

THE Dental

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So. California Edition

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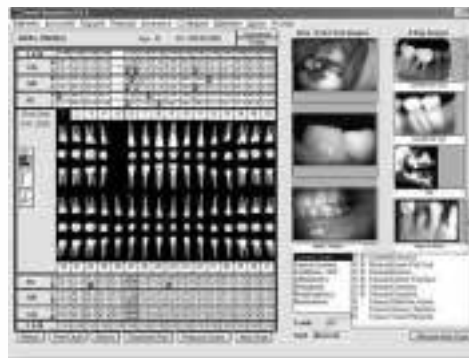
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Patrick J. Wood, Attorney at Law



Jason P. Wood, Attorney at Law

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Pat Wood is knowledgeable, fair and a nice guy!"

**Ari Rosenblatt, DDS, DMD,
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"I highly recommend that you use his legal services!"

Bette Robin, DDS, JD Select Practice Sales & Atty

"Pat Wood is honest, accurate, efficient and confident."

**Philip B. Potter, D.D.S.,
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"Patrick Wood is not your typical dental attorney. I have seen Mr. Wood interact with other attorneys and I can say with a great deal of confidence, Mr. Wood is an attorney you want on your side."

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"California Practice Sales has referred clients to Pat Wood for 20 years. Pat has been timely in contacting the clients, is very up-front in describing and delivering his services and is very skilled in completing negotiations for his clients. I highly recommend him!"

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"Wood and Delgado have been representing me for many years. I would highly recommend their firm to my friends and colleagues."

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"Wood and Delgado have taken care of all of my legal needs for a number of years now and I constantly recommend them to other dentists."

**Moni Mosharaf,
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"I am impressed with all the knowledge Mr. Wood has in the dental field. Very knowledgeable and experienced, nice to work with."

Will Wong, DDS, Irvine

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

George Koerber, DDS, Concord, California

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

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

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Charles X. Delgado, Attorney at Law
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SAN CLEMENTE: Dental practice for sale. \$95,000. annual gross on one per week. 21 year old practice, 3 ops, newer equipment, 1200 sq.ft. free standing building. 5 year lease @ \$2,500./mo. triple net. Sale price \$95,000. Inquire: scdentaloffice@yahoo.com.

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"HAPPY NEW YEAR FROM ALL OF US AT D&M PRACTICE SALES"

FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. located in smaller town. Only private dentist in town. 2004 gross collections \$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 equipt. Mixed patient base. Gross \$500K+/yr. Seller retiring.

KERN COUNTY

BAKERSFIELD #15 - (6) op G.P. located in a strip center with exposure, visibility and signage. (4) ops equipped, (1) eq't'd with chair and x-ray (1) plumbed not eq't'd. Cash/Denti-Cal/Cap patients. Walk-Ins. 2004 Gross Collections \$204K. **SOLD**

BAKERSFIELD SUBURB - (2) op computerized G.P. & Duplex Bldg. for sale. Annual Gross Collections \$160K+ on 3 days/wk. Cash/Ins/PPO Patients. **NEW**

LOS ANGELES COUNTY

ENCINO - (4) op computerized G.P. located in a professional bldg. Annual Gross Collections \$400K+ on (4) day week. Cash/Ins/PPO/Capitation and very small amount of Denti-Cal. Monthly Cap Check approx. \$2,000/mos. **PENDING**

GARDENA - (3) op computerized G.P. located in a shop ctr. with excellent exposure/visibility/signage. Cash/Ins/PPO. Panorex equipped. 2004 gross collect \$522K+ on (3) day wk. Fluency in Korean helpful. Seller moving. **NEW**

GLENDALE #5 - (3) op G.P. for sale. Nicely appointed. Gross \$20K/mos on (3) days/wk. Cash/Ins. Seller returning to school. **PENDING**

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. 2004 Gross Collect. \$311K+. \$5K+/mos CAP cks. **NEW**

LAWNDALE - (3) op computerized G.P. Strip Ctr. location. Cash/Ins/PPO/Denti-Cal. Projected 2005 Gross Collect \$321K. **NEW**

LOS ANGELES #3 - (2) op computerized G.P. and Condo for sale. Cash/Ins/PPO & small amount of Denti-Cal. 2004 Gross Collect. approx. \$180K on two days/wk. 2005 Projection is \$190K-\$200K on two associate run days per week. Can easily increase production/collections if owner operated and more days. **NEW**

LOS ANGELES #4 - (7) op computerized G.P. Like new equipt. Cash/Ins/PPO. 2004 gross collect \$590K+ on (3) day wk. Fluency in Korean helpful. Seller moving. **NEW**

LA VERNE - (3) op computerized G.P. located in a shop ctr. with exposure/visibility/signage. Cash/Ins/PPO. Panorex and Intra-oral Camera system with docking stations. 2004 gross collect \$578K+ on (4) day wk. Seller retiring. **NEW**

MISSION HILLS - (5) op computerized G.P. Located in a prof. bldg. Cash/Ins/PPO only. (4) year wt'd average Gross Collect \$1.065M/year. Seller retiring. **NEW**

MOUNTAIN RESORT AREA - (2) op computerized G.P. less than (2) hrs from L.A. 2005 Gross Collect, projected at \$225K+ on (2) days/week. Start up/Expand/Semi Retire? **NEW**

SAN GABRIEL VALLEY - (5) op computerized G.P. Gross Collect \$500K+/year. Cash/Ins/PPO only. Digital x-rays. Recently remodeled. Beautiful! **NEW**

ORANGE COUNTY

SOLD OUT - Room for the next Orange County seller available.

RIVERSIDE COUNTY

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

SANTA BARBARA COUNTY

SANTA BARBARA - beautiful (2) op turnkey office. Everything you need to see patients. Priced less than build out costs. **NEW**

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

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

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

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

NORTH SAN DIEGO CTY - Hi-Tech, state of the art. Fee for Service G.P. office. (4) ops/2 Eq. 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**

SAN LUIS OBISPO - Great place to work and play. (4) op computerized G.P. (3) ops eq't'd. 2004 Gross Collections \$409K on (3) day week. Cash/Ins/PPO. (35-40) new patients per month. Located on main street in freestanding bldg. with excellent exposure/visibility. **SOLD**

TULARE COUNTY

SOLD OUT - Room for the next Tulare County seller available.

