

# THE Dental Trader

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So. Calif. Edition

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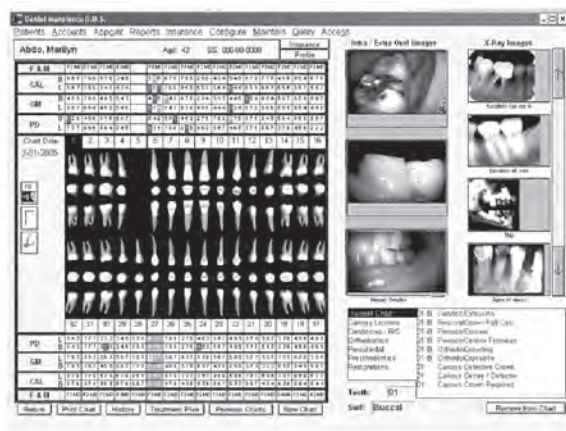


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AD-12-06-0088





Linda Brown  
Sales Associate



PRACTICE SALES AND LEASING

**Happy New Year!**



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 projected gross collect. of \$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. 2005 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 projected at \$500K+ on (4 1/2) day week. **NEW**

### 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. **NEW**

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

**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! **NEW**

**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. 2005 Gross Collect. \$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.

**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 equip't 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 Est Gross Collect of \$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. **NEW**

### ORANGE COUNTY

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

### RIVERSIDE COUNTY

**SO. RIVERSIDE CITY** - (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**

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- Expert Witness Court Testimony
- Medical/Dental Bldg. Sales & Leasing

### 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 Projected Gross Collections \$1.1M+ on a 3 1/2 day week. **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. **NEW**

**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. Projected 2006 Gross Collections \$350K+ on a (3) day week. **NEW**

### 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. Gross Collections \$4.8M last (12) mos. Net after debt service \$1.1M. 2006 Projected Gross \$5.7M! **NEW**

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**DENTIST IS NEEDED** for a busy (HMO FREE) dental office in Santa Clarita! F/t or P/t. Qualified individual must have experience. Call us at 661-513-9393.

**IS YOUR CORPORATION** properly maintained to protect you when you need it? Call Kerendian & Associates (310) 914-4143.

**PRACTICE FOR SALE** #1088—So. O.C. Lady DDS busy shopping center, seeks Solo Group member to share facility ( a very busy shopping center) with a following. Purchase ½ of facility for \$365,000. Buyer would need to build own practice. Location proven as a great location. Excellent opportunity for right person with similar philosophy. Call Tom Fitterer (714) 832-0230.

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**NEW AND REBUILT** Harvey Chemclaves, starting at \$799. Handpiece Trading Post. 800-445-6719.

**SANTA CLARA** Practice for Sale- Corner of two main streets. Asking \$990,000 Select Practice Services, 626-966-8223!

**PRICE REDUCED!!** Sacramento 6 op office. Room for 7th op. Adec equipment, Dentrrix. Cash/Ins/Cap/ Denti-Cal very nice office. \$30k/month cap checks. Collected \$925k last year. Asking \$495k. Financing available. E-mail to: about400knet@yahoo.com.

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

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# San Diego Practice Sales

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## PRACTICES FOR SALE — January, 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 to offer!!

**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!

**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!!

**SAN DIEGO—EL CAJON**—Established (11 yrs) **GENERAL PRACTICE** comprised of approx. 50% Medi-Cal, 25% PPO, 25% Insurance/Private. 2005 collections of 562K. 4 Ops of newer equipment in 1650 sq.ft. New Dentrix and Computer Hardware. Priced reduced to 285K!! **EXCELLENT VALUE!!**

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

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**BUILDING:** Completely restored/remodeled historic Craftsman located in the heart of "Old Escondido." Situated on highly visible corner lot on major thoroughfare. State-of-the-Art woodwork, carpeting, wood flooring and trim. Outstanding interior design for patient/staff flow and esthetic appeal. Parking on site and immediately adjacent on street. Available for 850K!

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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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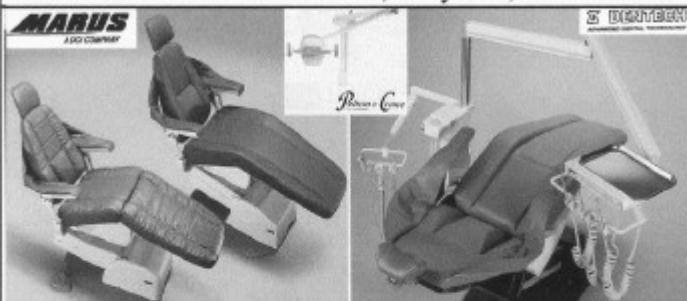
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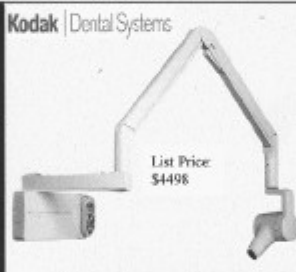
### TWO OPERATORY OFFICE, Only \$19,950 Installed



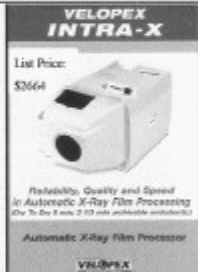
Renewed Operatory Packages: Marus 1530 Chair, Demtech 3 Handpiece Unit, And Pelton & Crane Post Light



Brewer Stools (New)



