

THE Dental Trader

VOL. 5 NO. 5 • MAY '08
So. Calif. Edition

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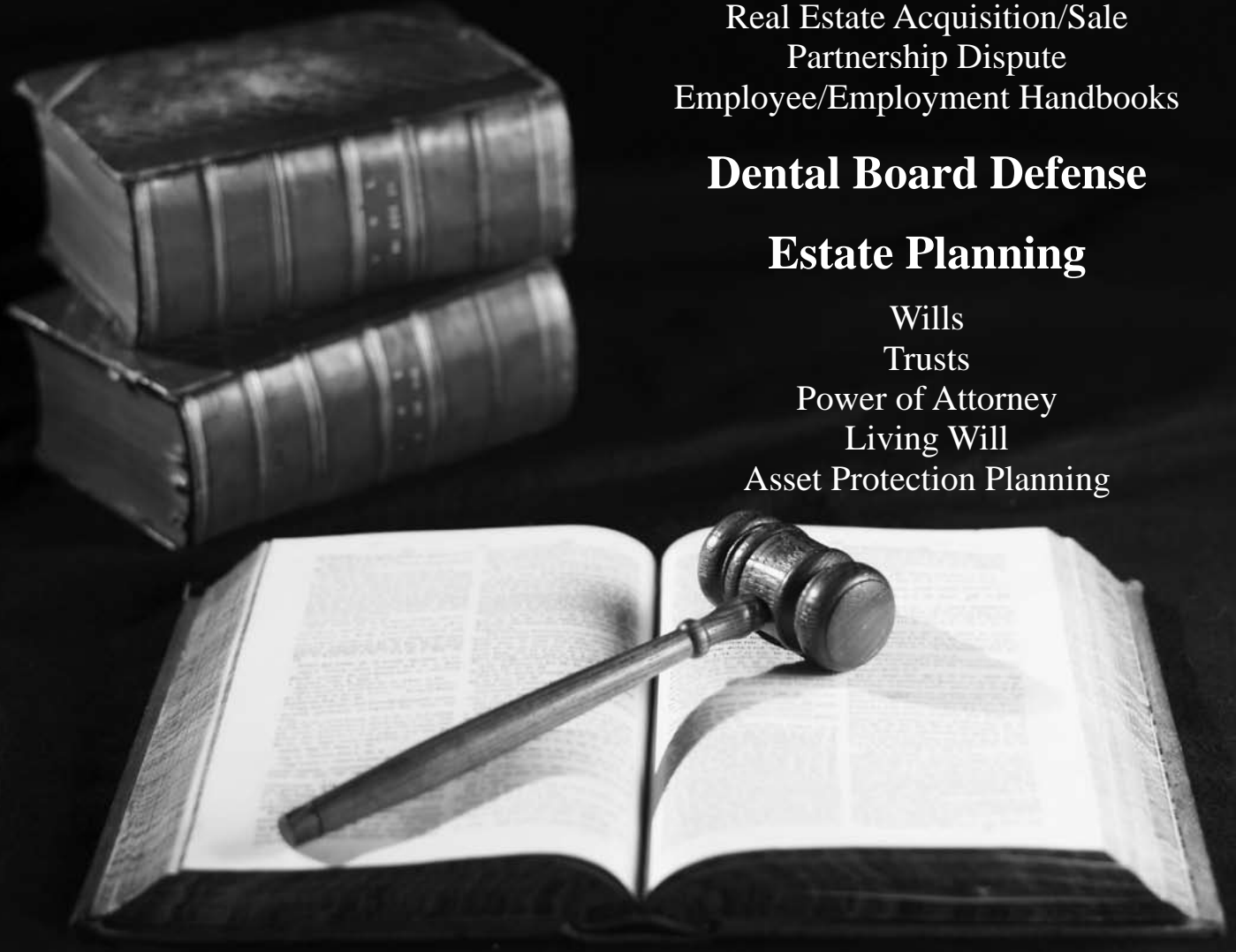
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PRACTICE FOR SALE IN EL MONTE PRICE REDUCE 160K/ OBO GOOD LOCATION WITH HI POTENTIAL LATINO AREA. CALL 626-442-3422.

ORAL SURGERY ASSISTANT NEEDED IN WEST LA-GOOD COMMUNICATION SKILLS, OS EXPERIENCE REQUIRED, MUST BE FRIENDLY. EMAIL CV TO OSGNDDA@HOTMAIL.COM.

SAN MARCOS DENTAL OFFICE FOR SALE 4 ops, computerized, digital xrays, 2007 gross col. \$818,000. Asking price \$850,000. Call 760-613-5684.

OFFICE MANAGER for Endodontic office in Reseda/Tarzana needed. Spanish speaking plus. Call 310-382-4839 or fax 818-344-0800. Part-time or full-time.

AVAILABLE ROOT ZX APEX LOCATER (almost new, excellent condition) for sale. Will give a good deal. Contact 510-334-4138.

LOOKING FOR DENTAL COORDINATOR for office in Inglewood full-time. Need to experienced. Please call (310) 925-9991.

EXPERIENCED GP seeks associateship in South Riverside/ North SD. Proficient at 3rd ext, endo, C&B, implants, dentures. Contact zm38@hotmail.com.

BARELY USED peri-pro III film processor by Air Techniques for \$500.00 located in Roseville, Ca. Contact Mike 916-787-0631.

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FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. Only private dentist in smaller town. 2007 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

KERN COUNTY

BAKERSFIELD #18 - (5) op computerized G.P. (3) eqt'd/4th op has chair/x-ray, 5th is plumbed not eqt'd. Retail location. Excellent exposure/visibility/signage. Denti-Cal/Cash/Ins/PPO. Gross Collections \$350K/yr. **PENDING**

BAKERSFIELD #19 - (5) op computerized G.P. in a Prof bldg. Denti-Cal/Cash/Ins/PPO. Gross Collections \$900K-\$1,000K/yr.

BAKERSFIELD SUBURB - (3) op computerized G.P. and free standing bldg. Limited competition. Cash/Ins/PPO/Denti-Cal pt. base. Some newer eqt. Gross Collections \$350K - \$400K/yr. Seller retiring.

BAKERSFIELD #20 - (3) op computerized G.P. & a duplex bldg. (2) ops eqt'd with new eqt, 3rd op plumbed not eqt'd. Cash/Ins/PPO & some regional center reimbursements. No HMO's or Denti-Cal! Gross collect \$450K-\$470K/yr. 35 years of goodwill. Approx 25 new pts/mos. Seller retiring. **NEW**

LOS ANGELES COUNTY

ALHAMBRA - "EMERGENCY SALE" (3) op computerized G.P. Located in a one story medical/dental bldg. on a heavily traveled, well known main blvd. Cash/Ins/PPO/Denti-Cal. Average annual gross collections \$250K/yr. **SOLD**

ANTELOPE VALLEY #2 - (6) op computerized G.P. (4) ops eqt'd w (3) year old eqt. (2) ops plumbed not eqt'd. Shop Ctr. location w excel exposure/visibility/signage. Intra oral camera, pano, and digital x-ray eqt'd. Cash/Ins/PPO/HMO/Denti-Cal patient base. 2007 gross collections \$339K+. **NEW**

BALDWIN PARK - (3) op computerized G.P. Strip center location with exposure, visibility & signage. Cash/Ins/PPO/HMO/Denti-Cal patient base. Approx (50) new pts/mos. Cap check approx \$4K/mos. 2007 gross collect. projected at \$370K+. Sale includes account receivables for cash flow. **PENDING**

BELFLOWER - (5) op computerized G.P. in a strip center. (4) eqt'd ops, (1) yr new Belmont eqt. Intra oral camera, & Zoom. Mixed pt base. Mos. Cap ck is approx. \$1,000/mos. **PRICE REDUCTION**

EAST SAN FERNANDO VALLEY - (3) op computerized G.P. in a small medical/dental bldg. Digital X-Rays, Intra Oral Camera & Dentrrix S/W. Cash/Ins/PPO & small % of Denti-Cal. Gross Collect approx. \$200K/yr p.t. **NEW**

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

INGLEWOOD - (3) op computerized G.P. in a medical/dental bldg. Only DDS in bldg. Cash/Ins/PPO/HMO patient base. \$3K-\$4K/mos in Cap checks. Annual gross collections \$250K-\$300K on 2-3days/wk. Digital x-rays. **NEW**

LOS ANGELES - (5) op computerized G.P. and free standing bldg. for sale. (3) ops of new eqt. and (2) ops of older eqt. Cash/Ins/PPO/HMO patient base. Annual Gross Collections approx. \$300K. **PENDING**

PASADENA - (8) op computerized G.P. and free standing bldg. for sale. Cash/Ins/PPO/Denti-Cal. pt. base. Gross collect \$750K/yr. **PENDING**

WOODLAND HILLS - (3) ops/(2) eqt'd. Computerized G.P. Strip ctr. location on a main blvd. w exposure/visibility/signage. New eqt. Newly opened. Cash/Ins/PPO/HMO pt. base. Includes approx. (100) charts (per Seller). Seller moving. **PENDING**

VALENCIA - 1,200+ sq ft (3) op fully eqt'd Turnkey in a smaller shop ctr. Excellent exposure/visibility. Adec eqt. Also eqt'd with an intra oral camera system, (2) x-rays, & a pano. Expandable to (4) ops. **PENDING**

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RIVERSIDE COUNTY

NORCO - (3) op turnkey office with some patients. Shop Ctr. location with exposure/signage. (2) year old eqt. Ready for f.t. DDS to take over & grow. **NEW**

PALM DESERT - (5) op turnkey office. (3) ops eqt. with two yr old A-Dec eqt. (2) add. plumbed ops. Includes furniture and eqt'd. No patients.

