out most specialties. **\$300k**

**G-456 YUBA CITY** - GP with approx gross \$400k. FFS retiring, 4 ops. Seller owns building. **\$275k**

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# WESTERN PRACTICE SALES

## John M. Cahill Associates

### NORTHERN CAL CONT.

**G-443 CHICO**— GP, High end, 4 ops and 1750 sf. Practice grosses in the \$700k range. **\$475k**

**G-476 CHICO**—GP, established practice collections of \$300k in '05. Projecting \$380k in '06. Beautifully equipped 4 ops, all Adec. Desirable location. **\$250k**

**H-481 NORTHERN CALIFORNIA** - Gp, seller retiring, collections of \$549k in 2005. 2200 sf w/3 fully equipped ops, plumbed for 1 add'l. Real Estate (2 bldgs) also available for \$500k. **\$300k**

**H-224 CHESTER/LAKE ALMANOR** - Long established GP in beautiful 4 season resort area. Office is 1400 sq ft w/ 3 fully equipped ops. Bldg avail also separately. **\$150k**

**H-353 NORTH SHORE LAKE TAHOE**—GP, long established practice, w/ collections of \$571K in '05. Insured/cash patients only. Fully equipped 3 op office. **Beautiful, scenic views of Lake Tahoe. \$340k**

**REDUCED! H-386 SONORA** - GP, in beautiful 2200 sf 6 op completely computerized office w/ digital x-ray. Collections avg 1.13 million in past 4 years. Option to purchase building. **REDUCED! \$695k**

**H-2916 GOLD COUNTRY**— 42 years established, GP in modern computerized 3 op office, 1064 sf. Great Staff and Seller to assist w/transition. **\$260k**

### CENTRAL VALLEY

**I-404 TURLOCK** - GP, Modern equipped 5 op office. Collections in the \$500K range. **Real Estate Also Available! Practice: \$335k**

**I-407 MERCED**— Long established practice. Collections of \$745K in '05. Beautifully equipped 4 op office. Insured/Cash patients only. **\$425k**

**I-2959 CENTRAL VALLEY**— Long established, GP 3 ops. **\$165k**

**I-4701 STOCKTON**— GP, 2500 sf 6 + 2 ops. FFS with collections in range of \$1.5 million. **\$960k**

**REDUCED! J-371 EXETER**—GP, in heart of San Joaquin Valley Basin. Fee-For-Service practice, refers out most specialties. **ONLY \$100k**

**J-2934 SAN LUIS OBISPO AREA**—GP, Growing, desirable area, FFS 2000 sf w/ 4 ops plumbed for additional. Condo also available to purchase. **\$495k**

**J-438 FRESNO**—GP, established practice located in prime NE area of Fresno. Collections of \$441K in '05. Beautifully equipped 4 op office. **\$300k**

**J-439 LAKE ISABELLA**—GP, Long established in Kern River Valley a beautiful four season's resort area. **\$290k**

### CENTRAL VALLEY CONT.

**J-449 FRESNO/CLOVIS**—GP, mostly FFS. Collected \$637K in 2005. 2006 projected at \$600k. **\$550k**

**NEW! J-499 VISALIA AREA** - Two GP practices available to be purchased together or separately. Both practices have mix of denti-cal & insured patients. One is 1650 sf w/ 4 ops and the other approx 4000 sf w/5 ops & rm for 1 add'l op. Combined coll. Of \$1.5m. Cash flow in excess of \$750k for owner/operator. **\$900k**

### SOUTHERN CALIFORNIA

**K-319 WHITTIER** - GP in shopping center. Practice has 2 ops with plumbing for 1 more. **\$110k**

**K-347 ENCINO** - GP Located in new office on main street. All new equipment! **Only \$395k!**

**K-448 TEMECULA** - GP w/beautiful build-outs. Fast growing practice. **\$350k**

**K-466 NORTHRIDGE** - GP Long Established practice. Located in a Professional building, Thousands of active patients. Gross in the mid \$700k range. 1550 square feet, 4 ops. **\$625k**

### ARIZONA

**Az-412 PHOENIX**— Large 7 op practice, plumbed for one additional. Real Estate is also available for purchase. **\$350k**

**Az-426 SCOTTSDALE**— GP in beautiful 2500 sf 8 op office. Practice grosses in the 1.2 million range. Possibly selling interest in building. **\$950k**

**Az-430 GLENDALE**— Leasehold improvement practice. Large 6 op office. **\$180k**

**Az-433 SCOTTSDALE**— Nice new 1100 sf, 3 op FFS practice. **\$235k**

**Az-477 MOHAVE CO** - GP, in beautiful centrally located 1510 sf 4 op office. Practice grosses in the \$1.2 million range. **Call for Details!**

**NEW! Az-486 TUCSON** - GP, 1000 sf, 3 op office **\$175k**

### NEVADA

**R-434 RENO** - GP, Long established practice, Seller retiring. Collections of \$291K in '05. Insured/cash patients. Excellent merger opportunity. **\$175k**

**R-446 RENO**—Long Established, 2000+sf with 5 ops. Gross avgs 1.1 million. **\$650k**

### NEVADA CONT.

**LV-380 LAS VEGAS** - GP in west LV location. Fee For Service practice. Collections of \$425k for 2005. **\$300k**

**LV-398 LAS VEGAS** - GP, family orientated practice. Seller retiring! Practice grosses in the \$900k range. **\$450k**

**LV-472 LAS VEGAS**—GP spectacular and spacious office w/sophisticated décor 2,600 sf, 5 ops.

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**LV-465 LAS VEGAS**—Great Location near UNLV. 5 ops nicely equipped top of the line Adec. 3000 Active Patients. Approx 80 new pts/month! **\$425k**

**LV-461 LAS VEGAS**—Very desirable NW location. Newer free standing bldg, 5 ops. Avgs nearly 50 new pts/month. Gross in the 1 mill range. Predominately Prosthodontics. **\$400k**

**NEW! LV-490 LAS VEGAS** - Top of the Line GP in fast growing retail shopping area. Nearly 3000 sf with 9 ops. **\$610k**

