

2020

Health Insurance Survey

NAR Members

September 2020



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Methodology

The NAR Health Insurance Survey was sent in July 2020 through email to a random sample of 72,775. There were 4,190 completed responses for a response rate of 5.8 percent. The survey was sent to oversamples of 5,000 members in five states. The confidence interval at a 95 percent level of confidence is +/- 1.51 percent.

	2020 Member Profile	Survey Respondents (Members)
White or Caucasian	80%	80%
Married	69%	68%
Female	64%	64%
Bachelor's Degree	32%	29%
Median Age	55	56
Household Income	\$121,500	\$106,520

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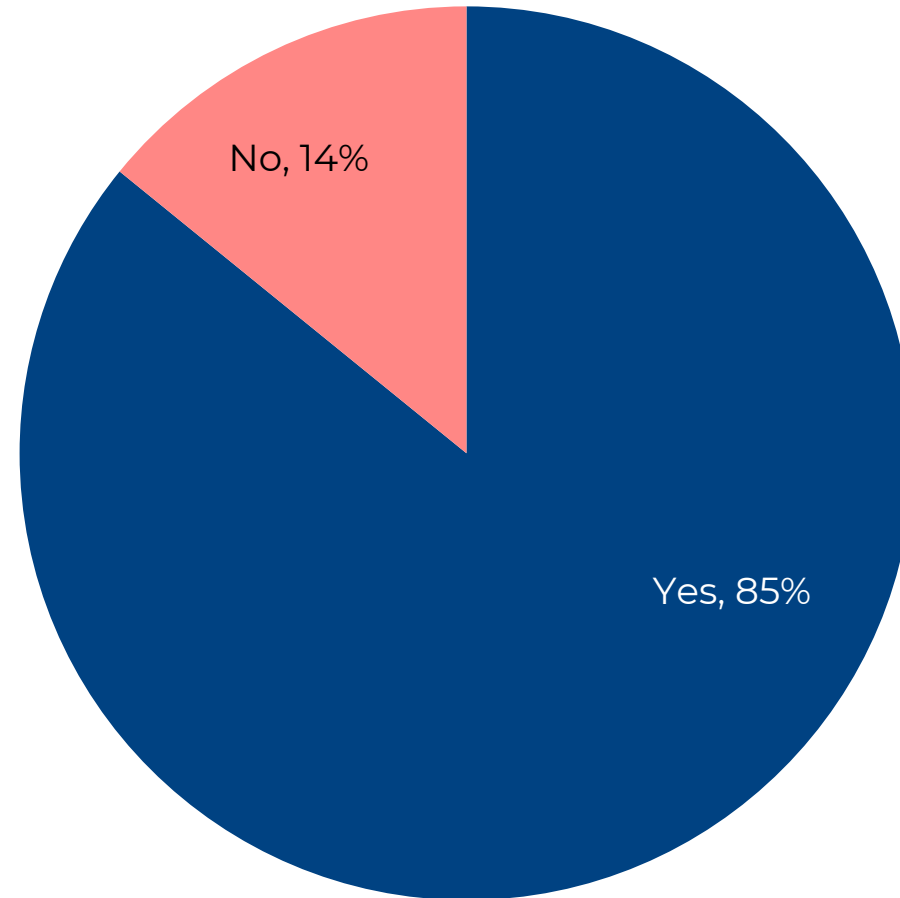
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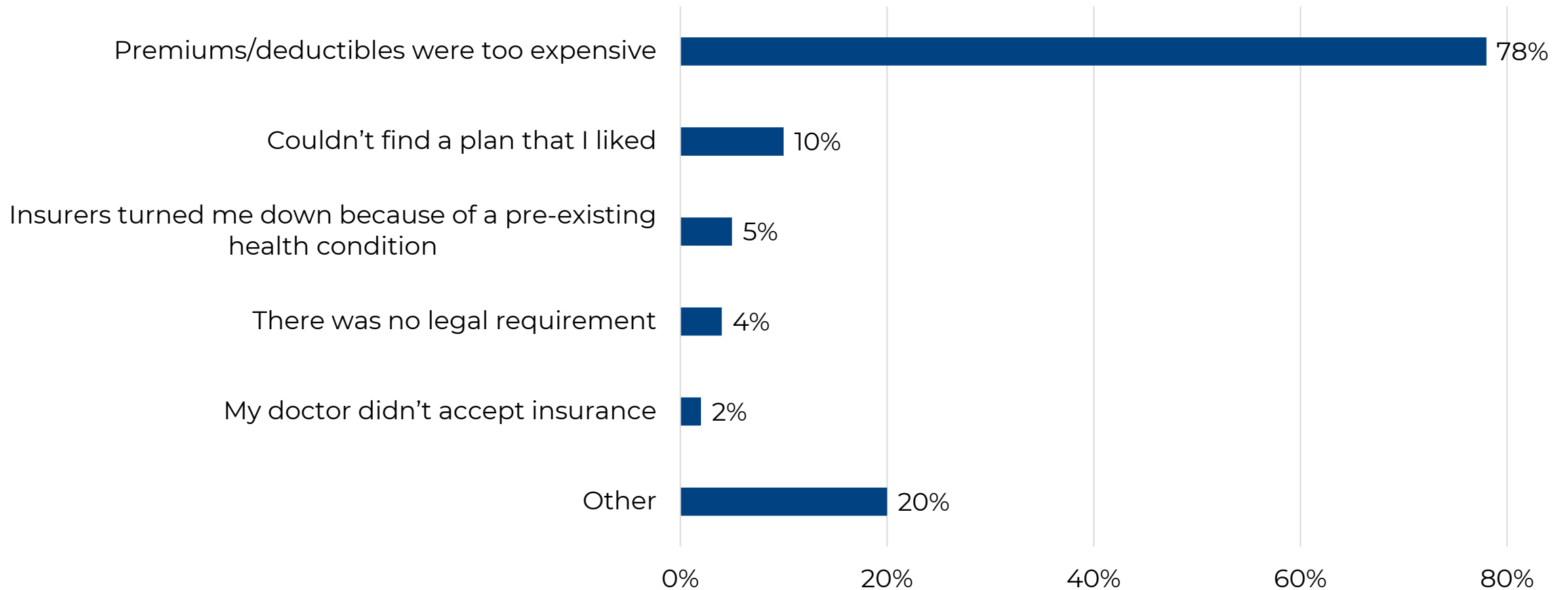


