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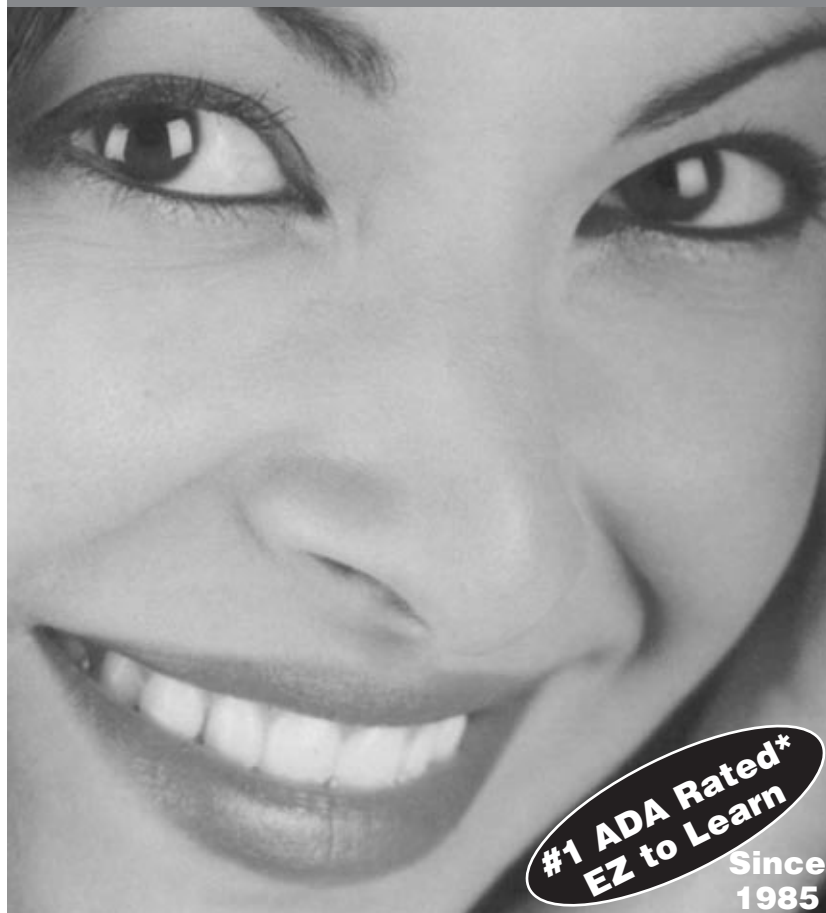
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Paul Maimone  
Broker/Owner

### FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. Only private dentist in smaller town. 2006 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

### KERN COUNTY

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

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

### LOS ANGELES COUNTY

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

**BELLFLOWER** - (5) op computerized G.P. in a strip center w excellent exposure/visibility/signage (4) eqt'd ops, 5th is plumbed. (1) yr new Belmont eqt. Easy Dental s/w, intra oral camera, & Zoom light. Mixed pt base. Mos. Cap ck is approx. \$1,000/mos. **PRICE REDUCTION**

**GLENDORA** - (4) op computerized turnkey office in free standing bldg. Excellent exposure! Leaseholds & equipment. No charts. **PRICE REDUCTION**

**LAWDALE** - (6) op computerized G.P. (4) ops eqt'd. Located in a store front on a major blvd. w exposure/visibility and walk-ins. Cash/Ins/PPO/Denti-Cal. Gross collections - \$200K/yr p.t. Can do much more f.t. **NEW**

**LOS ANGELES** - (6) op computerized Pedit/Ortho office located in a prestigious, well know & located medical/dental bldg. Cash/Ins/PPO only. Pano/Seph eqt'd. Gross Collections approx. \$600K/yr on (4) Pedit/G.P. & (2) Ortho days/wk. Buyer need not be M.S./Pedit Certified. **NEW**

**POMONA** - (7) op G.P. & 1,500 sq. ft. free stand. bldg. Excellent exposure/visibility/signage. Gross Collect \$300K/yr. Cash/Ins/PPO and small amount of Denti-Cal. Seller retiring. **NEW**

**SAN GABRIEL VALLEY** - (4) op computerized G.P. & medical/dental bldg. for sale. G.P. is a one year old startup with mixed pt base. There is approx \$1,100/mos in Cap checks. Bldg. is 6,000+ sq ft & has (4) units.

**VALENCIA #1** - (3) op turnkey office with some pts. Equipt is newer. Office is pano equipped. Cash/Ins/PPO. Acc't Rcv. (A/R's) included for buyer cash flow. **SOLD**

### MADERA COUNTY

**MADERA** - (8) op computerized G.P. (3) ops of new P&C Eqt. (2) add. Eqt'd ops & (3) add. plumbed ops. Central Nitrous, Digital x-rays, Dentrix s/w, zoom light, & intra oral. In a free stand bldg. Excellent exposure/visibility. Gross Collect - \$360K/yr on 3 days. Cash/Ins/PPO/HMO. **NEW**

### RIVERSIDE COUNTY

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

### ORANGE COUNTY

**IRVINE** - (5) op computerized G.P. (2) ops fully eqt'd/(3) plumbed not eqt'd. In a prof bldg. on a main Blvd. Digital x-rays. Decorator sharp. Cash/Ins/PPO. Gross Collect \$450-\$500K/yr on (4) days/wk. **PRICE REDUCTION**

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### SANTA BARBARA COUNTY

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

**SANTA BARBARA** - (3) op G.P. located in a smaller prof. bldg. Recently remodeled. Collections for last (12) mos approx. \$350K on a (3-4) day week. Ave. (15-25) new patients/mos. Excellent new patient advertising campaign in place. Lower overhead office. Seller transition available. **PRICE REDUCTION**

### SAN BERNARDINO COUNTY

**INLAND EMPIRE** - (5) op computerized G.P. Located in a small prof. bldg. Gross Collect approx. \$300K/yr on 2-2 1/2 days/wk. Cash/Ins only. Seller referring out most specialties. **PENDING**

**ONTARIO** - (4) op computerized G.P. located in a major shopping center. (3) ops eqt'd with new eqt. 4th op plumbed not eqt'd. Excellent exposure/visibility/signage. Cash/Ins/PPO/Denti-Cal patient base. Excellent advertising campaign in place that is just kicking in. 2007 projected gross collections \$360K-\$380K. Seller to concentrate on other offices. Motivated. Priced to sell!! **NEW**

### SAN DIEGO COUNTY

**LA MESA #2** - Newly remodeled (3) op computerized G.P. (2) ops eqt'd. 3rd partially eqt'd. Strip Ctr. location with exposure and visibility. Collect \$150K-\$200K/yr p.t. Cash/Ins/PPO. **MAJOR PRICE REDUCTION.**

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

**SAN 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.

### SAN LUIS OBISPO COUNTY

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

### VENTURA COUNTY

**THOUSAND OAKS** - (4) op G.P. in a medical/dental bldg. Only D.D.S. in bldg. Many referrals available from M.D.s/Rx. Cash/Ins/PPO. Annual Gross \$80-90K p.t. Low overhead/high net. Great starter or second office. **PENDING**

**MOORPARK** - (4) op computerized G.P. in smaller prof bldg. Intra oral camera & Casey Ed. System. Pt. base mostly Cash/Ins & PPO w a small amt. of Denti-Cal. Collects \$10K-\$15K/mos p.t. Moorpark is booming. **SOLD**

**OXNARD #2** - Pride of Ownership G.P. & Condo for sale. 1,209 sq ft condo & start-up pract. (3) op office; (2) ops fully eqt'd w new ADEC eqt, 3rd plumbed. Computerized, intra oral camera & sapphire light eqt'd. Initial launch completed. Office is ready for a Buyer to take over & build their ideal pract. **SOLD**

**OXNARD #4** - (4) op fully eqt'd turnkey office. In a store front on a main St. w exposure/visibility/signage. Sale includes all eqt, leaseholds, furniture and rights to office lease, no pt. charts. **NEW**

### TULARE COUNTY

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

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**PRACTICE FOR SALE** #3005 – Temecula/Murrieta Hot Springs – HMO – Grossing \$1,400,000.00 with \$13,500 + per month HMO checks – Absentee owner. Owner/Operator should gross \$2,000,000 first year with positive marketing. Call Tom Fitterer, P.P.S. (714) 832-0230.