### OREGON

**NEW! F-482 COOS BAY, OREGON**— GP, Seller Retiring. Modern equipped, 2500 sf w/3 ops & plumbed for 3 additional. **Call for Details!**

### SPECIALTY PRACTICES

**A-2980 GREATER BAY AREA**—Ortho, long established. **\$400k**

**E-387 ROSEVILLE**—Perio, located in one of the fastest growing areas of California. Practice grosses in the \$400K+ range. **\$150k**

**H-327/328 GREATER SOUTH LAKE TAHOE AREA** - Ortho practices with a combined Collection of \$620K+ in '04. Modern equipped 4 op office. **Call for Details!**

**Az-390 PINETOP AREA**—Ortho, Escape to the beauty of the cool country and tall pines! Easily accessible from Highway 260. Office is 1,500 sf with 3 fully equipped ops. **\$175k**

**Az-411 PHOENIX AREA**—Oral Surgery, Well-established, upscale practice, 1350 sf w/ 4ops. Gross receipts in the \$875k range. **\$650k**

**B-462 ANTIOCH** - Pedo, established practice. Grosses in the mid \$300k. **\$200k**

**B-4751 EAST BAY**—Perio, Call for Details!

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**From 01/04/2007 - Jennifer G.; Pembroke Pines, FL**

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**LAGUNA HILLS**-5 eq ops in a 1,700 sq ft two-story bldg, 2nd floor, modified gross lease. Only dentist in shopping center, exclusivity, digital x-rays, monitors are not networked- but could be. Income stream is approx 70% insurance, 29% cash & 1% medical. Dr currently working M-Th in the morning & F in the afternoon seeing 8-10 patients/day. Projecting \$843,773 for 2006. **BUYER'S NET OF \$245,776.**

**NEWPORT BEACH**-3 eq ops in an 851 sq ft ste in a multi-story med/dental bldg. Dr is currently working 1 day/wk with 1 assoc working 3 days/wk. Income stream is approx 100% cash. Projecting \$446,250 for 2006. **BUYER'S NET OF \$83,709.**

**SANTA ANA**-5 eq ops & 1 plumbed/not eq op in a 2,050 sq ft ste in a 2-story Med/Dental bldg. Income stream is approx 45% insurance, 45% cash, 6% Medi-Cal & 4% capitation. Dr is currently working 3 1/2 days/wk seeing approx 6-8 patients/day. Projecting \$156,067 for 2006. Leasehold improvements, equipment & all patient charts included.

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**SAN DIEGO**-3 eq. ops in a 1,841 sq ft ste in a Dental bldg. An advanced general practice for an experienced restorative doctor! Good location, good referral base & personable staff. Income stream is approx 90% cash & 10% insurance. Dr. is currently working 4 days/wk with 1 Hygienist working 4 days/wk. Intra Oral camera. Projecting \$1,060, 324 for 2006. **BUYER'S NET OF \$375,756.**

**EL CAJON**-4 eq ops/1 not eq op in a 1,650 sq ft 2-story medical building. Good location, good staff, good practice & 11 yrs goodwill. Income stream is approx 35% insurance, 10% cash & 50% medical. Dr is currently working 3 days/wk seeing approx 10-15 patients/day.

Projecting \$652,623 for 2006.  
**BUYER'S NET OF \$304,713.**



**BEVERLY HILLS**-5 eq ops in a 1,650 sq. ft 5-story medical/dental bldg. High income patients, very exciting place to work, many high profile patients. Income stream is approx 100% cash. Dr is currently working 4 days/wk seeing approx 15-16 patients/day. Projecting \$1,263,163 for 2006. **BUYER'S NET OF \$316,192.**





Alice C. King, V.P.



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### GREATER LOS ANGELES & VENTURA COUNTY

**BEVERLY HILLS**-3 eq ops in a 825 sq ft 9-story medical/dental bldg. Good location, good staff, good doctor – treat patients w/ respect. Income stream is approx 80% insurance & 20% cash. Dr is currently working 3 days/wk seeing approx 8-16 patients/day. Projecting \$475,717 for 2006. **BUYER'S NET OF \$106,052.**

**BEVERLY HILLS**-5 eq ops in a 1,650 sq ft 5-story medical/dental bldg. High income patients, very exciting place to work, many high profile patients. Income stream is approx 100% cash. Dr is currently working 4 days/wk seeing approx 15-16 patients/day. Projecting \$1,263,163 for 2006. **BUYER'S NET OF \$316,192.**

**BRENTWOOD/LOS ANGELES**-3 eq ops in a 1,080 sq ft ste in a 2 story bldg. Good location in Brentwood! Income stream is approx 75% insurance & 25% cash. Dr is currently working 4 days/wk seeing approx 5-8 patients/day. Projecting \$878,816 for the 2006 Corporate Year. **BUYER'S NET OF \$186,444.**

**HAWTHORNE**-7 eq ops & 1 not eq op in a 2,700 sq ft 5-story medical bldg. Good staff, good patients & many years good will. Income stream is approx 51% insurance, 30% cash, 2% medical & 17% capitation. Dr is currently working 2 days/wk seeing approx 12-14 patients/day. Projecting \$911,172 for 2006. **BUYER'S NET OF \$185,478.**

**LANCASTER**-4 eq ops in a 1,700 sq ft free-standing bldg. 1/2 is seller & 1/2 is chiropractor. Good patients, high IQ on dental treatment, acceptance is high on their dental needs, mira Oral camera. Income stream is approx 70% insurance & 30% cash. Dr is currently working 4 days/wk seeing approx 8 patients/day. Projecting \$792,000 for 2006. **BUYER'S NET OF \$314,928.**

**LONG BEACH**-2 eq ops & 1 plumbed/not eq op in a 900 sq ft ste in a single story tri-plex. Leasehold improvements, equipment & most patient charts. Turn Key Location!!!