Health Insurance Coverage for NAR Members

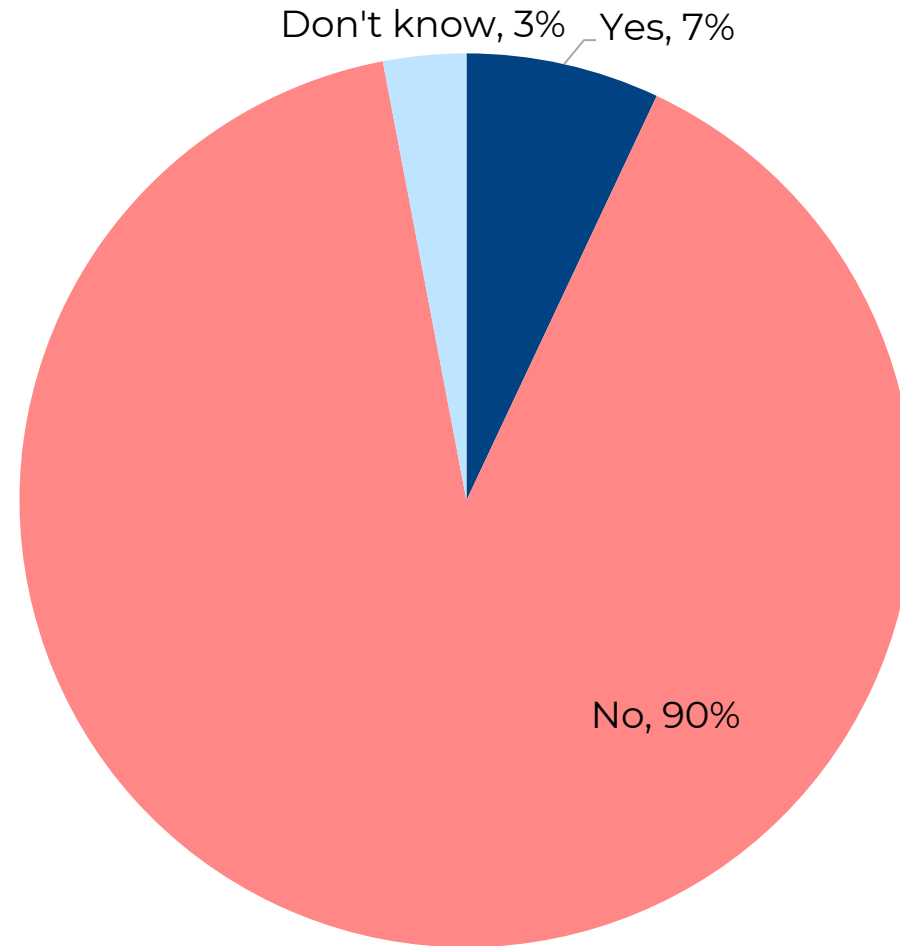
Do you currently have health insurance for 2020?



