

THE Dental Trader

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"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."

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TARZANA space to share in established office on Ventura Blvd. 818.708.7101 or email tedsto1@juno.com.

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

FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. located in smaller town. Only private dentist in town. 2004 gross collections \$375K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Low overhead/high net income.

FRESNO COUNTY #3 - South county location. General practice & condo for sale. (4) op computerized office. Nice equipt. Mixed patient base. Gross \$500K+/yr. Seller retiring.

KERN COUNTY

BAKERSFIELD #14 - (12) op G.P. for sale. Cash/Ins/PPO/Cap/Denti-Cal. Cap Check \$10K+/mos. Annual Gross Collect. \$1.2M+. Freestanding Bldg. w/exposure/visibility/signage. Absentee owner possibilities. **SOLD**

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

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

LOS ANGELES COUNTY

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

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

HAWTHORNE - (4) op computerized G.P. for sale. (3) ops Eqt'd. (1) plumbed. Cash/Ins/PPO/Denti-Cal patient base. Approx. (40) new patients/mos. 2004 Gross Collect. \$311K+. **NEW**

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

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

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

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

SAN GABRIEL VALLEY BLDG. - 1,755 s.f. single use freestanding dental building for sale. Near center of town. (5) plumbed ops. Busy Hispanic area. No patient charts or equipt. are included in the sale. **PENDING**

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

WEST SAN FERNANDO VALLEY #2 - (4) op computerized G.P. located in an upscale shopping center. Excellent exposure and visibility. (3) ops equipped (1) op equipped with chair and x-ray. Equipment (2) years old. 2004 Gross Collections \$636K and growing. Cash/Ins/PPO/Capitation and small amount of Denti-Cal. Monthly Cap Check \$2,500/mos.

ORANGE COUNTY

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

RIVERSIDE COUNTY

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

SANTA BARBARA COUNTY

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

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

CENTRAL COAST #2 - (3) op computerized G.P. for sale. (2) ops eqt'd. Located in Prof. Bldg. Mostly Cash/Ins w/small amount of PPO. Ave. Gross Collections \$500K+/yr.

SAN BERNARDINO COUNTY

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

SAN DIEGO COUNTY

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

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

SAN LUIS OBISPO - Great place to work and play. (4) op computerized G.P. (3) ops eqt'd. 2004 Gross Collections \$409K on (3) day week. Cash/Ins/PPO. (35-40) new patients per month. Located on main street in freestanding bldg. with excellent exposure/visibility. **SOLD**

TULARE COUNTY

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

VENTURA COUNTY

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

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

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ANAHEIM General Practice for sale w/patients, excellent location. Gross \$400k, net \$180k. seller retiring. asking \$360k. call 626-840-5819.

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

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"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

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PRACTICES FOR SALE — November, 2005

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SAN DIEGO-OCEANSIDE—18 year established **GENERAL** Practice with excellent visibility. 2 blocks from freeway 5. 6 spacious and fully-equipped Ops in approx. 2400 sq.ft. Cash, Insurance, some DentiCal. Only 260K! **SALE PENDING**

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

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

SAN DIEGO-PACIFIC BEACH—Owner retiring from **GENERAL** Practice established in 1990. 3 fully-equipped Ops in 900 sq.ft., situated in Medical Bldg. Easy access to 5 Freeway.

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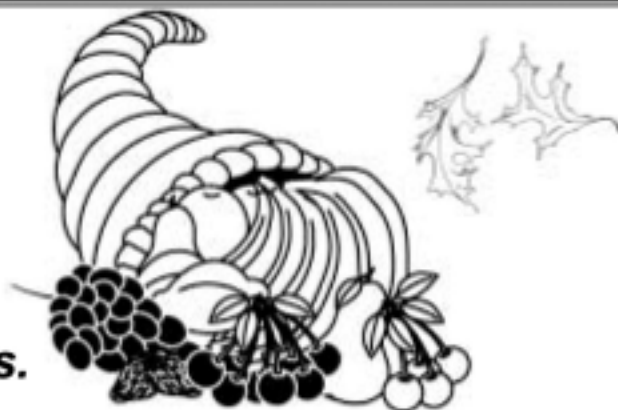
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Los Angeles County

#200 La Crescenta - G.P. Collections \$79/81K mo. Great corner visibility. **Sale Pending**

#201 Beverly Hills - G.P. Cmr. visibility. 4 ops, x-rays, int. cam. Coll. \$260K in '04.

#209 Torrance - G.P. 15 yrs. goodwill. Absentee seller w/ 2 assoc. Coll. \$18/21K mo.

#210 Hacienda Heights - G.P. Shop ctr. loc. Office sees 30 pat./day. CAP/ck \$15K mo. **In Escrow!**

#211 Beverly Hills - G.P. 3+ ops, 2 x-rays, all newly equipped. Seller reduced price. **NEW**

#213 Wilshire/La Cienega - G.P. HMO. 18 yrs. goodwill. '04 coll. \$1,792. 14 ops. **Sale Pending**

#214 Torrance - G.P. 25 yrs. goodwill. 18 ops, x-rays. In house lab. Coll. \$3+ mil. in 2004. **Pending**

#216 West Covina - G.P. 5 operatories and x-rays. Collections \$240K. **NEW**

#219 Montebello - G.P. 100% fee for service. Long est. practice. Coll. \$940K in '04. **Sale Pending**

#220 So. Gate - G.P. Free standing bldg. 5 ops in 1500 SF. Collections \$540K. **NEW**

#222 El Monte - G.P. Great loc. 3+ ops, x-rays. Lots of new pat. \$500K first yr. **Sale Pending**

#223 North Hollywood - G.P. '04 coll. \$350K. 60/70 new pat./mo. Seller relocating. **In Escrow!**

#224 Beverly Hills II - G.P. Boutique practice. 3 ops. SUPER LEASE of \$1,700 mo. **NEW**

#226 Gardena - G.P. Coll. \$616K in '04. Proj. \$700K for '05. 40% discount, motivated seller.

#227 Montebello - G.P. Shop ctr. loc. Leaseholds only. 1200 SF and 4 ops.