**LOS ANGELES**-4 eq ops in a 1,500 sq ft ste in a 6 story medical/dental bldg near Miracle Mile area in Beverly Hills. Income stream is approx 50% insurance, 40% cash & 10% Medi-Cal. Dr is currently working 4 1/2 days/wk seeing approx 9-10 patients/day. Projecting \$905,038 for 2006. **BUYER'S NET OF \$237,536.**

**LOS ANGELES**-3 eq ops & 1 not eq op in a 1,500 sq ft single story bldg. Practice is in "Enterprise" zone (buyer will be reimbursed 50% of employee's salary). 1 Intra Oral camera. Income stream is approx 70% insurance, 20% cash, & 10% medical. Dr is currently working 1 day/wk seeing 6-7 patients/day. Projecting \$93,777 for 2006.

**LOS ANGELES**-3 eq ops in a 1,050 multi story building. Leasehold improvements & equipment only.

**LOS ANGELES**-3 eq ops & 2 not eq op in a 1,700 sq ft 2-story shopping center w/ underground parking. Good location, good staff, buyer could expand to 5 days. Income stream is approx 45% insurance, 45% cash, & 10% medical. Dr is currently working 3 days/wk seeing approx 4-10 patients/day. Projecting \$283,195 for 2006. **BUYER'S NET OF \$79,496.**

**REDONDO BEACH**-3 eq ops in an 806 sq ft ste in a busy shopping center. Income stream is approx 50% Insurance & 50% Cash. Low overhead. Center will be remodeled in late 06/07. Dr is management only with Assoc working 2 days/wk. Associate refers out all Endo, O.S., Pedo & Perio. Leasehold improvements, equipment & all charts included.

**REMINDER: Net Income is Buyer's Net Income after Debt Service. BACK UP OFFERS ARE ALWAYS ENCOURAGED!!!**

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## and Appraising of Dental Practices



Maria Silva, V.P.

**SIMI VALLEY**-4 eq ops in a 1,902 sq ft ste in a professional 3 story Med/Dental bldg. (One Endo & all others are MDs in the bldg) Income stream is approx 60% insurance & 40% cash. Dr is currently working 4 days/wk with one Hygienist working 4 days/wk. Projecting \$857,546 for 2006. **BUYER'S NET OF \$202,256.**

**VALLEY VILLAGE**-5 eq ops in a 1,500 sq ft 2-story med/dental bldg. Good signage, good location on busy Blvd., free parking = Ortho next door, X-ray lab in bldg. Leasehold improvements & Equipment only.

**WEST HILLS**-5 eq ops in a 3-story med/dental bldg. Good location, good staffing, bldg has large free parking structure, and 2 Intra Oral cameras. Income source is approx 62% insurance, 30% cash, & 8% capitation. Dr is currently working 1 day/wk seeing 7-8 patients/day. Projecting \$736,521 for 2006. **BUYER'S NET OF \$179,484.**

**WESTCHESTER**-3 eq ops in a 700 sq ft single story med/dental bldg. 54 yrs goodwill, caring dentist & good staff. Income stream is approx 70% insurance & 30% cash. Dr is currently working 3 days/wk seeing approx 8-12 patients/day. Projecting \$566,934 for 2006. **BUYER'S NET OF \$179,484.**

### ORANGE COUNTY

**GARDEN GROVE**-4 eq ops & 2 denture room/eq ops in a 2,560 sq ft ste in a single story shopping center. Good location & good signage. Income stream is approx 40% insurance, 20% cash & 40% Medi-Cal. Dr is currently working 3 ½ days/wk projecting \$287,290 for 2006. **BUYER'S NET OF \$55,608.**

**IRVINE**- 4 eq ops & 1 not eq op in a 1,200 sq ft store front shopping center next to CVS pharmacy with Irvine Co. landlord. Good location, internal marketing, walking distance to established & new homes. Income stream is approx 70% insurance, 25% cash & 5% capitation. Dr is currently working 3 days/wk seeing approx 4-10 patients/day. Projecting \$360,000 for 2006.

**LAGUNA BEACH**-3 eq ops in a 1,400 sq ft single story A frame free standing bldg. Good location, 56 years Goodwill & Intra Oral camera. Income stream is approx 65% insurance, 30% cash & 5% capitation. Dr is currently working two days/wk with 1 Assoc. working 2 days/wk. Projecting \$354,206 for 2006. **BUYER'S NET OF \$132,116.**

**LAGUNA HILLS**-5 eq ops in a 1,700 sq ft two-story bldg, 2nd floor, modified gross lease. Only dentist in shopping center, exclusivity, digital x-rays, monitors are not networked- but could be. Income stream is approx 70% insurance, 29% cash & 1% medical. Dr currently working M-Th in the morning & F in the afternoon seeing 8-10 patients/day. Projecting \$843,773 for 2006. **BUYER'S NET OF \$245,776.**

**LAGUNA NIGUEL**-2 eq ops and 2 plumbed/not eq ops in a 1,700 sq ft ste in a professional bldg. Good location, upscale professional area & well designed open office space. Leasehold improvements & equipment only.

**NEWPORT BEACH**-3 eq ops in an 851 sq ft ste in a multi-story med/dental bldg. Dr is currently working 1 day/wk with 1 assoc working 3 days/wk. Income stream is approx 100% cash. Projecting \$446,250 for 2006. **BUYER'S NET OF \$83,709.**

**NEWPORT BEACH**-3 eq ops in an 1,237 sq ft multi-story med/dental bldg across from Hoag Hospital. Good area, mercury free office, state of the art equipment. Income stream is approx 30% insurance & 70% cash. Dr is currently working 3 days/wk seeing approx 8-10 patients/day. Projecting \$811,000 for 2006. **BUYER'S NET OF \$213,036.**

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Tina Ochoa, V.P.



# CALIFORNIA

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**SAN LUIS OBISPO**-4eq ops in a 1,300 sq ft 2-story med bldg. Good area, 19 years Goodwill, great staff. Intra-Oral camera. Income stream is approx. 70% insurance & 30% cash. Dr is currently working 4 days/wk seeing 10-12 patients/day. Projecting \$370,960 for 2006. **BUYER'S NET OF \$82,855.**

**SANTA ANA**-5 eq ops & 1 plumbed/not eq op in a 2,050 sq ft ste in a 2-story Med/Dental bldg. Income stream is approx 45% insurance, 45% cash, 6% Medi-Cal & 4% capitation. Dr is currently working 3½ days/wk seeing approx 6-8 patients/day. Projecting \$156,067 for 2006. Leasehold improvements, equipment & all patient charts included.