VENTURA COUNTY

OXNARD - EMERGENCY SALE! DDS passed away. (4) op G.P. and free standing bldg. located on a main street with pole signage. 2004 Gross Collect. approx. \$300K. Cash/Ins/PPO/Denti-Cal. **SOLD**

WESTLAKE VILLAGE - (4) op computerized G.P. located on the first floor of a professional bldg. with visibility. (3) ops eq't'd (1) op plumbed not eq't's. Cash/Ins/PPO patients. Annual Gross Collections \$450K+. Like new equipment with digital x-rays. **NEW**

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SAN LEANDRO Established General Practice for sale. \$100K. 2 ops + 1 more plumbed. \$245k/\$120K. Seller motivated. 510-351-3621.

HAS YOUR CPA reviewed the proposed tax allocations for the sale? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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STEVE MCNAMARA was prompt, honest, accurate and above all, hard-working. I highly recommend his services if you have a business dispute. R. Iannini (Costa Mesa) See ad, Pg 14.

PRACTICE FOR SALE San Diego (La Mesa)-Capitation GP estab 1996. 4 Ops, 1530 sq.ft., Prof. Bldg., just off freeway. SDPS 760-599-7828.

DENTAL OFFICE SUBLEASE City: Santa Clarita. Location: Commercial Plaza. Ready to move in; 6 Chairs; Turn Key Operation. Contact: bzinshteyn@yahoo.com.

PRIVATE OFFICE in Temple City looking for dentist, must speak Chinese. P/T flexible hours. Please call 626-286-3033.

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

Larry Cao, DDS, Orangevale, CA

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

Warren Gerosa, DDS, Los Angeles, CA

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

Ruth Shifman, DDS, Thousand Oaks, CA

FRESNO: For Sale- General Dentistry Practice. 2004 Gross Receipts were 545K with an adjusted net income of 178K. This 1,100 sq ft office has 3 treatment rooms, with 4 days of hygiene. It has been at its present location for 19 years. Dentrux software. Dentist is retiring. Henry Schein Professional Practice Transitions Inc. 800-519-3458.

PANOREX MACHINE Siemens OP10 and Gendex Developer in excellent condition for sale. \$6000 for both. Please Call 310-246-4646.

HAS YOUR CPA reviewed the proposed tax allocations for the sale? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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PRACTICES FOR SALE — January, 2006

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HAPPY NEW YEAR!!

SAN DIEGO-ESCONDIDO – JUST LISTED!! Long-established **GENERAL** Practice situated in single story Professional Bldg. in "Medical-Dental" area close to Hospital. Owner relocating to another state. 3 fully-equipped Ops in approx. 1000 sq.ft.. Digital X-Rays, Intra-oral Cams, ZOOM, and more! Collections of approx 250K on 3-day week. Offered for only 195K for quick sale!

SAN DIEGO-HILLCREST — Seller relocating to another state. Highly profitable **PROSTHODONTIC** Practice. Situated in well-known Medical-Dental Bldg. in "Pill Hill" area of Hillcrest. Excellent **LOCATION** with off-street parking. Established 22 years. 3 fully-equipped Ops in approx 1700 sq.ft. (room to add Operatories!)

SAN DIEGO-RANCHO SANTA FE – NEW LISTING!! VERY Unique Opportunity for a special practitioner to acquire a very high end, adult restorative/reconstructive practice in one of the most affluent communities in the country! Established 15 years, this cash/fee-for-service is situated in the heart of the historic Village. 3 Ops. in approx 650 sq.ft. Collections 550-600+K on only 2 days per week. Offered for 600.

SAN DIEGO-BAY PARK – Owner Retiring from **GENERAL** Practice with 32 years of **GOODWILL!!** All Fee-for-Service!! Located in single story Prof. Bldg., excellent visibility. 5 Ops in 2600 sq.ft. includes large Laboratory. Offered for 575K. **ACCEPTED OFFER!**

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. 2004 collections of 1.2 mil. Seller desires to become part-time associate.

SAN DIEGO-LA MESA – Situated in a Professional Bldg. immediately adjacent to I-8 Freeway. **GENERAL** Practice established 1996. 4 Ops in 1530 sq.ft. Approx. 70% Capitation. Offered for only 210K.

SAN DIEGO-ESCONDIDO – GENERAL Practice located in shopping center along major thoroughfare. All Insurance and Cash patients. Established 10 years. 3 fully-equipped Ops (plus 1 plumbed) in approx 1200 sq.ft. ADEC chairs/units, Digital X-Rays. Asking 220K. **ACCEPTED OFFER!**

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.

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GARDENA (3) op computerized G.P. for sale. Located in a shopping center. Cash/Ins/PPO. Panorex equipped. 2004 Gross Collections \$522K+ on (3) day week. Fluency in Korean helpful. Seller moving. D&M PRACTICE SALES (818) 591-1401.