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

ORANGE COUNTY

IRVINE - (5) op computerized G.P. (2) ops fully eqt'd/(3) plumbed not eqt'd. Digital x-rays. Cash/Ins/PPO. Gross Collect \$450K-\$500K/yr. **SOLD**

SANTA BARBARA COUNTY

SANTA BARBARA ORTHO PRACTICE & CONDO - (3) op open bay Ortho office & light and bright office condo for sale. Computerized office. Pano/ Seph eqt'd. Annual Collections approx. \$360K/yr on a (2) day week. (7-9) new starts/mos. Low overhead/high net. Seller transition available.

SAN BERNARDINO COUNTY

SOLD OUT - Room for your San Bernardino Cty listing available.

SAN DIEGO COUNTY

LA MESA #3 - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collect \$552K. 2008 Projected Gross Collect \$700K+. **NEW**

POWAY - (3) op computerized G.P. in a freestanding bldg. in a shop ctr. Turnkey office (no charts) w brand new eqt including digital x-rays, Zoom light, computerized ops, intra oral camera system w docking stations, ADEC free standing steril system, etc. Includes an active phone # & yellow page ad. **REDUCED**

SAN LUIS OBISPO COUNTY

CENTRAL COAST BEACH TOWN - (3) op computerized G.P. in a very desirable beach community. Cash/Ins/PPO pt. base. 2007 Gross Collect \$355K on 3 days/wk. Seller refers all speciality work. Seller retiring. **NEW**

SAN LUIS OBISPO - (3) op computerized G.P. in a garden style prof. bldg. Cash/Ins/PPO pt. base. Gross Collect \$375K-\$400K/yr.

VENTURA COUNTY

THOUSAND OAKS #2 - (3) op computerized G.P. Cash/Ins/PPO. Digital x-rays, cerc, intra oral camera, Dentrrix s/w, and new chairs. 2007 Gross Collections \$700K+. **BACK ON THE MARKET**

OXNARD #5 - (3) op computerized G.P. Cash/Ins/PPO. Dentrrix s/w, pano and intra oral camera eqt'd. Annual gross collect. \$440K-\$480K on a (4) day wk. Approx (24) new pts/mos. Seller moving.

VENTURA - Computerized G.P. (2) ops + x-ray rm. Cash/Ins/PPO pt. base. Annual Gross Collect. \$175K on 2-2 1/2 days/wk. Very low overhead.

TULARE COUNTY

SMALLER TOWN TULARE CTY (NEAR VISALIA) - (4) op computerized G.P. and free standing bldg. for sale. Located on a main street. Limited competition. Cash/Ins/PPO and limited Denti-Cal. No HMO's. Projected 2007 Gross Collect of \$525K+. 15-20 new pts/mos. Seller retiring.

NORTHERN CA ***NEW***

LODI - (3) op G.P. 2008 Projected Gross Collect \$375K.

PETALUMA - (2) op G.P. 2008 Projected Gross Collect \$450K.

STOCKTON - (7) op G.P. 2008 Projected Gross Collect \$1.42M.

See additional Ad on page 84 for more details!

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EXCELLENT VENTURA G.P FOR SALE Established, computerized general practice in a prof. bldg. in a great location. Two large, sunny ops, x-ray room, two bathrooms. Very low overhead. Dr. is ready to retire & has reduced his workload to 2 days a week. Excellent potential to grow to a full time practice. Refers out all Endo, O.S., Perio & Ortho. Only PPO, Ins. and Cash patients. Collections \$175K/year. (818) 591-1401.

ACUCAM INTRAORAL CAMERA with cart/video monitor kodak printer film \$1500 obo. Angie 818 988 5722. Drgabbay@Drgabbay.com. Van Nuys.

BEVERLY HILLS DENTAL OFFICE For Sublease 2-3 days per week Specialist Only. Call: 310 666 4889. Please Leave A Message.

ORTHODONTIST NEEDED FOR A MULTILLOCATION PRACTICE. HIGH VOLUME STATE-OF-THE-ART OFFICES. \$1200-2000/DAY. PLEASE CALL 310.488.2818.

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DDS (GP) wants to rent operatory space in your San Diego practice. Must have Saturday hours. OS experience (858) 342-2611.

ZOOM 2 WHITENING LAMP is for sale. \$290 OBO. Almost new, rarely used. E-mail: astolya@yahoo.com.

PRIVATE SALE PRACTICE IN EAST LA, BUSY SHOPPING STREET, DENTICAL, CASH, INSURANCES, 500K+, DIGITALIZED, TOP EQUIPMENT. 323-217-5368.

COMPTON 6 ops, medical building, 35% ppo, medi-cal, hmo, 40% pedo, 20 years, \$300,000, ask \$175,000 310-632-2113.

TREATMENT COORDINATOR experienced with HMO and Dental assistant or RDA needed for a dental office in Palm Desert. Please call 310-398-3465.

BIOLASE/WATERLASE LASER PERFECT! 6 watt..... \$12,500.00 FIRM/CASH QUESTIONS? 661-269-2695.

OFFICE FOR SALE in Lake Los Angeles. 4 ops, no charts. \$25,000 terms avail, call 661-267-6400.

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GREAT OFFICE 5 ops to lease. Great location. Fully furnished. A entire building. Tustin, CA. Please call, (714) 544-5440.

QUALITY DENTAL OFFICE in nice area looking for general d.d.s. 2 days wk. great pay, private ins. Please call (909) 620-0321 or fax (909) 620-0324.

BURBANK EXCELLENT LOCATION!!! START A PRACTICE FROM SCRATCH??? RELOCATE YOUR OFFICE? BUY-IN? 1440 sf. Small patient base. Great rent/lease. 818-848-5619.

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1300 SQ FT DENTAL OFFICE in Westminster, Orange County, California look for partners or subleser. Contact Chris 714-235-5542. Email christophernguyendds@yahoo.com.



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PRACTICES FOR SALE —May, 2008

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

SAN DIEGO-ENCINITAS—Very well-established indemnity Insurance/Cash GENERAL Practice situated in Professional Bldg on hospital campus. 5 Ops in 1500 sq. ft. Hi Tech Office! Restorative and cosmetic emphasis. Easy freeway access. Offered for 725K.

SAN DIEGO-LA COSTA-NEW LISTING!! ORTHODONTIC Practice available in beautiful 2 year-old office. Satellite practice with excellent growth and unlimited potential! 5 chairs and Pan-Ceph. Buyer can simply assume the existing loan!! **ACCEPTED OFFER**

SAN DIEGO-VISTA-JUST LISTED!! Great starter/part-time General practice available. Established 15+ years, Doctor is retiring due to health reasons. 2 equipped Ops in 1200 sq. ft. (room for an additional Op). Situated in strip mall along busy thoroughfare. Asking only \$120K for quick sale!! **SOLD!!**

SAN DIEGO-SAN CARLOS-NEW LISTING!! Established fee-for-service GENERAL Practice located in Professional Bldg. along busy thoroughfare. 4 Ops (3 equipped, 1 plumbed) with ADEC equipment. 785K.

SAN DIEGO-CARMEL MOUNTAIN – Tenant Improvements and Equipment (no charts) 3 fully-equipped plus 2 Hygiene Ops, Much More!! 150K. **ACCEPTED OFFER**

SAN DIEGO-LA MESA-GENERAL Practice established 25+ years, situated in busy strip mall. Private/PPO. 4 Ops in approx 1100 sq. ft. Asking 580K.

SAN DIEGO-LA MESA– Two Doctors are retiring from this well-established GENERAL Practice. One of the Doctors offers sedation and oral surgery. The office is near freeway I-8 and has excellent parking. This beautiful facility is comprised of 12 equipped Ops in 3600 sq. ft. Patients from union contract, PPO, Private.

SAN DIEGO-LEMON GROVE– PRICE REDUCED. Established practice (25 yrs) situated in free standing building along main street. Approx 1800 sq. ft., 6 ops, lab & plumbed nitrous. 2006 collections of 223K. Retiring owner asking ONLY \$110,000 for quick sale!

SAN DIEGO-CARLSBAD– Satellite Practice of 2 1/2 yrs. Projecting Collections of over 300K on 2 days/wk. All Tenant Improvements completed for 6 Ops. in 1500 sq. ft. 5 Ops equipped. Situated in retail center at intersection of 2 Major Freeways.

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GENERAL DENTIST/PARTNER WANTED Join an established general practice + PT orthodontics in NE CA. Help us grow our state of the art office to the next level. Associate with chance to buy in. No MediCal or HMO's. Plenty of appreciative FFS patients. Interest in Pedo a plus. Visit our website: susanvilledental.com. Email: jimandjean04@hotmail.com or rayden@citlink.net. We look forward to hearing from you!

LOOKING FOR RDA or regular assistance full-time or part-time in office in Inglewood. Please call Dr. Sammy (310) 925-9991.

LOS ANGELES near USC, digital panorex, Nexus x-ray, Medical, hmo, 60% Hispanic \$300,000 gross, ask \$175,000 323 753 2361.

DENTAL OFFICE FOR SALE Great Location. Busy shopping center. Lease Hold only, no charts. 1200 sq, 4 opts. 1st \$85k takes, OBO, Rialto, 480-993-5878 Mark.

MODESTO PRIVATE PRACTICE FOR SALE. No HMO/medi-cal. Modern, beautiful 6 operatories office. State of the art equipments. Email: compliments1201-colpro@yahoo.com.

SANTA MARIA DENTIST NEEDED PART TIME FAX RESUME TO 626 332 0052.

PRACTICE FOR SALE #3121 - Riverside - HMO - \$6k - \$8k/month Valuable R.E. on Hi visibility corner. Grossing \$500k to \$600k. \$1,100,000 with R.E. Established 30 plus yrs. Call PPS (714) 832-0230.



