

# THE Dental

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JANUARY 2005  
So. California Edition

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## Happy New Year from all of us at D&M!

### FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. located in smaller town. Only private dentist in town. Annual gross collections \$315K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both.

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

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

### KERN COUNTY

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

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

**BAKERSFIELD #12** - Fully built out dental office condo for sale. 2,158 sq. ft. 5 plumbed ops. Includes some equipment. Seller motivated. **SOLD**

**SO. EAST KERN CTY. #2** - (2) op part time G.P. practice. Gross approx. \$150K/yr. Mixed patient base. **SOLD**

### LOS ANGELES COUNTY

**AZUSA/COVINA** - 1,700 sq. ft. single use freestanding dental building for sale. Located on main street with excellent exposure, visibility and parking. **NEW**

**BELLFLOWER** - (5) op G.P. for sale. On Main street with visibility/exposure/signage. Like new equipment. Cash/Ins/PPO/CAP. Monthly CAP. Check \$7,000+. Annual gross collections \$550K+. **SOLD**

**CANOGA PARK** - (4) op G.P. (3) ops eqt. signage and visibility. Cash/Ins/PPO patient base, gross collections \$120K+/yr. P.T. can do much more with additional hours. **SOLD**

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

**GLENDALE #4** - (2) op G.P. 3rd op plumbed. Nicely appointed. Cash/Ins. Annual gross \$220K+ P.T. Can do more. **NEW**

**HOLLYWOOD** - (6) op G.P. (4) ops eqt'd located in store front with excellent signage, exposure and visibility. Average annual gross collect. \$369K+ on 4 1/2 days/wk. Cash/Ins/PPO/Denti-Cal/CAP patient base. Many walk-ins. Approx. 50-60 new patients/mos. **PENDING**

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

**RESEDA** - (3) op G.P. located in remodeled professional bldg. 2004 Gross collections projected at \$210K. Mixed patient base. **NEW**

**WEST SAN FERNANDO VALLEY** - (4) op Fee for Service General Practice. (3) ops equipped 4th plumbed partially equipped. Crown and Bridge and Restorative Practice. Well maintained equipment; computerized office - Dentrix s/w. Annual Gross Collect. \$380K+. Seller retiring. **NEW**

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- Practice Sales & Appraisals
- Practice Search & Matching Services
- Practice & Equipment Financing
- Locate & Negotiate Dental Lease Space
- Expert Witness Court Testimony
- Medical/Dental Bldg. Sales & Leasing

### ORANGE COUNTY

**NEWPORT BEACH** - (3) op Private Fee for Service General Practice. Located in one story professional building. Computerized office with mostly new equipment. 2004 Projected Gross Collections \$545K. Restorative/Crown and Bridge/Cosmetics with active Hygiene Program. Seller Retiring. **NEW**

### RIVERSIDE COUNTY

**COACHELLA VALLEY** - (6) op G.P. with some ortho for sale. (4) equipped ops. Cash/Ins/PPO patient base. Newer equipment. Dentrix s/w. Grossing \$400K+/yr. Seller retiring. **NEW**

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

### SANTA BARBARA COUNTY

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

### SAN BERNARDINO COUNTY

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

### SAN DIEGO COUNTY

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

### SAN LUIS OBISPO

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

### TULARE COUNTY

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

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

### VENTURA COUNTY

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

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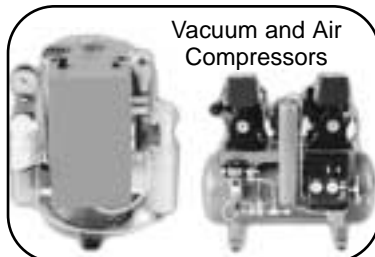
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**TESTIMONIAL:** I use EZ 2000 Dental Software for my practice for the last 10 years. EZ 2000 supports our every need. The upkeep is very reasonable. It does a lot more than just insurance billing. We especially like the practice management analysis part of it. It also handles our scheduling, and recall. Call "Mark" at EZ 2000 at 800-273-5033. ---Rami & Hiri Eteessami, DDS, Endodontist [West Hollywood].

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LSM Portland (New)	6250	5995
Ampeco 21000 (New)	5750	5550
Bolton/TPC (New)	5950	5750
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Forest 8400 (New)	8950	8750
Coastal/Ampco/PC (R)	2995	2750
MDT/Adeco/PC (Renewed)	2995	2750
Dentalex /Adeco/Ritter (R)	2450	2250

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Aidec Priority (R)	2550	2250
Dentalex JSA(R)	1995	1895
MDT Aseptrol (R)	1495	1395
Dentalex/Ritter base (R)	950	850
Coastal Medalion (R)	1000	900
Chayes Virginia (R)	1000	900
Vacudent (R)	1000	900
Ritter Vega (R)	1000	900
Forest 6100 (New)	3995	3895
Forest 6010 (New)	3150	2995
LSM Hydraulic (New)	3495	3395

DELIVERY SYSTEMS ( Dr. & Assistant's )	INSTALL	SHIP
Aidec Decade Asepsis (R)	1850	1750
Aidec Excellence Cont. (R)	2495	2395
Forest Euro (R)	2495	2395
Aidec Decade or 4200 (R)	1550	1450
Ampco OTP (R)	1550	1450
Aidec 2021 De/Hygiene (R)	1295	1195
Aidec 400 & 4090 (R)	1250	1150
Forest Euro 8800 (New)	4495	4395
Beverstate S-4150 Cart (N)	1425	1352
Beverstate S-4250 Cart (N)	1995	1895

LIGHTS	INSTALL	SHIP
Aidec 6300 (Renewed)	850	750
Forest 9010 & 9000 (R)	850	750
Dentalex 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
Dentalex Daray I (R)	650	550

COMPRESSORS	INSTALL	SHIP
Matrix 3.2HP Oilless w/D (N)	3750	3550
Matrix 2HP Oil w/D (N)	3450	3250
Matrix 1HP w/D (N)	2495	2295
Tech West 2HP Oil w/D (N)	3175	2975
Tech West 1HP Oil w/D (N)	2450	2250

FILM PROCESSORS	INSTALL	SHIP
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)	1995	1795
Perio Pro I, w/ L (New)	1850	1695
Air Tech. AT2000 (New)	4607	4407
Air Tech. AT2000 (R)	2495	2295
Dent-X 810 Basic (New)	3095	2995
Dent-X 9000 Excell (New)	3595	3395

STOOLS	INSTALL	SHIP
Brewer 2020B Dr. (New)	250	225
Brewer 2042L Assist. (New)	375	355
Brewer 9000 Dr. (New)	675	575
Brewer 9020 Assist. (New)	795	695

STERILIZERS	INSTALL	SHIP
Tuttnauer 2340M (New)	2450	2350
Tuttnauer 2340EA (New)	3125	2995
Tuttnauer 2540M (New)	3255	2775
Tuttnauer 2540EA (New)	3550	3395
Chemicleave EC5500 (New)	2795	2550
Chemicleave EC6000 (New)	3595	3350
Barnstead MCE (New)	1195	1095
Barnstead MC10 (New)	2295	2195
Midmark Ultraclave M7 (N)	Call for price	
Midmark Ultraclave M9 (N)	Call for price	
Midmark Ultraclave M11(N)	Call for price	