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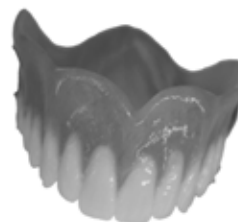
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**SAN DIEGO-LEMON GROVE**– Long-established **GENERAL** Practice situated in free standing building along main street. Approx 1800 sq. ft. and contains 6 Ops. 2006 collections of 223K. Retiring owner asking ONLY 150K for quick sale!

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**SAN DIEGO-HILLCREST**– 3 fully-equipped ADEC Ops (including new ADEC Sterilization Suite!) In this established FFS practice, situated in Prof Bldg. New carpet, paint, upgrades in 1350 sq. ft. Asking only 295K!! **ACCEPTED OFFER**

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"Having been represented by Mr. Kerendian many times, I was impressed with his expertise, quick response to questions, and degree of care."

-Mark Davidson, M.D., Los Angeles, Ca.

"I have been working with Mr. Kerendian, and he has shown utmost professionalism and devotion to me."

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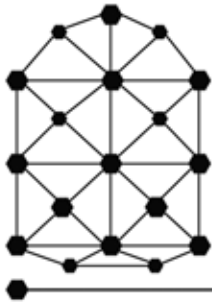
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**ENDODONTIST** ORAL Surgery specialist needed in SACRAMENTO area. 916-716-6852.

**PART-TIME ORTHODONTIC ASSISTANT NEEDED** Salary based on experience. Interested please call Dr Lam 626-289-1020 or fax resumé 626-289-2378.

**GENERAL DENTIST LOOKING** for PT/FT position within San Diego area. 4 years experience. email: omarsabbagh@yahoo.com.

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# DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Baldwin Park, Beverly Hills, Canoga Park, Encino, Escondido, Gardena, Granada Hills, Lake Isabella, Lancaster, Los Alamitos, Los Angeles, North Hollywood, Palmdale, Reseda, Riverside, Simi Valley, Van Nuys, and Winnetka. Call Lee Skarin and Associates at 818-991-6552, 805-373-5585, 562-592-5232, or 1-800-SKARIN #1.

**RIVERSIDE FEE FOR SERVICE PRACTICE FOR SALE:** Long established fee for service general practice collects over \$935,000 per year on three days per week. The practice is located in a free standing building on a main street with good visibility. The building itself is exceptional and would qualify for Architectural Digest. The office has five equipped ops with digital x-rays, panoramic x-ray, waterlase, ZOOM 2, and chairside computer data ports. Six days of hygiene per week (2 hygienists every day). Seller refers all endo, all perio surgery, all oral surgery, all pedo, all ortho and all implant placement. Asking \$675,000 for the dental practice. Real estate can also be purchased for an additional \$900,000.

**WESTLAKE VILLAGE FEE FOR SERVICE PRACTICE FOR SALE:** Exceptional opportunity in a highly sought after area. Retiring seller has been in Westlake Village since 1969. Collects over \$920,000/year with 7 1/2 days of hygiene per week. Seller does no marketing, does not work evenings or weekends and does not accept HMO or Denti-Cal. Refers out all endo, all perio, almost all oral surgery, all pedo and all ortho. Huge potential with large patient base. 4 ops in one-story professional building. Asking \$780,000. **SOLD**

**ENCINO PRIVATE PRACTICE FOR SALE:** This is one of the nicest dental offices that I have seen in my over 25 years of selling dental practices. This practice is located on the 8th floor of a high rise office building on Ventura Blvd with floor to ceiling glass walls in every operatory looking out over the San Fernando Valley. 4 ops of newer equipment with digital x-rays, ZOOM 2 and fully computerized. Marble floors and high end leasehold improvements. Collects over \$1,250,000/year with a net income of over \$500,000/year. Seller is the only dentist in the building and has never marketed to the other tenants. Enjoy your work place and make a lot of money. What more do you want? Asking \$975,000.

**KNOX-KEENE LICENSE FOR SALE:** Newly acquired Knox-Keene license is available for purchase. No enrollees and no liabilities. Owner has spent over \$1 million to acquire the license, but has had personal and family issues that prevent pursuing the potential. Asking \$600,000.

**BAKERSFIELD GROUP PRACTICE INTEREST FOR SALE:** Very large established multi-specialty practice is seeking another partner. Should be a general dentist or prosthodontist. Buy in and options will be discussed prior to trial period. Call for details.

**BALDWIN PARK CLINIC PRACTICE FOR SALE:** Absentee operated practice in a strip shopping center collects over \$480,000/year with a net income to an owner/operator of over \$200,000/year. 3 operatories. \$3,500/month in capitation checks. Predominantly Hispanic community. Asking \$370,000.

**SIMI VALLEY GENERAL PRACTICE FOR SALE:** Practice collects over \$400,000/year on four days per week with no Denti-Cal, no capitation, no advertising, no evenings and no weekends. 4 days of hygiene per week. 4 operatories. Practice has been operated by associates due to seller's disability. Associates have been very low producers. Substantial upside growth for an owner that wants to work. Asking \$270,000.

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

**RESEDA GENERAL PRACTICE FOR SALE:** Located on Sherman Way near White Oak, this long established fee for service practice collects \$170,000 per year with a consistent net income of over \$100,000 per year. Three equipped ops in a smaller office building. Seller refers out all perio, most oral surgery, difficult endo and all ortho. No marketing. Must sell! Make offer. Asking \$130,000.

**CANOGA PARK/WINNETKA SHOPPING CENTER PRACTICE FOR SALE:** Located in a large shopping center, this four operatory practice has great visibility and good potential. The practice collects \$125,000/year on three days per week with no marketing, no evenings, no weekends and only 20% Denti-Cal. Seller is moving and motivated. Asking \$120,000.

**PALMDALE DENTAL OFFICE FOR SALE:** No patients included. High visibility shopping center location on main boulevard with five equipped operatories including panoramic x-ray machine. Over 1,800 square feet with attractive lease terms. Seller has relocated to his own building nearby. Asking \$95,000.

**LANCASTER FEE FOR SERVICE PRACTICE FOR SALE:** Forty-eight years of goodwill with the same owner!! Good opportunity at a low price. Seller works three days per week, no evening, no week-ends, no marketing, no Denti-Cal, no capitation, and tons of potential. Practice collects \$225,000 per year with two full days of hygiene. Seller refers all endo, all perio, all oral surgery, all dentures, all veneers and all ortho. More potential. Practice is located in a free standing building which can be leased for \$1,200 per month or purchased at fair market value. Asking \$120,000.

**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.

**LAKE ISABELLA GENERAL PRACTICE FOR SALE:** Long established fee for service practice collects over \$150,000 per year on three days per week. Tremendous potential for growth for the right individual. Three operatories in a free-standing building. Asking \$75,000.

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

**RIDGECREST** For Sale-G.P. Practice collecting \$795K year. Adjusted net income \$416K 2005 3 ½ days week schedule. 6 ops in 4000 sq ft office. BLDG. FOR SALE. 5 hygiene days. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-730-8883.