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Los Angeles County

- #200 La Crescenta - G.P. Collections \$79/81K a month. Great corner visibility in a shopping center.
- #201 Beverly Hills - G.P. Super corner visibility. Collect. \$260K in 2004. Cute, quaint prof. building.
- #202 Glendale - Strip retail center location. 3 ops plus. Fully equipped office. Lease opportunity. **NEW**
- #206 San Gabriel/Rosemead - G.P. Retail center to be built. Super corner visibility. Leaseholds. **NEW**
- #207 El Sereno/Alhambra - 4+ ops in 1450 SF. Leaseholds only. Seller owns the retail center. **NEW**
- #209 West Covina - G.P. 4+ ops. Leaseholds only.
- #210 Hacienda Heights - G.P. Shopping ctr. loc. Office sees 30 patients/day. CAP/ck \$15K mo. **NEW**
- #211 Beverly Hills - G.P. Leaseholds only. Seller reduced the price. 3 ops, 2 x-rays, all new.
- #213 Wilshire/La Cienega - G.P. HMO. 18 years goodwill. 2004 collections \$1,792. 14 ops.
- #214 Torrance - G.P. 25 yrs. goodwill. 18 ops, x-rays. In house lab. Collections \$3+ million in 2004.
- #215 Sunland - G.P. CORNER LOCATION. HMO/ PPO. Coll. \$60/70K mo. Coll. \$595K on 3 days. Selling for health reasons. GREAT SIGNAGE. **NEW**
- #216 Santa Clarita/Valencia - G.P. Major anchor retail center. 4+ ops. To be built. Leaseholds only. **NEW**
- #220 South Gate - G.P. 10 yrs. goodwill. Seller relocating. 5 ops, 3 x-rays, int. cam., and J. Dent. 2003 collections \$504K. Seller motivated. **NEW**
- #221 Mission Hills - G.P. 711 retail center, major visibility. 4 ops, 1200 SF. Leaseholds only. **NEW**
- #222 El Monte - G.P. 4 ops, x-rays, & Easy Dental. Great visible location. Lots of new patients. Seller wants a reasonable offer. 95% Hispanic. **NEW**
- #224 Beverly Hills - G.P. Boutique practice? 2 operators. SUPER LEASE of \$1,700 mo.
- #225 Maywood - G.P. Atlantic Blvd. visibility. 4 ops +1, x-rays, & software. Great patient flow. **NEW**
- #226 Gardena - G.P. Shopping ctr. loc. Lots of new walk-ins. 3+ ops, 2 x-rays, pano. '04 coll. \$616K.
- #227 Montebello - G.P. New corner retail center w/ Bano Popular Leaseholds, 1200 SF, 4 ops.
- #228 Montebello - G.P. New retail center. corner visibility, 1300 SF, 5 ops, Real estate also for sale.
- #229 Norwalk - G.P. Starter location near Walmart.
- #230 Los Angeles - HMO practice. 20+ yrs. goodwill. 3+ ops, x-rays, pano, & Eaglesoft in 2000 SF. 2005 projected collections \$300K+.
- #231 Wilshire/Western - G.P. 2+ OPS & X-RAYS. NEXT TO L.A. DENTAL SOC. SELLER TO RETIRE. ASKING \$40K OR BEST OFFER. **NEW**
- #232 L.A. Wilshire - G.P. Major signage & very visible. '04 coll. \$495K. All new equipment. **NEW**
- #233 Bell Gardens - G.P. 12 yrs. goodwill. Shares reception w/ busy medical clinic, 3 ops, 900 SF. **NEW**
- #234 San Pedro - G.P. Free standing dental building. 3 ops and x-rays. Seller relocating.
- #235 Gardena - G.P. Busy center. Leaseholds only. 4 operatories and more. Great visibility.
- #236 Wilmington - **In Escrow!**
- #238 Torrance - G.P. 16 yrs. goodwill. 2+ ops, x-rays, in approx. 1000 SF. Seller retiring. **NEW**

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Los Angeles County

- #239 Pasadena - G.P. New retail center on corner of Lake and Orange off the 210 freeway. 4 ops **NEW**
- #241 San Gabriel/Huntington - G.P. Major ctr. & anchors. 4 ops in 1200 SF. Leaseholds only. **NEW**
- #242 Torrance - G.P. Major ctr. with major anchors. Super visibility & signage. All new equipment. This is a \$1+ million practice loc. **NEW**
- #244 Reseda - G.P./HMO. 6 ops, 5 chrs., x-rays, int. cam., & Easy Dental in 1700 SF. **NEW**
- #245 Wilmington - G.P. 4 ops, x-rays, pano in 1700 SF. Seller sees 55 new patients/week. **NEW**
- #248 Lancaster - G.P. Coll. \$732,694. 30 yrs. goodwill. Seller retiring will transition or stay. 4ops.

Orange County

- #502 Tustin - G.P. 5 ops, x-rays, and software all new. Collections \$45/50K mo. Super location.
- #503 Irvine - G.P. Super loc. and low rent for Irvine lease w/ an option to buy. 5 ops & software.
- #504 Tustin - G.P./HMO. Free standing bldg. 5+ ops, x-rays & software. All new equipment. **NEW**
- #506 Costa Mesa - G.P. 15+ yrs. goodwill. 4 ops in 1200 SF. Coll. \$617K in '04. Seller to retire.
- #507 So. Orange County - G.P. 10 yrs. \$1,416,862 in 2004. 25 years. goodwill.
- #508 Laguna Niguel - G.P. 3+ ops, 2 x-rays, laser, & software in 1200 SF ops. **In Escrow!**
- #510 Laguna Niguel - G.P. 3+ ops, 2 x-rays, laser, & software in 1200 SF ops. **In Escrow!**
- #510 Mission Viejo - G.P. Location! Location! Leaseholds only. Seller outgrew this office. 4 ops, 2 x-rays, 2 intraoral cameras & software in 1700 SF.
- #514 Tustin - G.P. 100% fee for service. 4 ops, x-rays, 2 docking stations, dig. x-rays in 1300 SF. Coll. \$327K in '04. Proj. \$381K for 2005. **In Escrow!**
- #518 Fullerton - G.P. Corner shopping center. 5 ops, x-rays in 2000 SF. Coll. \$1.2 million.
- #526 Anaheim - G.P. Cnr. visibility. 3 ops, 2 x-rays Lots of new patient walk-ins. Leaseholds only.
- #528 Hunt. Bch./Stanton - G.P. Shop ctr. loc. Seller on disability. 2 docking stations, dig. x-rays in 1300 SF.
- #533 Santa Ana - G.P. New office with great neighbor Medical Clinic to send patients. **NEW**
- #530 Fullerton/La Habra - G.P. Nice retail center 6 ops, 2 x-rays, Dentrix software in 2300 SF.
- #543 Anaheim - G.P. New center. 4 ops, 2 x-rays. State College area. Instant equity.
- #549 Fountain Valley - G.P. Dental condo for sale. 4 ops, x-ray in 1500 SF. Great location.

