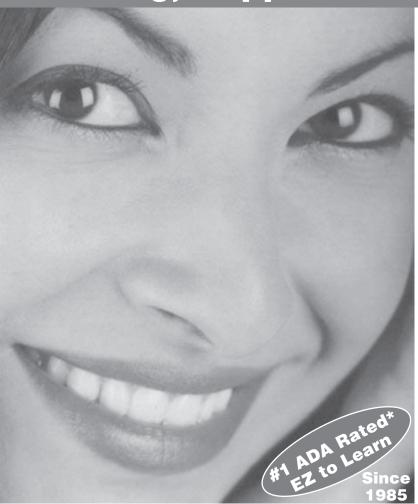


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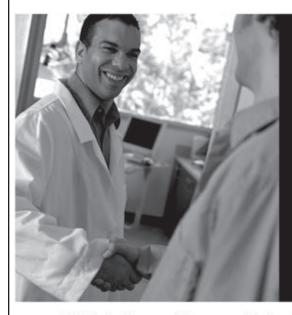
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Paul Maimone

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

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

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

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. Open one yr & is just starting to reach it's potential. Mixed pt base. Mos. Cap ck is approx. \$1,000/mos. ENCINO #3 - (4) op computerized G.P. (3) ops eqt'd w new Belmont eqt, 4th op plumbed. In a prof. bldg. Digital x-rays, Zoom light, computerized ops, intra oral camera, etc. Gross collect \$800K+/yr on a (4) day wk. Mixed pt. base.

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

HAWTHORNE - (4) op computerized G.P. (3) ops Eqt'd. (1) plumbed. Mixed pt. base. Approx. (40) new pts./mos. Gross Collect. \$500K+/yr. \$5K+/mos Cap cks. **LAWNDALE** - (6) op computerized G.P. (4) ops eqt'd. Located in a store front on a major blvd. \underline{w} exposure/visibility and walk-ins. $\underline{\text{Cash/Ins/PPO/Denti-Cal.}}$ Gross collections - \$200K/yr p.t. Can do much more f.t.

LOS ANGELES - (6) op computerized Pedo/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) Pedo/G.P. & (2) Ortho days/wk. Buyer need not be M.S./Pedo 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. PENDING

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.

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 etq'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.

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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.

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 specialities. Seller is retiring.

SAN DIEGO COUNTY

LA MESA #2 - (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.

NATIONAL CITY - (3) op turnkey office; no charts. In a free standing bldg. Excellent exposure/visibility. New eqt. Opp. for bldg. purchase.

POWAY - (3) op computerized G.P. in a freestand 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. Sale includes an active phone # & yellow page ad.

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.

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. [5010]

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. 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.

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. LIEW

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SAN DIEGO-LA COSTA - **ORTHODONTIC** Practice. Established less than 2 yrs. as Satellite, Collecting approx 400K. 4 Ops and Seimens Pan. Very Upscale area!!

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SAN DIEGO-VISTA - Excellent Opportunity to acquire 18 year young FFS and Insurance **GENERAL** Practice, situated in bustling residential/retail area. Located in retail center just off freeway 78 exit. 4 fully-equipped Ops in 1300 sq.ft. Pan, IO Camera, Dentrix. Offered for 450K

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BAKERSFIELD-1st floor office with sign with in strip center. 3 ops plus x-ray room. Some advertising. 1/3 Private; 1/3 cash; 1/3 Denti-cal. Income \$30k/month.

BUENA PARK-Mall location; low overhead with seller working part-time. No advertising. Practice needs motivated, active, promotion-oriented buyer!

BURBANK #1-Free standing building 3 open & facility like new. Ample parking. Excellent visibility, sign and walk-ins. Must see!

BURBANK #2-Professional building. 4 ops. Revenues over \$45k/month. Clean office. Conservative treatment planner.

CHINO-Free standing building with excellent visibility, sign and walk-ins. Seller Retiring. Seller working part-time. 5 ops with 3 rooms fully equipped.

COMMERCE-Busy shopping center location. Good visibility. Seller has another and working here limited sched. 5 ops fully equipped.

EL MONTE-5 fully equipped ops. Revenues exceed \$700k. Shopping center location. Income increasing each year. Over 40 walkins per month. Too many patients!

GLENDALE #1-Private practice in shared facility with 50 years of goodwill; 30K/per month, 3 ops.No DentiCal or Capitation; Can be merged into existing practice or operated as is.

GLENDALE #2-Everything you've ever wanted in a practice! Dental spa look. Like-new equipment. Views. Room to expand. Transition.

HAWTHORNE-Mature practice with excellent siplity. Modern equipment. 3 ops with room for expansion. On major boulevard. Mostly private practice.

HERMOSA BEACH-Rare beach community of the with 20+ years of goodwill. 4 ops with views of the ocean. Modern facility. Must see!