#228 Montebello - G.P. Retail ctr. & dental suite for sale. Build equity in real estate. **Sale Pending**

#230 Downtown LA - HMO practice. 3 ops plus ortho bay. Proj. \$300K+ for '05. **NEW**

#232 Western/Wilshire Blvd. - G.P. 1st floor in prof. bldg. 7 ops in 3500 SF. Coll. \$55K mo. **Sale Pending**

#234 San Pedro - G.P. Free standing dental bldg. 3 ops, x-rays. Seller relocating. **NEW**

#235 Gardena - G.P. Busy center. Leaseholds only. 4 ops and more. Great visibility.

#236 Wilmington - **In Escrow!**

#239 Pasadena - G.P. New center on Lake and Orange Grove off the 210 freeway. Great demographics. 4 ops and more.

#245 Wilmington - G.P. Free standing bldg. 4 ops, x-ray, and software in 1700 SF. 55+ new patients/week. Great opportunity. **NEW**

#248 Lancaster - G.P. Fee for service. 30 yrs. goodwill. Coll. \$732, 694. 4 ops, 4 x-rays, 2 int. cam., pano & Comp. Age. Seller to retire.

Orange County

#502 Tustin - G.P. 5 ops, x-rays & software all new. Coll. \$45/50K mo. Super loc.

#504 Tustin - G.P. Free standing bldg. 5+ ops in 3000 SF. Room for specialist. **NEW**

#506 Costa Mesa - G.P. Coll. \$617,219 in '04. 13 yrs. goodwill. Seller retiring. **NEW**

#507 So. Orange County II - G.P. Coll. \$1,416,862 in '04. 25 yrs. goodwill. **In Escrow!**

#508 Laguna Niguel - G.P. Shop ctr. Some HMO. 25/30 new pat./mo. 3+ ops. **NEW**

#509 West Santa Ana - G.P. Retail ctr. Coll. \$35K mo. X-ray, 4 ops in 1200 SF.

#511 Irvine - G.P. 4+ ops. In shopping ctr. 4 ops, x-rays & software in 2000. **In Escrow!**

#513 Tustin - G.P. Cmr. loc. New shop ctr. Leaseholds only. 4 ops, x-rays, in 1200 SF. **SOLD!**

#515 Laguna Hills - G.P. Major shop ctr. 4 ops, x-rays in 1250 SF. Great loc. for South Orange County. Some HMO plans. **SOLD!**

#518 Fullerton - G.P. Corner center. 4+ operatories, x-rays & software in 2000 SF. Collections \$334K. Lots of upside. **NEW**

#520 Laguna Hills - G.P. Busy shop ctr. 3 ops+, 2 chrs., x-ray, int. cam., (all new) in 1200 SF. Seller lives out of the area. **Sale Pending**

#521 Irvine - G.P. Lease with an option to buy. Fee for service & HMO plans. **NEW**

#523 Irvine - G.P. Major shop ctr. Leaseholds only. 5 ops, x-rays, pano. **In Escrow!**

#526 Anaheim - VISIBILITY + TRAFFIC = a great starter. Leaseholds only. **Sale Pending**

#528 Hunt. Beh./Stanton - G.P. Shopping center. Super opportunity. Seller is on disability and needs to sell NOW.

#530 Fullerton/La Habra - G.P. 6 ops, 2 x-rays, Dentrix software in 2500 SF. **Sale Pending**

#540 Mission Viejo - G.P. Great loc. **NEW**

#543 Anaheim - G.P. New ctr. 4 ops, 2 x-rays. State College area. Instant equity. **In Escrow!**

#549 Fountain Valley - G.P. Dental condo for sale. 4 ops, x-ray in 1500 SF. Great loc.

New Patient Generator

#220 So. Gate - G.P. Free stndg. Walk-ins. **Sale Pending**

#226 Gardena - G.P. Success waiting for you.

#227 Montebello - G.P. Banco Popular.

#228 Montebello - G.P. Pending offer.

#235 Gardena - G.P. Next to Yoshinoya.

#245 Wilmington - G.P. 50+/wk. & growing.

#306 Riverside - G.P. Upside potential.

Million Plus Collections

#213 Wilshire/La Cienega - G.P./HMO. Coll. \$1,792 in '04. Coll. \$184K 7/05. Offer working. **Sale Pending**

#214 Torrance - G.P. Coll. \$3,007,595 in '04. In house lab. 25 years goodwill. **Pending Bldg. Approv.**

#240 L.A./Monterey Park - Coll. \$1.2+ **NEW**

#300 Colton - G.P. Coll. \$1.4 million in 2004. Free standing building on busy street. **Sale Pending**

#316 Redlands - G.P. Coll. \$1.2 million. **NEW**

#507 South County II - G.P./HMO. '04 coll. \$1,416,862. Back ups needed. **In Escrow!**

San Diego County

#400 Ramona - G.P. Seller needs to retire. 3 ops, and x-ray. Coll. for 2004 \$338K. **NEW**

#401 Alpine - G.P. Practice dentistry in great area. 3 ops, x-ray & software. Low rent.

#406 El Cajon - G.P. Cmr. free standing bldg. Coll. \$549K in '04. Real estate also for sale.

#410 El Cajon - G.P. Shop ctr. Coll. \$20K. Absentee owner. Lots of foot traffic.

#419 Mira Mesa - G.P. Shop ctr. 1200 SF. Coll. \$40/45K mo. Seller avg. coll. last 3 yrs. \$531K.

#420 La Jolla - G.P. 4+ ops, x-rays & Dentrix. Proj. \$500/550K for '05. Seller motivated. **In Escrow!**

#422 Oceanside - G.P. Retail ctr. Recently remodeled. All new. 3 ops, x-ray. BUY NOW!

Riverside/San Bernardino

#300 Colton - HMO. 9+ ops, x-rays, pano. Coll. \$1.12 Mil. CAP approx. \$16K mo. **Sale Pending**

#301 Rialto - G.P. Starter practice. Low overhead / high net. Seller motivated.

