

THE Dental Trader

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So. California Edition

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"I highly recommend that you use his legal services!"

Betty Robin, DDS, Select Practice Sales & Atty

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

Chris Go, DDS, Valencia

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

**John W. Knipf, President
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"Mr. Wood provides incredibly prompt, five star service you only dream of in an attorney."

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Don S. Kaneoka, DDS, Los Angeles

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"I highly recommend Wood and Delgado to all dentists."

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

Saman Habibi, DDS, South El Monte

"Great service. I just like him, a knowledgeable guy."

Ramin Sadighi, DDS, Anaheim, California

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Phil Sales, DDS, Rancho Cucamonga

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

Will Wong, DDS, Irvine

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

George Koerber, DDS, Concord, California

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

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

**Patrick J. Wood, Attorney at Law
Charles X. Delgado, Attorney at Law**

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PRACTICE FOR SALE #4937- Small G.P. in South Bay area near PCH. Insurance and cash practice. 1,300 sq. ft. 3 Ops, 2 equipped. Seller leaving private practice. Call P.P.S., Inc., (714) 832-0230 or ppsincnet@aol.com.

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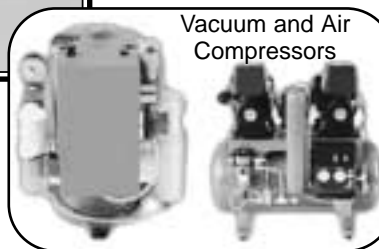
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FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. located in smaller town. Only private dentist in town. Annual gross collections \$315K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both. **NEW**

FRESNO COUNTY #2 - (3) op G.P. located in smaller town. (2) ops eqt. 3rd plumbed not eqt. Store front location with signage/visibility. Annual gross collections \$150K+ p.t. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$2,600/mos. Near Fresno County #1. Buy one or both. **NEW**

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. **NEW**

KERN COUNTY

BAKERSFIELD #9 - (3) op G.P. Office & Bldg. for sale. Gross \$600K+/yr. \$14K/mos cap. **SOLD**

BAKERSFIELD #11 - This one has it all! An absentee owner run. True money maker! (11) fully equipped ops. Paperless office, Dentrax S/W, digital x-rays, Pano equipped General Practice with (1) full day a week of Ortho. Ins/Cash/Denti-Cal/CAP patient base. Mos. Cap. Checks \$12K+/mos. Bldg. also for sale! **PENDING**

BAKERSFIELD #12 - Fully built out dental office condo for sale. 2,158 sq. ft. 5 plumbed ops. Includes some equipment. Seller motivated. **SOLD**

SO. EAST KERN CTY. #2 - (2) op part time G.P. practice. Gross approx. \$150K/yr. Mixed patient base. **SOLD**

LOS ANGELES COUNTY

AZUSA/COVINA - 1,700 sq. ft. single use freestanding dental building for sale. Located on main street with excellent exposure, visibility and parking.

BELLFLOWER - (5) op G.P. for sale. On Main street with visibility/exposure/signage. Like new equipment. Cash/Ins/PPO/CAP. Monthly CAP. Check \$7,000+. Annual gross collections \$550K+. **SOLD**

CANOGA PARK - (4) op G.P. (3) ops eqt. signage and visibility. Cash/Ins/PPO patient base, gross collections \$120K+/yr. P.T. can do much more with additional hours. **SOLD**

GLENDALE #3 - (2) op G.P. 3rd op plumbed. Attractive bldg. out. Ave. Annual Gross \$180K part time. Can do much more full time.

GLENDALE #4 - (2) op G.P. 3rd op plumbed. Nicely appointed. Cash/Ins. Annual gross \$220K+ P.T. Can do more. **NEW**

HOLLYWOOD - (6) op G.P. (4) ops eqt'd located in store front with excellent signage, exposure and visibility. Average annual gross collect. \$369K+ on 4 1/2 days/wk. Cash/Ins/PPO/Denti-Cal/CAP patient base. Many walk-ins. Approx. 50-60 new patients/mos. Monthly CAP. Checks = \$10,000+. **PENDING**

LOS ANGELES - Bldg. and (4) op G.P. office for sale. Exposure/visibility/signage. Gross collections in 2003 were \$556K; Previous years collections in 2002 were \$839K prior to seller illness. Potential to take it to \$1M. Account receivables include in sale to help with cash flow. Cash/Ins/PPO/Cap/Denti-Cal patient base. Here's your chance to own your own bldg. and million dollar practice!

RESEDA - (3) op G.P. located in professional bldg. 2004 Gross collections projected at \$240K. Mixed patient base.

SO. EL MONTE - (5) op G.P. (4) ops eqt. (1) plumbed not equipped. Store front location on main street with signage and visibility. Annual gross collections approx. \$275K. Mostly Cash/Ins/PPO patients with small amount of Denti-Cal. **NEW**

SO. LOS ANGELES - (3) op G.P. located on first floor of Medical/Dental Bldg. Only DDS in bldg. Many patient referrals from other doctor tenants. Gross collections \$310K+ on 3 1/2 days per week. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$7,000+/mos. **SOLD**

RIVERSIDE COUNTY

COACHELLA VALLEY - (6) op G.P. with some ortho for sale. (4) equipped ops. Cash/Ins/PPO patient base. Newer equipment. Dentrax s/w. Grossing \$400K+/yr. Seller retiring. **NEW**

SUN CITY - (6) op G.P. for sale. Located in free standing smaller Medical/Dental bldg. Waiting room is shared with large medical group who refers many patients. Gross collections \$260K+ on 2 1/2 days per week. Can do much more. Cash/Ins/PPO patient base. Seller wishes to stay on as an associate one day per week. Will mentor and introduce. Excellent opp. for DDS just starting out. **NEW**

SANTA BARBARA COUNTY

SANTA MARIA - (3) op G.P. located in free standing bldg. with exposure/visibility/signage. Gross Collect. \$275K+/yr. Cash/Ins/PPO. **SOLD**