**TUSTIN**-4 eq ops in a 1,500 sq ft 1-story free standing bldg. Good location, good staff, & good patients. Treat patients like family & every room plumbed for N2O2. Income stream is approx 70% insurance & 30% cash. Dr is currently working 3 days/wk seeing 8-10 patients/day. Projecting \$223,157 for 2006. **BUYER'S NET OF \$48,387.**

**WESTMINSTER**-Turn Key Office-2 eq ops in a 1,500 sq ft ste in a single story strip shopping center. Leasehold improvements, equipment & some patient charts included.

### RIVERSIDE & SAN BERNARDINO COUNTIES

**CHINO**-4 eq ops in a 1,600 sq ft one-story free standing dental bldg. Good location, good staffing & good patients. Income stream is approx 70% insurance & 30% cash. Dr is currently working 4 days/wk seeing 8-12 patients/day. Projecting \$601,288 for 2006. **BUYER'S NET OF \$186,598.**

**CORONA**-8 eq ops in a 6,540 sq ft shopping center. Indemnity practice, high to middle income clients, good staff, & good location w/ signage. Income stream is approx 60% insurance & 40% cash. Dr is currently working 3 ½ days/wk seeing 30 patients/day. Projecting \$1,604,810 for 2006. **BUYER'S NET OF \$312,672.**

**HEMET**-7 eq ops in a 1,070 sq ft 2-story professional bldg. Good location, main part of town, est. 25 yrs & good potential for absentee owner. 2 Intra-Oral cameras. Income stream is approx 55% insurance, 20% cash, & 25% welfare. Dr is currently working 3 days/wk seeing 20 patients/day. Projecting \$1,240,179 for 2006. **BUYER'S NET OF \$370,792.**

**MENIFEE**-3 eq ops in a 1,000 sq ft single story in a strip shopping center. Good location, all digital x-rays & Intra Oral camera. Dr is currently working 4½ days/wk w/ 1 Hygienist working 3-4 days/wk. Income stream is approx 70% insurance & 30% cash. Projecting \$467,630 for 2006. **BUYER'S NET OF \$98,588.**

**MURRIETA**-5 eq ops in a 1,578 sq ft 2-story bldg. Intra Oral camera. Leasehold improvements & equipment only. **TURN KEY LOCATION!**

**PALM DESERT**-4 eq ops in a 1,990 sq ft ste in a 2-story bldg. Good location & 2 Intra Oral cameras! Income stream is approx 50% insurance & 50% cash. Dr is currently working 1 day/wk with 1 Assoc working 1 day/wk. Projecting \$367,968 for 2006. **BUYER'S NET OF \$158,654.**

**RIVERSIDE**-7 eq ops/1 not eq op in a 2,518 sq ft one-story free standing building. Good location. Income stream is approx 65% cash/capitation & 35% PPO/Indem. One Dr working one day/wk and another working 5 days/wk seeing approx 14 patients/day, 50-57 new patients/mo. Projecting \$956,912 for 2006. **BUYER'S NET OF \$217,235.**

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## and Appraising of Dental Practices



Greg Beamer, V.P.

### SAN DIEGO COUNTY

**EL CAJON**-4 eq ops/1 not eq op in a 1,650 sq ft 2-story medical building. Good location, good staff, good practice & 11 yrs goodwill. Income stream is approx 35% insurance, 10% cash & 50% medical. Dr is currently working 3 days/wk seeing approx 10-15 patients/day. Projecting \$652,623 for 2006. **BUYER'S NET OF \$304,713.**

**ESCONDIDO**-3 eq ops in a 2,200 sq ft 1-story bldg in a shopping center. Good location, all digital office, & surveillance cameras. Intra-Oral camera. Income stream is approx 75% insurance, 15% cash & 10% medical. Dr is currently working 1-2½ days seeing 8 patients/day. Projecting \$231,428 for 2006. **BUYER'S NET OF \$85,804.**

**SAN DIEGO**-3 eq ops in a 1,841 sq ft ste in a Dental bldg. An advanced general practice for an experienced restorative doctor! Good location, good referral base & personable staff. Income stream is approx 90% cash & 10% insurance. Dr is currently working 4 days/wk with 1 Hygienist working 4 days/wk. Intra Oral camera. Projecting \$1,060,324 for 2006. **BUYER'S NET OF \$375,756.**

**WEB SITE: WWW.CALPRACTICESALES.COM**

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

Alice King- aking@calpracticesales.com

Greg Beamer- gbeamer@calpracticesales.com

Tina Ochoa- tochoa@calpracticesales.com

Maria Silva- msilva@calpracticesales.com

John W. Knipf (Neff), President

Also serving you: Alice C. King, V.P., Tina Ochoa, V.P., Greg Beamer, V.P. & Maria Silva, 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.**

*All the above information is from sources deemed reliable but not guaranteed by agents. Information is subject to price changes, corrections, error, omission, prior sale and withdrawal.*

