

The Evolving Dental Practice Model

Data Update for 2023 on Practice Size and DSO Affiliation

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The Data

- Based on ADA Health Policy Institute (HPI) Dental Office Database supplemented with data from Fluent.
- Significant improvement in accuracy compared to earlier data releases. Nevertheless, we had to make some methodological choices that lead us to believe we are still undercounting slightly the number of dentists affiliated with DSOs and larger groups.
- Analysis is based on all practicing dentists in the U.S. for whom HPI can assign at least one practice location address. This includes 193,550 dentists out of 203,631 practicing dentists in the U.S. in 2023.
- Analysis is by dentist demographics, specialty, career stage and by state.
- Data available at [ADA.org/HPI](https://ada.org/HPI).

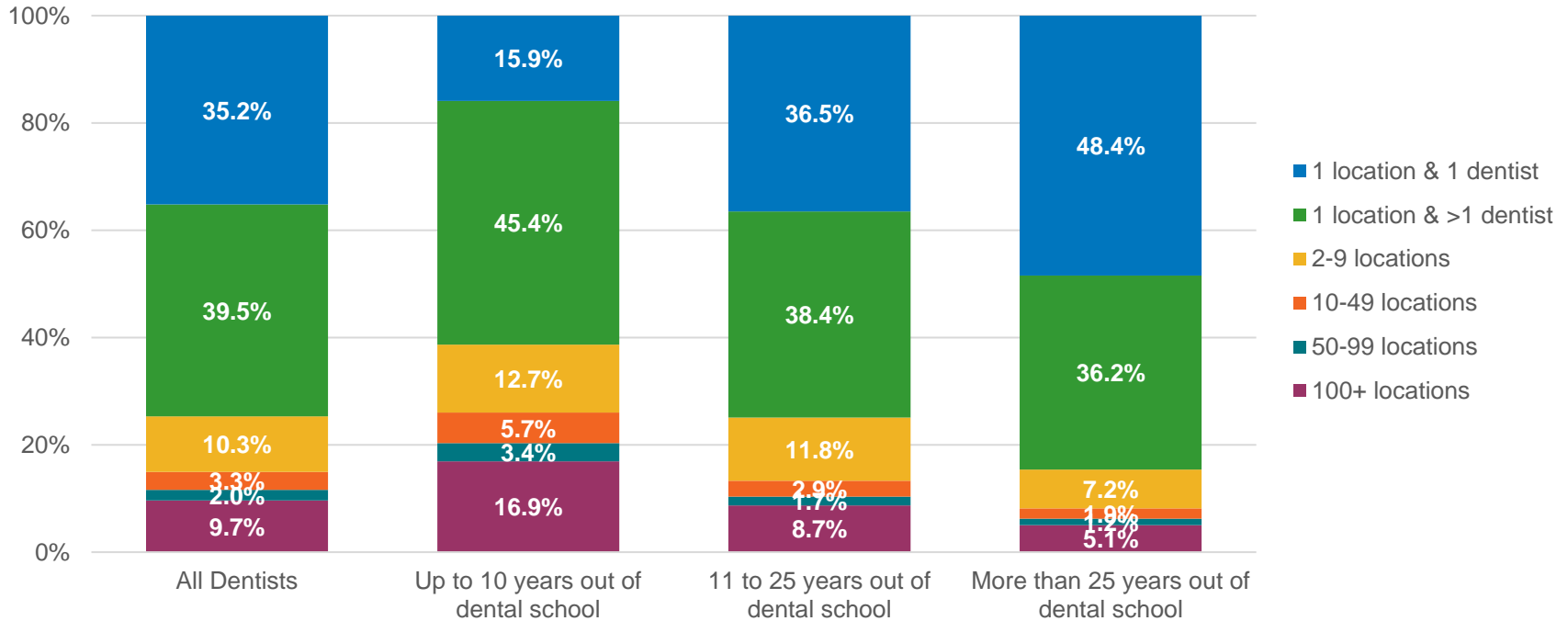
Definitions for this Analysis

- **Dental Practice Size:** The number of affiliated locations within a dental practice. This could include locations directly owned and operated by a single business entity, as well as locations affiliated with each other through other arrangements such as a franchise, a parent company, or through a DSO. Dental practice size is based on counts of locations across the U.S., regardless of DSO affiliation.
- **Dental Support Organization (DSO) Affiliation:** A practice is considered to be affiliated with a DSO if some outside entity manages some or all of its non-clinical functions such as billing, marketing, human resources, etc. For the purposes of HPI's analysis, a DSO includes any member of ADSO as well as other entities judged to be DSOs based on extensive HPI primary research, regardless of practice size.

