

# THE Dental Trader

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So. Calif. Edition

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Linda Brown  
Sales Associate



Paul Maimone  
Broker/Owner

## FRESNO COUNTY

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

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

## KERN COUNTY

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

## LOS ANGELES COUNTY

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

**ALHAMBRA** - (3) op computerized G.P. located in a one story prof bldg with some exposure/visibility. Annual collections are in the \$275K-\$300K range on a (4) day week. Cash/Ins/PPO/Denti-Cal. Seller retiring, but would help with a transition. **NEW**

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

**CANOGA PARK #2** - (3) op computerized G.P. Located in a prof. bldg. (2) ops fully eq't'd, third op eq't'd with a chair, x-ray, Pano & is plumbed. 2005 Collect \$200K+ p.t. Can do much more with additional plans, some advertising and additional hours. Cash/Ins/PPO. Low overhead; high net. Seller retiring. **NEW**

**ENCINO #1** - (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.

**ENCINO #2** - a "Beverly Hills" quality G.P. located in a well known and prestigious prof. bldg. Office has recently been remodeled and is gorgeous. Awesome valley views in all (5) ops; there could be a 6th op. Ops are computer linked to front office and are intra oral camera equipped. There is also a large lab, Zoom and a Pano. Mostly fee for service Cash/Ins. with some PPO's. Gross collections for the last 5 years have been in the \$850K - \$900K/yr range. This one is for the most discerning buyer. **NEW**

**HAWTHORNE** - (4) op computerized G.P. for sale. (3) ops Eq't'd. (1) plumbed. Cash/Ins/PPO/Denti-Cal/CAP patient base. Approx. (40) new patients/mos. 2005 Gross Collect. \$372K+. \$5K+/mos CAP cks. **NEW**

**LAWDALE** - (3) op computerized G.P. Strip Ctr. location. Cash/Ins/PPO/Denti-Cal. Annual Gross collections \$300K+.

**LA VERNE** - (3) op computerized G.P. located in a shop ctr. with exposure/visibility/signage. Cash/Ins/PPO. Panorex and Intra-oral Camera system with docking stations. 2004 gross collect \$578K+ on (4) day wk. Seller retiring. **SOLD**

**MISSION HILLS** - (5) op computerized G.P. Located in a prof. bldg. Cash/Ins/PPO only. (4) year wt'd average Gross Collect \$1.065M/year. Seller retiring.

**RESEDA** - Turn key office opportunity. (5) ops; (4) eq't'd, 5th op plumbed. Located in a prof. bldg. Newer equipment. Great signage. Low rent. **SOLD**

## ORANGE COUNTY

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## RIVERSIDE COUNTY

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

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

## SANTA BARBARA COUNTY

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

**CENTRAL COAST #2** - (3) op computerized G.P. (2) ops eq't'd. Located in Prof. Bldg. Mostly Cash/Ins w/small amount of PPO. Ave. Gross Collections \$500K+/yr. **PRICE REDUCTION**

## SAN BERNARDINO COUNTY

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

## SAN DIEGO COUNTY

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

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

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## SAN LUIS OBISPO COUNTY

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

**SAN LUIS OBISPO** - Great place to work and play. (4) op computerized G.P. (3) ops eq't'd. 2004 Gross Collections \$409K on (3) day week. Cash/Ins/PPO. (35-40) new patients per month. **SOLD**

## VENTURA COUNTY

**EAST VENTURA COUNTY** - (4) op computerized G.P. with exposure/visibility in a smaller town with limited competition. Fast growing area and fwy close. Gross \$200K+ on (3) day week with several mos. off. Cash/Ins/PPO/Denti-Cal/Healthy Families. Has ability to collect \$500K-\$700K operated full time with a more proactive recall. Seller is retiring. Building also available. **NEW**

**SIMI VALLEY** - Great starter pract/satellite office. (3) op G.P.; (2) ops fully eq't'd, 3rd op partially eq't'd. Also has Pano. Cash/Ins/PPO/HMO patients. Cap check \$1K+/mos. Seller quotes approx. (350-400) active charts. Seller works p.t. but could be expanded. **NEW**

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

**WESTLAKE VILLAGE** - (4) op computerized G.P. located on the first floor of a professional bldg. with visibility. (3) ops eq't'd (1) op plumbed not eq't'd. Cash/Ins/PPO patients. Annual Gross Collections \$450K+. **SOLD**

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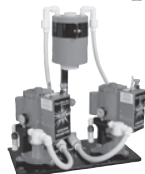
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## PRACTICES FOR SALE —August, 2006

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

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**SAN DIEGO—ALPINE**—Part-time **GENERAL PRACTICE** established in 1972. Approx. 50% FFS and 50% PPO. Refers out all specialties. Fantastic satellite or starter practice. Situated in Professional Bldg. Exploding Community! Available for immediate purchase at only 48K!!

**SAN DIEGO—EL CAJON**—Established (11 yrs) **GENERAL PRACTICE** comprised of approx. 50% Medi-Cal, 25% PPO, 25% Insurance/Private. 2005 collections of 562K. 4 Ops of newer equipment in 1650 sq.ft. New Dentrix and Computer Hardware. Priced to sell at 325K. **EXCELLENT VALUE!!**

**SAN DIEGO—DEL MAR**—Outstanding LOCATION and very attractive **GENERAL + Specialty Practice** situated in Professional Bldg. 3 fully-equipped Ops. with potential for 2 more. Approximately 50% HMO & 50% PPO/Private. High income area. Newer equipment including Panorex and Microscope! Offered for 385K!

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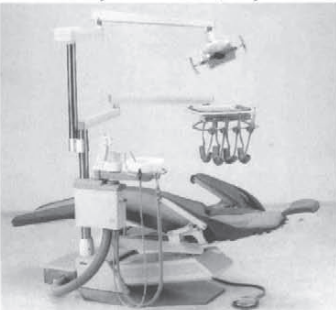
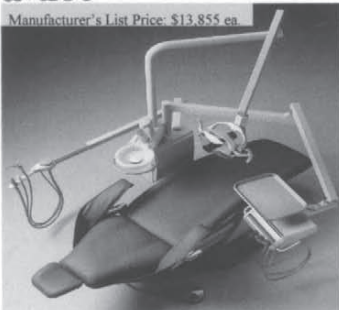
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\$548 ea.

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	INSTALL	SHIP
Adec Trad. or Decade (R) .....	4995	4795
Adec/Dentalez (R) .....	4995	4795
LSM Portland (New) .....	7140	6650
Ampco 21000 (New) .....	6650	6150
Belmont/TPC (New) .....	5950	5750
Engle Sequoia AS2 (New) .....	5750	5550
Forest 8350 (New) .....	9850	9650
Coastal/Ampco/PC (R) .....	2995	2750
TPC Mirage 4000 (New) .....	5995	5495
Dentalez /Adec/Ritter (R) .....	2450	2250

#### CHAIRS

TPC model 4000 (New) .....	3195	2995
Adec Priority (R) .....	2550	2250
Dentalez JSA(R) .....	1995	1895
MDT Aseptrol (R) .....	1495	1395
Dentalez/Ritter base (R) .....	1250	1050
Coastal Medallion (R) .....	1495	1295
Chayes Virginia (R) .....	1495	1295
Vacudent (R) .....	1495	1295
Ritter Vega (R) .....	1495	1295
Forest 6100 (New) .....	3995	3895
Forest 6010 (New) .....	3150	2995
LSM Hydraulic (New) .....	3495	3395

#### DELIVERY SYSTEMS ( Dr. & Assistant's )

Adec Decade Asepsis (R) .....	1850	1750
Adec Excellence Trad. (R) .....	1995	1895
Forest Euro (R) .....	2495	2395
Adec Decade or 4200 (R) .....	1550	1450
Ampco OTP (R) .....	1550	1450
Adec 2021 Dr/Hygiene (R) .....	1295	1195
TPC Mirage OTP (New) .....	2150	2050
Forest Euro 8800 (New) .....	4495	4395
Beaverstate S-4150 Cart (N) .....	1425	1352
Beaverstate S-4250 Cart (N) .....	1995	1895

#### LIGHTS

Adec 6300 (Renewed) .....	850	750
Forest 9010 & 9000 (R) .....	850	750
Dentalez Distinction (R) .....	850	750
Pelton & Crane LFII (R) .....	695	595
Pelton & Crane LFI (R) .....	650	525
Ritter/Knight (R) .....	650	550
Proma Daray II (R) .....	695	595
Ritter/Knight Track (R) .....	1025	825
Pelton & Crane LFI -T (R) .....	1075	875
Dentalez Daray I (R) .....	650	550

#### COMPRESSORS

	INSTALL	SHIP
Tech West 2HP Oilless w/D (N) 3795.....	3595	
Tech West 1HP Oilless w/D (N) 2395.....	2195	
Tech West 3HP Oil w/D(N).....	4950	4750
Tech West 2HP Oil w/D (N) .....	3195	2995
Tech West 1HP Oil w/D (N) .....	2395	2195

