

THE Dental

VOL. 2 NO. 9
SEPTEMBER 2005
So. California Edition

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Will Wong, DDS, Irvine

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

George Koerber, DDS, Concord, California

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

**Patrick J. Wood, Attorney at Law
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GENERAL PRACTICE FOR SALE Murrieta/Temecula(one hour north of San Diego) 1600 ft. 6 operatories, 3 used. Retiring dentist works 3 days a week. Huge potential if buyer works full time. Refers Endo, Pedo, and Perio. No HMO's or Dentical. Estimate collections for '05 \$425k. FP \$435 incl A/R's.(951)552-4243 or email thevog@dslextreme.com.

PRACTICE FOR SALE #1067 - San Bernardino - HMO - 3 ops - Beautiful newly renovated 30 year plus office. HMO checks \$7,000 plus. F.P. \$225,000. Call Professional Practice Sales, Inc., (714) 832-0230.

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FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. located in smaller town. Only private dentist in town. 2004 gross collections \$375K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both.

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

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

KERN COUNTY

BAKERSFIELD #13 - (4) op G.P. for sale. (2) ops. Eqt'd. 3rd partially eqt'd. Gross Collections \$150-200K p.t. Can do more full time. Store front location with some exposure. Mixed patient base. **SOLD**

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

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

LOS ANGELES COUNTY

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

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

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

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

PANORAMA CITY - EMERGENCY SALE! D.D.S. has passed away. (4) op G.P. in prof. bldg. 2004 Gross Collections \$106K on (16) chair hrs/wk. Cash/Ins/PPO Patient base. Priced for immediate sale. **SOLD**

PARAMOUNT - (5) op G.P. Located in store front with exposure and visibility. (3) equipped ops. (2) additional plumbed not equipped. Cash/Ins/PPO/Denti-Cal/Healthy Families Patient Base. 2004 Gross Collections \$215K+ p.t. due to new baby. Did \$332K prior to pregnancy on (4) day week. Seller Motivated. Priced to Sell! **SOLD**

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

WEST HILLS - (5) op G.P. located in a well known and strategically located professional bldg. Newer eqt. and build out. Professionally decorated and appointed. 2004 Gross Collections approx. \$300K p.t. Cash/Ins/PPO. Selling due to partnership dissolution. **NEW**

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

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ORANGE COUNTY

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

RIVERSIDE COUNTY

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

SANTA BARBARA COUNTY

SANTA BARBARA - beautiful (2) op turnkey office. Everything you need to see patients including: dental and office equipment, furniture, fixtures, instruments and dental supplies. Just activate a phone line and drop in a computer system and you're ready to go. Priced less than build out costs. **NEW**

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

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

SAN BERNARDINO COUNTY

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

SAN DIEGO COUNTY

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

SAN LUIS OBISPO

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

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

TULARE COUNTY

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

VENTURA COUNTY

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

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

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

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PRACTICE FOR SALE San Diego (Oceanside) -18 yr year estab. GENERAL Practice 2 blks from freeway 5. Six Ops in 2400 sq.ft. SDPS 760-599-7828.

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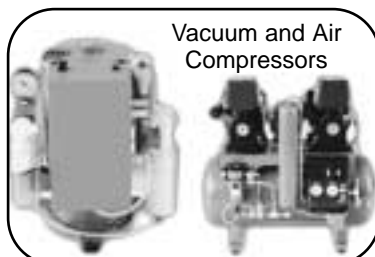
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PRACTICES FOR SALE —September, 2005

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

SAN DIEGO-LA JOLLA-NEW LISTING!! Fee-for-Service **GENERAL** Practice located in prestigious area, established in 1984. 9 Ops in approx 3000 sq.ft. Very efficient practice with outstanding staff. 2004 collections of 1.2 mil. Seller desires to become part-time associate.

BUILDING ALSO JUST LISTED FOR SALE!! Rare Opportunity.

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

SAN DIEGO-LA MESA—Situated in a Professional Bldg. immediately adjacent to I-8 Freeway. **GENERAL** Practice established 1996. 4 Ops in 1530 sq.ft. Approx. 70% Capitation. Offered for only 210K.

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

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

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

SAN DIEGO-CHULA VISTA (North) 38 Years of **GOODWILL!** Owner retiring from Fee-for-Service **GENERAL** Practice situated in Professional Bldg. Doctor shares 9 Ops in approx 3100 sq.ft. with another GP. Offered for 375K.

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SAN DIEGO PRACTICE SALES can also assist you with PRACTICE APPRAISALS, BUY-IN BUY-OUT TRANSACTIONS and LEASE NEGOTIATIONS.

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ARE YOU SERVED WITH A LAWSUIT and need help? Call Kerendian & Associates (310) 914-4143.