X-RAYS	INSTALL	SHIP
Siemens MD (Renewed)	1950	1795
Trophy Irix 70-E (New)	2475	2375
Trophy Irix 70-C (New)	2795	2695
Dent-X Endos DC, AC (N)	Call for price	

MISC. EQUIPMENT	INSTALL	SHIP
Optilux 500 (Renewed)	795	750
Tech West 1 HP Vac. (New)	1150	1050
Vacuum System 1 HP (R)	795	695
MDM Nitrous 4-Cyl. (N)	2895	2695
Southeast Ultra. Scaler (N)	650	595

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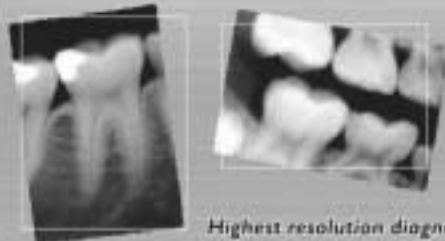
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	GS/198-016	XC C M F XF	XC C M	XC C M F	C M F XF	XC C M F XF	C M F XF	XC C M F	C M F XF UF	XC C M F XF UF	XC C M F XF		
	GS/198-020	XC C M F XF	XC C M	XC C M F	C M F XF	XC C M F XF	C M F XF	XC C M F	C M F XF UF	XC C M F XF UF	XC C M F XF		
	GS/199-016	XC C M F XF	XC C M	XC C M F	C M F XF	XC C M F XF	C M F XF	XC C M F	C M F XF UF	XC C M F XF UF	XC C M F XF		

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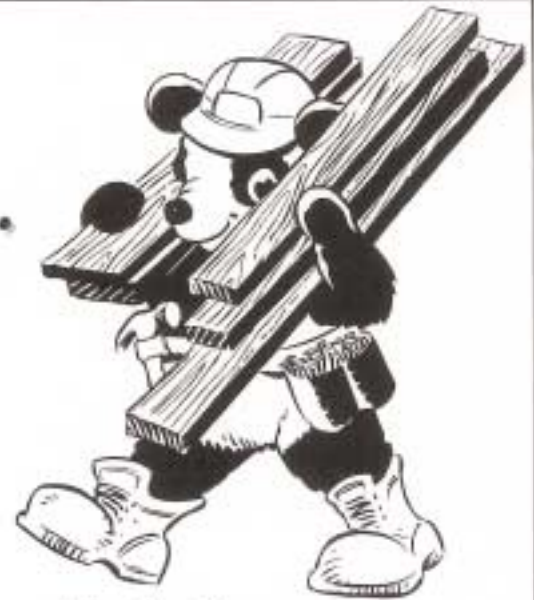
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**PRACTICE FOR SALE** #4943 – Las Vegas – Grossing \$600k (Korean Seller) Beautiful office in great area. 6 plumbed, 3 equipped. EMERGENCY sale- Full Price \$385,000 - \$180 in T.I.'s alone. Call Professional Practice Sales, Inc., (714) 832-0230.





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**Los Angeles County**

- #203 Wilshire Miracle Mile/L.A. - G.P 4 ops in well designed, 1200 SF. Leaseholds only. Seller has outgrown this location.
- #204 Torrance - G.P. 5 ops, 4 chrs, int. cam. Dentrux. Pano, 1500 SF Coll. 22/26K mo.
- #206 Woodland Hills - G.P. Shopping center. Great location to build a practice.
- #209 Torrance - G.P. Shop ctr. 15 yrs. goodwill Coll 23/26K on 3 days. 3 ops. Seller retiring.
- #210 Hacienda Heights - HMO office. CAP \$15/16K mo. Coll. \$606K in 03. Sees 60/75 new pat./mo. Should coll. \$800K+. **NEW**
- #211 West L.A. - G.P. Prime prof. build. 16 yrs. goodwill. Great starter. Seller to retire.
- #212 Mid-Wilshire - G.P. First floor loc. 4 ops, 1200 SF. Tenant has Delta Dental coverage.
- #221 Valencia - G.P. Shop ctr. loc. 6 ops in 2200 SF. 50/75 new patients a mo.
- #224 South El Monte - G.P. 5 ops, 4 chrs, 3 x-rays, intra/cam. pano & software, 1640 SF. Coll. \$270K 03. This is a solid 4 day practice that could easily be a 6 day office. **NEW**
- #227 Valley Village - G.P. Cmr. visibility 4 ops, 2 x-rays, 1400 SF Coll. \$550K 03. **NEW**
- #228 Montebello - G.P. Purchase both leaseholds (no charts) and new center. Build equity in your practice & new center. **NEW**
- #230 Bellflower - G.P. 9 yrs. goodwill. Corner loc. Low, low rent. Coll. \$274 on 3-1/2 days.
- #235 Cerritos/Artesia - G.P. Shop. ctr. leaseholds only. 4 ops, 2 x-rays in 1200 SF.
- #236 Wilmington - New retail ctr. Both leaseholds (no charts) & center for sale. Great location. Build your future in growing community. Tenants pay your rent.
- #238 Huntington Park - G.P. & HMO **NEW** 7 day a week location. Sees 50/62 new pat. on 3-1/2 days. On 6 days collected \$661K. High net, great location for walk-ins.
- #239 Glendora - G.P. 3+ ops in approx **NEW** SF with HMO plans. Seller to retire.
- #242 Gardena - G.P. New ctr. retail center. Leaseholds only. 4 ops in 1145 SF.
- #244 Maywood - G.P. New retail center. Leaseholds only, High density Hispanic area
- #248 Lancaster -GP, Seller to retire. 21 yrs. goodwill. Coll. 732K in 03 65/70K mo. in 04. 4 ops, 4 x-rays, 2 int.cam. Seller to transition.
- #255 Pomona - G.P. Shop center location

**SOLD!**

**Orange County**

- #503 Irvine - G.P. Coll. \$255K in 04 with some HMO plans. 5 ops, x-rays in 1175 SF.
- #506 Huntington Beach - G.P., Dental condo. Great location for a specialist or general dentist. Seller will give option to buy RE. **NEW**
- #508 Huntington Beach - G.P. Newer retail ctr., low rent, 3 ops, new equip., 900 SF.
- #509 West Santa Ana - G.P. Retail center, 4ops, x-ray, pano & software in 1237 SF. Coll \$348K in 03, Coll. \$311K as of 10/31 **NEW**
- #510 San Clemente - G.P. Buy in opportunity. Corner location. 4+ ops in 2000 SF.
- #512 Westminster - G.P. Prime prof. bldg. HMO office with potential to expand.
- #518 Rancho Santa Margarita - New highly visible med. prof. bldg. Ideal for a specialist
- #523 Buena Park - G.P. Starter practice. Low rent. 2 ops, 600 SF. Medical neighbors refer.
- #535 RSM/ Coto de Caza - G.P. Loc. fee for service practice. 4+ ops in 1438 SF.