#### FILM PROCESSORS

Velopex Intra-X,L (New) .....	1650	1525
Velopex Intra-XE,L (New) .....	1550	1425
Velopex Extra-X,L (New) .....	3995	3795
Perio Pro III, w/ L (New) .....	2050	1927
Perio Pro I, w/ L (New) .....	1850	1695
Air Tech. AT2000 (New) .....	5150	4950
Air Tech. AT2000 w/recy (N).....	5525	5325
Dent-X 810 Basic (New) .....	3095	2995
Dent-X 810 plus-AR (New) .....	3595	3395

#### STOOLS

Brewer 2020B Dr. (New) .....	295	275
Brewer 2042L Assist. (New) .....	395	375
Brewer 9000 Dr. (New) .....	775	675
Brewer 9020 Assist. (New) .....	895	795

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Tuttnauer 2340M (New) .....	Super Savings	
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Chemclave EC5500 (New) .....	3250	3050
Chemclave EC6000 (New) .....	3995	3750
Barnstead PV Dry (New) .....	4395	4195
Barnstead MC10 (New) .....	3995	3795
Barnstead MC8 (New) .....	3195	2995
Midmark Ultraclave M9 (N) .....	Call for price	
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#### X-RAYS

Gendex GX-1000 (Renewed) .....	2450	2250
Kodak 2000, Digital (New) .....	2850	2650
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Dent-X Endos DC, AC (N) .....	Super Savings	

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Optilux 500 (Renewed) .....	795	750
Tech West 1 HP Vac. (New) .....	1150	1050
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to grow and add other specialists.

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days/week - Dr. retiring after 50 years-  
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### Torrance

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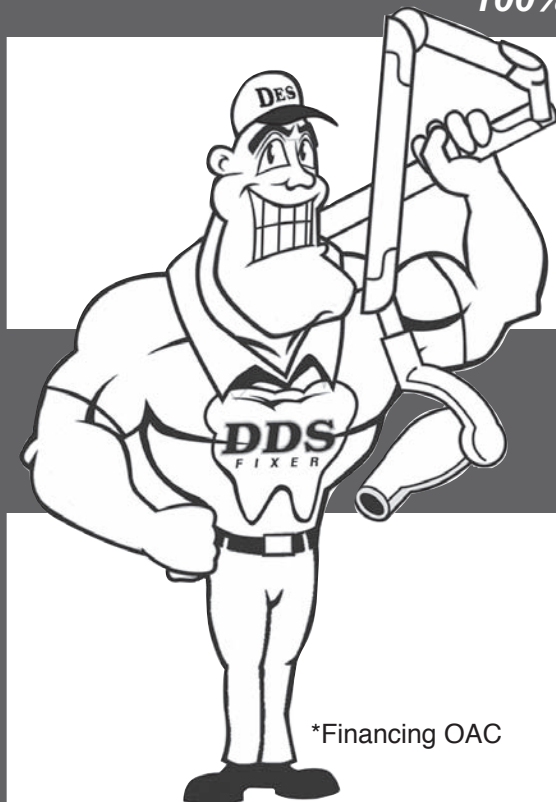
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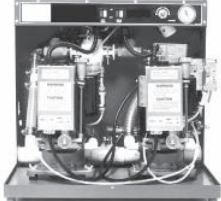
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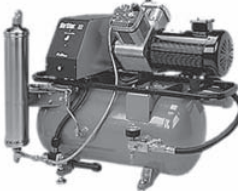
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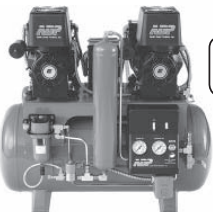
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**CULVER CITY FEE FOR SERVICE PRACTICE FOR SALE:** Long established general practice collects \$220,000 per year on 2.5 days per week. Seller refers all endo, all perio, and all oral surgery. 2.5 days per week of hygiene. No Denti-Cal and no cap. Limited PPO. Three equipped operatories. Seller nets \$85,000 per year. Asking \$175,000.

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**TARZANA GENERAL PRACTICE FOR SALE:** Located in a shopping center with excellent visibility, this practice collects \$700,000 per year on four days per week. No Denti-Cal. Capitation checks of \$3,000/month. Net income of \$400,000 per year. Seller refers most endo, most oral surgery and all perio surgery. 3 equipped operatories with room to add one more. Asking \$575,000. **PENDING**

**SAN FRANCISCO BAY AREA ORTHODONTIC PRACTICE FOR SALE:** Collects \$2,368,000 per year on three days per week with a net income of over \$1,000,000 per year with \$1,650,000 in contract receivables. Seller sees 160 patients per day, starts 30-40 patients per month. Six chairs in a bay arrangement with a single chair in a private exam room. Average fee per case is \$4,500 with over 1,200 patients in bands. Must sell. Motivated. Asking \$1,000,000.

**WEST LOS ANGELES FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** High quality practice collects \$2.0 million per year with a net income of just over \$1.0 million per year. No Denti-Cal, no capitation, no PPO's, no advertising, no evenings, and no weekends. Seller works an average of four days per week and has nine days per week of hygiene. Six equipped operatories with state of the art equipment. Beautiful building with excellent exposure. Unique opportunity for the right practitioner. Asking \$2,000,000.

**OJAI VALLEY/OAK VIEW GENERAL PRACTICE FOR SALE:** Forty-five years of goodwill. Located in a free-standing building with three fully equipped operatories. Seller does not accept Denti-Cal or capitation. Seller works two days per week with two days of hygiene per week and collects \$200,000 per year. Lots of upside potential as there is very little competition in the area. Must sell. Asking \$100,000.

**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.

**SANTA BARBARA SOLO GROUP PRACTICE FOR SALE:** Gross collections of \$600,000 per year on four days per week with a net income of over \$260,000 per year. No welfare or capitation. Six operatory office is shared with another general dentist. Practices are totally separate. Highly desired location. Motivated. Asking \$495,000.

**LOS ANGELES ENDODONTIC PRACTICE FOR SALE:** Collects \$365,000 per year on less than two days per week. Three operatories in large professional building with many referral sources. Net income of more than fifty percent. Asking price \$200,000. **SOLD**

**LA MIRADA MANAGED CARE PRACTICE FOR SALE:** Collects \$1,125,000 per year on an absentee basis. Mostly managed care patients-HMO & PPO. Capitation checks are \$9,500 per month. 35 patients per day, 60 new patients per month. Eleven operatories. **MOTIVATED! MAKE OFFER, BOUGHT ANOTHER.**

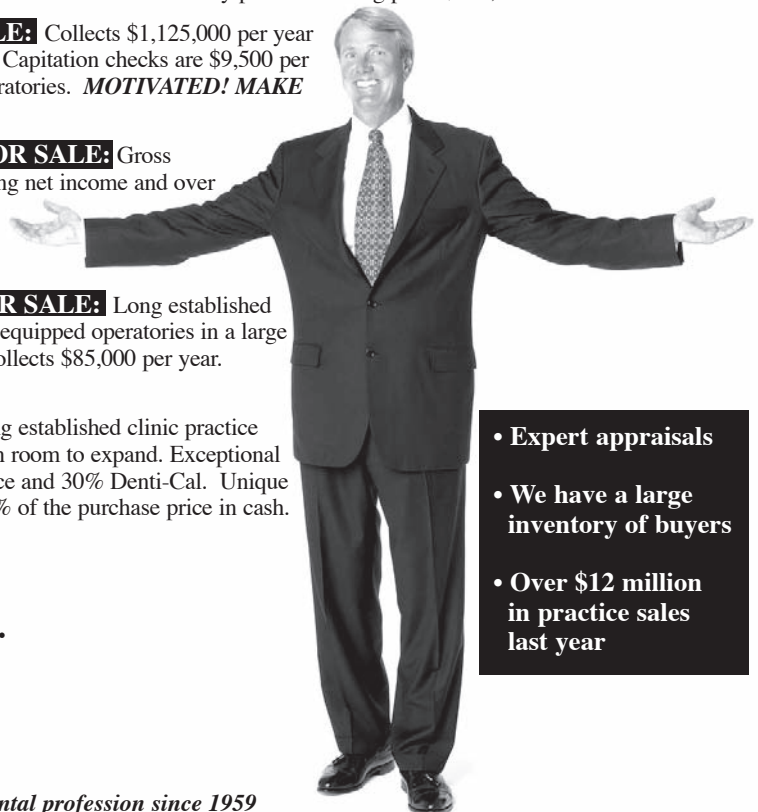
**MARINA DEL REY MANAGED CARE PRACTICE FOR SALE:** Gross collections in excess of \$2.9 million per year with no welfare. Strong net income and over 200 new patients per month. Seller works six months of the year with associates working in the practice six days per week. Three locations. No specialists. Asking \$2,800,000. **PENDING**

**SOUTH BAY AREA STARTER PERIO PRACTICE FOR SALE:** Long established perio practice is the only periodontist within a ten mile radius. Two equipped operatories in a large professional complex. Seller does no implants and no marketing. Collects \$85,000 per year. Asking \$35,000.