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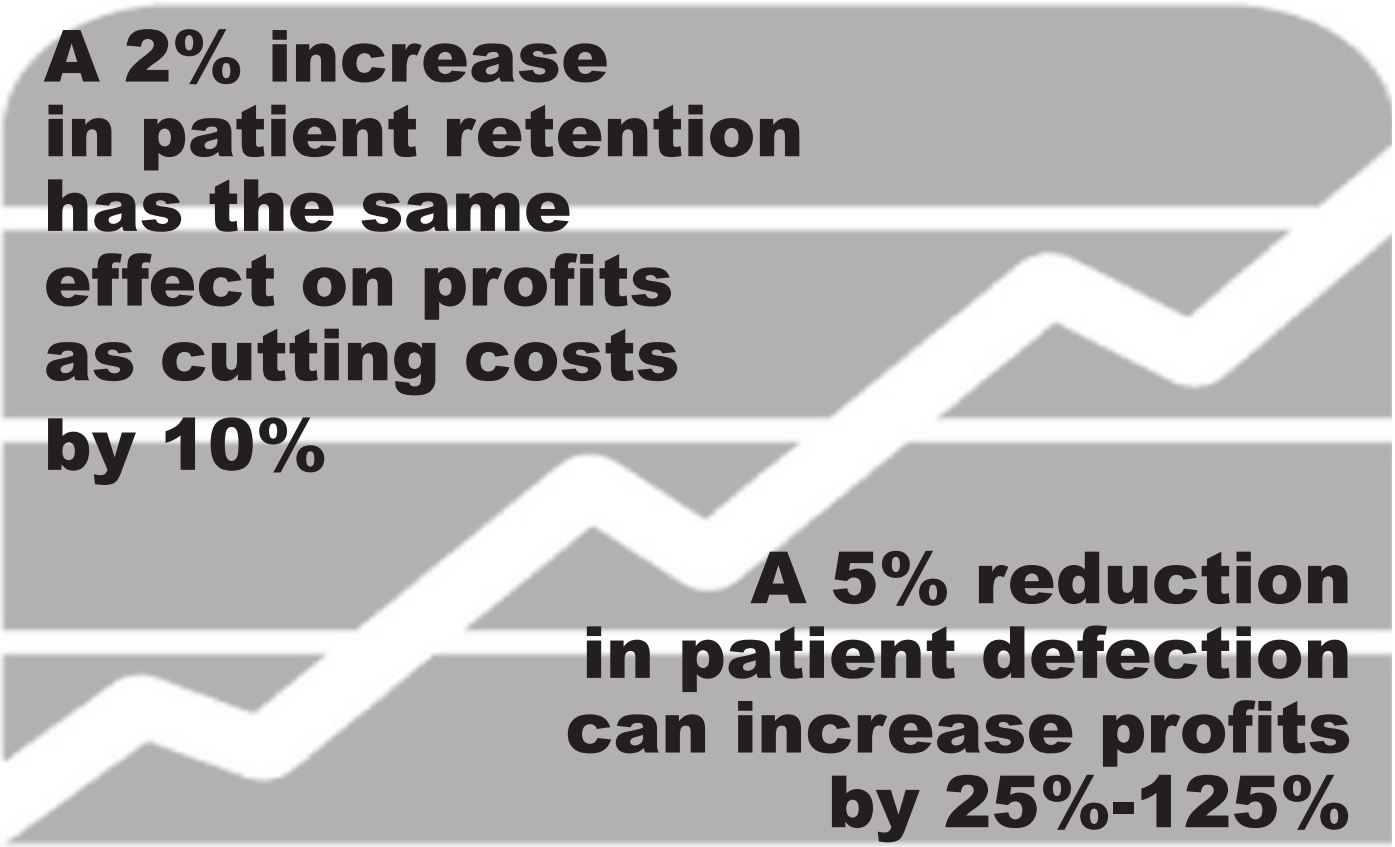
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**FRESNO:** For Sale -General Dentistry Practice. Well-established practice has been in its present location for the past 24 years. There are 4 equipped operatories in a nicely decorated 1495 sq. ft. office. Specialized Equipment includes, Laser, Intraoral Camera, Panoramic X-ray and Digital X-rays. the software is Softdent purchased in 2005. Four days of hygiene with 9 pts/day seen per hygienist. Gross receipts in 2004 were 548K with an adjusted net income of 203K. Doctor retiring after 35 years.

**YREKA:** For Sale - General Dentistry Practice and building: This is a great opportunity to own the real estate and dental practice at the same time. The building is located on a large lot allowing you to expand the size of the building when you are ready. 100% financing is available with for both the practice and building. 2006 receipts were approximately \$400K. There are presently 3 operatories. Owner works a 4 day week working only 5 1/2 hrs per day. There are four days of hygiene. Lots of potential with this practice.

**MODESTO:** For Sale - General Dentistry Practice. Located in close proximity to one of Modesto's premier shopping plazas. Gross receipts were \$873K in 2005. This highly desirable office has 11 days of hygiene is open 4 days a week within a 1500 sq. ft. office with 5 equipped operatories. Building is also for sale. 100% financing may be available for both practice and building.

**SAN JOSE:** For Sale- General Dentistry Practice. Priced for immediate sale- Owner has disability and will not be able to return. The practice has 3 Tx rooms in 1,510 sq. ft. Ortho, Endo and Perio routinely referred out. A great opportunity for ownership. Gross Receipts for 2005 \$567K with an adjusted net income of 140K.

**REDDING:** For Sale: General Dentistry Practice: Owner is retiring practicing 27 years in same location. 2004 gross receipts were 413K with a 143K adjusted net income. There are 3 treatment rooms in 1,475 sq ft. The building is being appraised and will also be for sale. Owner works 4 days a week.

**REDDING:** For Sale: General Dentistry Practice. This excellent dental practice had gross receipts of \$922K in 2004 with \$395K adjusted net income. The practice has increased its gross receipts yearly for the last 5 years we reviewed. There are 5 equipped treatment rooms in this beautiful 2,550 sq. ft. dental office. Specialized equipment includes Laser Intra-oral Camera and Digital X-Rays. The view from each operatory is incredible.

**VENTURA:** For Sale - General Dentistry Practice. This office is 1,700 sq ft. with 6 available treatment rooms. Gross receipts for 2005 was \$404K with a \$112K adjustable income. New equipment was purchased in 2004 and includes an intra oral camera system. Software is Practice Works. This area is very desirable and growing.

**TWAIN HARTE:** For Sale - General dentistry practice. Patient receipts were \$501K in 2005. The owner occupied bldg sits the corner of the major thoroughfare with high visibility. Practice was started in 1974. Four days of hygiene. Located just above Sonora. This mountain community offers fishing, hiking, and other recreational outdoor activities. Only 20 minutes from snow skiing resort. Owner willing to work back one or two days a week. Owner would consider selling bldg..