Dental Practice Size

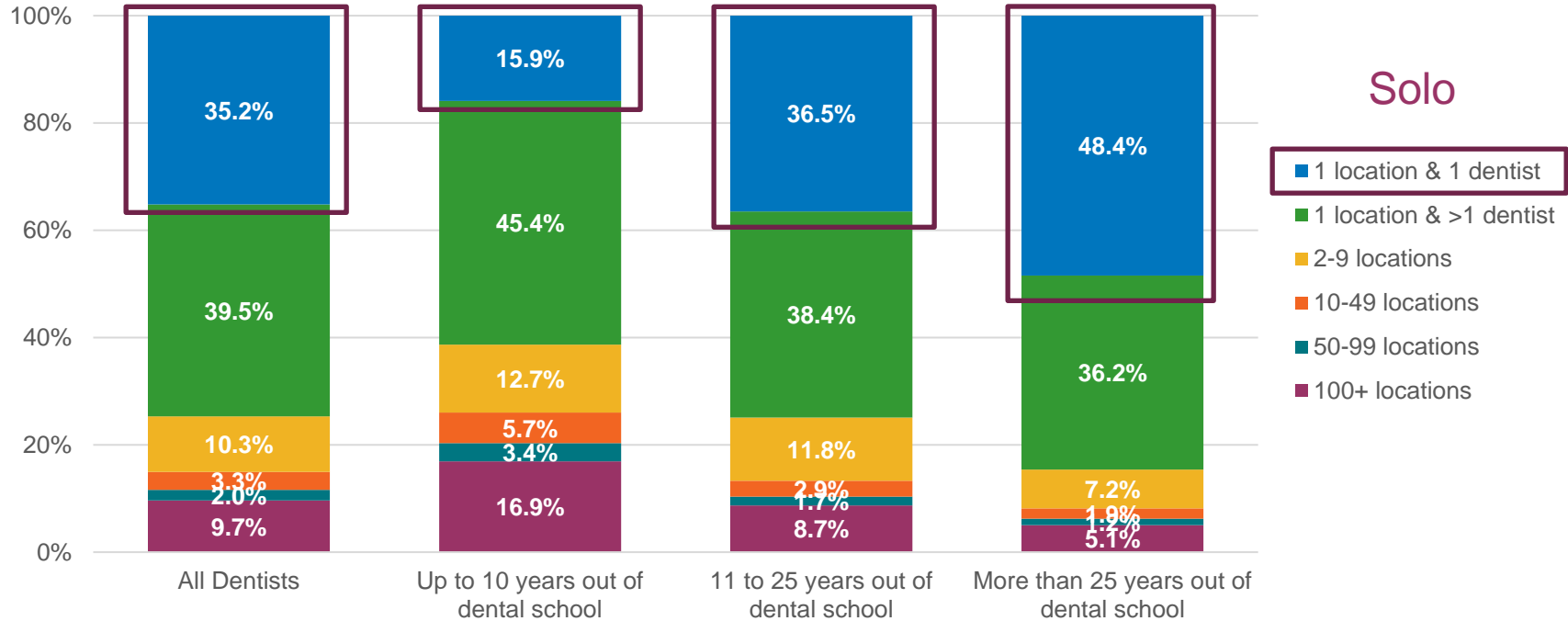
Dental Practice Size

Distribution of Dentists by Practice Size and Career Stage, 2023



Dental Practice Size - Solo

Distribution of Dentists by Practice Size and Career Stage, 2023

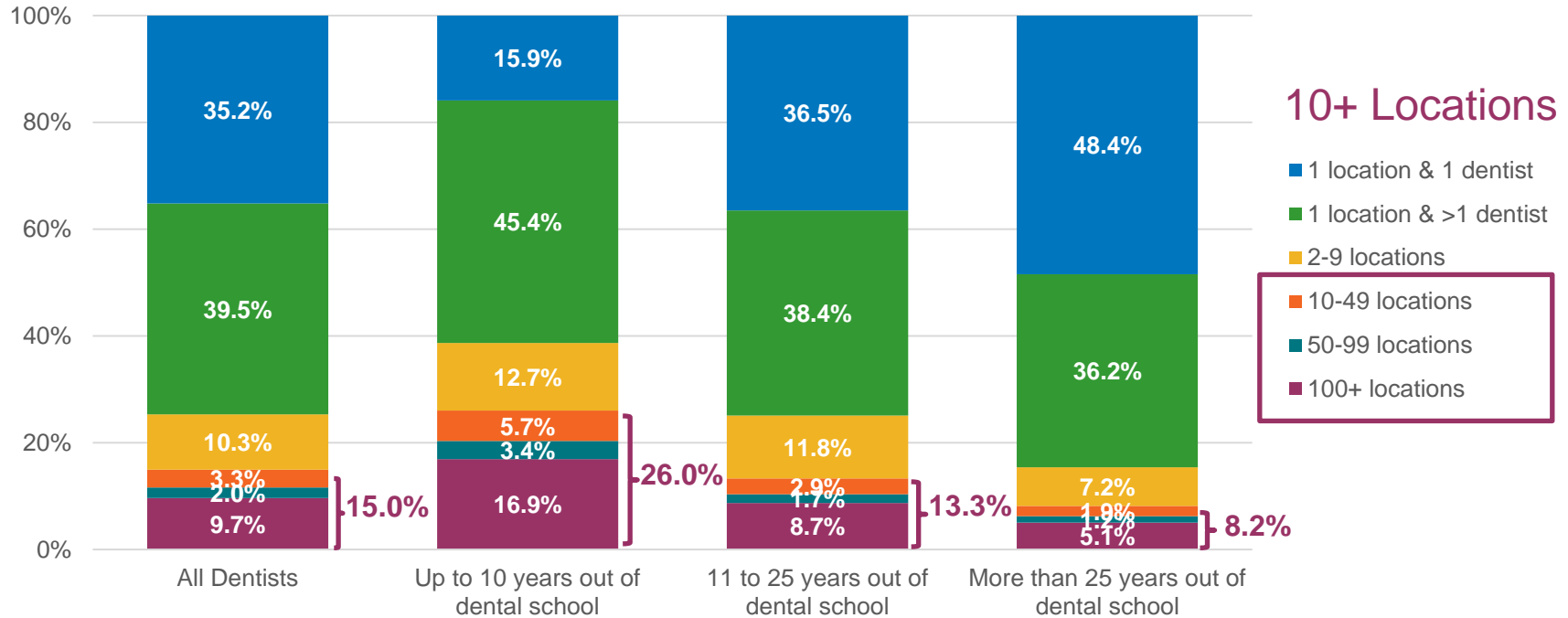


Solo

- 1 location & 1 dentist
- 1 location & >1 dentist
- 2-9 locations
- 10-49 locations
- 50-99 locations
- 100+ locations