**Riverside/SanBernadino**

- #300 Colton - G.P. /HMO, 9 ops, 3 x-rays, 3 int/cameras, software+much more. 3 yrs. coll. aver. \$1.2 Mil.160 new patients mo. **NEW**
- #301 Rialto - Low overhead. High net starter practice. Seller wants it sold.
- #304 Colton - Super loc. New retail ctr. Leaseholds & center for sale. Start building equity. Have Starbucks pay your rent **NEW**
- #305 Temecula - G.P. 5 ops, x-rays, int. cam., software in 1350 SF. Coll. \$356K in 03. **NEW**
- #306 San Bernardino - G.P. Free standing dental building, 5+ ops, 1800 SF. Great starter practice, 90% Hispanic. Seller needs to sell.
- #309 Rialto - G.P. New leaseholds & retail Make offer on practice & center! **NEW**
- #311 Rancho Cucamonga - G.P. 4+ops, 2 x-rays, Bright Smile, int/camera, software+more Coll. \$509K as of 11/19 \$49/50K mo. **NEW**
- #312 Rialto - G.P. 4 ops, 2 x-rays in 1400 SF. Coll. \$19/22K mo. Seller relocating. **NEW**
- #314 Colton - G.P. Free standing bldg. 3 ops, 1000 SF. Coll. \$15K mo. May sell real estate.
- #316 Temecula - G.P. Million dollar location shop/ctr., 5 ops, x-rays all new in 1300 S.F. Prev. owner outgrew this location. **NEW**
- #318 Indio - HMO practice CAP/chk \$23K mo. 100+new patients mo., 5 ops, 3 x-rays, int/camera in 1550 S.F. Coll.\$546K **NEW**

**San Diego County**

- #401 Alpine - G.P. 3 ops, x-ray, in 1000 SF. Coll. \$15/17K. Seller moving out of state. Needs to sell now. Submit your best offer!
- #404 Miramar - G.P. Retail center, new office. 4 ops, 3 equip, 1250 SF. Proj.260K for 2004.
- #408 Poway - 19 yrs. goodwill. 6 ops, 2 x-rays in 1854 SF. Collected \$233K in 03. Seller to retire. Real estate option available. **NEW**
- #410 El Cajon - G.P. Shop ctr. 2+ ops in 900 SF. Lots of walk-ins. Seller relocating and wants any resonable offer now! **NEW**
- #419 Mira Mesa - G.P. Shop. ctr. 4 ops, 2 x-rays, 1200 SF. Coll. \$40/45K mo. Avg. \$531K.
- #420 La Jolla - G.P. 4+ ops, 3 x-rays, pano, 2 int. cameras, software in 1700 SF. Proj. 04 collections \$540K. Seller retiring. **NEW**
- #422 Oceanside - G.P. Busy retail center, 4 ops, 2 chairs, x-ray, pano (all newer) 1000 SF, Coll as of 10/31 \$192K. Proj. 04 \$240K **NEW**

**Sacramento County**

- #800 South Sacramento - Private Ortho practice. Currently collecting \$45/50K mo.
- #803 Fair Oaks - G.P. 5+ ops, 3 x-rays, pano, int. cam., software in well designed 1700 SF. Avg. coll. for last 3 yrs \$420K on 3 days.

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- #214 Glendale - Strip center. Leaseholds. 3 operatories in approximately 1000 SF.
- #228 Montebello - New shopping center with many walk-ins. Lease up to 3500 SF.
- #236 Wilmington - G.P. New shop. center, build out in Hispanic area. Fast start office!
- #242 Gardena - Retail center newly built with 4 ops in 1293 SF. Great corner visibility.
- #309 Rialto - New shopping center location on busy street corner. 4 ops in approx. 1100
- #513 Irvine - Sublease available in prof. building. Rent for an easy start up! **NEW**
- #518 Rancho Santa Margarita - Prime spot for a specialist in the heart of growing area!
- #528 San Clemente - G.P. 3+ ops in 1110 SF. Ocean views. Ideal spot for a specialist. ctr.
- #543 Anaheim - G.P. Leasholds only. Real estate retail center also for sale. **NEW**
- #549 Fountain Valley - Real estate only. Dental condo. 4+ ops, no chairs, in 1500 SF

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**PRACTICE FOR SALE** #1016 - Palm Springs/Palm Desert/Indio - G.P. is grossing \$450 to \$1,200,000. Call Tom Fitterer at (714) 832-0230.

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**SAN JUAN CAPISTRANO**—3 eq. ops. in an 1,100 sq. ft. suite located in a single story strip mall shopping center. Great location in South Orange County! 31 years of Goodwill.

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**BEVERLY HILLS**—4 eq. ops. in a 1,198 sq. ft. suite located in an 11 story medical/dental building. Great area of Beverly Hills, great staff, good patients, and **25 YEARS OF GOODWILL**. Two Intra Oral Camera units, computer system, software package and much more is included! Projecting \$650,728 for 2004. **BUYER'S NET OF \$248,970.**

**CERRITOS**—3 eq. ops. in a 950 sq. ft. suite located in a three story medical/dental building. Great location in Cerritos. Chairs, lights, X-rays and more stays. Leasehold Improvements and Equipment only.

**EL SEGUNDO**—2 eq. ops. in an 1,800 sq. ft. suite located in a single story duplex. Great location. **41 YEARS OF GOODWILL!** Chairs, lights, X-rays and more stays. Intra Oral Camera, computer system and more! Projecting \$566,774 for 2004. **BUYER'S NET OF \$212,688.**

**ENCINO**—5 eq. ops. in a 1,600 sq. ft. suite located in a three story medical/dental building. Great office location in Encino, modern, high tech, one of a kind office. Computer/t.v.'s in every room, x-rays, chairs, lights and deliveries included! Leasehold Improvements and Equipment only.

**ENCINO**—3 eq. ops. in a 1,025 sq. ft. suite located in a 20 story business building. Great location and there is only one other dentist in the entire 20 story building. Intra Oral Camera, computer system, software package and much more is included! Leasehold Improvements and Equipment only.

**HAWAIIAN GARDENS**—4 eq. ops. and 1 not eq. op. in an 1,100 sq. ft. suite. Located in a great location of a busy Von's shopping center. TV monitor in every room, 15-20 patient chairs, and much more! Projecting \$833,220 for 2004. **BUYER'S NET OF \$375,540.**

**HAWTHORNE**—2 eq. ops. and 2 plumbed not eq. ops. in a 1,200 sq. ft. medical/dental building. Chairs, deliveries, lights, X-rays, and more stays. Leasehold Improvements, Equipment and Some patient charts included!

**LONG BEACH**—3 eq. ops. and 4 open bay in a 2,249 sq. ft. suite located in a two story medical/dental building. Chairs, deliveries, lights, and more stays. Great location. Leasehold Improvements & Equipment included.

**LONG BEACH**—3 eq. ops. in an 800+ sq. ft. suite located in a medical/dental building. Computer system and software package. Chairs, deliveries, lights, X-rays, and more stays. Leasehold Improvements and Equipment Only.

**LOS ALAMITOS**—3 eq. ops. in a 1,103 sq. ft. suite located in a two story medical/dental building. Great location, Intra Oral Camera, chairs, lights, deliveries and much more included! Projecting \$172,049 for 2004. **BUYER'S NET OF \$61,609.**

**LOS ANGELES GP**—3 eq. ops. in a 974 sq. ft. suite located in a 5 story building. Only Dental office in the building! The only Dental Office within a half mile radius! Chairs, X-rays, lights, X-rays, and more stays. Projecting \$235,859 for 2004. **BUYER'S NET OF \$62,414.**

**LOS ANGELES**—6 (total) eq. ops. in an 1,800+ two story professional building. 1 eq. op. is located in a separate high-end dentistry suite. Great location, free parking for Dr. and staff, bus stop in front of office, surveillance camera for the manager, 500 sq. ft. storage facility (garage), light sensors, 10 ops., and all chairs have new upholstery! Projecting \$1,648,276 for 2004. **BUYER'S NET OF \$414,554.**

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Greg Beamer, V.P.