Kodak 2000 Intraoral X-ray System (New)



Velopex Developer (New)

### TECH WEST INC.



Matre 3 2hp Oilless Compressor (New)



Tuttnauer 2340M Autoclave (Renewed)



Whirlwind 1hp Vac (New)

Price includes: one year parts and labor warranty, plus manufacturer's warranties, freight, delivery, and installation. Renewed equipment includes new neutral tone paint, tubing's, and over 400 colors of Nauglyde and Vinyl upholstery to choose from ( assistant's telescoping arms are included, cuspidors add \$350 in lieu of arm )

OPERATORY	INSTALL	SHIP
Adee Trad. or Decade (R)	4995	4795
Adee/Dentalez (R)	4995	4795
LSM Portland (New)	7140	6650
Ampco 21000 (New)	6650	6150
Belmont/TPC (New)	5950	5750
Engle Sequoia AS2 (New)	5750	5350
Forest 8350 (New)	9850	9650
Coastal/Ampco/PC (R)	2995	2750
TPC Mirage 4000 (New)	5995	5495
Dentalez /Adee/Ritter (R)	2450	2250

CHAIRS	INSTALL	SHIP
TPC model 4000 (New)	3195	2995
Adee Priority (R)	2550	2250
Dentalez JSA(R)	1995	1895
MDT Aseptrol (R)	1495	1395
Dentalez/Ritter base (R)	1250	1050
Coastal Medallion (R)	1495	1295
Chayes Virginia (R)	1495	1295
Vacudent (R)	1495	1295
Ritter Vega (R)	1495	1295
Forest 6100 (New)	3995	3895
Forest 6010 (New)	3150	2995
LSM Hydraulic (New)	3495	3395

DELIVERY SYSTEMS ( Dr. & Assistant's )	INSTALL	SHIP
Adee Decade Asepsis (R)	1850	1750
Adee Excellence Trad. (R)	1995	1895
Forest Euro (R)	2495	2395
Adee Decade or 4200 (R)	1550	1450
Ampco OTP (R)	1550	1450
Adee 2021 Dr/Hygiene (R)	1295	1195
TPC Mirage OTP (New)	2150	2050
Forest Euro 8800 (New)	4495	4395
Beaverstate S-4150 Cart (N)	1425	1352
Beaverstate S-4250 Cart (N)	1995	1895

LIGHTS	INSTALL	SHIP
Adee 6300 (Renewed)	850	750
Forest 9010 & 9000 (R)	850	750
Dentalez Distinction (R)	850	750
Pelton & Crane LFI (R)	695	595
Pelton & Crane LFI (R)	650	525
Ritter/Knight (R)	650	550
Pelton & Crane LFI II (R)	695	595
Ritter/Knight Track (R)	1025	825
Pelton & Crane LFI -T (R)	1075	875
Dentalez Daray 1 (R)	650	550

Prices subject to change.

COMPRESSORS	INSTALL	SHIP
Tech West 2HP Oilless w/D (N)	3795	3595
Tech West 1HP Oilless w/D (N)	2395	2195
Tech West 3HP Oil w/D(N)	4950	4750
Tech West 2HP Oil w/D (N)	3195	2995
Tech West 1HP Oil w/D (N)	2395	2195

FILM PROCESSORS	INSTALL	SHIP
Velopex Intra-X,L (New)	1650	1525
Velopex Intra-XE,L (New)	1550	1425
Velopex Extra-X,L (New)	995	975
Perio Pro III, w/ L (New)	2050	1927
Perio Pro I, w/ L (New)	1850	1695
Air Tech. AT2000 (New)	5150	4950
Air Tech. AT2000 w/recey (N)	5525	5325
Dent-X 810 Basic (New)	3095	2995
Dent-X 810 plus-AR (New)	3595	3395

STOOLS	INSTALL	SHIP
Brewer 2020B Dr. (New)	295	275
Brewer 2042L Assist. (New)	395	375
Brewer 9000 Dr. (New)	775	675
Brewer 9020 Assist. (New)	895	795

STERILIZERS	INSTALL	SHIP
Tuttnauer 2340M (Renewed)	2050	1850
Tuttnauer 2340M (New)	Super Savings	
Tuttnauer 2540M (New)	Super Savings	
Tuttnauer EZ10 (New)	Super Savings	
Chemiclave EC5500 (New)	3250	3050
Chemiclave EC6000 (New)	3995	3750
Barnstead PV Dry (New)	4395	4195
Barnstead MC10 (New)	3995	3795
Barnstead MC8 (New)	3195	2995
Midmark Ultraclave M9 (N)	Call for price	
Midmark Ultraclave M11(N)	Call for price	

X-RAYS	INSTALL	SHIP
Genex GX-1000 (Renewed)	2450	2250
Kodak 2000, Digital (New)	2850	2650
Dent-X ACP (New)	Super Savings	
Dent-X Endos DC, AC (N)	Super Savings	

MISC. EQUIPMENT	INSTALL	SHIP
Optilux 500 (Renewed)	795	750
Tech West 1 HP Vac. (New)	1150	1050
Vacuum System 1 HP (R)	795	695
Handler 12" Model Trim. (R)	495	350
Southeast Ultras. Scaler (N)	650	595

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**CHINO**-Free standing building with excellent visibility, sign and walk-ins. Seller Retiring. Gross of \$17k/month with Seller working part-time schedule & no promotion. Room for today and your busy practice of tomorrow - 5 ops with 3 rooms fully equipped.