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**ENCINO PRACTICE FOR SALE** Collects \$1,250,000/year. Nets over \$500,000/year. 4 ops of newer equip. Incredible views. 4 days of hygiene. Asking \$975,000. Call Kurt Skarin 818-991-6552.

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**PRACTICE FOR SALE** #1078–Nevada - Historic City – G.P. wants Partner for 1/2 or sell 100%. Solo Group – Grossing \$605k in 3 days, grow to \$1 million plus in 6 days, 3 days each. Call Professional Practice Sales, Inc., (714) 832-0230.

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**SONOMA COUNTY** GP fully renovated 1,400 square foot office with 3 ops. Over 870 active pts. GR for 2006 over 678K with 59% overhead. Average 4 hygiene days and 3-4 doctor days per week. Asking \$575K. Call Carroll & Company (650) 403-1010 or visit [www.carrollandco.info](http://www.carrollandco.info).

**HUNTINGTON BEACH HIGH QUALITY** Private Practice seeking long term associate. P/T leading to F/T. Email CV orange-countydentist@yahoo.com.

**DENTAL PRACTICE FOR SALE** Glendale - Must see dental spa. Multi doctor facility. Revenues exceed \$600k annually. Seller transition available. Contact Practice Sales & Appraisals at (818) 999-9595.

**PRACTICE FOR SALE** E-487 ROSEVILLE - GP w/3 fully equipped ops in Medical/Dental Professional bldg. Gr. Rcpts in \$300k range. \$195k Timothy G. Giroux, DDS/Broker 800.641.4179.

**DENTAL OFFICE** complete, nice, equipment and materials for sale; doc retiring. 3 operatories worth. Inventory list, Practice Tomorrow! 530-990-1733.

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**PRACTICE FOR SALE** #1069-Irvine- G.P. Grossing \$190k - Cap checks \$2,000+ per month almost pays rent of \$2,700 -Beautiful 3 op office. Call Professional Practice Sales, Inc., (714) 832-0230.

**HUNTINGTON PARK PRACTICE FOR SALE** ground floor W/PARKING, 4 ops NEWLY RENOVATED, asking for construction cost only \$130k call (310) 488-9865 to view the practice.

**\* ORTHODONTIC RDA \*** needed for Wednesdays-and-Sundays (Fountain Valley). Must have experience. Please e-mail resumé to [orthovu@yahoo.com](mailto:orthovu@yahoo.com) and call Dr. Vu: 714-414-9515.

**HAWAII VACATION** Beautiful 2 Bd/2 Ba condo, Ocean view across from beach. Use of Jeep Grnd Cherokee. \$150/Night (805) 654-1700.

## CURRENT LISTINGS

**SOUTH ORANGE COUNTY** — 1,170 sq. ft., 4 ops. private fee-for-service. Gross projected for 2007 at \$290,000. Asking \$325,000

**TORRANCE** — Modern Dental office for lease, 3 plumbed ops. Lessee will need to supply equipment, perfect opportunity for a start up.

**More listings coming soon!**

**DENTSIT NEEDED** Monterey Park area, mandarin speaking a must, good communication/hand skill, new grad ok. Please call 626-822-8800 for Kevin.

**PERIODONTIST NEEDED** for General Practice in Inland Empire. Call 909-815-8091 or Fax 909-854-4410.

**NEED CE?** Secrets of Saying YES to a Comprehensive Dental Tx Plan 3 CEU Dec 12, 2007 Call IADA 310-899-6010.

**SPACE AVAILABLE** Beverly Hills golden triangle has space 2 days a week. 310-271-1140.

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**ORTHODONTIC FRONT/BACK OFFICE NEEDED** Claremont. Great work environment, Excellent pay. PT/FT options. Email [drvortho@yahoo.com](mailto:drvortho@yahoo.com) or call 714-683-8722.

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## WESTERN PRACTICE SALES

John M. Cahill Associates

### BAY AREA

**A-494 MILL VALLEY** - Newly listed, 3 op office w/approx 900 sf. **Call for additional details!**

**A-543 SAN FRANCISCO** - Bordering Chinatown by Union Square, remarkable FFS, family oriented practice now available. 3 ops w/ 1000 sf. Ground floor with great signage. **Price Reduced to only \$199k!**

**A-5581 SAN FRANCISCO** - Beautiful corner Suite - Facility only (no patients) - on 25th floor w/ great accessibility. 4 ops in 990 sf. **\$300k**

**B-4711 OAKLAND** GP in 1988 sf 4 fully equipped op downtown location. Gross in the high \$500k range. **\$290k**

**B-5571 DUBLIN - Facility Only** 3 fully equipped ops in 2240 sf office w/close proximity to 580 & 680 freeways. Plumbed for 3 add'l ops. **\$135k**

**B-5611 WEST CONTRA COSTA COUNTY** - 4 fully equipped ops in 1367 sf office. Just blocks of I-80 commuter corridor. Insured/PPO/FFS. Near schools **\$525k**

**B-563 HAYWARD** - GP, 3ops, 950 sf, 8-10 patients per day on a relaxed work schedule. Downtown w/close access to public transportation. Call for more information! **\$195k**

**C-464 CENTRAL MARIN** - GP, Long estab, Seller retiring. Collections of \$731K in 2005. Ins/cash pts only. 4 op office. Prime centralized location. **\$500k**

**C-510 FAIRFIELD** - GP, 3 op office near shopping and hospital. Seller retiring. Warm & Caring Staff. PPO/Private Pay/Insured. Lg patient base. Gr. Receipts ~ \$400k annually. **\$225k**

**C-537 EAST BAY** - GP, 3400 sf w/7 fully equipped ops. 30 yrs of goodwill in this historic downtown area. **\$950k**

**C-548 SANTA ROSA** - GP, seasoned staff, well respected practice in beautiful Sonoma Wine Country. 1500sf, 4 ops. Collections in '06 of \$700k. **Priced to sell at \$490k**

**C-5601 SANTA ROSA** - In the heart of Sonoma Wine Country, this facility (no patients) offers 3 ops in 2240 sf office. Call for more info.

**NEW! C-5731 SANTA ROSA/FACILITY** - Rincon Valley area. Single story, mixed prof bldg. 1200 sf, 4 fully equipped ops. Ready to move in. Call for details!

**NEW! C-5741 SANTA ROSA/FACILITY** - Located on Hwy 12, this converted Victorian home has many amenities. Highly visible w/ easy access offering 1177 sf, 3 ops, fireplace in reception area & great charm. Call for details.

### BAY AREA CONT.

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

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

**D-536 SAN JOSE** - GP, 1200 sf, 3 ops, plumbed for additional op. Located in busy strip mall area. Private Pay, PPO & some Healthy Families. **Price Reduced to only \$275k**

**NEW! D-5791 LIVERMORE** - Stand-Alone Turn Key Dental Space in 1,850 square feet office consists of 5 chairs. **\$80k**

**NEW! D-581 MONTEREY** - GP, 3 ops in attractive Prof. Bldg. Close to Beach/Wharf. Insured/Private Pay/ PPO Patient Base **\$350k**

**NEW! D-5831 SAN JOSE** - GP, 30 yrs Goodwill, 1280 sf, 3.5 ops, plumbed for 1 add'l. **Call for details!**

### NORTHERN CALIFORNIA

**E-420 SACRAMENTO** - GP, Prime W. Sac shopping center location. Mixture of private pay, indemnity and PPO Plans. 4 ops, collections of **\$485K. \$250k**

**E-487 ROSEVILLE** - GP w/3 fully equipped ops in Medical/Dental Professional bldg. Gr. Repts in \$300k range. **\$195k**

**E-523 PLACERVILLE - FACILITY ONLY** - GP, Stunning Modern Office, Excellent Location, 4 ops. **Price Reduced \$69k**

**E-525 SACRAMENTO** - Long estab. GP in Health Prof. Bldg near busy intersection. 1500 sf w/ 4 fully equipped ops. **\$300k**