**LOS ANGELES**—4 eq. ops. in an 1,100 sq. ft. suite located in a single story building. Good location, computer system and software package included. Projecting \$309,134 for 2004. **BUYER'S NET OF \$106,446.**

**LYNWOOD**—3 eq. ops. in a 1,296 sq. ft. suite located in a single story shopping center. Great location on corner lot, secured parking, excellent dentist and good staff. Leasehold Improvements and Equipment Only.

**MONTEBELLO**—4 eq. ops. and 2 not eq. ops. in an 1,800 sq. ft. suite located in a busy shopping center. Great location with high traffic. Intra Oral Camera, computer system, software package, and so much more included! Projecting \$400,470 for 2004. **BUYER'S NET OF \$115,764.**

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

**NORTHRIDGE**—6 eq. ops. in a 1,650 sq. ft. suite. Great location, great staff, 30% of patients come from Evangelical Christian Church in the area. Intra Oral Camera included. Projecting: \$914,148 for 2004. **BUYER'S NET OF \$271,902.**

**NORTH HOLLYWOOD GP**—5 eq. ops. and 3 plumbed not eq. ops. in a 2,950 sq. ft. suite. Practice is currently attracting 70 new patients a month. Intra Oral Camera. Great location in North Hollywood. Projecting \$904,506 for 2004. **BUYER'S NET OF \$133,292.**

**PASADENA**—4 eq. ops. in a 2,880 sq. ft. suite located in a single story building. Great patients, great location, great staff and **31 YEARS OF GOODWILL.** Computer system, software package, chairs, lights, deliveries and much more included! Projecting \$394,917 for 2004. **BUYER'S NET OF \$86,671.**

**SANTA MONICA**—3 eq. ops. and 2 plumbed not eq. ops. in a 1,570 sq. ft. suite located in a nine story medical dental building. The practice is very personal and caring. Rent is \$1,000. Doctor is working 3 days/week. Intra Oral Camera. Great location. Projecting \$416,241 for 2004. **BUYER'S NET OF \$57,122.**

**SOUTHGATE**—3 eq. ops. in a 980 sq. ft. suite located in a two story duplex building. Good staff, nice patient base and 21 Years of Goodwill. Leasehold Improvements and some Patient Charts included.

## ORANGE COUNTY

**ANAHEIM**—3 eq. ops. and 1 plumbed not eq. op. in a 1,200 sq. ft. suite located in a two story medical/dental building. Great location! Computer system, software package, chair, lights and x-rays stay! Leasehold Improvements and Equipment included.

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

**IRVINE GP**—4 eq. ops. in a 1,650 sq. ft. suite located (fully renovated in 2002) in a two story medical/dental building. Great location in Irvine. Intra-Oral Camera included. All equipment two years new! Projecting: \$1,079,287. **BUYER'S NET OF \$223,896.**

**IRVINE GP**—3 eq. ops. in a 1,350 sq. ft. suite located in a three story medical/dental building. Intra Oral camera, computer system, chairs, deliveries, x-rays, and more stays! Practice is approximately 60% insurance and 40% cash. Great location in Irvine. Projecting: \$472,171 for 2004. **BUYER'S NET OF \$122,760.**

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**SANTA ANA**—3 eq. ops. and 3 plumbed not eq. ops. in a 2,000 sq. ft. medical dental building. Chairs, deliveries, lights, X-rays, and more stays. Leasehold Improvements and Equipment included. Some patient charts are included.

**TUSTIN**—7 eq. ops. in a 2,400 sq. ft. single story free standing duplex. Great location on the busy boulevard, great staff, many new patients per month and great potential. Intra oral camera, software package and computer system. Projecting \$741,802 for 2004. **BUYER'S NET OF \$170,121.**

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

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**FONTANA GP**—3 eq. ops. in a 800 sq. ft. suite located in a one story building. **46 YEARS OF GOODWILL**. Great utilization of floor space. Family atmosphere. Practice is 90% insurance and 10% cash. Retiring seller is currently working 3 days/week. Projecting \$355,698 for 2004. **BUYER'S NET OF \$64,632.**

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

**PERRIS**—5 eq. ops. in a 1,620 sq. ft. suite located in a two story medical dental building. **10 YEARS GOODWILL**. Great location. Intra Oral Camera. Practice is currently attracting 70 - 80 new patients a month. Assignable PPO plans. Projecting \$507,429 for 2004. **BUYER'S NET OF \$198,039.**

**RIVERSIDE GP**—5 eq. ops. and 6 plumbed not eq. ops. in a 5,000 sq. ft. building. Practice is currently attracting 80 - 100 new patients a month. Assignable PPO and PPO plans. Great location with many walk-ins. Projecting \$348,105 for 2004. **BUYER'S NET OF \$111,666.**

**RIVERSIDE GP**—3 eq. ops. and 1 not eq. op. in an 1,128 sq. ft. suite located in a busy shopping center of Riverside. Average age of equipment is less than one year old. Assignable PPO plans. Great location, intra oral camera, chairs, deliveries, lights, x-rays, and more!

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**IMPERIAL BEACH GP**—3 eq. ops. in a 1,150 sq. ft. medical dental building. **21 YEARS OF GOODWILL.** Good signage. Practice is approximately 70% insurance and 30% cash. Assignable PPO plans. Projecting \$488,487 for 2004. **BUYER'S NET OF \$176,198.**

**LA JOLLA GP**—6 eq. ops. and 1 plumbed not eq. op. in a 2,040 sq. ft. suite located in a nine-story building. **32 YEARS OF GOODWILL.** Practice is approximately 50% insurance and 50% cash. Great area of La Jolla. Projecting \$757,347 for 2004. **BUYER'S NET OF \$222,512.**

**LA JOLLA GP**—3 eq. ops. in a 1,500 sq. ft. suite located in a nine-story building. Great location, assignable PPO plans, Intra Oral Camera and more! Projecting \$750,330 for 2004. **BUYER'S NET OF \$422,082.**

**LA MESA**—4 eq. ops. and 1 plumbed not eq. op. in a 2,400 sq. ft. suite located in a single story dental building. Intra Oral camera, computer system, software package, chairs, lights, deliveries and much more included! Practice remodeled 1 1/2 years ago. Projecting \$643,302 for 2004. **BUYER'S NET OF \$137,444.**

**POWAY**—4 eq. ops. in a 1,551 sq. ft. suite located in a free standing building. Intra Oral Camera. Practice is currently 80% insurance and 20% cash. Great signage. Great area of Poway. Projecting \$675,870 for 2004. **BUYER'S NET OF \$150,246.**

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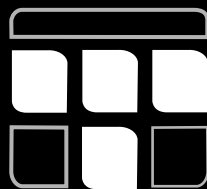
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Lignospan 1:100,000 (Red)	\$10.95	21
Monoject Needles 27-30ga	\$7.95	10
Xylocaine 1:100,000	\$43.95	5