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**HERMOSA BEACH**-If this is where you want to be, don't delay. Rare beach city practice with over 20+ years of goodwill. 4 ops with views of the ocean. Modern facility/beautiful office. Priced high due to excessive demand.

**LaCRESENTA/NORTH GLENDALE**-If you want to be in this area - this practice is a must! Long-established, busy/active practice with 30+ years of goodwill. Seller retiring. Private patients only. Only quality-oriented practitioners to be considered.

**LOS ANGELES**-Small Capitation Practice with revenues of nearly \$20k/month. Looking for aggressive practitioner to take this practice to the next level! Currently no advertising & seller working limited sched. Low overhead.

**EAST LOS ANGELES**-Visibility...Walk-ins...Hispanic Area...Ample Parking...Next to High School... Large Sign...Free Standing Building...Multi-Specialty Opportunity...5+ Ops...Busy Area... Excellent Growth Potential.

**EL MONTE**-5 fully equipped ops. Revenues exceed \$700k for this year. Zero promotion or advertising --- all word of mouth. First floor location with visibility. Call to express your interest; be prepared to tell us why we should sell this gem to you!

**NORTH HOLLYWOOD**-3 ops with sign exposure. A practice has been at this location for 14+ years. Low expense to operate. Rent below \$1700 per month. Ideal as a starter practice. San Fernando Valley is super hot, so call now!

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**SAN FERNANDO VALLEY**-Strip center with sign exposure. Located on Reseda Blvd. Drive-up easy parking. Beautifully equipped office with 3 ops plus separate x-ray room and private office. Low rent rate. Ideal starter practice.

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**SAN JOSE**-Walk-ins. Visibility. Very busy practice. 70+ new patients per month. Annual gross revenues in excess of \$1 mill. Absentee owner or multi-doctor opportunity. High growth potential for motivated / production oriented buyer(s).

**SUN VALLEY**-Rare opportunity in this area. Busy street & walk-ins. Seller working limited sched. to concentrate on other practice. Mix of Private, PPO & Denti-cal. Ample parking, first floor location & sign. Inexpensive opportunity.

**VENTURA COUNTY**-1st floor location with sign visibility. 4 op office with room to expand. Newly remodeled office with digital x-rays; interoral camera. Hispanic area with many walk-ins. Seller works limited schedule, no denti-cal and annual revenues over \$400k. Must see!

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Kavo 2307L or 2320L with contra head....	\$799
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### Vista

**General Practice** - Dr. retiring after 28 yrs in same location in strip center - 4 operatories in 1200 sq. ft. - grosses over \$300,000/yr on 2 1/2 days/week only 2 employees plus a hygienist 2 days/wk.

### Mission Viejo

**General practice** with 5 operatories in strip shopping center - grosses \$800,000/yr - Dr retiring after 30 years - private insurance, PPO's and cash - prime location.

### South Bay - Palos Verdes

Private 4 operatory practice for sale - Dr. retiring after 48 years - practice grosses over \$500,000/year on only 3 days per week.

### Anaheim

**General practice** with 5+ operatories - will gross over \$475,000 this year with unbelievably low overhead - small staff - private insurance, cash, and a few PPO's.

### Oceanside

Great prosthodontic practice for sale - 4 modern ops in 1500 sq ft - grossed over \$600,000 in 2004 - Dr. retiring - perfect for someone who loves crown & bridge - either prosth or G.P. - Priced for immediate sale - offer of 1st refusal on bldg as well.

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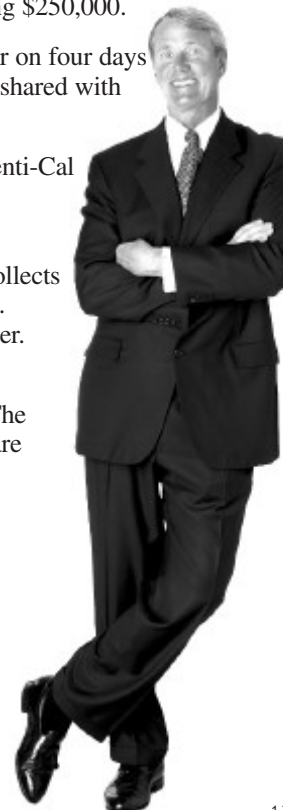
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**CORONA**-8 eq ops in a 6,540 sq ft shopping center. Indemnity practice, high to middle income clients, good staff, & good location w/ signage. Income stream is approx 60% insurance & 40% cash. Dr is currently working 3 1/2 days/wk seeing 30 patients/day. 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 4 1/2 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.**

**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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# PRACTICE SALES, INC.

and Appraising of Dental Practices



**LAGUNA HILLS**-5 eq ops in a 1,250 sq. ft. one-story free standing building. Good location. Income stream is approx. 50% insurance & 50% cash. Dr. is currently working 4 days/wk seeing approx. 15-16 patients/day. Projecting \$1,568,884 for 2006.