SAN BERNARDINO COUNTY

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

SAN DIEGO COUNTY

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

SAN LUIS OBISPO

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

TULARE COUNTY

PORTERVILLE - (4) op G.P. Newer equipment. Cash/Ins/PPO. Ave. annual gross collections \$600K+. (30) new patients/mos. Growing area. **NEW**

TULARE COUNTY #2 - Bldg. and (4) op G.P. practice for sale on main street with excellent visibility and signage. Located in smaller town. Limited competition. Annual Gross collections \$435K+. Mostly Cash/Ins/PPO with small amount of Denti-Cal. **NEW**

VENTURA COUNTY

WEST VENTURA CTY #2 - (8) op G.P. on main street with excellent visibility/exposure/signage. Cash/Ins/PPO/CAP. Cap check = \$9K+/mos. Computerized office, digital x-rays, ave. annual gross collections \$850K. **NEW**

OXNARD - Bldg. and G.P. practice for sale on main street with excellent visibility and signage. (4) ops of older equipment. Annual gross collections \$275K+ on relaxed (4) (6) hour days. Can do much more Cash/Ins/PPO/Denti-Cal. Doctor is retiring. **NEW**

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NORTH SAN DIEGO COUNTY Orthodontic Practice for sale: Confidentiality expected and reciprocated. Please inquire and/or send resume to: orthoop@cox.net

YUCCA VALLEY GP 3 eq. ops. & 2 plumbed not eq. ops. in 1,500 sq. ft. suite. Great, knowledgeable staff. Growing area; Attracting 20-30 new patients per month. Projecting \$428,106 for 2004. BUYER'S NET \$173,808. California Practice Sales Inc. (714) 639-2775.

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Larry Cao, DDS, Orangevale, CA

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

Warren Gerosa, DDS, Los Angeles, CA

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

Ruth Shifman, DDS, Thousand Oaks, CA

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1

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2

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OPERATORY	INSTALL	SHIP
Aidec Trad. or Decade (R)	4995	4795
Dentalex Distinction (R)	5995	5795
LSM Portland (New)	6250	5995
Ampeco 21000 (New)	5750	5550
Belmont/TPC (New)	5950	5750
Engle Sequoia AS2 (New)	5750	5550
Forest 8400 (New)	8950	8750
Coastal/Ampco/PC (R)	2995	2750
MDT/Aidec/PC (Renewed)	2995	2750
Dentalex /Aidec/Ritter (R)	2450	2250

CHAIRS	INSTALL	SHIP
Dentalex E3000 (R)	2995	2795
Aidec Priority (R)	2550	2250
Dentalex JSA (R)	1995	1895
MDT Aseptrol (R)	1495	1395
Dentalex/Ritter base (R)	950	850
Coastal Medallion (R)	1000	900
Chayes Virginia (R)	1000	900
Vacudent (R)	1000	900
Ritter Vega (R)	1000	900
Forest 6100 (New)	3995	3895
Forest 6010 (New)	3150	2995
LSM Hydraulic (New)	3495	3395

DELIVERY SYSTEMS (Dr. & Assistant's)	INSTALL	SHIP
Aidec Decade Aseptic (R)	1850	1750
Aidec Excellence Cont. (R)	2495	2395
Forest Euro (R)	2495	2395
Aidec Decade or 4200 (R)	1550	1450
Ampeco OTP (R)	1550	1450
Aidec 2021 De/Hygiene (R)	1295	1195
Aidec 400 & 4090 (R)	1250	1150
Forest Euro 8800 (New)	4895	4395
Beverstate S-4150 Cart (N)	1425	1352
Beverstate S-4250 Cart (N)	1995	1895

LIGHTS	INSTALL	SHIP
Aidec 6300 (Renewed)	850	750
Forest 9010 & 9000 (R)	850	750
Dentalex Distinction (R)	850	750
Pelon & Crane LFI (R)	695	595
Pelon & Crane LFI (R)	650	525
Ritter/Knight (R)	650	550
Proma Dury II (R)	695	595
Ritter/Knight Track (R)	1025	825
Pelon & Crane LFI -T (R)	1075	875
Dentalex Dury I (R)	650	550

COMPRESSORS	INSTALL	SHIP
Matrix 3.2HP Oilless w/D (N)	3750	3550
Matrix 2HP Oil w/D (N)	3450	3250
Matrix 1HP w/D (N)	2495	2295
Tech West 2HP Oil w/D (N)	3175	2975
Tech West 1HP Oil w/D (N)	2450	2250

FILM PROCESSORS	INSTALL	SHIP
Velopex Intra-X.L (New)	1650	1525
Velopex Intra-XEL (New)	1550	1425
Velopex Extra-X.L (New)	3995	3795
Perio Pro III, w/ L (New)	1995	1795
Perio Pro I, w/ L (New)	1850	1695
Air Tech. AT2000 (New)	4607	4407
Air Tech. AT2000 (R)	2495	2295
Dent-X 810 Basic (New)	3095	2995
Dent-X 9000 Excell (New)	3595	3395

STOOLS	INSTALL	SHIP
Brewer 2020B Dr. (New)	250	225
Brewer 2042L Assist. (New)	375	355
Brewer 9000 Dr. (New)	675	575
Brewer 9020 Assist. (New)	795	695

STERILIZERS	INSTALL	SHIP
Tuttnauer 2340M (New)	2450	2350
Tuttnauer 2340EA (New)	3125	2995
Tuttnauer 2540M (New)	3255	2775
Tuttnauer 2540EA (New)	3550	3395
Chemclave EC5500 (New)	2795	2550
Chemclave EC6000 (New)	3595	3350
Barnstead MCE (New)	1195	1095
Barnstead MCI0 (New)	2295	2195
Midmark Ultraclave M7 (N)	Call for price	
Midmark Ultraclave M9 (N)	Call for price	
Midmark Ultraclave M11(N)	Call for price	