**E-532 AUBURN** - GP, long established practice in beautiful foothills. Close to Sacramento. 3 fully equipped ops, 1100 sf. Close to major roadways. Seller Retiring **\$125k**

**E-540 SACRAMENTO** - GP in heart of city - not far from Sutter's Fort. 2 story prof. bldg. 1000 sf w/4ops. Family oriented w/reliable patient base. Tons of Potential **\$160k**

**E-544 ROSEVILLE** - Cosmetic & reconstructive, 1250 sf w/ 2 ops in bright & airy bldg. Affluent, desirable area **\$350k**

**E-550 SACRAMENTO** - GP in medical professional bldg with potential for growth. 2 ops in 820 sf office. **\$150k**

**E-559 CARMICHAEL** - GP, HMO practice collecting \$70-80k per month. Low overhead. Exc. Opportunity for absentee owner. **\$480k**

### NORTHERN CALIFORNIA CONT.

**NEW! E-568 SACRAMENTO** - Family oriented, FFS, well established! Exc. curb appeal. Offers 2100 sf & 4 ops. Gr. Receipts in '05 \$774k+. Listed at **\$525k**

**NEW! E-571 SACRAMENTO** - Highly desirable area, pulling from affluent neighborhoods. 2400 sf w/5 ops & ample parking. '06 coll. exceed \$820k! Offered at **\$550k**

**NEW! E-582 ROSEVILLE** - FFS in heart of Roseville. 1350 sf, 4 ops, busy intersection, prof. bldg, CEREC 3 unit & Gross receipts exceeding \$617k annually. **\$445k**

**F-542 HUMBOLDT COUNTY** - FFS GP, 3 ops, 1500 sf. Highly esteemed. Exc. Reputation. Seller Retiring. **Seller Highly Motivated!**

**F-547 EUREKA** - GP in Scenic Coastal Community. 1195sf & 4 ops in well known medical neighborhood. Call for details. **\$375k**

**NEW! F-566 EUREKA/ARCATA AREA** - Long established GP in beautiful rural family community. 4 ops, 1700+ sf. Private Pay/ Insurance. Lg patient base. Gross receipts avg in the \$700k range annually. Offered at **\$375k**

**G-456 YUBA CITY** - GP, well established, 4ops, FFS. Wonderful location in prof. complex w/ample parking. Retiring seller owns building & will consider selling. Amazing potential. Recently Reduced to only **\$200k**

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

**G-546 WEED** - Live and practice in this family oriented, safe rural community! 1120 sf, 3 op office in attractive medical bldg and neighborhood. Building also available for purchase separately. Practice Gr. Receipts in '06 exceed \$166k. Price Reduced to only **\$70k!**

**H-481 NORTHERN CALIFORNIA** - Gp, seller retiring, collections of \$549k in 2005. 2200 sf w/3 fully equipped ops, plumbed for 1 add'l. Real Estate (2 bldgs) also available for \$500k. **\$300k**

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

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**I-4701 STOCKTON**— Full Mouth cosmetic rehab practice in professional area. Owner occupied bldg, 6 ops 100% FFS, 1400+ active pats. Gr. Receipts '06 \$1.5m. Seller willing to work back **Call For Details!**

**I-5491 SAN JOAQUIN COUNTY** - Live & Work in this bustling city with small town feel. Located on main thoroughfare w/ easy access to 580 freeway. 1000 sf & 2 ops. Long established. Seller is retiring. **\$375k**

**I-551 LODI - Practice & Building** - Long Established GP with low overhead costs. 1500 sf & 3 ops. Collections in '06 exceed \$370k. **\$250k**

**I-556 STOCKTON** - First Rate, high end GP. Gr. Coll '06 exceed \$970k w/net of \$350k. Can't beat this. Seller willing to help w/transition. **\$650k**

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

**J-371 EXETER**—GP, in heart of San Joaquin Valley Basin. Fee-For-Service practice, refers out most specialties. **ONLY \$150k**

**J-2934 SAN LUIS OBISPO AREA**—GP, Growing, desirable area, FFS 2000 sf w/ 4 ops. Condo also available to purchase. **\$495k**

**NEW! J-580 CLOVIS/NORTHEAST FRESNO** - **Practice & Building** Most stable patient base we've seen in a practice this size. Dentist & Hygienist booked months out. 1,475 sf, 3 ops. Gross Receipts over \$450k. **Practice: \$360k Property: \$345k**

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**K-466 NORTHRIDGE**- GP Long Established practice. Located in a Professional building. Thousands of active patients. Gross in the mid \$700k range. 1550 square feet, 4 ops. **\$625k**

**K-518 SANTA ANA** - GP, 800 sf, 3 ops in Med. Prof. Bldg **\$95k**

**K-526 CHATSWORTH** - GP, 1100 sf, 5 ops. Long Established. Exc. Staff **\$350k**

### SOUTHERN CALIFORNIA CONT.

**K-535 SANTA ANA** - GP, 1000 sf, 3 ops, long established. Call for details! **\$300k**

**K-545 NEWPORT BEACH** - GP, 3 ops & 1850 sf, Spectacular build outs! **\$495k**

**K-554 ENCINO** - 1000 sf & 3 ops in very desirable office bldg. Newly remodeled! **\$295k**

**NEW! K-572 VENTURA** - GP, 1100 sf and 3 ops. Live & Practice only minutes from the beach. This newly remodeled office is any Dentist's dream! Strong, stable patient base and years of goodwill will be passed right along to you. **\$395k**

**NEW! K-577 LANCASTER** - GP, busy street in popular shopping center. Large Patient Base. 2200 sf and 4 ops w/ newer equipment. **\$350k**

### ARIZONA

**Az-412 PHOENIX**— Large 7 op practice, plumbed for one additional. Real Estate is also available for purchase. **\$350k**

**Az-477 LAKE HAVASU CITY** - GP, in beautiful centrally located 1510 sf 4 op office. Practice grosses in the \$1.2 million range. **\$900k**

**Az-486 TUCSON** - GP, 1000 sf, 3 ops **\$175k**

### OREGON

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

### NEVADA

**R-514 RENO** - 1,600 sf, 4 op office near care facility. Call for details! **\$300k**

**R-553 LAUGHLIN** - Remarkable practice w/ great visibility & signage. Convenient location in area of new growth. Seller Motivated **\$225k**

**NEW! R-578 CARSON CITY** - 20 yrs goodwill, 4 ops/1300sf in Historic Westside. Exc. growth potential. Loyal Patient Base. Gross Receipts avg over \$700k annually. **\$425k**

### NEVADA CONT.

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

**LV-529 LAS VEGAS** - NW Rainbow Curve area near Summerlin. Aprx 2300 sf, 4 fully equipped ops. Plumbed for 1 add'l op. **\$250k**

**LV-533 LAS VEGAS** - Top Notch! GP, Granite countertops, custom flooring. 1700 sf w/ 4 spacious ops. Gross over \$1m yr. **\$600k**

**LV-552 LAS VEGAS** - Brand New, State of The Art, Computerized practice. GP w/ 2800 sf, 5 ops, plumbed for 3 add'l. Reduced to only **\$500k**

**NEW! LV-564 LAS VEGAS** - Great potential in this unique GP in well maintained, spacious converted home on large lot. Approx 4400sf w/9 ops. 1800 sf of storage in separate garaged building onsite. Offered at **\$450k**

**NEW! LV-565 LAS VEGAS** - Practice dentistry in this nice professional bldg, offering 3200 sf w/8 ops in growing Rainbow/Sahara Area. Collections in '07 expected to be ~ \$800k. Great Area w/ lots of potential **\$550k**