**BUYER'S NET OF \$595,752.**

**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.

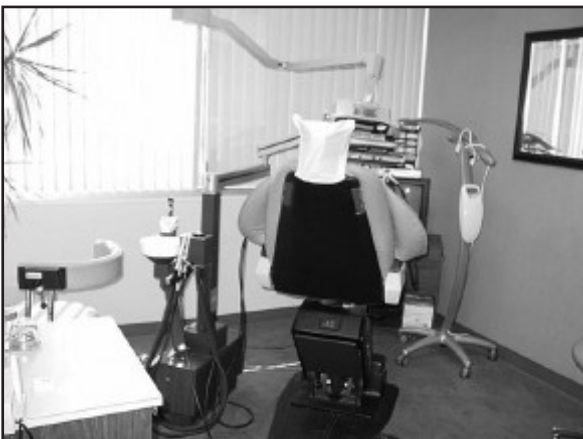
Income stream is approx 90% cash & 10% insurance. Dr. is currently working 4 days/wk with 1 Hygienist working 4 days/wk. Intra Oral camera. Projecting \$1,060, 324 for 2006.

**BUYER'S NET OF \$375,756.**



**SOUTH COAST METRO**-3 eq ops & 1 not eq op in a 1,183 sq ft 3 story med/dental bldg. Income stream is approx 80% insurance & 20% cash. Dr is working 3 day/wk seeing 8-9 patients/day. Projecting \$275,738 for 2006.

**BUYER'S NET OF \$95,000.**





Alice C. King, V.P.



# CALIFORNIA

## Specializing in the Selling

### 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.**

**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**-7eq 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 \$913,172 for 2006. **BUYER'S NET OF \$185,478.**

**LANCASTER**-4eq ops in a 1,200 sq. ft. ste in a single story Med/Dental bldg. Low sales price! Leasehold improvements & equipment only.

**LANCASTER**-4 eq ops in a 1,700 sq ft free-standing bldg, ½ is seller & ½ is chiropractor. Good patients, high IQ on dental treatment, acceptance is high on their dental needs, Intra 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 960 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 med/dental bldg near Miracle Mile area in Beverly Hills. Income stream is approx 50% insurance, 40% cash & 10% Medi-Cal. Dr is currently working 4½ days/wk seeing approx 9-10 patients/day. Projecting \$905,038 for 2006. **BUYER'S NET OF \$237,536.**

**LOS ANGELES**-2 eq ops & 2 plumbed/not eq ops in a 1,000 sq. ft. single story bldg. in a strip shopping center. Leasehold improvements, equipment & some patient charts included.

**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, 2 not eq ops 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.**

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

**MONTEBELLO**-3 eq ops in a 900 sq ft shopping center. Good location with Hometown Buffet, Denny's & Albertsons. Leasehold equipment and patient charts only.

**OXNARD**-2 eq ops in a 950 sq ft free standing 3 ste bldg. Good location, 43 years Goodwill & new home developments 3 miles from practice. Dr is currently working 5 days/wk seeing approx 4-10 patients/day. Projecting \$501,742 for 2006. **BUYER'S NET OF \$179,866.**

**PALMDALE**-5 eq ops in a 2,800 sq ft ste in a single story shopping center. Low sales price. Leasehold improvements & equipment only.

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

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**PALMDALE**-5 eq ops in a 2,800 sq ft ste in a single story shopping center. Low sales price. Leasehold improvements & equipment only.

**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.

**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.**

**TORRANCE**-4 eq ops in a 1,400 sq ft ste in a 4 story Med/Dental bldg. Leasehold improvements & equipment only.

**TORRANCE-ORAL SURGERY**-3 eq ops in a 2,600 sq ft one story oral surgery bldg. Pegboard system, not computerized, 3 surg. Room plumbed for N2O2, good staff & many referring general dentists to this 36 yrs of practice. Income stream is approx 60% PPO insurance & 40% cash. Dr is currently working 5 days/wk seeing 20 patients/day, 400 new patients/mo. Projecting \$1,097,358 for 2006. **BUYER'S NET OF \$465,372.**

**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

**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 999 sq ft single story bldg in a shopping center. Good location, senior center & DMV close by. Dr is currently working 4 days/wk seeing approx 10-12 patients/day. Income stream is approx 90% cash & 10% insurance. Est practice at this location since 1978. Projecting \$474,132 for 2006. **BUYER'S NET OF \$79,491.**

**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 HILLS**-5 eq ops in a 1,250 sq ft one-story free standing building. Good location. Income stream is approx 50% insurance & 50% cash. Dr is currently working 4 days/wk seeing approx 15-16 patients/day. Projecting \$1,568,884 for 2006. **BUYER'S NET OF \$595,752.**

**LAGUNA NIGUEL**-2 eq ops and 2 plumbed/not eq ops in a 2,000 sq ft ste in a professional bldg. Good location, upscale professional area & well designed open office space! Leasehold improvements & equipment only.

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Tina Ochoa, V.P.



# CALIFORNIA

## Specializing in the Selling

**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**-4 eq ops in a 1,103 sq ft 3-story med/dental bldg. Leasehold improvements & equipment only.

**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.**

**RANCHO SANTA MARGARITA**-3 eq ops and 1 not eq op in a 1,266 sq ft ste in a 2-story professional bldg in a premium location. Good area for GP endo or perio, oral surgery, or implant center. All digital office. Leasehold improvements & equipment only.