KERN COUNTY-Free standing building with sign. Busy practice with many walkins. Gross revenues exceed \$500k annually. Low overhead.

LOS ANGELES-Store-front office with sign exposure on 2nd floor of shopping center. 3 ops like new. Seller working limited sched. Very low expenses.

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#### WESTERN PRACTICE SALES

#### John M. Cahill Associates

#### BAY AREA

#### BAY AREA CONT.

#### NORTHERN CALIFORNIA CONT.

A-494 MILL VALLEY - Newly listed, 3 op office w/approx 900 sf. Call for additional details! A-534 MILL VALLEY - GP, 1100 sf, 3 ops, solid patient base near shopping, banking & schools. Call for more information. S410k

A-538 DALY CITY - GP, FFS practice w/3 ops and 922 sq ft. Near Serramonte Shopping. Well Established, \$260k

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 \$235k

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

B-2975 EAST BAY – Part of group practice, 33 years of goodwill, 3 Fully equipped, + 1 hygiene, 3 – 4 Doctor Days worked per week, 2 Days of hygiene per week. \$550k

B-467 EAST BAY- 50% interest in practice, grosses in the \$800k range. \$385k

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! \$235k

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-541 HEALDSBURG —GP, 1200 sf, 3 ops. Small town charm in heart of downtown. \$75k 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.

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

#### 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-506 SACRAMENTO— Long Est. GP Coll'd \$658K in 2006. Busy area near major shopping center. \$325k

E-523 PLACERVILLE - GP, 4 ops now available. \$79k

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

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

F-542 HUMBOLDT COUNTY - GP, 3 ops, 1500 sf. Highly esteemed. Exc Reputation. S290k F-547 EUREKA - GP in Scenic Coastal Community. 1195sf & 4 ops in well known medical neighborhood. Call for details. S250k

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

H-353 NORTH SHORE LAKE TAHOE—GP, long established practice, w/ collections of \$571K in '05. Insured/cash patients only. Fully equipped 3 op office. Beautiful, scenic views of Lake Tahoe. \$340k

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 wiling to work back Call For Details!

1-5491 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 income of \$350k. Can't beat this. Seller willing to help w/transition.

NEW! 1-567 STOCKTON - Large HMO practice being offered for only a few short months! Busy, 2000 sf, clinical type office w/ Gross. Receipts in the \$1.7m range annually. Call for more information. \$950k

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 Retiring. \$285k

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

J-516 FRESNO - Grossing over \$500k annually, this GP offers 1500sf, 4 fully equipped ops & endless possibilities. Seller retiring and leaving it all for you. Offered at only \$300k!

#### SOUTHERN CALIFORNIA

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

#### SOUTHERN CALIFORNIA CONT.

K-526 CHATSWORTH - GP, 1100 sf, 5 ops. LV-529 LAS VEGAS - NW Rainbow Curve area Long Established, Exc. Staff \$295K

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 - Long established, 1000 sf & 3 ops in very desirable office bldg. Newly remodeled! \$295k

#### ARIZONA

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

Az-433 SCOTTSDALE- Nice new 1100 sf, 3 op FFS practice. \$235k

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 op office \$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 - GP on busy street near casinos. 1200 sf. Call for details!\$300k

LV-472 LAS VEGAS—GP spectacular spacious office w/sophisticated décor 2,600 sf, 5 ops. S690k

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

#### NEVADA CONT.

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. Priced to sell at only \$600k

LV-552 LAS VEGAS - Brand New, State of The Art, Computerized practice. GP w/ 2800 sf, 2 ops, plumbed for 3 add'l. \$699k

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 S600k

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-4751 SF EAST BAY-Perio & Implants, 770 sf, 3 op off, \$125k

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 1-5621 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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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, Santa Barbara, Simi Valley, Van Nuys, Westlake Village, 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 ½ 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 \$1,000,000.

**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.

SANTA BARBARA FEE FOR SERVICE PRACTICE FOR SALE: Well established practice in desirable area of Santa Barbara collects \$800,000 per year on four days per week with \$355,000 net income. No welfare, no capitation, no advertising. Four and one-half days per week of hygiene. Three operatories. Seller refers all oral surgery, all perio surgery, all ortho and difficult endo. Office condo could be leased or purchased. Good potential for continued growth. Asking \$695,000. SOLD

**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.

**PALMIDALE 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 weekends, 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.