**CANOGA PARK CLINIC PRACTICE FOR SALE:** Long established clinic practice grosses \$1.0 million per year on an absentee basis. Eight chairs with room to expand. Exceptional signage. Predominantly Hispanic patient base. 70% cash or insurance and 30% Denti-Cal. Unique opportunity for the right buyer. Buyer must be able to put down 50% of the purchase price in cash. Motivated. Asking \$500,000. **PENDING**

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**LA MIRADA CLINIC** PRACTICE FOR SALE – Collects \$1,125,000 per year on an absentee basis. 11 operators. Asking \$600,000. Motivated-make offer. Kurt Skarin 818-991-6552.

**REDDING: FOR SALE** General Dentistry Practice. Gross Receipts 922K in 2004, with adjusted net income of \$395K. Owner retiring. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-730-8883.

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**PRACTICE FOR SALE** #1078–Nevada Historic City – G.P. wants Partner. Solo Group – Grossing \$600k in 3 days, grow to 1 million plus in 6 days, 3 days each. F.P. \$350,000. Call Professional Practice Sales, Inc., (714) 832-0230.

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**SAN RAFAEL:** For Sale - Fully equipped office space. This 3-op office is in a good location in San Rafael. If you are a NEW GRADUATE or looking to start up a new practice this would be an opportunity to do so for far less cost than renting space and doing your own lease hold improvements and adding equipment.

**REDDING:** For Sale - General Dentistry Practice. 2004 Gross Receipts were 438K 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. **SOLD**

**MODESTO:** For Sale - Gross Receipts for this practice in 2005 were one million six hundred thousand. The practice was acquired in 1970 and has been in its present location for 27 yrs. There are 15 days of hygiene. The office has 7 treatment rooms in 2200 sq ft. Digital X-rays, Panoramic X-Ray, Laser and Intraoral Camera. Owner would like to return as associate for two days a week. **SOLD**

**FARMING COMMUNITY SOUTH OF FRESNO:** For Sale - General Dentistry Practice. This 6 operator office has 5 days of hygiene, and has been at its present location for 32 years. 2004 gross receipts \$1,016,277.00. Small community with high growth and new housing development. Doctor is retiring.

**WILLITS:** For Sale - Both dental practice and building are for sale in this beautiful rural community. 2004 gross receipts were 512K with 184K adj. net income. This 1,200 sq ft office has 4 ops with 4 days of hygiene. The practice has been in the same location since 1971. Owner is retiring. **SOLD**

**MODESTO: ASSOC. WANTED** - This busy practice has been doing over 1.4 million dollars a year in gross receipts. There are 5 operatories and 8 days of hygiene, Pano, Cerac Unit, Intra-oral Camera, Dextrix 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, or retired dentist that wants to continue working 2 days a week.

**REDDING:** For Sale: General Dentistry Practice: Owner is retiring after 27 years in same location. 2004 gross receipts were 413K with a 143K adjusted net income. There are 4 treatment rooms in 1,475 sq ft. The building is being appraised and will also be for sale. Owner works 4 days a week. **SALE PENDING**

**REDDING:** For Sale: General Dentistry Practice. This excellent dental practice had gross receipts of \$922K in 2004 with \$395K adjusted net income. The practice has increased its gross receipts yearly for the last 5 years we reviewed. There are 5 equipped treatment rooms in this beautiful 2,550 sq. ft. dental office. Specialized equipment includes Laser Intra-oral Camera and Digital X-Rays. The view from each operatory is incredible.

**FRESNO:** For Sale - General Dentistry Practice. 2004 Gross Receipts were 545K with an adjusted net income of 178K. This 1,100 sq ft office has 3 treatment rooms, with 4 days of hygiene. It has been at its present location for 19 years. Dextrix software. Dentist is retiring.

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

**COTTONWOOD:** For Sale - General Dentistry Practice. This small practice is ideally suited for the new graduate or a satellite practice. The building is also for sale. Gross Receipts in 2005 were 375K. The office has 2 TX rooms in 880 sq. ft. with room for expansion. Four thousand acres were recently purchased in Cottonwood for a new Del Webb retirement community set to break ground in early 2006. Owner is retiring after 27 years in the same location. **SOLD**

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

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

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



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**GLENDORA:** For Sale - General Dentistry Practice. This practice has been in its present location since 1966. It consists of 1000 sq. ft. office with 3-fiber optic equipped operatories and Dental Sof software. Gross receipts for 2005 were \$266K, with an adjusted net income of \$107,903.00. Doctor is retiring.

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

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

**PETALUMA:** For Sale - This office incorporates Digital X-rays and Dentrix software creating a totally paperless office. The 2005 patient receipts were \$244K. All equipment is 5 years old or less. Endo, Perio and Ortho routinely referred out. Owner is moving out of the area.

**VALLEJO:** For Sale - General Dentistry Practice. This practice is located in a highly visible area in a growing area of Vallejo. Owner works 3 days a week. 2005 receipts were \$185K. Practice located in same location since 1989. Approximately 900 active patients. Doctor is retiring.

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

**RANCHO MIRAGE:** For Sale - General Dentistry Practice. This practice is located in a 1200 sq. ft. office is situated in the Eisenhower Medical Ctr. The practice has operated in same location for 30+ years. This practice has 6 operatories, 4 are fully equipped, 3 days of hygiene. Owner is retiring.

**EL DORADO HILLS:** For Sale - General Dentistry Facility. This facility completed only a year ago. All new state of the art equipment and office design. Grossing over \$50,000.00 per month. If you are interested in the El Dorado Hills area don't pass up inquiring about the details of this sale.

**PETALUMA:** For Sale - General Dentistry Practice. Has been in its present location for 5 years. 3 Operatories, Dentrix Software, Digital X-Rays, Intra-oral Camera. Gross receipts approx. \$300K per year. Great practice for the new grad, satellite for the experienced dentist or for a dentist wanting to come to the Petaluma area. 5 or 7 year lease available.

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

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

**SANGER:** For Sale - General Dentistry Practice. If you are a new graduate or you 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 \$45K in 2005 with less than a 50% overhead. This would also be a great satellite practice. The office is a condominium space that is also for sale and can be purchased at no money down. Owner is retiring.

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

**MOJAVE DESERT COMMUNITY:** 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 days per week schedule. There are 6 ops in this 4000 sq. ft. building that is also for sale. There are 5 days of hygiene. Owner is retiring.

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

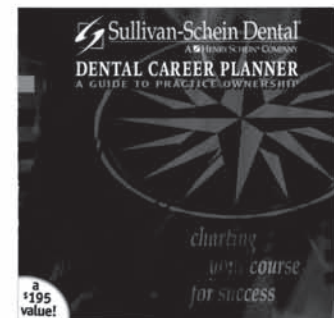
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**PRACTICE FOR SALE** #D-2972 SANTA CLARA- GP, new practice with new equipment. Nice 3000 sf w/ 6 ops. Motivated Seller. Relocating. Timothy G. Giroux, DDS/ Broker 800.641.4179.

**LA CANADA/MONTROSE** sublease office space. 3 eqpd ops. edental5252@adelphia.net.

**PRIVATE PRACTICE** in Stockton, California. Office located in a NEW retail shopping center (built in 2002) with national tenants. Opened in late 2002, great modern design, is all digital, and has 5 ops. Office has convenient major highway access, and is open only 4 to 5 days a week. ~735K collections for the last 2 years. Asking \$499,950. Contact Nick @ 510-676-5659.

**FOR SALE** SOUTHERN SONOMA COUNTY Strong patient foundation and positioned perfectly for the next wave of residential development. 3.5 days of Hygiene per week. Collections in 2005 topped \$620,000 with fantastic profits. Attractive and bright suite. Go to: [www.PPSellsDDS.com](http://www.PPSellsDDS.com) and view under CURRENT LISTINGS.

**DO YOU HAVE A CONTRACT** with your partner if the practice grows or you need to separate? Call Kerendian & Associates (310) 914-4143. See page 13.

**NEW TPC** Doctor's Mobile Cabinet- \$420.00. [www.tpcadvancedtechnology.com](http://www.tpcadvancedtechnology.com)

**DENTAL CHAIRS** 4 rent or lease, daily, weekly, monthly, in culver city, busy area. call 310-390-3565.

**EL MONTE** Long-established practice on a main street. Asking \$215,000. Select Practice Services, 626-966-8223!

**USED DENTAL EQUIPMENT** two Belmont Dental Chairs, and lights \$1200 each, duel head compressor \$2,800. Call 714 813-2991.

**YOUR SATISFACTION IS OUR PRIORITY** Whether you're looking for Dental Equipment Sales, Service, Office Design & Construction...our goal is to make you so glad you selected Priority, you refer others to us. Give us a try...let us earn your business. Priority Dental 800 853 3128.

