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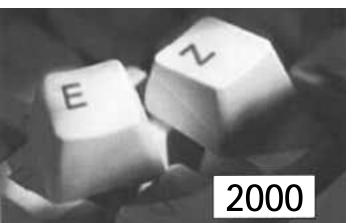
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KERN COUNTY

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

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

BAKERSFIELD #12 - Fully built out dental office condo for sale. 2.158 sq. ft. 5 plumbed ops. Includes some equipment. Seller motivated. SO. EAST KERN CTY. #2 - (2) op part time G.P. practice. Gross approx. \$150K/yr. Mixed patient base.

WASCO - (2) op fee for service practice in free standing bldg. Gross collect. \$300K/year p.t. Bldg./Practice both for sale.

LOS ANGELES COUNTY

BELLFLOWER - (5) op G.P. for sale. On Main street with visibility/exposure/signage. Like new equipment. Cash/Ins/PPO/CAP Monthly CAP. Check \$7,000+. Annual gross collections \$550K+. **CANOGA PARK** - (4) op G.P. (3) ops eqt. signage and visibility. Cash/Ins/PPO patient base, gross collections \$120K+/yr. P.T. can do much more with additional hours.

GLENDALE #3 - (2) op G.P. 3rd op plumbd. Attractive bldg. out. Ave. Annual Gross \$180K part time. Can do much more full time. **GLENDALE** #4 - (2) op G.P. 3rd op plumbed. Nicely appointed.

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HUNTINGTON PARK - (6) op G.P. for sale. Located in a high visibility store front location on main street. Cash/Ins/PPO/Denti-Cal. 2003 Gross collect. \$560K+.

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

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

SO. LOS ANGELES - (3) op G.P. located on first floor of Medical/Dental Bldg. Only DDS in bldg. Many patient referrals from other doctor tenants. Gross collections \$310K+ on 3 1/2 days per week. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$7,000+/mos. **SO. BAY** - G.P. located in free standing bldg. (6) ops of new equipt. with (2) add. plumbed ops. Bldg. also for sale. Collect. \$150k+/yr. p.t. Cash/Ins/Cap.

RIVERSIDE COUNTY

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

SANTA BARBARA COUNTY

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

SAN BERNARDINO COUNTY

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

SAN DIEGO COUNTY

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TULARE COUNTY

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

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

VENTURA COUNTY

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

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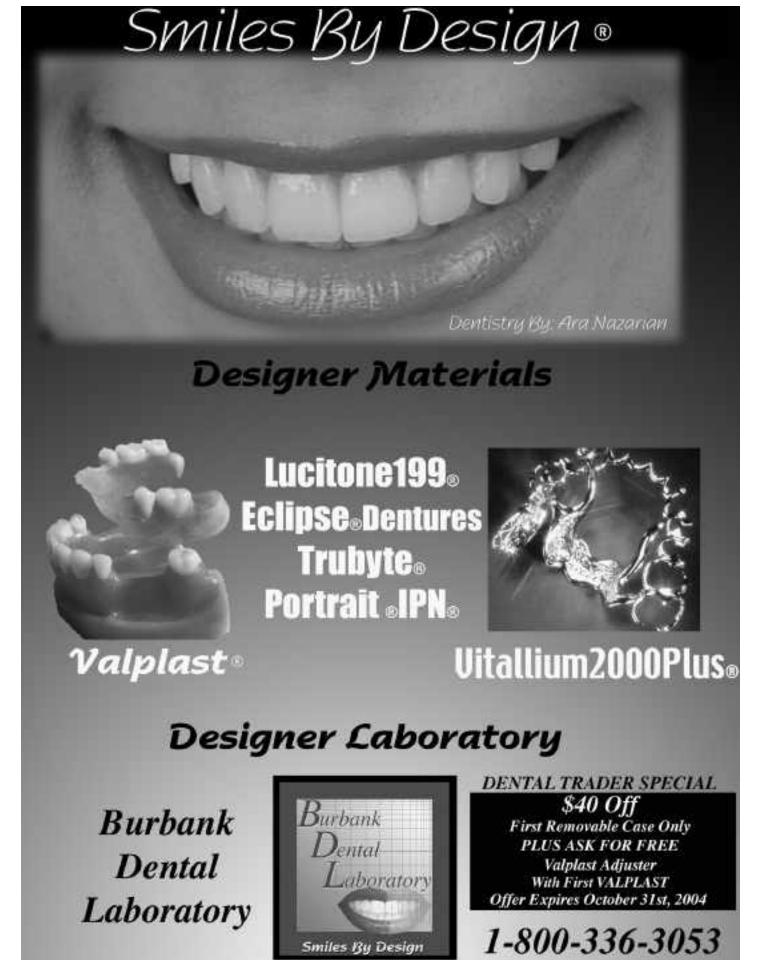
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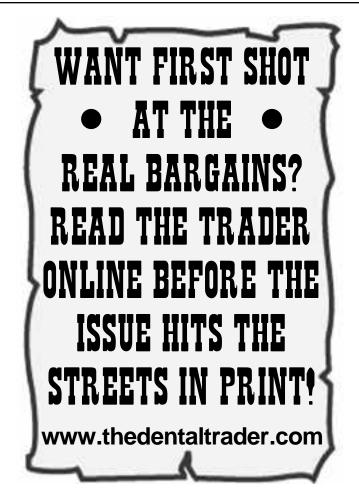
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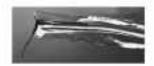
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LOS ANGELES - Low overhead; gross over \$150k; 3 ops; low cost.

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NORTH HOLLYWOOD - Busy shopping cntr...walkins....sign exposure.