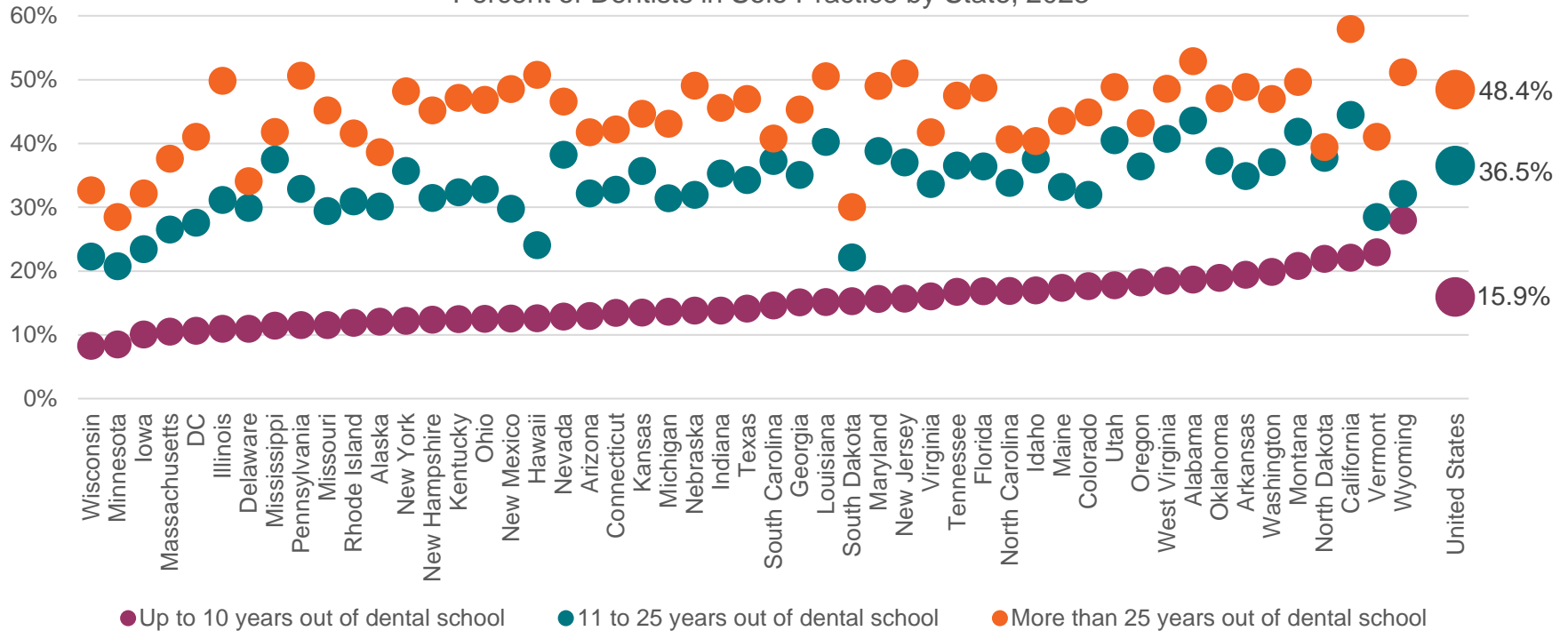
Dental Practice Size – At Least 10 Locations