**RIALTO** 20 years established G.P. for sale by owner. 3 ops in 1200 Sq.ft. collected \$170K in 2005 on 3 days. Dr retiring. low overhead. excellent opportunity. asking only \$110K. call 951-288-6645.

**"HOW TO MAKE MONEY** Using Your Hygiene Program" – an informational pamphlet – using these basic principles, you should double your hygiene income - you can't afford not to have this information – Send \$40 to: Dental Practice Publishers, P.O. Box 2772, Laguna Hills, CA 92654.

**GP LOOKING TO BUY** a practice in San Fernando Valley. 818-521-4049.

**DENTAL PRACTICE FOR SALE** in Oxnard. Over 20 years of goodwill great cash flow, low overhead. Dentist retiring. Grossed over 800,000 in 2005. Serious inquiries only to Dentist1962@hotmail.com.

**FOR SALE** 850 SQF 2UNITS XRAY COMPRESSOR VACUM 3RD ROOM PLUMMED NO PATIENT RENT 975/MONTH COVINA 50,000 951-522-7118.

**SELLERS** Before you sell your practice Give THE DILWITH GROUP a call at 877-345-9484 to see there is a difference in Brokers. Our SELLERS receive the one on one personal service they deserve you will see there is a difference in Brokers.

**HEY DOCTOR!** If you know of someone who would do well to advertise in the Dental Trader...please refer them to us. Thanks for spreading the word! Sincerely, [bruce@thedentaltrader.com](mailto:bruce@thedentaltrader.com).

**WILMINGTON GENERAL PRACTICE** Dr. retiring after 44 years 3 operatories - 3 easy days, only 2 employees - grosses \$12-14,000 per month - great starter or satellite office - priced right - great potential - Thomas & Fees Practice Sales (714) 544-4341.

**RDAEF** looking for part time. Over 30 years experience. Excellent with patients and extended functions. Glendale/Pasadena area. 818-249-8805.

**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. D&M PRACTICE SALES (818) 591-1401.

**R.D.H. WANTED** Vacaville CA, 1-4 days, Beautiful office, Motivated, fee for service patients, Great team, super salary, retirement, vacation pay, etc., [www.myvacavilledentist.com](http://www.myvacavilledentist.com), 707.592.1001.

**SOUTHERN/NORTHERN CAL.** Future GP searching for an associate Dentist or Retiring "D" who is willing to work 1 1/2 to 2 years after selling their practice. (707) 694-8978.

**FREE ANESTHETICS/X-RAY FILM** when you buy 9. Huge Inventory. Amazing Prices. Value and Service is our promise. Call Star Dental Supply 800-456-3660.

**PRACTICE FOR SALE** San Diego (Escondido) NEW LISTING! Owner 3 Ops in 1000 sq.ft. in single story Professional Bldg. Collections approx 250K. Offered for only 195K. SDPS: 760-599-7828.

**SAN DIEGO** two operator office for lease, \$1500 mo. Contact [bigbugs3@cox.net](mailto:bigbugs3@cox.net) for more info.

**CENTRAL COAST** clean air, good schools, growing community-Atascadero- 3 ops, Intra Oral Camera, 2005 gross about 400K good insurances and cash pts, sale price 295K firm. (805) 464-0557.

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- May 1-4, 2008
- May 14-17, 2009

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- (2007 ADA Session)
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**ENCINO PROSTHODONTIC PRACTICE** need specialist (pedo, ortho, endo, perio) to rent-sublease space: 5 ops, panorex. (818) 906-2222, fax: (818) 906-2597.

**LAKE FOREST** 4eq. ops-Turn Key Location- Leasehold improvements, equipment & all patient charts included. C.P.S. Inc. (714) 639-2775.

**AT LCF WE CAN FINANCE** 100% dental office tenant improvements without requiring purchase of equipment. See display on Pg 5 or call 800 550 9228.

**AOALAW LEGAL COUNSEL** for purchasing/selling your practice corporate formation leasing matters and other related civil litigation. See our ad or call 818 992 3133.

**PEDIATRIC DENTIST** will cover your pediatric practice during summer vacations. email: pediatric\_dd@yahoo.com or call: 310-254-5966.

**ORANGE PERIODONTAL** practice space in medical building, available for rent to non-restorative specialist. Next to medical centers and the mall, upscale facility, newly built. Please call (949) 310-8191.

**SEEKING RDH AND DA** for quality oriented Santa Monica Practice. Must be skilled, friendly with excellent communication skills. Kimberly 310-453-8606.

**PEDIATRIC DENTAL OFFICE FOR SALE** Three day a week, 4 chair practice in Inglewood on busy street grossed over \$325K in 2005. Digital Radiography, low overhead. Excellent opportunity for Pedodontist, GP or new grad. Dentist Retiring. (213)718-2453.

**NEW TPC** Lucent Ceiling Mounted Operatory Light-\$1,045.00 - FREE SHIPPING. www.tpcadvancedtechnology.com.

**PRACTICE FOR SALE** #1088-So. O.C. Lady DDS n busy shopping center, seeks Solo Group member to share facility ( a very busy shopping center) with a following. Purchase 1/2 of facility for \$365,000. Buyer would need to build own practice. Location proven as a great location. Excellent opportunity for right person with similar philosophy. Call Tom Fitterer (714) 832-0230.

**THERMAFIL PLUS/ 30 PACKS** Never been open, no longer doing RCTs. Will sell for 1/2 price. Multiple sizes. Please call. Karen (510) 444-4380.

**DENTAL CHAIRS** units, lights, good condition, matching 5+ operatories, call DUVI (310) 672-6720. \$4,000.00 or best offer.

**MOBILE X-RAY** on rolling stand, USED. Please call to discuss price. 310-394-1551.

**MORENO VALLEY DENTAL OFFICE** for Sale. Three operatories, large reception, lease hold improvements. Perfect opportunity for graduating student. Selling to focus on my other offices. Asking price only \$55K, you cannot start up a practice for this price! (760) 272-6292.

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**EXPERIENCED DA/RDA** for a Pedo office in San Diego. PT position, great salary. please post your resume to: sjaveh@netscape.net.

**OFFICE SPACE TO SHARE** in Tarzana. Long established practice has excess space available. Great opportunity. Call Ted, 818 644 0477 or email tedsto1@juno.com.

**"PAT WOOD** is very knowledgeable." David Reivakam, D.D.S., Riverside, California. Call Wood and Delgado toll free: 800-499-1474.

**NEW TPC** PowerMAX 25 Ultrasonic Scaler- \$485.00- FREE SHIPPING www.tpcadvancedtechnology.com.

**GREAT SPACE** for Dental Lab 1250 ft on Colorado blvd, Pasadena, next to upcoming dental offices. Call 626-232-1431.

**WE BUILD A BEAUTIFUL DENTAL OFFICE** in Los Gatos, 6 operatories. To own, just pay the building costs (408) 354-0500.

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**FOR SALE:** MODESTO With 7-days of Hygiene per week, this practice's foundation is "rock solid!" Strong performance with collections exceeding \$1.3 Million and with very attractive profits. Spacious office and enjoys great location. Exceptional staff. Excellent purchase for ambitious Dentist. This practice and facility could easily accommodate a Husband and Wife Dentist Team. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

**IMMEDIATE NEED** for Hygienist in my Palm Desert office. Wonderful opportunity high income potential. (760) 340-2448 fax (760) 272-6292 cell.

**ENDODONTIST/ PERIODONTIST NEEDED** in El Cajon well established office, great earning potential. contact Yvonne @619-444-3127.

**RAMONA** 5eq. ops in a single story free standing building. 45 years Goodwill. GR\$1.3 Mil. Net\$485K. C.P.S. Inc. (714) 639-2775.

**DOCTOR/HYGIENIST OPERATORIES** Adec Dr. and Assit. Unit, Coastal Chair, P/C LF-I Light (Renewed). Includes: installation, one year parts/labor, new tubings, paint, and upholstery. \$2950.00. Call Dental Resources 800-531-0312.