**GARDENA CLINIC PRACTICE FOR SALE:** Collects \$900,000+ per year with good net income. The office is located in a major retail center and has 5 equipped operatories and 2 additional operatories that are plumbed but not equipped. 60% Denti-Cal. No capitation. Absentee operated practice with potential for substantial growth with an owner operator. Asking \$675,000. *SOLD* 



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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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## University of Southern California School of Dentistry Continuing Education Courses September - December 2007

## FUNDAMENTALS OF IMPLANT SURGERY AND RESTORATION: A HANDS-ON WORKSHOP

Saturday - Sunday, September 8 - 9, October 6 - 7, November 3 - 4, 2007

#### TEAM DRIVEN DIAGNOSIS, TREATMENT PLANNING AND ACCEPTANCE FOR A SUCCESSFUL ESTHETIC PRACTICE

Friday - Saturday, September 14 - 15, 2007

#### RESTORATION OF THE WORN DENTITION

Friday, September 21, 2007

## ADVANCED CONCEPTS IN TEMPORARY ORTHODONTIC IMPLANT ANCHORAGE

Friday, September 28, 2007

## PAIN MEDICATIONS UPDATE FOR DENTISTS TREATING CHRONIC PAIN AND TMD

Friday - Saturday, October 19 - 20, 2007

## ESTHETIC BONE GRAFTING FOR IMPLANT SITE DEVELOPMENT - CADAVER WORKSHOP

Module I (Lecture & Hands-On): Saturday, October 20, 2007 Module II (Cadaver Workshop): Sunday, October 21, 2007

## EMERGING DISEASES, INFECTION CONTROL AND CALIFORNIA DENTAL PRACTICE ACT

Saturday, October 27, 2007

## ESTHETIC SOFT TISSUE SURGERY FOR THE GENERAL PRACTITIONER: A HANDS-ON WORKSHOP

Part I: Saturday, October 27, 2007 Part II: Sunday, October 28, 2007

#### PEDIATRIC ORAL CONSCIOUS SEDATION

Wednesday - Friday, November 7 - 9, 2007

## MAKING SENSE OUT OF REMOVABLE PARTIAL DENTURE DESIGN

Saturday, November 10, 2007

#### PEDIATRIC ADVANCED LIFE SUPPORT (PALS)

Saturday - Sunday, November 10 - 11, 2007

## THE USC SIXTH INTERNATIONAL ENDODONTIC SYMPOSIUM

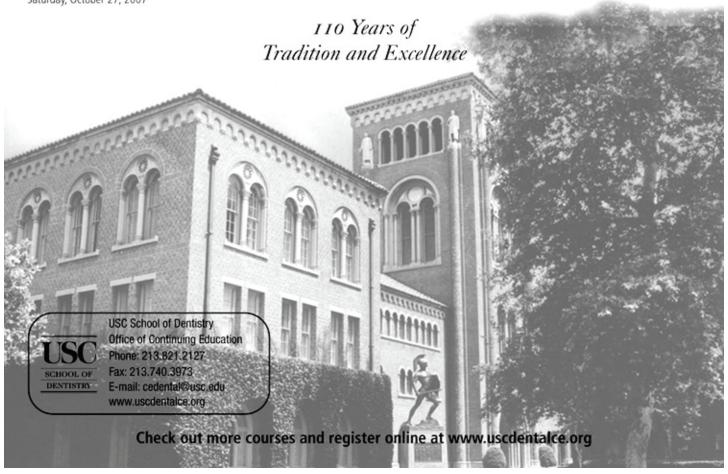
Friday - Saturday, November 16 - 17, 2007

#### PREDICTABLE OUTCOMES IN IMPLANT THERAPY BASED ON BIOLOGIC PRINCIPLES: A HANDS-ON WORKSHOP

Saturday - Sunday, December 1 - 2, 2007

#### COSTA RICA TRAVEL AND LEARN PROGRAM: ACHIEVING PREDICTABLE ESTHETICS WITH IMPLANTS AND PERIODONTAL THERAPY

Wednesday - Tuesday, December 26, 2007 - January 1, 2008



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HIGH DESERT, CALIFORNIA (Endo Practice) -Four operatory endo practice with a great locatio nin busy medical complex in close proximity to L.A. Collections consistently in the \$900,000 range on 3.5 days per week.

SOUTHERN SAN DIEGO AREA, CALIFORNIA Well established SOLD a stand-alone building. College SOLD 3308,000 on 2 to 2 1/2 doctor days per week.

NORTH HOLLYWOOD, CALIFORNIA - Three operatory GP is conveniently situated in a busy shopping center. Well established practice has a strong patient flow and 16 years of goodwill. Collections in 2006 exceeded \$456,000.

**CALIFORNIA CENTRAL COAST -** Four operatory GP located in the heart of California's Central Coast. Collections in 2006 exceeded \$324,000 on 3 1/2 doctor days per week.

LOS ANGELES COUNTY / HARBOR AREA, CALIFORNIA - Busy GP with long term goodwill. Seven operator SOLD ity conveniently located in a free oranger pullding near a major shopping area. Collections exceeded \$523,000.

RIVERSIDE COUNTY, CALIFORNIA - Spacious seven operatory GP in medical/dental building. Offering a strong patient flow and a well trained staff this practice enjoys annual collections over \$1 million.