Distribution of Dentists by Practice Size and Career Stage, 2023



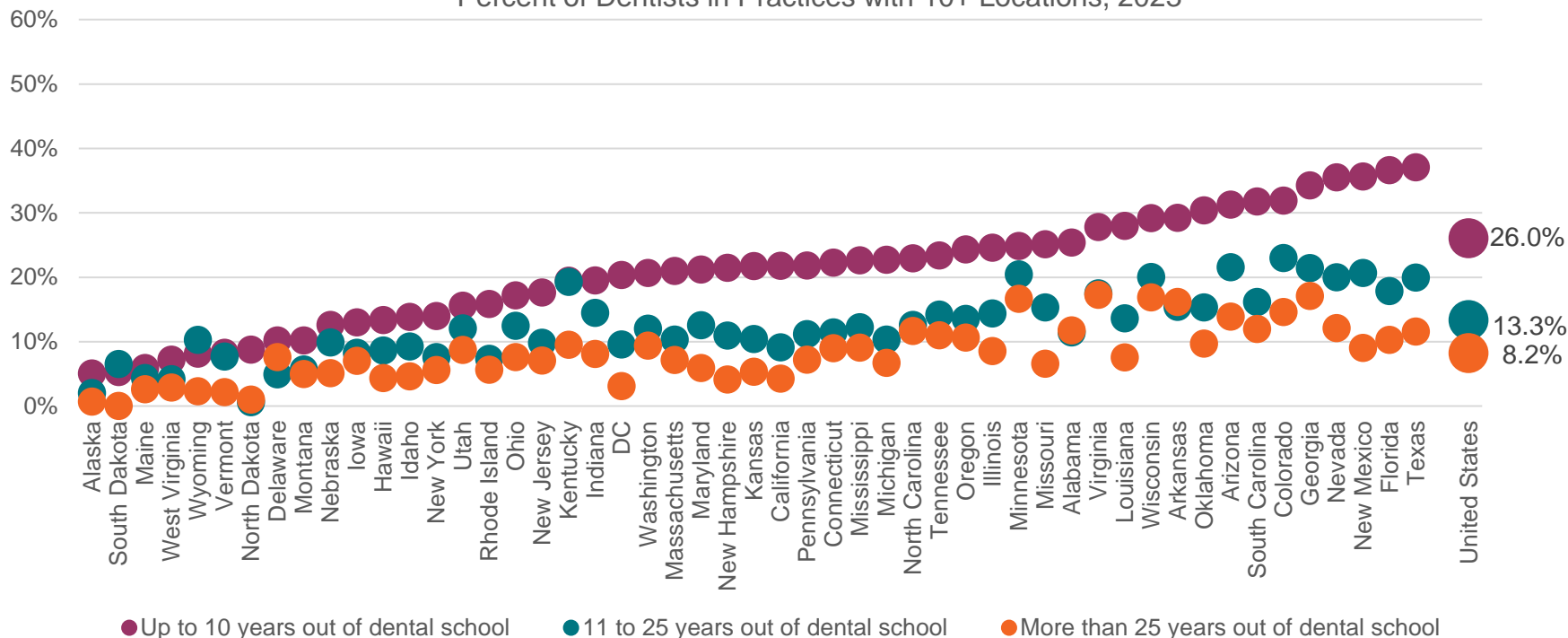
Dental Practice Size - Solo

Percent of Dentists in Solo Practice by State, 2023



Dental Practice Size – At Least 10 Locations

Percent of Dentists in Practices with 10+ Locations, 2023



Dental Practice Size, 2022 vs. 2023

Percent of Dentists by Practice Size (Number of Locations)	All Dentists		Up to 10 Years Out of Dental School	
	2022	2023	2022	2023
100+ locations	9.0%	9.7%	15.9%	16.9%
50-99 locations	1.6%	2.0%	2.9%	3.4%
10-49 locations	3.0%	3.3%	5.3%	5.7%
2-9 locations	10.0%	10.3%	12.3%	12.7%
1 location & >1 dentist	39.9%	39.5%	46.6%	45.4%
1 location & 1 dentist	36.5%	35.2%	16.9%	15.9%