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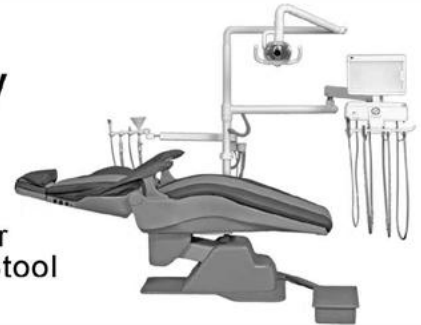
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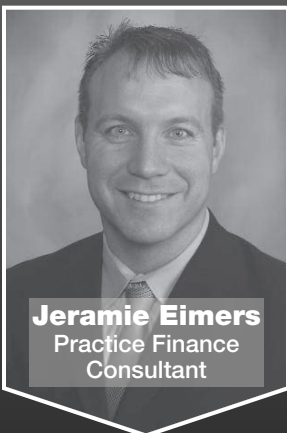
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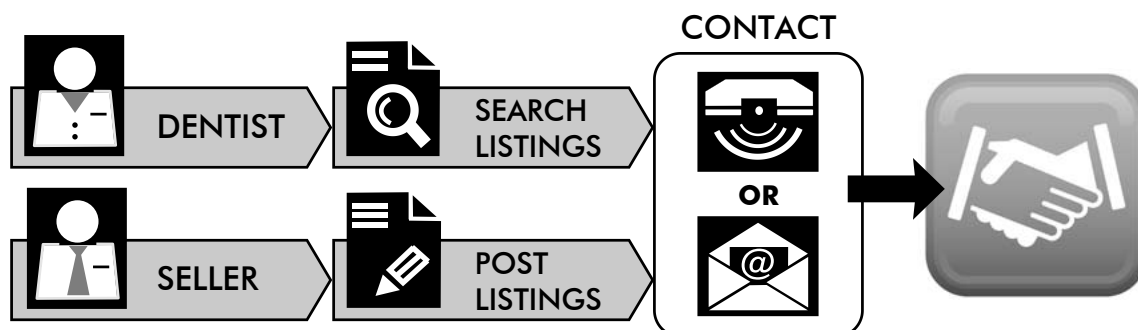
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CONEJO VALLEY MANAGED CARE PRACTICE FOR SALE: Excellent location with a total of 11 operatories. Gross collections in excess of \$1.8 million with over \$14,000/month in capitation checks. Specialty group also included. Seller does not work in the practice and is only present two and one-half days per week. Net income for an owner/operator is in excess of \$530,000 per year. Retiring. Asking \$1,485,000.

CARPINTERIA GENERAL PRACTICE FOR SALE: Fee for service practice has been established for over thirty years in the community. Collects \$650,000 per year on four days per week with a net income of \$260,000 per year. No welfare, no cap, no advertising, no evenings, and no weekends. Six days of hygiene per week. Well established, stable general practice. Live and work at the beach! Asking \$515,000.

CAMARILLO GENERAL PRACTICE FOR SALE: Retail location in a major commercial center in town. Newer practice with seven equipped operatories with digital x-rays, digital panoramic x-ray, and full computerization including chairside data entry. Collected \$400,000 in 2007 on three days per week. 40 new patients per month with \$2,000/month in capitation. No Denti-Cal and no weekends. Absentee owner. Great potential for growth. Asking \$375,000. **SALE PENDING/FULL PRICE**

SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE: Established for 30 years in the same location, this practice collected \$716,000 in 2007 on four days per week. Lots of potential as Seller refers all endo, all oral surgery, all perio surgery, all full dentures, all full mouth reconstruction cases and all ortho. Seller does no advertising, no HMO's, and no PPO's and does not work evenings or weekends. Four equipped operatories. Six days of hygiene per week. Asking \$575,000. **SALE PENDING/FULL PRICE**

SANTA BARBARA FEE FOR SERVICE GENERAL PRACTICE FOR SALE: Almost 40 years of goodwill with the same owner! Consistently collects over \$450,000/year with an average net income of \$180,000/year on 3 1/2 days per week. Two days of hygiene per week. No evenings, no weekends, no advertising, no Denti-Cal and no PPO's. Seller refers all endo, all oral surgery, all perio, all ortho and most pedo. Three equipped operatories with a 4th that is plumbed but not equipped. Retiring. Asking \$375,000. **SALE PENDING**

DOWNEY GENERAL PRACTICE FOR SALE: Stable, well established fee for service practice collects \$1.1 million per year with a net income of \$400,000 per year on four and one-half days per week. No Denti-Cal, no capitation, no evenings, no weekends. Eight and one-half days per week of hygiene. Five equipped operatories with one additional operatory that is plumbed but not equipped. Fully computerized with digital x-rays. Seller is leaving the State. Asking \$825,000.

THOUSAND OAKS FEE FOR SERVICE PRACTICE FOR SALE: This is a gold mine! Almost 40 years of goodwill. Located in a one-story professional building, this practice collects \$1.0 million per year on four days per week with no Denti-Cal, no HMO, no PPO, no advertising, no evenings and no weekends. Six plus days per week of hygiene. Seller refers all endo, all perio, all oral surgery, all pedo, and all ortho. Tons of potential! You would have to be blind not to recognize it. Retiring. Motivated. Asking \$750,000. **SALE PENDING/ ABOVE FULL PRICE**

GLENDALE ORTHODONTIC PRACTICE FOR SALE: Consistent collections in excess of \$300,000 per year on three days per week. Over 260 patients in bands with contract receivables in excess of \$300,000. 6-8 new patient starts per month. 3 chairs in a bay configuration. Low overhead. Asking \$200,000.

BAKERSFIELD GENERAL PRACTICE FOR SALE: Collects \$525,000 per year on 27 hours per week with a net income of over \$250,000 per year. Located near the hospital, the practice has no Denti-Cal and does no advertising. No evenings, no weekends. Capitation payments are about \$1,500 per month. Five equipped operatories with a sixth operatory that is plumbed but not equipped. Good potential for growth as Seller works just three days per week and still receives 44 new patients per month. Motivated Seller. Asking \$380,000. **MAKE OFFER!**

CAMARILLO FEE FOR SERVICE GENERAL PRACTICE FOR SALE: Over 30 years of goodwill. Very nice facility with five equipped operatories. Practice collects over \$700,000 per year with no Denti-Cal, no HMO, no advertising and no weekends. Six days per week of hygiene. Stable, recall based practice. Seller refers perio surgery, molar endo, ortho and difficult oral surgery. Retiring. Asking \$600,000. **SALE PENDING/FULL PRICE**

KNOX-KEENE LICENSE FOR SALE: Newly acquired Knox-Keene license is available for purchase. No enrollees and no liabilities. Owner has spent over \$1 million to acquire the license, but has had personal and family issues that prevent pursuing the potential. Asking \$300,000.

BEVERLY HILLS PRIVATE PRACTICE FOR SALE: Long established practice collects over \$200,000 per year on three days per week with 1-2 days per week of hygiene. Seller shares the office with another general dentist – each owns and uses three operatories and the rent is shared equally. All insurance and cash patients. Asking \$145,000.

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**CASTRO VALLEY:** For Sale or Merger: General Dentistry Practice: 2006 collections were \$824K with \$250K adjusted net income. In this 1800 sq ft office there are 5 treatment rooms with room to expand an additional operator. Intra-oral camera, Cerac and Eaglesoft software. Office refers out all ortho and endo. Owner would like to merge her practice with another or sell 1/2 interest.

**DINUBA:** - For Sale - General Dentistry Practice. Fully equipped office space. This 1,400 sq. ft. 3 operator office has been in its present location for 40 years. 2005 receipts \$275K. Intraoral camera, Pano, and Softrix software. Owner is retiring.

**FAIRFIELD:** - For Sale - Endodontic Practice and Condominium Unit. This endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq. ft. There are 4 equipped treatment rooms with an additional 5th room available. The 2006 gross receipts were \$885K with \$423 adjusted net income or profit. Owner will stay for transition to introduce buyer. Owner is retiring.

**FRESNO:** - For Sale - General Dentistry IV Sedation Practice. 2006 collections were \$1,445,18 with a \$628,376 adjusted net income. Seller is looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. The facility is 1,500 sq. ft. with 5 equipped operatories and 7 days of hygiene. New patients are referred by the existing patients and other dentists. Call for details regarding this excellent opportunity.

**FRESNO:** For Sale- General Dentistry Practice. 2007 Gross Receipts \$1,194K with adjusted net income of \$421K. The practice located in North Fresno area. There is 1,550 sq. ft. with 4 operatories. There are 8 days of hygiene with 28 new patients per month. Owner is retiring after 43 years.

**HILMAR:** For Sale - General Dentistry Practice. 2006 gross receipts \$214K one day a week as a satellite practice. Adjusted net income of \$110K with an overhead of 48%, 2 hygiene days. 2 1/2 operatories in 1000 sq ft. Equipped with Intra-oral camera, 2 new Pelton & Crane delivery units and chairs. Office recently remodeled. Free standing building on a main throughfare.

**LINDSAY/TULARE:** For Sale - General Dentistry Practice. Both Lindsay & Tulare practices are being sold together. Tulare: 4 ops., 1650 sq. ft., 1 hygiene day, 70% Medi-Cal, 5 1/2 years in same location.

Lindsay: 5 ops., 3600 sq. ft., 1 hygiene day, 34% Medi-Cal, 6 1/2 years in same location.

Combined Gross Receipts \$1.4 Million with 48% overhead. Adjusted net income \$745K. Both offices have intra-oral camera, and easy dental software. Owner willing to consider selling buildings also.

**LOS BANOS:** - Building for sale. Ideal for a 3 op 1000 sq. ft. start up practice or satellite practice. All leaseholds in place. Existing dentist purchased practice several years ago and has done so well that doctor has built and owns new building in new location and is moving in November.

