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SEPTEMBER 2004

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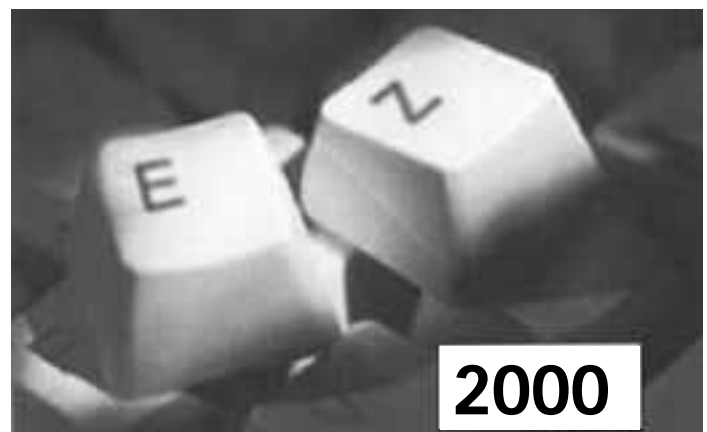
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"California Practice Sales has referred clients to Pat Wood for 20 years. Pat has been timely in contacting the clients, is very up-front in describing and delivering his services and is very skilled in completing negotiations for his clients. I highly recommend him!"

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"Pat Wood played an integral role in the sale of my dental office. His knowledge and experience were top notch."

Mark Stephens, DDS, Hollister

"What I liked most about Wood and Delgado's representation of me was their accessibility and their promptness in returning calls. They gave great advice and had great ideas!"

John D. Wassenmiller, DDS, Riverside

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"Pat Wood has been a great help in facilitating the smooth transition between our buyers and sellers. He takes the time to understand the nature of the transaction and is conscientious in the creation of the contracts for our dentists."

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"With Mr. Wood by my side, I felt very confident about my practice acquisition in San Jose."

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**Tom Fitterer
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"I want to thank you for your excellent counsel during negotiations for the sale of my dental practice. It was a pleasure working with you from start to finish. I have already recommended you to a colleague on a similar matter and would not hesitate to do so again."

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PRACTICE FOR SALE—#4976. South Bay area. Small G.P. in professional building. Seller leaving private practice. Call Professional Practice Sales, Inc., (714) 832-0230.

HOLLYWOOD—(6) OP G.P./(4) OPS EQTD FOR SALE. LOCATED IN STORE FRONT. EXCELLENT SIGNAGE/EXPOSURE/VISIBILITY. AVERAGE ANNUAL GROSS COLLECT. \$369K+ ON 4= DAYS/WK. CASH/INS/PPO/DENTI-CAL/CAP. APPROX. 50-60 NEW PATIENTS/MOS. CAP. CHECKS = \$10K+/MOS. D&M PRACTICE SALES AND LEASING (818) 591-1401.

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PRACTICE FOR SALE—#1009. No. O.C. Private practice. Seller retiring 1,200+ sq. ft. housing 4 ops of up to date equipment. Established 50+ years. Good lease with options. Average \$24,000/mo. collections. Call Professional Practice Sales, Inc., (714) 832-0230.



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**FRESNO COUNTY**

NORTH FORK (N.E. of FRESNO) - (3) op. G.P. office. Gross \$175K+/yr. part-time.

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. **NEW**

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. **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, Dentrax 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! **PENDING**

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

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

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

LOS ANGELES COUNTY

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

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. **PENDING**

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. Monthly CAP. Checks = \$10,000+. **NEW**

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

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

SO. LOS ANGELES - (3) op G.P. located on first floor of Medical/Dental Bldg. Only DDS in bldg. Many patient referrals from other doctor tenants. Gross collections \$310K+ on 3 1/2 days per week. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$7,000+/mos. **PENDING**

SO. BAY - G.P. located in free standing bldg. (6) ops of new equipt. with (2) add. plumbed ops. Bldg. also for sale. Collect. \$150k+/yr. p.t. Cash/Ins/Cap. **SOLD**

RIVERSIDE COUNTY

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

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

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

OXNARD - Bldg. and G.P. practice for sale on main street with excellent visibility and signage. (4) ops of older equipment. Annual gross collections \$275K+ on relaxed (4) (6) hour days. Can do much more. Doctor is burnt out and wishes to retire. Cash/Ins/PPO/Denti-Cal. **NEW**

VENTURA - (3) op well maintained G.P. Located in a one story professional bldg. Average annual gross collect. \$225K on (4) day week. **SOLD**

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PRACTICE FOR SALE—#4973. Price Reduction/Seller motivated!! Huntington Park - 4 ops. Hispanic area. F.P. \$100,000. Call Professional Practice Sales, Inc., (714) 832-0230.