Million Plus Collections

- #213 Wilshire/La Cienega - G.P./HMO Coll. \$1,792 in '04. Coll. \$1,844 mo. Offer working.
- #214 Torrance - G.P. Coll. \$1,007,595 in 2004. In house lab. 25 years goodwill. Back-ups requested.
- #240 L.A./Monterey Park - Coll. \$1.2 million. Super opportunity. Call for more information.
- #300 Colton - G.P. Coll. \$1 million in 2004.
- #316 Redlands - G.P./HMO. '04 coll. \$1,070.
- #507 South County II - G.P./HMO. 2004 collections \$1,416,862. Back ups needed. **In Escrow!**

**Associateship
 Purchase Financing**

San Diego County

- #400 Ramona - G.P. 20+ yrs. goodwill. Coll. \$338K in '04. Seller wants to retire, will assist buyer.
- #401 Alpine - G.P. Practice dentistry in great area. 3 ops, x-ray and software. Low rent.
- #406 El Cajon - G.P. Corner free standing building. Collections \$549K in 2004. Real estate also for sale.
- #410 El Cajon - G.P. **SOLD!** \$500K mo. with 2-1/2 day associate. \$500K+ plus collections.
- #412 Chula Vista - G.P. Free standing building. \$400K has been the average collections for 3 years. All new equipment. 46% net in 2003. **NEW**
- #419 Mira Mesa - G.P. Shop ctr. 1200 SF. Coll. \$40/45K mo. Seller avg. coll. last 3 yrs. \$531K.
- #422 Oceanside - G.P. Seller is part-time dentist & full-time mom. Coll. \$20/25K on short hrs.

Riverside/San Bernardino

- #301 Rialto - G.P. Starter practice. 2 ops in 775 SF. Low rent. Coll. \$19/20K mo. Seller out of area.
- #302 Ontario - G.P. Shopping ctr. 3+ ops, x-rays in 1200 SF. Coll. \$298K/yr. \$25/28K mo.
- #304 Rancho Cucamonga - G.P. Shopping center 3 ops, intraoral camera, digital x-rays in 1400 SF. **In Escrow!**
- #306 Riverside - G.P. Major ctr. & anchors. 5+ ops plus more in 2000 SF. Seller relocating. **NEW**
- #305 Temecula - G.P. Prof. building. Collections \$356K & growing. 5 ops, x-rays, and Easy Dental.
- #308 San Dimas - G.P. More info soon! **NEW**
- #310 Palm Springs - G.P. HMO practice. 10+ yrs. goodwill. Proj. \$327K for '05. 80/100 new patients.
- #312 Rialto - G.P. Retail ctr. 4 ops, 2 x-rays, pano & more in 1200 SF. Seller relocating.
- #314 Colton - G.P. Est. 1950. Free standing building. Collections \$18/20K mo. on 3 days.
- #316 Redlands - G.P. Great retail center location. Insurance and Medical. Collects \$1.2+ million. **NEW**
- #318 Indio - G.P. Retail center. CAP/ck. \$31K mo. Seller to retire '05 proj. \$700K. 5 ops 1550 SF.

- #320 San Bernardino - G.P. Free standing bldg. on visible cnr. Both practice and real estate for sale. Seller wants to be a full-time parent. **NEW**

New Patient Generators

- #220 South Gate - Free standing building. Walk-ins from high pedestrian and auto traffic. Good signage.
- #222 El Monte - G.P. Patients! Patients! Patient referrals from OBGYN and Pediatrician. No marketing or advertising necessary Don't miss out.
- #227 Montebello - G.P. New retail center with Banco Popular & Game Center on busy, busy corner.
- #228 Montebello - New retail center on corner.
- #233 Bell Gardens - Next to busy medical office
- #241 San Gabriel/Huntington - New retail corner
- #245 Wilmington - G.P. 50+ new patients per week & growing. Street signage medical office next door will send new patients everyday all day.
- #246 Monterey Park - Busy retail center location.
- #306 Riverside - G.P. Easy upside potential. Well maintained shopping center with major anchors including OfficeMax and much more! Walk-ins for sure. Easy start in a beautiful built out office.
- #412 Chula Vista - Free standing building loc.
- #533 Santa Ana - Busy neighbor is medical clinic

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PRACTICE FOR SALE #2012 - Paso Robles - Hi Identity - Established 20+ years, 4 - 5 ops, 1,800 sq.ft.. Rent \$2,437/month. Gross \$450k. Full Price \$385,000. Valuable Real estate available. Call Professional Practice Sales, Inc., (714) 832-0230.

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BUYER'S NET OF \$550,219.

WEST LOS ANGELES: 2 eq. ops. & 1 not eq. op. in a 919 sq. ft. suite located in a seven story building. Holistic office, nutritional based practice, does alternative dentistry and is an all digital office. Intra Oral camera included. Income stream is 100% cash. Projecting \$760,461 for 2005.

BUYER'S NET OF \$107,096.



REDONDO BEACH: 3 eq. ops. in a 806 sq. ft. suite. Income stream is approximately 50% Insurance and 50% Cash. Good location in a busy shopping center. Low overhead. Projecting \$150,673 for 2005. Leasehold Improvements, equip. & all patient charts included.