**MADERA:** - For Sale - General Dentistry Practice. 2,500 sq. ft. owner occupied building. 7 equipped operatories, Laser, Intra-Oral camera, Dentrix Software, with 12 days of hygiene per week. 2006 gross receipts \$1,102,942 with adjusted net income of \$455K. Owner would like to sell and work back a couple of days a week. **Building also for sale.**

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

**RED BLUFF:** - For Sale - General Dentistry Practice. This practice is located in a freestanding building on a bluff over looking Sacramento River. There are 8 ops. With 10 days of hygiene. Seller has practiced in Red Bluff for 36 years. 2006 collections were over \$1 Million with adjusted net income of \$336K. Bldg is also for sale with 100% financing available. Owner is retiring.



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**REDDING:** For Sale -General-This practice is located on the Sacramento River in Redding. 2007 Gross Receipts were 1 million with \$315K adjusted net income. There are five operatories in this 2,500 sq. ft. building. The practice reports 1,731 patients and 14 new patients per month with 8 days of hygiene per month. The practice features Dentrix software, digital X-ray and digital Panolypse. In January 2008 the Record Searchlight publication "Best of the North State" acclaimed this to be the areas Best Dentist. Pictures are available. Doctor is retiring.

**REDDING:** - For Sale- General Dentistry Practice. This 2,000 sq ft office has 5 operatories with digital radiography and intraoral cameras. The 2007 collections were \$850K with 60% adjusted net overhead. There are 7 days of hygiene with approximately 2,700 active patients. The office is located in a multistory office building providing privacy while allowing all operatories to have beautiful outside views. Owner is retiring.

**REDDING:** For Sale - General Dentistry Practice. Office space is 1,950 sq ft with 5 ops, Eagle soft software, 5 hygiene day. 2006 Gross Receipts 593K, with adjusted net income of \$241K. Owner doctor to retire.

**RIO DELL:** For Sale - General Dentistry Practice. A wonderful opportunity for buyer looking to advance their implant skills. 1,300 Sq. ft., 2 equipped operatories, Intra oral camera, and Panorex. 2006 Gross Receipts \$498K with adjusted net income of \$211K. Seller is owner and founder of Pacific Implant Inc. and is a noted Implantologist, Author, and Lecturer. Owner will stay to train buyer in implant techniques.

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

**TRACY:** - For Sale - General Dentistry Practice. Gross Receipts \$331K. Adjusted net income \$504K. 3 Operatories, Pano, Patient Base Software, Leased office space 1100 sq ft. Practice in same location for 33 years. 22 new patients seen a month. Owner would be willing to come back 1-2 days a week.

**TURLOCK:** For Sale - General Dentistry Practice. 2006 Gross receipts \$530,409. Located with in walking distance from newly renovated downtown. 5 operatories in 1,512 sq ft, intraoral camera, endo rotary, easy dental software. Practice has been in its present location for the past 9 years. Owner may be willing to sell building also. Owner relocating.

**SOUTHERN CALIFORNIA**

**CAMARILLO:** - For Sale - General Dentistry Practice in upscale community. 1495 sq. ft., 4op, intraoral camera, pano and digital x-rays; 4 hygiene days/wk; 2006 gross receipts \$422K; Owner to retire.

**CARLSBAD:** - For Sale - General Dentistry Practice. 1403 sq. ft. with 3 ops in a highly desirable area. There are 4 days of hygiene per week. Gross receipts were 247K for 2005. Practice has been in its present location for 24 years. Molar Endo, Implants, referred out.

**GLEN DORA:** - For Sale- General Dentistry Practice; Practice Priced To Sell, 1000 square feet, 3 equipped ops with 4 days of hygiene booked 6 months in advance; practice is same location for 36 yrs; 2006 gross receipts \$318K. Owner to retire.

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

**LA COSTA:** - For Sale - General Dentistry Practice. Office currently open 5 days a wk. Twelve years in present upscale location. 2006 Gross Receipts 1.4 Million with an adjusted net income of \$507K 60% overhead. Office has 2,000 sq. ft. Dentrix Software, 7 treatment rooms, Intraoral Camera, Panorex, 5 hygiene days. Owner doctor to work an additional 3-years.

**RIALTO:** - For Sale - General Dentistry Practice. Priced for immediate sale. 900 Sq. Ft. 3 operatories in a busy shopping center.

**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 days 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.

**SHERMAN OAKS:** For Sale - General Dentistry Practice. High end facility fully equipped with intraoral camera, Panorex, 8 ops., Practice Works software. Non amalgam philosophy, currently open 5 days a week. 2006 Gross Receipts \$854K adjusted net income of \$267K. Building also for SALE- 3,000 sq. ft. Practice has been in its current location for the past 5 years. Owner doctor to retire.

**TARZANA:** For Sale - General Dentistry Practice. This seven operatory practice is located in an office space of 2000 sq. ft. 2006 gross receipts were \$626K with an adjusted net income (profit) of \$264K. There are 4 days of hygiene. Owner is selling to spend more time with her family as a full time mom. The practice is an excellent opportunity as it is but has the potential due to its size to add additional partners or associates in the future.

**VENTURA:** - For Sale - General Dentistry Practice. 2005 Gross Receipts 976,965 with adjusted net income of \$382,576. Located in large shopping center. Office space is 1,350 sq ft it has 4 operatories, Kodak Softdent software, intra-oral camera, Panorex and five hygiene days.

**WESTLAKE:** - For Sale - General Dentistry Practice in affluent master planned community. Practice has 6 ops, 1800 sq. ft. 2006 gross receipts were \$626K with an adjusted net income (profit) of \$264K. There are 4 days of hygiene. Owner is selling to spend more time with her family as a full time mom. The practice is an excellent opportunity as it is but has the potential due to its size to add additional partners or associates in the future.

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**AGOURA MANAGED CARE PRACTICE** Collects \$1.825 million/year. 11 ops. \$14,000+/month in cap checks. No Denti-Cal. Asking \$1,485,000. Call Kurt Skarin 818-991-6552.

**ORALSURGEON NEEDED** 60% of production. San Fernando Valley. 1 day per month. (818) 518-7426 or (818) 365-7191. Most equipment available.

**HYGIENIST NEEDED** in Rowland Heights for Mondays, friendly private practice, please call (909) 594-1758.

**IMPLANT-IN HOUSE** STOP REFERRING PATIENTS OUT. I'LL PLACE IMPLANTS IN YOUR OFFICE & TEACH YOU TO RESTORE THEM. 310-476-0876.

**ASSOCIATE DENTIST NEEDED** FOR PRIVATE OFFICES IN LA HABRA, CHINO, AND ONTARIO. FAX RESUME TO 909-902-1213 OR EMAIL: MESMAEILI@YAHOO.COM.

**WE ARE LOOKING** for board eligible and board qualified Orthodontists to work in our multiple offices. Fax resume to 310-634-1862.

**FREE ESTIMATES** Detailed and complete All County Construction 562-989-3350.

**DENTAL ASSOCIATE POSITIONS** BUY-INS / PARTNERSHIPS – many opportunities soon to be available. Be sure to register with us for immediate notification by email to brian@promed-financial.com or call 888-277-6633 for more information.

**STOP REFERRING OUT** Team of 2 Oral Surgery residents will do surgical procedures in your office. All insurances. Call 818-253-5223.

**BEAUTIFUL, HIGH-TECH OFFICE** Murrieta/Temecula area. Great location. 2 yr new practice. 4 ops. 1500 sq ft. Some major equipment incl. Perfect for specialist. Several busy dental practices nearby. Contact Tom @ 951-805-6278.

**ASSOCIATE PROSTHODONTIST NEEDED** for growing multi-specialty office in Irvine. Immediate opening, please Fax resume to 949-453-0970.

**ORTHODONTIST NEEDED** Full service dental office in Northridge, inviting part-time ortodontist, Saturday a plus, please fax your interest to 818-882-0101.

**FT DDS NEEDED** in growing practice in Temecula. Hard-working and good personality a must. Call (951)640-3115 or email info@margaritadental.com.

**SANTA ROSA** Dental Building Partnership Interest OPPORTUNITY – 3 ops, private Dr.'s Office, shared lab, shared break room and many benefits. Total Building is 7,360 sq. ft. with an additional 2,480 sq. ft. of basement space for storage. The partnership interest for sale is 12.5% or 920 sq. ft. of build-out dental office and 320 sq. ft. of storage. All Dentist in the Building are owners, building is paid for, minimal monthly rent for upkeep. ASKING \$320,000, OWNER WILL CARRY WITH MINIMUM DOWN. Caudill & Associates (866) 513-2869.

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**DENTAL OFFICE SPACE** available 2 days a week. Call nadia 714-665-0898 or email dramirids@aol.com.

**DINUBA** For Sale General Dentistry Practice. Equipped office space. 1,400 3 op been its present location past 40 years. 2005 receipts \$275K. Intra oral camera. Building also avail for sale. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-730-8883.

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**COVINA GP/SPEC** – 4 eq. ops., 1 plumbed, not eq., 1,486 sq. ft. in single story, medical/dental building; large rear parking. Approx. 43 years goodwill. 3 day/wk practice. 80% insur. (50% PPO/30% priv.) & 20% cash practice; refers all endo. Beautiful office with lots of granite. Collected approx. \$221,380 in 2007. Property ID #1151.

**ESCONDIDO** – 5 eq. ops. in a 2,200 sq. ft. suite located in a free standing building, corner location. Computerized office with a Intra Oral Camera. Sellers work 1 day a week with an associate working 1 day a week. Income stream is 48% cash 40% insurance 12% capitation practice. Good location and upside potential. Property ID #991.

**LAGUNA HILLS** – 4 eq. ops., 1,300 sq. ft. office located on a ground floor in a two story medical/dental building. Equipment 1 year and older. Seller works 4 1/2 days/wk. 32 years of Goodwill. Collected approx. \$513,272 for 2007. **BUYER'S NET OF \$126,248.** Property ID #1081.

**NORTH HOLLYWOOD GP** – 3 eq. ops., 1 plumbed, not equipped, 1,350 sq. ft. office in one story shopping center location. Approx. \$6,000/month cap.; 9-10 plans. 15 new HMO & 15 new private patients/mon. Seller works 3 days/wk & assoc. works 1 /day/wk. Grossed approx. \$643,812 in 2007; projecting \$793,824 for 2008. **BUYER'S NET OF \$184,248.** Property ID #1181.