**NEW! LV-576 LAS VEGAS** - Highly desirable West Side area. Quality practice w/consistent collections in the \$1m range. New Equipment and solid patient base are only a couple of the perks! Attractive office w/ easy freeway access offers 1900sf & 5 fully equipped ops. **\$725k**

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**B-520 SF EAST BAY**—Ortho, 6 chairs in open bay. 1500 sf. GREAT location. Prof. Bldg **\$175k**

**D-5271 SF EAST BAY**—ENDO, 1270 sf, 4 op office. Stable patient base. Well respected. **\$330k**

**I-5621 SAN JOAQUIN VALLEY** - PROSTHO- 30 yrs goodwill, great location, 2500 sf, 6 ops, FFS, 12+ new pats per mo, high gross, Seller will assist in transition **\$960k**



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### FEATURED LISTINGS

**ARCADIA** - 4 eq. ops., 2 plumbed, not equipped, 1,669 sq. ft. office in single story, medical-dental complex with large rear parking. Easy access to freeway. 57% insur. (15-20 PPO's), 20% cash & 23% capitation (approx. \$5,000/month, 10 plans). Equip. is approx. 3 ½ yrs. new. Projecting approx. \$243,759 for 2007. **BUYER'S NET OF \$67,868.**

**ENCINITAS** - 4 eq. ops. in a 2,250 sq. ft. suite. Computerized suite with Intra Oral Camera & Digital X-ray. 100% cash practice. Projecting approx. \$1,140,000 for 2007. **BUYERS NET OF \$252,910.**

**BANNING** - 3 eq. ops, 925 sq. ft. office in strip shopping center on the westside. Seller works 2 days/wk. with a 2 day/wk. associate. 15-20 new patients/month. 35% insurance, 55% cash, 5% medi-cal and 5% capitation. Projecting \$375,000 for 2007. **BUYER'S NET OF \$193,572.**

**CARLSBAD ORTHO** - 4 chairs in open bay with 1 equipped op/consultation room. Approx. 1,090 sq. ft. office located in busy shopping center with major grocery market and bank. One year old equipment. Seller works 1 & ½ days/week.

Our services are free to buyers, so we encourage you contact us to have a specialist assigned specifically to you to answer your questions and guide you through the purchasing process.

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# PRACTICE SALES, INC.

and Appraising of Dental Practices



## A LETTER OF THANKS

**RONALD K. YAMACHIKA, D.D.S.**

13392 CINDY LANE, TUSTIN, CA 92780 • 713-403-2868

John Knipf:

I would like to take this opportunity to thank you for your service of selling my practice. This was such a big step in my life and I am so glad that I chose California Practice Sales as my broker.

Your office had been highly recommended to me by your former clients & my personal friends, Marty Ono, Gerald Briggs, Tosh Takayasu & my classmate, Kosy Pappas. They all told me to talk to John Knipf at California Practice Sales when it's time to sell your practice. What a fateful day it was that Saturday afternoon in April of 2006 at CDA that I visited your booth & told you that I was interested in selling my practice. Dottie told me that a great weight was lifted from her shoulders when I went to see you.

Your meticulous attention to details & advice were well appreciated. Thank you for assigning Greg Beamer as our sales consultant & broker. Greg has such a calming effect on both parties that he assured me that he will be the pilot & I am the co-pilot & we will bring this transaction to a smooth landing. Without Greg, I think both my brother & myself would have "gone bananas." He seemed to have an answer to all of our questions, & anxieties. Unfortunately, my buyer had chosen another attorney to represent him. Thank God, you told me to get Pat Wood to represent me in the transaction. Pat was the BEST dental attorney for me in these rocky negotiations.

**Case in point:** when negotiating the new lease with the landlord, my buyer's attorney brought up the fact that the new lease needs a clause that the landlord will put in overhead sprinklers in case the ordinance makes it a mandatory law. There is no such ordinance in Orange County. LA County has a law about the installation of overhead sprinkler systems. The landlord balked at the idea that he would have to pay for the installation of the overhead sprinkler system. He told my buyer about a case in LA County where a Dr. leased an office & a month later the ordinance for overhead sprinklers became law, so now the Dr. was stuck with the cost of installing an overhead sprinkler system. He now "spooked" my buyer into believing that the law for the overhead sprinkler system will soon be mandatory in Orange County. I talked to my patient & friend, who is a real estate attorney, who owns several shopping centers in both LA & Orange Counties, he said that our building will be "grandfathered", as it was built in 1970 & it is a one story structure. If it was a multiple storied building than you may have to install the overhead sprinkler system or if the landlord gutted the inside, then he may have to install the overhead sprinkler system. He told us that he bets that our office does not have a handicapped bathroom & he is correct in his assumption. He said that is also "grandfathered" since the building was built in 1970. With the other attorney constantly coming up with these "what ifs", this stalled the negotiations in the buy-sell contract to the last minute.

Anyway it is OVER!!!! I will certainly recommend California Practice Sales to all of my friends who are contemplating selling their practices. **YOU are the BEST!!!!**

Aloa, & mahalo,

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



Alice C. King, V.P.



# CALIFORNIA

Specializing in the Selling

## GREATER LOS ANGELES & VENTURA COUNTY

**ARCADIA** – 4 eq. ops., 2 plumbed, not equipped, 1,669 sq. ft. office in single story, medical-dental complex with large rear parking. Easy access to freeway. 57% insur. (15-20 PPO's), 20% cash & 23% capitation (approx. \$5,000/month, 10 plans). Equip. is approx. 3 ½ yrs. new. Projecting approx. \$243,759 for 2007. **BUYER'S NET OF \$67,868.**

**BEVERLY HILLS** - 5 eq. ops. in a 1,650 sq. ft. in a 5-story medical/dental bldg. High income patients and an exciting place to practice. Number of high profile patients. Income stream is approx. 100% cash. Seller is working 4 days/wk seeing approx. 15-16 patients/day. Projecting approx. \$1,454,556 in 2007. **BUYER'S NET OF \$340,272.**

**INGLEWOOD** - 5 eq. ops, approx. 1,400 sq. ft. suite. Computerized office with an Intra-oral camera. Equipment is 5yrs old. Seller is working 5 days a week seeing 80-90 new patients a month. Projecting approx. \$640,000 for 2007. **BUYERSNET OF \$196,462.**

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

## ORANGE COUNTY

**ANAHEIM** - 4 eq. ops. in a 1,200 sq. ft. suite in a shopping center. Computerized office w/ Intra Oral Camera. Located close to Fullerton as well as Anaheim. Leasehold improvements, equipment only

**ANAHEIM** - 2 eq. ops. in a 900 sq. ft. suite in a one story Medical/Dental Bldg. Good Location in a strip center. Income stream is approx. 50% insurance, 35% cash & 15% medical. Seller is working 4 ½ days per week seeing 8-10 patients a day. Projecting \$268,092 for 2007. **BUYER'S NET OF \$105,940.**

**ANAHEIM - Bulding and practice for sale-** 3 eq. ops., 1 plumbed, not equipped, approx. 1,700 sq. ft. free-standing building located In medical/dental complex. 10 – 15 new patients/month. 38% insurance, 30% cash & 32% capitation. Cap check is approx. \$4,000/month. Seller bought another practice the end of 2006. Grossed approx. \$220,000 in 2006. Currently a 2 day/wk practice projecting approx. \$150,000 for 2007. **TURN-KEY OPPORTUNITY!**

**FOUNTAIN VALLEY** - 2 eq. ops., 1 plumbed, not equipped, approx. 1,174 sq. ft. office in strip shopping center location. Selling as location, but charts and telephone number will stay. Includes computer, digital x-ray and intra-oral camera.