#### ENDODONTICS

Root ZX J Morita	\$749.95	1
Soft Core Obturator 20/pk	\$89.95	5

#### IMPRESSION MATERIAL TIPS

Mixing Tips HP Style 48/pk	\$19.95	5
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#### BURS

Midwest High Speed FG Burs 100/pk Clinic Pk	\$79.95	3
330-330SS-331-556-557-557SS-558-2-4-6-8-245-245SS		
Micromite Slow Speed H/P w/ Contra Angle	\$239.00	3
Micromite E Type Slow Speed 3 Piece Set	\$275.00	3

#### MISCELLANEOUS

Prophy Paste Sultan 400/pk	\$39.00	2
Prophy Angles 500/bx BEST SELLER	\$99.50	2
X-Ray Mount Universal Roll	\$19.95	4
X-Ray Mount FMX 100/pk	\$18.95	4

#### TRI COUNTY

<u>Self-Sealing Sterilization Pouches 200/pk</u>		MPR
2 ¼ x 5 ¼	\$3.95	16
2 ¼ x 10	\$4.50	16
3 ½ x 6 ½	\$4.25	16
3 ¼ x 12	\$5.50	16
3 ½ x 10	\$4.50	16
4 ½ x 12	\$6.95	12
5 ½ x 12	\$7.50	12

		MPR
GS-80 500 Bulk 2 Spill	\$289.00	2
Logic+/Permite 500 Bulk 2 Spill	\$399.00	2
Pola Office Bleaching	\$99.00	2
Pola Night 10 Syringe Kit	\$22.95	10
Radii LED Curing Light Cordless	\$495.00	2
Venus Basic Kit	\$220.00	2
I-Bond Self Etch Adhesive 4ml	\$79.00	5
Gluma Bond + Desensitizer 4ml	\$59.00	5
Clearfill SE Bond- Kuraray	\$75.00	3
Luxatemp Plus Refill-Any shade	\$99.95	3

#### INFECTION CONTROL

Tray Sleeve Size B 500/pk	\$10.95	5
Full Chair Sleeve 125/pk	\$19.95	4
Half Chair Sleeve 225/pk	\$14.95	4
Syringe Sleeve 500/pk	\$5.95	6
Face Mask Ear Loop 50/pk	\$2.95	10
Latex Gloves L/P 100/bx R/G	\$2.49	60
Latex Gloves P/F 100/bx R/G	\$3.29	60
Cavicide- 1 Gallon	\$18.95	4
All Wrap/Cover all 4 x 6	\$10.95	4
2 x 2 Gauze Cotton Filled 5000	\$19.95	3
Ultrasonic Tablets 64/bx #1 SELLING	\$27.95	4
Evacuator Combo Tips 1000/pk	\$19.95	2
Sanitex Surface Disinfect-1 Gallon	\$17.95	4
Prospray- 1 Gallon	\$19.95	4
Procide Plus	\$15.95	4
Bibs 2 Ply + 1 Poly	\$13.95	3
Tray Cover 1000/cs	\$15.95	3
Saliva ejector 1000/cs	\$19.95	2
2x2 N/W 5000/cs	\$23.95	2
Cotton Roll 2000/cs	\$8.95	2

#### CEMENT & LINER

Tubli Seal	\$29.95	2
AH 26 Intro Kit	\$79.95	3
AH Plus Intro Kit	\$84.95	3
Pulp Canal Sealer or EWT	\$84.95	5
TempBond	\$22.95	4
Fuji I-Kit	\$69.95	2
Fuji Lining LC - Kit	\$89.95	2
GC Fuji Plus - 1:1 Pk	\$74.95	2
Fuji Plus Capsules	\$124.95	4
Fuji Cem-Refill Pk	\$119.95	2
Fuji Ortho LC - Kit	\$159.95	2
Miracle Mix - Kit	\$99.95	4
Miracle Mix Capsules	\$139.95	4
Fuji IX GP Caps	\$139.95	4
Dycal - Standard Pk Ivory	\$24.95	6
IRM - Kit	\$29.95	4
ZOE B&T	\$36.95	3

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**PRACTICE FOR SALE** #4986 - Inland Empire G.P. - Collects \$160k annually. Mix of Cash/Insurance/Medical. Cap checks \$1,400/month. Call Professional Practice Sales, Inc., (714) 832-0230.

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**ATTENTION SPECIALISTS** Starter Practice for sale near St. Jude Hospital. 1250 sq ft. Referring GP! \$75,000. 714-225-2340.

**ATTENTION SPECIALISTS!!!** La Habra practice for Sale - 4 equipped ops in professional plaza. GP Referral source! \$75,000. 714-225-2340.

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**DENTAL DEMOGRAPHICS AND ANALYSIS.** Too much competition? Changes in the population? Get the facts. DentalDemographics.com or call (800) 424-6222, Scott McDonald & Associates, Inc.

**PRACTICE FOR SALE** Central Valley, Sierras minutes away. Located in strip mall. 21+ years of goodwill. 3 ops, no MediCal, 1320 sq. ft. \$70,000. (559) 733 2272.

**PRACTICE FOR SALE** #4953 - Yucca Valley - Hi identity Dental location only. Established 50 years. Lease \$950/month for this proven location. 3 Ops. build practice within short time with less than \$15,000 investment. Call Professional Practice Sales, Inc., (714) 832-0230 or E-mail PPSIncnet@aol.com.

**PT OR FT DENTIST POSITION** desired, San Diego area, 7 yrs exp, no managed care. Any O/S, Non-molar endo., 619-448-4144.

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

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# DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS** – Beverly Hills, Brentwood, Canoga Park, Culver City, Eagle Rock, Lancaster, Long Beach, Los Angeles, Moreno Valley, Oxnard, Santa Monica, Thousand Oaks, Tujunga, Ventura, West Los Angeles, Whittier and Woodland Hills. Call Lee Skarin and Associates at 818-991-6552, 805-373-5585, 562-592-5232, or 1-800-SKARIN #1.

**LOS ANGELES COUNTY ENDODONTIC PRACTICE FOR SALE** – Long established endodontic practice with average gross collections over \$550,000 per year very consistently with a net income of over \$350,000/year. 3 equipped operatories with fourth plumbed but not equipped in a one-story professional building. Solid referral base averages over 60 new patients per month. Motivated seller. Asking price is \$325,000.

**MORENO VALLEY EQUIPMENT AND LEASEHOLDS FOR SALE** – Three operator office in a professional building with 1,200 square feet has one fully equipped operator and two partially equipped operatories. Good opportunity for someone to get started in practice with a low overhead and minimal debt. Asking \$55,000.

**BEVERLY HILLS COSMETIC PRACTICE FOR SALE** – Located in the Golden Triangle of Beverly Hills, this long established fee-for-service practice grossed \$688,000 in 2003 on an average of 3 \_ days per week. 5 equipped operatories with 2 additional plumbed but not equipped. Two and one-half days of hygiene per week. Higher end patient base. Seller is willing to stay for a smooth transition. Asking price is \$600,000.00. **PENDING**

**OXNARD STARTER PRACTICE FOR SALE** – Gross collections of \$200,000/year on three days per week with net income of 50%. Four operatories in small professional building on a busy street. Seller does not own any equipment. Predominantly Hispanic patients. Some capitation and about 25% Denti-Cal. Excellent potential for growth through availability and marketing. Asking \$120,000. Motivated Seller. - **PENDING**

**WOODLAND HILLS FACILITY ONLY** – 5 operatories of relatively new, top quality equipment, including digital x-ray machines, networked computer system with chairside terminals, intra-oral cameras, and two laboratory/sterilization areas. 1250 square feet in smaller dental building. 5 year lease at \$3170/month and a 5 year option to renew. Asking \$80,000.

**SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE** – Five operator practice in a smaller professional/retail building. Collects an average of \$650,000 per year with no welfare or capitation. One day per week of hygiene. Good quality, fee for service practice with upside potential. Asking \$550,000. **PENDING**

**BRENTWOOD/SANTA MONICA FEE FOR SERVICE PRACTICE** – Unique opportunity for the right individual. Seller is in a sub-leased professional building suite and does not own any equipment. Seller has been in this location for twenty years. Practice collects \$35,000/month on 3 \_ days per week. Good new patient flow. Two and one-half days per week of hygiene. Seller will consider financing based on collections with a solid commitment. Low risk opportunity to build a "sweat equity" practice. **PENDING**

**EAGLE ROCK STARTER PRACTICE FOR SALE** – Long established general practice located on Eagle Rock Blvd. in Eagle Rock collects \$110,000 per year on two to three days per week. Net income is 45% of collections. No Denti-Cal or capitation. No advertising. Location has good visibility. Three equipped operatories. Good potential for growth. Asking \$70,000.00

**VENTURA GENERAL PRACTICE FOR SALE** – Established general practice with gross collections of \$750,000+ per year on four day week. Five equipped operatories with two additional operatories plumbed but not equipped. No Denti-Cal and less than five percent capitation. Good net income with potential to be run absentee. Asking price is \$650,000.00. **PENDING**

**LONG BEACH MANAGED CARE PRACTICE FOR SALE** – Located on Long Beach Blvd. with good visibility. Gross collections have been \$400,000/year with good net income. Capitation checks are about \$5,000/month. No Denti-Cal. Five equipped operatories. Practice currently has two associates that work a total of three days per week. Seller is only working two days per week. Associates could stay. Asking \$225,000.00. **PENDING**

**LANCASTER FEE FOR SERVICE PRACTICE FOR SALE** – Established fee for service practice located in a professional building collects \$750,000 per year on a four day work week with a net income of \$270,000+ per year. No Denti-Cal or capitation. Family relocation necessitates sale. Motivated. Asking \$500,000.00.

**THOUSAND OAKS FEE FOR SERVICE PRACTICE FOR SALE** – Fee for service general practice located in a professional building has gross collections of \$595,000 per year with potential for more since seller refers out all oral surgery, all endo, all perio and all partial dentures. No Denti-Cal or capitation. No advertising. 3 equipped operatories with one additional operator that is plumbed but not equipped. 4 days of hygiene per week. Asking \$500,000.00.

**WHITTIER STARTER PRACTICE FOR SALE** – Fee-for-service practice collects \$105,000/year on two days per week with a 50% net income. No marketing. Four operatories available with one fully equipped. Low risk starter practice with good upside potential. Motivated seller. Asking \$70,000.00.

**LANCASTER MANAGED CARE CLINIC FOR SALE** – Practice collects \$2.2 million plus per year with a net income of \$650,000 + per year on five days per week. Capitation checks exceed \$18,000/month. Patient base is 40% capitation, 40% Denti-Cal and 20% PPO/cash. Nine operatories, three associates, no specialists, no weekends. Asking \$1,760,000.00.

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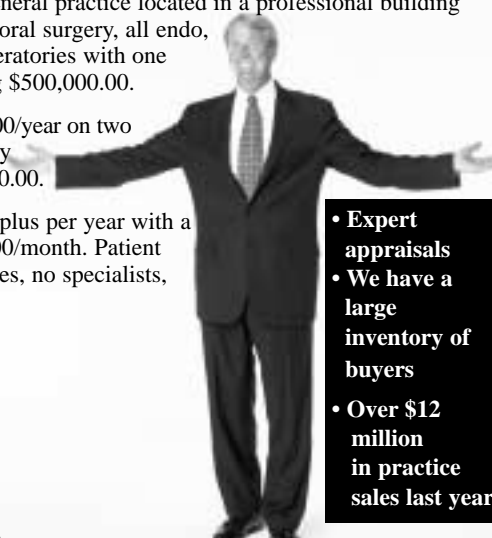
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**PRACTICE FOR SALE #4649-** Small Practice in San Pedro Area. Located in professional building, low rent. Call P.P.S., Inc., (714) 832-0230 or ppsincnet@aol.com.

**LOS ALAMITOS** 3 eq. ops. in a 1,103 sq. ft. suite located in a two story medical/dental building. Great location, Intra Oral Camera, chairs, lights, deliveries and much more included! Projecting \$172,049 for 2004. BUYER'S NET OF \$61,609.

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**MERCED CA:** Busy office for sale. Dential, private/insur. No HMO. Motivated and discrete seller. Price negot. email MercedDental@yahoo.com.

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**PRACTICE FOR SALE SANTA MONICA** 3 1/2 DAY PRACTICE GROSSING \$400K++ WITH HIGH NET. 3OPS, EXCELLENT LOCATION, EQUIPMENT AND BUILD OUT 3 YEARS OLD, FEMALE SELLER, THE DILWITH GROUP 805-278-0044.

**PARAMOUNT. PRIVATE PRACTICE FOR SALE** 3 eq.ops. and 2 plumbed not eq.ops. Low maintenance/rent. Seller relocating for baby. Serious inquiries only. vwangdds@hotmail.com.

**PRACTICE FOR SALE #4973 -** Price Reduction/Seller motivated!! Huntington Park – 4 Ops – Hispanic area. F.P. \$115,000. Call Professional Practice Sales, Inc., (714) 832-0230.

**GENERAL PRACTICE BY OWNER** NORTH SD COUNTY/ INLAND. 5 ops, 6 days hygiene. 3 1/2 workday week. \$780K/2004 & growing. Net/to buyer \$180K. Great place to work & live! 760-749-9322/760-212-1093.

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**NORTH HOLLYWOOD** 4 eq. ops. in a 1,280 sq. ft. suite located in a single story free standing building. Great location and Great signage. Leasehold Improvements & Equipment Only. Call 714-639-2775.

**SPACE FOR LEASE** Pico/Vermont area. 6 fully equipped operatories. Low rent. Tue. thru Fri. Call 310-880-4447.

**PRACTICE FOR SALE** #4978 – Sacramento G.P. Established 40 yrs. Hi Identity location. Grosse \$1.3mil, Grossing \$140k to \$150k per month, now possible to soon gross 2 million net \$1,000,000. F.P. \$1,300,000 – Fax Resume to Tom Fitterer - ph (714) 832-0230, fax (714) 832-7858. E-mail Resume PPSIncnet@aol.com.

**FULLERTON** pvt.office for SALE. Busy street, high visibility, 4yrs.old, Growth potential, 20-35new pts/month 1360sp.ft.,\$300,000obo.714-293-0279.

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**PRACTICE FOR SALE** #4999 Ventura Denture – Full Price \$55,000 – Set up for General also. Great start up or semi retired for Senior– Call Professional Practice Sales, Inc., (714) 832-0230.