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Indian Dental Association Of California

Aesthetic Dental Treatments and Materials 2004

Sunday, September 19, 2004 - Cerritos, California



Dr. James Dunn, DDS

James R. Dunn is a full time faculty at Loma Linda University, School of Dentistry, Loma Linda California. He is responsible for instruction of appearance related dental treatments and dental photography. He is active in biomaterial research in bonding materials, directs a study club in aesthetic dental treatments, and lectures and directs workshops nationally and internationally on clinical aesthetic bonding treatments and Digital Dental Photography. He is a active member in the American Academy of Esthetic Dentistry, the American Academy of Cosmetic Dentistry, the International and American Association of Dental Research, and other dental organizations.

Lecture outline

This course will review the materials and techniques used in aesthetic dental bonded procedures and vital tooth whitening, and the physical attractiveness phenomenon, which motivates many patients, and emphasizes cooperative treatment planning between the restorative denties and the dental specialist to enhance the aesthetic and functional entrone for the patient. This class will discuss the latest validated information on dentin liners, scalars, bonding systems and treatments. Polymerization techniques, which method is better, slow and loss, or high and fast! Other topics include "microdentistry" early carries detection and treatment, anterior direct composite bonding with natural shaded composites (are the new composites competitors for arounce), and composite placement and finishing. Direct pasterior composites. "Heavy body" composites, matrix and wedging systems, placement, finishing, and rebonding. Anterior bonded possession veneres, preparation, temporization, and resin luting. Current information on in office and at home tooth whitening agents and treatments as they affect restorative dental treatments.

At the end of this class the participant should:

- 1. Understand the physical attractiveness phenomenon which drives our patients to aesthetic treatment
- Understand the variations in dental bonding agents and where and how they work.
- 3. Understand how resin caring effects our bonded restorations
- 4. The role of the new family of naturally shaded comparities on aesthetic restorations
- 5. Understand the materials and techniques of the posterior direct composite restoration,
- 6. Understand the different tooth whitening methods and which work and how they effect restorative treatment

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MOORPARK—4 eq. ops. in 1,100 sq. ft. suite located in a two story professional building. Great location in growing area. Beautiful, slate floors. Low Rent. Chairs, deliveries, lights, X-rays, and more stays. Patient files are not included.

NORTH HOLLYWOOD—5 eq. ops. and 3 plumbed not eq. ops. in a 2,950 sq. ft. suite. Practice is currently attracting 70 new patients a month. Intra Oral Camera. Great location in North Hollywood. Projecting \$909,020 for 2004. **BUYER'S NET OF \$204,124.**

OJAI—4 eq. ops. in a 1,200 sq. ft. suite. Retiring seller is currently working 3 1/2 days/week. **39 YEARS GOODWILL.** Great, knowledgeable staff, Intra GERCA Great location. The practice is approx. 66% insurance and 34% cash. Projecting \$355,264 or 2004. **BUYER'S NET OF \$66,521.**

SANTA MONICA—3 eq. ops., & 2 plumbed not eq. ops. in a 1570sq. ft. suite located in a nine story medical dental building. The practice is very personal and caring pairing the sworking 3 days/week. Intra Oral Camera. Great location. Projecting \$467,114 for 2004. **BUYER'S NET OF \$100,586**.

SYLMAR GP—3 eq. ops. and 2 plumbed not eq. ops. in **FERS**q. ft. suite. Great dentist, good staff and good patients. Assignable PPO Plans. Great location **DE** Ebusy shopping center. Projecting \$344,136 for 2004. **BUYER'S NET OF \$108,943**.

WEST COVINA SPECIALTY PRACTICE—4 eq. ops. in a 1,400 sq. ft. suite. **16 YEARS OF GOODWILL**. Chairs, lights, X-rays, and more stays. Leasehold Improvements only, patient charts are not included.

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

PRACTICE SALES, INC.

and Appraising of Dental Practices



Greg Beamer, V.P.

ORANGE COUNTY

ALISO VIEJO—4 eq. ops. & 2 eq. ortho bays in 2.050 art file located in a two story medical dental building. Chairs, deliveries, lights, X-rays, and more **TARS OF GOODWILL**. Intra Oral Camera. Leasehold Improvements only, patient files not included.

ANAHEIM—4 eq. ops. in a 1,200 sq. ft. suite located in a single story building. Chairs, deliveries, lights, X-rays and more stays. Freeway close. Leasehhold Improvements only. Patient charts are not included.

FULLERTON—2 eq. ops. & 2 plumbed not eq. ops. in a 1,183 eq. ft. suite located in a three story medical dental building. **49 YEARS OF GOODWILL**. Great are of **Oleron**. The practice is approx. 80% insurance and 20% cash. Long term staff. Projecting \$265,219 2004. **BUYER'S NET OF \$105,250**.

FULLERTON GP—3 eq. ops. in a 868 sq. ft. suite located in a one story medical dental building **39 YEARS GOODWILL**. Great location in Fullerton. Freeway close. Assignable CAP and PPO plans. Projecting \$265,219 for 2004. **BUYER'S NET OF \$105,250**.

FULLERTON—5 eq. ops. in a 2,785 sq. ft. suite located in a one story building. Chairs, deliveries, lights, X-rays, and more stays. **14 YEARS OF GOODWILL**. Leasehold Improvements only. Patient charts are not included.

GARDEN GROVE GP—4 eq. ops. in a 1,500 sq. ft. suite **24 YEARS OF GOODWILL**. Excellent location. Intra Oral Camera. Assignable CAP & PPO Plans. Excellent staff and dentist. Projecting \$405,197 for 2004. **BUYER'S NET OF \$142,032**.

LA HABRA—GP or Specialty space for rent in a 1,200 sq. ft. triplex building. Plumbed for four operatories. Good location with parking behind the building.

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

NEWPORT BEACH GP—3 eq. ops. in a 1,237 sq. ft. suite located in a multi-story medical dental building. Intra Oral Camera. Practice is approximately 30% insurance of 50% cash. Mercury free office. Projecting \$820,656 for 2004. **BUYER'S NET OF \$315,497**.