**FULLERTON** – 3 eq. ops., 1,132 sq. ft. office located in 3 story professional building. Equipment approx. 4 yrs. old. 90% patient referral practice. Seller retiring. 70% insurance, 30% cash practice, 9 PPO's. 4 day/wk practice with Hyg. 2 days/wk. Projecting approx. \$489,962 for 2007. **BUYER'S NET OF \$116,668.**

# PRACTICE SALES, INC.

and Appraising of Dental Practices



Maria Silva, V.P.

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

**LAGUNA BEACH** - 3 eq. ops. in a 1,400 sq. ft. suite located in a single story, free standing bldg. Located on PCH, near the beach. Ample off street parking. 57 years of Goodwill. Computerized office w/ Intra Oral camera. 65% insurance, 30% cash & 5% cap. Assignable PPO plans. Seller is working 2 dys/wk w/ an Assoc. working 2 dys/wk. Projecting approx. \$374,491 for 2007. **BUYER'S NET OF \$110,129.**

**ORANGE** - 4 eq. ops., 2,000 sq. ft. office in single story, medical/dental building near major hospital. 85% insurance and 15% cash practice with 15-20 PPO's. 5 yr. old equip. and décor looks new. 4.5 yrs on lease w/two (2) five (5) yr. opts. Grossed approx. \$445,730 in 2006. **BUYER'S NET OF \$147,792.**

**TUSTIN** - 5 eq. ops. 2,200 sq. ft. office in a two story free standing bldg. Computerized office w/ Intra Oral camera. Equipment is new - two year old. Two digital X-Rays. Income stream is approx. 35% insurance, 60% cash & 5% Medi-Cal. Seller is working 4 days a week seeing 50+ new patients a month. Projecting approx. \$607,220 for 2007. **BUYER'S NET OF \$205,444.**

**SAN CLEMENTE - PRACTICE & DENTAL BUILDING!** 3 eq. ops., 1,100 sq. ft. dental office with additional, approx. 900 sq. ft. avail. for apt./rental. 100% patient referral office; 80% insur. & 20% cash practice. 40+ years of goodwill. Refers oral surg., perio & dentures. Projecting approx. \$169,714 for 2007. Walking distance to Del Mar retail area.

## RIVERSIDE & SAN BERNARDINO COUNTIES

**BANNING** - 6 eq. ops, in a 2,000 sq. ft. suite computerized office. Projecting approx. 751,836 for 2007. **BUYERS NET OF 174,024.**

**BANNING** - 3 eq. ops, 925 sq. ft. office in strip shopping center on the westside. Seller works 2 days/wk. with a 2 day/wk. associate. 15-20 new patients/month. 35% insurance, 55% cash, 5% medi-cal and 5% capitation. Projecting \$375,000 for 2007. **BUYER'S NET OF \$193,572.**

**CHINO HILLS** - 2 eq. plus 2 plumbed, not eq. ops., retail center location. 1,200 sq. ft. office. 3 yr. old equipment. 69% insur. & 30% cash w/1% Capitation. Seller works 2 days/wk. Approx. 10 new patients/month. 1-800 Dentist office. Seller wants to sell as a package with Upland office. Projecting a combined income of approx. \$590,394 for 2007 with Upland office. Combined **BUYER'S NET OF \$178,164.**

**UPLAND** - 3 eq. ops., 1,000 sq. ft. office in major shopping center. Approx. 15 new patients/month. 1-800 Dentist office. Seller splits time in this office and Chino with majority of time in Upland. Staff works in both offices. Seller wants to sell as a package with Chino office. Projecting a combined income of approx. \$590,394 for 2007 with Upland office. Combined **BUYER'S NET OF \$178,164.**

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



Tina Ochoa, V.P.



# CALIFORNIA

## Specializing in the Selling

**MORENO VALLEY – TURN-KEY LOCATION!** 2 eq. ops., 2 plumbed, not equipped. Approx. 1,650 sq. ft. office in shopping center with major market. Opened April 2007. Excellent location, ready for capable, energetic Buyer.

**RIVERSIDE** – 4 eq. ops., 1,400 sq. ft. office; two-story medical / dental building. 70% insur., 30% cash practice with only 3-4 PPO's. 3 day/wk practice with 6 days/wk of hygiene. Long term staff. Projecting approx. \$544,299 for 2007. **BUYER'S NET OF \$162,827.**

**RANCHO CUCAMONGA** – 3 eq. ops. in 1,100 sq. ft. suite located in a shopping center. Area is rapidly growing. Turn Key Office. Computerized suite with Intra Oral Camera & Digital X-ray. Seller recently added 4 CAP plans. Equipment is approx. 1 yr old. Projecting approx. \$320,454 for 2007.

**TEMECULA** – 4 eq. ops. in 1,306 sq. ft. suite located in two story Medical/Dental building. Area is growing. Computerized office. Good location. Approx. 20-25 new patients/month. Projecting approx. \$472,448 for 2007. **BUYERS NET \$188,856.**

### SAN DIEGO COUNTY

**ENCINITAS** - 4 eq. ops. in a 2,250 sq. ft. suite. Computerized suite with Intra Oral Camera & Digital X-ray. 100% cash practice. Projecting approx. \$1,140,000 for 2007. **BUYERS NET OF \$252,910.**

**ESCONDIDO** – 4 eq. ops., 2 plumbed, not equipped, 2,400 sq. ft. office located in free-standing dental building. 2 day/wk practice. 80% cash, 10% insur., 10% cap. Projecting approx. \$581,790 for 2007. **BUYER'S NET OF \$178,844.**

**SANTA MARCUS** - 1,100 sq.ft. 3 ops. plumbed but not equipped. Rent is \$1,100 +CPI. Buyer needs to purchase equipment. Located in a one story building off busy blvd. **LOW SALES PRICE!**

**VISTA** – 5 eq. ops. in a 2,000 sq. ft. in a 2 story professional building. Computerized office with a Intra-Oral camera and digital X-ray. Income stream is approx. 50% insurance, 50% cash. Good location, 25 years of goodwill. Projecting approx. \$704,000 for 2007. **BUYERS NET OF \$256,788.**

### KERN COUNTY

**SANTA MARIA** – 2 eq. ops., private office is plumbed, 975 sq. ft. office located in one story medical/dental building. 47 years of goodwill. 80% insurance & 20% cash, 100% patient referral practice. Collected approx. \$431,000 in 2006. **BUYER'S NET OF \$126,696.**

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# PRACTICE SALES, INC.

and Appraising of Dental Practices



Greg Beamer, V.P.

## SPECIALTY PRACTICES

**CARLSBAD ORTHO** – 4 chairs in open bay and a 5th in private consultation room. Approx. 1,090 sq. ft. office located in busy shopping center with major grocery market and bank. One year old equipment. Seller works 1 & ½ days/week.

**NORTH VALLEY ORTHO** – 3 chairs in open bay in a 1,300 sq. ft. suite, Computerized office, Seller is seeing 20-25 patients per day, Working 3 days a week. Income stream is approx. 50% insurance 50% Cash. Projecting approx. \$295,926 for 2007. **BUYERS NET OF \$85,332.**

**SANTA ANA ORTHO** – 5 eq. ops., (Open bay) in a 1,400 sq. ft. suite in a one story Medical/Dental Building. 26 years of goodwill. Projecting approx. \$208,692 for 2007. **BUYERS NET OF \$202,887.**

**POMONA ORTHO** – 3 chairs in open bay, approx. 950 sq. ft. office located in single story medical/dental building with large parking lot. Approx. 31 phase II. Seller works ½ day/wk.