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**PRACTICE FOR SALE IN CULVER CITY** PPO, HMO, CASH, collected 1.4 in 03. Asking 1.4. Call Shawn 310-488-6818.

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**NEW #A-273 DALY CITY** - GP, Long Est practice w/ collections of \$581K in '03. Insured/Cash patients only. Modern equipped 4 op office, plumbed for 5th. **Call for Details.**

**#B-157 CONCORD** - GP Long Estab. Coll'd \$245K in '02. 2 ops, plumbed for 3rd. Centrally Located! **FP \$160K**

**#C-208 SANTA ROSA** - Great Location, Previous Collections avgs \$550K. **FP \$250K**

**#D-250 CUPERTINO** - Turn-key facility off Stevens Creek, less than two years old! Great location! Great Build Outs! Won't last! **Call for Details.**

**NEW #D-217 MONTEREY** - GP Long estab. practice. Prime location. Collections of \$954K in '03. Fully equipped 4 op office. Insured/cash pts only. Seller refers out most specialties. **Call for Details!**

**NEW!! D-278 SANTA CRUZ COUNTY** - GP, Seller retiring. Modern equipped 5 op office. Insured/Cash patients only. Collections of \$523K in '03. Office bldg/real estate available for purchase with practice. **Call for Details.**

**COMING SOON!! SANTA CRUZ AREA** - Nice office, 5 operatories with a mix of Fee-For-Service and some PPO's. Gross receipts in the 500K range. **Call for Details!**

**NEW #D-274 SAN JOSE** - GP, Beautiful, two year new custom build-out in a high populated area near 680 and McKee Rd. Growing patient base, reasonable lease. 3 fully equipped ops plumbed for 4. Seller moving out of state. **FP \$250K**

**NEW #D-277 SANTA CLARA** - GP, 2 ops Plumbed for additional. Nice area of Santa Clara. **Call for Details.**

### NORTHERN CALIFORNIA

**#E-122 YOLO COUNTY** - Long Estab. GP. Coll'd \$760K in '03. Ins/cash only. 2,100 sq ft w/5 ops, plumbed for 1 more. **FP \$460K**

**#E-183 EL DORADO HILLS** - GP with emphasis on cosmetic dentistry. Seller is pursuing other interests. Fee-for-Service, 900 sq ft 4 op ofc doctor avgs 14 pts per day w/30 new/mo. **Call for Details!**

**#E-236 SACRAMENTO** - GP Long estab. Modern equipped 6 op office w/ approx 300 sf. Insured/cash pts only. Collections of \$822K in '03. **FP \$450K**

**#E-251 SACRAMENTO** - GP Estab. practice. Prime location near Country Club shopping center. 1600 sq ft office, w/2 fully equipped ops, plumbed for additional. **Call for Details!**

**#E-258 SACRAMENTO** - GP, Long Estab. Seller retiring. Collections of \$281K in '03. Insured/cash pts only. Fully equipped 3 ops, plumbed for 4th op. Seller refers but most specialties. **Call For Details!**

**#E-259 ROSEVILLE** - GP, Long Estab. practice, Seller retiring. 2000 sq ft office., w/ 10 ops Coll'd \$146K  
**#E-267 WOODLAND** - GP with Collections of \$472K in '03. Modern equipped 4 op office, plumbed for additional op. Priced to sell! **FP \$250K**

**NEW #E-268 SACRAMENTO** - GP, Est. 24ys. Seller retiring from this fee-for-service practice. Office is 1300 sq ft 4 ops. **FP \$210K**

**REDUCED #F-149 MENDICINO COAST** - Great opportunity for dentist who would like to own their own bldg in beautiful beach community. **Call for Details!**

**#G-198 NORTH CHICO AREA** - GP, long Estab practice. Mostly ins/cash pts. Fully equipped 2 op. ofc, plumbed for 3rd op. Excellent opportunity for recent grad seeking a starter practice. **FP \$75K**

### NORTHERN CAL CONT

**#G-230 OROVILLE** - GP, Long Estab. practice. SELLER retiring Coll'd \$289k in '03. Seller refers out all specialties. 3 op office w/all new dental chairs. Seller wns office bldg, may consider selling. **FP \$185K**

**#G-238 CHICO** - GP Long Estab. practice coll'd \$509K in '03. Modern equipped 3 op office. Mostly insured/cash pts w/10-20 new pts/mo. Practice is located in a busy, easily accessible main thoroughfare. **FP \$315K. Seller owns Office Bldg, possible sale \$425K.**

**REDUCED!! #H-210 MOTHERLODE** - GP Long Estab. practice. Coll'd \$332K in '02. Low overhead office, netting approx 50% of collections. Modern 3 op ofc **FP \$205K**

**REDUCED!! #H-224 NORTH HIGH SIERRA** - Long Established GP. 1400 sq ft office with 3 fully equipped office. Insured/Cash pts only. Coll'd \$314K in '03. Office bldg avail w/purchase of practice. **FP \$200K**

**#H-253 PENN VALLEY** - GP in Awesome growing community. Office is adjacent to Lake Wildwood. 3 Fully equipped ops, 1000 sq ft office with beautiful leaseholds and newer equipment. Great start-up or satellite office. **Call for Details.**

### CENTRAL CALIFORNIA

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

**#I-249 STOCKTON** - GP Estab practice. 2 ops **Call for Details!**

**#I-188 TAFT** - GP 1400 sq ft, 4 op office, Dr. avgs 10 pts/day. Seller will entertain all reasonable offers on this quality practice. Real Estate is also avail w/400 sq ft Rental Space. **Call for Details!**

**#I-246 FRESNO AREA** - GP Collections of \$522k in '03. 5 fully equipped ops, w/all the latest technology. Patient base is a mixture of insured, private pay and Denti-Cal. **FP \$340K Call for Details!**

**#I-252 CLOVIS** - GP Prime retail center location. Modern equipped 6 op ofc. Growing practice w/ collections projected @ 775K for '04. Mixed pt base of insured/cash/managed care. **FP \$500K**

**#I-264 STOCKTON** - Long-established GP, quality practice in the desirable March Lane neighborhood of this family-oriented community. Dr. avgs 10 pts/day and with approx 10 new pts/month. 1214 sq ft, 3 op office is conveniently located in a highly visible, single-story Med/Dental Bldg. **Call for Details!**

**NEW #I-272 CENTRAL CAL.** - Awesome, Busy and still growing family oriented practice in desirable area of town. Over 3000 active Fee-For-Service paties. 5 operatories w/room for one more. 2,000 sq ft of beautiful space. This is a practice anyone would be proud of. **Call For Details!**

**NEW #J-270 FRESNO** - Brand New Beautiful office!! 1300 sq ft, 2 ops plumbed for 4 with even more room for expansion. Top of the line equipment. **FP \$175K**

**NEW #J-271 FRESNO AREA** - Charming desirable community south of Fresno. Fee for Service. 4 ops, Beautiful leaseholds, granite countertops, maple floors. Collect in \$770K Range. **FP \$450K**

### ARIZONA

**REDUCED #Az-202 PHOENIX** - Centrally located in a well-known Med/Dental bldg near Metro Center, 5 op "turn key" facility that would cost nearly twice our asking price to duplicate. **Call for details! ONLY \$95K**