Between 2022 and 2023, there was a slight increase in the percentage of dentists in practices of 100+ locations and a slight decrease in solo practices. This trends was similar for all dentists combined and for dentists up to 10 years out of dental school.

Practice Size and Specialties, 2022 vs. 2023

Percentage of Dentists in **100+ Location Practices** By Specialty

	GP	ENDO	OMS	ORTHO	PED	PERIO	PROS	Other
2022	9.0%	9.8%	9.6%	12.0%	6.4%	7.3%	6.4%	5.0%
2023	9.6%	10.5%	10.8%	13.6%	7.8%	8.4%	6.9%	6.6%



In 2023, we saw an uptick of dentists in dental practices of 100+ locations across all specialties and an equivalent decrease of dentists in solo practice.

Percentage of Dentists in **Solo Practices** By Specialty

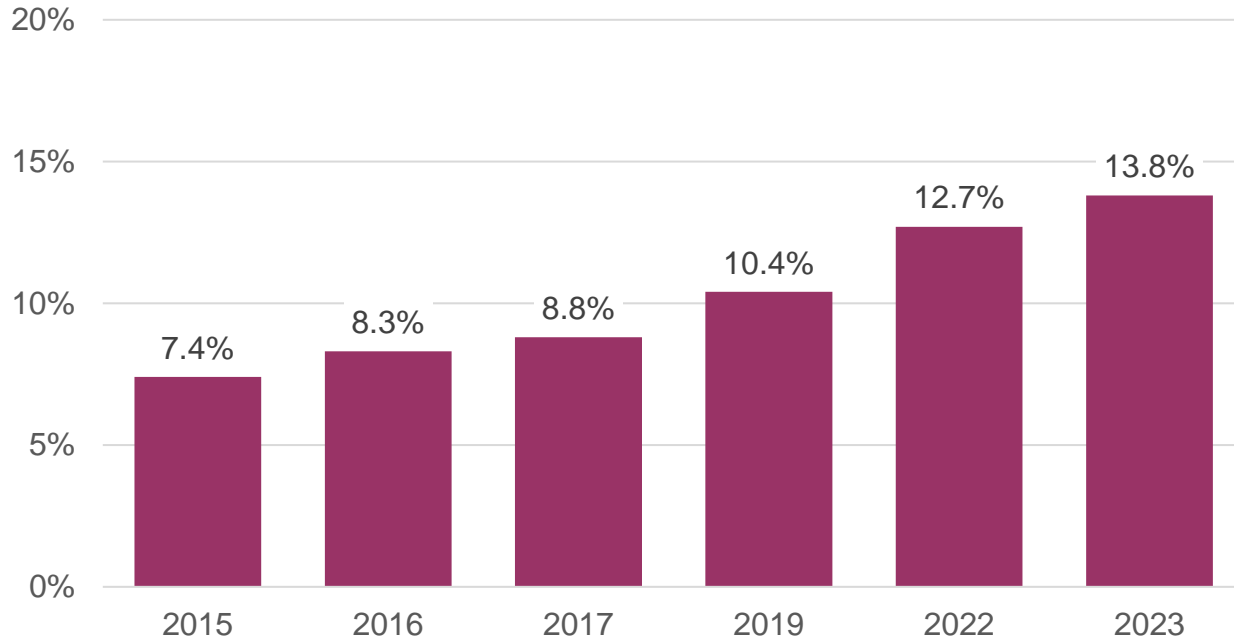
	GP	ENDO	OMS	ORTHO	PED	PERIO	PROS	Other
2022	38.0%	28.8%	25.9%	40.8%	23.7%	32.6%	34.4%	26.0%
2023	36.6%	27.8%	24.6%	39.3%	22.7%	31.5%	33.1%	24.2%