**LOS ANGELES:** For Sale - General Dentistry Practice. The office has been in its present location for 10 yrs. It is located in an 1100 sq. ft. 4 operatory equipped leased suite. 2005 gross receipts were 507K. Practice doing 4.5 days of hygiene. Dr. retiring.

**SANTA BARBARA:** For Sale - Pediatric Practice. Two treatment rooms, plumbed for a 3<sup>rd</sup> in approx. 900 sq. ft. Equipment and Leaseholds only 3 years old. Practice located in professional building near hospital. 2005 gross receipts were \$209K on a 2 day/wk. Owner relocating.

**DEL MAR BEACH:** For Sale - General Practice. Three treatment rooms in 950 sq. ft. Office is approximately three blocks from the beach with ocean view. Equipment in excellent condition. 2005 gross receipts \$465K on a 3 days per week. Doctor retiring.

**EL CENTRO:** For Sale - General Practice. Three treatment rooms, plumbed for a fourth. Separate room for Pano and X-rays. Practice located in free standing 1,900 sq. ft. one story building on a corner near downtown. Building is also for sale with adjacent three unit residential buildings. 2005 gross receipts were 225K on 3 days per week.



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**GLENDORA:** For Sale - General Dentistry Practice. This practice has been in its present location since 1966. It consist of 1000 sq. ft. office with 3-fiber optic equipped operatories and dental Sof software. Gross receipts for 2005 were \$266K, with an adjusted net income of \$107,903.00. Doctor is retiring. **SOLD**

**SANTA CRUZ:** For Sale - General dentistry practice. There are five equipped treatment rooms and two additional rooms that are plumbed for expansion in this 2,347 sq. ft. office. The 2005 Gross receipts were \$885K with a low 62% overhead. Dr. is reporting 2,340 active patients. There are 7.5 days of hygiene per week. The practice has operated in the same location since 1977. Doctor is retiring.

**SAN FRANCISCO (Chinatown):** For Sale - General dentistry practice. Gross receipts were \$360K in 2005 on 3 days a week. Established practice with room to grow. Accepts no Medical, HMO, or PPO plans except for straight Delta Dental Plan. Most Endo, Perio, and Oral surgery referred out. Centrally located with good new patient walk-in and referral patient base. Panoramic and intra-oral camera. Priced for immediate sale.

**EL DORADO HILLS:** For Sale - General Dentistry Facility. This facility completed only a year ago. All new state of the art equipment and office design. Grossing over \$50,000.00 per month. If you are interested in the El Dorado Hills area don't pass up inquiring about the details of this sale.

**OROVILLE:** For Sale - General Dentistry Practice. 2005 Gross Receipts were \$338K on only 3 days a week Production. 3 days of hygiene. Doctor retiring after 30 years in Oroville and 20 years in same location. 3 ops. All Endo and most Perio and Surgery referred out. Intra-oral camera, Panoramic X-ray, and Air Abrasion.

**NOVATO:** For Sale - General Dentistry Practice. Owner retiring after 38 years in the same location. 2005 gross receipts were \$515K with a \$180K adjusted net income. Three days of hygiene, 35 hr week schedule. 3 ops with room for expansion. A beautiful place to live and work. **SOLD**

**SANGER:** For Sale - General Dentistry Practice. If you are a new graduate or your are looking and you are looking for a great practice to purchase you should look at this. Very tastefully decorated, this 3-op office collected 345K in 2005 with less than a 50% overhead. This would also be a great satellite practice. The office is a condominium space that is also for sale and can be purchased at no money down. Owner is retiring.

**STOCKTON:** For Sale - General Dentistry Practice in north Stockton area. This practice has been in its present location for 10 years and was purchased in 2003 from the previous owner. The practice grew rapidly to gross receipts of \$527K in 2005 returning a \$237K adj. net income. Will consider all offers.

**RIDGECREST:** For Sale - General Dentistry Practice. This office is collecting \$795K per year. Owner's adjusted net income was \$416K in 2005 on 3 1/2 days of hygiene per week schedule. There are 6 ops in this 4000 sq. ft. building that is also for sale. There are 5 days of hygiene. Owner is retiring. **SALE PENDING**

**REDDING:** For Sale - General Dentistry Practice. This exceptional office is located in a beautiful free standing office building of 3,300 sq ft. with 6 ops and six days of hygiene at 12 patients per day. The practice collected \$933K in 2005 with approx. \$300K adj. net income to the owner. The practice was started in 1985 and was moved to its new location recently. The owner will consider selling the building also. If you are looking for a family oriented life style in a wonderful community you should consider this practice. **SOLD**

**ENCINITAS:** For Sale - General Practice. This office is located in an affluent community across the street from a school. The office has 3 TX rooms in a 1000 sq. ft. This office has intra-oral cameras, digital panoramic x-rays, and softdent software only 1 year old. Last years gross Receipts were 567K and does 4 days of hygiene. Net pre-tax income \$203K.

**MINDEN, NEVADA:** For Sale - DENTAL BUILDING ONLY. Building occupied with a 5 year lease in place with one 5 year option. 1800 sq. ft. with high visability. Building located on the corner of main throughfare. If you are looking for a commercial real estate investment call for details and pictures. **SALE PENDING**

**COTTONWOOD:** For Sale - General Practice. 3 treatment rooms with room for expansion in this 1,200 sq. ft. office. Projected gross Receipts for 2006 are \$700K. Practice has shown an increase in production every year for the last 5 years. Del Webb recently purchased 4,500 acres for retirement community in Cottonwood. Only 2 dentist presently in town.

**MINDEN, NV:** For Sale- Orthodontic Practice. This beautiful & well-designed Orthodontic office come equipped with 7 operatories and Kodak Classic software. 2005 Gross Receipts were \$1,475,325.00, with an adjusted net income of \$493K. Practice philosophy leans towards Straight Wire. Owner is retiring due to disability.