SAN GABRIEL VALLEY AREA, CALIFORNIA Four operatory GP in a stand-alone building on a busy corner location across from a shopping center. Collections exceeded \$325,000 on 3 doctor days per week. Great growth potential!

AGOURA HILLS AREA, CALIFORNIA - Three operatory GP with a convenient shopping center location in a very accessible area. Collections in 2006 exceeded \$180,000. Great opportunity for growth!

NORTHEAST ORANGE COUNTY, CALIFORNIA Busy, seven operatory GP located in a stand alone building used exclusively for the dental practice. Collections exceeded \$200,000. The building is also available for purchase.

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LAS VEGAS, NEVADA - Thriving, six operatory GP with over 37 years SOLD shly profitable practice has coll SOLD \$3,350,000. Seller is retiring. Office suite is also available for purchase.

#### ARIZONA LISTINGS

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**OLYMPIC PENINSULA AREA -** Spacious 1,500 sq. ft. GP. Beautiful office with five operatories and great views. Collections in 2006 exceeded \$550,000.

**WASHINGTON WINE COUNTRY -** Well established four operatory GP in stand-alone building. Excellent staff and strong patient base. Collections \$810k+.

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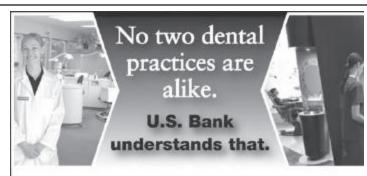
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### **FEATURED LISTINGS**

**ESCONDIDO Practice & Building** - 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. Seller will sell dental building with practice. **BUYER'S NET OF \$178,844**.

**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 intraoral camera.

**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. \$397,339 for 2007. **BUYER'S NET OF \$120,629**.

**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**.

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Your staff made the whole buy sell process nearly seamless from financial connections for my buyer to legal and accounting referrals and specialist in the area of 1031 exchanges. All helped seal the sale as quickly and painlessly as humanly possible."

Jeffrey Lockwood, DDS

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"I have both bought and sold my practices with California Practice Sales and it has been an amazing experience. They are detail oriented, exbuyer or seller both from a logistical standpoint as well as an emotional They see things that we may not within the transactions. Greg Beamer. who was my agent has been a great colleague, friend, and advisor. If you are considering doing business with a brokerage company, there is none like this great faculty of individuals. I would high recommend them and

Amber Moore Macias, DDS

tremely efficient and on the ball. They have helped prepare myself and the one. They have a wonderful eye for great matches and great relationships. am honored to have done business with CPS.

"The whole experience was wonderful things moved so smoothly and professionally. I recommend California Practice Sales to any buyer."

Marlene Miller, DDS

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Marlene Miller (buyer), Mary Jew (seller) Tustin Perio.





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Alice C. King, V.P.

### **GREATER LOS ANGELES & VENTURA COUNTY**

**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**.

**HAWTHORNE** - 6 eq. ops., 2,500 sq. ft. office in single stor, bidg., in small shopping center. Approx. \$6,500/month Cap., 15-16 plans. 42% PPO, 25% cash, 25% Medi-car & 3% Jap. Seller works 3 days/wk., with 3 associates work a combined 5 days/wk. **BUYER'S NET OF \$148,269**.

**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.

**SHERMAN OAKS** – 4 eq. ops., 1,700 sq. ft., strip shopping center office. 62% insurance, 34% cash, 4% HMO practice with approx. 30 new patients/month, estab. 3.5 ye. w/5 yr. old equip. Seller works 2.5 day/wk w/assoc. working 1 day/wk. Projecting approx. \$603,302 for 2007. **BUYERS NET OF \$195,368**.

**VALLEY VILLAGE** - 5 eq. ops. in a 1,500 sq. ft. suite in a 2-story med/dental bldg. Good signage, good location on busy Blvd., free parking, Ortho next door, x-ray lab in bldg. Leasehold improvements & equipment only.

**VALLEY VILLAGE** - 4 eq. ops. in a 1,280 sq. ft. suite located in a single story, free standing bldg. Good location next to the corner, great signage. Low Rent for Area. Established 20 yrs as a dental practice. Free Parking, Leasehold improvements & equipment only.

**WILMINGTON** – 4 eq. ops., 1,200 sq. ft. strip shopping center office. Established one year with one year old equipment; Seller relocating to Northern California. Turn-key office. Priced to sell!

### 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** - Building 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 pate its/month. 38% insurance, 30% cash & 32% capitation. Cap check is approx. \$4,000/month. S/eller bought another produce the end of 2006. Grossed approx. \$220,000 in 2006. Currently a 2 day/wk practice projecting approx. \$150,000 for 2007. **TURN-KEY OPPORTUNTIY!** 

**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. **BUYEUS NET OF \$116,668.** 

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### and Appraising of Dental Practices

story shonning cen-

Maria Silva, V.P.