X-RAYS	INSTALL	SHIP
Siemens MD (Renewed)	1950	1795
Trophy Irix 70-E (New)	2475	2375
Trophy Irix 70-C (New)	2795	2695
Dent-X Endos DC, AC (N)	Call for price	

MISC. EQUIPMENT	INSTALL	SHIP
Optilux 500 (Renewed)	795	750
Tech West 1 HP Vac. (New)	1150	1050
Vacuum System 1 HP (R)	795	695
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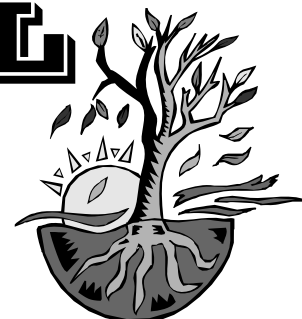
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BAY AREA

#B-157 CONCORD - GP Long Estab. Coll'd \$245K in '02. 2 ops, plumbed for 3rd. Centrally Located! FP \$160K

REDUCED!!! #C-171 FAIRFIELD - GP in shopping center office is "like new" w/ 3 fully equipped ops, room for add op. Mostly ins/cash pts. Collected \$280K in '02 on 2-day work week! Steal at \$150K!

#C-208 SANTA ROSA - Great Location, Previous Collections avgs \$550K. FP \$250K

#C-234 MARIN COUNTY - GP, Long Estab. practice. Modern equipped 4 op office. Insured/Cash patients only. Prime location. FP \$435K

#D-250 CUPERTINO - Turn-key facility off Stevens Creek, less than two years old! Great location! Great Build Outs! Won't last! Call for Details.

NEW #D-217 MONTEREY - GP Long estab. practice. Prime location. Collections of \$954K in '03. Fully equipped 4 op office. Insured/cash pts only. Seller refers out most specialties. Call for Details!

NORTHERN CALIFORNIA

#E-122 YOLO COUNTY - Long Estab. GP. Coll'd \$760K in '03. Ins/cash only. 2,100 sq ft w/ 5 ops, plumbed for 1 more. FP \$460K

#E-183 EL DORADO HILLS - GP with emphasis on cosmetic dentistry. Seller is pursuing other interests. Fee-for-Service, 900 sq ft ofc doctor avgs 14 pts per day w/30 new/mo. Call for Details!

#E-236 SACRAMENTO - GP Long estab. Modern equipped 6 op office w/ approx 300 sq ft. Insured/cash pts only. Collections of \$822K in '03. FP \$450K

#E-251 SACRAMENTO - GP Estab. practice. Prime location near Country Club shopping center. 1600 sq ft office, w/ 2 fully equipped ops, plumbed for additional. Call for Details!

#E-258 SACRAMENTO - GP, Long Estab. Seller retiring. Collections of \$281K in '03. Insured/cash pts only. Fully equipped 3 ops, plumbed for 4th op. Seller refers but most specialties. Call For Details!

#E-259 ROSEVILLE - GP, Long Estab. practice. Seller retiring. 2000 sq ft office, w/ 10 ops Coll'd \$146K in '03 on limited schedule. FP \$75K

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

NEW #E-265 SACRAMENTO - Long Estab. practice 4 ops, approx 18 new pts/month Coll'd \$550K in '03. Call for Details!

REDUCED #E-149 MENDICINO COAST - Great opportunity for dentist who would like to own their own bldg in beautiful beach community. Call for Details!

#G-198 NORTH CHICO AREA - GP, long Estab practice. Mostly ins/cash pts. Fully equipped 2 op. ofc, plumbed for 3rd op. Excellent opportunity for recent grad seeking a starter practice. FP \$185K

#G-230 OROVILLE - GP, Long Estab. practice. SELLER retiring Coll'd \$289K in '03. Seller refers out all specialties. 3 op office w/ all new dental chairs. Seller was office bldg, may consider selling. FP \$185K

G-238 CHICO - GP Long Estab. practice coll'd \$509K in '03. Modern equipped 3 op office. Mostly insured/ cash pts w/ 10-20 new pts/mo. Practice is located in a busy, easily accessible main thoroughfare. FP \$315K. Seller owns Office Bldg, possible sale \$425K.

#H-210 MOTHERLODE - GP Long Estab. practice. Coll'd \$332K in '02. Low overhead office, netting approx 50% of collections. Modern 3 op ofc FP \$220K

NORTHERN CAL CONT.

REDUCED!! #H-224 NORTH HIGH SIERRA - Long Established GP. 1400 sq ft office with 3 fully equipped office. Insured/Cash pts only. Coll'd \$314K in '03. Office bldg avail w/ purchase of practice. FP \$200K

#H-229 GRASS VALLEY - Long Estab. Retiring GP. Great Opportunity! Seller wants to pass the torch onto new dentist in the fashion it was so amiably passed to him. Call for Details!

NEW #H-253 PENN VALLEY - GP in Awesome growing community. Office is adjacent to Lake Wildwood. 3 Fully equipped ops, 1000 sq ft office with beautiful leaseholds and never equipment. Great start-up or satellite office. Call for Details.

CENTRAL CALIFORNIA

#I-200 STOCKTON - GP Managed Care Practice. Modern 1900 sq ft office with 7 fully equipped ops. Avgs 175 new pts/mo. Call for Details

#I-249 STOCKTON - GP Estab practice. 2 ops Call for Details!

#J-188 TAFT - GP 1400 sq ft, 4 op office, Dr. avgs 10 pts/day. Seller will entertain all reasonable offers on this quality practice. Real Estate is also avail w/ 400 sq ft Rental Space. Call for Details!

#I-246 FRESNO AREA - GP Collections of \$522k in '03. 5 fully equipped ops, w/ all the latest technology. Patient base is a mixture of insured, private pay and Denti-Cal. FP \$340K Call for Details!

