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Linda Brown Sales Associate







Broker/Owner

FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. located in smaller town. Only private dentist in town. 2005 gross collections approx. \$375K on 3 1/2-4 days/wk. Cash/Ins/PPO/ Denti-Cal. Low overhead/high net income. PRICE REDUCTION

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

KERN COUNTY

BAKERSFIELD #16 - (5) op computerized G.P. in a busy shop ctr with a major grocery chain store and discount chain store as anchors. Very busy ctr with lots of foot traffic. Excellent exposure/visibility. Cash/Ins/PPO/Denti-Cal. 2006 Gross Collect projected at \$500K+ on (4 1/2) day week. **LNEW**

LOS ANGELES COUNTY

ANTELOPE VALLEY - (3) op computerized G.P. located in a shop ctr. with excellent exposure & visibility. Recently remodeled. New equipment. Cash/Ins/ PPO/Denti-Cal. Collect \$450K+/yr. on (3) days per week.

ALHAMBRA - (2) op G.P. located in a strip center with exposure/visibility/signage. Cash/Ins/PPO and small amount of Denti-Cal. 2006 projected collections \$140K parttime. Would make a great starter practice or second office. Selling due to illness and is very motivated. LNEW

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

BEVERLY HILLS - Turnkey office opportunity (no patients). (2) ops fully Eqt'd. Located in a prof. bldg. on a major blvd. **NEW**

ENCINO #2 - a "Beverly Hills" quality G.P. Recently remodeled and is gorgeous. (5) fully equipped ops; 6th op is plumbed. Computerized, intra oral camera, zoom and Pano equipped. Cash/Insurance with some PPO's. Gross collections last 5 years have been in the \$850K - \$900K/yr range. This one is for the most discerning buyer. Seller has bought another and is motivated! ENCINO #3 - Turnkey office opportunity (no patients). (3) ops fully eqt'd. Located in a prof. bldg. on a main street.

HAWTHORNE - (4) op computerized G.P. for sale. (3) ops Eqt'd. (1) plumbed. Cash/Ins/PPO/Denti-Cal/CAP patient base. Approx. (40) new patients/mos. 2005 Gross Collect. \$372K+. \$5K+/mos CAP cks.

LA MIRADA - (11) op computerized G.P. Cash/Ins/PPO/HMO patient base. Approx. \$5,000/mos Cap checks. Annual Gross collections \$1.2M+ on a (4) day week. (35-45) new patients per month. Located in a well known Medical/Dental bldg. Only dentist in bldg. and M.D.'s refer often. Potential to grow to \$2M. LNEW 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.

VAN NUYS - (3) op computerized G.P. Cash/Ins/PPO/HMO/Denti-Cal patient base. Annual Gross collections \$260K-\$360K on (2) days per week. (30-40) new patients per month. Located in a freestanding building on a main street with exposure and visibility.

WEST L.A. - Turnkey office opportunity. (3) ops, (2) ops fully Eqt'd, 3rd op plumbed. Located in a prof. bldg. on a main blvd. LNEW

ORANGE COUNTY

SOLD OUT - Room for your Orange County Listing available.

RIVERSIDE COUNTY

SO. RIVERSIDE CTY. - (6) op computerized G.P. located in a freestanding bldg. Cash/Ins/PPO. Collect \$250K+/yr p.t. Seller retiring. Sold

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

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

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

SAN BERNARDINO COUNTY

SANTA BARBARA COUNTY

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

SAN DIEGO COUNTY

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

LA MESA - (5) op computerized G.P. for sale. Newer equipment including digital X-rays and Pano, Dentrix software, a Sapphire light, and an intra oral camera system. Cash/Ins/PPO. 30+ new patients per month. 2006 Projected Gross Collections \$1.1M+ on a 3 1/2 day week. Real Estate might also be available. **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 MARCOS #1 - A Dentist's Dream! Build to Suit duplex building for sale. Corner lot location with signage, visibility, and parking. Build out your dental office in one unit & lease out the other. NEW

SAN MARCOS #2 - (6) op computerized G.P. with mixed patient base. (2) ops eqt'd, (1) plumbed and (3) not plumbed. Shop Ctr. location with exposure/ visibility. Projected 2006 Gross Collections \$350K+ on a (3) day week.

SAN LUIS OBISPO COUNTY

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. **SOLD**

VENTURA COUNTY

EAST VENTURA COUNTY - (4) op computerized G.P. with exposure/visibility. Annual Gross Collect. \$200K+ on (3) day week. Cash/Ins/PPO/

VENTURA - (8) op G.P. Cash/Ins/PPO/HMO patient base. Cap Ck. \$11K/ mos. Gross Collections \$750K+/yr. **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'd. Cash/Ins/PPO patients. Annual Gross Collections \$450K+. **SOLD**

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PRACTICES FOR SALE —November, 2006

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

SAN DIEGO-OCEANSIDE-GREAT Location just of I-5 Fwy in busy retail center. This GP is only 9 years old and updated with digital X-Rays and newer computer system. 4 Ops in 1200 sq.ft Insurance/Self-Pay/PPO. Owner has another office out of area.

SAN DIEGO-ENCINITAS—Fee-for-Service, long-established **GENERAL** Practice. Fabulous LOCATION. Situated in Professional Bldg. adjacent to Scripps Hospital, just off I-5. 5 Ops in 1500 sq.ft. **This opportunity won't last long!!** ACCEPTED OFFER!!

SAN DIEGO-PACIFIC BEACH-VERY desirable Beach Community. This **GENERAL** Practice is just off the I-5 Fwy and situated in Prof. Bldg. Estab. 1990. 3 fully equipped Ops. Call for details!