#302 Ontario - G.P. 3 ops+, x-rays in 1200 S.F. Coll. \$298K/yr. Avg. \$25/28K mo. **In Escrow!**

#304 Rancho Cucamonga - G.P. Shop ctr. 3 ops, int. cam., dig. x-rays in 1200 SF. **In Escrow!**

#305 Temecula - G.P. Coll. \$356,261K & growing. 5 ops, x-rays, & Easy Dental.

#306 Riverside - G.P. Best Buy shop center. 5 ops, x-ray, in 2000 S.F. Low Rent. **NEW**

#310 Palm Springs - G.P./HMO. NICE SIZE CAP/CK. LOTS OF NEW PATIENTS. **NEW**

#312 Rialto - G.P. Seller relocated & needs to sell. 4 ops, 2 x-rays, pano. SHOP CTR.

#314 Colton - G.P. Est. 1950. Free standing bldg. Coll. \$18/20K mo. on 3 days.

#315 San Bernadino - G.P. Collections \$20K mo. Real estate for sale.

#316 Redlands - G.P. Shopping center. Collections \$1.2 million plus. **NEW**

#318 Indio - G.P. HMO. CAP/ck. \$31K mo. & growing. '05 proj. \$700K. 5 ops in 1550 SF. **Sale Pending**

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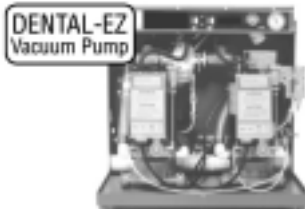
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BAKERSFIELD GENERAL PRACTICE FOR SALE: Practice collects \$2,050,000 per year with a net income of over \$800,000 per year. No HMO and minimal Denti-Cal. Located in a free standing building in prime downtown area with visibility and its own parking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

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

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MORENO VALLEY EQUIPMENT AND LEASEHOLDS FOR SALE: Three operatory office in a professional building with 1,200 square feet has one fully equipped operatory and two partially equipped operatories. Good opportunity for someone to get started in practice with a low overhead and minimal debt. Asking \$55,000.

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

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

BEVERLY HILLS EQUIPPED FACILITY AND LEASEHOLD IMPROVEMENTS FOR SALE: Three equipped operatories with six year old Pelton and Crane equipment in a 1,200 square foot office located in a professional building. Asking \$95,000.

SAN GABRIEL GENERAL PRACTICE AND BUILDING FOR SALE: Practice has been established since 1965 in the same location. Gross collections have consistently been \$220,000 per year with three days per week of hygiene. Four equipped operatories. Located in a 1,500 square foot free standing brick building on a corner. Practice and real estate are for sale as a package. Asking \$595,000. - **PENDING**

INDIO GENERAL PRACTICE FOR SALE: Gross collections of \$400,000 per year. Three days per week of hygiene and five equipped operatories. No welfare and no capitation. Motivated seller needs a quick sale. Asking \$120,000.

MARINA DEL REY EQUIPMENT AND LEASEHOLD IMPROVEMENTS FOR SALE: Newly developed six operatory office with marina views from all operatories on the tenth floor of a professional building. Two year old Adec equipment with digital x-rays and full computerization including chairside data entry. Over \$450,000 spent on improvements and equipment. Some patient charts and one day per week of hygiene. Asking \$350,000.

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

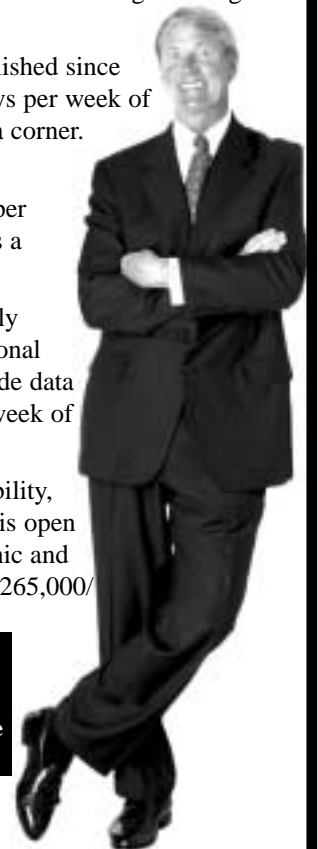
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PORT HUENEME: 5 eq. ops. in a 1,500 sq. ft. suite located in a shopping center. Practice is approximately 48% Insurance, 20% Cash & 22% Medi-Cal. Currently there are approximately 6-7 patients seen per day with approximately 20 new patients per month. Projecting \$271,232 for 2005.

BUYER'S NET OF \$81,876.

LAGUNA HILLS: 2 eq. ops. and 3 not eq. ops in a 1,100 sq. ft. suite located in a two story medical/dental building. Doctor is currently working 3 Days/Week and is seeing approximately 6-8 patients per day with approximately 4-5 new patients per month. Practice is approximately 65% Insurance (PPO) and 35% Cash. Leasehold Improvements, Equipment and Some Patient Charts Only.



BIG BEAR CITY: 2 eq. ops. and 1 partially eq. op. Third op. is used as a private office as well. Doctor works 4 days/week and sees approximately 8-10 patients per day with approximately 5-6 new patients per month. Currently there is one Hygienist working 2 days/week seeing approximately 8 hygiene patients per day. Practice is approximately 30% Insurance and 70% Cash. Projecting \$534,474 for 2005.
BUYER'S NET OF \$252,288.

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ALISO VIEJO—5 eq. ops. in a 1,750 sq. ft. suite located in a busy shopping center. Highly upgraded office with digital x-rays, chairs, lights, deliveries and much more included. Leasehold Improvements & Some Equipment Only.