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AGOURA HILLS—3 eq. ops. in a 1,200 sq. ft. single story free standing building in a shopping mall. Income stream is approximately 40% Insurance (PPO), 30% Cash, 5% Medi-cal and 25% Capitation. Doctor is currently working 4 days/week. Projecting \$259,378 for 2005. **BUYER'S NET OF \$49,860.**

ARCADIA—4 eq. ops. in a 1,657 sq. ft. suite located in a six story building. Doctor is working 1 _ Days/Week, Associate is working 4 _ Days/Week and there are 6 Days/Week of Hygiene. Currently there are approximately 8-10 patients per day, approximately 8 hygiene patients per day and approximately 15 new patients per month. Income stream is approximately 70% Insurance and 30% Cash. Projecting \$837,565 for 2005. **BUYER'S NET OF \$142,982.**

BALDWIN PARK—3 eq. ops. in a 1,104 sq. ft. single story free standing building in a busy strip shopping center. Income stream is approximately 45% Insurance, 25% Cash, 10% Medi-cal and 20% Capitation. Computer system, software package and Intra Oral camera and much more included! Projecting \$485,618 for 2005. **BUYER'S NET OF \$132,288.**

BEVERLY HILLS—2 eq. ops. in an 850 sq. ft. suite located in a five story medical/dental building. 48 years of goodwill. Chairs, lights & deliveries all included. Leasehold improvements, equipment & some patient charts included.

CAMARILLO—3 eq. ops. in a 1,200 sq. ft. suite located in a single story strip shopping center. Chairs, lights, deliveries and more included! Leasehold improvements & equipment only.

DIAMOND BAR—3 eq. ops. & 2 not eq. ops. in a 1,500 sq. ft. stand alone building. Good location on a busy boulevard & easy freeway access. Income stream is approximately 70% Insurance, 27% Cash, 1% Medical & 2% Capitation. Doctor is currently working 2 1/2 Days/Week. Leasehold improvements, equipment & some patient charts Included.

GLENDALE—3 eq. ops. in a 1,000 sq. ft. suite located in a two story building. Doctor is currently working 5 days/week. Income stream is approximately 70% (PPO) Insurance and 30% Cash. Projecting \$428,582 for 2005. **BUYER'S NET OF \$102,918.**

LAWNDALE—6 eq. ops in a 1,750 sq. ft. suit located in a single story strip shopping center. Income stream is currently approximately 67% Insurance, 1% Cash, 2% Medi-cal & 14% Capitation. Doctor is on a 3 days/week work schedule and has an associate working 2 days/week. Projecting \$475,308 for 2005. **BUYER'S NET OF \$190,884.**

**REMINDER: Net Income is Buyer's Net Income after Debt Service
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Maria Silva, V.P.

LAWNDALE—6 eq. ops in a 1,750 sq. ft. suite located in a single story strip shopping center. Income stream is currently approximately 67% Insurance, 17% Cash, 2% Medi-cal & 14% Capitation. Doctor is on a 3 days/week work schedule and has an associate working 2 days/week. Projecting \$475,308 for 2005. **BUYER'S NET OF \$190,884.**

LOS ANGELES—7 eq. ops. and 2 not eq. ops. in a 5,500 sq. ft. suite located in a two story building. 95 years of Goodwill. Little competition in the downtown Los Angeles location for surrounding three blocks. Incredible signage. Currently the practice is open 2 days/week and is projecting \$113,703 for 2005. Practice has the potential to produce more if the new Doctor can devote more days to the practice. Leasehold improvements, equipment & some patient charts included.

PORT HUENEME—5 eq. ops. in a 1,500 sq. ft. suite located in a busy shopping center. Income stream is approximately 48% Insurance, 20% Cash & 22% Medi-Cal. Currently there are approximately 6-7 patients seen per day with approximately 20 new patients per month. Projecting \$278,390 for 2005. **BUYER'S NET OF \$81,876.**

ROSEMEAD—9 eq. ops. in 3,750 sq. ft. single story free standing building. Income Stream is approximately 50% Insurance, 20% Cash and 30% Welfare. Currently there are Associates working 6 days/week and seeing approximately 13-14 patients per day with approximately 51-52 new patients per month. There is one Hygienist 1 day/week and there are approximately 8 hygiene patients seen each day once a week. Projecting \$623,115 for 2005. **BUYER'S NET OF \$155,748.**

WEST LOS ANGELES—2 eq. ops. & 1 not eq. op. in a 919 sq. ft. suite located in a seven story building. Holistic office, nutritional based practice, does alternative dentistry and is an all digital office. Intra Oral camera included. Income stream is 100% cash. Projecting \$760,461 for 2005. **BUYER'S NET OF \$107,096.**

WHITTIER—10 eq. ops. in a 4,700 sq. ft. single story building. 40 years of Goodwill. Income stream is approximately 47% Insurance, 38% Cash, 5% Medi-cal, and 10% Capitation Projecting \$1,318,730 for 2005. **BUYER'S NET OF \$325,430.**

ORANGE COUNTY

ALISO VIEJO—5 eq. ops. in a 1,750 sq. ft. suite located in a busy shopping center. Highly upgraded office with digital x-rays, chairs, lights, delivery and much more included. Leasehold improvements & some equipment only.

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ANAHEIM—4 eq. ops. in a 1,200 sq. ft. suite located in a single story strip shopping center. Practice is located off busy freeway; only dental office in that center & center is under new construction. Computer system & software program included. Leasehold improvements & equipment only.

COSTA MESA—4 eq., ops. in a 975 sq. ft. suite located in a two story building. New Intra Oral Camera included! Doctor is working 3 days/week and has a Hygienist working 4 days/week. Income Stream is currently 50% insurance and 50% cash. Projecting \$759,501 for 2005. **BUYER'S NET OF \$175,013.**

LAGUNA HILLS—4 eq. ops. in a 975 sq. ft. suite located in a professional medical building. Also available is a 1,050 sq. ft. space across the hallway from the practice that could be used for expansion or a management office. Practice is in a highly visible and accessible area. Leasehold improvements & some equipment only.