**LAGUNA HILLS:** For Sale - General Dentistry Practice. This 3 operatory office was started by owner in 1969 and has 5 days of hygiene. It has been in its present location for 12 years. 2005 GR. were 600K. The practice is located in a highly desirable affluent area. Software is Easy dental and Trojan. Owner is retiring.

**SACRAMENTO:** For Sale - General Dentistry Practice. Four operatories in 1,350 sq ft. There are six and a half days of hygiene available per week. Gross receipts in 2005 were \$240K with an adjusted net income of \$240K. Practice was started in 1975 and has operated in its present location for 18 years. - BUILDING ALSO FOR SALE. **SOLD**

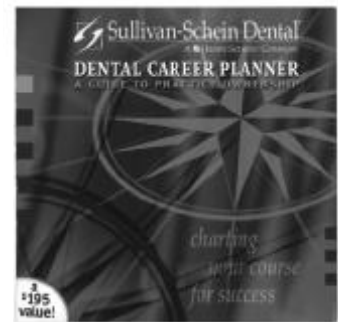
**MILPITAS:** For Sale - General Dentistry Practice. This four operatory office is located in an area of high visibility. 2005 gross receipts were \$786K with a \$310K adjusted net income. There are 5 days of hygiene and approximately 1,500 active patients. Dentrax software, intraoral camera and Panoramic X-ray. Owner is relocating. **SOLD**

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**PART-TIME ORTHO** RDA/DA NEEDED in STANTON & SANTA ANA. Please email resumé to drhungvu@yahoo.com AND call 714-209-7702.

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**PRACTICE FOR SALE** #3005 – Temecula/Murrieta Hot Springs – HMO – Grossing \$1,500,000.00 with \$13,500 + per month HMO checks – Absentee owner. Owner/Operator should gross \$2,000,000 first year with positive marketing. Call Tom Fitterer, P.P.S. (714) 832-0230.

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**SAN GABRIEL VALLEY AREA, CALIFORNIA *\*\*New Listing\*\****  
Located in a busy area, this 4 op GP produces \$325,000+ on 3 doctor days/week.

**HIGH DESERT AREA, CALIFORNIA *\*\*New Listing\*\****  
Well established and profitable 6 op GP. Collections over \$1,400,000.

**RIVERSIDE COUNTY, CALIFORNIA *\*\*New Listing\*\****  
7 op GP with strong patient flow in fast growing area. Collections over \$1,000,000.

**SOUTHERN SAN DIEGO AREA, CALIFORNIA *\*\*New Listing\*\****  
3 op general practice. Collections \$240,000 on 2 to 2 1/2 doctor days/week.

**BEVERLY HILLS, CALIFORNIA *SOLD***  
Exceptional, 5 op GP in prime location. Collections exceeded \$1 million.

**NORTH ORANGE COUNTY, CALIFORNIA**  
5 op general practice with 20 years goodwill. Collections exceeded \$680,000.

**CALIFORNIA CENTRAL VALLEY *SALE PENDING***  
Beautiful, spacious GP with 20 years goodwill. Gross collections over \$935,000.

**VENTURA COUNTY, CALIFORNIA *\*\*Price Reduction\*\****  
Highly profitable, 3 op GP in growing community. Collections exceeded \$800,000.