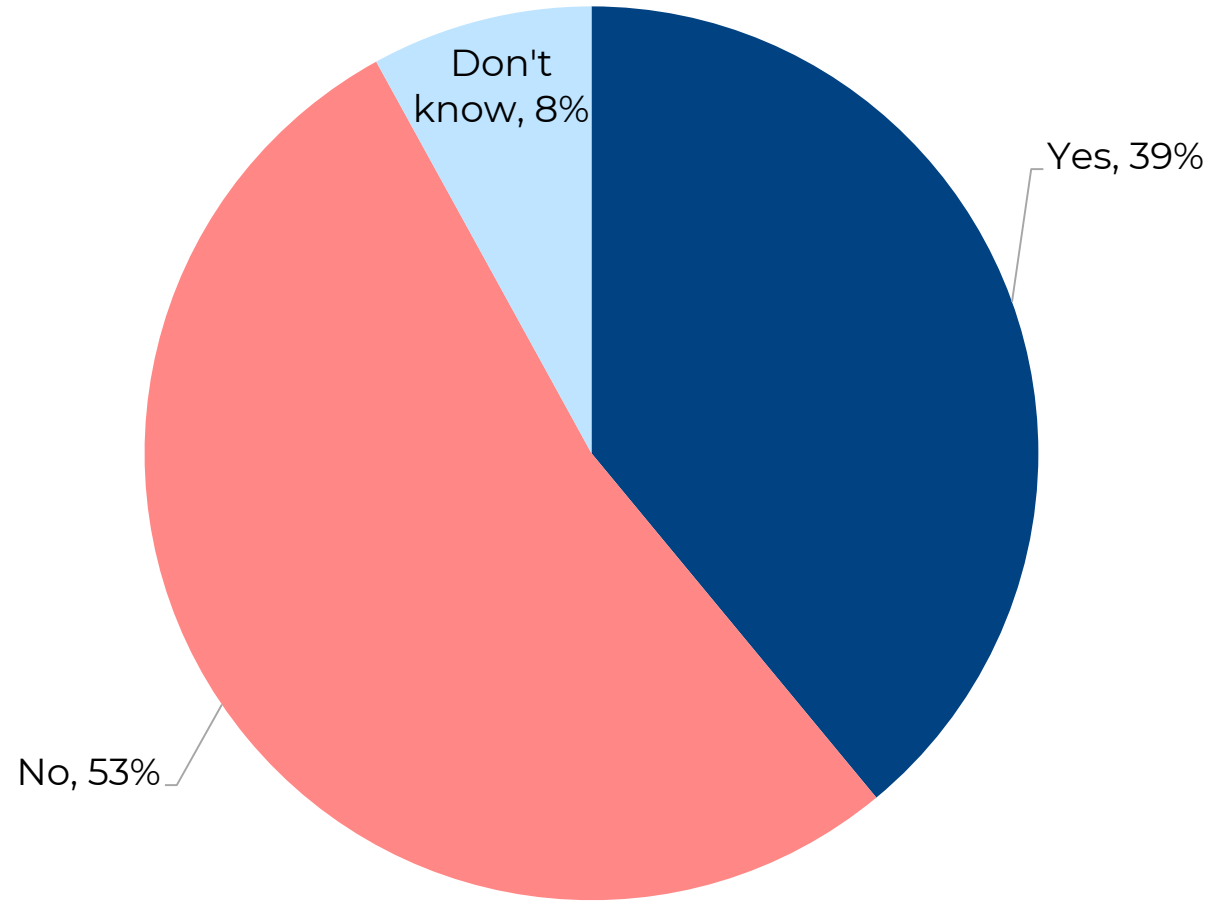
What are the reasons you are currently without primary health insurance? (Please check all that apply)