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

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

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

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

Tina Ochoa- [tochoa@calpracticesales.com](mailto:tochoa@calpracticesales.com)

Maria Silva- [msilva@calpracticesales.com](mailto:msilva@calpracticesales.com)

John W. Knopf (Neff), President

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

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**Please note: If you would like a full summary of information on any of the practices listed, or to speak with an agent, please call us at (714) 639-2775 or outside (714) area, call (800) 697-5656.**

*All the above information is from sources deemed reliable but not guaranteed by agents. Information is subject to price changes, corrections, error, omission, prior sale and withdrawal.*

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**PRACTICE FOR SALE** FOUNTAIN VALLEY 2 eq ops (1 not eq) in a 1,174 sq ft suite. California Practice Sales, Inc. Phone: 714-639-2775.

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**ORTHO PRACTICE** buyer looking to buy ortho practice in L.A. (prefer 10 mile radius of Down Town). Will pay top dollar. Avoid 10% Commission. (310) 617-8525 Or (310) 915-1817.

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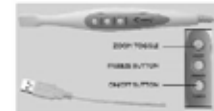
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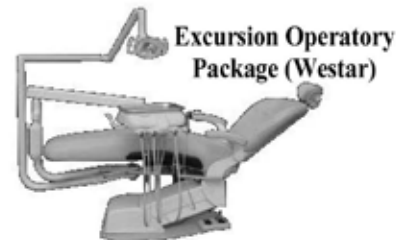
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**TURLOCK:** For Sale - General dentistry practice. 2006 Gross receipts \$530,409. Located with in walking distance from newly renovated downtown. 5 operatories in 1,512 sq ft, intra-oral camera, endo rotary, easy dental software. Practice has been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

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

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

**YREKA:** For Sale - General Dentistry Practice and building: This is a great opportunity to own the real estate and dental practice at the same time. The building is located on a large lot allowing you to expand the size of the building when you are ready. 100% financing is available with for both the practice and building. 2006 receipts were approximately \$400K. There are presently 3 operatories. Owner works a 4 day week working only 51/2 hrs per day. There are four days of hygiene. Lots of potential with this practice.

**REDDING:** For Sale: General Dentistry Practice. This excellent dental practice had gross receipts of 1 Million in 2006. 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. Owner would like to work 60 days a year for the next 2 years as the associate of the buyer.

**VENTURA:** For Sale - General Dentistry Practice. NEW GRADS DON'T MISS THIS SALE PRICE LESS THAN START-UP COSTS. Established Family, and Cosmetic practice is located in highly desirable community of Ventura County. The leased office space consists of 1,700 sq. ft. with 6 available operatories. Also the equipment and leasehold is essentially new (2 years old). 2005 Gross Receipts were 404K. Adjusted net income of \$112K.

**RESEDA:** For Sale - General Dentistry Practice. Located in a larger office complex. This office has 5 operatories, intra-oral camera and Sofdent software. 2006 Gross receipts \$467K with an adjusted net income of \$207K.

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

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

**WEST SAN FERNANDO VALLEY:** For Sale - General Dentistry Practice. Established practice has been in its present location for the past 45 years. Approx. 1500 active patients on 7 1/2 days of hygiene. Leased office space 2,000 sq. ft. 6 equipped operatories. Owner is retiring.

**ROSEVILLE:** For Sale - General Dentistry Practice. This 2400 sq. ft. office comes with 6 operatories, Cerac, Intra-Oral Camera's, Dentrix software, and 12 days of hygiene. 2005 gross receipts \$1,843,499.00. Owner is looking for assoc. buy-in or buy-out within 2 yrs.

**RIVERSIDE COUNTY:** - For Sale - General Dentistry Practice. This practice has been in its present location for the past 40 years. 2005 gross receipts \$488K on a 3 1/2 day workweek with an adjusted income of \$194K. The overhead is only 53%. There are 5 operatories, 3 that are equipped. Dentrix software, electric handpieces, intra-oral cameras. Owner is retiring.

**SAN RAFAEL:** - For Sale - General Dentistry Practice. The office is 800 sq. ft. with 3 operatories. Dentrix software. There are 3 days of hygiene with 8 patients seen per day by hygienist, 1,100 active patients. Owner is relocating.

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

**SACRAMENTO:** - For Sale - General Dentistry Practice. 2006 Gross Receipts \$325K. Practice has been in the same location for the past 32 years. This office has 4 operatories, intra-oral camera, and Dentsoft software in 950 sq. ft. Located in large office complex, Owner is retiring.

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



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**CHINO:** - For Sale - General Dentistry Practice. 2006 Gross Receipts \$486K with adjusted net income of \$211K. Intra-oral camera, digital x-rays, 5 equipped operatories in a 1,500 sq. ft. office located in a busy shopping plaza. Doctor working 3 1/2 days a week. Office in same location for 20 years. Doctor is retiring. **SOLD**

**LAKE TAHOE:** - SALE - ASSOCIATESHIP-PARTNERSHIP. Seller owns outstanding GP practice in S. Lake Tahoe area and a satellite practice in Carnelian Bay. The Carnelian Bay practice has 4 ops. Equipment is like new. Seller is offering associateship 2 days a week in Carnelian Bay only, or purchase of Carnelian Bay practice for only \$140K or associate to work in both Carnelian Bay and S. Lake Tahoe. Call for details. Great opportunity to live and work in Lake Tahoe.

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

**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. 2006 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. **SOLD**

**HAYWARD:** For Sale - Multi-Speciality Dental Practice: Practice has been in its present location since 1965. There are nine operatories with Digital X-rays, Intraoral camera, Panoramic X-ray unit. 2006 Gross Receipts were one million three hundred thousand with an adjusted net income of \$562K. There are PPO's but no Medi-Cal patients. Building is also for sale if buyer is interested.

**FRESNO:** - For Sale - General Dentistry Practice. 2006 Gross Receipts \$777,336 with an adjusted net income of \$278K. This is a PPO/HMO practice. There is 2000 sq. ft. of office space with 5 equipped operatories. There is room to expand into a 6th operator. Panolypse machine, Easy Dental software. 4 days of hygiene. Practice located on the corner of a main thoroughfare.

**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.

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

**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.

**DAVIS:** For Sale - General Dentistry Practice. \$678K Gross Receipts with \$275K adjusted net income. Located close to UC Davis campus - 4 operatories, 8 days of hygiene. approx. 1,400 sq. ft. 45 new patients seen per month. Owner is relocating. Available Immediately. **SOLD**

**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. **SOLD**

**MODESTO:** For Sale- General Dentistry Practice. This excellent practice has 2006 gross receipts \$1,459,769 with an adjusted net income of \$533,598. There are 11 days of hygiene, 3 operatories, 1,900 sq. ft. office space. The office has been in its present location of 30 years and most of its employees have been with the practice long term. Owner is retiring. **SOLD**

**INGLEWOOD:** - For Sale - Pediatric Practice. Priced for immediate sale. 4 operatories. 2005 gross Receipts \$350K. Doctor is retiring.