PRACTICE FOR SALE #1057 - La Jolla, CA - Seller in San Diego 25+ years. Wishes to teach and do implant Dentistry only. G.P. Practice for sale \$295k. Bargain call P.P.S., Inc., (714) 832-0230.

LEGAL TIP: Fictitious business names are not permitted as a dental corporation's name. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

MONTEBELLO OFFICE fee for service. 3 ops., 4 plumbed. Beautiful 1800 sf. Free standing corner bldg. on main blvd. 90% hispanic area. 60% ins., 38% cash, 2% dental. Gross 410k/yr on 2 dys per week. Bldg. also for sale in near future. (323) 838-8055.

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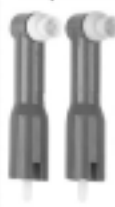
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Los Angeles County

- #200 La Crescenta - G.P. 10+ yrs. goodwill. 5 ops in 1600 SF. Coll. \$75/80K mo. **NEW**
- #201 Beverly Hills - G.P. Cmr. loc. 4 ops, 4 x-rays in 1100 SF. Coll. \$260K in '04. **NEW**
- #204 Torrance - G.P. 5 ops, 4 x-rays, int. cam., and Dentrux in 1400 SF. Seller relocating.
- #209 Torrance - G.P. 15 yrs. goodwill. Absentee seller w/ 2 assoc. Coll. \$18/21K mo.
- #210 Hacienda Heights - G.P. Shop ctr. loc. Office sees 30 pat./day. CAP/ck \$15K mo. **In Escrow!**
- #211 Beverly Hills - Great location in heart of town. New leaseholds only. **NEW**
- #212 Wilshire Blvd. - G.P. Prime prof. bldg. on 1st floor. Main tenant. 4 ops in 1200 SF. **Sale Pending**
- #213 Wilshire/La Cienega - G.P. HMO ck. \$17/19K mo. Coll. \$1,792,000 in '04. 14 ops, 3 x-rays in 4000 SF. Coll. \$184K in 7/05. **NEW**
- #214 Torrance - G.P. 25 yrs. goodwill. 18 ops, in 5000 SF. Coll. \$3+ mil. in '04. **NEW**
- #218 Montebello - G.P. Great visibility. Coll. \$940K in '04. 55% net practice. **NEW**
- #220 So. Gate - G.P. Free standing dental clinic next to med. & pediatric clinic. **NEW**
- #223 North Hollywood - G.P. 8+ yrs. High net. Coll. \$350K in '04 on 3 1/2 days. Seller works 1-1/2 days & assoc. 2 days. **NEW**
- #226 Gardena - G.P. Major ctr. 3+ ops, 2 x-rays in 1300 SF. Coll. \$616K in '04. **NEW**
- #227 Montebello - G.P. Shop ctr. loc. Leaseholds only. 1200 SF and 4 ops.
- #228 Montebello - G.P. Retail ctr. & dental suite for sale. Build equity in real estate.
- #230 Downtown LA - HMO 3 ops & ortho bay in 2000 SF. Coll. \$297K in '04. **NEW**
- #232 Western/Wilshire Blvd. - G.P. 1st floor in prof. bldg. 7 ops in 3500 SF. Coll. \$50K mo.
- #234 San Pedro - G.P. Leaseholds only! 3 ops+ in 1000 SF. Favorable lease terms.
- #235 Gardena - G.P. Visible crnr. loc. Leaseholds only. 4 ops in 1200 SF.
- #236 Wilmington - **In Escrow!**
- #237 San Pedro - G.P. Great starter. Coll. \$10/12K mo. Seller wants an offer.
- #239 Pasadena - G.P. Lake & Orange Grove. Leaseholds only. 1200 SF.
- #242 Pasadena/San Marino - G.P. Proj. \$352K in '05. 3 ops in approx. 1000 SF. **NEW**
- #248 Lancaster - G.P. 30 yrs. goodwill. Coll. \$732,694, 4 ops in 1700 SF. Seller to retire.