DSO Affiliation

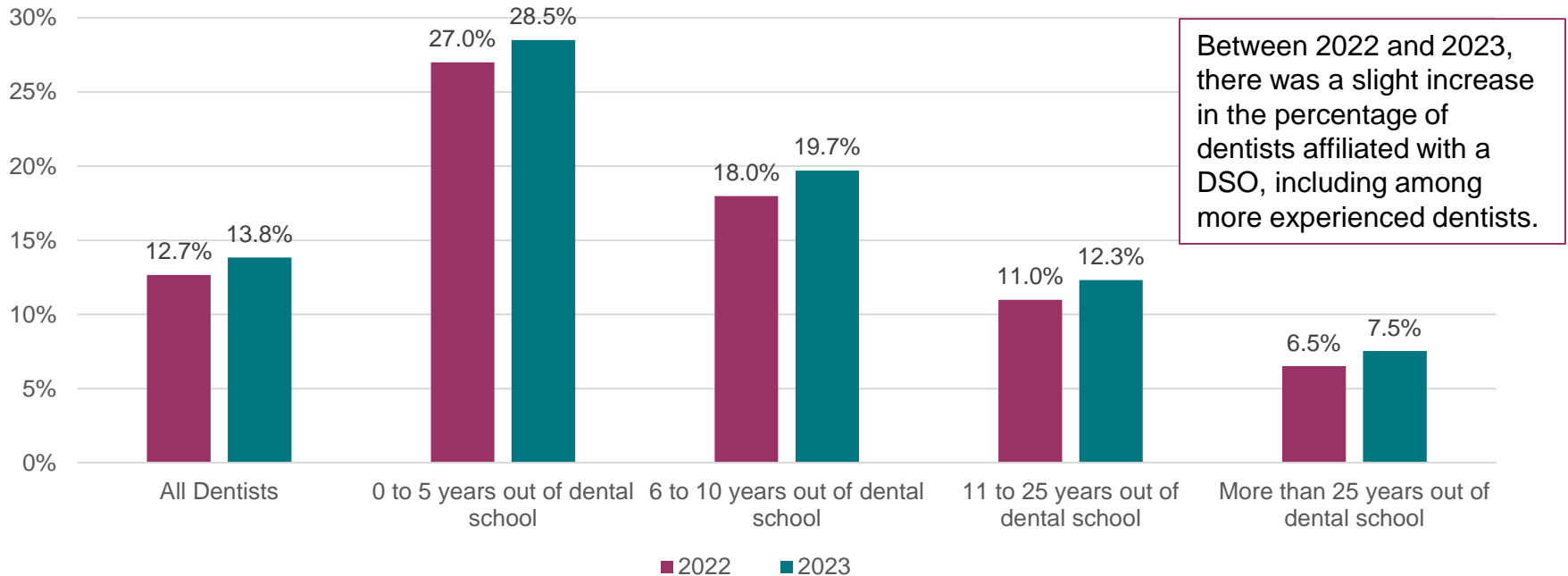
DSO Affiliation Trended

Percent of Dentists Affiliated with a Dental Support Organization (DSO), 2015-2023