#I-252 CLOVIS - GP Prime retail center location. Modern equipped 6 op ofc. Growing practice w/ collections projected @ 775K for '04. Mixed pt base of insured/cash/managed care. FP \$500K

#I-264 STOCKTON - Long-established GP, quality practice in the desirable March Lane neighborhood of this family-oriented community. Dr. avgs 10 pts/day and with approx 10 new pts/month. 1214 sq ft, 3 op office is conveniently located in a highly visible, single-story Med/Dental Bldg. Call for Details!

NEW #I-270 FRESNO - Brand New Beautiful office!! 1300 sq ft, 2 ops plumbed for 4 with even more room for expansion. Top of the line equipment. FP \$175K

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

SOUTHERN CALIFORNIA

#K-260 CORONADO CAYS - GP, 5 op office mostly PPO practice. Good active pt, 50+ new pts/month. Dentrax. This won't last long! Call for Details!!

ARIZONA

REDUCED #Az-202 PHOENIX - Centrally located in a well-known Med/Dental bldg near Metro Center, 5 op "turn key" facility that would cost nearly twice our asking price to duplicate. Call for details! ONLY \$95K

#Az-203 TUCSON - Long Estab quality practice with 1,500 sq ft bldg in desirable East/Central Tucson. Seller retiring. Gross approx \$300K on 12-18 hrs per week. Practice and Facility FP \$450K

#Az-245 TUCSON - Estab. GP of 13 years. Office is 2400 sq ft located in free standing bldg w/ 4 ops. Great location! Collects in range of \$350K. FP \$220K.

#Az-254 PHOENIX, AZ - GP, 4 op practice w/ 1,353 sq. ft. with room for expansion into adjacent 1,000 sq. ft space. Large, stable patient base and seasoned staff. Projected Gross in \$800K range.

ARIZONA CONT.

#Az-255 N. SCOTTSDALE, AZ - GP 5 op office. State-of-the-art equipment in a highly desirable neighborhood. Practice is generating, 30 New Patients per month in a 7-month scratch-start! Call for Details!

#Az-247 CENTRAL ARIZONA - Long Estab. practice. Great Cash Flow! Call for details!

NEVADA

REDUCED!! #R-128 RENO - Long Estab. Fee-for-service GP, 5 ops office near hospital. Coll'd over \$600K in 2001, FP is only 50% of Gross! FP \$175K

#R-142 - RENO - Long Estab. GP. Seller retiring. 1,540 sq ft w/ 5 equipped ops, ofc is centrally located. Coll'd \$373K in 2002. Ins/cash pts. Call for Details!

#R-233 RENO - Long Estab. practice. Modern equipped 4 op office. Collections of \$795K in '03. Mostly Insured/cash patients. Excellent location with reasonable rent. Call for Details. FP \$400K

#LV-239 HENDERSON - Well Estab. fee for service practice Whitney Oaks area of Henderson. 5 ops w/ private office in great location. Collections in the high \$700K's to low \$800K's. Great value at \$475K.

#LV-240 LAS VEGAS - Awesome 10 op practice in free standing building on West Flamingo. Mostly fee for service practice w/ gross about 2 mill Call for Details!

#LV-242 LAS VEGAS - Beautiful new office in busy business complex. Great growing location near Rainbow and 95. 6 Fully equipped ops - 3 operative and 3 Hygiene. FP ONLY \$330K!!

#LV-243 LAS VEGAS - Dr. owns this newer (6 yr old) free standing bldg near a busy intersection in the growing north part of Las Vegas. 3700 sq ft & 8 ops of excellence. Call for Details!

#LV-248 LAS VEGAS - GP, Estab 4 years, Seller is retiring. Dr. avgs 20 pts w/ 10 Hyg pts per day & approx 80 new pts/month. 1,950 sq ft, w/ 5 ops. FP \$635K

#LV-261 LAS VEGAS - GP nice 4 op office in excellent location. Call for Details!

#LV-262 LAS VEGAS - Turn Key Facility, 2000 sq ft Pride Institute designed office. Call for Details!!

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

NEW #LV-266 LAS VEGAS - Turn Key facility with state of the art equipment. Would cost twice as much to duplicate. Stunning office with beautiful decor. Call for Details!

HAWAII

#HI-257 MAUI - GP Beautifully decorated, beautiful views. One of the only dentists between Lahaina and Kapalua. On high traffic corner lot in professional bldg. Gross over \$650K on relaxed schedule. Call for Details!

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#E-220 SACRAMENTO AREA - Ortho, highly desirable foothills location. Visible location. Growing practice with great reputation. Collects in 450k range on short week. Call for Details!

REDUCED #A-222 BAY AREA/MID PENINSULA - Ortho, awesome practice! 3 op office, plumbed for 1 additional. Grossed over 200k on 2 day wrk wk. \$150K

REDUCED #D-227 SOUTH BAY - Ortho, Estab. Dr. avgs 20 pts/day w/ avg of 8 new/month. Located in Prof. Med/Dental Bldg. Priced to Sell \$195K

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

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NORTH HOLLYWOOD GP - 5 eq. ops. and 3 plumbed not eq. ops. in a 2,950 sq. ft. suite. Practice is currently attracting 70 new patients a month. Intra Oral Camera. Great location in North Hollywood. Projecting \$904,506 for 2004. **BUYER'S NET OF \$133,292.**

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REDONDO BEACH – 3 eq. ops. in a 805 sq. ft. suite located in a single story building. Great location in a busy shopping center. Office looks much larger than 805 sq. ft. Assignable PPO Plans. Chairs, deliveries, lights, X-rays, and more stays. Projecting \$222,741 for 2004. **BUYER'S NET OF \$78,968.**

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LOS ALAMITOS GP – 3 eq. ops. in a 1,400 sq. ft. suite located in a two story building. **10 YEARS OF GOODWILL.** Great location with a great staff. Practice approximately 70% insurance and 30% cash. Assignable PPO plans. Projecting \$341,664 for 2004. **BUYER'S NET OF \$69,450.**

SAN JUAN CAPISTRANO – 3 eq. ops. in a 1,100 sq. ft. suite located in a single story strip mall shopping center. Great location in South Orange County! **31 YEARS OF GOODWILL.** Projecting \$286,205 for 2004. **BUYER'S NET OF \$65,214.**

SANTA ANA – 3 eq. ops. and 3 plumbed not eq. ops. in a 2,000 sq. ft. medical dental building. Chairs, deliveries, lights, X-rays, and more stays. Leasehold Improvements, Equipment and Some patient charts are included.