Orange County

- #501 Irvine - G.P. Best loc. Well designed high tech practice. Coll. \$1.4 mil. Has avg. 10/15% per yr. growth. Seller to retire. **In Escrow!**
- #502 Tustin - G.P. Free standing bldg. Practice & Real Estate for sale. Buy one or both. Coll. \$50/54K mo. Proj. \$550K for '05. **NEW**
- #503 Irvine - G.P. Coll. \$20K mo. 5 ops, 1200 SF. Proj. \$260K '05. HMO ck. \$3000K
- #504 Ranch Santa Margarita - G.P. Best opp. in South OC! Coll. \$3245K in '04
- #505 Anaheim - G.P. 4 ops, retail ctr location. Coll. \$450K+ Coming Soon! **NEW**
- #506 Costa Mesa - G.P. 15+ yrs. goodwill. Coll. \$617,329 in '04. Seller retiring. **NEW**
- #507 So. Orange County II - G.P. Coll. \$1,416,862 in '04. 25 yrs. goodwill. **NEW**
- #508 Laguna Niguel - G.P. Shop ctr. loc. 3+ ops, x-rays in 1200 SF. Great lease. **NEW**
- #509 West Santa Ana - G.P. Retail ctr. Coll. \$35K mo. X-ray, 4 ops in 1200 SF.
- #511 Irvine - G.P. 4+ ops. In shopping ctr. 4 ops, x-rays & software in 2000! **In Escrow!**
- #513 Tustin - G.P. Cmr. loc. New shop ctr. Leaseholds only. 4 ops, x-rays, in 1200 SF.
- #515 Laguna Hills - G.P. Major shop ctr. 4 ops, x-rays in 1250 SF. Great rent for South Orange County. Some HMO plans. **NEW**
- #520 Laguna Hills - G.P. Busy shop ctr. 3 ops+, 2 chrs., x-ray, int. cam., (all new) in 1200 SF. Seller lives out of the area. **NEW**
- #523 Irvine - G.P. Major shop ctr. Leaseholds only. 5 ops, x-rays, pano **NEW**
- #526 Anaheim - VISIBILITY + TRAFFIC = a great starter. Leaseholds only. **NEW**
- #528 Hunt. Bch./Stanton - G.P. Shop ctr. 4 ops, 2 digital x-rays, 2 docking stations and Easy Dental in 1300 SF. **NEW**
- #530 Fullerton/La Habra - G.P. 6 ops, 2 x-rays, Dentrux software in 2300 SF.
- #543 Anaheim - G.P. New ctr. 4 ops, 2 x-rays. State College area. Instant equity. **In Escrow!**
- #549 Fountain Valley - G.P. Dental condo for sale. 4 ops, x-ray in 1500 SF. Great loc.

Sacramento County

- #800 South Sacramento - Ortho practice. 3 yrs. new office. Shop ctr. Coll. \$50/55K mo.
- #803 Fair Oaks - G.P. 15 yrs. goodwill. Cmr. visibility. Coll. \$436K on 3 days. 5 ops, 3 x-rays, pano, int. cam., software in 1700 SF.

Million Plus Collections

- #202 Diamond Bar - G.P. Fee for service collected \$1.5 mil. in 2004. Coming Soon! **NEW**
- #213 Wilshire/La Cienega - G.P./HMO Coll. \$1,792 in '04. Coll. \$184K 7/05. **NEW**
- #214 Torrance - G.P. Coll. \$3,007,595 in '04. In house lab. 25 years goodwill.
- #245 LAX/Culver City - G.P. Coll. \$1.4 million in 2004. Coming Soon! **NEW**
- #300 Colton - G.P. Coll. \$1.4 million in 2004. Free standing building on busy street.
- #501 Irvine - G.P. **In Escrow!**
- #507 South County II - G.P./HMO 20 yrs. goodwill. Coll. \$1,416,862 in '04. **NEW**
- #521 So. O.C. I - **SOLD!** in 2004.
- #550 Fountain Valley - G.P. Coll. \$970K in 2004. 10 years goodwill. Coming soon!

San Diego County

- #400 Ramona - G.P. Seller retiring and selling for health reasons. Coll. \$338K in '04. **NEW**
- #401 Alpine - G.P. Practice dentistry in great area. 3 ops, x-ray & software. Low rent.
- #406 El Cajon - G.P. Cmr. free standing bldg. Coll. \$549K in '04. Real estate also for sale.
- #410 El Cajon - G.P. Absentee owner/assoc. only. Coll. \$20K mo. on 2 1/2 days.
- #419 Mira Mesa - G.P. Shop ctr. 1200 SF. Coll. \$40/45K mo. Seller avg. coll. last 3 yrs. \$531K.
- #420 La Jolla - G.P. 4+ ops, x-rays & Dentrux. Proj. \$500/550K for '05. Seller motivated.
- #422 Oceanside - G.P. Low rent. High net practice. 3 ops, x-ray, software in 1000 SF.

Riverside/SanBernadino

- #300 Colton - HMO. 9+ ops, x-rays, pano. Coll. \$1.12 Mil. CAP approx. \$16K mo.
- #301 Rialto - G.P. Starter practice. 2 ops in 775 SF. Coll. \$19/20K mo. Seller out of area.
- #302 Ontario - G.P. 3 ops+, x-rays in 1200 SF. Coll. \$298K/yr. Avg. \$25/28K mo. **NEW**
- #305 Temecula - G.P. 5 ops, x-rays, int. cam., Easy Dental in 1384 SF. Coll. \$32/35K mo.
- #310 Palm Springs - G.P./HMO. Coll. \$300K/yr. CAP ck. \$6/7K mo. & growing. **NEW**
- #312 Rialto - G.P. Good to build BIG practice. 4 ops in 1764 SF. Coll. \$20K mo.
- #314 Colton - G.P. Cmr. free standing bldg. Great starter. Seller lives out of the area.
- #315 San Bernadino - G.P. Collections \$20K mo. Real estate for sale. **NEW**
- #318 Indio - G.P. Retail ctr. loc. HMO. CAP/ck \$23/25K mo. 5 ops, 3 x-rays in 1550 SF.