SAN DIEGO-EL CAJON-Just Listed!! Situated in a Professional Bldg., this **GENERAL PRACTICE** was established in 1979. 3 equipped Ops in 1100 sq.ft. Next to Sharp Rees Stealy Medical Clinic on busy street. Owner retiring. **Asking only 130K!!**

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

SAN DIEGO-DEL MAR-Outstanding <u>LOCATION</u> and very attractive **GENERAL** + Speciality Practice situated in Professional Bldg. 3 fully-equipped Ops. with potential for 2 more. Approximately 50% HMO & 50% PPO/Private. High income area. Newer equipment including Panorex and Microscope! <u>PRICE REDUCED!!</u>

SAN DIEGO-ESCONDIDO-GENERAL PRACTICE and BUILDING!!

GENERAL PRACTICE–5 fully-equipped Ops in 2200 sq.ft. (room for additional Ops.). Equipment average age of 7 yrs. Panorex, Global Microscope, IntraOral Camera, Rotary Endo Instrumentation. Collections 950K to 1mil. Approx 60% HMO, 30% PPO, 10% Cash. 50-60 new Patients per month. **Offered for 785K!** (Practice can be purchased without building) **BUILDING:** Completely restored/remodeled historic Craftsman located in the heart of "Old Escondido." Situated on highly visible corner lot on major thoroughfare. State-of-the-Art woodwork, carpeting, wood flooring and trim. Outstanding interior design for patient/staff flow and esthetic appeal. Parking on site and immediately adjacent on street. **Available for 850K!**

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

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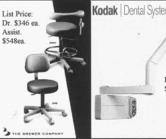
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Beaverstate S-4250 Cart (N).	1995	1895

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Ritter/Knight (R)	650	550
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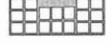
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PRACTICE FOR SALE San Diego (El Cajon) NEW LISTING! Owner retiring from 3 ½ day GP established 1979. 3 Ops, 1100 sq.ft. in Prof. Bldg, Only 130K. SDPS: 760-599-7828.

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GENERAL DENTIST wanted, 1hour east of San Diego (El Centro). Commitment to quality and excellent social skills. compensation: \$625 + production. (310)-733-8508.

SOUTH COAST METRO AREA Practice for sale. Newly Remodeled. Seller relocating to another area. 257K (2005) proj. 275K (2006) 714-501-9191.

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GARDEN GROVE- 4eq ops and 2 denture room/eq ops in a 2,560 sq ft ste in a single story shopping center. Good location & good signage. Income stream is approx 40% insurance, 20% cash & 40% Medi-Cal. Dr is currently working 3 1/2 days/wk projecting \$287,290 for 2006. **BUYER'S NET OF \$55,608.**

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

HEMET-7eq ops in a 1,070 sq ft 2-story professional bldg. Good location, main part of town, est 25 yrs & good potential for absentee owner. 2 Intra-Oral cameras. Income stream is approx 55% insurance, 20% cash, & 25% welfare. Dr is currently working 3 days/wk seeing 20 patients/day. Projecting \$1,240,179 for 2006. **BUYER'S NET OF \$370,792.**

MENIFEE-3 eq ops in a 1,000 sq ft single story in a strip shopping center. Good location, all digital x-rays & Intra Oral camera. Dr is currently working 4 1/2 days/wk w/ 1 Hygienist working 3-4 days/wk. Income stream is approx 70% insurance & 30% cash. Projecting \$467,630 for 2006. **BUYER'S NET OF \$98,588.**

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SAN DIEGO-3eq ops in a 1,841 sq ft ste in a Dental bldg. An advanced general practice for an experienced restorative doctor! Good location, good referral base & personable staff. Income stream is approx 90% cash & 10% insurance. Dr is currently working 4 days/wk with 1 Hygienist working 4 days/wk. Intra Oral camera. Projecting \$1,060,324 for 2006. BUYER'S NET OF \$375,756.

ANAHEIM-ORTHO-6eq ops in a 1,500 sq ft single story free standing bldg. Income stream is approx 50% insurance & 50% cash. Management only w/ one Assoc working in the office. Collected \$394,800 for 2005. Leasehold improvements, equipment & all patient charts included.





PICO RIVERA-3eq ops & 3 plumbed not eq ops in a 2,200 sq ft single story free standing bldg. Good location, good signage & many walk-ins. Income stream is approx 60% insurance, 30% cash & 10% Medi-Cal. Leasehold improvements & equipment only.





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GREATER LOS ANGELES & VENTURA COUNTY

BRENTWOOD/LOS ANGELES-3 eq ops in a 1,080 sq ft ste in a 2 story bldg. Good location in Brentwood! Income stream is approx 75% insurance & 25% cash. Dr is currently working 4 days/wk seeing approx 5-8 patients/day. Projecting \$878,816 for the 2006 Corporate Year. **BUYER'S NET OF \$186,444**.

ENCINO-3 eq ops in a 756 sq ft ste in a 12 story bldg. Leasehold improvements & equipment only.

HUNTINGTON PARK-4 eq ops in a 1,650 sq. ft. single stop free-standing bldg. Good location. Leasehold improvements & equipment only.

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

LAWNDALE-4 eq ops & 5 plumbed/not eq ops in a 2,300 sq ft 2-story bldg. Income stream is approx 70% insurance, 25% cash, & 5% medical. Dr is currently working 3 days/wk seeing 12-15 patients/day. **BUYER'S NET OF \$81,836**.

LONG BEACH-2 fully eq. ops. and 1 plumbed not eq. op. in a 960 sq. ft. suite located in a single story triplex. Computer system, software program asnd much more included! Leasehold improvements, equipment and most patient charts. Turn Key Location!!!