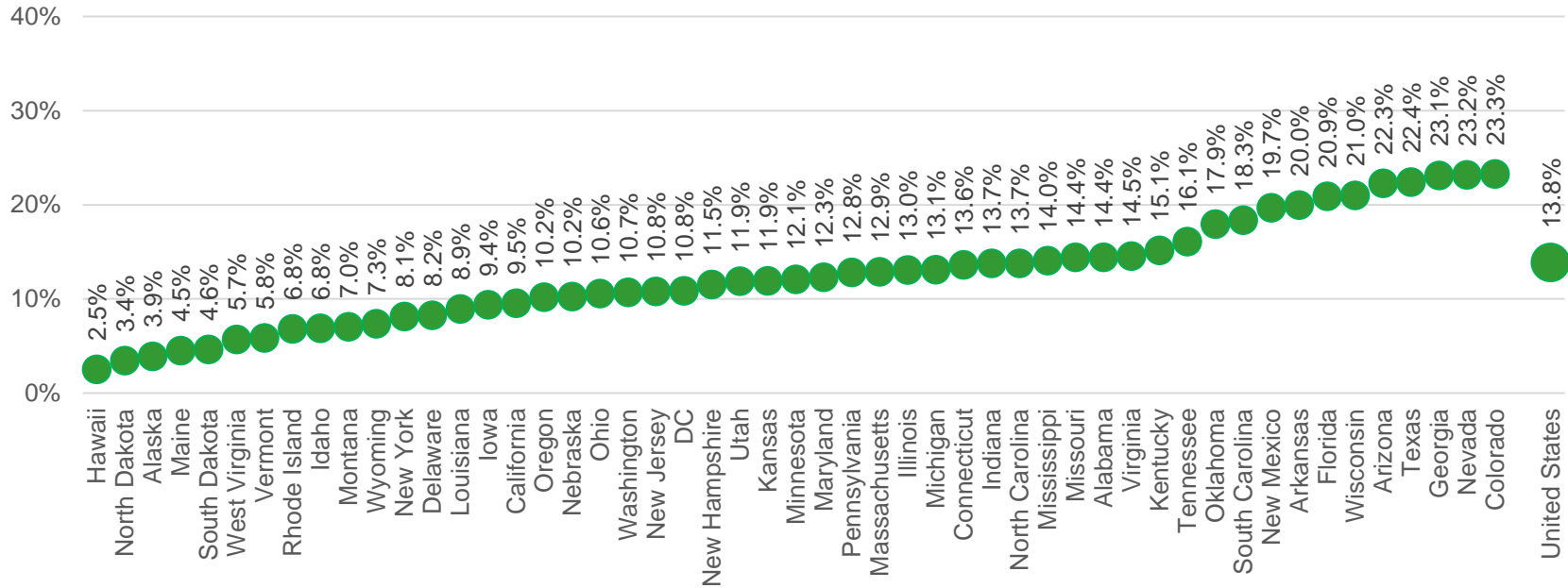
DSO Affiliation by Career Stage

Percent of Dentists Affiliated with a Dental Support Organization(DSO) by Career Stage, 2022 and 2023