MISSION VIEJO—6 eq. ops. in a 2,200 sq. ft. single story free standing building. Seller owns building. Building is not for sale. Good location, good staff and office is set up for digital. Income stream is 70% Insurance and 30% Cash. Projecting \$2,188,668 for 2005. **BUYER'S NET OF \$550,219.**

TUSTIN—3 eq. ops. in a 1,220 sq. ft. suite located in a two story shopping center complex. Income stream is approximately 100% Cash. Projecting \$227,004 for 2005. (Based on Corporate year starting 9/1/05 and ending 8/31/06) **BUYER'S NET OF \$29,940.**

RIVERSIDE & SAN BERNARDINO COUNTIES

BIG BEAR CITY—2 eq. ops. and 1 partially eq. op. Third op. is currently used as a private office. Doctor works 4 days/week and sees approximately 8-10 patients per day with approximately 5-6 new patients per month. Currently there is one Hygienist working 2 days/week seeing approximately 8 hygiene patients per day. Income Stream is approximately 30% Insurance and 70% Cash. Projecting \$518,639 for 2005. **BUYER'S NET OF \$252,288.**

FONTANA—4 eq. ops. and 1 not eq. op. in a 1,800 sq. ft. suite located in a single story medical/ dental building. N2O2 in 1 op. Income stream is approximately 80% Insurance & 20% Cash. Doctor is currently working 4 days/week seeing approximately 80 patients per day with approximately 18-20 new patients per month. There is one hygienist that works 4 days/week seeing approximately 8 hygiene patients per day. Projecting \$663,137 for 2005. **BUYER'S NET OF \$193,434.**

REDLANDS—3 eq. ops. & 1 not eq. op. located in a 1,000 sq. ft. single story free standing building. Good signage, located in front of a busy medical center. All equipment is almost new! Leasehold improvements & equipment only.

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SAN DIEGO COUNTY

LA JOLLA—6 eq. ops. and 1 not eq. op. in a 2,040 sq. ft. condo located in a 9 story building. Condo is also for sale. Good area of La Jolla. Income Stream is approximately 50% Insurance & 50% Cash. Doctor is currently working 4 days/week with 1 Hygienist working 3 days/week and 1 Hygienist working 1 day/week. Approximately 6-8 patients are seen per day with approximately 23-24 new patients being seen per month. Projecting \$724,000 for 2005. **BUYER'S NET OF \$223,984.**

OCEANSIDE—5 eq. ops. & 4 not eq. ops in a 2,240 sq. ft. suite located in a shopping center. Income Stream is approximately 80% Cash, 15% Insurance and 5% Capitation. Doctor currently works 5 days/week and has one Associate working 1 day/month. Projecting \$797,465 for 2005. **BUYER'S NET OF \$235,044.**

SAN DIEGO—3 eq. ops. and 1 not eq. op. in a 1,550 sq. ft. single story building. Income Stream is approximately 40% Insurance & 60% Cash. Practice was started from scratch in 1999. Doctor is currently working 4 Days/Week with one Hygienist working 2 Days/week. Approximately 12-15 patients are seen per day with approximately 8 hygiene patients being seen per hygiene day. Projecting \$496,169 for 2005. **BUYER'S NET OF \$126,388.**

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Alice King- aking@calpracticesales.com

Greg Beamer- gbeamer@calpracticesales.com

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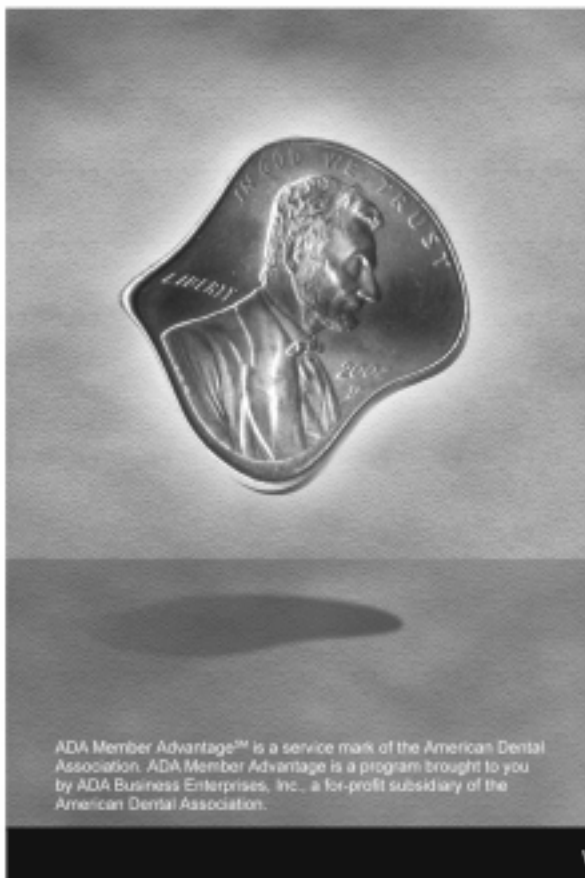
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BAKERSFIELD GENERAL PRACTICE FOR SALE: Practice collected \$2,050,000 last year with a net income of over \$800,000 per year and will collect over \$2,200,000 this year. No HMO and minimal Denti-Cal. Located in a free standing building in prime downtown area with visibility and its own parking lot. The practice has eleven equipped operatories with one additional plumbed but not equipped. 100-120 new patients per month. Asking \$1,500,000. Building is also for sale or can be leased.

CULVER CITY CLINIC PRACTICE FOR SALE: Established clinic grosses over \$1.4 million per year with a net income over \$800,000 per year. No Denti-Cal; \$9,000/month capitation. Ten equipped operatories. Lots of room for growth and improvement. Motivated seller! Asking \$850,000. *PENDING*

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.

SANTA BARBARA FEE FOR SERVICE PRACTICE FOR SALE: Established for 30 years in Santa Barbara. Collects over \$1,200,000 per year with net income of more than \$540,000 per year. Seller works 22 hours per week. Refers 90% of oral surgery, 80% of endo, all perio surgery and ortho. Office has six equipped operatories. Very strong new patient flow.