LOS ANGELES-6 eq ops & 1 plumbed/not eq op in a 2,400 sq ft sit gle story free-standing bldg. in a strip shopping center. Good location, office remodeled May 2000, good staff, middle/upper in sole class income patients & located on the 2nd busiest intersection in LA. Income stream is approx 6% insurance, 23% cash, 17.0 cal & 7% capitation. Dr is currently working 4 days/wk with one assoc working 4½ days/wk seeing approx 20-25 patients/day. Projecting \$1,002,505 for 2006. **BUYER'S NET OF \$534,192**.

LOS ANGELES-3 eq ops in a 1,500 sq ft single story bldg. Good location. Leasehold improvements & equipment only.

LOS ANGELES-4 eq ops in a 1,500 sq ft ste in a 6 story med/dental bldg near Miracle Mile area in Beverly Hills. Income stream is approx 50% insurance, 40% cash & 10% Medi-Cal. Dr is currently working 4½ days/wk seeing approx 9-10 patients/day. Projecting \$905,038 for 2006. **BUYER'S NET OF \$237,536**.

LOS ANGELES-2 eq ops & 2 plumbed/not eq ops in a 1,000 plus in a strip shopping center. Leasehold improvements, equipment & some patient charts included.

LOS ANGELES-3 eq ops & 1 not eq op in a 1,500 sq ft single story bldg. Practice is in "Enterprise" zone (buyer will be reimbursed 50% of employee's salary). 1 Intra Oral camera. Income stream is approx 70% insurance, 20% cash, & 10% medical. Dr is currently working 1 day/wk seeing 6-7 patients/day. Projecting \$93,777 for 2006.

OXNARD-2 eq ops in a 950 sq ft free standing 3 ste bldg. Good Distinon, 43 years Goodwill & new home developments 3 miles from practice. Dr is currently working 5 days/wk seeing approx 4 13 5 dients/day. Projecting \$501,742 for 2006. **BUYER'S NET OF** \$179,866.

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

PICO RIVERA-3eq ops & 3 plumbed not eq ops in a 2,200 sq ft single story free standing bldg. Good location, good signage & many walk-ins. Income stream is approx 60% insurance, 30% cash & 10% Medi-Cal. Leasehold improvements & equipment only.

REDONDO BEACH-3 eq ops in an 806 sq ft ste in a busy shopping, center. Income stream is approx 50% Insurance & 50% Cash. Low overhead. Center will be remodeled in late 06/01 Dr is management only with Assoc working 2 days/wk. Associate refers out all Endo, O.S., Pedo & Perio. Leasehold improverupits, equipment & all charts included.

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

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Maria Silva, V.P.

SIMI VALLEY-4 eq ops in a 1,902 sq ft ste in a professional Med/Dental bldg. (One Endo & all others are MDs in the bldg) Income stream is approx 60% insurance & 40% cash. Dr is current, working 4 days/wk with one Hygienist working 4 days/wk. Projecting \$857,546 for 2006. **BUYER'S NET OF \$202,256**.

TORRANCE-4 eq ops in a 1,400 sq ft ste in a 4 story Met Denia tolg. Leasehold improvements & equipment only.

WESTCHESTER-3eq ops in a 700 sq ft ste in a single story Maid Dental bldg. 54 years Goodwill, caring staff, & Intra Oral camera. Income stream is approx 70% insurance & 30% cash. Dr is calcently working 3 days/wk with one Hygienist working 2 days/wk. Projecting \$535,998 for 2006. **BUYER'S NET OF \$242,852**.

WHITTIER-3eq ops in a 1,900 sq ft ste in a single story stransporting center. Piping, suction & deliveries are all new. Leasehold improvements & equipment only.

ORANGE COUNTY

ANAHEIM-ORTHO-6 eq ops in a 1,500 sq ft single story free standing bldg. Income stream is approx 50% insurance & 50% cash. Management only w/ one Assoc working in the office. Collected \$394,800 for 2005. Leasehold improvements, equipment & all patient charts included.

GARDEN GROVE-4 eq ops and 2 denture room/eq ops in a 2,560 sq ft ste in a single story shopping center. Good location & good signage. Income stream is approx 40% insurance, 20% cash & 40% Medi-Cal. Dr is currently working 3 ½ days/wk projecting \$287,290 for 2006. **BUYER'S NET OF \$55,608**.

LAGUNA BEACH-3 eq ops in a 1,400 sq ft single story A-frame free standing bldg. Good location, 56 years Goodwill & Intra Oral camera. Income stream is approx 65% insurance, 30% cash & 5% capitation. Dr is currently working two days/wk with 1 Assoc. working 2 days/wk. Projecting \$354,206 for 2006. **BUYER'S NET OF \$132,116**.

LAGUNA HILLS-5 eq ops in a 999 sq ft single story bldg in a shop; ng center. Good location, senior center & DMV close by. Dr is currently working 4 days/wk seeing approx 10-12 patients cay, income stream is approx 90% cash & 10% insurance. Est practice at this location since 1978. Projecting \$474,132 for 2006. **BID ER'S NET OF \$79,491**.

LAGUNA NIGUEL-2 eq ops and 2 plumbed/not eq ops in a 100 sq ft ste in a professional bldg. Good location, upscale professional area & well designed open office space! Leasehold improvements & equipment only.

LAKE FOREST-3 eq ops in a 900 sq ft ste in a 2 story med/dental bldg. Good location. Leasehold improvements & some equipment only.

NEWPORT BEACH-3 eq ops in an 851 sq ft ste in a multi-story med/dental bldg. Dr is currently working 1 day/wk with 1 assoc working 3 days/wk. Income stream is approx 100% cash. Projecting \$446,250 for 2006. **BUYER'S NET OF \$83,709**.