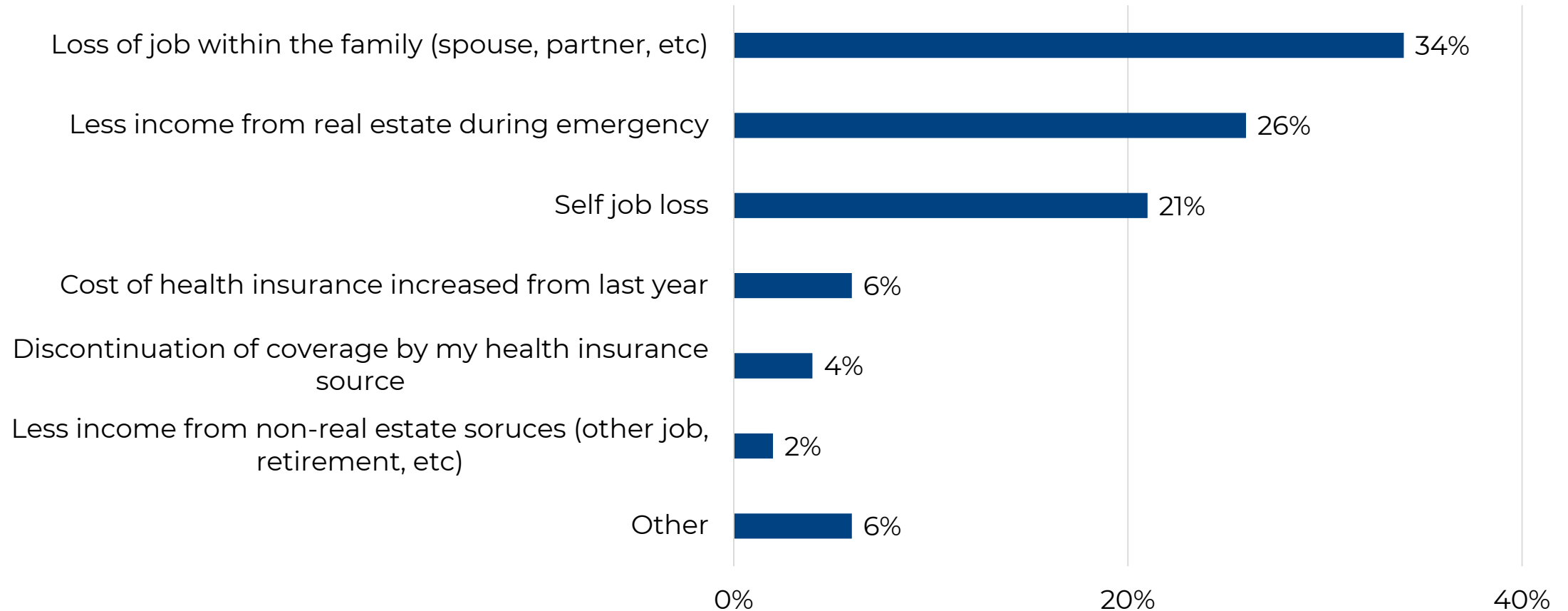
Did you lose health insurance coverage after March of this year?



Was your loss of health insurance directly related to the COVID-19 emergency?