SANTA ANA—3 eq. ops. and 3 plumbed not eq. ops. in a problem, ft. medical dental building. Chairs, deliveries, lights, X-rays, and more stays. Leasehold Improblems ony. Patient charts are not included.

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FONTANA GP—3eq. ops. in a 800 sq. ft. suite located in a one story building. **46 YEARS OF GOODWILL**. Great utilization of floor space. Family atmosphere. Practice is 90% insurance and 10% cash.
Retiring seller is currently working 3 days/week. Projecting \$333,883 for 2004. **BUYER'S NET OF \$81,600**.

NEEDLES GP—4 eq. ops. in 1,500 sq. ft. suite w/additional 1,500 sq. ft. of storage, located in a one story free standing building. Property is for sale. Retiring seller is working 4 1/2 dys/wk. **20 YEARS OF GOOD-WILL**. Only one other dentist in the area. Assignable CAP and PPO plans. Intra Oral Camera. Projecting \$256,566 for 2004. **BUYER'S NET OF \$82,264**.

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

PALM SPRINGS—4 eq. ops. and 2 plumbed not eq. ops. in a 3,000 sq. ft. single story, elevated suite. Intra Oral Camera. Chairs, deliveries, lights, x-rays, developer, duplicator, sterilizer, and more stays. Leasehold improvements only.

PERRIS—5 eq. ops. in a 1,620 sq. ft. suite located in a two story medical dental building. **10 YEARS OF GOODWILL**. Great location. Intra Oral Camera, Pac Officerently attracting 70-80 new patients a month. Assignable PPO plans. Collected \$474,84 is 2004. **BUYER'S NET OF \$175,167**.

TEMECULA GP—4 eq. ops. in a 1,306 sq. ft. suite located in a two story medical dental building. Practice approximately 75% insurance and 25% cash. Good location in a growing area. Computerized office. Intra Oral Camera. Projecting \$315,834 for 2004. **BUYER'S NET OF \$100,480**.

YUCCA VALLEY GP—3 eq. ops. & 2 plumbed no eq. ops. in 1,500 sq. ft. suite located in a one story professional building. Assignable CAP and PPO plans. Great, knowledgeable staff. Growing area; Attracting 20-30 new patients per month. Projecting \$425,416 for 2004. **BUYER'S NET \$168,944.**

SAN DIEGO COUNTY

IMPERIAL BEACH GP—3 eq. ops. in a 1,150 sq. ft. medical dental building. **21 YEARS OF GOODWILL**. Good signage. Practice is approximately 70% insurance and 30% cash. Assignable PPO plans. Projecting \$500,776 for 2004. **BUYER'S NET OF \$176,198**.

LA JOLLA GP—6 eq. ops. and 1 plumbed not eq. op. in a 2,040 sq. ft. suite located in a nine-story building **32 YEARS OF GOODWILL**. Practice is appreximately 10 insurance and 50% cash. Great area of La Jolla. Projecting \$763,498 for 2004. **BUYERUMET OF \$229,856**.

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POWAY—4 eq. ops. in a 1,551 sq. ft. suite located in a free trading building. Intra Oral Camera. Practice is currently 80% insurance and 20% cash. Great St. Great area of Poway. Projecting \$775,398 for 2004. **BUYER'S NET OF \$155,376**.

SAN DIEGO GP—3 eq. ops, in 1,200 sq. ft. suite. Seller is currently working 3 1/2 dys/wk. The practice is approx. 70% Insurance, 10% Cash and 20% Welfare. **2 FEARS GOODWILL**. Attracting 25 new patients a month. Intra Oral Camera. Assignable Plub plans. Projecting \$238,272 for 2004. **BUYER'S NET OF \$99,048**.

SAN DIEGO GP—4 eq. ops. in a 1,700 sq. ft. suite located in a one story building. Assignable PPO plans. Good location with good signage. Attracting 25 new patients a month. Projecting \$296,032 for 2004. **BUYER'S NET OF \$71,910.**

SAN DIEGO GP—5 eq. ops. in a 1,560 sq. ft. suite located in a busy shopping center. Practice is approximately 70% insurance and 30% cash. **27 YEARS OF GOODWILL**. Currently attracting 25 new patients a month. Projecting \$1,256,208 in 2004. **BUYER'S NET OF \$122,534**.

SAN DIEGO GP—3 eq. ops. in a 1,600 sq. ft. suite located in a one story building. **41 YEARS OF GOODWILL**. OSHA and HIPPA compliant. Intra Oral Camera. Practice is currently 80% insurance and 20% cash. Assignable PPO plans. Projecting \$584,688 for 2004. **BUYER'S NET OF \$185,871**.

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DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

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#202 Beverly Hills - Leaseholds only, Great loc., 4 ops, 3 xrays, lots of natural light.

#204 Torrance - Qhwescrowte. 5 ops, 4 chairs. Coll 22/26K mo.

#205 Inglewood/LAX - G.P. 8 ops, 4 chairs in 2000 SF, Coll. 65/70K mo.

#209 Torrance - G.P. 3 ops, shopping center location, Coll. 23K mo. NEW

#210 Glendale - G.P. Strip ctr., leaseholds only. #211 Westwood - G.P. 15+ yrs. goodwill. 2 chairs in premier prof. bldg.

#212 Los Angeles -Mid-Wilshire - G.P. 4 ops, 2 xrays, int/cam, in 1200 SF, Great loc, in prof. bldg. Prime tenant is the LAUSD with Delta Dental. Lots of opportunity here.

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#215 Whittier - G.P. Shop ctr., great visibility. 6 ops, 3 chairs, 2000 SF, 60+ new patients mo. CAP/check 4/5K mo, and growing.

#217 Westerke Yillogep (Pri err 7 chuirs, 1200 SF, 2004 proj. 250K, Seller to retire.

#228 Montebello - G.P. Shopping center, Leaseholds only, NEW

#230 Bellflower - GP. 10 yrs. goodwill, Busy strip etr. Seller relocating, 3 day practice can be 6 days. Coll. 23/25K mo.