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

SANTA ANA-5 eq ops & 1 plumbed/not eq op in a 2,050 sq ft ste in a 2-story Med/Dental bldg. Income stream is approx 45% insurance, 45% cash, 6% Medi-Cal & 4% capitation. Dr is currently working 3½ days/wk seeing approx 6-8 patients/day. Projecting \$156,067 for 2006. Leasehold improvements, equipment & all patient charts included.

SANTA ANA-5 eq ops in a 1,200 sq ft single story bldg in a stip shopping center. Good location & 25 years Goodwill. 4 ops plumbed with N2O2. Projecting \$835,462 for 2006. **BUYER'S NETIOF \$234,444**.

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

SANTA ANA-3 eq ops in a 1,183 sq ft 3 story med/dental bldg. Income stream is approx 80% insurance & 20% cash. Dr is working 3 day/wk seeing 8-9 patients/day. Projecting \$275,738 for 2006. **BUYER'S NET OF \$64,984**.

TUSTIN-3 eq ops & 1 plumbed/not eq op in a 2,250 sq ft ste in a sho ping center. Intra Oral camera & Good location. Income stream is approx 78% insurance, 20% cash & 2% Medi-cal. D) is curred by working 5 days/wk seeing approx 10-20 patients/day, attracting 30 new patients/mo. Projecting \$681,410 for 2006. **31.7 EKS NET OF \$234,768**.

WESTMINSTER-Turn Key Office-2eq ops in a 1,500 sq ft ste in a single story strip shopping center. Leasehold improvements, equipment & some patient charts included.

YORBA LINDA-4 eq ops in a 1,366 sq ft ste in a 2-story med/der in 3.og. Only Dentist in building. Good location & Intra Oral camera. Income stream is approx 80% insurance & 20% cash. Dr is call Cntly working 4 days/wk seeing approx. 11-12 patients/day. Projecting \$788,969 for 2006. **BUYER'S NET OF \$182,556**.

RIVERSIDE & SAN BERNARDINO COUNTIES

HEMET-7 eq ops in a 1,070 sq ft 2-story professional bldg. Good location, main part of town, est 25 yrs & good potential for absentee owner. 2 Intra-Oral cameras. Income stream is approx 55% insurance, 20% cash, & 25% welfare. Dr is currently working 3 days/wk seeing 20 patients/day. Projecting \$1,240,179 for 2006. **BUYER'S NET OF \$370,792**.

MENIFEE-3 eq ops in a 1,000 sq ft single story in a strip shopping and a Good location, all digital x-rays & Intra Oral camera. Dr is currently working 4½ days/wk w/ 1 Hygienist working 3-4 days/wk. Income stream is approx 70% insurance & 30% cash. Projecting \$467,630 for 2006. **BUYER'S NET OF \$98,588**.

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

NORCO-3 eq ops in a 1,000 sq ft ste in a strip shopping center. Good (cation, many walk-ins, busy shopping center & *Turn Key Location!* Income stream is approx 40% insurance, 35% cash 3.25% Vodi-Cal. Started from scratch in 2004. Dr is currently working 2½ days/wk. Projecting 176,196 for 2006.Leasehold improvements, equipment & patient charts included.

UPLAND-*Turn Key Office*-2 eq ops in a 1,600 sq ft ste in a single of strip shopping center. Leasehold improvements, equipment & all charts included.

PALM DESERT-4 eq ops in a 1,990 sq ft ste in a 2-story bldg. Good location & 2 Intra Oral cameras! Income stream is approx 50% insurance & 50% cash. Dr is currently working 1 day/wk with 1 Assoc working 1 day/wk. Projecting \$367,968 for 2006. **BUYER'S NET OF \$158,654**.

BONITA-3 eq ops in a 1,300 sq ft ste located in a 3-story bldg. Gro-Location & 19 years Goodwill. Income stream is approx 80% insurance & 20% cash. Dr is currently working 4 days/wk. Projecting (33)5,665 for 2006. **BUYER'S NET OF \$413,328**.

ESCONDIDO-3 eq ops in a 2,200 sq ft 1-story bldg in a shopping cexts. Good location, all digital office, & surveillance cameras. Intra-Oral camera. Income stream is approx 75% insurance, 15% cash \$ 10% medical. Dr is currently working 1-2½ days seeing 8 patients/day. Projecting \$291,428 for 2006. **BUYER'S NET OF 365,804.**

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Greg Beamer, V.P.

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

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

SAN DIEGO-3 eq ops in a 1,841 sq ft ste in a Dental bldg. An advanced general practice for an experienced restorative doctor! Good location, good referral base & personable staff. Income stream is approx 90% cash & 10% insurance. Dr is currently working 4 days/wk with 1 Hygienist working 4 days/wk. Intra Oral camera. Projecting \$1,060,324 for 2006. **BUYER'S NET OF \$375,756**.

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

SAN LUIS OBISPO COUNTY

SAN LUIS OBISPO-4 eq ops in a 1,300 sq ft 2-story med bldg. Good area, 19 years Goodwill, great staff. Intra-Oral camera. Income stream is approx. 70% insurance & 30% cash. Dr is currently working 4 days/wk seeing 10-12 patients/day. Projecting \$370,960 for 2006. **BUYER'S NET OF \$82,855**.

WEB SITE: WWW.CALPRACTICESALES.COM DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

Alice King- aking@calpracticesales.com
Greg Beamer- gbeamer@calpracticesales.com
Tina Ochoa- tochoa@calpracticesales.com
Maria Silva- 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.

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 withdrawl.