**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.

**SANTA ANA**-2 eq ops in a 1,070 sq ft ste in a 2-story professional bldg. Nice location, no medical & a good staff. Income stream is approx 85% insurance & 15% cash. Dr is currently working approx 3 days/wk seeing 4-8 patients/day. Projecting \$130,534 for 2006. **BUYER'S NET OF \$35,826.**

**SOUTH COAST METRO**-3 eq ops & 1 not eq op in a 1,183 sq ft 3 story med/dental bldg. Income stream is approx 80% insurance & 20% cash. Dr is working 3 day/wk seeing 8-9 patients/day. Projecting \$275,738 for 2006. **BUYER'S NET OF \$95,000.**

**TUSTIN**-3 eq ops & 1 plumbed/not eq op in a 2,250 sq ft ste in a shopping center. Intra Oral camera & Good location. Income stream is approx 78% insurance, 20% cash & 2% Medi-cal. Dr is currently working 5 days/wk seeing approx 10-20 patients/day, attracting 30 new patients/mo. Projecting \$681,410 for 2006. **BUYER'S NET OF \$234,768.**

**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

**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.**

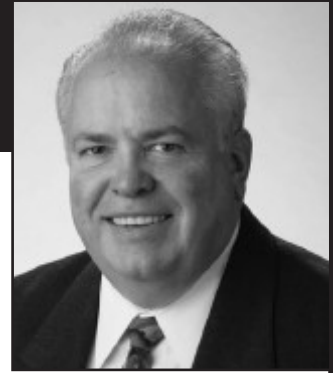
**MURRIETA**-5 eq ops in a 1,578 sq ft 2-story bldg. Intra Oral camera. Leasehold improvements & equipment only. **TURN KEY LOCATION!**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

**NORCO**-3 eq ops in a 1,000 sq ft ste in a strip shopping center. Good location, many walk-ins, busy shopping center & **Turn Key Location!** Income stream is approx 40% insurance, 35% cash & 25% Medi-Cal. Started from scratch in 2004. Dr is currently working 2½ days/wk. Projecting 176,196 for 2006. Leasehold improvements, equipment & patient charts included.

**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.**

### SAN DIEGO COUNTY

**ESCONDIDO**-3eq 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 \$291,428 for 2006. **BUYER'S NET OF \$35,804.**

**OCEANSIDE**-7 eq ops in a 1,995 sq ft single story bldg in a shopping center. 3 Intra Oral camera stations! Projecting \$1,279,620 for 2006. **BUYER'S NET OF \$492,175.**

**RAMONA**-5 eq ops in a 1,600 sq ft single story free standing bldg. 45 years Goodwill. Income stream is approx 80% insurance & 20% cash. Dr is currently working 3½ days/wk with 1 Assoc working 4 days/wk. Projecting \$1,323,432 for 2006. **BUYER'S NET OF \$485,104.**

**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.**

**SAN DIEGO**-5 eq ops in a 2,200 sq ft ste in a 2-story bldg. Good location. Income stream is approx 70% insurance & 30% cash. Dr is currently working 4 days/wk seeing approx 4-10 patients/day. Projecting \$1,165,524 for 2006. **BUYER'S NET OF \$208,205.**

**SAN DIEGO**-3 eq ops in a 1,000 sq ft 8-story med/dental bldg. Intra Oral camera, good location, good staff, good doctor, & high IQ dental patients. Income stream is approx 80% insurance & 20% cash. Dr is currently working 3 ½ days/wk seeing approx 8-12 patients/day. Projecting \$438,408 for 2006. **BUYER'S NET OF \$75,532.**

### SAN LUIS OBISPO COUNTY

**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.**

**WEB SITE: [WWW.CALPRACTICESALES.COM](http://WWW.CALPRACTICESALES.COM)**

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

Alice King- [aking@calpracticesales.com](mailto:aking@calpracticesales.com)

Greg Beamer- [gbeamer@calpracticesales.com](mailto:gbeamer@calpracticesales.com)

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*John W Knipf*

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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Dr. Vipul, Chicago, IL. October 20, 06

*We hired one of our dental assistants from Dentalworkers.com in May 2006: Now one of our other dental assistants is leaving and we went to Dentalworkers and posted an ad yesterday and today we already received 2 requests for interview within 24 hours from qualified DA's! Dentalworkers provides the best candidates that we have ever had who are computer literate! ... Their resumes are very complete- it's like a match.com in many ways.*

OM, Gretchen S. Boylston, MA. October 25, 06

*We started scheduling interviews for candidates within 48 hours after we posted our job ad! We will use Dentalworkers.com again.*

Dawn M., Northridge, CA, Oct. 10, 06

*While running an advertisement for a dental assistant in my local newspaper at a cost of more than \$400, the response I received was very disappointing. I learned about Dentalworkers.com on a Sunday, placed an ad on Monday, received a resume on Tuesday, another on Wednesday, and hired a dental assistant on Thursday. Today is Friday and she is now working in my office. I think that's quite amazing!*

Dr. Sheinkin, Collingswood, NJ

*Dentalworkers was very helpful; employers who called were very nice. I love the electronic communications that kept me on top of the job market in my area. I was informed continually.*

Marcia A., Long Beach, CA. Oct. 10 06

*We started contacting people the same day after we posted the ad. We have recommended your site to a number of people, we will keep you in mind again if we are hiring.*

Crystal S., Auburn, WA. October 09, 06

*We started contacting Dental Assistants within our area within 1 week of the post. We would use Dentalworkers again in the future. This is a very useful website!*

Elaine L., Agoura, CA. Oct. 11, 2006

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**OROVILLE: FOR SALE** General Dentistry Practice. Doctor retiring after 20 years in same location. This 3 operatory office comes equipped with Panoramic X-ray, Air Abrasion, and Intra-oral camera. 2005 Gross Receipts were 338K on only 3 days a week production. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-730-8883.