ARCADIA—4 eq. ops. in a 1,657 sq. ft. suite located in a six story building. Doctor is working 1 1/2 Days/Week, Associate is working 4 1/2 Days/Week and there are 6 Days/Week of Hygiene. Currently there are approximately 8-10 patients per day being seen, approximately 8 hygiene patients per day and approximately 15 new patients per month. Practice is approximately 70% Insurance and 30% Cash. Projecting \$860,096 for 2005. **BUYER'S NET OF \$171,987.**

BELL GARDENS—3 eq. ops. in 1,000 sq. ft. suite located in a single story strip shopping center. Practice is currently 42% Insurance, 30% Cash, 28% Medi-Cal. Practice attracts approximately 20-25 patients per month and schedule includes approximately 12-15 patients per day. Projecting \$335,472 for 2005. **BUYER'S NET OF \$130,530.**

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

DIAMOND BAR—3 eq. ops. & 2 not eq. ops. in a 1,500 sq. ft. stand alone building. Good location on a busy boulevard & easy freeway access. Practice is approximately 70% Insurance, 27% Cash, 1% Medical & 2% Capitation. Doctor is currently working 2 1/2 Days/Week. Leasehold Improvements, Equipment & Some Patient Charts Included.

EAST LOS ANGELES—9 eq. ops. in a 3,750 sq. ft. single story free standing building. Practice is currently 50% Insurance and 50% Cash. Approximately 12-14 patients are seen per day with approximately 15-25 new patients per month. Currently there is one associate working each week. Projecting \$815,815 for 2005. **BUYER'S NET OF \$290,820.**

ENCINO—3 eq. ops. in a 1,200 sq. ft. suite located in a three story commercial business building. Good location, beautiful ceramic tile flooring, street visibility, free parking, multiple signs and a good number of walk-ins. Leasehold Improvements and Some Equipment Only.

GLENDALE—3 eq. ops. in a 1,000 sq. ft. suite located in a two story building. Doctor is currently working 5 days/week and currently seeing approximately 5-10 patients per day with approximately 10-12 new patients per month. Practice is approximately 70% (PPO) Insurance and 30% Cash. Projecting \$428,582 for 2005. **BUYER'S NET OF \$102,918.**

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HAWTHORNE—3 eq. ops. and 3 fully eq. ops. in an open bay. Practice is in a 2,200 sq. ft. suite located in a two story medical dental building. Practice is currently 44% Insurance and 56% Cash with 2 1/2 Days of Hygiene, 2 Days G.P. and 2 Days Pedo each week. Doctor is currently seeing approximately 8-10 G.P. patients per day, 8-10 Hygiene patients per day are being seen and approximately 23 new patients per month. Projecting \$687,286. **BUYER'S NET OF \$109,903.**

HAWTHORNE—5 eq. ops. in a 2,500 sq. ft. single story medical building. Doctor is working 3 1/2 Days/Week and has one Associate working 1 Day/Week. Approximately 12-16 patients are seen per day with approximately 28-30 new patients per month. Practice is approx. 65% Insurance (PPO), 15% Cash & 20% Capitation. Building is also for sale. Projecting \$306,898 for 2005. **BUYER'S NET OF \$40,386.**

LAWDALE—6 eq. ops in a 1,750 sq. ft. suit located in a single story strip shopping center. Practice is currently approximately 67% Insurance, 17% Cash, 2% Medi-cal & 14% Capitation. Doctor is on a 3 days/week work schedule and has an associate working 2 days/week. Approximately 15-16 patients are seen per day with approximately 30 new patients per month. Projecting \$496,614 for 2005. **BUYER'S NET OF \$200,161.**

LOS ANGELES—7 eq. ops. and 2 not eq. ops. in a 5,500 sq. ft. suite located in a two story building. 95 years of Goodwill. Little competition in the downtown Los Angeles location for three blocks. Incredible signage. Currently the practice is on a 2 days/week and is Projecting \$113,703 for 2005. Practice has the potential to project more if the new Buyer/Doctor can devote more days to the practice. Leasehold Improvements, Equipment & Some Patient Charts Included.

MONROVIA—2 eq. ops. and 1 not eq. ops. in a 900 sq. ft. single story free standing building. Practice is approximately 70% Insurance (PPO), 30% Cash. Doctor is currently working a 4 Day/Week schedule and is seeing approximately 8-10 Patients per day with approximately 5-10 new patients per month. Projecting \$165,488 for 2005. **BUYER'S NET OF \$56,148.**

NEWBURY PARK—5 eq. ops. in a 1,545 sq. ft. suite located in a two story dental building. Doctor is working on a 4 _ Days/Week work schedule and currently seeing approximately 10-12 patients per day with approximately 15-16 new patients per month. Practice also has one hygienist 3 days/week seeing approximately 8 patients each day. Practice is approximately 80% Insurance, 19% Cash & 1% Medical. Projecting \$445,272 for 2005. **BUYER'S NET OF \$102,792.**

PORT HUENEME—5 eq. ops. in a 1,500 sq. ft. suite located in a shopping center. Practice is approximately 48% Insurance, 20% Cash & 22% Medi-Cal. Currently there are approximately 6-7 patients seen per day with approximately 20 new patients per month. Projecting \$271,232 for 2005. **BUYER'S NET OF \$81,876.**

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ROSEMEAD—9 eq. ops. in 3,750 sq. ft. single story free standing building. Practice is approximately 50% Insurance, 20% Cash and 30% Welfare. Currently there are Associates working 6 days/week and seeing approximately 13-14 patients per day with approximately 51-52 new patients per month. There is one Hygienist 1 day/week and there are approximately 8 hygiene patients seen each day once a week. Projecting \$627,940 for 2005. **BUYER'S NET OF \$155,748.**

ORANGE COUNTY

COSTA MESA—4 eq., ops. in a 1,512 sq. ft. suite located in a two story building. New Intra Oral Camera included! Doctor is working 3 days/week and has one hygienist working 4 days/week. Practice is currently 50% insurance and 50% cash. Projecting \$759,501 for 2005. **BUYER'S NET OF \$175,013.**

LAGUNA HILLS—2 eq ops and 3 not eq ops in a 1,100 sq. ft. suite located in a two story medical/dental building. Doctor is currently working 3 Days/Week and is seeing approximately 6-8 patients per day with approximately 4-5 new patients per month. Practice is approximately 65% Insurance (PPO) and 35% Cash. Leasehold Improvements, Equipment and Some Patient Charts Only.