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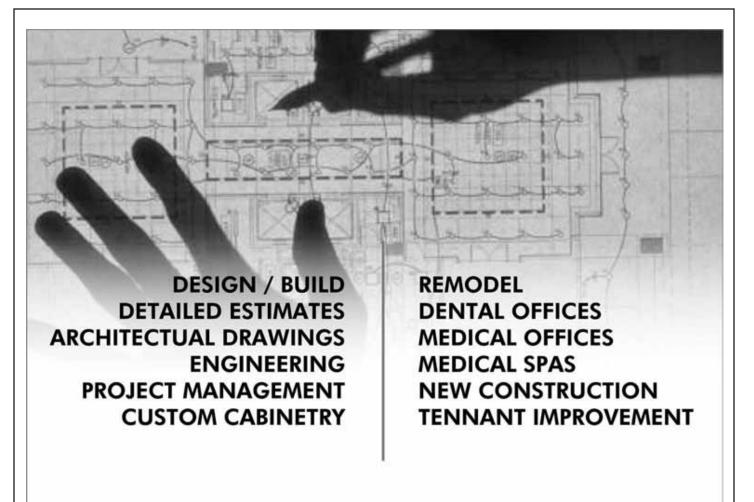
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#A-2978 NORTH BAY-Mobile Dental Clinic, Call for Details

NEW! #A-2984 BAY AREA - Dentist interested in sharing dental office. Great opportunity for a dentist who desires to practice in a state of the art facility. Call for Details NEW? #B-468 ANTIOCH-GP, group in large 10 op

practice. FFS w/gross revenues in \$1.5 mill. FP \$950K NEW! #B-458 LAFAYETTE - Long Estab, 26 years of good will. 1400 sf office w/3 ops. Call for Details

#B-2945 OAKLAND- 30 years established, 5 op 2000 sf office in great location. Call for Details.

#B-2968 SAN PABLO - Great Starter practice, 100% private/ins patients office is 4 ops, 1450 sf. Call for Details

#D-403 SAN JOSE- GP, Modern shopping center location, new equipment 3 ops plumbed for additional. Nice office located in prime commercial area. FP \$225K #D-455 CAMPBELL-GP, practice grosses in the 1 million range. 7 ops. Call for Details!

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

#D-437 FREMONT- Practice in one of the nicest Prof. Bldgs in Fremont! Beautiful operatory views of golf

#D-445 REDWOOD CITY -- GP located in prof bldg on El Camino Real bordering Atherton. Call for Details #D-457 SAN JOSE - GP in nice prof bldg. FFS, about #E-401 SIERRA FOOTHILLS- GP. Located Between Sacramento and Lake Tahoe. Relaxed work week produces over \$260K Profit! FP \$425K

#E-440 SACRAMENTO-GP Leasehold/Asset sale w/ some residual patient base 5 op office- FP \$150K

#E-391 SACRAMENTO- GP in prime downtown location. Collections of \$925K in 2005. 2700 sf 6 op office. Mix of HMO, PPO and private pay. FP S650K

#E-394 SACRAMENTO— Long Est. GP Coll'd \$607K in 2005. Busy area near major shopping center. FP \$400K

#E-406 SACRAMENTO - Long established practice. Collections of approximately \$300K in '05. Prime midtown location. Fully equipped 4 op office. FP \$185K

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#B-2962 LA MORINDA- Established 50 years. Office is 750 sf w/ 2 ops. Good Potential. Call for Details!

#B-453 OAKLAND - Long established Modern equipped 4 ops, Ins/Pvt Pay/PPO nets close to \$200K

NEW! #B-2975 EAST BAY - Part of group practice, 33 years of goodwill, 3 Fully equipped, + 1 hygiene, 3 -Doctor Days worked per week, 2 Days of hygiene per week. Call for Details

NEW! #B-467 EAST BAY- 50% interest in practice, grosses in the \$800k range. Call for Details

NEW! #B-471 OAKLAND GP in 1988 sf 4 fully equipped op downtown location. Gross in the high \$500k range. Call for Details

#C-2957 SOLANO CO- Large GP, State of the art well designed office. 2200 active pts. Gross ranges 1.1 million. #C-2964 SOLANO CO- Established 30 yrs GP, Associate buy-in. 3500 active pts. 3000 sf 9 ops. Call for Details! NEW #C-464 CENTRAL MARIN - GP, Long estab, Seller retiring. Collections of \$731K in 2005. Ins/cash pts only. 4 op office. Prime centralized location. FP \$500K #D-332 NORTH SUNNYVALE AREA - GP Consistent collections of 1.1 million 11 operatory office. Call for

1000 sf 3 ops. Call for Details!

#D-2984 SAN JOSE - GP seeking a dentist to share 1300 sf 5 op practice. Call for Details!

#D-2977 SALINAS - GP, 3 doctor days w/ 3 days of hygiene 1000 sf w/2 ops with I hygiene op.

#D-2973 SAN JOSE- Equipment and Leasehold asset sale. Lease is negotiable, 1080 sf 3 ops. FP S85K!!! #D-2972 SANTA CLARA-GP, new practice with new equipment. Nice 3000 sf w/ 6 ops. Motivated Seller.

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

NEW! #D-473 SAN JOSE- GP, 3 ops + plumbing for 1 additional Practice grosses in excess of \$500k on less than 3 dr days/week. Call for Details

COMING SOON! #D-474 LOS ALTOS- Coming soon, facility/asset sale.

#E-420 SACRAMENTO- GP, Prime W. Sac shopping center location. Mixture of private pay, indemnity and

Details

PPO Plans. 4 ops, collections of \$485K. FP \$300K #E-428 SACRAMENTO- Long established GP, located in 1045 sf 3 op office. Call for Details

#E-419 WOODLAND- GP, Collections in excess of

\$500k over last 3 years. Modem 4 op office. Call for

#E-447 CARMICHAEL - GP, Long established practice, Seller retiring. 2600 sf with 8 ops. FP S650K

#E-2966 SACRAMENTO- GP, Long established 1650 sf w/ 5 ops. Experienced staff. 2000 active patients! Seller will assist w/transition. Call for Details.