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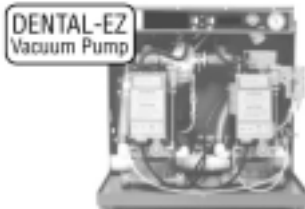
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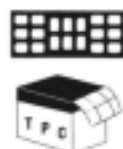
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WESTLAKE VILLAGE FEE FOR SERVICE GENERAL PRACTICE FOR SALE: Practice grosses over \$500,000 per year with a net income of over \$280,000 per year. No welfare, no capitation, no PPOs. Seller refers out all endo and most oral surgery. Practice is holistically oriented. Office has two fully equipped, state of the art operatories with digital x-rays, chairside data entry, intra-oral cameras and five different wave length lasers. There is a third operatory that is plumbed, but not presently equipped. Seller will stay on, at buyer's option, at a very reasonable rate of compensation to facilitate a smooth transition and to train a buyer in the use of the lasers. Huge potential for growth in crown and bridge. Asking \$400,000. *PENDING*

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ANAHEIM: 5 eq. ops. in a 2,000 sq. ft. suite located in a single story small shopping center. Intra Oral Camera & Central Nit. Oxide in 2 rooms. Good signage. Doctor is working 4 Days/Week and sees approximately 10-15 patients per day. Practice is currently 45% insurance, 15% cash and 40% medi-cal. Projecting \$360,426 for 2005.
BUYER'S NET OF \$115,488.



ESCONDIDO: 5 eq. ops. in a 2,200 sq. ft. free standing building. General Practice with O.S., Perio and Endo specialties. Practice is currently open 5 days/week. Practice is approximately 40% Insurance, 48% Cash and 12% Capitation. Projecting \$1,076,866 for 2005.
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PORTERVILLE: 6 eq. ops. in a 2,400 sq. ft. suite located in a single story building. Excellent office with a spacious 1,700 sq. ft. loft! Zoom Whitening Unit included! Practice is currently 70% insurance and 30% cash. Doctor is working 3 Days/Week and seeing approximately 24 patients per day with approximately 30-40 new patients per month. Projecting \$1,005,048 for 2005.
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ARCADIA-4 eq. ops. in a 1,200 sq. ft. suite located in a two story medical/dental building. Intra Oral Camera & Rembrandt Whitening Machine included. 42 Years of Goodwill! Doctor works 4 days/week and attracts approximately 5-10 new patients per month, also 2-3 new starts per month and sees approximately 10 patients per day. Practice is currently 80% Cash and 20% Insurance. Projecting \$485,969 for 2005. **BUYER'S NET OF \$108,212.**

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

BEVERLY HILLS- 4 eq. ops. in a 1,198 sq. ft. suite located in an 11 story medical/dental building. Located in Beverly Hills with 25 years of Goodwill. This practice comes with two Intra Oral Camera units. Projecting \$632,168 for 2005. **BUYER'S NET OF \$217,436.**

BURBANK-4 eq. ops. in a 1,620 sq. ft. single story free standing building. Practice is approximately 65% Insurance, 15% Cash, and 10% Medical. Doctor currently has one Associate working 4 Days/Week seeing approximately 15-20 patients per day and approximately 40 new patients per month. Projecting \$546,794. **BUYER'S NET OF \$236,322.**

CARSON-2 eq. ops. and 3 plumbed not eq. ops. in a 1,600 sq. ft. suite located in a single story office complex. Good signage, easy access to parking, charts and telephone number are included! Computer system and Intra Oral Camera included! Leasehold Improvements, Equipment and Some Patient Charts Only.

COMMERCE-4 eq. ops. in a 1,350 sq. ft. suite located in a strip shopping center. Doctor is currently working a 3 Day/Week work schedule seeing approximately 15 patients per day and attracting approximately 28-30 new patients per month. Practice is approximately 50% Insurance, 20% Cash and 30% Medical. Leasehold Improvements, Equipment and Some Patient Charts Included.