#232 W. Covina - G.P. Seller wants sold, 3+ ops, xrays, int/cam. in 1200 SF.

#233 Gardena - G.P. New shop ctr. 25%-65% ins. Lots of walk-ins. 3 ops, 2 xrays, 1300 SF. #236 Wilmington - G.P. Crng. shop, etc. 4 ops in 1197 SF. New built outs, no equip. #239 Glendora - G.P. 3+ ops in approx. 1200

SF with HMO plans. Seller to retire.

#242 Gardena - G.P. New crnr. strip ctr. leaseholds only, 1145 SF. Lots of traffic. NEW relocating out of the area. #244 Maywood - G.P. New ctr. Can lease 1100 SF or 2110 SF. New built outs, no equip NEW only. Great start up location. NEW

#248 Lancaster - G.P. 20+ yrs. goodwill, 4 ops, 4 xrays, 2 int./cam. in 1700 SF. Seller collected \$732,694 in 04. Seller to retire. Will stay on as an associate if buyer wants.

#255 Pomona - G.P. Strip etr. 90% Hispanic, 5 ops in 1500 SF, Coll, 30/40K mo. 30% cash, the rest insurance and medical. NEW

Kern County

#600 Bakersfield - G.P. Coll. 66/72K mo., 5 ops, 2000 SF. Seller will stay on 1-5 yrs to insure buyer's success. NEW

Orange County

#500 Irvine - 4 ops, 1 xray, 1200 SF, 2 yrs. new leaseholds only. Great for SPECIALIST or GENERAL DENTIST. Asking 90K. NEW #501 La Habra - G.P. Strip ctr. 6 ops, 4 chairs

in 2000 SF. Coll, 22/25K mo. on 3 days. #503 Irvine - G.P. 2 yrs new, 5 ops in 1175 SF with HMO plans. Seller wants partner,

#510 San Clemente - G.P. Corner bldg, 4+ ops, 2 chairs, 2000 SF. Buy in opportunity. #512 Westminster - HMO office, 2+ ops with room to expand. Lots of new patients.

#515 Laguna Hills - Specialist practice with HMO plans. Can be a general dentist office. Seller will transition, Low rent, NEW

#518 Rancho Santa Margarita - Specialist opportunity. Loc. in growing community.

#520 Irvine - GP, 4 ops, 3 xrays,, pano, 4+ monitors, comp. (networked). Coll. \$1,3 2003, avg/monthly. Collects \$150K. NEW

#523 Buena Park - G.P. 8 yrs. goodwill. 2 ops, 800 SF. Loc. next to med/clinic.

#527 Santa Ana - G.P. Prime loc. Dental bldg. with 3 ops, approx. 1000 SF.

#549 Fountain Valley - G.P. Dental Condo only. Prime loc. 4 ops in 1500 SF.

#550 Tustin - G.P. 6+ ops, 2 xrays, 2000 SF. Good for large practice. Seller relocating,

Riverside/SanBernadino

#301 Rialto - GP. Seller motivated, wants to work less. 10+ yrs, goodwill. Make offer!

#304 Colton- G.P. New center, Leaseholds only. Lots of traffic NEW

#306 San Bernardino - G.P. 90%+ Hispanic Practice currently a 1-1/2 day practice. Seller

#309 Rialto - G.P. New center, Leaseholds

Sacramento County

#800 South Sacramento - PVT ORTHO/ PRACTICE in a crnr. loc. in busy shop/ctr, currently doing \$45/50K mo. & growing. #803 Fair Oaks - G.P. 5 ops, 3 xrays, int/cam, software in 1400 SF. Seiler will assist buyer in purchase, Coll. \$40/45K mo, on 3 1/2 days

San Diego County

#400 Hillerest - Prosth. office. 5 ops, xrays. pano, int/cum (all new) in 2500 SF. 30/40 new putients/mo. Coll. 967K. Seller is open to a buy in of the practice.

#401 Alpine - G.P. Great loc. in fast growing community of San Diego. 3 ops in 950 SF. Coll. 15/18K mo. on 2 days. Seller relocating. #402 North County - G.P. Very visible free standing tide. Edit 720K in 1003. Projects 780K for 2004. Room to expand. Seller 780K for relocating out of state and needs to sell.

ops, 3 equiped in 1250 St. Projecting 260K. for 2004. Seller relocating. NEW

#409 San Marcos - GP Coll 412K in 2003. 4 ops, 3 x-rays in 2000 St - Gowar area.

#410 El Cajon - G.P. Super shop ctr. loc. Coll. 16/19K mo. on 2 1/2 days. This loc. is a 500K coll, with a full schedule. Great opportunity. #414 Hillerest - G.P. 15 yrs. goodwill in great loc, Practice InviEscrow Coll. 673K in 2003. Seller is motivated. Bring an offer. #419 Mira Mesa - G.P. Shop ctr. 4 ops, 2 xrays,

in 1200 SF, Coll. 40/45K mo. Selfer avg. coll. for last 3 yrs. \$531K. Seller relocating.

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#242 Gardena - Strip etc., newly built. 4 ops. in 1293 SF. Corner visibility. NEW

#518 Rancho Santa Margarita - Prime spot for a specialist in the heart of growing area! #549 Fountain Valley - Real estate only. Dental condo. 4 + ops, no chairs, in 1500 SF. Near Fountain Valley Hospital, Great location. #528 San Clemente - G.P. 3+ ops in 1110 SF. All operatories have ocean coastline views. Ideal spot for a specialist to build a practice. #202 Beverly Hills - Leaseholds only. 4 operatories. Seller relocating. Showing now! #210 Glendale - Strip center. Leaseholds. 3 operatories in approximately 1000 SF.