PERIO/IMPLANT PRACTICE FOR SALE: Located in east Los Angeles County. Gross collections have been \$1,850,000 with a net income of more than \$900,000 per year. Seven equipped operatories with 2 hygienists every day, five days per week. Solid referral base with good potential for practice growth. Asking \$1,400,000.

LA MIRADA MANAGED CARE PRACTICE FOR SALE: Collects \$1,125,000 per year on an absentee basis. Mostly managed care patients-HMO & PPO. Capitation checks are \$9,500 per month. 35 patients per day, 60 new patients per month. Eleven operatories. Asking \$1,020,000.

CANYON COUNTRY/SANTA CLARITA VALLEY PARTNERSHIP PRACTICE FOR SALE: Eight operator facility located in a free standing professional building. Selling partner collects over \$700,000 per year and nets over \$350,000 per year on three and one-half days per week. No advertising, no capitation and no welfare. Seller refers molar endo, perio surgery and impactions. Asking \$550,000. *PENDING*

MARINA DEL REY MANAGED CARE PRACTICE FOR SALE: Gross collections in excess of \$2.3 million per year with no welfare. Strong net income and over 200 new patients per month. Seller works six months of the year with associates working in the practice six days per week. Seven equipped operatories. No specialists. Asking \$2,100,000.

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SOUTH EL MONTE GENERAL PRACTICE FOR SALE: Located in a building with good visibility, this office has four equipped operatories with a fifth that is plumbed, but not equipped. The practice is open four days per week with no weekends and does no advertising. Patient base is virtually 100% Hispanic and represents an outstanding opportunity for a bi-lingual or Hispanic practitioner. Gross collections of \$265,000/year with a net income of 44%. Motivated! Asking \$220,000.

SANTA CLARITA VALLEY MANAGED CARE PRACTICE FOR SALE: Practice collects \$1.2 million per year with \$20,000 per month in capitation checks. Seven equipped operatories. No welfare and no advertising. Currently run on an absentee basis. Asking \$975,000 *PENDING*

LANCASTER MANAGED CARE PRACTICE FOR SALE: Practice collects over \$1.2 million per year with \$18,000 per month in capitation checks. No Denti-Cal and no advertising. Seven equipped operatories. Motivated seller. Asking \$975,000. *PENDING*

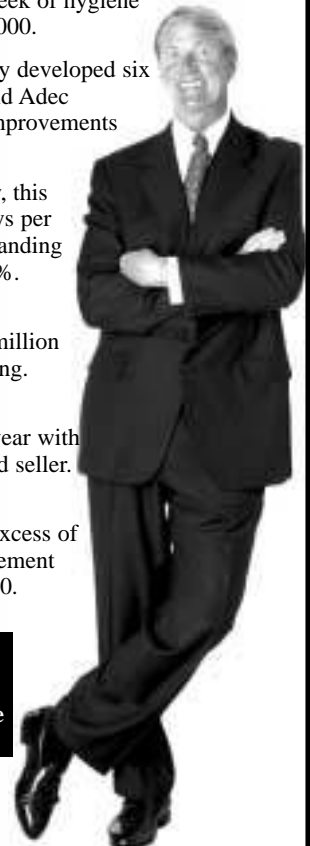
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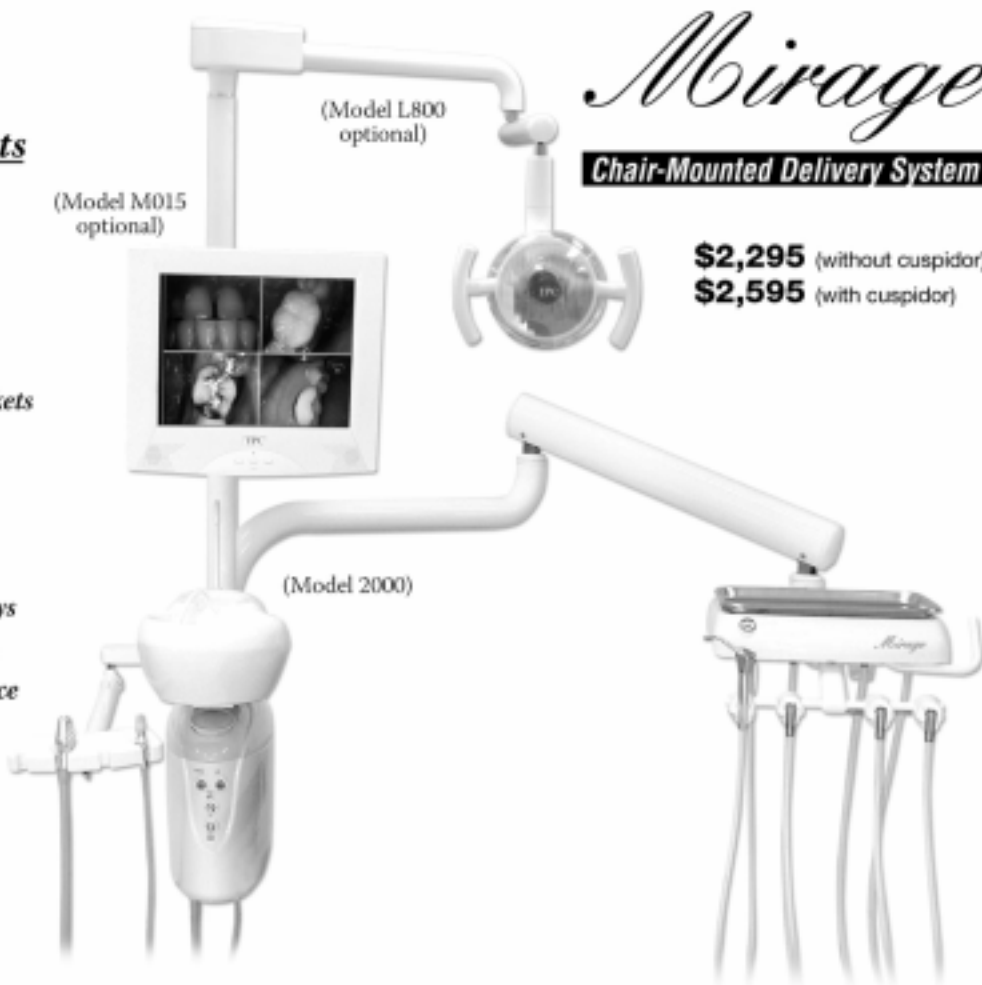
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SAN LEANDRO Established General Practice for sale. \$100K. 2 ops + 1 more plumbed. \$245k/\$120K. Seller motivated. 510-351-3620.