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GLENDALE-3 eq. ops. and 2 not eq. ops. in a 2,130 sq. ft. suite located in a 2 story building in the Ralph's shopping center. Unlimited parking in the busy shopping center, and lots of walk-ins! Intra Oral camera included. Doctor is currently on a 4-5 Day/Week work schedule. Approximately 10-12 patients are seen each day and there are approximately 10-15 new patients per month. Projecting \$420,086 for 2005. **BUYER'S NET OF \$110,900.**

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

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LANCASTER-7 eq. ops. in a 2,500 suite located in a two story medical building. Great location, Doctor officiates as an absentee owner. New Buyer can do the same, although if new owner decides to work in the office, it will reduce the overhead significantly. Projecting \$1,212,612 for 2005. **BUYER'S NET OF \$480,492.**

LOS ALAMITOS- 3 eq. ops. in a 787 sq. ft. suite (only 655 sq. ft. is usable) located in a two story medical/dental building. Computer & software program included! Leasehold Improvements and Equipment Only.

LOS ANGELES- 4 eq. ops. in a 1,485 sq. ft. suite located in a six story medical/dental and professional building. Practice is currently approximately 70% Insurance and 30% Cash. Doctor is on a 4 day/week schedule and currently seeing approximately 8-10 patients per day with approximately 10 new patients per month. Projecting \$655,682 for 2005. **BUYER'S NET OF \$136,020.**

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

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

NEWHALL-7 eq. ops. in a 2,200 sq. ft. suite located in a two story medical/dental building. Great location, current owner/doctor officiates as absentee. New buyer can do the same, although if decides to work in the office, overhead would reduce significantly. Projecting \$1,297,800 for 2005. **BUYER'S NET OF \$381,114.**

SHERMAN OAKS-6 eq. ops. in a 2,088 sq. ft. suite located in a multi-story building. Family oriented office, Intra Oral Camera, computer system and software package included! Practice is currently 69% insurance and 31% cash. Doctor is working 3 Days/Week or as needed. The Doctor currently sees approximately 18-19 new patients per month and approximately 8-10 patients per day. Projecting \$838,892 for 2005. **BUYER'S NET OF \$263,100.**

SOUTHGATE-3 eq. ops. in a 800 sq. ft. suite located in a single story strip shopping center. Intra Oral Camera included. Practice is currently 50% Cash, 25% Capitation, 10% Medical & 15% Insurance. Leasehold Improvements, Equipment and Some Patient Charts Included.

VAN NUYS-3 eq. ops. and 4 not eq. ops. in a 2,500 sq. ft. single story free standing building. Great signage, close to the busy traffic on the boulevard, great layout and everything brand new! Leasehold Improvements & Equipment Only.

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ANAHEIM-5 eq. ops. in a 2,000 sq. ft. suite located in a single story small shopping center. Intra Oral Camera & Central Nit. Oxide in 2 rooms. Good signage. Doctor is working 4 Days/Week and sees approximately 10-15 patients per day. Practice is currently 45% insurance, 15% cash and 40% medi-cal. Projecting \$331,636 for 2005. **BUYER'S NET OF \$126,701.**

GARDEN GROVE- 3 eq. ops. in a 2,280 sq. ft. suite located in a seven story medical/dental building. Shared space of 1,126 sq. ft. Next to the Garden Grove Hospital. Leasehold Improvements and Some Equipment Only.

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YORBA LINDA-3 eq. ops. and 1 not eq. op. in a 1,250 sq. ft. suite located in a retail center. Intra Oral Camera included. Practice is currently approximately 70% Insurance and 30% Cash. Doctor is on a 4 1/2 Day/Week work schedule and seeing approximately 12-14 patients per day with approximately 5-6 new patients per month. Projecting \$462,893. **BUYER'S NET OF \$107,300.**

YORBA LINDA - 4 eq. ops. and 3 not eq. ops. in a 2,400 sq. ft. two story free standing building. Good signage and located on a busy corner. Computer system and software package included. Leasehold Improvements and Equipment included. Equipment is only a few months old!

RIVERSIDE & SAN BERNARDINO COUNTIES

MORENO VALLEY-8 eq. ops. in a 2,296 sq. ft. suite located in a two story professional building. Practice has two suites on the ground floor. Intra Oral Camera included. Practice is currently 85% Insurance and 15% Cash. Doctor is working 3 Days/Week and alternate Mondays and sees approximately 16 patients per day with approximately 28 new patients per month. Projecting \$796,212 for 2005. **BUYER'S NET OF \$326,800.**

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

RIVERSIDE-3 eq. ops. and 4 not eq. ops. in a 3,000 sq. ft. single story free standing building. All equipment almost new, computer system and software package included. Leasehold Improvements, Equipment & approximately 700 patient charts included.

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

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

SAN DIEGO COUNTY

ESCONDIDO- 5 eq. ops. in a 2,200 sq. ft. free standing building. General Practice with O.S., Perio and Endo specialties. Practice is currently open 5 days/week. Practice is approximately 40% Insurance, 48% Cash and 12% Capitation. Projecting \$1,076,866 for 2005. **BUYER'S NET OF \$242,862.**

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

RANCHO BERNARDO-2 eq. ops. and 2 not eq. ops. in a two story building. Practice is a "Group Solo" and 1,800 sq. ft. is the half of the office space being sold. Belmont lights, chairs and front delivery units, computer system and software program included. Leasehold Improvements, Equipment and Some patient charts included.