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PRACTICE FOR SALE—#4861. Ventura. Store front location. Collects \$650k per year. Mix of cash/credit, Insurance and Dential. Call Professional Practice Sales, Inc., (714) 832-0230.

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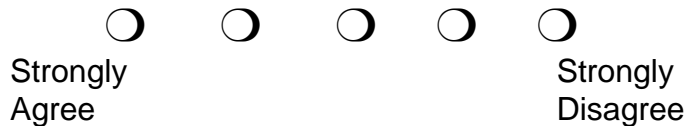
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PRACTICE FOR SALE—#4943. Las Vegas. Grossing \$600k (Korean Seller). Beautiful office in great area. 6 plumbed, 3 equipped. Emergency sale. Full price \$385,000 - \$180 in T.I.'s alone. Call Professional Practice Sales, Inc., (800)695-2732.

PRACTICE FOR SALE—#4992 – Escondido area – Solo group ownership. 1 million potential by new owner within 1st year. F.P. \$395k. Call Professional Practice Sales., Inc., (800) 695-2732.



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BAY AREA

- #B-157 CONCORD** - GP Long Estab. Coll'd \$245K in '02. 2 ops, plumbed for 3rd. Centrally Located! **FP \$140K**
- REDUCED!!! #C-171 FAIRFIELD** - GP in shopping center office is "like new" w/ 3 fully equipped ops, room for add op. Mostly ins/cash pts. Collected \$280K in '02 on 2-day work week! **Steal at \$175K!**
- #C-208 SANTA ROSA** - Great Location, Previous Collections w/pts \$550K. **FP \$250K**
- #C-234 MARIN COUNTY** - GP, Long Estab. practice Modern equipped 4 op office. Insured/Cash patients only. Prime location. **FP \$435K**
- #C-237 - VACAVILLE** - GP Estab Practice. Collection of 1.12 mill. Highly visible location, modern office w/ 9 ops. Apts 300 new pts/mo. Insured/Managed care pt base. **FP \$800K**
- #D-211 SUNNYVALE** - GP estab. practice, prime location. Modern equipped 4 op office. **FP \$340K**
- #D-219 SAN JOSE** - Turnkey facility in desirable Saratoga Hospital area. Dr. relocating to larger space in the area and leaving behind all the major equipment for 3 fully equipped ops. No patient base. **FP \$145K**
- #D-235 MOUNTAIN VIEW** - Great starter access from hospital. 2 fully equipped ops, room for 3. Very classy and upscale build-out! **FP \$135K**
- NEW #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.**

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 op-ofc doctor w/ 14 pts per day w/ 30 new/mo. **Call for Details!**
- #E-199 SACRAMENTO** - GP Managed Care Practice 3100 sq ft ofc w/ 30 fully equipped ops. Apts 275 new pts/mo. **Call for Details!**
- #E-201 ROSEVILLE** - GP Managed care practice. Modern 4221 sq ft ofc w/ 12 fully equipped ops. Apts 250 new pts/mo. **Call for Details!**
- #E-226 SACRAMENTO** - GP, Seller has 7 operators exclusively and shares the office and reception areas. Seller is looking for a quick sale. **FP \$45K**
- REDUCED #E-228 SACRAMENTO** - GP, Long Estab. Seller retiring. Coll'd 242K in '03. Office has 3 ops with plumbing for 1 add. **FP \$39K**
- NEW #E-236 SACRAMENTO** - GP Long estab. Modern equipped 6 op office w/ approx 300 sq ft. Insured/cash pts only. Collections of \$822K in '03. **FP \$450K**
- NEW #E-244 DAVIS** - Estab. practice. Great location. Modern equipped, all like new, 4 op office. Collections of \$531K in '03. **Call for Details!**
- NEW #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!**
- NEW #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!**
- NEW #E-259 ROSEVILLE** - GP, Long Estab. practice. Seller retiring. 2000 sq ft office, w/ 10 ops Coll'd \$146K in '03 on limited schedule. **FP \$75K**
- #E-149 MENDOCINO COAST** - Great opportunity for dentist who would like to own their own bldg in beautiful beach community. **Call for Details!**
- REDUCED #E-189 UKIAH** - Well Estab. fee-for-service practice. Known for its quality reputation. 2 ops w/ expansion possibilities. **ONLY ASKING \$80K!!!**