YORBA LINDA – 4 eq. ops. in a 1,500 sq. ft. one story building adjacent to a shopping center. Chairs, deliveries, lights, and more stays. **16 YEARS OF GOODWILL.** Projecting \$914,286 for 2004. **BUYER'S NET OF \$330,076.**

RIVERSIDE & SAN BERNARDINO COUNTIES

FONTANA GP – 3 eq. ops. in a 800 sq. ft. suite located in a one story building. **46 YEARS OF GOODWILL.** Great utilization of floor space. Family atmosphere. Practice has 90% insurance and 10% cash. Retiring seller is currently working 3 days/week. Projecting \$355,599 for 2004. **BUYER'S NET OF \$64,632.**

PALM DESERT – 2 eq. ops. and 1 plumbed not eq. op. in a 1,400 sq. ft. suite. Chairs, deliveries, lights, x-rays, and more stays. High quality build out. Only dentist in building. Leasehold Improvements, Equipment and some Patient files included!

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RIVERSIDE GP – 5 eq. ops. and 6 plumbed not eq. ops. in a 5,000 sq. ft. suite located. Practice is currently attracting 80 - 100 new patients a month. Assignable PPO and CAP plans. Great location with many walk-ins. Projecting \$348,105 for 2004. **BUYER'S NET OF \$111,666.**

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YUCCA VALLEY GP – 3 eq. ops. & 2 plumbed not eq. ops. in 1,500 sq. ft. suite located in a one story professional building. Assignable CAP and PPO plans. Great, knowledgeable staff. Growing area. Attracting 20-30 new patients per month. Projecting \$412,726 for 2004. **BUYER'S NET \$207,384.**

SAN DIEGO COUNTY

CARLSBAD – 8 eq. ops. in a 6,200 sq. ft. two story building. Great location, great staff, excellent long established practice, and **4+ YEARS OF GOODWILL.** Assignable PPO plans. Intra Oral camera. Projecting \$710,152 for 2004. **BUYER'S NET OF \$208,726.**

DEL MAR – 2 eq. ops. in a 684 sq. ft. suite located in a Tri-Plex building. Great area of Del Mar! Intra Oral Camera, chairs, deliveries, lights, x-rays, and more! Practice is approximately 20% insurance, 70% PPO and 10% cash. Projecting \$192,402 for 2004. **BUYER'S NET OF \$84,808.**

IMPERIAL BEACH GP – 3 eq. ops. in a 1,150 sq. ft. medical dental building. **21 YEARS OF GOODWILL.** Good signage. Practice is approximately 70% insurance and 30% cash. Assignable PPO plans. Projecting \$488,487 for 2004. **BUYER'S NET OF \$176,198.**

LA JOLLA GP – 6 eq. ops. and 1 plumbed not eq. op. in a 2,040 sq. ft. suite located in a nine-story building. **32 YEARS GOODWILL.** Practice is approximately 50% insurance and 50% cash. Great area of La Jolla. Projecting \$757,347 for 2004. **BUYER'S NET OF \$222,512.**

LA JOLLA GP – 3 eq. ops. in a 1,500 sq. ft. suite located in a two story building. Great location, assignable PPO plans, Intra Oral Camera and more! Projecting \$750,389 for 2004. **BUYER'S NET OF \$422,082.**

POWAY – 4 eq. ops. in a 1,551 sq. ft. suite located in a free standing building. Intra Oral Camera. Practice is currently 80% insurance and 20% cash. Great signage. Great area of Poway. Projecting \$675,870 for 2004. **BUYER'S NET OF \$150,246.**

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SAN DIEGO GP – 3 eq. ops. in 1,200 sq. ft. suite. Seller is currently working 3 1/2 dys/wk. The practice is approx. 70% Insurance, 10% Cash and 20% Welfare. **20 YEARS GOODWILL.** Attracting 25 new patients a month. Intra Oral Camera. Assignable PPO plans. Projecting \$236,012 for 2004. **BUYER'S NET OF \$76,692.**

SAN DIEGO GP – 4 eq. ops. in a 1,700 sq. ft. suite located in a one story building. Assignable PPO plans. Good location with good signage. Attracting 25 new patients a month. Projecting \$316,356 for 2004. **BUYER'S NET OF \$71,910.**

SAN DIEGO GP – 5 eq. ops. in a 1,560 sq. ft. suite located in a busy shopping center. Practice is approximately 70% insurance and 30% cash. **27 YEARS OF GOODWILL.** Currently attracting 25 new patients a month. Projecting \$882,896 for 2004. **BUYER'S NET OF \$122,534.**

SAN DIEGO GP – 3 eq. ops. in a 1,600 sq. ft. suite located in a one story building. 41 years of Goodwill. OSHA and HIPPA compliant. Intra Oral Camera. Practice is currently 80% insurance and 20% cash. Assignable PPO plans. Projecting \$576,123 for 2004. **BUYER'S NET OF \$184,251.**

KERN COUNTY

BAKERSFIELD - 3 eq. ops. and 3 not eq. ops. in a 2,500 sq. ft. suite located in a single story duplex. Great location on "doctor row" only one block from Memorial Hospital. Great staff, good patients with assignable PPO plans. Engle chairs, Adec chairs, X-rays, and more to stay! Projecting \$300,565 for 2004. **BUYER'S NET OF \$103,084.**

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Sandy Knipf – sknipf@calpracticesales.com
Maria Silva – msilva@calpracticesales.com
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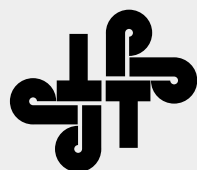
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LOS ANGELES: For Sale - Looking for a great start up practice or satellite on Wilshire. This 4 op office is only 3 1/2 years old. All leaseholds, dental equipment and office furniture were purchased new upon opening. Owner is moving out of the area for personal reasons and desires to sell immediately. Includes 600 plus charts. Total cost is only 200K.