**GARDEN GROVE** – 4 eq. ops. & 2 denture room/eq. ops. in a 2,560 sq. ft. suite in a single story shopping center. Good location in the heart of OC. Computerized office w/ Intra Oral Camera. Long term, loyal patient base. 40% insurance, 20% cash & 40% Medi-Cal. Seller is working 3 ½ days/wk. Projecting approx. \$300,300 for 2007. **BUYER'S NET OF \$81,876**.

**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. \$397,339 for 2007. **BUYER'S NET OF \$120,629**.

**LAGUNA HILLS** – 2 eq. ops. in a 800 sq. ft. suite in a single story free standing bldg. Computerized office w/Intra Oral camera. Equipment is new. Leasehold improvements, equipment & some patient charts.

**NEWPORT BEACH** – 4 eq. ops., 1,103 sq. ft., newly cardeled office in 3 story med/dent. building with large, free patient parking near Hoag Hospital. Turn-key office includes patient charts and telephone number. Priced less than replacement!

**ORANGE** – 4 eq. ops., 2,000 sq. ft. office in single story pedical/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**.

**RANCHO SANTA MARGARITA** – 6 eq. ops., 2,300 sq. ft. office located in two-story medical/dental building. High tech office with 6 yr. old equipment. Excellent location near City Hall and easy 241 access. Leasehold Improvements and Equipment only! Reduced sales price.

**SANTA ANA** – 2 eq. ops., 2 plumbed, not equipped, 2.50 Eq. ft. store front location in major shopping/dining district near civic center. Leasehold improvements and equipment large, public parking structure around corner from office.

**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. Theore are an is approx. 35% insurance, 60% cash & 5% Medi-Cal. Seller is working 4 days a week seeing 50+ 12w patients a month. Projecting approx. \$607,220 for 2007. **BUYER'S NET OF \$205,444**.

### **RIVERSIDE & SAN BERNARDINO COUNTIES**

**BANNING** – 3 eq. ops, 925 sq. ft. office in strip shopping caller 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**.

**CORONA** – 3 eq. ops., 1,174 sq. ft. office in two-story polical/dental building across from hospital. 70% insur., 20% cash, 10% medi-cal office. Two-Day/week practice projecting approx. \$251,001 for 2007. **BUYER'S NET OF** \$73,478.

**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 1 days/wk. Approx. 10 new patients/month. 1-800 Dentist office. Seller wants to sell as a package with Upland office. Combined BUYER'S NET OF \$178,164.

9.07

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**UPLAND** - 3 eq. ops., 1,000 sq. ft. office in major shopping stater. Approx. 15 new patients/month. 1-800 Dentist office. Seller splits time in this office and Chino with najority 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**.

**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. \$563,968 for 2007. **BUYER'S NET OF \$179,981**.

**RIVERSIDE** – 4 eq. ops., approx. 1,300 sq. ft. office. **Ueasehold** Improvements only. Strip-shopping center location. Start-up opportunity.

**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. \$532,492 for 2007. **BUYERS NET \$234,863**.

### SAN DIEGO COUNTY

**ESCONDIDO** – 4 eq. ops., in a 1,800 sq. ft. suite in a one story medical building. 4 day/wk practice. 40% cash, 60% insurance. 35 years of goodwill. Digital X-ray, good staff. Projecting a low. \$447,584 for 2007. **BUYERS NET OF \$130,218**.

**ESCONDIDO** – **Practice & Building** – 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. Seller will sell dental building with practice. **BUYER'S NET OF \$178,844**.

**ESCONDIDO** – 3 eq. ops. in a 2,200 sq. ft. suite in a 1-story blac in a shopping center. Good location. All digital office. Surveillance cameras. Intra-Oral camera. Income stream supprex 75% insurance, 15% cash & 10% medical. Seller is working 1-2½ days - seeing 8 patients/day. Projecting approx. \$310,800 for 2007. **BUYER'S NET OF \$131,438**.

**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

**LAKE ISABELLA** – 3 eq. ops. in a 1,500 sq. ft. suite in a two story Dental Bldg (studio opt. by stairs). Good place to live only (3) other dentists in a population of 22,000 people. Computerized office. Projecting approx. \$373,213 for 2007. **BUYER'S NET OF 188,322.** Sales price so low can't advertise.

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Greg Beamer, V.P.

**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**.

### SPECIALTY PRACTICES

**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. \$621,900 for 2007 BUILDS 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

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

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

John W. Knipf (Neff), President Also serving you: Alice C. King, V.P., Tina Ochoa, V.P., Greg Beamer, V.P. & Maria Silva, V.P.

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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 withdrawl.

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**PERIODONTIST NEEDED** Board Eligible Periodontist Associated Needed-Please Fax Resumé to 310-231-0024.