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**LOS ANGELES** 3 eq ops in a 1,050 building. Leasehold improvements & equipment only. California Practice Sales, Inc Phone: (714) 639-2775.

**PRACTICE FOR SALE** #1094 - Two Practices near Bakersfield. Gross \$750,000+. Free standing buildings included in sale. Bargain. Call P.P.S., (714) 832-0230.



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**GP DENTIST LOOKING** for associate position in the San Fernando Valley and greater Los Angeles area. Call Negeen @ 818-642-1168.

**NEW CONTEMPORARY OFFICE** 3 Identical Ops. with views, free parking, near the 22,55,91, and 57 FWYS. in Orange. Sublease 2-3 days (714) 998-2241.

**OFFICE SHARE IN IRVINE** Pedo office looking for GP/ Specialty Practices to share space. Excellent location. Call 949-653-2828.

**FULLY EQUIPPED OFFICE** 4 apps. in Inglewood Ca for Sale or Lease. All equipment is brand new. Please call Eddie 310 908-5091.

**CEREC 3D** & Milling Unit For Sale. Less than 2 yrs old. Make an offer! Call (858) 792-5793.

**ORTHODONTIST AND ENDODONTIST** available to work in your office. Why refer patients out. 818 718 1737.

**NEED A GENERAL DENTIST** for an office in Lawndale. Please call Dr. Nagui 714-401-0458.

**WESTMINISTER DENTAL OFFICE** for sale good location low rent in a strip mall high tech computerized please call (949) 202-8389.

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**23 NOBEL BIO CARE** REPLACE SELECT TAPERED IMPLANTS @\$250.00 EACH. PLEASE CALL 310-831-0781.

**LOOKING TO PURCHASE** a dental office in Brea, Ca. Please call 714-390-8769.

**PRACTICE FOR SALE** #3005 – Temecula/Murrieta Hot Springs – HMO – Grossing \$1,500,000.00 with \$16,000 plus per month HMO checks – Absentee owner. Owner/Operator should gross \$2,000,000 first year. Call Tom Fitterer, P.P.S. (714) 832-0230.

**SUBLEASE SPACE** in my Chino office. Gen, Perio, O.S., Endo OK. Office (909) 548-3300, (909) 354-7624 (mobile).

## CURRENT LISTINGS

**LOMITA** – 1,100 sq. ft., FACILITY + small patient base, 4 ops. total, 2 equipped, new paint & carpet. Asking \$125,000.

**WHITTIER** – 1,600 sq. ft. FACILITY, 5 ops, 2 new chairs, new X-ray. Asking \$150,000. Purchase into building may be available.

**TEMECULA** – 1,200 sq. ft., 4 ops., private-fee-for-service, new networked intra-oral camera system. Doctor retiring. Collections FYE 8/31/06 \$947,710. Asking ~~\$825,000~~. **Reduced to \$765,000.**

**More listings coming soon!**

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**BUYERS:** Please fill out our confidential buyer's profile on our web site at [www.wiedermanps.com](http://www.wiedermanps.com). We are always looking for qualified buyers who are looking to buy practices.

*For buyers, if you are looking at a practice for which Wiederman Practice Sales, Inc. is not the listing broker, we can perform due diligence on that practice in representing you once you have made an offer and it has been accepted.*



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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.

**SANGER:** For Sale - General Dentistry Practice. This 6 operator 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.

**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 annually 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.

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**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, plumbed for a fourth. 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 Delta dental software. Gross receipts for 2005 were \$266K, with an adjusted net income of \$107,903.00. Doctor is retiring.

**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.

**LOS ANGELES CO.:** For Sale - TMJ SPECIALTY PRACTICE; Large dentist referral base; practice established as exclusively TMJ 25 years ago; 2005 collections \$300K on 2 days/wk; LOW OVERHEAD; Centrally located in high visibility Professional Building. Equipment in good condition & office tastefully decorated. Seller 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.

**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 practice is collecting \$795K per year. Owner's adjusted net income was \$416K in 2005 on 3 1/2 says 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.

**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 founded 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.

**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.

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**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 \$600K with an adjusted net income of \$240K. Practice was started in 1975 and has operated in its present location for 32 years. - BUILDING ALSO FOR SALE.