**SAN JOSE, CALIFORNIA *SALE PENDING***  
5 op (2 equipped) GP located in busy strip mall. Collections over \$229,000.

**VISALIA, CALIFORNIA *SOLD***  
General dental practice, quick sale. Gross collections over \$419,000.

**LAS VEGAS, NEVADA**  
6 op general practice, 37 years of goodwill. Collections over \$1,350,000.

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2.7

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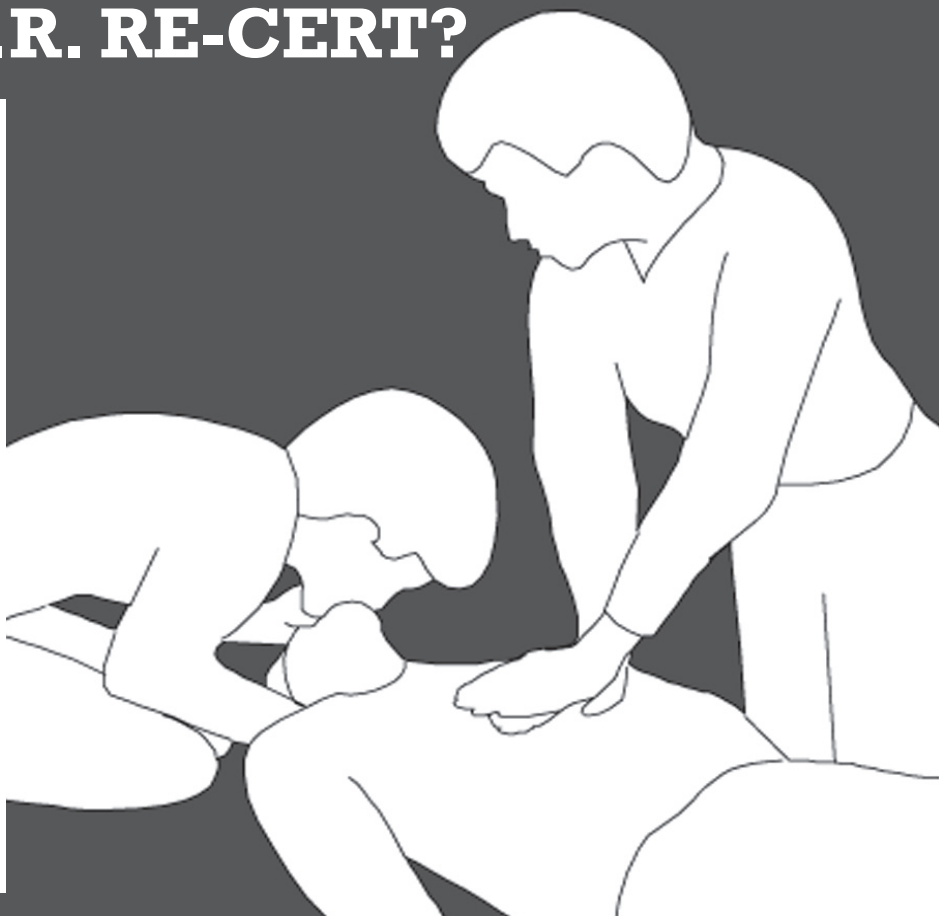
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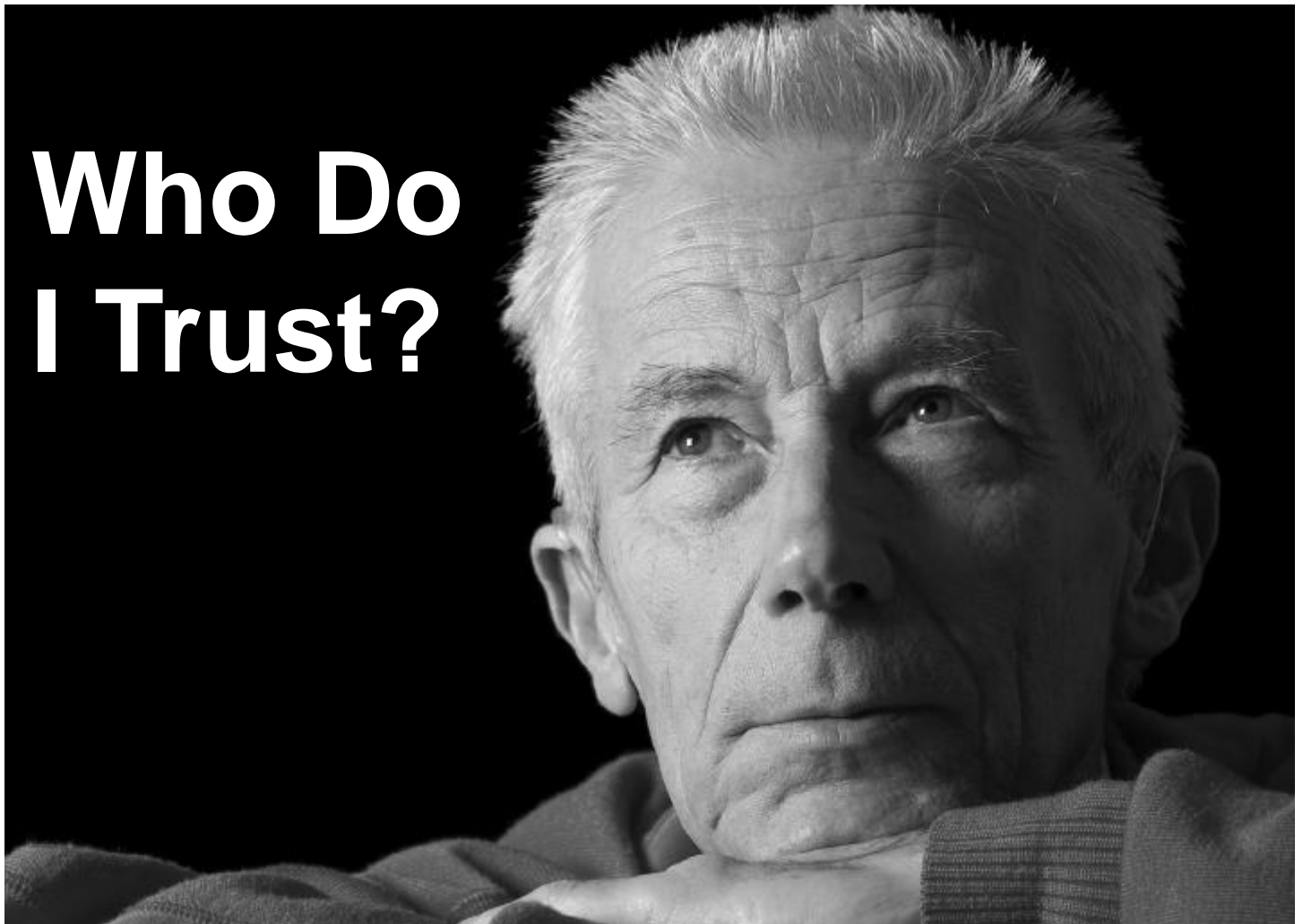


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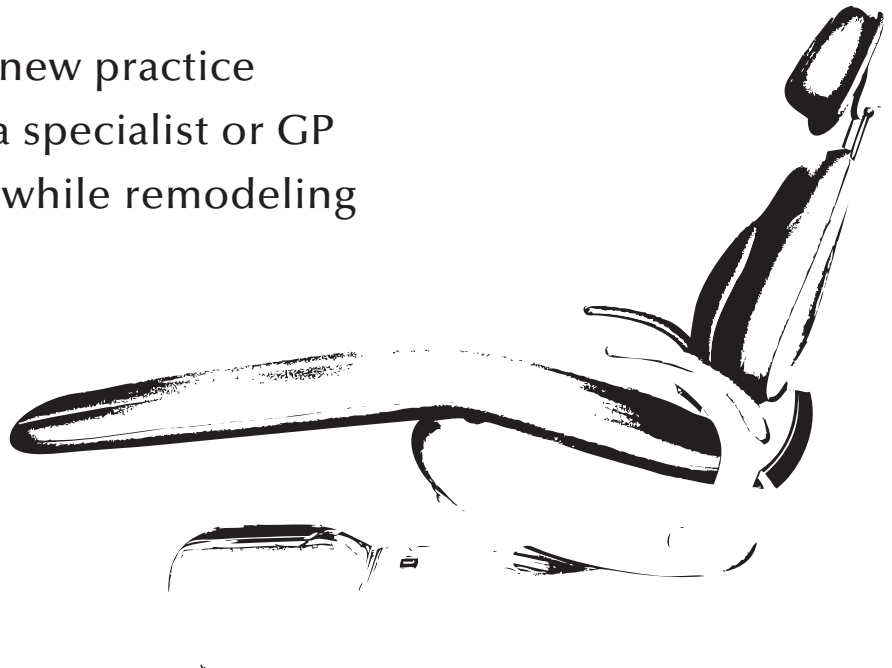
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