**PRACTICE FOR SALE** #3044 - South O.C. G.P. – Established G.P. in long time shopping center. Insurance and PPO practice. 1,500 sq.ft., 6 ops, 5 equipped. Collected \$649,000 in 2006. Part time- Beautiful office. Million dollar location. Call P.P.S. (714) 832-0230.

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### SPECIAL NOTICE:

We are sponsoring a talk on "Fraud in the Dental Office," on Monday, November 26th from 6-9p.m. Please call our office for details!

We at Wiederman Practice Sales, Inc. want to welcome Dr. Philip Potter to our team. Dr. Potter's business, and financial expertise as well as his integrity, will make him an asset to any seller or buyer he works with.

Welcome Phil!

### **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 prortunity for a start up.

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**BUYERS:** Please fill out our confidential buyer's profile on our web site at www.wiedermanps.com. We are always looking for qualified buyers who are looking to buy practices.



Arthur Wiederman, Broker

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we can perform due diligence on that practice in representing you once you have made an offer and it has

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PRACTICE FOR SALE #3040 - Apple Valley - Shopping Center. Hi Identity. Major Intersection. 8 ops. Grossing \$800k+. Established 20+ years. Call PPS, Tom Fitterer (714) 832-0230.

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**ENDO/COSMETIC CEUS:** 7 units. Highly sought after lecturers. Sun 10-21-07. Call 310-899-6010 to reserve your seat.

**EXPERIENCED OFFICE MANAGER NEEDED** immediately for Santa Ana office. Bilingual preferred. Please contact Genny at: 714 336-6283.

DENTAL ASSISTANTS WANTED IMMEDIATELY FT/PT positions available. Santa Ana & Anaheim locations. Please call: (714) 821-7645. Ask for Cecilia.

SANTA ANA OFFICE FOR IMMEDIATE SALE 7 ops, 5 equipped. Very busy location. \$480k gross 2006. 3 years old. (310) 991-7921.

PRACTICE FOR SALE 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 Timothy G. Giroux, DDS/Broker 800.641.4179.

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# Periodontics and Implant Dentistry

\*Dr. Hessam Nowzari on Sunday, August 26th (8:00 till 5:00 p.m.)

## Endodontics

\*Dr. Chikki Raju on Sunday, October 21st (8:00 till 5:00 p.m.)

# Lumineers/Veneers Training Workshop

\* Dr. Michael Schneider and the Lumineers Staff on Friday and Saturday, November 2nd-3rd (8:00 till 5:00 p.m.)

# Implant Dentistry for All Dentists

(8:00 till 5:00 p.m.) \* Drs. Raymond Choi, Gerald Niznick and Lambert Stumpel on Sunday, December 2nd

## San Diego AGD

# Membership Celebration/Ensenada Trip

\* Saturday/Sunday, August 3rd thru 5th

# Dental Materials for Restorative Dentistry

\* Dr. John Burgess on Friday, October 19th

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**PRACTICE FOR SALE** #3039 – Orange County Beach city – Location Only – 3 Ops equipped. Turnkey Location. Call P.P.S. (714) 832-0230.

**ANAHEIM DENTAL PRACTICE** 7 ops. Ready for IMMEDIATE Sale. Strip mall location - Great visibility. 2007 Projected 650k, asking 550k. 310 991-7921.

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**DENTAL PRACTICE FOR SALE** in San Jose – Annual income over \$1 million with absentee owner. Clinic style/multi-doctor. High growth potential. Call Practice Sales & Appraisals (818) 999-9595.

**DENTIST LOOKING TO PURCHASE** dental office in Fontana/Inland Empire area. Avoid paying commission. Please call (909) 997-3771 jjimenez@sbcsd.org.