#E-423 SACRAMENTO- Well estab GP in 1,345 square feet and consists of 4 fully equipped ops, FP

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#E-460 ROSEVILLE -- GP, capitation practice Large practice with Gross Receipts estab. at \$1.8 mill.

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NORTHERN CAL CONT.

#F-326 EUREKA AREA - GP, long established practice. Seller Retiring. Nicely appointed 1,250 sf w/ 3 ops. Insured/cash pts only. Collected S604K in '04 w/ taking 5-6 weeks vacation. FP \$345K

#G-360 REDDING AREA—GP, Seller retiring from quality FFS practice. Office is 1440 sq ft w/ 3 ops. FP \$325K

#G-395 CHICO ___ Long established GP w/ collections averaging \$500K. Modern equipped 4 op office. Seller refers out most specialties. FP \$300K

#G-456 YUBA CITY — GP with approx gross \$400k. FFS retiring, 4 ops. Seller owns building

#G-2979/G-443 CHICO— GP, High end, 4 ops and 1750 sf. Practice grosses in the \$700k range.

NEW! G-476 CHICO—GP, established practice collections of \$300k in '05. Projecting \$380k in '06. Beautifully equipped 4 ops, all Adec. Desirable location. FP \$250k

WH-224 CHESTER/LAKE ALMANOR - Long established GP in beautiful 4 season reson area. Office is 1400 sq ft w/ 3 fully equipped ops. Office bldg avail. Call for Details.

#H-392 SAN ANDREAS - GP Seller Retiring. Collections of \$300k. Insured/Cash patients, 3 ops. Practice \$135K Real Estate \$175K

#H-353 NORTH SHORE LAKE TAHOE—GP, long established practice, w/ collections of \$571K in '05, Insured/cash patients only. Fully equipped 3 op office. Beautiful, scenic views of Lake Tahoe. Call for Details!

#H-386 SONORA — GP, in beautiful 2200 sf 6 op completely computerized office w/digital x-ray. Collections avg 1.13 million in past 4 years. Option to purchase building. REDUCED: \$695K

#H-2916 GOLD COUNTRY—42 years established, GP in modern computerized 3 op office, 1064 sf. Great Staff and Seller to assist w/transition. Call for Details!

CENTRAL VALLEY

#I-404 TURLOCK - GP, Modern equipped 5 op office. Collections in the \$500K range. Real Estate Also Available!

#1-407 MERCED— Long established practice. Collections of \$745K in '05. Beautifully equipped 4 op office. Insured/ Cash patients only. Call for Details!

#I-454 STOCKTON—GP, shopping center location 5 ops, collected \$738k in 2005. Call for Details!

#1-2959 CENTRAL VALLEY— Long established, GP 3 ops. Call for Details!

#I-470 STOCKTON— GP, 2500 sf 6 + 2 ops. FFS with collections in range of \$1.5 million. Call for Details

<u>#J-371 EXETER</u>—GP, in heart of San Joaquin Valley Basin. Fee-For-Service practice, refers out most specialties. FP \$150K

CENTRAL VALLEY CONT.

<u>BJ-2938 FRESNO</u>—GP, new modern 1750 sf with 4 ops. Starter practice with some patient base. Building is also available for purchase. Call for Details!

#J-2934 SAN LUIS OBISPO AREA—GP, Growing, desirable area, FFS 2000 sf w/ 4 ops plumbed for additional. Condo also available to purchase. Call for Details!

#J-438 FRESNO—GP, established practice located in prime NE area of Fresno. Collections of \$441K in '05. Beautifully equipped 4 op office. Call for Details!

#J-439 LAKE ISABELLA—GP, Long established in Kern River Valley a beautiful four season's resort area.

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

SOUTHERN CALIFORNIA

#K-319 WHITTIER - GP in shopping center. Practice has 2 ops with plumbing for 1 more. Call for Details!
#K-347 ENCINO - GP Located in new office on main street. All new equipment! Only \$365K!

NEW! #K-448 TEMECULA - GP w/beautiful build-

outs. Fast growing practice. FP S350K

NEW? #K-466 NORTHRIDGE- GP Long Established practice. Located in a Professional building, Thousands of active patients. Gross in the mid \$700k range. 1550 square feet, 4 ops. Call for Details

ARIZONA

<u>BAz-412 PHOENIX</u>— Large 7 op practice, plumbed for one additional. Real Estate is also available for purchase.

#Az-426 SCOTTSDALE—GP in beautiful 2500 sf 8 op office. Practice grosses in the 1.2 million range. Possibly selling interest in building. FP S950K

#Az-430 GLENDALE— Leasehold improvement practice. Large 6 op office. FP \$180K

#Az-431 BULLHEAD CITY—Nice 5 op practice. Call for Details

#Az-433 SCOTTSDALE— Nice new 1100 sf, 3 op FFS practice. Call for Details!

NEVADA

#R-359 RENO—GP, established practice with collections of \$608K in 2004. Modern equipment, 5 op practice located in upscale area. Mostly insured/cash patients. FP \$450K

#R-434 RENO - GP, Long established practice, Seller retiring. Collections of \$291K in '05, Insured/cash patients. Excellent merger opportunity. FP \$175K

NEVADA CONT.

#R-446 RENO—Long Established, 2000+sf with 5 ops. Gross avgs 1.1 million. Call for Details

#LV-380 LAS VEGAS - GP in west LV location. Fee For Service practice. On track for \$450K in collections for '05. Call For Details!