#222 Torrance - G.P. Busy retail center with lots of foot traffic. Leaseholds only,

#309 Rialto - New shopping ctr. loc. on busy street corner. 4 ops in approx, 1100 SF. New build out, but no equipment.NEW

#228 Montebello - New shopping ctr. loc. with many walk-ins. Up to 3500 SF. NEW

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BLYTHE PRACTICE FOR SALE—Private general practice for sale - 4 operatories completely equipped - Collections over \$400,000 on 3 _ days/week with one week off per month - Very high net. Unbelievable bargain. Call Thomas & Fees Practice Sales (714) 544-4341.

NEW OPERATORY UNIT MOUNT LIGHTS (DISCOUNT PRICING):--Forest 9050 - \$895, and 9040 - \$895; Engle 440 - \$890; Ampco Deluxe - \$795; TPC Lucent - \$695, and TPC Advance - \$575; Beaverstate CLX - \$645; Westar III - \$895; DCI Pro/Curved - \$925; LSM BL02 - \$795, and DL02 - \$995. Please call Dental Resources: (800) 531-0312, or (949) 248-7415.

IMPERIAL BEACH GP—3 eq. ops. in a 1,150 sq. ft. medical dental building. 21 years of Goodwill. Practice is approximately 70% insurance and 30% cash. Projecting \$500,776 for 2004. BUYER'S NET OF \$176,198. California Practice Sales Inc. (714) 639-2775.

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PRACTICE FOR SALE—#4979 – Carson Area – Small G.P. in very attractive office in busy area. 3 Operatories. Call Professional Practice Sales, Inc., (714) 832-0230.

MOORPARK--4 eq. ops. in 1,100 sq. ft. suite located in a two story professional building. Great location in growing area. Beautiful slate floors. Patient files are not included. California Practice Sales Inc. (714) 639-2775

SUN CITY—(6) OP G.P. FOR SALE. SHARES WAIT-ING ROOM WITH LARGE MEDICAL GROUP WHO REFERS MANY PATIENTS. GROSS COLLECTIONS \$260K+ ON 2= DAYS PER WEEK. CASH/INS/PPO. SELLER WISHES TO STAY ON AS AN ASSOCIATE ONE DAY PER WEEK. WILL MENTOR AND INTRODUCE. D&M PRACTICE SALES AND LEASING (818) 591-1401.

NEEDLES GP—4 eq. ops. in 1,500 sq. ft. suite w/ additional 1,500 sq. ft. suite. Property is for sale. Retiring Seller. Projecting \$251,443 for 2004. BUYER'S NET OF \$82,264. California Practice Sales Inc. (714) 639-2775

NORTH HOLLYWOOD GP—5 eq. ops. and 3 plumbed not eq. ops. in a 2,950 sq. ft. suite. Practice is currently attracting 70 new patients a month. Intra Oral Camera. Projecting \$874,555 for 2004. BUYER'S NET OF \$164,480. California Practice Sales Inc. (714) 639-2775

NEW OFFICE SET UPS—& construction, call 310-464-8989

PALM DESERT—2 eq. ops. and 1 plumbed not eq. op. in a 1,400 sq. ft. suite. Chairs, deliveries, lights, x-rays, and more stays. Only dentist in building. Leasehold Improvements, Equipment and some Patient files included! California Practice Sales Inc. (714) 639-2775.

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PRACTICE FOR SALE—NEW! San Diego (North Park) Long-established GP on very busy intersection. 3 Ops. Approx 50% MediCal. Equip. 7 yrs old. SDPS: 760-599-7828

SAN DIEGO GP—3 eq. ops. in 1,200 sq. ft suite. Seller is currently working 3 _ dys/wk. 20 years Goodwill. Attracting 25 new patients a month. Intra Oral Camera. Projecting \$239,716 for 2004. BUYER'S NET OF \$76,692. California Practice Sales Inc. (714) 639-2775. NEW SWING MOUNT OPERATORY PACKAGES (DISCOUNT PRICING)—Forest 4590 IC Pivot - \$8425; Engle Vizcaya - \$7225; DCI Swing Mount - \$6750; LSM 2200-102 - \$7700; Beaverstate Helix - \$6750. Please call Dental Resources: (800) 531-0312, or (949) 248-7415. Price includes manufacture'ers warranty, freight, delivery, and installation.

SAN DIEGO GP—3 eq. ops. in a 1,600 sq. ft. suite located. 41 years of Goodwill. Practice is currently 80% insurance and 20%cash. Projecting \$584,688 for 2004. BUYER'S NET OF \$185,871. California Practice Sales Inc. (714) 639-2775.

NEW DENTAL CHAIRS (DISCOUNT PRICING)—Forest 6020 - \$3895; Ampco P-7000 - \$3450; Westar

Forest 6020 - \$3895; Ampco P-7000 - \$3450; Westar W5000 - \$3795; DCI 1220 - \$3775, and 1320 - \$3250; Engle Sequoia - \$3650; Beaverstate Evolution - \$3575. Please call Dental Resources: (800) 531-0312, or (949) 248-7415. Price includes manufacture'ers warranty, freight, delivery, and installation.

TEMECULA GP—4 eq. ops. in a 1,306 sq. ft. suite located in a two story medical dental building. Practice is approximately 75% insurance and 25% cash. Projecting \$320,340 for 2004. BUYER'S NET OF \$83,200. California Practice Sales Inc. (714) 639-2775.

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

GARDENA—G.P. Corner visibility in strip center. Newly built out dental leaseholds only. No charts, 4 ops, in 1293 SF. Great start up location. Call (949) 548-4559 Agent.

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HILLCREST—prosth./implant – 5 equipped ops in 2497 SF suite in a multi-story med/dental bldg. Seller works 4 days/wk w/30 new pts/mo. Newer equip. 98% cash, 2 % ins. Seller will stay up to 1yr. for transition if needed. Coll \$825,099 in 2002 and \$853,714 in 2003. Seller motivated. Seller refers out endodontics & periodontics (surgery). Call (949) 548-4559 Agent.