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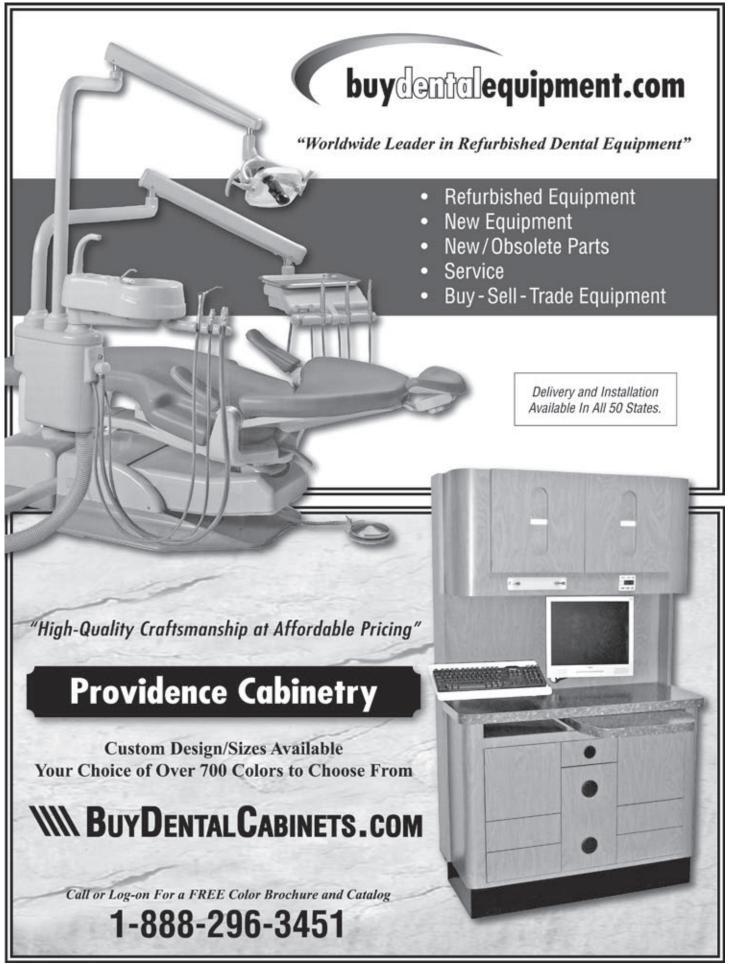
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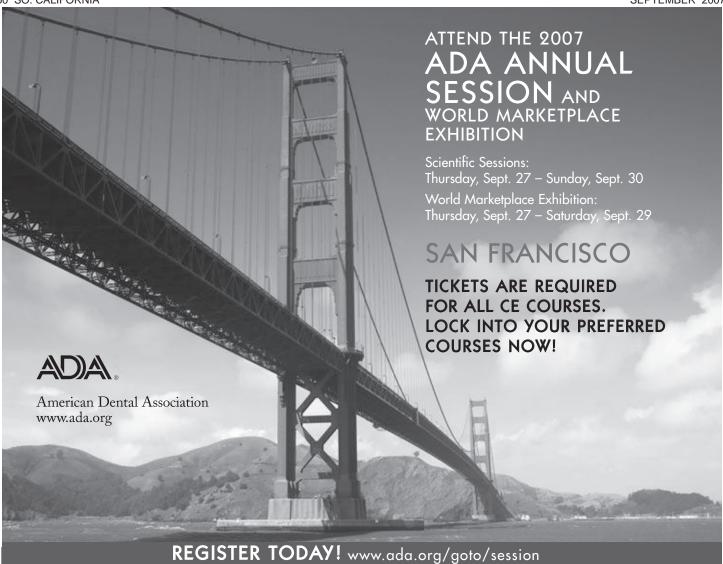
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REDDING: For Sale - General Dentistry Practice. Office space is 1,950 sq ft with 5 ops, Eagle soft software, 5 hygiene day. 2006 Gross Receipts 593K, with adjusted net income of \$241K. Owner doctor to retire.

**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, intraoral camera and Softdent 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 form the beach with ocean view. Equipment in excellent Smarton, 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, 5 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 pg. ft. office comes with 6 operatories, Cerac, Intra-Oral Camera's, Dentrix software, and 12 days of hygiene. 2005 grass 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 sp. 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.



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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 for the located in a busy shopping plaza. Doctor working 3 1/2 days a week. Office in same location for 20 years. Doctor is retiring.

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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 reently remodeled. Free standing building on a main through-

**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 12.25 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.

**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 operatory. 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.

YREKA: For Sale - General Dentistry Practice. 2005 Gross receipts 416K with adjusted net income of \$188K. 4 operatories in 1,900 sq. ft. Dentrix G-2, intra-oral camera, currently open 4 days a week. Owner to retire.

**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 \$100 bactive patients. 1,400 sq. ft. 45 new patients seen per month. Owner is relocating. Available Immediately,

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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 equipped 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.

**CARLSBAD:** - For Sale - General Dentistry Practice. 1403 so for the Cas in a highly desirable area. There are 4 days of hygiene per week. Gross receipts were 247K for 2001 Price has been in its present location for 24 years. Molar Endo, Implants, referred out.

**SAN RAMON:** - For Sale - General Dentistry Practice. Practice 2005 patients receipts were 1,250,000 in 2005. Eight TX. rooms, 3 utilized for hygiene. Approx. 50 new patients partial oral camera, panoramic x-ray. Practice located in area for 25 yrs. 11yrs in present location. Large patient base of adults and children in very affluent and growing area. Owner retiring.

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Matt Bynum—Practice Management, Communication

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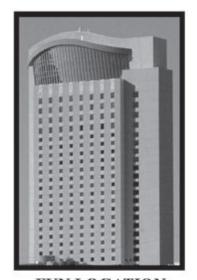
Ashley Johnson—Diagnosis, Occlusion.