Please identify the primary reason why you lost your health insurance coverage: (Please check only one)

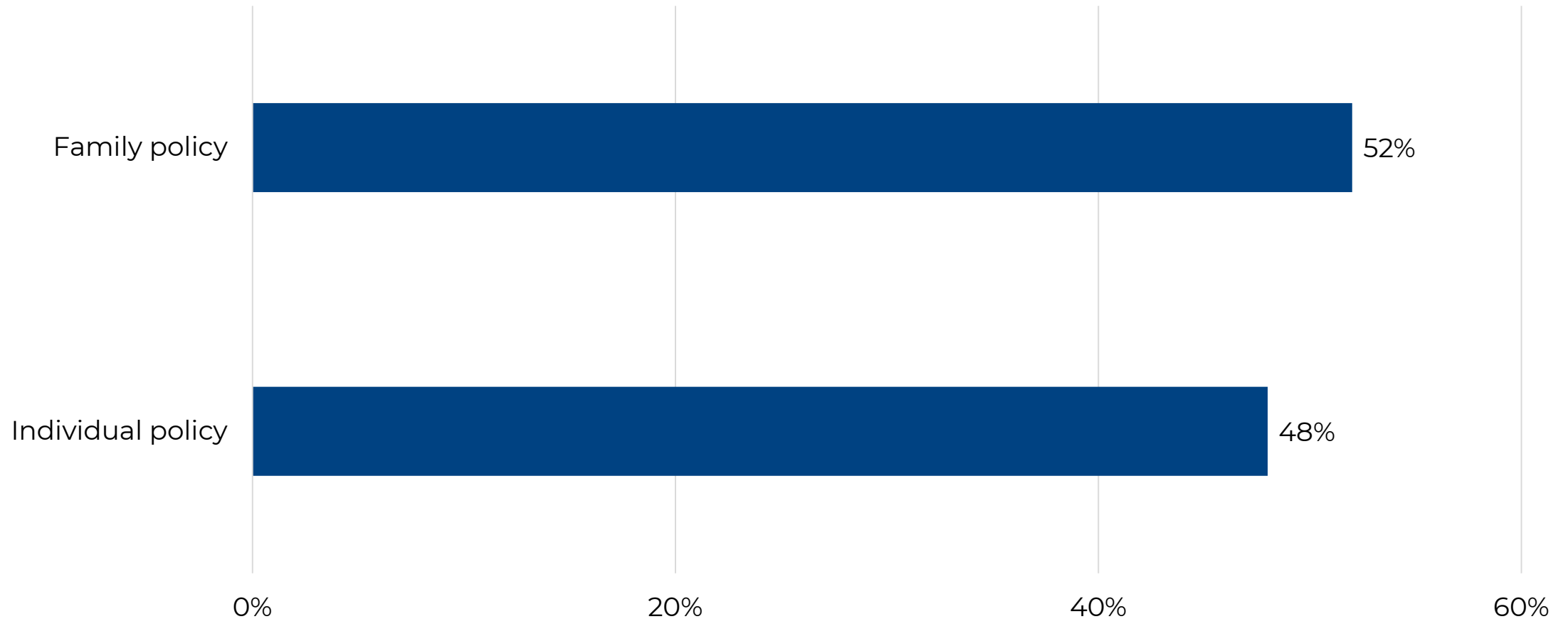


Additional Feedback on Why Members Are Currently Without Health Insurance

The comments/sentiments repeated most often were:

- Premiums and deductibles are too high
- Family or self job loss
- Cannot afford it
- Divorce
- On Medicare
- In between careers / switching health plans
- Don't see the need