RIVERSIDE & SAN BERNARDINO COUNTIES

BIG BEAR CITY—2 eq. ops. and 1 partially eq. op. Third op. is used as a private office as well. Doctor works 4 days/week and sees approximately 8-10 patients per day with approximately 5-6 new patients per month. Currently there is one Hygienist working 2 days/week seeing approximately 8 hygiene patients per day. Practice is approximately 30% Insurance and 70% Cash. Projecting \$534,474 for 2005. **BUYER'S NET OF \$252,288.**

FONTANA—4 eq. ops. and 1 not eq. op. in a 1,800 sq. ft. suite located in a single story medical/dental building. N2O2 in 1 op. Practice is approximately 80% Insurance & 20% Cash. Doctor is currently working 4 days/week seeing approximately 10 patients per day with approximately 18-20 new patients per month. There is one Hygienist that works 4 days/week seeing approximately 8 hygiene patients per day. Projecting \$670,841 for 2005. **BUYER'S NET OF \$188,888.**

INDIO—2 eq. ops in an 800 sq. ft. single story free standing building. Good 2 day/week practice, perfect for a retiring dentist who wants to work part time. Doctor currently has an associate working 1 day/week seeing approximately 6-8 patients per day with approximately 2-3 new patients per month. Practice is currently 70% Insurance & 30% Cash. Leasehold Improvements, Equipment and Some Patient Charts Included.

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PALM DESERT—7 eq. ops. in a 2,500 sq. ft. suite located on the first floor of a two story professional building on a busy boulevard. 12 years of Goodwill, Intra Oral Camera included! Practice is currently 50% insurance and 50% cash. Projecting \$1,550,525 for 2005. **BUYER'S NET OF \$366,114.**

RIVERSIDE—2 eq.ops. and 1 not eq. op. in a 1,766 sq. ft. single story free-standing building. (1,200 sq. ft. of office space) Real Estate is for sale along with practice. Room to expand and Intra Oral Camera included. Practice is currently 80% Insurance (PPO) and 20% Cash and attracting approximately 9-10 new patients per month. Projecting \$190,767 for 2005. **BUYER'S NET OF \$30,716.**

TEMECULA—3 eq. ops. in a 1,400 sq. ft. suite located in a three story medical/dental building. Doctor is on a 3 1/2 Days/Week work schedule and is seeing approximately 4-8 patients per day and attracting approximately 12-20 new patients per month. Currently there is one hygienist working 2 Days/Week and seeing approximately 8 Hygiene patients per day. Practice is approximately 50% Insurance and 50% Cash. Projecting \$496,192 for 2005. **BUYER'S NET OF \$143,878.**

SAN DIEGO COUNTY

ESCONDIDO—7 eq. ops. in a 2,600 sq. ft. two story free standing building. Doctor is currently seeing approximately 8-12 patients per day with approximately 15 new patients per month. Practice is approximately 50% Insurance, 20% Cash, 10% Medical & 20% Capitation. Projecting \$316,013 for 2005. **BUYER'S NET OF \$93,996.**

POWAY—3 eq. ops. in a 1,050 sq. ft. suite located in a single story dental building. Intra Oral camera, computer system, software program, Sony monitors and Versaview Panorex are included! 12 years of Goodwill. Projecting \$469,260 for 2005. **BUYER'S NET OF \$143,534.**

SAN DIEGO—4 eq. ops. in a 1,500 sq. ft. two story medical building. Practice is currently seeing approximately 8-10 patients per day, approximately 8 Hygiene patients per day and approximately 25-30 new patients per month. Practice is approximately 40% Insurance & 60% Cash. Digital X-Ray, Intra Oral Camera and much more included! Projecting \$740,926 for 2005. **BUYER'S NET OF \$207,376.**

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Greg Beamer- gbeamer@calpracticesales.com
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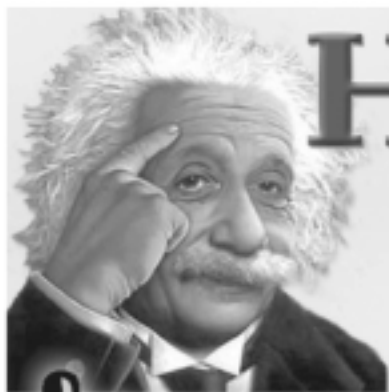
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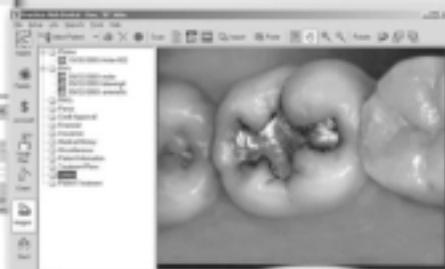
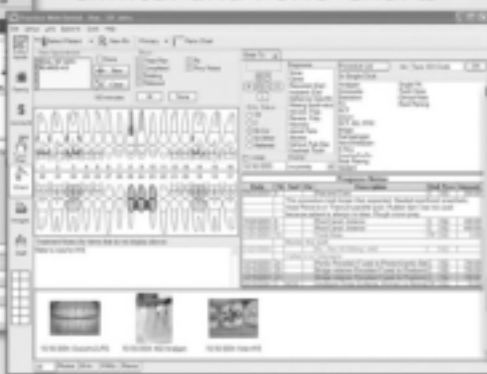
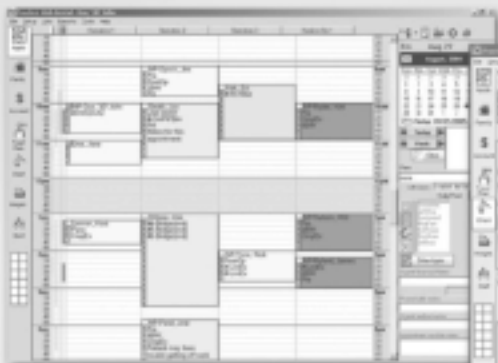
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BAY AREA

#A-325 SAN FRANCISCO - GP, long estab. located in one of the city's most prestigious districts. FFS 4 op practice, collections in the \$700k range with opportunity to expand. **Call for details!**