<u>#LV-398 LAS VEGAS</u> - GP, family orientated practice. Seller retiring! Practice grosses in the \$900k range.
Call for Details!

#LV-465 LAS VEGAS—Great Location near UNLV, 5 ops nicely equipped top of the line Adec. 3000 Active Patients. Approx 80 new pts/month!

#1.V-461 LAS VEGAS—Very desirable NW location. Newer free standing bldg, 5 ops. Avgs nearly 50 new pts/month. Gross in the 1 mill range, Predominately Prosthodontics. FP \$400K

NEW! #LV-472 LAS VEGAS—GP spectacular and spacious office w/sophisticated décor 2,600 sf, 5 ops

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#A-2980 GREATER BAY AREA—Ortho, long established. Call for Details

#D-365 PLEASANTON & TRACY—Perio, Be the only full time practice Periodontist in Tracy. Nice newer facility in Pleasanton. FP \$295K

<u>8E-387 ROSEVILLE</u> Perio, located in one of the fastest growing areas of California. Practice grosses in the \$400K+range. Full Price: \$195,000

#E-416 SACRAMENTO—Ortho, Nice 2500 sf w/ 4 fully equipped ops + 2 partially equipped. Approx 15 new starts per month. Call for Details!

#H-328 GREATER SOUTH LAKE TAHOE AREA

Ortho, practices with a combined Collection of
\$620K+ in '04, Modern equipped 4 op office. Call for
Details!

<u>WAz-369 CHANDLER, AZ - Oral Surgery</u>, located in one of the fastest growing suburbs of Phoenix! 1700 sf w/ 2 fully equipped ops, plumbed for additional. Call for Details!

#Az-390 PINETOP AREA—Ortho, Escape to the beauty of the cool country and tall pines! Easily accessible from Highway 260. Office is 1,500 sf with 3 fully equipped ops. Call for Details!

#Az-411 PHOENIX AREA—Oral Surgery, Wellestablished, upscale practice, 1350 sf w/ 4ops. Gross receipts in the \$875k range. Call for Details:

#Az-430 GLENDALE— Improvement/Equipment Sale. Large 6 op office. FP \$180K

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

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

COMING SOON! #B-475 EAST BAY—Perio, Call for Details!

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

MODESTO: For Sale - General Dentistry Practice. Located in close proximity to one of Modesto's premier shopping plazas. Gross receipts were \$873K in 2005. This highly desirables 11 days of hygiene is open 4 days a week within a 1500 sq. ft. office with 5 equipped operatories. Building is also for sale. 100% financing may be available for both practice and building.

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

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.

SAN FRANCISCO: For Sale - Fully equipped office space - This is a premier office space of approximately 2,000 sq. ft. that is fully furnished and equipped. To build out of the the the space and equip it would cost almost twice what the asking price is, Ideal for the doctor with an established patient base and wanting to relocate. Office location is downtown San Francisco.

VENTURA: For Sale - General Dentistry Practice. This office is 1,700 sq ft. with 6 available treatment rooms. Gross receipts for 2005 was \$404K with a \$112K adjustable income. New equipment was purchased in 2004 and includes an intra oral camera system. Software is Practice Works. This area is very desirable and growing.

TWAIN HARTE: For Sale - General dentistry practice. Patient receipts were \$501K in 2005. The owner occupied bldg sits the corner of the major thoroughfare with high visibility. Practice was started in 1974. Four days of hygiene. Located just above Sonora. This mountain community offers fishing, hiking, and other recreational outdoor activities. Only 20 minutes from snow skiing resort. Owner willing to work back one or two days a week. Owner would consider selling bldg..

LOS ANGELES: For Sale - General Dentistry Practice. The office function in its present location for 10 yrs. It is located in an 1100 sq. ft. 4 operatory equipped leased suite 2005 and receipts were 507K. Practice doing 4.5 days of hygiene. Dr. retiring.

VISALIA: For Sale - DENTIST DECEASED - General Dentismy Practice. 3 days of hygiene, 2005 Gross Receipts were \$460K on a 4 days week. 3 treatment rooms. Located closed hospital. Will consider all offers.

SANTA BARBARA: For Sale - Pediatric Practice. Two treatment rooms, plumed for a 3rd in approx. 900 sq. ft. Equipment and Leaseholds only 3 yrears old. Practice located in professional building near hospital, 2005 gross receipts were \$209K on a 2 day/wk. Owner relocating.

DEL MAR BEACH: For Sale - General Practice. Three treatment rooms in 950 sq. fl. Office is approximately three blocks form the beach with ocean view. Equipment in excellent condition. 2005 gross receipts \$465K on a 3 days per week. Doctor retiring.

EL CENTRO: For Sale - General Practice. Three treatment rooms, plumbed for a fourth. Separate room for Pano and X-rays. Practice located in free standing 1,900 sq. ft. one story building on a corner near downtown. Building is also for sale with adjacent three unit residential buildings. 2005 gross receipts were 225K on 3 days per week.

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GLENDORA: For Sale - General Dentistry Practice, this practice has been in its present location since 1966. It consist of 1000 sq. ft. office with 3-fiber optic equipped operatories and property of the property of the same property of the property of t

SANTA CRUZ: For Sale - General dentistry practice. There are five equipped treatment rooms and two additional rooms that are plumbed for expansion in this 2,347 sq. ft. office. The 2005 Gross receipts were \$885K with a low 62% overhead. Dr. is reporting 2,340 active patients. There are 7.5 days of hygiene per week. The practice has operated in the same location since 1977. Doctor is retiring.

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

PETALUMA: For Sale - This office incorporates Digital X as and Dentrix software creating a totally paperless office. The 2005 patient receipts were \$244K. All equipment is years old or less. Endo, Perio and Ortho routinely referred out. Owner is moving out of the area.