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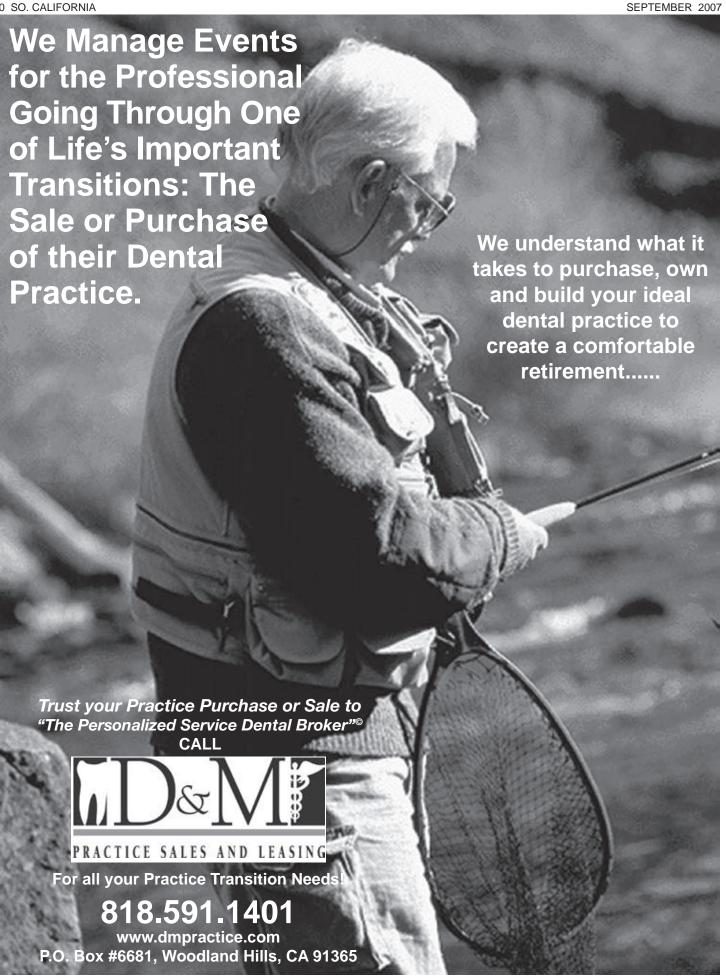
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4 OPS DENTAL OFFICE in SoCal-Santa Clarita Valley for sale by owner. For info visit dentalofficesale.com no brokers please.

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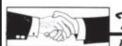
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- 5926 Sacramento's Carmichael 7 days of Hygiene. Collected \$550k in 06' on 3.5 Dentist days. F.P. \$310k
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- 5928 Oakland's Pill Hill Seeks Female DDS Relaxed practice collects \$250k/yr. Attractive 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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- 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
- 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 ½ 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
- 3007 Lamont/Arvin- Practice with RE. Newly renovated. Beautiful bargain.
- 3012 Apple Valley area HMO \$12k Cap checks per month. R.E. in newly renovated office available at \$1,385,000. Practice \$950k.
- 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.

ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA

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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.

3035 - San Marcos - Hi identity shopping ctr.Grossing \$300k+ Est. 8 yrs. 3036 - L.B./Paramount long estbd corner dental bldg. Now gross \$200k.

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

3040 - Apple Valley - Shopping center. Hi identity major intersection. 8 Ops. Grossing \$800k. Established 20+ yrs. F.P. \$695k.

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

3044 - So. OC GP. Est. in long time shopping ctr. Insurance only practice. 1,500 sq.ft., 6 Ops, 5 equipped.

3046 - Upland/Rancho Cucamonga. Beautiful HMO office. Collects \$800k/yr 3047 - Korean G.P.@ 101 & Vermont. Est 30+ yrs.Senior Seller refers out a

3048 - Santa Ana/Tustin G.P. Gross \$800k+. Indemnity plus PPO. Estb 35 yrs. 6 equipped operatories.

3049 - S.F. Valley. Class AAA Shopping center. Beautiful 7 Ops, 6 equipped. 3050 - Santa Margarita - EMERENCY SALE - Newly est.. 3,000 sq.ft. Lots of

3050 - Santa Margarita - EMERENCY 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.
 3054 - E. Riverside–Gross \$1.4 Mil.Refers out 20/Ortho cases/mo.\$2.5k 1<sup>st</sup>

 $\mbox{\it yr.}$   $\mbox{\it 3056}$  - 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.

3057 - Riverside – HMO \$8k - \$9k/month. 8 Ops. State of art. Seller invested over

\$450,000 in facility. Grossing \$1,000,000. A great buy at \$950,000.

3058 - San Bernardino area Practice. Across from large local hospital. 1,316 sq.ft.,

operatories, 2 equipped. Office is modern with digital X-ray and camera.

3059 - Sacramento - N.W. area known as Town & Country. G.P. est. 23 yrs. Grossing \$330k, with 50% net profit. 900 sq.ft.. Seller refers out a lot. F.P. \$250k.

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.

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

3072 - No. San Diego County Dental facility. Fully equipped turn key suite.

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

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