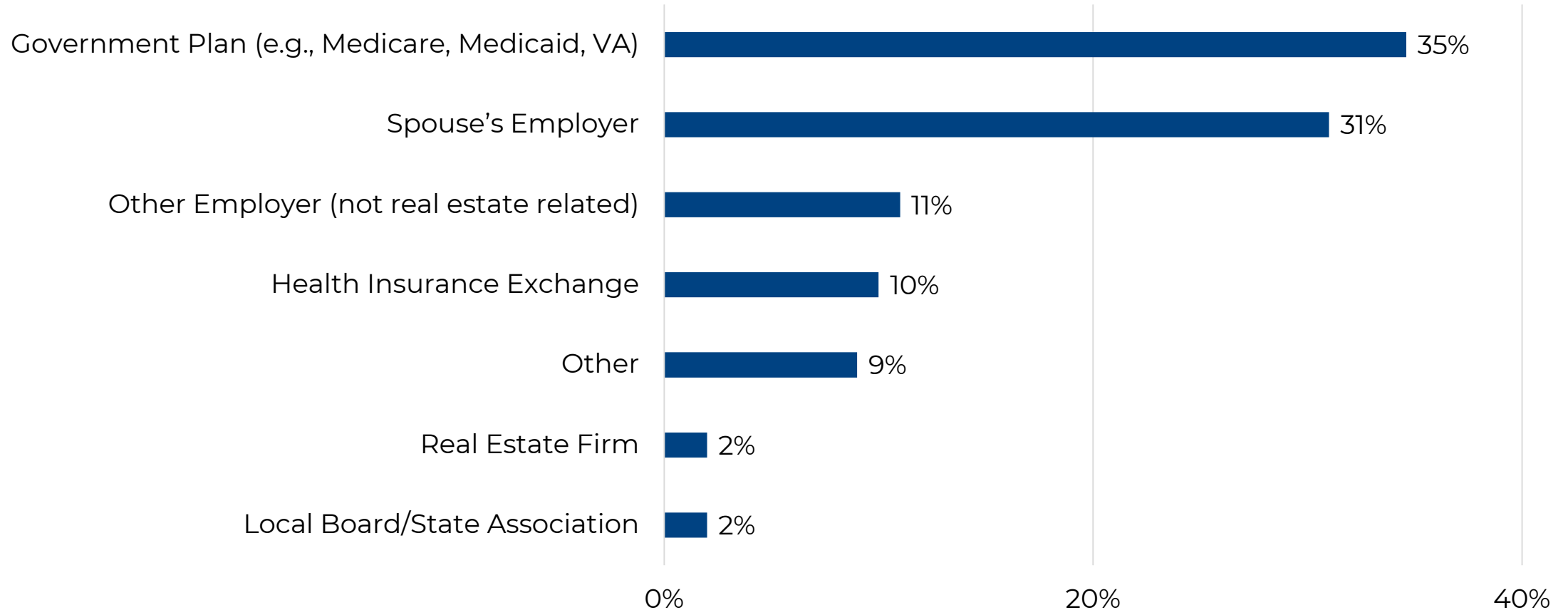
What type of health insurance do you have?