NORTHERN CAL CONT.

- #G-198 NORTH CHICO AREA** - GP, long listab practice. Mostly ins/cash pts. Fully equipped 2 op. ofc, plumbed for 2nd op. Excellent opportunity for recent grad seeking a starter practice. **FP \$75K**
- #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 and units. Seller owns office bldg, may consider sell or rent. **FP \$185K**
- #G-238 CHICO** - GP Long Estab. practice coll'd \$599K in '03. Modern equipped 5 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.**
- #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 \$220K**
- #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-229 GRASS VALLEY** - Long Estab. Retiring GP. Great Opportunity! Seller wants to pass the torch onto new dentist in the fashion it was so amably passed to him. **Call for Details!**

CENTRAL CALIFORNIA

- #I-200 STOCKTON** - GP Managed Care Practice. Modern 1900 sq ft office with 7 fully equipped ops. Apts 175 new pts/mo. **Call for Details**
- #I-241 MODESTO** - GP Estab. growing practice located in prime north area shopping center. Modern equipped 4 op office, plumbed for additional op. Mostly insured/cash pts. Coll'd \$540K in '03. **FP \$385K**
- NEW #I-249 STOCKTON** - GP Estab practice. 2 ops **Call for Details!**
- #J-188 TAFT** - GP 1600 sq ft, 4 op office, Dr. avgs 10 pts/day. Seller will entertain all reasonable offers on this quality practice. Real Estate available. **Call for Details!**
- NEW #J-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 Dent-Cash. **FP \$340K. Call for Details!**
- NEW #J-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**

SOUTHERN CALIFORNIA

- NEW #K-260 CORONADO CAYS** - GP, 5 op office mostly PPO practice. Good active pt, 50+ new pts/month. Dentists. This won't last long! **Call for Details!!**

ARIZONA

- REDUCED #Az-202 PHOENIX** - Centrally located in a well-known Med/Dental bldg near Metro Center. 3 op "turn key" facility that would cost nearly twice our asking price to duplicate. **Call for details! ONLY \$95K**
- #Az-203 TUCSON** - Long listab quality practice with 1,500 sq ft bldg in desirable East/Central Tucson. Seller retiring. Gross approx \$300K on 12-18 hrs per week. **Practice and Facility FP \$450K**
- #Az-216 PRESCOTT** - Seller retiring from fee for service practice in a highly desirable community. Over 22 new pts/month! 2400 sq ft w/ 6 fully equipped ops. Gross receipts in 700-800K range. Great net! **Call for Details.**
- NEW #Az-245 TUCSON** - Estab GP of 13 years. Office is 2400 sq ft located in free standing bldg w/ 4 ops. Great location! Collects in range of \$350K. **FP \$220K.**
- NEW #Az-247 CENTRAL ARIZONA** - Long Estab. practice. Great Cash Flow! **Call for details!**

ARIZONA CONT.