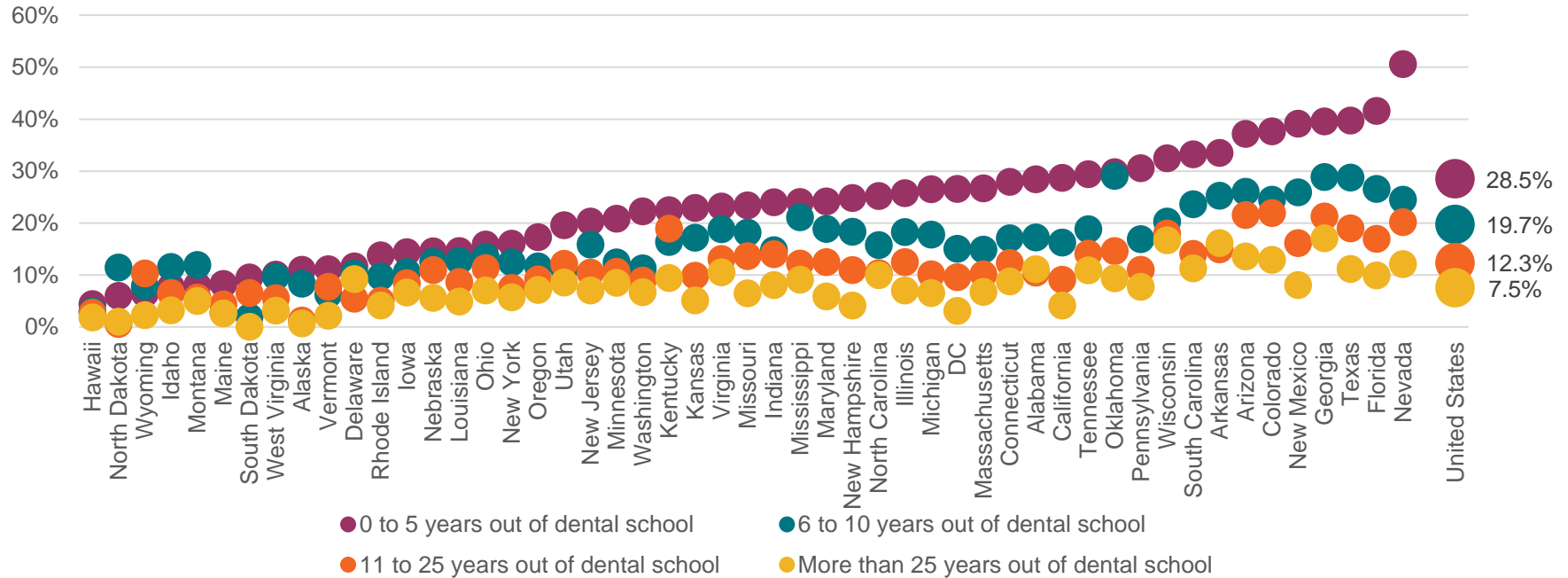
DSO Affiliation by State

Percent of Dentists Affiliated with a Dental Support Organization (DSO) by State, 2023



DSO Affiliation by State and Career Stage

Percent of Dentists Affiliated with a Dental Support Organization (DSO), 2023



DSO Affiliation by Specialty, 2022 vs. 2023

Percentage of Dentists in **Dental Support Organizations (DSOs)** By Specialty

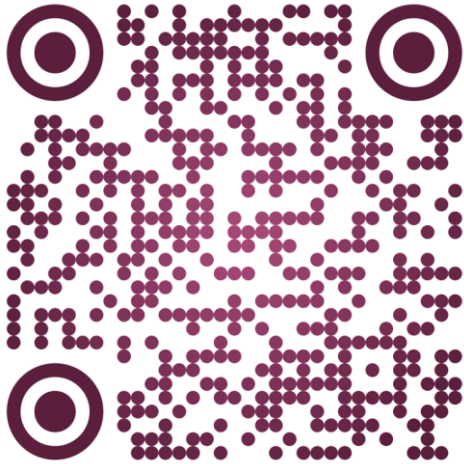
	GP	ENDO	OMS	ORTHO	PED	PERIO	PROS	Other
2022	12.6%	11.6%	13.4%	18.2%	11.5%	9.9%	8.7%	7.7%
2023	13.6%	13.8%	15.7%	20.7%	13.1%	11.5%	9.5%	10.1%

In 2023, DSO affiliation went up for every dental specialty. Orthodontists and oral and maxillofacial surgeons are the most likely to be affiliated with DSOs compared to other specialists.

Some Quick Takeaways

- From 2022 to 2023, in terms of practice size a few key trends continued: dentists in practices with 100+ locations went up, and dentists in solo practice went down. There was also an increase of the percentage of dentists affiliated with a DSO. These trends vary by dentist state, specialty and years of experience.
- In 2023, 26.0% of new dentists (those less than 10 years out of dental school) were affiliated with group practices with at least 10 locations, up from 24.2% in 2022.
- Dentists most likely to be affiliated with DSOs are new dentists, female dentists, and certain specialists (e.g., orthodontists and oral surgeons). Dentists in certain states are also more likely to be part of DSOs. Nearly one-quarter of dentists in Colorado, Nevada, and Georgia are affiliated with DSOs.
- The HPI team continues to analyze what these trends mean for dental practice economics, how dental care is delivered to patients, and how practice modality affects dentist career satisfaction. Visit HPI's [Dental Practice Research](#) page to see our latest reports related to practice modality.

Thank You!



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