FOLSOM: For Sale - This beautiful state of art dental practice located close to Intel had gross receipts last year of \$1,327,000, with only a 63% overhead. There are 6 operatories and 8 days of hygiene. New facility with new equipment. Although this beautiful cosmetic and restorative practice was just listed, it won't last long. Call for details today.

SAN MATEO COUNTY: For Sale - 2002 GP, 874K with 358K adjusted net income - Doctor is retiring after 33 years in same location. Intraoral camera, digital x-rays and lasers in this upscale restorative practice.

CARSON CITY, NEVADA: For Sale - This practice is has gross receipts of over 1 million a year with a 50% overhead. Owner would like associate to join him and transition into ownership equity position. Area is experiencing high growth. Office is an attractive free standing building located in a very desirable area on a main through-fare.

SAN MATEO COUNTY: This is long established practice with Net Receipts 850K and 369K Adjusted Net income. At 57% overhead, this practice provides an excellent rate of return. Owner will be staying and transitioning into retirement. Large facility with room for expansion.

SACRAMENTO: For Sale - This practice located in the Land Park Area. Net Receipts of 619K in 2003 and adjusted net income of 334K. This fee for service practice is well established. Owner would like to continue working two days a week. Patient base is large enough to accommodate this type of transisition.

SACRAMENTO: For Sale - 2003 Gross Receipts were 300K. Doctor is retiring after 44 years, 30 years in the same location. There are 4 operatories. Equipment is only 2 years old. Office is centrally located.

SANTA ROSA: For Sale - 2003 Gross Receipts were 241K. There are 3 operatories, 2 are equipt. Doctor is retiring after 25 years in same location. Excellent potential. Ideal for new dentist or satellite practice.

SANTA ROSA: For Sale - 2003 Gross Receipts were 472K. It's present owner who is now retiring established this practice in 1958. Excellent locattion. Six days of hygiene. Practice open 4 days a week.

SACRAMENTO: For Sale - If you thought there were not any high quality practices available in the North Sacramento Area, think again. This fee for service practice had over 900K in Gross Receipts in 2003. There are 6 treatment rooms in a freestanding highly visible dental building. Doctors are retiring after 40 years of practice.

CORCORAN: For Sale - Average Adjusted Income \$117K, 2003 GR were 288K. 3 treatment rooms. 2 days of hygiene. Doctor works approximately 33 hours per week.

SAN JOSE: For Sale: 2003 Gross Receipts were 857K. Practice has been in same location for 26 years. Dr. is retiring. This is a conscious sedation, cosmetic and restorative practice. There are four operatories and 6 days of hygiene. Practice is located on main thourfare with high visibility.

DALY CITY: For Sale (Patient base only) Doctor is retiring and unable to renew lease. Dr. has practiced in same location for over 38 years. 450 active patients. Call for details. *Active patients defined as number of individual patients seen over the last two years.*

UPCOMING PRACTICES: These practices have not completed their valuations as of print date but may be available before the next publication: Saratoga, Sacramento, Bakersfield, Ventura, Balboa, Orange, 3 practices in Northern California Sierra Foothills.

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#G-238 CHICO GP Long Estab. Practice Coll'd \$509k In '03. Modern Equipped 3 Op Office. Mostly Insured/Cash Pts W/10-20 New Pts/Mo. Practice Is Located In A Busy, Easily Accessible Main Thoroughfare. FP \$315K. Seller Owns Office Bldg, Possible Sale \$425K. Western Practice Sales 800-641-4179

PRACTICE FOR SALE #4838 - Sunnyvale - Grosses \$700k - 6 Ops. Professional office nicely designed, newer single story Medical-Business complex. F.P. \$575k. Call Professional Practice Sales, Inc., Tom Fitterer (714) 832-0230.

#G-238 CHICO GP Long Estab. Practice Coll'd \$509k In '03. Modern Equipped 3 Op Office. Mostly Insured/Cash Pts W/10-20 New Pts/Mo. Practice Is Located In A Busy, Easily Accessible Main Thoroughfare. FP \$315K. Seller Owns Office Bldg, Possible Sale \$425K. Western Practice Sales 800-641-4179.

GARDEN GROVE PRACTICE FOR SALE One of a kind general private practice in great location in strip shopping center - 9 operatories with state of the art equipment - practice grosses over \$1.9 million/year on 5 days - approx. 10% MediCal - Orthodontist works 2 days/week - 3 associates - largely Hispanic patients. Call Thomas & Fees Practice Sales 714-544-4341.

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LOS ANGELES COUNTY ENDODONTIC PRACTICE FOR SALE Long established endodontic practice with average gross collections over \$550,000 per year very consistently with a net income of over \$350,000/year. 3 equipped operatories with fourth plumbed but not equipped in a one-story professional building. Solid referral base averages over 60 new patients per month. Motivated seller. Asking price is \$325,000. Call Kurt Skarin at 818-991-6552; 1-800-SKARIN #1 for more information.

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#K-260 CORONADO CAYS GP, 5 op office mostly PPO practice. Good active pt, 50+ new pts/month. Dentrix. This wont last long! Call for Details!! Western Practice Sales 800-641-4179

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PRACTICE FOR SALE Temple City. 5 operatories. 2700 sq. ft. Private parking insurance and cash practice, busy street. Call 818-521-0903.

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PRACTICE FOR SALE #4953 – Yucca Valley – Hi identity Dental location only. Established 50 years. Lease \$950/month for this proven location. 3 Ops. build practice within short time with less than \$15,000 investment. Call Professional Practice Sales, Inc., (714) 832-0230 or E-mail PPSIncnet@aol.com.