#B-333 SAN LEANDRO - GP located in a two-story, highly visible professional building. Practice grosses over \$300k with an adjusted net of over half! **FP \$235K**

NEW! #B-348 LA MIRANDA AREA - GP long estab. practice. Seller retiring. Collections of 1.2 plus million in '04. Insured/Cash patients only. 4 fully equipped ops. Active recall w/ 12 days of hygiene. Seller refers out all Endo and surgery. This is one of the finest practice we have seen in the East Bay. **Call For Details**

REDUCED! #D-250 CUPERTINO - Turn-key facility off Stevens Creek, less than two years old! Great location! Great Build Outs! **Call for Details.**

#D-282 MONTEREY AREA - GP, fee-for-service practice. Office is 2700 sf with 5 ops. Great Opportunity in Great Area! **Call for Details**

REDUCED! #D-288 SAN JOSE - Facility in a professional building. State of the Art 1000 sf, office w/3 fully equipped operatories w/ Pelton Crane chairs and Siemens X-ray w/ an option to purchase pano machine. Rent below market value \$1.70/sf. **Only \$79K**

#D-304 CENTRAL COAST - GP, This practice is as good as it gets. Collections of approx 2.5 million over last 12 months. Insured/cash pts only. Beautifully equipped 9 ops, w/ Cerec machine and updated computer system. **Call for Details!**

#D-320 PALO ALTO - GP, Located in single story complex. Fee-For-Service, 3 ops newer equipment, less than 2 years old. **Call for Details!**

#D-332 NORTH SUNNYVALE AREA - One of the best locations in the North Sunnyvale area. Consistent collections of 1.1 million with room to grow in this 11 operator office. Price includes accounts receivables. **Call for Details!**

#C-342 NAPA AREA - GP located in an easily accessible medical/dental building. This busy practice generates approximately 60-70 new patients per month. 5 fully equipped ops with room for more. **FP \$450K**

NEW! #D-340 SAN JOSE - GP in prime strip mall, in West San Jose. New office w/2 fully equipped ops, plumbed for 2 add. ops. Insured/PPO patients. **FP \$275K**

NORTHERN CALIFORNIA

#E-295 SACRAMENTO - Long estab. practice w/4 ops, approx 18 new pts/month collected \$550K in '03. **Call for Details!**

#E-287 FOOTHILLS - GP, long estab. Seller retiring. Refers out most specialties, nicely equipped 5 op office. Gorgeous picturesque views! **Only \$175K!**

#E-300 SACRAMENTO - GP, long estab. practice. Great opportunity to own your own building, lab and practice. **Practice and Building \$835K!**

#E-317 CITRUS HEIGHTS - GP, estab. practice located in single story bldg, 5 ops collected \$200k won't last with asking only 50% of collections **FP \$110K**

#E-330 SACRAMENTO - GP, Estab. Seller Retiring. Collections of \$372K in '04 on 3 day a week schedule. Insured/cash pts only. 3 fully equipped ops. Seller refers out all endo. **FP \$270K**

NORTHERN CAL CONT.

#F-326 EUREKA AREA - GP, long estab. practice. Seller retiring. Nicely appointed 1,250 sf office w/ 3 fully equipped ops. Insured/cash pts only. Collected \$604K in '04 w/ Seller taking 5-6 weeks vacation. This Room for Growth. **FP \$345K**

NEW! #F-344 HUMBOLDT COUNTY - GP, Long Estab practice. Seller retiring. Practice located in high quality rural area. Mostly insured/cash patients. 4 op office. Collections of \$332K in '04. **FP for practice \$175K. FP For Building \$425K**

REDUCED! #H-224 CHESTER LAKE ALMANOR - Long Estab. GP in beautiful 4 season resort area. Office is 1400 sq ft with 3 fully equipped ops. Insured/Cash pts only. Collected approx. \$300K in '04 on a 3 day work week! Office bldg avail w/purchase of practice. **Will Consider All Reasonable Offers!**

#H-311 NORTH SHORE LAKE TAHOE - GP Long established practice. Collections of \$588k in '04. Modern equipped 4 op office. Mostly cash patients. Great location w/ scenic lake views. **FP \$325K**

NEW! #H-353 NORTH SHORE LAKE TAHOE - GP, long established practice, w/ collections of \$507K in '04 w/higher projected revenues for '05. Insured/cash patients only. Fully equipped 3 op office. Beautiful, scenic views of Lake Tahoe. **Call for Details.**

#I-291 SALIDA - GP, Great location in growing north area of Modesto. Collected \$950k in last 3 years. Modern equipped 10 op office mixture of insured/managed care patients. Exc. opportunity for owner/dentist. Averages 160 new pts/mo. **Call for Details!**

#I-306 STANISLAUS COUNTY - GP, in nice historical area of town, 5 ops 1800 sq ft office w/ reasonable rent. Seller motivated. **Call for Details!**

REDUCED! #I-314 MERCED - GP, 4 op office with room for 6. 100% Denti-Cal. Gross in the \$660k range netting close to half! **FP \$250K**

REDUCED! #I-305 VISALIA - GP, Long estab. Mostly insured/cash patients. Two fully equipped ops, plumbed for 3rd op. Doctors take home pay is close over \$200K. **Price Reduced To: FP \$225K**

#J-292 SAN LUIS OBISPO COUNTY - GP, long est. practice. Fee-For-Service practice, 2 ops loyal patient base. Live and practice on the beautiful Big Sur coastline! **Call for Details!**

#J-315 FRESNO - GP, Modern equipped 5 op office plumbed for 6th. Mixture of insured/PPO/dental patient base. **Call for Details!**

NEW! #J-341 FRESNO AREA - GP, long established. Collections of \$307K in '04. Fully equipped 3 op office, plumbed for additional ops. Heavy Denti-Cal patient base along w/ indemnity patients. New prison planned for the area. **FP \$125K.**

ARIZONA

#A-324 MESA - Turn-key Facility, 6 op office with all of the major equipment. No patient base and ready to move into! **Only \$62,500K**

NEW! #A-343 TUCSON - Coming Soon! **Call For Details!**

NEW! #A-345 PHOENIX - Pankey practice philosophy. Approx 2300 sf w/ 5 ops. Practice grosses in the 600K range. **\$350K**

SOUTHERN CALIFORNIA

#K-310 MOORPARK - GP, in busy shopping center on a major street with easy freeway access. Practice has 5 ops and is grossing in Million Dollar range. **FP \$875K**

SOUTHERN CALIFORNIA CONT.