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**BRENTWOOD/LOS ANGELES**-3 fully equipped ops in a 1,080 sq. ft. suite located in a two story building. Intra Oral camera, digital x-ray, computer system, software package, Royal chairs, Belmont x-rays, Proma front deliveries and much more included! Good location in Brentwood! Income stream is approximately 75% insurance & 25% cash. Doctor is currently on a 4 day/week schedule seeing approximately 5-8 patients per day. Projecting \$897,221 for the 2006 Corporate Year. **BUYER'S NET OF \$226,598.**

**GARDEN GROVE**-4 fully equipped ops. and 2 denture room/equipped ops in a 2,560 sq. ft. suite located in a single story shopping center. Good location & good signage. Income stream is approximately 40% insurance, 20% cash & 40% Medi-Cal. Doctor is currently working 3 1/2 days/week projecting \$288,144 for 2006. **BUYER'S NET OF \$55,608.**

**PALM DESERT**-4 eq. ops. in a 1,990 sq. ft. suite located in a two story building. Good location, Belmont chairs, Belmont lights, Belmont Front Deliveries and 2 Intra Oral camera units included! Income stream is approx. 50% insurance & 50% cash. Doctor is currently working 1 day/week with one Associate working 1 day/week. Projecting \$479,944 for 2006. **BUYER'S NET OF \$158,654.**

**SAN DIEGO**-5 fully equipped ops. in a 2,200 sq. ft. suite located in a two story building. Good location, Adec chairs, Adec front deliveries, Adec lights, Zoom machine and much more included! Income stream is approximately 70% insurance and 30% cash. Doctor is currently working 4 days/week seeing approximately 4-10 patients per day. Projecting \$1,165,524 for 2006. **BUYER'S NET OF \$223,577.**

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

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**REDONDO BEACH:** 3 eq. ops. in a 806 sq. ft. suite located in a busy shopping center. Income stream is approx. 50% Insurance & 50% Cash. Low overhead. Center will be remodeled in late 06/07. Dr. is management only with Associate working 2 days/week. Associate refers out all Endo, O.S., Pedo & Perio. Leasehold improvements, equipment & all charts included.

**YORBA LINDA:** 4 eq. ops. in a 1,366 sq. ft. suite located in a two story medical/dental building. Only Dentist in building. Good location, computer system, software package, Intra Oral camera and much more included! Income stream is approximately 80% insurance & 20% cash. Doctor is currently working 4 days/week seeing approximately 11-12 patients per day. Projecting \$788,969 for 2006.

**BUYER'S NET OF \$159,972.**



**CHINO:** 4 eq. ops. in a 1,500 sq. ft. suite located in a strip shopping center. Computer system, software package, Intra Oral camera, chairs, lights, deliveries and much more included. Income stream is approximately 35% insurance (PPO), 42% cash & 23% Medi-Cal. Doctor is management only with one Associate working 3 days/week seeing approximately 10-15 patients per day with approx. 25 new patient per month. Practice was started from scratch 6 years ago in May 2000. Projecting \$212,767 for 2006. Leasehold improvements, equipment & all patient charts included. **BUYER'S NET OF \$120,492.**

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



Alice C. King, V.P.



# CALIFORNIA

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### GREATER LOS ANGELES & VENTURA COUNTY

**BRENTWOOD/LOS ANGELES**-3 fully equipped ops in a 1,080 sq. ft. suite located in a two story building. Intra Oral camera, digital x-ray, computer system, software package, Royal chairs, Belmont x-rays, Proma front deliveries and much more included! Good location in Brentwood! Income stream is approximately 75% insurance & 25% cash. Doctor is currently on a 4 day/week schedule seeing approximately 5-8 patients per day. Projecting \$897,221 for the 2006 Corporate Year. **BUYER'S NET OF \$226,598.**

**ENCINO**-3 fully equipped ops. in a 756 sq. ft. suite located in a 12 story building. Dental-Ez x-rays, Dental-Ez chairs, Knight Lights, Portable N202/02 & much more included! Leasehold improvements and equipment only.

**LAWDALE**-4 fully equipped ops. and 5 plumbed/not equipped ops. in a 2,300 sq. ft. suite located in a two story building. Computer system, software program, PC chairs, Knight lights, PC front deliveries, AT2000 auto developer and much more included. Leasehold improvements, equipment and some patient charts included.

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

**LOS ANGELES**-3eq. ops in a 1,000 sq. ft. suite located in a 9 story medical/dental building. Good area. Income stream is approximately 90% cash and 10% insurance. Doctor is currently working 4 days/week seeing approximately 4-5 patients per day. There is one Hygienist working one day/month seeing approximately 8 hygiene patients. Projecting \$240,000 for 2006. **BUYER'S NET OF \$86,052.**

**LOS ANGELES**-2 eq. ops. and 2 not eq. ops. in a 1,000 sq. ft. suite located in a single story building in a strip shopping center. 100% Hispanic, many years of Goodwill and family oriented office. Income stream is approximately 25% insurance, 50% cash & 25% Medi-cal. Doctor is currently working 2 days/week. Leasehold Improvements, equipment and some patient charts included.

**LOS ANGELES**-3 fully equipped ops in a 1,500 sq. ft. single story building. Computer system, software package, Belmont lights, Belmont hand units, new compressor, new vacuum and much more included! Good location. Leasehold improvements & equipment only.

**OXNARD**-2 fully equipped ops in a 950 sq. ft. free standing 3 suite building. Good location, 43 years Goodwill & new home developments 3 miles from practice. Doctor is currently working 4 days/week seeing approximately 4-10 patients per day. Projecting \$507,462 for 2006. **BUYER'S NET OF \$265,784.**

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

**PLAYA DEL REY**-3 fully equipped ops. and 2 plumbed/not eq. ops. in a 1,370 sq. ft. suite located in a two story building. Income stream is approximately 70% insurance & 30% cash. Doctor is currently working 3 days/week seeing approximately 8-10 patients per day with one Hygienist working 2 days/week seeing approximately 8-10 Hygiene patients per day. Projecting \$340,816 for 2006. **BUYER'S NET OF \$64,716.**

**PORT HUENEME**-3 fully eq. ops. in a 1,260 sq. ft. suite located in a shopping center location. Income stream is approx. 50% insurance, 20% cash & 30% Medi-Cal. Started from scratch in 1999. Doctor is currently seeing approximately 5-6 patients per day working 3 days/week. Projecting \$212,403. **BUYER'S NET OF \$96,600.**

**REMINDER: Net Income is Buyer's Net Income after Debt Service  
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Maria Silva, V.P.

**RESEDA**-4 eq. ops. in a 1,400 sq. ft. suite located in a four story medical/dental building. Good location, office is all digital, Joe Dansereau chairs, lights and deliveries all included. Computer system, Intra Oral camera, software package and much more! Income stream is approximately 70% insurance & 30% cash. Doctor is currently working 5 days/week seeing approximately 10-12 patients each day. Projecting \$ 423,732 for 2006. **BUYER'S NET OF \$127,280.**

**SANTA MONICA**-4 fully eq. ops. & 1 plumbed/not eq. op. located in a 1,579 sq. ft. suite. Income stream is approx. 60% insurance & 40% cash. Projecting \$651,712. **BUYER'S NET OF \$249,792.**

**SOUTHGATE**-3 fully equipped ops. in a 980 sq. ft. suite located in a single story duplex building located next to a medical office. Belmont equipment, Belmont x-ray and much more included! Good staff, nice patient base and 21 years of Goodwill. Leasehold improvements, equipment and some patient charts included!

**TORRANCE**-4 eq. ops. in a 1,400 sq. ft. suite. Proma equipment included. Leasehold improvements and some equipment only.

## ORANGE COUNTY

**GARDEN GROVE**-4 fully equipped ops. and 2 denture room/equipped ops in a 2,560 sq. ft. suite located in a single story shopping center. Good location & good signage. Income stream is approximately 40% insurance, 20% cash & 40% Medi-Cal. Doctor is currently working 3 1/2 days/week projecting \$288,144 for 2006. **BUYER'S NET OF \$55,608.**

**IRVINE**-4 fully equipped ops and 2 plumbed/not equipped ops located in a 1,200 sq. ft. single story free standing building. Good location in Irvine, 1st 2 ops are digital and has wiring for digital in 2 other ops. Income stream is approximately 60% insurance, 10% cash and 30% Medi-Cal. Practice was started from scratch in 1995. Doctor is currently working 4 1/2 days projecting \$508,097 for 2006. **BUYER'S NET OF \$137,296.**

**IRVINE**-5 eq. ops. in a 2,010 sq. ft. single story free standing building. Good location in Irvine. All digital x-ray office. Income stream is approximately 60% insurance, 30% cash and 10% capitation. Doctor is currently working 3 1/2 days/week seeing approximately 7-8 patients per day. Projecting \$408,000 for 2006. **BUYER'S NET OF \$128,913.**

**LAGUNA BEACH**-3 eq. ops. in a 1,400 sq. ft. single story A-frame free standing building. 56 years Goodwill, good location & has nine additional parking spaces. Income stream is approx. 65% insurance, 30% cash & 5% capitation. Projecting \$386,206 for 2006.

**LAGUNA HILLS**-2 eq. ops. and 1 not eq. op. in a 800 sq. ft. single story free standing building located in a busy plaza. Good location across from new Laguna Hills community center and high school. High traffic area, many walk-ins, compact office able to keep overhead controlled. Produced \$570,000 in 2005 from this office. Leasehold improvements and equipment only.

**LAGUNA HILLS**-5 eq. ops. in a 999 sq. ft. single story in a shopping center. Good location, bus stop from Leisure World out front, senior center and DMV close by. Doctor is currently working 4 days/week seeing approximately 10-12 patients per day. Income stream is approximately 90% cash and 10% insurance. Established practice at this location since 1978. Projecting \$456,642 for 2006. **BUYER'S NET OF \$112,953.**

**LAGUNA NIGUEL**-3 eq. ops. and 1 not eq. op., also 3 chairs in an open bay in an 1,800 sq. ft. suite located in a two story medical/dental building. Good location. Belmont chairs, Proma front deliveries, Belmont lights, peri-pro developer, GE x-ray, Royal chairs and Celux lights all included. Leasehold improvements & equipment only.