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**CANOGA PARK** – 4 eq. ops. in a 1,700 sq. ft. office located in a free standing building. Computerized office with Intra Oral Camera & Digital X-ray. 70% insurance, 20% cash & 10% capitation. Seller works 2 1/2 days/wk & Assoc. works 1 day/wk. Collected approx. \$593,791 for 2007. **BUYER'S NET OF \$204,246.** Property ID #1251.

**LONG BEACH GP** – 4 eq. ops., plumbed staff lounge, 1,490 sq. ft. office in multi-suite, two story building for sale with practice. Good location near downtown area with room to expand to a multi-specialty office or have rental income.

3 yr old equip. with digital x-ray. 70% insur. (PPO's), 30% cash practice & one cap plan. 3 day/wk practice. Collected approx. \$479,983 in 2007. Currently Proj. \$506,000 for 2008. **BUYER'S NET OF \$108,772.** Property ID #1321.



**RANCHO CUCAMONGA GP** – 3 eq. ops., 1,100 sq. ft. office in strip shopping center. Two yr. old equipment. Seller working part-time; collected approx. \$144,000 in 2007. Turn-key office for motivated Buyer. Replacement price with patients and goodwill. Property ID #502.



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Alice C. King, V.P.



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### GREATER LOS ANGELES & VENTURA COUNTY

**BELLFLOWER – DENTAL PRACTICE & BUILDING** – 6 eq. ops., 1,875 sq. ft. suite located in a single story, three suite building. Computerized office with Intra Oral Camera. 40% ins., 40% cash and 20% Cap. Seller works 3 1/2 days/wk. Collected approx. \$484,284 for 2007. Property ID #101.

**BURBANK GP** – 3 eq. ops., 1,050 sq. ft. office in two-story medical/dental building. Computerized, intra-oral camera & digital x-ray. 65% insur. (20 PPO's), 25% cash & 10% medi-cal. Pretty office, building has covered parking. Perfect first practice, satellite office or opportunity to merge with another practice. **BUYER'S NET OF \$59,418.** Property ID #1171.

**CANOGA PARK GP** – 4 eq. ops. in a 1,700 sq. ft. office located in a free standing building Computerized office with Intra Oral Camera & Digital X-ray. 70% insurance, 20% cash & 10% capitation. Seller works 2 1/2 days/wk & Assoc. works 1 day/wk. Collected approx. \$593,791 for 2007. **BUYER'S NET OF \$204,246.** Property ID #1251.

**COVINA GP/SPEC** – 4 eq. ops., 1 plumbed, not eq., 1,486 sq. ft. in single story, medical/dental building; large rear parking. Approx. 43 years goodwill. 3 day/wk practice. 80% insur. (50% PPO/30% priv.) & 20% cash practice; refers all endo. Beautiful office with lots of granite. Collected approx. \$221,380 in 2007. Property ID #1151.

**EL MONTE GP** – 4 eq. ops, 2 plumbed not eq. in a 1,700 sq. ft. office. Office was established since 1957 – Seller passed away in February 2008 - Currently 2 associates are working the office (1) works 3 days and (1) works 1 days per week – Office is open 5 days per week- Office is 80% insurance / 20% Cash – Great Location – Great Exposure – Building is for sale. Property ID #1231.

**ENCINO** – LEASEHOLD IMPROVEMENTS & EQUIPMENT ONLY! 2 eq. ops in a 720 sq. ft suite located in a three story building. Leaving charts as bonus. Excellent Location. Turn-key office. Property ID # 1271.

**GRANADA HILLS** – 3 eq. ops., 1 plumbed not eq op. in a 1,400 sq. ft. suite located in a two story medical/dental building. Computerized suite with Intra Oral Camera. Seller works 2 1/2 days a week. Collected approx. \$217,240 for 2007. Property ID # 1311.

**HACIENDA HEIGHTS** – 4 eq. ops. in a 1,500 sq. ft. suite Computerized office with Intra Oral camera. Income stream is 74% insurance 25% cash and 1% capitation practice. Seller is working 3 days a week. Collected approx. \$334,663 for 2007. **BUYER'S NET OF \$81,811.** Property ID #1021.

**LAWDALE** – 3 eq. ops., 1 partially equipped op; 1,500 sq. ft. store-front office. Approx. 38 years goodwill. Seller works part time, has two offices. Long term staff. Middle class, blue collar area. 3 yrs. left on lease with five year option. Low rent. Turn-key office with less than start-up price. Property ID #1331.

**LONG BEACH GP** – 4 eq. ops., plumbed staff lounge, 1,490 sq. ft. office in multi-suite, two story building for sale with practice. Good location near downtown area with room to expand to a multi-specialty office or have rental income. 3 yr old equip. with digital x-ray. 70% insur. ( PPO's), 30% cash practice & one cap plan. 3 day/wk practice. Collected approx. \$479,983 in 2007. Currently Proj. \$506,000 for 2008. **BUYER'S NET OF \$108,772.** Property ID #1321.

**NORTH HOLLYWOOD GP** – 3 eq. ops., 1 plumbed, not equipped, 1,350 sq. ft. office in one story shopping center location. Approx. \$6,000/month cap.; 9-10 plans. 15 new HMO & 15 new private patients/mon. Seller works 3 days/wk & assoc. works 1 /day/wk. Grossed approx. \$643,812 in 2007; projecting \$793,824 for 2008. **BUYER'S NET OF \$184,248.** Property ID #1181.

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Maria Silva, V.P.

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**NORTHRIDGE GP** – 3 eq. ops., 1 plumbed not eq. in a 1,400 sq. ft. suite located in a one story medical/dental building. Computerized suite with Intra Oral Camera & Digital X-ray. 60% insurance and 40% cash. Seller works 3 days/wk. Collected approx. \$252,310 for 2007. Property ID #1291.

**RESEDA** – 4 eq. ops, approx. 1,400 sq. ft. office located in four-story, medical/dental building. Equipment is approx. 3 yrs. old. Reasonable lease includes utilities and cleaning; Seller is relocating practice. Very busy medical/dental center located on corner of major Cross Street. Property ID #701.

**VALENCIA** – 3 eq. ops., 1,200 sq. ft suite, single story building located in a busy shopping center. 9 ½ years of Goodwill. Seller works 5 days/week. 70% PPO and 25% Cap. Collected approx. \$543,339 for 2007. **BUYER'S NET OF \$162,306.** Property ID #1061.

**WALNUT - GP/SPEC** – LEASEHOLD IMPROVEMENTS & EQUIPMENT ONLY! 2 eq. ops., private office plumbed for 3rd. 1,000 sq. ft. office in busy shopping center with anchor stores. Excellent location. Seller moving practice to nearby community. Property ID #1161.

## ORANGE COUNTY

**ANAHEIM** – 4 eq. ops., 1,200 sq. ft. office located in strip retail center near freeway. Reasonable rent. Newly remodeled with digital x-ray & computerized ops. TURN-KEY office. Property ID #631.

**ANAHEIM GP or SPECIALTY LOCATION WITH FREE-STANDING BUILDING** – 3 eq. ops., 1 plumbed, not equipped; approx. 1,635 sq. ft. building; medical/dental complex with large parking lot. Part-time practice. TURN-KEY OPPORTUNITY! Property ID #621.

**GARDEN GROVE** – 3 eq. ops., 1,260 sq. ft. shopping center location. Approx. 30 new patients/month. 4½ day/week practice. 37% insurance, 50% cash, 13% medical. Collected approx. \$331,025 for 2007. **BUYER'S NET OF \$125,732.** Property ID #931.

**IRVINE** – 3 eq. ops., 1 plumbed, not equipped op., approx. 1,160 sq. ft. office in busy, strip retail center near Irvine Spectrum. 1 yr old equip; Great starter location, lots of foot traffic Mon – Fri. Leasehold Improvements and Equipment only! Executive location. Property ID #831.

**IRVINE** – 4 eq. ops., 1,195 sq. ft. office in large, busy shopping center. Well established, approx. 12 yrs. 50% Ins/PPO, 40% cash & 10% Cap. Computerized, digital office. Long term staff. Collected approx. \$509,126 in 2007. **BUYER'S NET OF \$113,280.** Property ID #111.

**LA HABRA** – 3 eq. ops., 2 plumbed/not equipped; 1,500 sq. ft. office located in strip shopping center. 78% insur., 20% cash, 2% capitation practice estab. 2004. Seller works 3 days/wk. 8-10 PPO's, Capitation income is approx. \$500/month from 3 plans. Turn-Key office. Property ID #491.

**LAGUNA HILLS GP** – 4 eq. ops., 1,300 sq. ft. office located on a ground floor in a two story medical/dental building. Equipment 1 year and older. Seller works 4 ½ days/wk. 32 years of Goodwill. Collected approx. \$513,272 for 2007. **BUYER'S NET OF \$126,248.** Property ID #1081.

**RANCHO SANTA MARGARITA** – Leasehold Improvements & Equipment Only! 5 fully ep. ops. and 5 plumbed not eq., in a 2,800 sq. ft. office. Located in a busy shopping center. Great Location. Great exposure. Great opportunity for startup. Property ID #1071.

Web site: [www.calpracticesales.com](http://www.calpracticesales.com)

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



Tina Ochoa, V.P.



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**SANTA ANA** – Leasehold Improvements & Equipment Only! 4 fully eq. ops. and 1 plumbed/not eq. in a 1,000 sq. ft. office. Good Location. Large rear parking and good street visibility. Digital X-rays. Leaving bonus Medi-Cal patients (approx. \$80,000/yr). Property ID #1141.