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

TULARE COUNTY

PORTERVILLE - 6 eq. ops. in a 2,400 sq. ft. suite located in a single story building. Excellent office with a spacious 1,700 sq. ft. loft! Zoom Whitening Unit included! Practice is currently 70% insurance and 30% cash. Doctor is working 3 Days/Week and seeing approximately 24 patients per day with approximately 30-40 new patients per month. Projecting \$1,001,880 for 2005. **BUYER'S NET OF \$295,584.**

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Alice King- aking@calpracticesales.com

Greg Beamer- gbeamer@calpracticesales.com

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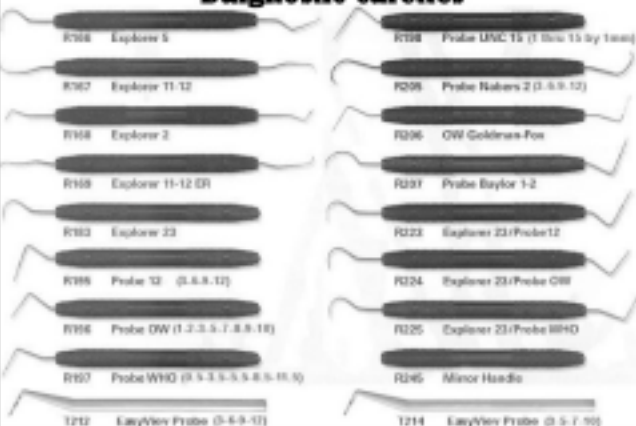
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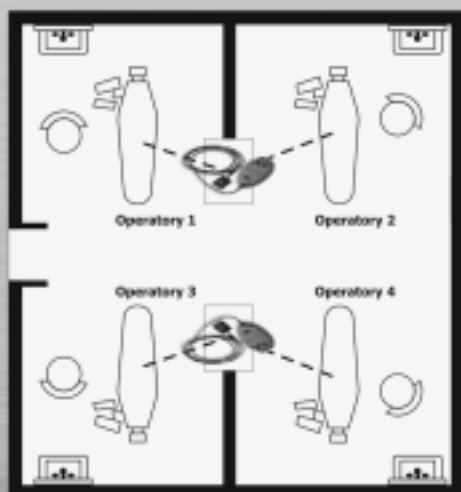
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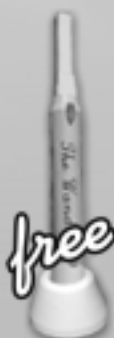
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PRACTICE FOR SALE #1046- Downtown L.A. - 2 Ops, 82 year old Young DDS. Grossing \$5 to \$8k/month in 22 story Apt. building on ground floor. Nice 2 Ops office. F.P. \$25k. Call Professional Practice Sales, Inc., (714) 832-0230.

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PRACTICE FOR SALE #2002 Rancho Cucamonga-Shopping center. G.P. Grossing \$900k plus. Absentee Seller. Owner Manager grow to \$1,500,000 first year. F.P. \$900k. Call Professional Practice Sales, Inc., 714-832-0230.



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BAY AREA

#A-325 SAN FRANCISCO - GP, Long Est. Located in one of the cities most prestigious districts. FFS 4 op practice, collections in the \$700k range with opportunity to expand. Won't last long! Call for details!

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

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

#D-293 SAN JOSE - GP in prime strip center, in West San Jose. New office w/2 fully equipped ops, plumbed for 2 add. ops. Insured/PPO patients. **FP \$325K**

REDUCED! #D-288 SAN JOSE - Facility in a Professional Building. Rent below market value \$1.70/office is 1000 sf. State of the Art eqpt equipped operatories w/ Pelton Crane chairs X-ray w/ an option to purchase. **Only \$100K**

REDUCED! #D-298 SAN JOSE - Turn desirable Samaritan Hospital area. Dr. in leaving behind all the major equipment equipped ops. No patient base. **REDUCED!**

#D-304 CENTRAL COAST - GP, This pr. good as it gets. Collections of approx 2.5 mil. last 12 months. Insured/cash pts only. Bldg equipped 9 ops, w/ cerec machine and update system. Call for Details!

NEW! #D-320 PALO ALTO - GP, Located in story complex. FFS, 3 ops newer equipment, less than 2 years old. Call for Details!

NEW! #D-332 NORTH SUNNYVALE ARI One of the best locations in the North Sunnyvale. Great visibility and parking. Consistent collection. 1.1 million with room to grow in this 11 open office. Seller is retiring. Price includes accounts receivables valued at 80-100k. Call for Details!