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Tina Ochoa, V.P.



# CALIFORNIA

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**LAKE FOREST-TURN KEY LOCATION**-4 eq. ops. in a 1,150 sq. ft. suite located in a single story Stater Brother's shopping center. Practice was designed by HealthCo. Computer system, software package, Belmont lights, Belmont chairs and more included! Income stream is approximately 80% insurance and 20% cash. Leasehold improvements, equipment and all patient charts included.

**LAKE FOREST**-3 eq. ops. in a 900 sq. ft. suite located in a two story medical/dental building. Belmont chairs, Adec front delivery, Sony T.V.'s, Gendex x-ray, Sirona x-ray, Meridian telephone system, Adec light and more included. Good location. Good location. Leasehold improvements & some equipment only.

**NEWPORT BEACH**-3 fully equipped ops. in a 851 sq. ft. suite located in a multi-story medical/dental building. New lab equipment, new curing light and new hand units. Adec chairs, Adec lights, Adec front delivery and much more included! Income stream is approximately 100% cash. Doctor is currently working one day/week with one Associate working three days/week. Projecting \$560,000 for 2006. **BUYER'S NET OF \$83,709.**

**SANTA ANA**-5 fully equipped ops. & 1 plumbed/not equipped op. in a 2,050 sq. ft. suite located in a two story Medical/Dental building. Income stream is approximately 45% insurance, 45% cash, 6% Medi-Cal and 4% capitation. Doctor is currently working 3 1/2 days/week seeing approximately 6-8 patients per day. Projecting \$180,067 for 2006. Leasehold improvements, equipment and all patient charts included.

**SANTA ANA**-5 fully equipped ops. in a 1,200 sq. ft. single story building in a strip shopping center. Good location, 25 years Goodwill and 4 ops, plumbed with N202. Projecting \$843,252 for 2006. **BUYER'S NET OF \$197,768.**

**TUSTIN**-3 fully eq. ops. and 1 plumbed/not eq. op. in a 2,250 sq. ft. suite located in a shopping center location. Computer system, Intra Oral camera, software package, Proma Front Deliveries, Belmont lights and much more included! Good location. Income stream is approximately 78% insurance, 20% cash & 2% Medi-cal. Doctor is currently working 5 days/week seeing approximately 10-20 patients per day and attracting 30 new patients per month. Projecting \$669,576 for 2006. **BUYER'S NET OF \$234,768.**

**TUSTIN**-2 eq. ops. in a 980 sq. ft. suite located in a single story medical/dental building. 41 years Goodwill. Doctor is currently working 2 days/week. Water included. New compressor and new vacuum included! Leasehold improvements, equipment and all patient charts.

**YORBA LINDA**-4 eq. ops. in an a 1,366 sq. ft. suite located in a two story medical/dental building. Only Dentist in building. Good location, computer system, software package, Intra Oral camera and much more included! Income stream is approximately 80% insurance & 20% cash. Doctor is currently working 4 days/week seeing approximately 11-12 patients per day. Projecting \$788,969 for 2006. **BUYER'S NET OF \$159,972.**

### RIVERSIDE & SAN BERNARDINO COUNTIES

**CHINO**-4 eq. ops. in a 1,500 sq. ft. suite located in a strip shopping center. Computer system, software package, Intra Oral camera, chairs, lights, deliveries and much more included. Income stream is approximately 35% insurance (PPO), 42% cash & 23% Medi-Cal. Doctor is management only with one Associate working 3 days/week seeing approximately 10-15 patients per day with approx. 25 new patient per month. Practice was started from scratch 6 years ago in May 2000. Projecting \$212,767 for 2006. Leasehold improvements, equipment & all patient charts included.

**NORCO**-3 fully equipped ops. in a 1,000 sq. ft. suite located in a strip shopping center. Good location, many walk-ins, busy shopping center and Turn Key Location! Income stream is approximately 40% insurance (PPO), 35% cash and 25% Medi-Cal. Started from scratch in 2004. Doctor is currently working 2 1/2 days/week. Projecting 176,196 for 2006. Leasehold improvements, equipment and patient charts included.

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Greg Beamer, V.P.

**PALM DESERT**-4 eq. ops. in a 1,990 sq. ft. suite located in a two story building. Good location, Belmont chairs, Belmont lights, Belmont Front Deliveries and 2 Intra Oral camera units included! Income stream is approx. 50% insurance & 50% cash. Doctor is currently working 1 day/week with one Associate working 1 day/week. Projecting \$479,944 for 2006. **BUYER'S NET OF \$158,654.**

**RIVERSIDE**-4 eq. ops. in a 1,300 sq. ft. suite. Good location in a shopping center. Please contact your C.P.S. agent for more info.

## SAN DIEGO COUNTY

**BONITA**-4 eq ops in a 1,300 sq. ft. suite. 19 years Goodwill, Belmont equipment and more included. Doctor is working 4 days/week seeing approx. 15 patients per day. Projecting \$865,665 for 2006. **BUYER'S NET OF \$413,328.**

**CHULA VISTA**-2 eq. ops. and 3 plumbed/not eq. ops. in a 2,500 sq. ft. suite located in a two story medical/dental building. Good location, SDS chairs, Prisma lights, computer system, software program and much more included! Leasehold improvements and equipment only.

**OCEANSIDE**-7 eq. ops. in a 1,995 sq. ft. single story building located in a shopping center. 1 medium sized (8x10) lab, 1 (plumbed) lounge, 1 reception room, 1 storage room upstairs (16x12), 1 Office management room, 1 large sterilization area, 2 business offices, 1 private office and 1 equipment room. 3 Intra Oral camera stations, Belmont chairs, Belmont lights and much more included! Projecting \$1,152,414 for 2006. **BUYER'S NET OF \$302,624.**

**POWAY**-3 eq. ops. in a 1,050 sq. ft. suite located in a single story dental building. Good location, 12 years of Goodwill, Intra Oral camera, computer system and much more included! Income stream is approx. 70% cash & 30% insurance. Doctor is currently working 3 days/week seeing approx. 6-11 patients per day. There is currently one Hygienist working 2 times/month seeing approx. 8 patients each day. Projecting \$452,288 for 2006. **BUYER'S NET OF \$120,492.**

**RAMONA**-5 eq. ops. in a 1,600 sq. ft. single story free standing building. 45 years Goodwill. Income stream is approx. 80% insurance & 20% cash. Projecting \$1,323,432 for 2006. **BUYER'S NET OF \$485,104.**

**SAN DIEGO**-5 fully equipped ops. in a 2,200 sq. ft. suite located in a two story building. Good location, Adec chairs, Adec front deliveries, Adec lights, Zoom machine and much more included! Income stream is approximately 70% insurance and 30% cash. Doctor is currently working 4 days/week seeing approximately 4-10 patients per day. Projecting \$1,165,524 for 2006. **BUYER'S NET OF \$223,577.**

## DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

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

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

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

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

John W. Knipf (Neff), President

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

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

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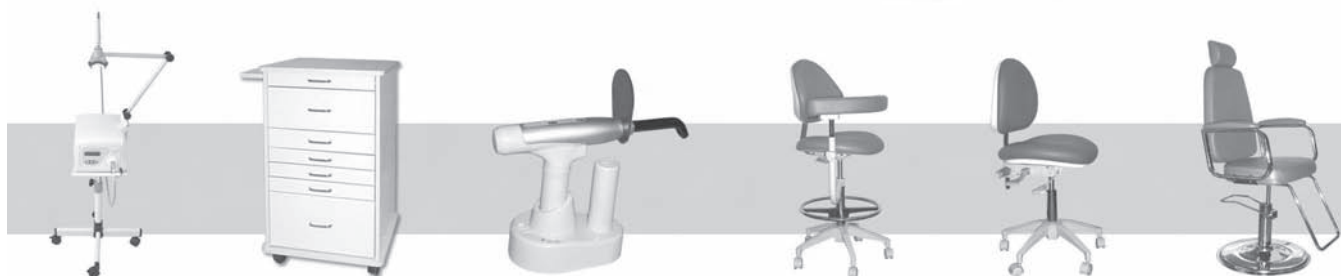