SAN FRANCISCO (Chinatown): For Sale - General dentistry practice. Gross receipts were \$360K in 2005 on 3 days a week. Established practice with room to grow. Accepts no Medical, HMO, or PPO plans except for straight Delta Dental Plan. Most Endo, Perio, and Oral surgery referred out. Centrally located with good new patient walk-in and referral patient base. Panoramic and intra-oral camera. Priced for immediate sale.

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OROVILLE: For Sale - General Dentistry Practice. 2005 Gross Receipts were \$338K on only 3 days a week Production. 3 days of hygiene. Doctor retiring after 30 years in Oroville and 20 years in same location. 3 ops. All Endo and most Perio and Surgery referred out. Intra-oral camera, Panoramic X-ray, and Air Abrasion.

NOVATO: For Sale - General Dentistry Practice. Owner retiring after 38 years in the same location. 2005 gross receipts were \$515K with a \$180K adjusted net income. Three days of hygiene, 35 hr week schedule. 3 ops with room for expansion. A beautiful place to live and work.

SANGER: For Sale - General Dentistry Practice. If you are a new graduate or your are looking and you are looking for a great practice to purchase you should look at this. Very taste tilly decorated, this 3-op office collected 345K in 2005 with less than a 50% overhead. This would also be a great satellite practice. The office is a condominium space that is also for sale and can be purchased at no money down. Owner is retiring.

STOCKTON: For Sale - General Dentistry Practice in north Stockton area. This practice has been in its present location for 10 years and was purchased in 2003 from the previous owner. The practice grew rapidly to gross receipts of \$527K in 2005 returning a \$237K adj. net income. Owner is selling since he has purchased two additional practices out of the area and is spread too thing. 3 ops in 1,200 sq. ft.

RIDGECREST: For Sale - General Dentistry Practice. This practice is collecting \$795K per year. Owner's adjusted net income was \$416K in 2005 on 3 1/2 says per week schedule. There are 6 ops in this 4000 sq. ft. **building that is also for sale**. There are 5 days of hygiene. Owner is retiring.

REDDING: For Sale - General Dentistry Practice. This exceptional office is located in a beautiful free standing office building of 3,300 sq ft. with 6 ops and six days of hygiene at 12 paients per day. The practice collected \$933K in 2005 with approx. \$300K adj. net income to the owner. The practice as started in 1985 and was moved to its new location recently. The owner will consider selling the building also. If you are looking for a family oriented life style in a wonderful community you should consider this practice.

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COTTONWOOD: For Sale - General Practice. 3 treatment rooms with room for expansion in this 1,200 sq. ft. office. Projected gross Receipts for 2006 are \$700K. Practice has shown an increase in production every year for the last 5 years. Del Webb recently purchased 4,500 acres for retirement community in Cottonwood. Only 2 dentist presently in town.

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LAGUNA HILLS: For Sale - General Dentistry Practice. This 3 operatory office was started by owner in 1969 and has 5 days of hygiene. It has been in its present location for 12 years. 2005 GR. were 600K. The practice is located in a highly desirable affluent area. Software is Easy dental and Trojan. Owner is retiring.

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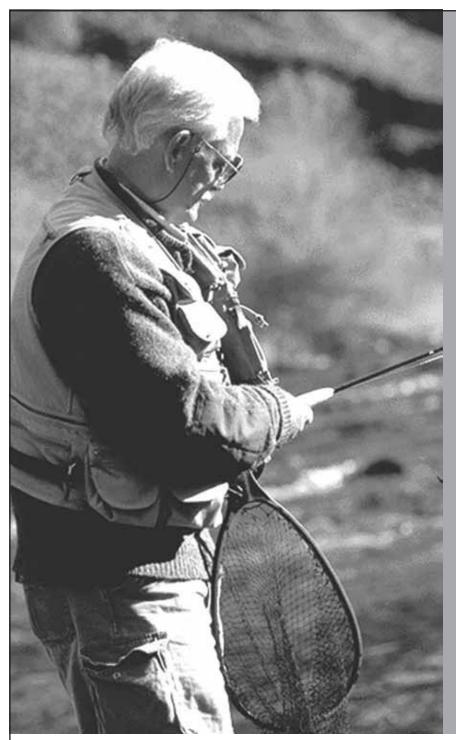
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6023 Bristol Pkwy., Culver City CA - 90230 Tel. 310-348-9600 Fax 310-216-0500 Dental Equipment, Lab Equipment & Merchandise

Discounted Up To 70%

Operatory Packages, X-Rays, Chairs, Units, Lights, Vacuums, Compressors, Stools, Curing Lights, Amalgamators, Processors, Handpieces, Showroom Equipment,

Demos - and Discontinued & Used Items, Etc...

* Too Much To List * Refreshments * Manufacturers exhibiting latest products and offering convention & quarterly specials. come and see the New Alumina Crown "Turkom Cera" clinic given by John Chun

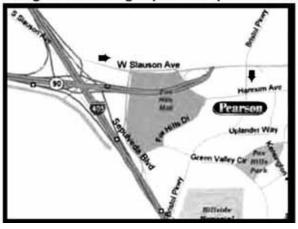
Come In And Save!

If you cannot come or looking for something in particular please call us at (818) 833-7722

2006 **Year End** Clearance Sale

For more information go to: www.pearsondental.com

> Tel. (800)535-4535 Fax (818) 833-3200



Directions: 6023 Bristol Pkwy., Culver City, CA., 90230 Take (405) to (90) East Slauson Ave. Turn right onto West Slauson Ave. Turn right onto Bristol Pkwy. *We are located behind the Fox Hills Mall *

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