**TUSTIN GP OR SPEC LOCATION** – 4 eq. ops., 1,300 sq. ft. office located on first floor of two-story, medical-dental building with large rear parking lot. Seller moving to larger office. Upscale area of Tustin. Property ID #1341.

### RIVERSIDE & SAN BERNARDINO COUNTIES

**APPLE VALLEY GP** – 3 eq. ops., 1,200 sq. ft. office located in free-standing building with 2 suites. Building available with practice. 70% insur., 30% cash practice w/3-5 PPO's. Seller retiring, works 3 days/wk. Collected approx. \$449,093 for 2007. **BUYER'S NET OF \$143,417**. Property ID #891.

**HEMET GP** – 4 eq. ops. in a 1,252 sq. ft. office located in a one story medical/dental building. 38% insurance and 62% cash. 37 years of Goodwill. Collected approx. 334,663 for 2007. **BUYER'S NET OF \$77,658**. Property ID #1301.

**HEMET GP** – 3 eq. ops., in a 1,920 sq. ft. office located in a one story free standing building. Computerized office with Intra Oral Camera & Digital X-ray. 50% insurance and 50% cash. Seller works 3 ½ day/wk. Collected approx. \$424,043 for 2007. **BUYER'S NET OF \$117,792**. Property ID #1261.

**MORENO VALLEY** – Leasehold Improvements & Equipment, 2 eq. ops, 1 plumbed not eq., in a 900 sq. ft. office located in single story shopping center. 20 years of Goodwill. Property ID #1241.

**PALM DESERT GP** – 4 eq. ops., in a 1,550 sq. ft. suite located in a one story shopping center. 3 year old equipment. Computerized suite with Intra Oral Camera & Digital X-ray. 40% insurance and 60% cash. Average 20-21 new patients/month. Collected approx. \$880,896 for 2007. **BUYER'S NET OF \$175,704**. Property ID #1091.

**PALM DESERT GP** – A rare to find ,highly reputable and profitable dental practice is available for partial or full ownership. 3 eq. ops in a 2,000 sq. ft. office located in a prestigious Medical/Dental Complex. 5 star luxury dental practice presents state of the art decor with Digital X-ray. Seller works 2 ½ days/wk with 2 full days of hygiene. Income stream 100% cash with 24 new patients/mo. 5 yr. old equip. Full-service, Cosmetic, Restorative, Implant Practice. Collected approx. \$1,087,783 in 2007. **BUYER'S NET OF \$337,872**. Seller requests to work back in the practice up to 4 days per month while expanding his dental laboratory and training facility in Orange County. Very trained and highly motivated dental team welcomes the new doctor. Truly a dream practice! Property ID #1121.

**PALM SPRINGS** – 4 eq. ops. in a 1,300 sq. ft office located in a one story, free standing building. Computerized office with Intra Oral camera & Digital X-ray. Seller works 3 days/wk. Income stream 25% ins., 50% cash and 25% Medi-Call with 15-20 new patients/mo. 3 yr. old equip. Long term lease. Collected approx. \$182,388 for 2007. Property ID #1131.

**RANCHO CUCAMONGA GP** – 3 eq. ops., 1,100 sq. ft. office in strip shopping center. Two yr. old equipment. Seller working part-time; collected approx. \$144,000 in 2007 and \$21,500 in Jan. 2008. Turn-key office for motivated Buyer. Replacement price with patients and goodwill. Property ID #502.

**TEMECULA** – 3 eq. ops., 1,400 sq. ft. office located in three story medical/dental bldg., 6 yr. old equip./digital x-rays. Lease does not have annual increases. 90% insur., 10% cash practice with 20 -24 new patients/month. 4 day/wk practice with 3 days/wk of hygiene. Collected approx. \$547,575 for 2007. **BUYERS' NET OF \$119,942**. Property ID #961.

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Greg Beamer, V.P.

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**TEMECULA** – 4 eq. ops., 1,500 sq. ft. office. Located in a three story professional building. Good Location. Great view of mountains from back opertory. 3-4 year old equipment. Leasehold Improvements & Equipment only! Property ID #1031.

**UPLAND GP** – 4 eq. ops., 1,600 sq. ft. designer office located on first floor of two story, prestigious medical/dental building. Long term lease. Seller semi- retiring. Referral: Endo & oral surgery. Estab. Approx. 14 years. Collected approx. \$238,287 on 3 days/week. Replacement Value Price. Property ID #971.

### SAN DIEGO COUNTY

**ESCONDIDO** – 5 eq. ops. in a 2,200 sq. ft. suite located in a free standing building, corner location. Computerized office with a Intra Oral Camera. Sellers work 1 day a week with an associate working 1 day a week. Income stream is 48% cash 40% insurance 12% capitation practice. Good location and upside potential. Property ID #991.

**FALLBROOK GP & BUILDING** – 4 eq. ops., 1,800 sq. ft. office in free-standing, two suite dental building. Seller's ½ interest in building to be sold with practice. 60% insur., 40% cash practice, only 5 – 8 PPO's. 4 day/wk practice with 4 hygiene days/wk. 38 years of goodwill. Collected approx. \$1,033,000 in 2007. **BUYER'S NET OF \$372,366.** Property ID #1201.

**LA MESA** – 2 eq. ops., w/x-ray room w/panarex, 1,200 sq. ft. office in strip shopping center. 50% insur., 50% cash practice. Seller works 2 days/wk; staff is in 3 ½ days/wk. Seller at this location since 1986. Priced to sell at \$125,000. Property ID #941.

### VENTURA COUNTY/SANTA BARBARA COUNTY

**CAMARILLO GP** – 3 eq. ops., shopping center location. Busy center with lots of parking. Seller shares office with a podiatrist; rent and utilities shared proportionately. Seller is retiring. Turn-key opportunity; Less than start-up price! Property ID #1191.

**SANTA BARBARA** – 4 eq. ops. in a 1,450 sq. ft. suite located in a two story medical/dental building. Computerized suite with Intra Oral Camera & Digital X-ray. 70% insurance and 30% cash. Average 20-25 new patient/month. Collected approx. \$299,225 for 2007. **BUYER'S NET OF \$89,099.** Property ID #1211.

**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)  
 Tina Ochoa- [tochoa@calpracticesales.com](mailto:tochoa@calpracticesales.com)  
 Maria Silva- [msilva@calpracticesales.com](mailto:msilva@calpracticesales.com)

 John W. Knipf (Neff), President

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

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**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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**LOOKING TO BUY A DENTAL PRACTICE?** Used equipment? Seeking staff or looking for a position in a dental practice? Visit The Dental Trader's ONLINE AD BOARD regularly. Ads being placed by doctor's for next month's edition are on our website's ad board now!

**EAST SAN FERNANDO VALLEY** 40 year old practice FOR SALE, original practice in this city. 1 owner. Ideal for HMO/PPO, mostly private patients. Retiring. All networked, Dentrix, 10 computers, intraoral cameras, digital x-rays, was lasers and microscope enhanced for years. 818-896-3100.

**PRACTICE FOR SALE** #3012 – Apple Valley/HMO - \$20k Cap checks per month. Grossing \$950k and growing rapidly. Average 55 new patients/mo. Profitable access contract produced by one associate will pay for office. Hi-identity free standing 2,800 sq.ft. building.. 8 – 10 chairs newly renovated. Beautiful office. F.P. \$950k on Practice, \$1.5k for building – Call Professional Practice Sales, Inc., (714) 832-0230.

**SANTA ANA/COSTA MESA PRACTICE FOR SALE** 4 operatories, gross collections approximately \$35,000/mo – high net income - private insurance and cash only – open only 3 days/wk. Thomas & Fees Practice Sales (714) 544-4341.

**BIOLASE WATERLASE FOR SALE** Yorba Linda, Calif. Great condition. Lightly used. \$20,000 OBO  
burnhamdds@gmail.com. 714-524-2380.

**PRACTICE FOR SALE** #3007 – Need to repair your credit. Seller will finance. Lamont/Arvin – up to \$40k/month part time. Practice with Real Estate. Newly renovated. Beautiful bargain. \$585k or pay Seller 10% of collections for 120 months or until paid in full. includes R.E. and A/R. A small city that can make you a millionaire. Call Tom Fitterer, P.P.S. (714) 832-0230.

**ANAHEIM OFFICE** Seeking for Dentist with minimum 5yrs experience; able to work weekends P/F available. Call Dr. Le 714-491-8600.

**ALISO VIEJO OFFICE** for lease/rent. Beautiful cosmetic office with 5 operatories in major retail shopping center. lmg (949) 362-8523.

**BREWER 3145 ASSISTANT STOOL** SELECT COLORS TO CHOOSE FROM. SPECIAL PRICE, \*BRAND NEW\* \$395.00 CALL 909-599-0875.

**RIVERSIDE** Loma Linda doctor is retiring after 25 years!!! 2007: \$336,000. Asking \$290,000. Select Practice Services, 626-966-8223!

**MODERN DENTAL OFFICE FOR LEASE** brand new, beautiful, equipped with digital X-ray. For More Info please call Hayk @ 818-381-2887.

**DENTAL OFFICE FOR SALE** IN ONTARIO/PRICED TO SELL IMMEDIATELY/3 OPS-1100 SF-WITHIN SHOPPING PLAZA/EXCELLENT BUY!/CALL 714-272-8850 OR EMAIL: MESMAEILI@YAHOO.COM.

**STOP THE SCREAMING** In office sedation by M.D. Anesthesiologist- Pedo/Adults- Medi-Cal Provider- 20 years experience- Call 310-777-8849 or info@propofolmd.com.

**:DA/RDA WANTED** SAN DIEGO FT-BENFITS SMALL PRIVATE HIGH-QUALITY PEDO OFFICE. MUST ENJOY WORKING WITH KIDS FAX: (858) 270-1252 EMAIL: SDTOOTHDOC@AOL.COM.

**"PAT WOOD IS VERY KNOWLEDGEABLE"** David Reivakam, D.D.S., Riverside, California. Call Wood and Delgado toll free: 800-499-1474.