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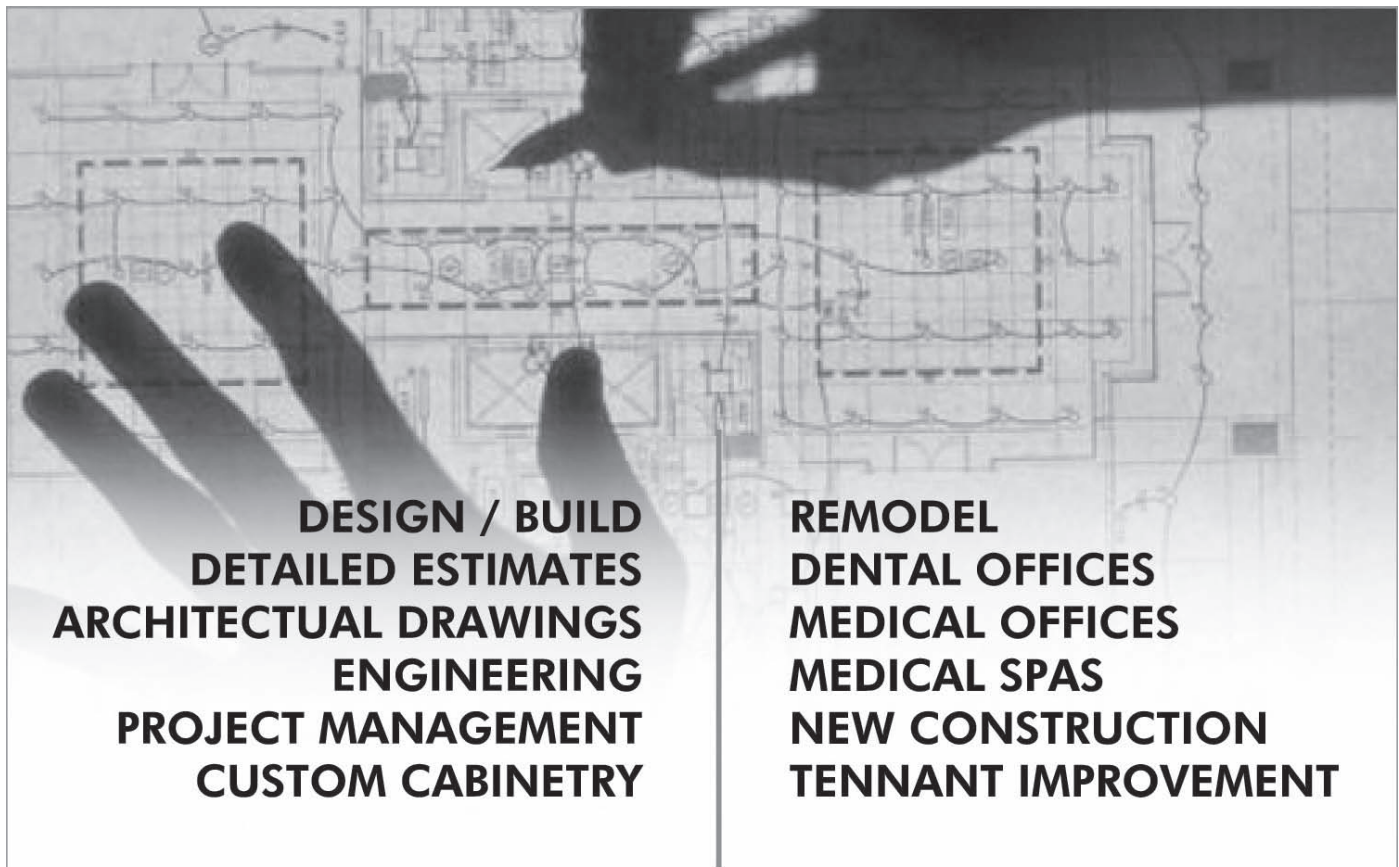
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**PRACTICE FOR SALE** #D-442 SAN JOSE—GP in nice strip mall location. 5 ops with new equipment. Won't last long! Timothy G. Giroux, DDS/Broker 800.641.4179.

**"DENTAL SCHEDULING FOR THE SOLO PRACTITIONER"** an informational pamphlet – Learn how to schedule efficiently to maximize production, control overhead, and treat patients when you want to see them. You can't afford not to have this information – Send \$40 to: Dental Practice Publishers, P.O. Box 2772, Laguna Hills, CA 92654.

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**SANTA BARBARA CITY AREA** GENERAL DENTIST WANTED. 1-3days/wk(4-6hrs/day), short/long term? CALL 805-965-8141. M-F 10-6. POSSIBLE BUY-IN.

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**INDIO DENTAL OFFICE FOR SALE** Leasehold improvement and equipment only, 3 ops. Extremely low overhead. \$340k gross on 12 days/month. Established 37 years. Asking 50k only. contact: dentaldocs@gmail.com.

**PRACTICES FOR SALE CALIFORNIA ~ Orange County-** Grosses \$900,000; **NEVADA ~ Washoe County –** Grosses \$1,200,000+; **ARIZONA ~ Maricopa County ~ (2)** Grosses \$1,200,000 and \$1,600,000. 100% **FINANCING ~ SELLERS WANTED-** lowest commissions. Call 888-277-6633, email info: @promed-financial.com, Visit [www.promed-financial.com](http://www.promed-financial.com).

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**LOS ANGELES PRACTICE FOR SALE** 5 OPS. GOOD VISIBILITY. MED/INS/CASH/CAP COLLECTS 320K. ASKING 225K. (310) 9919468.

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- *Know how "your age" influences your claim.*
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### BAY AREA

**NEW! A-2953 NORTH BAY**—Mobile Dental Clinic. Call for Details

**#B-382 CONCORD**— GP, Beautiful office Great Location! 6 ops 3-4 days/Hygiene, Gross in \$700k range. Call for Details!

**#B-388 ANTIOCH**— Seller retiring. Collections of approximately \$480K in '05. 3 ops, plumbed for 4th op. Office condo avail.

**#B-408 HAYWARD**— 2+ op office. Practice averages \$250k gross. Call for further details! **FP \$215k**

**#B-409 EAST BAY**—GP, group in large 10 op practice. Fee-for-service w/gross revenues in the \$1.5 mill. **FP \$1.2 million**

**NEW! B-441 SAN RAMON**— GP with gross in the \$800k

### BAY AREA CONT.

**#D-429 SAN JOSE**— GP, in highly visible retail center, draws 25-30 new pts/month. Beautifully equipped 3 ops, has approx. 1500 active pts. Wont last long at **\$295K**

**#D-432 CAMPBELL**— GP, Great Opportunity with around 2000 potential active patients. Long established group practice.

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

**NEW! #D-2974 SANTA CLARA CO**— Leasehold Improvement/Asset sale. 5 ops, Good opportunity for a dds to relocate.

**NEW! #D-444 SAN JOSE**— GP in busy commercial area, great signage. New equipment, 1640 sf w/ 4 fully equipped ops plumbing for one additional. **FP \$295K**

### NORTHERN CAL CONT.

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

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

**NEW! #E-442 ROSEVILLE**— GP in growing area. 1000 sf w/ 3 fully equipped ops. Reasonable rent. Call for details!

**#E-419 WOODLAND**— GP, Collections in excess of \$500k over last 3 years. Modern 4 op office. Call for Details

**#E-420 SACRAMENTO**— GP, Prime W. Sac shopping center location. Mixture of private pay, indemnity and PPO Plans. 4 ops, collections of \$485K. **FP \$300K**

**#E-418 SACRAMENTO**— GP Long established practice, Seller retiring. Mostly insured/cash patients. **FP \$125K**

**#E-421 CARMICHAEL**— GP, Long established practice,

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

**#B-2948 CONTRA COSTA CO**— Established GP in 1400 sf 5 op office w/ 3 dr days + 4 hyg days. Seller to help w/ transition.

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

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

**#B-2975 EAST BAY**— Large Group practice buy in. Great opportunity for dentist who doesn't want to practice alone. Collections 825K+ in 2005. Call for Details!

**#C-2957 SOLANO CO**— Large GP, State of the art well designed office. 2200 active pts. Gross ranges 1.1 million.

**#C-2964 SOLANO CO**— Established 30 yrs GP, Associate buy-in. 3500 active pts. 3000 sf 9 ops. Call for Details!

**#D-332 NORTH SUNNYVALE AREA**— GP Consistent collections of 1.1 million 11 operatory office. Call for Details!

**#D-403 SAN JOSE**— GP, Modern shopping center location, new equipment 3 ops plumbed for additional. Nice office located in prime commercial area. **FP \$225K**

**#D-424 APTOS/SANTA CRUZ AREA**— GP, Long established practice, Seller retiring. Nicely appointed 3 office. Collections of \$554K in '05. **FP \$365K**

**NEW! #D-2977 SALINAS**— GP, 3 doctor days w/ 3 days of hygiene 1000 sf w/2 ops with 1 hygiene op.

**#D-2973 SAN JOSE**— Equipment and Leasehold asset sale. Lease is negotiable, 1080 sf 3 ops. Call for Details

**#D-2972 SANTA CLARA**— GP, new practice with new equipment. Nice 3000 sf w/ 6 ops. Motivated Seller. Relocating.

**#D-2954 SAN JOSE**— GP, 12 years established 900 sf w/ 2 ops. Seller Relocating. Call for Details

**#D-2955 PALO ALTO**— GP, 38 years established. Practice. 4 ops, 5 dr days w/ 5 hyg days. 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.