#C-323 VACAVILLE - GP, stable practice with large patient base. 4000 sf office w/ 9 fully equipped ops is located in a single story retail shopping center. Reasonable rent. Call for Details!

NORTHERN CALIFORNIA

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

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

#E-300 SACRAMENTO - GP, Long est. practice. Great Opportunity to own your own building, lab and practice. **Practice and Building \$535K!**

#E-317 CITRUS HEIGHTS - GP, Estab. practice located in single story bldg. 5 ops collected \$200k won't last with asking price of only 50% of collections **FP \$100K**

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

#F-326 EUREKA AREA - GP, long estab. practice, Seller retiring. Nicely appointed 1250 sf office w/ 3 fully equipped ops. Insured/cash pts only. Col'd \$604K in '04 w/ Seller taking 5-6 weeks vacation. This Room for Growth. **FP \$245K**

#G-308 CHICO - Long established Practice. Collections of \$945K in '04. Modern 1800 sq ft office w/5 fully equipped ops. Call for Details.

NORTHERN CAL CONT.

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

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

#I-249 STOCKTON - GP Estab. Office is located in Downtown

NEVADA

#K-142 - RENO - Long Estab. GP. Seller retiring. 1,540 sf w/5 equipped ops, ofc is centrally located. Col'd \$361K in 2004/05. Ins/cash pts. Call for Details!

#K-233 RENO - Long Estab. practice, low stress working environment. Modern equipped newly remodeled 4 op office. Collections of \$795K. Highly Profitable. Mostly insured/cash pts. Excellent location with reasonable rent. Call for Details. **FP \$300K**

#K-337 SPARKS - GP, Long Est. practice, retiring. Collections of \$687K in '04. Call for

LAS VEGAS - GP Estab. 24 years. Beautiful, 6 op practice w/ gross in 1.1 to 1.2 Mil. w/ range! Portion of Bldg for Sale also. **FP \$300K**

AS VEGAS - GP, located in nice North op office with room for expansion located in prof. building. Call for Details!

S VEGAS - GP, Nice prof. bldg in the area. Shows nice! Room for growth. **ly Motivated! Call for Details!**

VEGAS - GP, Well established practice collections in 1 million dollar per quality pt base A Proven winner.

LAS VEGAS - Seller Retiring, op office. Call for Details!

ENDERSON - Collections of 1 Great location, 2765 sq ft office additional 4 ops. Practice nets all for Details!

ARIZONA

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

SPECIALTY PRACTICES

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

#D-283 SAN JOSE - Oral Surgery, Absolutely beautiful located in very desirable area of SJ!! New equipment, Gross over 1 Million. Call for Details!

#D-288 SAN JOSE - Facility in a Professional Building. Rent below market value \$1.70 a sf, office is 1000 sf. State of the Art equipment w/3 fully equipped operatories w/ Pelton Crane chairs and Siemens X-ray w/ an option to purchase pano machine. **Only \$100K**

#LV-303 LAS VEGAS AREA - Peds, Long Estab. practice in very desirable area of LV. Associates in place doing 100% of prod. Grossed in \$1.5 million range in 2004 on track for \$2 million in '05. Great opportunity for General dentist or Specialist. Call for Details!

#D-307 EAST BAY - Perio, Long est Col'd close to \$1 mil in '04. Ins/cash pts only. Beautifully appointed office with updated computer systems. Does not do implants so plenty of room for expansion for dentist that enjoys implant work. Call for Details!

NEW! #D-322 SOUTH BAY - Ortho, Long est practice, 3 open bay ops with updated equipment. Collections in the high \$300K. Call for Details!

NEW! #H-327/328 GREATER SOUTH LAKE TAHOE/TRUCKEE AREA - Orthodontic practices with a Combined Collection of \$620K plus in '04. Modern equipped offices. Great Opportunity! Call for Details!

FEATURED SOUTHERN CALIFORNIA

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

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

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

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

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

#J-305 VISALIA - GP, Long estab. Mostly insured/cash patients. Two fully equipped ops, plumbed for 3rd op. Doctors take home pay is over \$200K. **FP \$250K**

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

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

SOUTHERN CALIFORNIA

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

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

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

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

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.

CORCORAN: For Sale - Average Adjusted Income \$117K, 2004 GR were \$89K. 3 treatment rooms. 2 days of hygiene. Doctor works approximately 33 hours per week. The perfect opportunity for a satellite practice. Present dentist to patient population ratio is 1:3,000.

SUTTER CREEK - SPECIAL OFFER - The practice is located close to Jackson on Historic Highway 49. The owner also operates a satellite practice in Orangetown. There are eight days of hygiene with a total of seven treatment rooms. Owner would eventually like to work a schedule of 30 days on and 30 days off. Potential transactions include working as an associate with an option to buy or as a dentist that would like to work the same schedule either as an associate or partner. Ideal for the dentist that has retired early but would still like to work. 2004 gross receipts were \$60K with a low overhead.