CANOGA PARK MALL PRACTICE FOR SALE 12 operatory facility with newer design, leasehold improvements and equipment. Gross collections have been \$1,000,000 per year. Practice is predominantly children and approximately 47% Denti-Cal. Absentee situation with significant potential to improve the gross with an owner/operator. Asking \$800,000. For more information call Kurt Skarin at 818-991-6552 or 1-800-SKARIN #1.

SOUTH ORANGE COUNTY PEDIATRIC DENTAL PRACTICE FOR SALE Top of the line private Pediatric dental practice in professional building for sale - 8 completely equipped operatories - grosses over \$1.7 million on 5 days/week - 3 associates. Dr. retiring after 25 years. Call Thomas & Fees Practice Sales 714-544-4341.

LA JOLLA PRACTICE FOR SALE Top-of-the-line general practice in great professional building for sale - 6 completely equipped operatories in 1925 sq. ft. - grosses over \$800,000/yr on 3 1/2 days/week - 6 days of hygiene. Dr. retiring after 35 years and would be willing to stay as an associate. Call Thomas & Fees Practice Sales 714-544-4341.

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Los Angeles County

#203 **Miracle Mile/L.A.** - G.P. Leaseholds. 4 ops, 1200 SF. T.I.'s avail. from landlord. **NEW**

#204 **Torrance** - G.P. 1500 SF, 4 ops, int. cam. Brite Smile & Dentrrix. Coll. 22/26K mo. **NEW**

#206 **Woodland Hills** - G.P. Shop ctr. Lots of foot traffic. 2+ ops in approx. 900 SF. **NEW**

#208 **Hollywood/L.A.** - G.P. Busy ctr. 4 ops, 2 x-rays in 1200 SF. Coll. 450K 2003. **NEW**

#209 **Torrance** - G.P. Shop ctr. 15 yrs. goodwill Coll. 22/24K on 3 days. 3 ops. Seller to retire.

#211 **West L.A.** - G.P. Corner prof. bldg. 16 yrs. goodwill. Selling for health reasons.

#212 **Wilshire/Crenshaw Blvd** - G.P. 4 ops, 1200 SF. Major tenant is LA Unified School District who has Delta Dental coverage.

#213 **Wilshire/Western** - G.P. 1st floor loc. 7 ops, 4 x-rays, 1200 SF. **Sale Pending**

#215 **Whittier** - G.P. Visibility+, 60 new patients. HMO plans w/ mo. check 4/5K+.

#217 **Westlake Village** - (In Escrow!)

#221 **Valencia** - G.P. Million dollar location in shopping center. Newer 4 ops, 2 x-rays, 2250 SF. Well designed. Est 2/03, started coll. 25K with 50/75 new patients/mo. on no advertising. Selling for health reasons. **NEW**

#228 **Montebello** - Leaseholds only. New shop ctr. High density Hispanic area.

#230 **Bellflower** - G.P. 10 yrs. goodwill. Coll. 23/26K mo. on 3-1/2 days. Seller to relocate.

#232 **West Covina** - G.P. 4 yrs. new. Coll. 14/17K mo. on 2-1/2 days. 3+ ops in 1200 SF.

#233 **Gardena** - G.P. New shop ctr. 25%-65% ins. Lots of walk-ins. 1300 SF. **In Escrow!**

#235 **Cerritos/Artesia** - G.P. Retail leaseholds only. 4 ops, 2 x-rays in 1200 SF. **NEW**

#236 **Wilmington** - Leaseholds in new shop. center with medical office for referrals. **NEW**

#239 **Glendora** - G.P. 3+ ops in approx. 1200 SF with HMO plans. Seller to retire. **Sale Pending**

#242 **Gardena** - G.P. New ctr. opens 11/04. High density Hispanic. 1145 SF in cmr. loc.

#244 **Maywood** - G.P. New retail ctr. Can lease 1100 to 2110 SF. New build out, no equip.

#248 **Lancaster** - 21 yrs. goodwill. Coll. 732K in 03 + 65/70K mo. in 04. 4 ops, 4 x-rays, 2 int. cam. + more. Seller retiring & will transition.

#255 **Pomona** - G.P. Shopping center location, 5ops, 1500 SF. 90% Hispanic with walk-ins of 50/60+ patients per month!

Orange County

#500 **Irvine** - 4 ops, 1200 SF, 2 yrs. new leaseholds only. Great for SPECIALIST. **In Escrow!**

#501 **La Habra** - G.P. Strip ctr. 6 ops, 4 chairs in 2000 SF. Coll. 22/25K mo. on 3 days. **SOLD!**

#502 **Stanton** - G.P. New retail center 1-1/2 yrs. new, 3 ops, 2 intraoral cams, Dentrrix, set up for digital x-rays. Seller relocating. **NEW**

#503 **Irvine** - G.P. 5 ops, x-rays, 1175 SF. Some HMO plans. 3/4K mo./CAP ck.

#508 **Huntington Beach** - G.P. Newer retail ctr., low rent, 3 ops, new equip., 900 SF. **NEW**

#509 **West Santa Ana** - Busy retail center. 4 ops in 1237 SF. Coll. \$377K in 2003. **NEW**

#510 **San Clemente** - G.P. 4+ ops in 2000 SF.

#511 **North Anaheim** - G.P. 14 yrs. goodwill. 4+ops, 1867 SF. 2004 Proj. coll. \$438K. **NEW**

#512 **Westminster** - HMO office in high visibility bldg. CAP ck. avg. \$2500.

#518 **Rancho Santa Margarita** - New highly visible med. prof. bldg. Ideal for a specialist.

#520 **Irvine** - (In Escrow!) 4 ops, 1200 SF.

#523 **Buena Park** - G.P. Starter practice. Low rent. 2 ops, 600 SF. Medical neighbors refer.

#549 **Fountain Valley** - G.P. New Real estate dental condo, built out 4 ops in approx. 1500 SF. Great opportunity to own your office.