#K-316 LOS ANGELES - Turnkey facility with new leaseholds and refurbished equipment with 4 ops. Bldg may also be available for purchase! **Call for Details!**

#K-319 WHITTIER - GP located in shopping center. Practice has 2 ops with plumbing for 1 additional. **Call for Details!**

#K-329 SANTA ANA/TUSTIN - GP, in state of the art office w/ 10 ops. Practice grosses in the \$750K range. Over 1600 active patients. **Call for Details**

NEW! #K-334 SAN BERNARDINO - GP located in very busy medical bldg on first floor near buildings main entrance. Great potential! **Only \$95K!**

NEW! #K-347 ENCINO - GP Located in new office on main street. All new equipment! Great Potential **Only \$365K!**

NEW! #K-349 TORRANCE - Great practice in professional building on a main street. Doctor will stay on as needed. **FP \$550K**

NEVADA

#R-142 RENO - Long Estab. GP. Seller retiring. 1,540 sf w/5 equipped ops, centrally located office. Colld \$361K in 2004. Ins/cash pts. **Call for Details!**

#LV-263 LAS VEGAS - GP Estab. 24 years. Beautiful 3000 sf, 6 op practice w/ gross in 1.1 to 1.2 Million range! Portion of Bldg for Sale. **FP \$650K.**

#LV-299 LAS VEGAS - GP, located in nice North LV area. 4 op office with room for expansion located in single story professional bldg. **Call for Details!**

#LV-313 LAS VEGAS - GP, Well established practice with consistent collections in 1 million dollar range. Large quality pt base. **Call for Details!**

NEW! #LV-335 LAS VEGAS - Seller Retiring. Modern equipped 8 op office. **Call for Details!**

NEW! #LV-336 HENDERSON - Collections of \$1 million plus for '04. Great location, 2765 sq ft office 4 ops plumbed for an additional 4 ops. Practice nets \$1.2 million in '04. **Call for Details!**

NEW! #LV-339 HENDERSON - Scratch Start, Leasehold Improvement practice. State of the Art Equipment. 5 ops w/ 2-3 being equipped upon completion. **Call for Details!**

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SEBASTAPOL: For Sale - General Dentistry Practice - Located in a freestanding building on a busy thoroughfare. 2004 Gross Receipts were \$56K. Four treatment rooms with 6 days of hygiene. Staff will stay after the sale.

SAN RAFAEL: For Sale - General Dentistry practice located in a modern dental complex. Owner is retiring after 40 years in the same location. Adj. net income of the practice was \$110K with Gross receipts averaging \$320K per year. Staff will stay.

CARSON CITY, NEVADA: For Sale - This practice 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.

CORCORAN: For Sale - Average Adjusted Income \$117K, 2004 GR were 289K, 5 treatment rooms, 2 days of hygiene. Doctor works approximately 33 hours per week. The perfect opportunity for a satellite practice. Present dentist to patient population ratio is 1: 5,000.

SUTTER CREEK - SPECIAL OFFER - The practice is located close to Jackson on Historic Highway 49. The owner also operates a satellite practice in Orangevale. There are eight days of hygiene with a total of seven treatment rooms. Owner would eventually like to work a schedule of 30 days on and 30 days off. Potential transactions include working as an associate with an option to buy or as a dentist that would like to work the same schedule either as an associate or partner. Ideal for the dentist that has retired early but would still like to work. 2004 gross receipts were 600K with a low overhead.

BAKERSFIELD: For Sale - General Dentistry Practice. Gross Receipts are \$368K with approximately \$100K adj. net income. Seller is retiring 28 years in same location and practice started in 1962. Three and a half days of hygiene.

REDDING: For Sale - Both practice and building are for sale - 2800 sq. ft. office building. 5 operatories - 2003 gross receipts were 458K - 4 days of hygiene - 24 years same location - Doctor retiring.

SANTA CRUZ: For Sale - General Dentistry Practice established in 1982. Owner is retiring. Three operatories and 4 days of hygiene. 2004 gross receipts were 450K with 61% overhead.

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

MODESTO: For Sale - This 5 op dental office had gross receipts of one million one hundred fifty thousand dollars in 2004 with only a 56% overhead. The office was redecorated and updated only 5 years ago. Offers cosmetic dentistry and implant restorations in addition to a well seasoned family oriented general dentistry practice. 9 days of hygiene. Owner is retiring after 36 years and 20 years in the same location.

LAKE TAHOE: (South Shore) For Sale - How does it get better than this? A successful family oriented practice located in the heart of beautiful Lake Tahoe has gross receipts of over \$50K in 2004 with low overhead. There are 4 operatories with 5 days of hygiene. If you ever wanted to locate in a resort community with extensive summer and winter sport activities and have a very successful dental practice at the same time you should consider this opportunity.

MODESTO: Associateship leading to purchase. Owner would like to retire in 1-2 years. Gross Receipts of one million six hundred thousand dollars in 2004 with 15 days of hygiene. Owner offers cosmetics, implant dentistry, milled crowns along with his general dentistry practice. Owner is well respected in the community.

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

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WILLITS: For Sale - Both dental practice and building are for sale in this beautiful rural community. 2004 gross receipts were \$12K with 184K adj. net income. This 1,200 sq ft office has 4 ops with 4 days of hygiene. The practice has been in the same location since 1971. Owner is retiring.

SANTA MARIA: For Sale - This 9 operator, 3,100 sq foot dental practice established only 3 years ago had Gross Receipts of \$44K in 2004. All equipment like new. Priced for immediate sale.

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

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

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LA PUENTE: This practice has been operating for 11 years at its present location out of a total of 26 years. Situated in a growing demographic area flourishing with new housing and schools. 2004 Gross receipts were 458K, with an overhead of only 60%. 3 treatment rooms, average age of equipment is a young 7 years. Easy Dental Software.