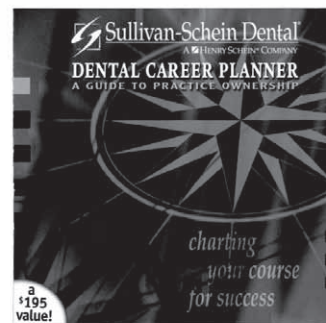
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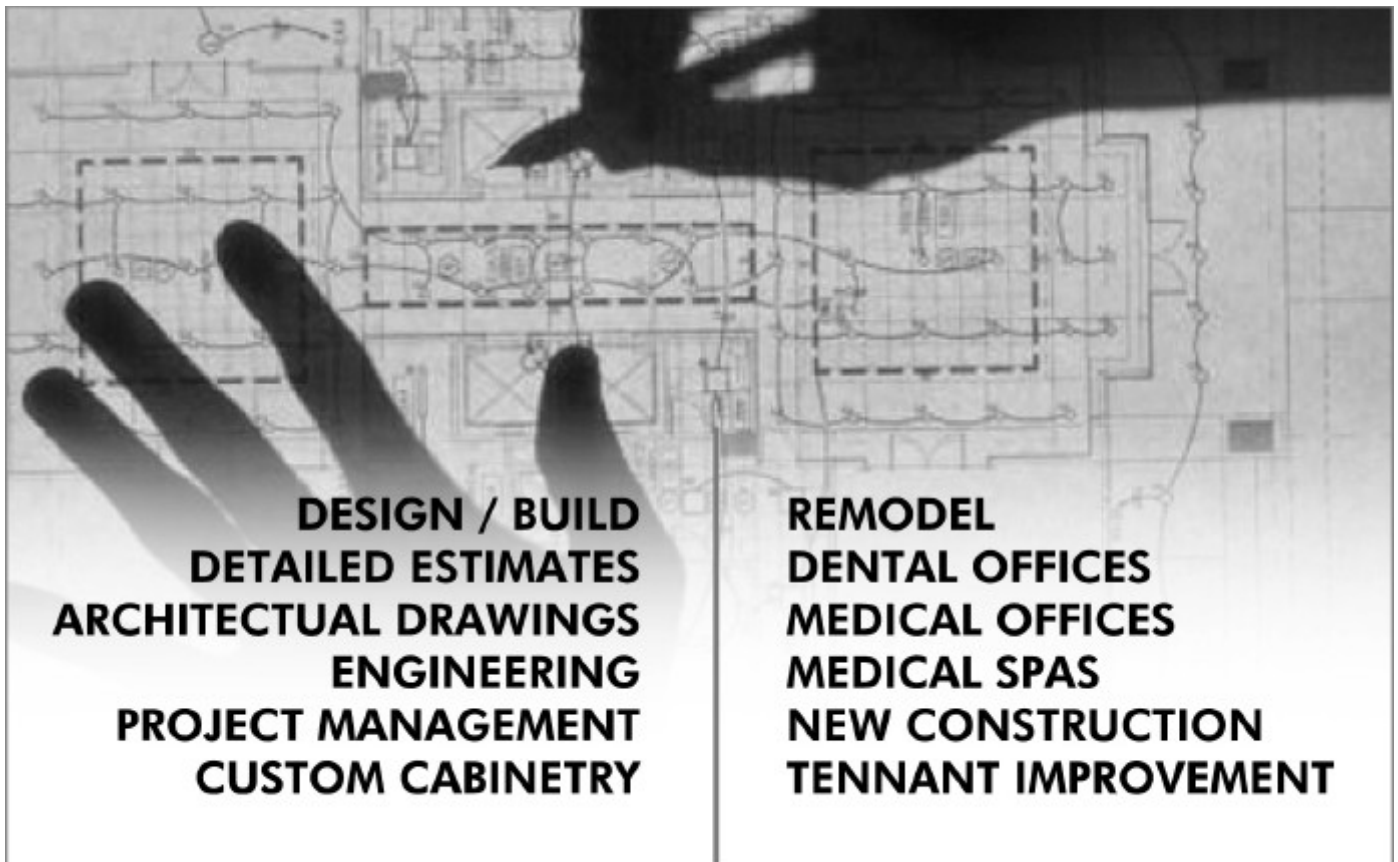


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**PRACTICE FOR SALE** #1078-Nevada Historic City - G.P. wants Partner. Solo Group - Grossing \$600k in 3 days, grow to 1 million plus in 6 days, 3 days each. F.P. \$350,000. Call Professional Practice Sales, Inc., (714) 832-0230.

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**SAN JOSE PRACTICE FOR SALE** How's this for a description - growing area; 70+ new patients per month; \$1mill in annual revenues; practice is absentee operated. If ready to work hard and make money Call Practice Sales & Appraisals (818) 999-9595.

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**A-2978 NORTH BAY** - Mobile Dental Clinic. **\$100k**

**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**

**NEW! 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!**

**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**

### BAY AREA CONT.

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

**NEW! 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. **\$790k**

**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-463 SAN JOSE** - Turn-Key facility, no patients. Newer bldg in busy evergreen area. 3 ops Adec Equip. **Asking Only \$85k**

### NORTHERN CALIFORNIA

**NEW! E-480 CARMICHAEL** - GP, 2100sf, 4ops, plumbed for 5th, Attractive single story bldg near major thoroughfare. **\$395k**

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

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

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**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!**

**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**

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

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

**FINAL REDUCTION! D-445 REDWOOD CITY** - GP located in prof bldg on El Camino Real bordering Atherton. **MUST CLOSE ASAP!! ONLY \$100k!**

**D-2972 SANTA CLARA** - Facility only-new practice with new equipment. Nice 3000 sf w/ 6 ops. Motivated Seller. **Call for details!**

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

**NEW! 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**

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

**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 SACRAMENTO** - Well estab GP in 1,345 square feet and consists of 4 fully equipped ops. **\$300k**

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

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### NORTHERN CAL CONT.