Riverside/SanBernadino

#300 **Colton** - HMO office, free standing build. 9+ops, 3 x-rays, Pano, 3 intra.cams. Coll. \$1.12 Mil. CAP approx. 16K mo. **NEW**

#301 **Rialto** - G.P. 10 years goodwill. Great starter office with good net. Seller motivated.

#304 **Colton** - G.P. New corner retail center. Opens 02/05. High density Hispanic area, near Starbucks, close to Walmart, Up to 1662 SF available. Build out and leaseholds only.

#305 **Temecula** - G.P. Busy off. 5ops, Coll. \$356K in 03, Fwy close w/ street sign. **NEW**

#306 **San Bernardino** - G.P. Free standing dental building, 5+ ops, 1800 SF. Great starter practice, 90% Hispanic. Seller needs to sell.

#309 **Rialto** - Shop. center Opens 02/05. Rent 1250 to 2500 SF. Near Home Depot. **NEW**

#312 **Rialto** - G.P. Newer retail center, 4 ops, 2 x-rays, Rembrandt, 1434 SF. Collects 20K mo. on 3-1/2 days. Seller is relocating. **NEW**

#314 **Colton** - G.P. Free standing corner office, 3 ops, x-ray, 1000 SF. Coll. 15K mo. on 3 days. Good low overhead starter office. **NEW**

San Diego County

#404 **Miramar** - G.P. Retail center, new office. 4 ops, 3 equip., 1250 SF. Proj. 266K for 2004. **In Escrow!**

#410 **El Cajon** - G.P. Active shopping center next to 99 cents store. Lots of foot traffic.

Coll. 18/20K on 2-1/2 days. Great location.

#414 **Hillcrest** - G.P. Super location, referrals from neighbors. Coll. \$673K in 03. 3 ops, 2 x-rays, 3 int. cam., networked video Dentrrix.

Super opportunity, can be high net office!

#419 **Mira Mesa** - G.P. Shop. ctr. 4 ops, 2 x-rays, in 1200 SF. Coll. 40/45K mo. Seller avg. coll. for last 3 yrs. \$531K. Seller relocating.

#420 **La Jolla** - G.P. 4+ ops, 3 x-rays, 2 intraoral cameras, Pano, Dentrrix Software. Projections for 2004 collections approx. 550K. Great location. Seller will transition buyer. **NEW**

Sacramento County

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PRACTICE FOR SALE #4976 - South Bay area - Small G.P. in professional building. Seller leaving private practice. Call Professional Practice Sales, Inc., (714) 832-0230.

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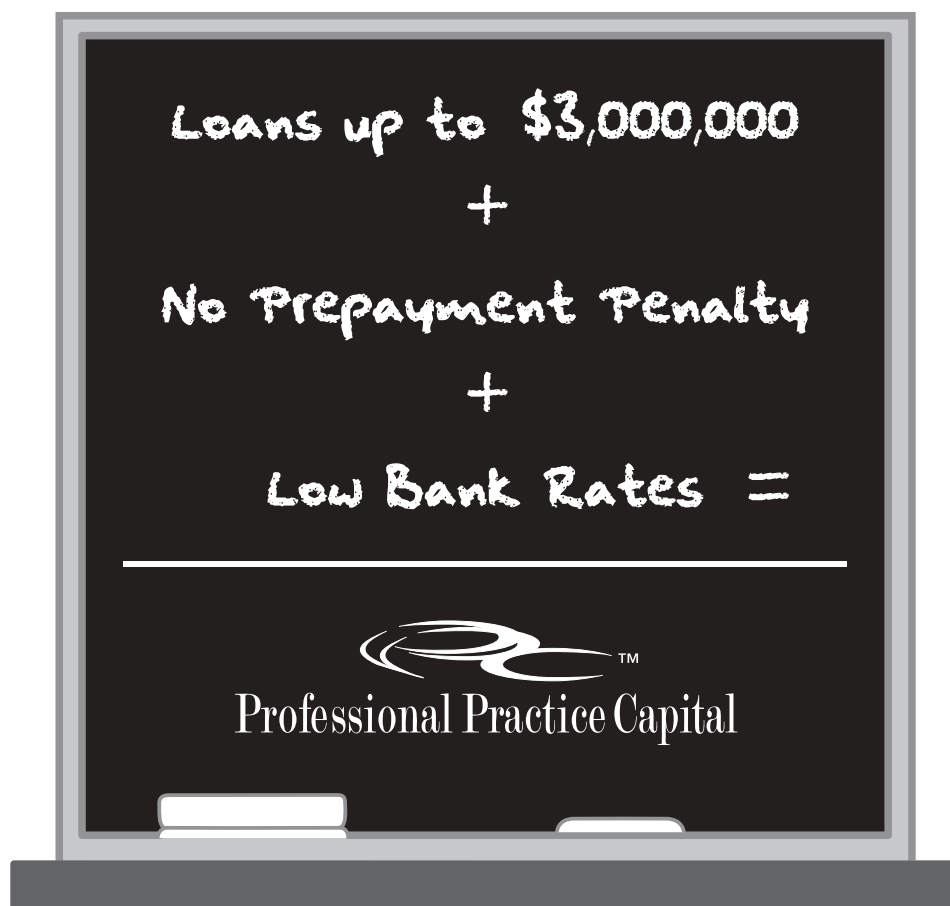
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OXNARD STARTER PRACTICE FOR SALE – Gross collections of \$200,000/year on three days per week with net income of 50%. Four operatories in small professional building on a busy street. Seller does no marketing. Predominantly Hispanic patients. Some capitation and about 25% Denti-Cal. Excellent potential for growth through availability and marketing. Asking \$120,000. Motivated Seller.

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4937 - Small G.P. in So. Bay area near PCH. Ins & Cash. 1,300 sq.ft. 3 Ops.
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4955 - Brea area - Collects \$750,000. Shopping center.
4973 - **Price Reduction/Seller motivated!!** Huntington Park - 4 Ops - Hispanic. F.P. \$100,000. Store front - Gross \$150k P.T.
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