MONTEBELLO: For Sale - General Dentistry Practice. 2004 Gross Receipts were 397K with a 181K adjusted net income. Owner will consider selling building also. There are 4 ops. 3 are equipped in his 1,100 sq. ft. office.

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

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

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

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

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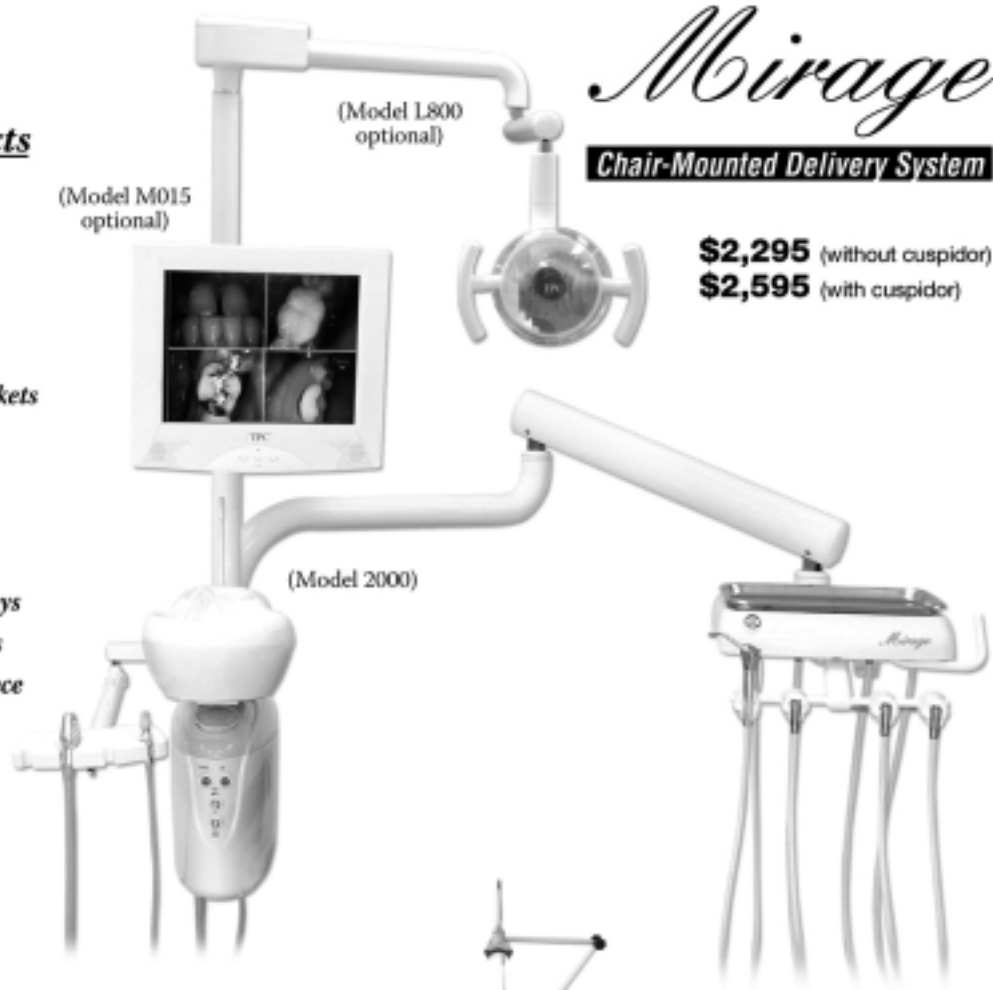
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- 4992 - Escondido area - Solo Group ownership. 1 million potential by new owner within 1st year. F.P. \$395k
- 1005 - Hemet - Beautiful office - \$450k investment - Shopping ctr. F.P. \$350k
- 1017 - Palm Springs/La Quinta area - Estbl 40 yrs. New owner 10 yrs. 9 Ops. Hi tech office. Seller to work back for Buyer. Grossing \$1.2mil
- 1024 - San Bernardino area - Est. GP without a lease. Does \$200k+/yr. 25% Welfare, 25% Insurance, 50% Cash. Seller willing to help in transfer.
- 1046 - Downtown - L.A. 2 Ops, Gross \$5-\$8k/mo. In 22 story Apt bldg. Senior Dentist. Established many years. F.P. \$25k
- 1058 - Inglewood emergency RE Dental building. FP \$500k. Hi traffic. Hi identity
- 1062 - So. Bay - Price reduced - Carson area - Location only. Very attractive 3 Op office. \$25k
- 1064 - So. OC GP - Gross \$1.9 - 6 Ops, 8 + Hygiene days. F.P. \$1.6 mil

- 1067 - San Bernardino - HMO - 3 Ops. Beautiful newly renovated 30 yr + office. HMO checks \$5,000 + - F.P. \$225,000
- 1070 - Riverside/Palm Springs - HMO/GP Gross \$500k+. Absentee Seller. Owner will gross \$650k+
- 1071 - So CA - Periodontic/GP Gross \$1.8mil, net \$1mil. 7 Ops, 3,600sq.ft. - FullPrice includes Real Estate \$2,400,000
- 1072 - Santa Maria area classic practice. Collects over \$500k/yr. Ins. & Cash. 4 Ops in 1,200 sq.ft. Modern office w/digital x-ray, Fully computerized
- 1073 - Fontana G.P. - 3 Ops - 50% Dental/50% Private. Gross \$155k. FP \$110k
- 1082 - NO. CA/Tahoe - Beautiful office. Small town near Lake Tahoe/Squaw Valley. Est 50 yrs. Semi retired works 3 days/wk. All Cash/Insurance No Medical/PPO. Seller grossed \$225k part time.
- 1086 - Oral Maxillo Facial Surgeon in Long Beach. Real Estate also available.
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- 2002 - Rancho Cucamonga-Shopping ctr G.P. Gross \$900k+. Absentee Seller.
- 2004 - So. Bay-Torrance area. Private practice. Dr retiring after 30+ yrs.
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