### ARIZONA

**#Az-245 TUCSON** - Estab. GP of 13 years. Office is 2400 sf located in free standing bldg w/4 ops. Great location! Collects in range of \$350K. **FP \$220K.**

**#Az-247 CENTRAL ARIZONA** - GP Long Estab. practice. Dr. avgs 12-15 pts/day with 30 new pts per day w/ 30 new patients per month. Office is 1450 sq ft w/ 4 fully equipped ops. Practice \$220K Building Also Available for Purchase. **Call For Details.**

### NEVADA

**REDUCED!! #R-128 RENO** - Long Estab. Fee-for-service GP. 5 ops office near hospital. Coll'd over \$600K in 2001, FP is only 50% of Gross! **FP \$175K**

**#R-142 - RENO** - Long Estab. GP. Seller retiring. 1,540 sf w/5 equipped ops, ofc is centrally located. Coll'd \$373K in 2002. Ins/cash pts. **Call for Details!**

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

**#LV-239 HENDERSON** - Well Estab. fee for service practice Whitney Oaks area of Henderson. 5 ops w/ private office in great location. Collections in the high \$700K's to low \$800K's. **Great value at \$475K.**

**#LV-240 LAS VEGAS** - Awesome 10 op practice in free standing building on West Flamingo. Mostly fee for service practice w/gross about 2 mill **Call for Details!**

**#LV-242 LAS VEGAS** - Beautiful new office in busy business complex. Great growing location near Rainbow and 95. 6 Fully equipped ops - 3 operative and 3 Hygiene. **FP ONLY \$330K!!**

**#LV-243 LAS VEGAS** - Dr. owns this newer (6 yr old) free standing bldg near a busy intersection in the growing north part of Las Vegas. 3700 sq ft & 8 ops of excellence. **Call for Details!**

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**NEW #LV-266 LAS VEGAS** - Turn Key facility with state of the art equipment. Would cost twice as much to duplicate. Stunning office with beautiful decor. **Call for Details!**

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**REDUCED #D-227 SOUTH BAY** - Ortho, Estab. Dr. avgs 20 pts/day w/avg of 8 new/month. Located in Prof. Med/Dental Bldg. **Priced to Sell \$195K**

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

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### **Dr. Gerald Vale**

Dr. Vale has been an expert witness in well over 200 cases in the criminal and civil courts, and also served as an arbitrator. He taught a course in dental jurisprudence at USC for approximately 20 years, and was Director of Dentistry at Los Angeles County/USC Medical Center for about the same length of time. Dr. Vale has been Interim Dean at the USC Schools of Dentistry, and was Vice President of the Dental Board of California. In February of this year, he was honored as Distinguished Fellow of the American Association of Forensic Sciences

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### **Dr. Joyce M. Galligan**

Dr. Galligan is a full time Assistant Professor of Clinical Dentistry at the USC School of Dentistry, where she received her DDS degree in 1995.

Dr. Galligan is Chair of Clinical Safety and Asepsis, Director of the Medical Emergency Response Team as well as the Director of the Emergency Preparedness Bioterrorism Dental Task Force for the school.

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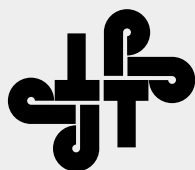
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**LOS ANGELES:** For Sale - Looking for a great start up practice or satellite on Wilshire. This 4 op office is only 3 1/2 years old. All leaseholds, dental equipment and office furniture were purchased new upon opening. Owner is moving out of the area for personal reasons and desires to sell immediately. Includes 600 plus charts. Total cost is only 200K.

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

**SACRAMENTO:** For Sale - 2003 Gross Receipts were 300K. Doctor is retiring after 44 years, 30 years in the same location. There are 4 operatories. Equipment is only 2 years old. Office is centrally located.

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**CORCORAN:** For Sale - Average Adjusted Income \$117K, 2003 GR were 288K. 3 treatment rooms. 2 days of hygiene. Doctor works approximately 33 hours per week.

**SAN JOSE:** For Sale: 2003 Gross Receipts were 857K. Practice has been in same location for 26 years. Dr. is retiring. This is a practice offering conscious sedation, cosmetic and restorative services. There are four operatories and 6 days of hygiene. Practice is located on main thouroufare with high visibility.

**NORTHERN CALIFORNIA SIERRA FOOTHILLS:** For Sale - This practice located on historic Highway 49 and its satellite practice located in Orangevale offers a great opportunity for any dentist wanting to go into partnership with the owner with eventual buyout. 2003 Gross Receipts were 622K with a low overhead of 53%. 8 days of hygiene with 7 operatories.

**VENTURA COUNTY:** For Sale - Pediatric Practice. This practice had gross receipts of 813K in 2003 with overhead less than 50%. Practice has been in the same excellent location for over 24 years. There are four operatories in approximately 2000 sq. ft of office space.

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**COVINA:** For Sale - Pediatric Practice: Office space in 1978 and has operated in its present location for over 50 years. Total Gross Receipts for 2003 were 365K. Practice was acquired by the present owner in 1978 and has operated in its present location for over 50 years.

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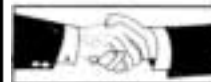
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- 4978 - Sacramento - (a most desirable suburb) G.P. Est. 40 yrs. Hi Identity location. Gross \$1.3mil in 6 Ops, ample room to grow to \$2 to \$3mil. F.P. \$1.3mil. E-mail resume to PPSincnet@aol.com (800) 695-2732
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- 4992 - Escondido area - Solo Group ownership. 1 million potential by new owner within 1st year. F.P. \$395k

- 4999 - Ventura Denture - Set up for General also - Great start up or semi retired Senior. Full Price \$55,000
- 1000 - Anaheim HMO \$5/\$6k/month established 43 years, 4 Ops. Gross \$550k.
- 1003 - OC- Beautiful OC Coast HMO-Collects \$145k/mo- Cap checks, are \$28k/month. Purchase 50% of practice now. 100% within 2-5 yrs.
- 1005 - Hemet - Beautiful office - \$450k investment - Shopping ctr. F.P.\$350k
- 1007 - Central L.A. - Small G.P. - Collects \$80,000/year - retirement.
- 1016 - Palm Springs - Indio area - Hi end. Grossing \$450k, 6 Ops, 4 equipped.
- 1017 - Palm Springs/La Quinta area- Esbl 40 yrs. New owner 10 yrs. 9 Ops. Hi tech office. Seller to work back for Buyer. Grossing \$1.2mil
- 1025 - So. O.C. Shopping center location. Beautiful office.
- 1029 - Victorville/Apple Valley - HMO Grossing \$700k +, \$15,000 Cap cks/mo. 5 Ops room for more. FP. \$600k.
- 1030 - El Monte- Est. '88, 90% Hispanic. Grossed \$1mil plus. Now P.T. Seller grosses \$850k. F.P. \$850k
- 1031 - Huntington Beach - Children/Adult practice. Gross \$600k net \$400k., 3,700 sq.ft., 8+ Ops.
- 1032 - Huntington Park-99% Hispanic. Absentee owner Gross \$700k.
- 1033 - Small Practice in San Pedro area. Located in Professional Bldg
- 1035 - Riverside - HMO- Checks \$5,000/mo Grossing just less than \$200k on 3 hrs per day PT & one full time day.
- 1037 - Western/Wilshire- Korean practice.Small office.Gross \$200k,esbl 30yrs

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