LONG BEACH ORAL SURGERY PRACTICE FOR SALE—Private Oral Surgery practice and building for sale - Dr. retiring after over 30 years in practice - grosses over \$1,200,000/yr - 4 operatories in professional building. Call Thomas & Fees Practice Sales (714) 544-4341

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ALPINE—G.P. Near buys shopping center and freeway. Medial professional building location. Alpine is one of San Diego counties fastest growing cities. Low rent office with 3 ops in 950 sq.ft Seller relocating out of the area and is motivated. Submit offer! Call (949) 548-4559 Agent.

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IRVINE--G.P. 4 ops, 2 intraoral cameras, water laser, 4 x-rays, pano (leased). Practice software in 1800 SF. Projected collections 1.5 million for 2004. Collections 1.3 in 2003. Call (949) 548-4559 Agent.

GLENDALE #3--(3) OP G.P. FOR SALE. (2) OPS EQT. 3RD PLUMBED NOT EQT. ATTRACTIVE BUILD OUT. AVE. ANNUAL GROSS COLLECTION \$180K/YR. P.T. CASH/INS/PPO/DENTICAL. D&M PRACTICE SALES AND LEASING (818) 591-1401.

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Western Practice Sales

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BAY AREA

#B-157 CONCORD - GP Long Estats. Cell'd \$2456. in V2. 2 ops, plumbed for Ind. Centrally Located: FP\$1666.

REDUCED!!! #C-171 FARFIELD - GP in shapping center-office is "like new" w/3 fully equipped ops, noon for add op. Mostly instead pis. Collected \$280K in '02 on 2day work week! Notal at \$175K?

#C-208 SANTA ROSA - Gress Location, Previous Collections avgs \$550K. FP 5250K

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

#C-237 - VACAVILLE - GP Estab Practice. Collection of 1.12 mill. Highly visible location, modern office wire ops. Avgs 100 new pts/mil. Inssred/Managed care pt hase. FP \$806K.

#D-211 SUNNYVALE - GP estals practice, prime location. Modern equipped 4 op office. FP \$340K

#D-219SANJOSE - Turnkey facility indestrable Samurition Hospital arm. Dr. infocusing to larger space in the area and leaving behind all the major equipment for 3 fully equipped ops. No patient base. FP \$145K

#B-235 MOUNTAIN VIEW - Great starter across from hospital. 2 fully equipped ops, room for 3. Very classy and upscale build-out! FP \$135K.

NEWWD-250 CUPERTING-Turn-key facility off Stevens Creek, less than two years old! Great location! Great Build Outs! Word last! Call for Details.

NORTHERN CALIFORNIA

#E-122 YOLO COUNTY - Long Entah, GP: Collid\$760K, in '05: Inscanh only: 2,100 sf w/5 ops, plainbod for 1 more, EP-5460K.

#E-183 EL DORADO HILLS - GP with emphrasis on cosmotic dentiatry. Seller is pursuing other interests. Fee-for-Service, 900 of 4 op ofc doctor avgs 14 pts per day w/30 newron. Call for Details!

#E-199 SACRAMENTO - GP Muniged Care Practice 3100 sq ft of; m/10 fully equipped ops. Avgs 275 new pts/mo. Call for Details!

#E-201 ROSE VILLE - CP Managed care practice. Modem 4221 sq ft of c w 12 fully equipped ops. Avgs 250 new ptysio. Call for Details!

#E-226 SACRAMENTO - GP, Seller has 3 operationes inclusively and shares the office and inception areas. Seller is looking for a quick sale. FP \$45K

REDUCED#E-228SACRAMENTO-GP, Long Entab. Seller retiring. Coll/4 242K in Vol. Office has 3 opi with plumbing for Ladd. FP \$99K

NEIF #236 SACRAMENTO - GP Long estab. Modern equipped 6 op office w: approx 300 sf. Insured/cash praonly. Collections of \$822K in 903. FP \$490K

NEW # E-244 DAVIS - Estab, practice. Great location, Modern equipped, all like new, 4 opostice. Collections of \$551K, in '93. Call for Details!

NEW AE-251 SACRAMENTO - GP Entah, practice, Prime Jocation near Country Club shopping center, 1600 sq ft office, w/ 2 fully equipped ops, plumbed for additional. Call for Details?

NEWWE-258 SACRAMENTO-GP, Long Entalt. Seller retiring. Collections of \$2818. in 93. Insured-cash pts only. Fully equipped 3 ops, plumbed for 4th op. Seller refers but most specialties. Call For Details?

NEW WE-259 ROSEVILLE - GP. Long fistab. practice, Seller retiring. 2000 sq ft office, w: 10 ups Colld 5149K in '03 on limited schedule. FP \$75K

#F-149 MENDICENO COAST - Great apportunity for dential who would like to own their own bidg in beautiful beach community. Call for Details!

REDUCED#F-189 UKIAH-Well-Emb fee-for-service practice. Known for its quality reputation, 2 ops w/ expression possibilities. ONLY ASKING \$80K!!!

NORTHERN CALCONT.

#G-198 NORTH CHICO AREA- GP, long listab practice. Mostly inscash pts. Fully equipped 2 op. ofc, planned for 3rd op. Excellent opportunity for recent grad seeking a starter practice. FP \$75K

#G-230-OROVILLE-GP_Long Estab practice: SELLER rotating Coll'd \$289k in '00'. Seller refers out all specialities. 3 op office wiall new dental chairs and units. Seller owns office bidg, may consider sell ar zent. FP \$185K.

#G-238 CHICO - GP Long Estab practice cull'd \$500K in 103. Modern equipped 5 op office. Mostly intuited/cash pts will-20 new jits/me. Practice is located in a busy, casily accessible main thoroughfare. FP \$315K. Seller owns Office Bidg, possible sale \$425K.