TAFT: For Sale - Looking for an ideal satellite or start up practice? This 1,400 sq. ft. office has 4 equipped operatories. Practice to be sold as is for the price of \$72,000. Price includes 1,200 active patients. Building is also for sale for \$210K.

BAKERSFIELD: For Sale - General Dentistry Practice. Gross Receipts were \$110K with approximately \$100K adj. net income. Seller is retiring 28 years in same location and practice started in 1977. **SALE PENDING**

RIVERSIDE: For Sale - General Dentistry Practice and Building. This practice has been in its present location for 32 years. Four days of hygiene. 2003 Gross Receipts were \$32K. Office opens 4 days a week. Doctor working 27 hours per week. **SOLD**

REDDING: For Sale - Both practice and building are for sale. 2,200 sq. ft. building. 5 operatories - 2003 gross receipts were \$58K - 4 days of hygiene - 24 years same location - Doctor retiring. **SALE PENDING**

SANTA CRUZ: For Sale - General Dentistry Practice established in 1982. Owner is retiring. Three operatories and 4 days of hygiene. 2004 gross receipts were \$56K with 61% overhead. Doctor has been able to establish a cash only practice without having to accept dental insurance. A goal of most dentist but achieved by only a few.

FREMONT: For Sale - General Dentistry Practice established in 1978. Owner is retiring. 4 operatories and 6.5 days of hygiene. 2004 Gross Receipts were \$87K. Dentrix software. **SOLD**

REDDING: For Sale - General Dentistry Practice. 2004 Gross Receipts were \$38K with less than 60% overhead. Office and building have a new modern appearance and is located on a major thoroughfare. 4 treatment rooms, 4 + days of hygiene. 1,400 sq. ft.

LOS ANGELES: For Sale - General Dentistry Practice. 2004 Gross Receipts were \$82K. Owner is moving out of the area. Office has been in its present location for 35 years. 4 operatories. Located near hospital in a two story professional building. Large Dent-Cal base of patients.

MODESTO: For Sale - This 5 op dental office had gross receipts of one million one hundred fifty thousand dollars in 2004 with only a 56% overhead. The office was redecorated and updated only 5 years ago. **SOLD**

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

WATSONVILLE: For Sale - 2004 Gross Receipts were \$70K with an adj. net income of \$12K. There are 6 treatment rooms in 1,400 sq. ft. Practice has operated in its present location since 1983. Owner is willing to stay or consider an outright sale.

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

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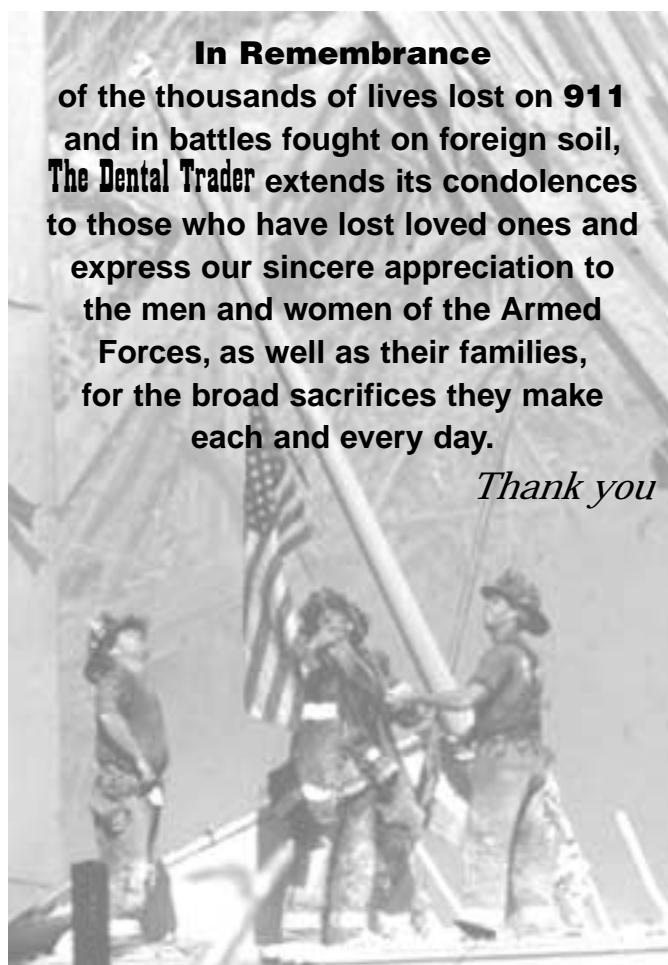
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