PRACTICE FOR SALE #2009 - Escondido area - Solo group ownership. 1 million potential by new owner within 1st year. Beautiful office - Outstanding opportunity. Requires resume. F.P. \$395k. Call Professional Practice Sales., Inc., (714) 832-0230.

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PRACTICE FOR SALE #1067 - San Bernardino - HMO - 3 ops - Newly renovated 30 year plus office - next to mall. HMO checks \$7,000 plus. F.P. \$225,000. Call Professional Practice Sales, Inc., (714) 832-0230.

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CARSON CITY, NEVADA: Both building and dental practice for immediate sale. One non owner dentist is retiring and the other is selling but would like to come back as the associate to the new buyer for two or three days a week. Building can be purchased at no money down and the lenders will finance 100% of the dental practice loan. The building is attractive and has a basement. There are 6 operatories all with new dental chairs and delivery systems.

ORANGEVALE: For Sale - This practice has operated in its present location as a satellite practice for the last 12 years. There are three ops. The office is located in a good location with excellent visibility.

REDDING: For Sale - General Dentistry Practice. 2004 Gross Receipts were 438K with less than 60% overhead. Office and building have a new modern appearance and is located on a major throughfare. 4 treatment rooms, 4 + days of hygiene. 1,400 sq. ft.

LAKE TAHOE: (South Shore) For Sale - How does it get better than this? A successful family oriented practice located in the heart of beautiful Lake Tahoe has gross receipts of over 850K in 2004 with low overhead. There are 4 operatories with 5 days of hygiene. If you ever wanted to locate in a resort community with extensive summer and winter sport activities and have a very successful dental practice at the same time you should consider this opportunity.

MODESTO: For Sale - Gross Receipts for this practice in 2004 were one million six hundred thousand. The practice was acquired in 1970 and has been in its present location for 27 years. There are 15 days of hygiene. The office has 7 treatment rooms in 2200 sq ft. Digital X-rays, Panoramic X-Ray, Laser and Intraoral Camera. Owner would like to return as associate for two days a week.

S. FRESNO COMMUNITY: For Sale - General Dentistry Practice. This 6 operatory office has 5 days of hygiene, and has been at it's present location for 32 years. 2004 gross receipts \$1,016,277.00. Small community with high growth and new housing development. Doctor is retiring.

WILLITS: For Sale - Both dental practice and building are for sale in this beautiful rural community. 2004 gross receipts were 512K with 184K adj. net income. This 1,200 sq ft office has 4 ops with 4 days of hygiene. The practice has been in the same location since 1971. Owner is retiring.

WATSONVILLE: For Sale - 2004 Gross Receipts were 709K with an adj. net income of 312K. There are 6 treatment rooms in 1,400 sq. ft. Practice has operated in its present location since 1983. Owner is willing to stay or consider an outright sale, or partnership leading to complete ownership.

HACIENDA HEIGHTS: For Sale: **ORTHODONTIC PRACTICE.** DOCTOR PASSED AWAY IN AUGUST. Practice needs to be sold immediately. 3 chair open bay and one additional room. 1,100 sq. ft. near major shopping center in a professional building with lots of parking.

MODESTO: ASSOC. WANTED - This busy practice has been doing over 1.4 million dollars a year in gross receipts. There are 5 operatories and 8 days of hygiene, Pano, Cerac Unit, Intra-oral Camera, Dentrix Software and Digital Radiography are some examples of the high tech equipment available. The office interior has been tastefully redone. Owner looking for a long term associate to work 2 days a week. Ideal for the dentist mom that wants to practice long term without ownership responsibilities, or retired dentist that wants to continue working 2 days a week.

LA PUENTE: This practice has been operating for 11 years at its present location out of a total of 26 years. Situated in a growing demographic area flourishing with new housing and city developments. 2004 gross receipts were 458K, with an overhead of only 60%. 5 treatment rooms, average age of equipment is a young 7 years, Easy Dental Software.

EL DORADO HILLS - FOLSOM AREA: For Sale: This practice was just listed. 2004 Gross receipts were 850K with a 414K adjusted net income. Owner wants to keep sale confidential - Call for details regarding this outstanding practice. Owner is retiring.

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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.

FRESNO: For Sale - General Dentistry Practice. 2004 Gross Receipts were 545K with an adjusted net income of 178K. This 1,100 sq ft office has 3 treatment rooms, with 4 days of hygiene. It has been at its present location for 19 years. Dentrix software. Dentist is retiring.

FREMONT: For Sale - Owner is retiring after 36 years in same location. Three treatment rooms. All Endo Perio and Oral Surgery is routinely referred out. This practice is ideal for the new graduate or as a satellite practice. Very attractive lease available for the office space.

COTTONWOOD: For Sale - General Dentistry Practice. This small practice is ideally suited for the new graduate or a satellite practice. The building is also for sale. Gross Receipts in 2005 were 375K. The office has 2 TX rooms in 880 sq. ft. with room for expansion. Four thousand acres were recently purchased in Cottonwood for a new Del Webb retirement community set to break ground in early 2006. Owner is retiring after 27 years in the same location.

FRESNO: For Sale - Gross Receipts were 1M in 2004 with an adjusted net income of \$343K. It has been at its present location for 22 years. This beautiful and spacious office has 8 days of hygiene, 5 treatment rooms equipped, Intra-Oral Cameras, Pano machine, and Softdent software. Dr. would like to sell and come back 2-3 days a week. 32 new pts/mo.

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