##4-210 MOTHERLODE—GPLong Estab, practice. Coll'd \$332K in '02. Low overhead office, notting approx 50% of collections. Modern 1 op ofc FP \$220K

6H-224 NORTH HIGH SIERRA - Long Established GP, 1400 sq ft office with 3 fully equipped office. Insured: Cash pix only. Collid \$314K in '03. Office bldg avail w/ purchase of practice. FP \$200K

#H-229 GRASS VALLEY - Long Estab. Ratining GP. Great Opportunity! Seller wants to pass the torch onto new dentist in the listing. It was so arriably passed to him. Call for Details!

CENTRAL CALIFORNIA

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

#1-241 MODESTO - GP Estab. growing practice located in prime north area shopping center. Modern equipped 4 op office, plumbed for additional op. Moutly insured/cesh pts. Coll of \$540K in '03. PP \$385K

NEW #1-249 STOCKTON - GF Estab practice. 2 ops. Call for Details!

#J-188 TAFT - GP 1600 sq it, 4 opoffice, Dr. avgs 10 pts! day. Selier will emertain all reasonable offers on this quality practice. Beal Estateavailable. Call for Details!

NEWWI-246 FRESNO AREA-GP Collections of \$522k; in (0): 5 fully equipped ops, wall the linest technology. Patient base is a moxture of insured, private pay and Denn-Col. FP \$340K. Call for Details?

NEW#1-252 CLOVIS - GP Prime retail center location. Modern equipped 6 op ofc. Growing practice w/collectionsprojected @ 773K for '04. Mixed pt base of insured/cash/managed care. FP \$500K

SOUTHERN CALIFORNIA

NEW #K-260 CORONADO CAYS - GP, 5 op office mostly PPO practice. Good active pt, 50+ new pts/ month. Dentrix. This word last long! Call for Details!!

ARIZONA

REDUCED#Az-202 PHOENIX - Centrally located in a well-known Med Dental bidg near Metro Center, 3 op "turn key" facility that would cont nearly twice our teking price to duplicate. Call for detailed ONLY \$35K.

#Az-203 TUCSON - Long Estab quality practice with 1,500 if bldg in denirable East-Central Tucson. Seller retering. Gitss approx \$300K on 12-18 hrs per week. Practice and Facility FP\$450K.

#Aa-216 PRESCOTT - Seller retiring from fee for service practice in a highly desirable community. Over 22 new promonth? 2400 of w/o fully squipped ops. Gross receipts in 700-800. range: Great tel! Call for Details.

NEWBAz-24STUCSON-Estab GP of 13 years, Office is 2400 of located in free standing bldg w/4 ogs. Great location! Collects in range of \$350K. FP \$220K.

NEW # Az-247 CENTRAL ARIZONA - Long Estabpractice. Great Cash Flow! Call for details!

ARIZONA CONT.

NEW AAZ-254 PHOENIX, AZ -GP, 4 op practice of 1,353 sq. ft, with room for expirision into adjacent 1,000 sq. ft space. Large, within potion base and seasoned staff, Projected Gross Receipts for 2004 in 5800K range, NEW WAZ-255 N. SCOTTSDALE, AZ -GP 5 modified. State-of-the-ort equipment in a highly desimble neighborhood. Practice is governing. 30 New Potionts permonth in a 7-month sensor-staff. Call for Details?

NEVADA

#R-128 RENO - Long Entah. Fea-for-service GP, 5 ops office near hospital. Coffd over \$600K in 2001, FP is only 50% of Geom! FP \$290K, Seller very Mutiwased!

#R-142-RENO - Long Estab GP Seller retiring, 1,540 of w/5 equipped ops, of circontrolly located. Cell'd \$3738. in 2002. Investit pts. Cell for Details?

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

#LV-47 LAS VEGAS - High profit! Near UNILV. Dr. "profited" over \$250K no 4 day work week! 3 op office, plumbed for 5. FP \$250K.

NEW ILN-239 HENDERSON - Well Entity, Re for service practice newer whitney take area of Henderson. 5 ops w/private office in great location. Collections in the high \$700K's to low \$800K's. Great value at \$475K.

NEWMLV-2401.AS VEGAS- Awasone Doppractice in free standing building on West Flamings. Mostly fee for service gractice wagoss about 2 mill. Call for Details?

AEW M.X-242 LAS VEGAS - Beautiful new office in busy business complex. Great growing location near Rambow and 95. 6 Fulls equipped ops - 3 operative and 3 Hygiene. FP ONLY \$330K!!

NEW BLV-243 LAS VEGAS - Dr. owns this newer to yr old) free standing bldg near a busy intersection in the growing muth part of Las Vegas. 3700 of & B ups of excellence Call for Details!

NEW #LV-248 LAS VEGAS -GP, Estab 4 years, Seller is retiring. Draways 20 pts w: 10 Hyg.pts per day & approx 80 new promonth. 1,950 ft, w:5 ops. FF \$6358.

NEW #LV-261 LAS VEGAS - GP nico 4 op office in excellent location. Call for Details?

NEWWLV-262 LASVEGAS-Turn/KeyFacility, 2000 sq ft Pride Institute designed office. Call for Details!!

NEWWLV-263 LAS VEGAS - Long Entals 6 op practice. Beautiful 2000 of office. Call for Detaile!

HAWAII

#HI-287 MAUI — GP Beautifully decorated, heautiful views. One of the only dentists between Lulmina and Kapahai. On high traffic corner lot in professional bldg. Ginss over \$650K on reloced schedule. Call for Details?

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D-175 SAN JOSE/SARATOGA-Perio Profilidgminic loc cione to shopping & freeway. 1100 sq. ft. w/4 fully equipped ops. Call for Details?

WE-220 SACRAMENTO AREA- Ortho, highly desirable footbills location. Visible location. Growing practice with great reputation. Collects in 450k range on short week. Call for Details?