**E-422 SACRAMENTO**—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**

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

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

**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**

**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**

**NEW! 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**

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

### CENTRAL VALLEY CONT.

**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**

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

### 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-431 BULLHEAD CITY**—Nice 5 op practice. **\$275k**  
**Az-433 SCOTTSDALE**—Nice new 1100 sf, 3 op FFS practice. **\$235k**

**NEW! 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**

### OREGON

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

### 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**

**LV-380 LAS VEGAS**—GP in west LV location. Fee For Service practice. On track for \$450K in collections for '05. **\$300k**

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

**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**

**LV-472 LAS VEGAS**—GP spectacular and spacious office w/sophisticated décor 2,600 sf, 5 ops. **\$715k**

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

### SPECIALTY PRACTICES

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

**D-365 PLEASANTON & TRACY**—Perio, Be the only full time practice Periodontist in Tracy. Nice newer facility in Pleasanton. **\$250k**

**E-387 ROSEVILLE**—Perio, located in one of the fastest growing areas of California. Practice grosses in the \$400K+ range. **\$195k**

**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**

**NEW! K-450 HUNINGTON BEACH**—Ortho practice, 5 ops, 1467 square feet. Practice Grosses in the \$600k range. **\$650k**

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

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

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5 op general practice with 20 years goodwill. 2005 gross exceeded \$680,000.

## **BEVERLY HILLS, CALIFORNIA**

Exceptional, 5 op GP in prime location. Collections exceeded \$1 million. **SALE PENDING**

## **LOS ANGELES LAX AIRPORT AREA, CALIFORNIA**

Well established, 4 op GP near LAX. Collections over \$1 million. **SOLD**

## **CALIFORNIA CENTRAL VALLEY**

Beautiful, spacious GP with 30+ years goodwill. 2005 gross over \$935,000.

## **SAN JOSE, CALIFORNIA**

5 op (2 equipped) GP located in busy strip mall. 2005 collections \$229,000+.

## **VISALIA, CALIFORNIA \*\*Price Reduction\*\***

General dental practice in prime location. Quick sale. 2005 gross over \$419,000. **SALE PENDING**

## **LAS VEGAS, NEVADA \*\*New Listing!\*\***

6 op general practice, 37 years of goodwill. 2005 collections over \$1,350,000.

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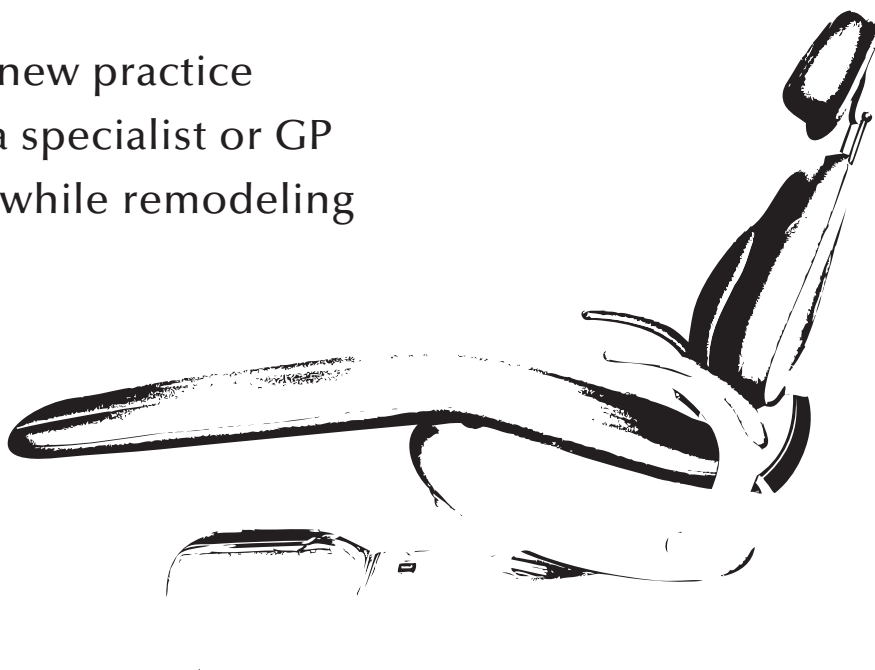
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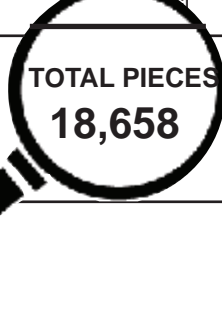
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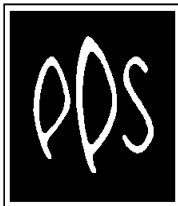
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- 2099 - **Huntington Park**. Est. 20 yrs. 1 day only, produces \$10k/mo.
- 3001 - **South O.C.** - Small practice, collects \$160k annually. Located in strip center. Hispanic patients. Seller moving south.
- 3003 - **NO/E Santa Ana/Tustin**. Retiring Dr. - collects \$260k/annually. Insurance & cash only. 3 Ops in professional bldg. Long established.
- 3005 - **Temecula/Murrieta Hot Springs**. HMO-Grossing \$1,500,000. w\$15k/mo HMO checks. Absentee owner.
- 3006 - **Covina/West Covina HMO** Grossing \$1,100,000 w/\$14k/mo. HMO cks. Newly renovated. FP. \$1,100,000, RE \$1,800,000. Absentee owner.
- 3007 - **Lamont/Arvin**- Practice with RE. Newly renovated. Beautiful bargain.
- 3008 - **Fullerton area** - Private Practice - 20 yr estb. Office. Seller moving out of state. Insurance & cash only. 6 ops. Located in small center
- 3012 - **Apple Valley area** - HMO \$20k/mo. Gross projected at \$1mil. Now in 1,400sq.ft. soon to be relocated to 2,800 sq.ft. R.E. in newly renovated office available at \$1,385,000. Practice \$1,100,000

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