**SANTA CRUZ CO.:** - For Sale - General Dentistry Practice. This office consist of 2,500 sq. ft. and seven fully equipped operatories. The views out each of the doctor's treatment rooms are beautiful and provide a relaxing atmosphere for both the patients and staff. There is room for expansion by equipping 2 additional operatories. There are intra-oral cameras, electric handpieces, and a panoramic x-ray machine. There are 10 hygiene days available per wk. Datacon software. 2005 Gross receipts were \$1,265,00 with a \$503,000 adjusted net income. **SOLD**

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

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

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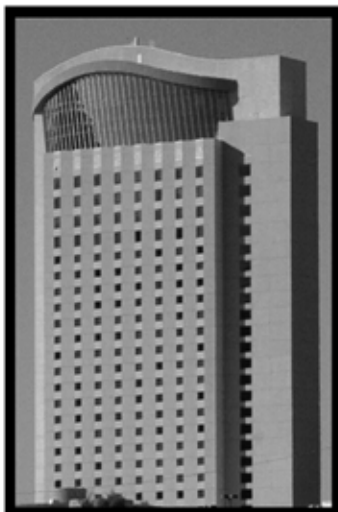
Ashley Johnson—Diagnosis,  
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- 5908 - Sacramento - Minutes off I-80. Located near Granite Bay. \$1.1+ million/yr. Owner works 2 days. 8 days of Hygiene. FP. \$650k.
- 5911 - Santa Cruz Capitola - Ocean lover's paradise. \$260k invested here. Computerized ops, paperless & digital. Collected \$325k on 3 day/wk.
- 5917 - San Francisco's Mission District. Great neighborhood practice. Collects \$1.4 million. 5 days of Hygiene. No Denti-cal. F.P. \$525k.
- 5918 - NorCal - Premiere Cosmetic practice. Desirable area. No A/R. Has averaged \$1.6+ million/yr. Beautiful office. F.P. \$750k.
- 5923 - Monterey Peninsula - Best location, hi end practice. Computerized ops & networked office. Very little A/R. Collects \$540k & nets \$230k. FP \$377k.
- 5926 - Sacramento's Carmichael - 7 days of Hygiene. Collected \$550k in 06' on 3.5 Dentist days. F.P. \$310k
- 5927 - Sacramento's Marconi Avenue. "Bread & Butter" practice. Has averaged \$349k in collections
- 5928 - Oakland's Pill Hill - Seeks Female DDS - Relaxed practice collects \$250k/yr. Attractive 2 op suite, spent \$140k in upgrades. F.P. \$150k.
- 5929 - Southern Sonoma County. 6 days of Hygiene. Great staff. Shall collect \$1.1+ mil in 07'. F.P. \$575,000

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- 3081 - SALINAS - Grossing \$2,000,000. Outstanding opportunity to Net \$1,000,000 with a little growth. F.P. #1,500,000.
- 1005 - Hemet - Beautiful office - \$450k investment - Shopping ctr. F.P. \$350k
- 1017 - Palm Springs/La Quinta area- Estab 40 yrs. New owner 14 yrs. Like new 9 Ops. Hi tech office. Grossing \$1.4 mil. Fantastic opportunity. New DDS can achieve \$2.5 million first yr. FP \$1.2 Million
- 1069 - Irvine G.P. Grossing \$190k-Cap cks \$2k+/month. Lowest rent in Irvine
- 1078 - Nevada-Historic city. GP wants partner. Gross \$600k. F. P. \$550,000
- 1094 - 2 Practices near Bakersfield. Gross \$750k+. Free standing bldg included in sale.
- 2038 - San Bernardino shopping center location. 1,500 sq.ft. 4 Ops. Collects \$300k annually. Absentee run. A Bargain
- 2053 - Fontana area. Shopping center - GP- 3 Ops, Sees a lot of new patients. Collects over \$300k annually. 1,200 sq.ft - Good lease available
- 2065 - S.O.C. Are you losing your lease. Shopping center location in Aliso Viejo. Great opportunity. Seller will finance @ 6 1/2 % interest
- 2079 - Downtown near Staples. Lady DDS gross \$350k working 3 1/2 days. More volume available. F.P. \$150k.
- 2099 - Huntington Park. Est. 20 yrs. 1 day only, produces \$10k/mo.
- 3005 - Temecula/Murrieta Hot Springs. HMO-Grossing \$1,400,000. w/\$13,500/mo HMO checks. Absentee owner.
- 3006 - Covina/West Covina HMO Grossing \$1,100,000 w/\$14k/mo. HMO cks. Newly renovated. FP. \$1,100,000, RE \$1,800,000. Absentee owner.
- 3007 - Lamont/Arvin- Practice with RE. Newly renovated. Beautiful bargain.
- 3012 - Apple Valley area - HMO - \$20k Cap checks per month. R.E. in newly renovated office available at \$1,385,000. Practice \$950k.
- 3013 - Beaumont Area - Approx. 2,000 sq.ft.. Grossing \$700k+. HMO/PPO. Booming area. This is a special situation - Call ASAP.
- 3022 - Riverside - G.P. Professional building. Gross \$394k. 4 Ops. F.P. \$350k

3023 - Hawthorne - HMO Practice. \$5k/month Cap. 4 Ops. Gross \$550k, net \$350k. F.P. \$385,000. Great price.

3029 - Montebello/Whittier/Pico Rivera - Super hi identity location within super market shopping center with low rent. 6 Ops, 4 equipped.

3030 - W. L.A. - Prestigious location. Seller Pedo/Ortho. Also doing some G.P. Low overhead. F.P. \$285k.

3033 - Santa Ana/Tustin - Lady DDS since '81. 6 ops with \$1mil potential. Lots of cash. A bargain at \$450k.

3034 - San Diego - Hi Identity - 3,000 sq.ft.. Newly est. \$2,500/mo. HMO cks. Absolutely gorgeous. 9 ops, 6 equipped. Now grossing \$30k/mo.

3036 - L.B./Paramount long estbd corner dental bldg. Now gross \$200k.

3039 - O.C. Beach location Only. 3 Ops equipped. Turn key location.

3042 - O.C. Strip center - Part time Seller. \$6k to \$8k/mo. 1 day p/week.

3047 - Korean G.P. @ 101 & Vermont. Est 30+ yrs. Senior Seller refers out a lot.

3048 - Santa Ana/Tustin G.P. Gross \$830k+. Indemnity plus PPO. Estb 35 yrs. 7 Ops, 5 equipped. 2,000 sq.ft.. Digital office. Condo available.

3049 - S.F. Valley. Class AAA Shopping center. Beautiful 7 Ops, 6 equipped.

3050 - Santa Margarita - EMERGENCY SALE - Newly est.. 3,000 sq.ft. Lots of Options. 10 ops.

3051 - Monterey Park. HMO/GP. Seller compromised health. Gross \$1.1mil in 06'. Seller treats 60 to 120 new patients/mo. 4 Hygiene days.

3052 - Bell Gardens - G.P. located in large shopping center. Busy practice.

3056 - East L.A. - Grossing \$250,000, part time. Seller not well - 4 Ops. 20% to 30% Medi-cal. Balance PPO and Cash. Full Price \$175,000.00.

3058 - San Bernardino area Practice. Across from large local hospital. 1,316 sq.ft., 3 operatories, 2 equipped. Office is modern with digital X-ray and camera.

3065 - Santa Clarita/Palmdale area. Small town. Gorgeous 5 Op office. 1,500sq.ft.

3066 - Palm Springs - HMO practice. \$18k to \$20k in cap cks. 9 Ops office.

3067 - San Bernardino - HMO - 10 Ops, 4,500 sq.ft.. Grossing \$900k. F.P. \$830k. Building available.

3068 - Las Vegas, NV -Grossing \$1,000,000 +. 8 Ops, 4,500 sq.ft. F.P. \$ 500k. includes \$100k A/R

3071 - No. San Diego. G.P. Est. '90's. 85% PPO & Ins. Booked ahead, 6 Hygiene days.

3074 - Temecula Location. 1,500 sq.ft. in excellent condition. 20,000 cars pass/day

3076 - Bell Gardens. Store front location. 800 sq.ft., 10% Ins, 10% Cash, 80% State aid.

3078 - Alhambra - Location only. Free standing bldg. 1,200 sq.ft. 3 Ops.

3079 - Newport Beach - Westcliff Beautiful office. Only \$550,000

3080 - Glendale - Grosses \$200k+. 2 Ops. Hi visibility - Low Overhead.

3081 - Escondido - DDS Partnership on Sure - fire success.

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