- NEW #Az-254 PHOENIX, AZ** - GP, 4 op practice w/ 1,353 sq. ft. with room for expansion into adjacent 1,000 sq. ft. space. Large, stable patient base and seasoned staff. **Projected Gross Receipts for 2004 in \$800K range.**
- NEW #Az-255 N. SCOTTSDALE, AZ** - GP 5 op office. State-of-the-art equipment in a highly desirable neighborhood. Practice is generating 30 New Patients per month in a 7-month scratch-start! **Call for Details!**

NEVADA

- #R-128 RENO** - Long Estab. Fee-for-service GP. 5 ops office near hospital. Coll'd over \$600K in 2003, FP is only 50% of Gross! **FP \$290K. Seller very Motivated!**
- #R-142 - RENO** - Long Estab. GP. Seller retiring. 1,540 sq ft 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-47 LAS VEGAS** - High profit! Near UNLV. Dr. "profit" over \$250K on 4 day work week! 3 op office, plumbed for 5. **FP \$250K**
- NEW #LV-239 HENDERSON** - Well Estab. fee for service practice newer 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.**
- NEW #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!**
- NEW #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 \$380K!!**
- NEW #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!**
- NEW #LV-248 LAS VEGAS** - GP, Estab 4 years, Seller is retiring. Dr. avgs 20 pts w/ 10 Hyg pts per day & approx 80 new pts/month. 1,950 sq. w/ 5 ops. **FP \$635K**
- NEW #LV-261 LAS VEGAS** - GP new 4 op office in excellent location. **Call for Details!**
- NEW #LV-262 LAS VEGAS** - Turn Key Facility, 2000 sq ft. Pride Institute designed office. **Call for Details!!**
- NEW #LV-263 LAS VEGAS** - Long Estab. 6 op practice. Beautiful 3000 sq office. **Call for Details!**

HAWAII

- #H-257 MAUI** - GP Beautifully decorated, beautiful views. One of the only dentists between Lahaina and Kapalua. On high traffic corner lot in professional bldg. Gross over \$650K on relaxed schedule. **Call for Details!**

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- D-175 SAN JOSE/SARATOGA** - Perio Prof bldg prime loc. close to shopping & freeway. 1100 sq. ft. w/ 4 fully equipped ops. **Call for Details!**
- #E-220 SACRAMENTO AREA** - Ortho, highly desirable foothills location. Visible location. Growing practice with great reputation. Collects in 450K range on short week. **Call for Details!**
- #A-222 BAY AREA/MID PENINSULA** - Ortho, awesome practice! 3 op office, plumbed for 1 additional. Grossed over 200K on 2 day wk week. **Call for Details!**
- #D-227 SOUTH BAY** - Ortho, Estab. Dr. avgs 20 pts/day w/ avg of 8 new/month. Located in Prof. Med/Dental Bldg. Proceed to Sell **\$225K. Call for Details!**
- NEW #C-256 EAST BAY** - Endo, Long Estab. practice. Insured/Cash pts only. Modern equip'd 3 op office. Coll'd \$504K in '03 on 4 day schedule. **FP \$300K**

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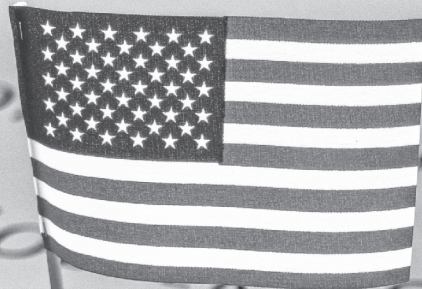


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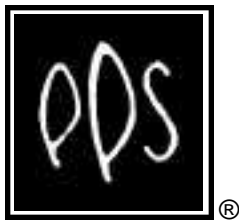
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SOLD

5842 FREMONT—Located in the historical Mission District. 10-year old practice is housed in well-designed and beautiful 6-Op suite reflecting recent \$365,000 investment. Practice has realized sustained growth with Net Production for 12-month period just ended totaling \$613,000. 5-days of Hygiene. Excellent cash flow management here. Well staffed.

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5843 HUMBOLDT COUNTY'S HIGHWAY 101—Beautiful country setting. Well established, well staffed, 6-days of Hygiene/week and occupies spacious 5-Op building. On DDS' 4-day week, shall produce and collect \$770,000 in 2004. Full price \$275,000. For full particulars www.PPSsellsDDS.com.

5844 SOUTH LAKE TAHOE—Excellent opportunity to practice in Alpine Wonderland. Collections for 12-months ended 6/30/04 totaled \$275,000 on reduced schedule. Collections as recently as 2002 were \$440,000. 1,000 sq.ft. 4-Op suite rents for \$1,500/month. Full price \$99,000. For full particulars www.PPSsellsDDS.com.

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