**PRACTICE FOR SALE** CAMARILLO 3 eq. ops, 1,200 sq. ft. office / Lsehd & Equip California Practice Sales, Inc. Phone: 714-639-2775.

**HEMET, DENTAL OFFICE** for sale. 4 ops, room for expanding. no charts. Dr. moving out of state.\$130k (619) 947-1543.

**PRIVATE COSMETIC** and implant practice for sale in Chatsworth. Upscale, high traffic shopping center location with great visibility. No HMO, private and PPO only. Grossing over \$1,000,000 for last three years.4 opps. Plumed for 5. Computerized with Dentrix. Priced at \$990,000. Serious prequalified buyer only. Call 818 517 6639 or e-mail at doctoryury@gmail.com.

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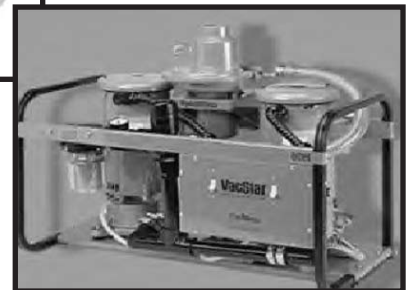
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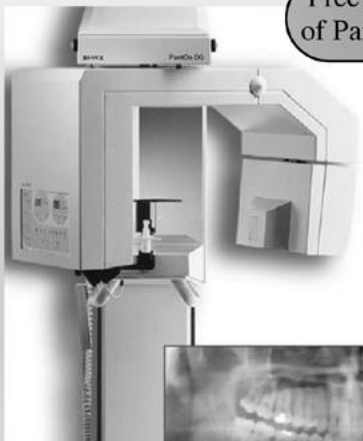
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Well established, 5 op GP with an emphasis on cosmetic dentistry. Seller is relocating. Collections in 2007 exceeded \$930,000.

### SOUTHERN SAN DIEGO (Perio) - *New Listing!*

3 op periodontal practice with a convenient, easily accessible medical/dental building location. Seller is retiring. Collections in 2007 exceeded \$299,000 on two doctor days per week.

### NORTHERN SAN DIEGO - *New Listing!*

Wonderful, 10 op GP, 15 minutes from the ocean. Collections \$962k+ on 3 1/2 days/week.

### RIVERSIDE COUNTY - *New Listing!*

Spacious, 7 op GP in a new medical/dental building. Strong patient flow & well trained staff. 2007 collections over \$1,200,000.

### LAGUNA NIGUEL (Facility) - *New Listing!*

Three operator, 1,119 square foot dental facility located in a strip mall. Exceptional opportunity to establish your own dental practice in an equipped facility in an ideal location.

### CENTRAL SAN DIEGO

Well established, four op GP with strong patient flow. Collections in 2007 exceeded \$900,000.

### SOUTH SAN DIEGO

Growing, 7 op (4 equipped), GP with an excellent reputation in the community. Recent annual collections exceeded \$535,000.

### NORTH SAN DIEGO COASTAL COMMUNITY

Spectacular four op GP in a high-end medical/dental building. Practice enjoys state-of-the-art equipment & plasma televisions. Collections exceeded \$959,000.

### EAST CONTRA COSTA COUNTY

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### SAN DIEGO COASTAL COMMUNITY

Beautiful two operator boutique-style GP. Collections in 2006 exceeded \$642,000.

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### NORTHERN CALIFORNIA COAST

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~ Margaret Alai, DMD

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

**H-570 SACRAMENTO/STOCKTON/ EAST FOOTHILLS AREA** - High-tech GP w/ Cerec, soft tissue laser, 2000sf & 5ops ready to move in! Stable Staff and Lg patient base just add to this incredible opportunity. Collections ~ \$800k annually. Priced to sell at **\$575k**

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**NEW! H-668 NORTHEASTERN CA**—GP with over 30 yrs goodwill. 4 ops in spacious 1600sf office. On major thoroughfare on way to hospital & college. 2007 gr rcpts exceed \$650k Practice priced to sell at **\$395k**

**I-575 MADERA-Practice & Building** - Long established GP, 2 ops & plumbed for 1 add'l 1350sf, great highly visible location. Single Story Bldg close to downtown. Seller will be Retiring. Practice: **\$38k - Real Property: \$265k**

**I-586 MERCED** - Revitalized area w/ easy access to foothills, major cities & the coast! GP offers ~1450 sf & 4 ops in newer Professional neighborhood. **SELLER MOTIVATED! Price Reduced to only \$195k**

**I-6121 TRACY - FACILITY** - High growth area, near Mountainhouse. State of the Art facility, completely paperless. Near West Valley Mall and I-205. Prof. Bldg w/plentiful parking. 1600 sf & 3 ops. Also plumbed for 3 add'l. **\$600k**

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**I-619 LODI** - In the heart of the wine country and close to Bay and Sierras! Spacious 2700 sf office, 5 ops, plumbed for 2 add'l. Gross Receipts over \$720k annually. **\$450k**

**I-625 MERCED** - Highly esteemed, well respected practice offers broad spectrum of care. Spacious & beautifully decorated 2100 sf office offers 6 fully equipped ops. Call Now! **\$680k**

**I-644 LODI** - Spacious 1730sf GP with 7 fully equipped ops. New Flooring, Digital X-rays in highly visible mixed tenant Professional Bldg. Over 21 years of goodwill. **\$850k**

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**K-602 SANTA BARBARA** - GP in well maintained Professional Bldg. Exc. street visibility in popular shopping center. 940 sf & 3 ops **\$265k**

**NEW! K-663 RAMONA** - Seller Retiring from this GP practice and passing along over 18 years of goodwill to you! 2 ops in 1260 sf office. **\$275k**

### ARIZONA

**AZ-486 TUCSON** - Unique & Remarkable Opportunity. Beautiful 3 op, 1000 sf office. Gross Receipts in the \$400k range. **\$175K**

**AZ-584 EASTERN AZ** - GP near busy Post Office, ~ 1,300sf, 3 op office. Real Estate also available! Practice offered at **\$350k**

**NEW! AZ-667 PHOENIX** - GP with 2 ops and 1900 sf. Located on busy street with outdoor views from all ops. Tastefully decorated, clean and crisp. **\$310k**

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**R-553 LAUGHLIN** - Remarkable practice w/ great visibility & signage. Convenient location in area of new growth. Seller Motivated **\$195k**

**LV-529 LAS VEGAS** - NW Rainbow Curve area near Summerlin. Aprx 2300 sf, 4 fully equipped ops. Plumbed for 1 add'l op. **SELLER HIGHLY MOTIVATED - REDUCED TO ONLY \$175k**

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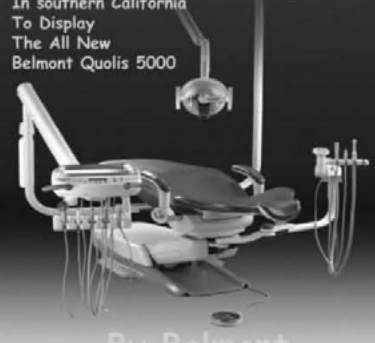
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**Robert P. Mueller, DDS**

"...thank you both very much for the supremely professional, effective and caring way in which you marketed and sold my dental practice. Your empathy and understanding of my sense of vulnerability, as well as your patience were very much appreciated. I am now your biggest supporter!" **Lary W. Breitbarth, D.D.S., Retired**

Dear Mike and Bob,

"Thank you very much for the outstanding service that you provided in the sale of my practice. I had always thought that I could do this transaction on my own. I had no idea of the complexities of the dental practice sale. Dr. Fleming's hands on dental experience and Mike Hostler's extensive equipment background gave both me and the buyer confidence throughout the sale process. The transition has taken place beautifully. The approach was with a win-win objective, and that is how it worked out. I certainly would recommend any dentist that is buying or selling to seriously consider using your services. Again thank you very much for a job well done." **Donald Saba, D.D.S.**

Dear Mike and Bob,

I want to take this time to thank you both for an amazing "buyers" experience in the purchase of my practice in Hillcrest.. Moving across the country and buying a Dental Practice is a very stressful event for anyone but because of all your support and professional help my experience was smooth and effortless. I really felt like I could trust you both with any and all questions. I couldn't have been more fortunate to do business with you both and I would not hesitate to recommend your services to any other Dentist who may be going through a similar transition. It's not everyday that you meet such an honest and professional team as San Diego Practice Sales. My sincerest thanks, **Rod Strober DDS**

"I have known Bob and Mike for almost 20 years and they were the logical choice for me. They did a FANTASTIC job in selling my Vista practice. I sold my practice for a great price and they answered all of my questions before and after the sale. They have really helped me in my transition to a new situation. They are ethical, honest and hard working. Thanks for making my life so much easier!" **Paul C. Simeteys, D.D.S.**



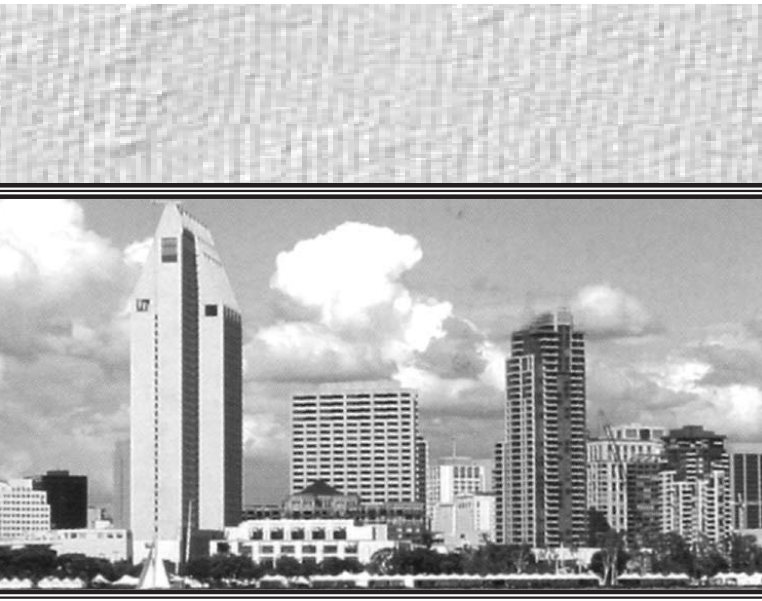
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Dear Mike and Bob,

I would like to thank the team at San Diego Practice Sales for their patience and understanding in the sale of my practice. I now realize the great challenge it can be to achieve the agreements of both parties in a practice transaction. It was clear that the skills honed from many years of practice sales experience, gave Mr. Hostler and Dr. Fleming the ability to facilitate a smooth and timely sale.

