Update on Net Income of General Practitioner Dentists – 2023 data

May 2024
Introduction

- We update data on net income and busyness for general practitioner dentists for 2023

- We use two data sources
  - ADA HPI Survey of Dental Practice (SDP)

- We provide ‘big picture’ insights

- We provide more detail on data sources and methods in the appendix
ADA data show no statistically significant change in GP dentist net income in 2023. The BLS data show a slight increase. The long-term trend shows a slight decline.

(Note: ADA data on income include more types of dentist compensation than BLS data. See Methods.)
Looking at median instead of average gives the same overall conclusion regarding trends in GP net income.
The net income of GP dentists (from HPI) tends to be just below that of Physicians (Family Medicine and Internist) from BLS data.
Revenues, Expenses and Income

Practice expenses are rising faster than practice revenues. This is driving the downward trend in GP dentist net incomes.
Patient Appointment Wait Times

Average Wait Time in Days for a General Practitioner Dentist Appointment

Patient appointment wait times went up significantly in 2022 and stayed up in 2023.

This is likely a result of staffing shortages in dental offices.
Post-pandemic, GP dentists are busier than ever.

The percent indicating “Too busy to treat all people requesting appointments” or “Provided care to all who requested appointments but was overworked” is near an all time high.
On average, GP dentists worked 5.5% more hours in 2023 than the average from 2000 – 2019.

The hours in 2023 are roughly equivalent to an extra 2 hours per week compared to 2000 – 2019 (assuming 48 weeks worked per year).
Key Insights

• After rising in 2021 as dentistry recovered from the COVID-19 pandemic, average net income for general practitioner dentists was largely unchanged between 2022 and 2023, after adjusting for inflation. Longer term, there is a slight decline overall in the data.

• Practice expenses are increasing faster than revenues, driving the decline in average net income.

• General practitioner dentists are busier than ever and are working longer hours post-pandemic.

• Taken together the latest data suggest continued ‘margin compression’ in the dental sector.
**Data Sources and Notes**

<table>
<thead>
<tr>
<th>Dentists Surveyed</th>
<th>Bureau of Labor Statistics</th>
<th>ADA HPI Survey of Dental Practice</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private Practice Owners (Incorporated)</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Private Practice Owners (Unincorporated)</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td>Private Practice Nonowners</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Dentists in Non-Private Practice Settings, e.g., Education, Government, Hospitals</td>
<td>Yes</td>
<td>No</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Types of Income Captured</th>
<th>Bureau of Labor Statistics</th>
<th>ADA HPI Survey of Dental Practice</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salary, commissions, production bonuses</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Year-end bonuses, non-production bonuses</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td>Payments made to a retirement plan</td>
<td>No</td>
<td>Yes</td>
</tr>
</tbody>
</table>

BLS and SDP income trends differ because the two methods of data collection differ.
Data Sources and Notes

Slides 3 – 5

Sources: ADA Health Policy Institute annual Survey of Dental Practice. Results are weighted to compensate for oversampling and nonresponse bias. Methods available at https://www.ada.org/-/media/project/ada-organization/ada/ada-organization/files/resources/research/hpi/hpidata_sdpi_2023.xlsx


Notes: Net income is adjusted for inflation using the All-Item Consumer Price Index. All values are in constant 2023 dollars. The “Physicians (Family Medicine and Internist)” category is a combination of the "Family Medicine Physicians" and "General Internal Medicine Physicians" categories weighted by their job counts. BLS state-level incomes are available on ADA.org/HPI.
Data Sources and Notes

Slides 6 – 9

Source: ADA Health Policy Institute annual *Survey of Dental Practice*. Results are weighted to compensate for oversampling and nonresponse bias.

Notes: Dentist net income, practice receipts, and practice expenses are adjusted for inflation using the All-Item Consumer Price Index. All values are in constant 2023 dollars.