#A-222 BAY AREA/MID FENINSULA - Ortho, awesome practice! 3 op office, phenbed for 1 additional Grossed over 200k on 2 day wrk week. Criff for Details! #D-227 SOUTH BAY - Ortho, Eurab Dr. args 20 pts/ day wiavg of 8 new/month. Lectted in Prof. Med/Detail Bidg. Priced to Sell \$225K. Call for Details!

NEW #C-256 EAST BAY - Endo, Long Estab practice. Insured Cashptsonly. Modern equipid 3 op office. Collid \$504K in 103 on 4 day schedule. FP \$300K

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

SANTA CRUZ: For Sale - This conscious sedation, cosmetic and resorative practice had 2003 Gross Receipts of 933K with only a 62% overhead. Adjusted net income was 353K. The office has 5 operatories and 8 days of hygiene. Doctor is retiring but is willing to stay as an associate to the buyer during the transition. This is a premier dental practice in the Santa Cruz area.

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

SANTA ROSA: For Sale - 2003 Gross Receipts were 783K with a 212K Adjusted Net income. This practice has consistantly shown increases in Gross Receipts each year. With a 30+ new patients per month. There are 5 days of hygeine and 4 treatment rooms. Owner moving out of area.

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

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

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

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

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

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#4952 – Butte County city – North Sacramento- Best Location in city – Hi identity– Seasoned 30 to 40% HMO practice. "Found Money" (Rent paid) Be up to bat 20 to 30 times per day – Sell 2 – 3 cases for your \$5,000 day, gross \$1,000,000 within 36 months – Establish proven Direct marketing program at \$2,800 per month, Secure 50 new patients per month or more. Great opportunity for entrepreneur Dentist or a 2 Dentist team.8 Ops in 2,500 sq.ft., low rent, excellent staff cultural center of North Sacramento area.Great environment to raise a family. You can buy a beautiful home for \$250,000 to \$300,000, same as a \$750,000 - \$1,000,000 Orange county – West L.A., San Mateo, Santa Clara or Marin counties. This city is the economic Hub of the area, Land still economical, a cultural area that can provide personal growth as well as professional growth. Full Price \$385,000 – A P.P.S. Best Buy. Net \$20,000 first month after debt service. PPS (714) 832-0230 – (800) 695-2732

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- 4771 Huntington Beach Gross \$377k. Absentee owner. Free standing bldg.
- 4772 Santa Ana Grossing \$673k.Absentee owner. 10 Ops. High visibility corner needs personal attention.Full Price \$595,000.
- 4838 Sunnyvale Hi tech Silicon valley. Grossing \$60k+/month. F.P. \$575k
- 4861 Ventura Absentee Seller, 7 Ops Gross \$650k+.Full Price \$575k
- 4920 Orange Gorgeous.Next Starbucks.3 Ops, do \$500k first yr.
- 4921 Hollywood area Collects \$780k per year. Strip center.
- 4943 Las Vegas Summerlin- Gross \$600,000- Beautiful office in great area. F.P. \$330,000
- 4944 Las Vegas Gross \$900k+. Fee for service. F.P. \$600k. PPS Ask for Tom.
- 4949 South L.A.- Collects over \$40k/mo. Real Estate available.
- 4951 Oceanside/Vista Dentures Combo Residence, dental location.
 Full Price \$139,950
 4952 College Town No.Sacramento.HMO & FFS. Gross 40-\$50k/mo by
- 4952 College Town No.Sacramento.HMO & FFS. Gross 40-\$50k/mo by absentee owner. Hi identity traffic intersection in city. F.P. \$385,000.
- 4953 Yucca Valley Hi identity dental office location only.Collected \$40k/mo Location 3 Ops- Lease @ \$950/mo.Invest \$15,000, Gross \$250k first yr.
- 4955 Brea area Collects \$750,000. Shopping center.
- 4971 Tulare County area of San Joaquin Valley. G.P. Collects \$100,000 annually, Recreation area. Great Potential.
- 4973 Price Reduction/Seller motivated!!Huntington Park 4 Ops
 Hispanic. F.P. \$100,000.Store front Gross \$150k P.T.

- 4976 South Bay area Small G.P. in professional building.
- 4978 Sacramento (a most desirable suburb) G.P. Est.40 yrs. Hi Identity location.Gross \$1.3mil in 6 Ops, ample room to grow to \$2 to \$3mil. F.P. \$1.3mil.E-mail resume to PPSIncnet@aol.com (800) 695-2732
- 4979 Carson Area Small G.P. in very attractive office in busy area.3 Ops.
- 4986 Inland Empire G.P. Collects \$160k annually.
- 4991 Lancaster 3,000 sq.ft. Available in Shopping center. 7 Ops plumbed, 3 equipped.Full Price \$185,000
- 4992 Escondido area Solo Group ownership. 1 million potential by new owner within 1st year. F.P. \$395k
- 4999 Ventura Denture Set up for General also Great start up or semi retired Senior. Full Price \$65,000
- 1000 Anaheim HMO \$5/\$6k/month established 43 years, 4 Ops. Gross \$550k.
- 1003 OC- Beautiful OC Coast HMO-Collects \$145k/mo- Cap checks, are \$28k/month.Purchase 50% of practice now. 100% within 2 to 5
- 1005 Hemet Beautiful office \$450k investment Shopping center.
- 1007 Central L.A.- Small G.P. Collects \$80,000/year retirement.
- 1009 No. O.C. Private Practice. Seller retiring.4 Ops up to date equipment, established 50+ years. Good lease with options Collects \$24,000/mo.
- 1013 Las Vegas Grossing 1 million plus. 12 ops, 8 equipped. More room available, great location. Practice \$650k, Real estate also available.
- available, great location. Practice \$650k, Real estate also available.

 1016 Palm Springs Indio area Hi end. Grossing \$450k, 6 Ops, 4 equipped.
- 1017 Palm Springs/La Quinta area- Esbl 40 yrs. New owner 10 yrs. 9 Ops. Hi tech office. Seller to work back for Buyer. Grossing \$1.2mil

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