Thank You, **Dr. Garnel Martin**

Dear San Diego Practice Sales,

"I wish to thank you and tell you how pleased I was with the sale of my practice as brokered by Dr. Bob Fleming. He handled the entire transaction in a very professional manner and was empathetic to my least concerns. There were some tough negotiations with the buildings owner, but Dr. Fleming handled them with skill and determination for the best possible lease for my buyer. It was very comforting to have a fellow dentist working on my behalf."

**William J. Devlin, D.D.S.**

"My practice was sold rapidly, for a good price, and with very little inconvenience to me. They went out of their way to make themselves available, and were courteous and helpful in every respect. These guys deserve a five star rating!" **Clay M. Nichols, D.D.S.**

Dear Mike and Bob,

Thank you so much for your assistance in the sale of my practice. When I decided to sell the practice, I looked no further than the man responsible for helping me set up my practice, Mike Hostler. Mike, I have always appreciated your honesty and integrity and I knew that I could not go wrong when choosing you to help me sell my practice. I sincerely appreciated the time that you and Bob spent and the knowledge that you both imparted as the sale progressed. I would be more than happy to provide recommendations on your behalf to any dentist that is contemplating the sale of their practice. You guys are the BEST! Thank you so very much, **Thomas J. Gass, D.D.S.**

"My experience with Mike Hostler and Dr. Bob Fleming was excellent. After years of negotiations the sale was stalled until Mike and Bob became involved. With their assistance, we completed the sale in just a few short months, a "win-win" for each of us."

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| <b>“Peer to Peer: Ask the Specialist”</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <b>2008 New Professional Seminar Series<br/>“How to Grow with Your Staff”</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b><u>Friday, May 16</u></b><br/>Hands-on Restorative/Implants<br/>Tulsa Dental</p> <p><b><u>Friday, June 6</u></b><br/>Periodontics<br/>Moderator: Daniel Kunihiro, DDS</p> <p><b><u>Friday, September 5</u></b><br/>CPR<br/>\$75.00 per person</p> <p><b><u>Friday, October 10</u></b><br/>Infection Control:<br/>Joyce Galligan, BSN, DDS<br/>Dental Practice Act:<br/>Bette Robin, DDS, JD</p> <p>Tuition per course:<br/>\$150 for TCDS members<br/>\$250 for non-members<br/>\$65 for staff/retired</p> <p><b><u>Friday, June 6</u></b><br/>Periodontics<br/>Moderator: Daniel Kunihiro, DDS</p> <p><b><u>Wednesday, September 17</u></b><br/>Prosthodontics<br/>Moderator: Tony Daher, DDS</p> <p><b><u>Wednesday, November 5</u></b><br/>Orthodontics<br/>Moderator: Thomas Bietsch, DDS</p> <p><b>Friday: 8 am-1 pm</b><br/><b>Wednesdays: 1-6 pm</b></p> | <p><b><u>Tuesday, May 20</u></b><br/>“Good to Great: Can Your Practice Make the Leap?”<br/>Sherry Blair</p> <p><b><u>Thursday, September 25</u></b><br/>“A Practical Guide to Participating Provider Contracts”<br/>Richard Sarhaddi, Esq.</p> <p>*Look for more updates on our new website at <a href="http://www.tcds.org">www.tcds.org</a></p> <p>Tuition per course:<br/>Members- \$35.00<br/>Students- \$5.00<br/>Spouse- \$15.00</p> <p>Non-Members- \$55.00<br/>Staff- \$20.00</p> <p><b>Tuesday &amp; Thursday: 7-9 pm</b></p> |

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| <input type="checkbox"/> <b><u>Friday, June 6</u></b><br>Periodontics                  | <input type="checkbox"/> <b><u>Wednesday, September 17</u></b><br>Prosthodontics | <input type="checkbox"/> <b><u>Wednesday, November 5</u></b><br>Orthodontics                         | <input type="checkbox"/> <b><u>Thursday, September 25</u></b><br>“A Practical Guide to Participating Provider Contracts” |

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## FEATURED DENTAL PRACTICES FOR MAY, 2008



**STOCKTON - WOW!** \$24K/mos CAP CHECK!! (7) op computerized G.P. (3) ops eqt'd w new Belmont eqt & (4) additional ops eqt'd w (4) year old eqt. In a one story prof. bldg. Cash/Ins/PPO & HMO pts. Cap check approx. \$24K/mos & No Denti-Cal! Easy Dental software. 2007 Gross Collect \$1.30M. 2008 Projected Gross Collect \$1.42M. Absentee owner. **NEW**



**LODI** - (4) op computerized G.P. (3) ops eqt'd w new Belmont eqt & 4th op plumbed not eqt'd. Free stand bldg on a main street w exposure/visibility & signage. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collections \$309K+. 2008 Projected Gross Collect \$375K+. Absentee owner. Will produce/net more w owner/operator. **NEW**

**PETALUMA** - Newly opened in late 2006 and growing like a weed! (2) op computerized G.P. eqt'd w new Belmont eqt. In a one story prof. bldg. Cash/Ins/PPO & HMO pts. Also has a (700) member Smile Saver Contract. No Denti-Cal. Cap check approx. \$3K/mos. Easy Dental software. 2007 Gross Collect \$225K. 2008 Projected Gross Collect \$450K. Absentee owner. Will produce/net more with owner/operator. **NEW**



**LA MESA #3** - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collect \$552K. 2008 Projected Gross Collect \$700K+. Absentee owner. Will produce & net more with owner/operator. **NEW**

**BAKERSFIELD #20** - (3) op computerized G.P. & a duplex bldg. (2) ops eqt'd with 1 1/2 year old eqt. 3rd op plumbed not eqt'd. Located on a very busy city street. Excellent exposure/visibility and signage. Cash/Ins/PPO with some regional center reimbursements. No HMO's or Denti-Cal! Gross collect \$450K/yr. 35 years of goodwill. Approx. 25 new pts/mos. The bldg is approx 2,000 sq ft. & has a large rear parking lot. The dental office is 1,200 sq ft & the other unit is 800 sq ft. It is presently being used for a medical application. The dental office could be easily expanded into 5-7 ops. Seller is retiring, but will assist transition, & could possibly work back part time. **NEW**

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- 5941 - Stockton - Located next to Weberstown mall. 15 yr old practice in new 3 Op dental suite with great exposure. Collected \$465k+ in 07. F.P. \$250k.
- 5942 - Santa Rosa. Centrally located 4 days of Hygiene. Averaged \$530k+ in collections last 4 years. 3 Ops. F.P. \$175k
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- 5946 - Sierra Foothills. Jackson area - Located on highway 49. Collected \$265k in 2007 with profits of \$146,000
- 5947 - Southern Humboldt County - 3 day per week practice collected \$369k in 07. 2 days of Hygiene. Attractive 4 op office. Great location. FP \$95k.
- 5948 - CA Lake Tahoe - "Big City" practice in Sierra wonderland. Produced and collected \$1 million in 2007. 25+ new patients per month.

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- 1005 - Hemet - Beautiful office - FP \$285k. Shopping ctr. Some HMO.
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- 1069 - Irvine G.P. Grossing \$190k - Cap cks \$2k+/month. Lowest rent in Irvine
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- 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. 3012 - Apple Valley area - HMO - \$20k Cap checks per month. R.E. in newly renovated office available at \$1.5k. Practice \$950k.
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- 3097 - Korean GP. Seller will stay to do Ortho. Shopping center 4 Op office.
- 3098 - South San Diego - GP. State of art. 3 ops, room for more. Grossing \$647k. 4 day hygiene. Upscale office and clientel. Net \$200k plus.
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- 3102 - Long Beach (Bixby Knolls) upscale area. GP 1,600 sq. ft-4 Ops. FP \$275k
- 3108 - Palm Springs/Palm Desert GP. Grossing \$1.2mil. 4 Ops. F.P. 50% \$600k
- 3109 - Pico/Wilshire near Hoover. GP Grossing \$100k. Hispanic area. 4 Ops.
- 3112 - Lancaster/Palmdale. GP - Est. 40 yrs Grossing \$600k+. 6 Ops in 3,000 sq. ft. Rent \$2,500/month. Full Price \$550k
- 3113 - Corona - GP. Hi visibility. New freeway location. Grossing \$300k+ first yr
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- 3118 - Santa Monica. Est 1940. Grosses \$260k in 3 days. Seller PT DDS.
- 3119 - Riverside - HMO. Grossing \$1.1mil, in 9 Ops, state of the art. Hi visibility
- 3120 - Riverside/Corona. New location. 8-9 ops. Grossing \$300k first yr.
- 3121 - Riverside HMO. \$6k-\$8k/mo cap. Valuable R.E. on hi visible corner.
- 3122 - Santa Ana GP. Great corner. 5 Ops. Grossing \$400k part time.
- 3123 - Paramount - 85% Hispanic. Est. 25 yrs. Shopping center. 1,700 sq.ft.
- 3124 - Anaheim Hills. IN ESCROW. Back up offer welcome. Gross \$550k.
- 3126 - Hemet - Shopping center. Some HMO. 4 Ops. First class.
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