### NORTHERN CALIFORNIA

**#E-401 SIERRA FOOTHILLS**— GP, Located Between Sacramento and Lake Tahoe. Relaxed work week produces over 600K and over \$260K Profit! Located 1,000 sf w/ 3 ops reasonable rent. Hurry this won't last long! **FP \$425K**

**NEW! #E-440 SACRAMENTO**— GP Improvement/Equipment Sale w/ some residual patient base. Fully equipped 5 op office. Insured/Cash patients only. Price to sell! **FP \$250K**

**#E-391 SACRAMENTO**— GP in prime downtown location. Collections of \$925K in 2005. 2700 sf 6 op office. Mix of HMO, PPO and private pay. **FP \$650K**

Seller retiring Collections If \$701k in '05. Fully equipped 4 op office Seller refers out specialties. **FP \$450K**

**#E-422 CARMICHAEL**— GP, Seller retiring. Fully equipped 4 op Collections of \$551K. **FP \$358K**

**#E-423 CARMICHAEL**— GP, Long established practice, Seller retiring. Collections of \$447K in '05. Fully equipped 4 op office. **FP \$300K**

**SACRAMENTO**— Group practice, gross totals approximately \$1.7 million range. Call for Details

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

**#F-326 EUREKA AREA**— GP, long established practice. Seller Retiring. Nicely appointed 1,250 sf w/ 3 ops. Insured/cash pts only. Collected \$604K in '04 w/ taking 5-6 weeks vacation. **FP \$345K**

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

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

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

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## WESTERN PRACTICE SALES

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### NORTHERN CAL CONT.

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

**#H-311 NORTH SHORE, LAKE TAHOE** - Work and Play in beautiful Tahoe! GP Long established practice. Collections of \$588k in '04. 4 op office. **FP \$325K**

**#H-392 CENTRAL SIERRA/MURPHYS AREA** - GP Seller Retiring. Collections of \$300k. Insured/Cash patients, 3 ops. Practice **\$135K Real Estate \$175K**

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

**#H-386 SONORA** - GP, in beautiful 2200 sf 6 op completely computerized office w/digital x-ray. Collections avg 1.13 million in past 4 years. Option to purchase building. **REDUCED! \$750K**

**#H-2916** - 42 years established, GP in modern computerized 3 op office, 1650 sf. Great Staff and Seller to assist w/transition. Call for Details!

**#H-2961 GOLD COUNTRY** - GP, Computerized 3 ops. Net in the \$350k range. Building is owner occupied. Seller to assist w/transition.

### CENTRAL VALLEY

**REDUCED! #I-358 MERCED** - GP, Seller retiring. Part-time practice with collections of \$164K in 2004. Office condo avail. to purchase with practice. Practice: **\$75K; Office/Condo \$200K**

**#I-404 TURLOCK** - GP, Modern equipped 5 op office. Collections in the \$500K range. Call for Details!

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

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

**#J-2971 TULARE CO.** Fee-for-service, GP in beautiful 4125 sf, 9 op practice. Great opportunity to own a practice w/a building. Collections \$900k+ in 2005. **FP \$530K**

**#J-414 SANTA MARIA** - Long established Coastal practice, 1250 sf w/ 4 ops. Grosses in \$550k Range. Priced to SELL! **FP \$395K Building is Also Available to Purchase.**

**#J-2938 FRESNO** - GP, new modern 1750 sf with 4 ops. Starter practice with some patient base. Building is also available for purchase. Call for Details!

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

**#J-438 FRESNO** - GP, established practice located in prime NE area of Fresno. Collections of \$441K in '05. Beautifully equipped 5 op office. Call for Details!

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

### SOUTHERN CALIFORNIA

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

**#K-321 ANGELES HILLS** - GP, Call for Details!

**#K-347 ENCINO** - GP Located in new office on main street. All new equipment! Only **\$365K!**

**REDUCED! #K-349 TORRANCE** - GP in professional building on a main street. DDS will stay on as needed. **FP**

### ARIZONA

**#Az-405 TEMPE** - Leasehold Improvement/Equipment Sale. Won't last long! **FP \$39,500!**

**#Az-412 PHOENIX** - Large 7 op practice, plumbed for one additional. Real Estate is also available for purchase.

**#Az-425 PHOENIX** - GP, in nice 1272 sf 4 op office. Practice grosses in the \$400k range. Call for Details!

**#Az-426 PHOENIX** - GP in beautiful 2500 sf 8 op office. Practice grosses in the 1.2 million range. Possibly selling interest in building. **FP \$950K**

**#Az-427 TUCSON** - Leasehold improvement sale, 1000 sf w/ 3 ops. Call for Details

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

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

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

### NEVADA

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

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

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**#LV-263 LAS VEGAS** - GP, established 24 years. Beautiful 3000 sf, 6 op practice w/ gross in \$900K range! Portion of Bldg for Sale. **FP \$550K**

**#LV-335 LAS VEGAS** - Seller Retiring. Modern equipped 2700 sf 5 op office. Over 1 Million in Collections. Call for Details!

**#LV-379 LAS VEGAS** - GP, located in professional building in prime West LV area. Newly decorated office w/ 9 ops. Gross in 600k range. Call for Details!

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

**#LV-381 LAS VEGAS** - GP in 5 op, 1800 sq ft office. Building possibly available for purchase. Call For Details!

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

**#LV-415 LAS VEGAS** - Beautiful Improvement/Equipment Sale, 5 op practice located in desirable "Lakes", West LV area. Lease is negotiable and currently below market value. Call for Details!!

**#LV-436 HENDERSON** - Beautiful nearly new 2100 sf office avgs over 40 new patients/month. Avg collections around \$1.1 million w/ over \$500k net profit! Fully computerized paperless office w/digital x-rays. Call for Details!

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

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

**#H-328 GREATER SOUTH LAKE TAHOE AREA** - Ortho practices with a combined Collection of \$620K+ in '04. Modern equipped 4 op office. Call for Details!

**#I-355 CENTRAL VALLEY** - Ortho, established practice. Modern equip 6 op office. Collections projected at \$460K on pt schedule avg 10-12 new starts/month. **FP \$360K**

**#I-356 CENTRAL VALLEY** - Ortho, Long established practice. Excellent Location. Modern equipped w/ 8 ops. Averages 22-24 new starts/month. **FP \$890K**

**#D-372 SAN JOSE, CA** - Perio, Well respected for personalized care. 1400 sf 5 op office. Strong referral base. Call for Details!

**#D-354 ALAMEDA COUNTY** - Ortho, newly remodeled office. Modern equipped w/ 1 open bay, new patient exam room. Collections projected @ \$600K for '05. **FP \$550K**

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**#D-2941 SANTA CLARA** - Perio, Modern computerized 1540 sf w/5ops. Avg collections for last 4 years in range \$315K. Good Referral Base. Call for Details

**#A-2953 NORTH BAY** - Perio, New office, 3 ops w/ 1 hyg. Seller will assist in transition. Call for Details!

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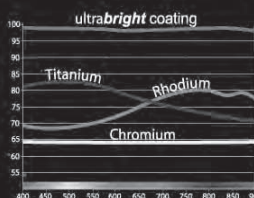
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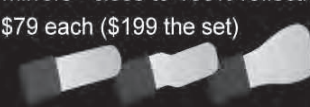


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**SO. ORANGE COUNTY** - Spacious, private fee for service office, 4 ops., & intra-oral camera system. Seller retiring. Prior twelve month gross \$408,600.

**LOMITA** - 1,100 sq. ft., facility + small patient base, 4 ops. total, 2 equipped, new paint & carpet. Asking \$125,000.

**LAKE FOREST** - 2,012 sq. ft. office located in professional building. 4 ops. plus x-ray room, 33 years at same location. Seller is retiring. Prior twelve month gross receipts \$405,000 w/ excellent net.

**WHITTIER** - 1,600 sq. ft. facility, 5 ops, 2 new chairs, new X-ray. Asking \$185,000. Purchase into building may be available.

**More listings coming soon!**

**PRACTICE FOR SALE** #2039 - San Bernardino area. Private Practice, 3 ops. Long established, Collects \$170,000. Mix of payers. Call Professional Practice Sales, Inc., (714) 832-0230.

**FOR SALE** General Practice in Beverly Hills, ground floor corner, 1100 square feet, 4 operatories, 310-552-1441 PRIME of the PRIME.

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**LOS FELIZ DENTAL SUITE** for rent. 1,200 SF, street level, in new, upscale building. Prime LA location. (310)377-6871.

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**ENTRY FORM ON NEXT PAGE —→**

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1078 - Nevada-Historic city. GP wants partner. Solo Group. Gross \$600k. Full Price \$350,000

1088 - So. OC lady DDS in busy shopping ctr. Purchase 1/2 facility for \$365k.

1094 - 2 Practices near Bakersfield. Gross \$750k. Fee for service only. Free standing building included in sale. Bargain.

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