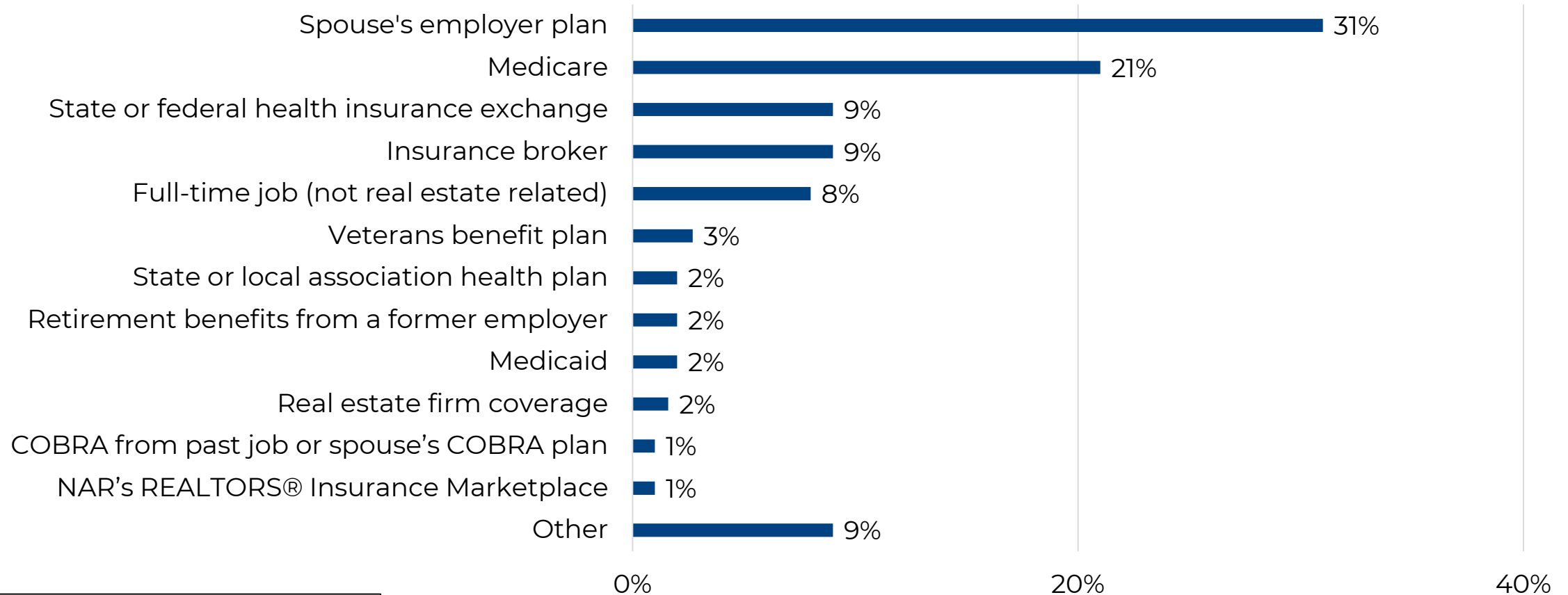
Median: 2 Adults, 2 Children

Source: NAR Health Insurance Survey, August 2020

Where did you obtain your primary health insurance? *(Collapsed list)*



Where did you obtain your primary health insurance? *(Full list)*



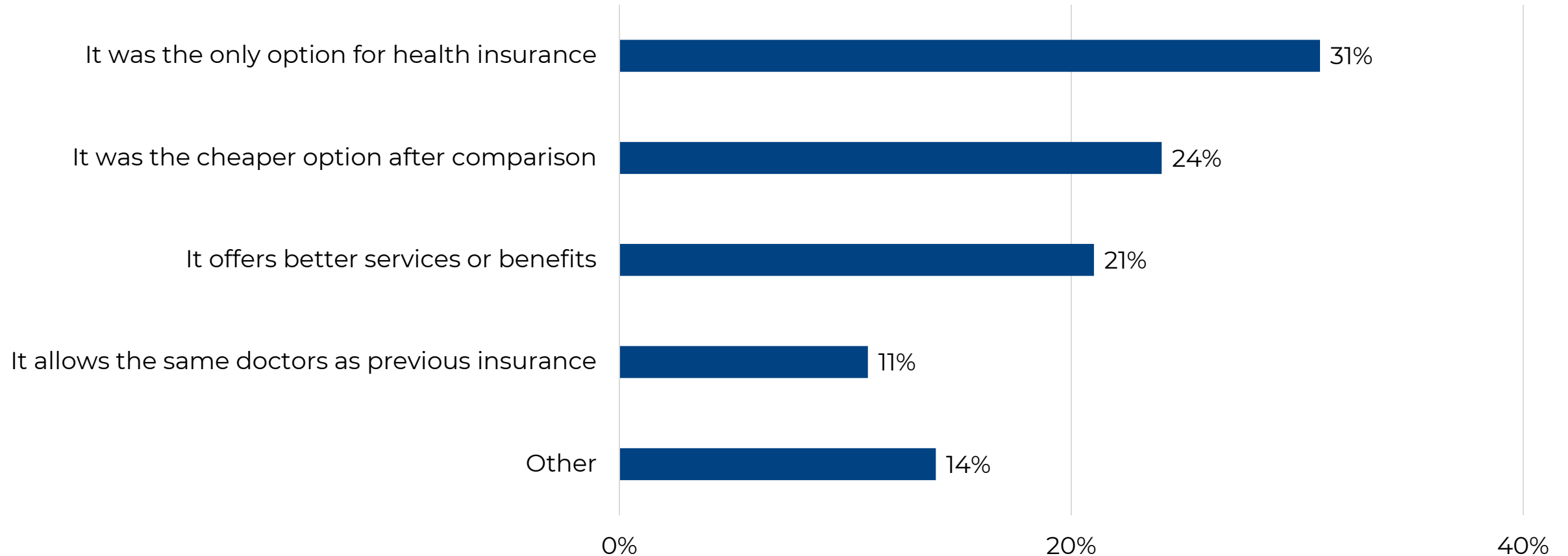
Other includes: AARP, Affordable Care Act, Christian Healthcare Ministries/Church, direct from carrier, and Health Share

Additional Feedback on Difficulty Obtaining Health Insurance

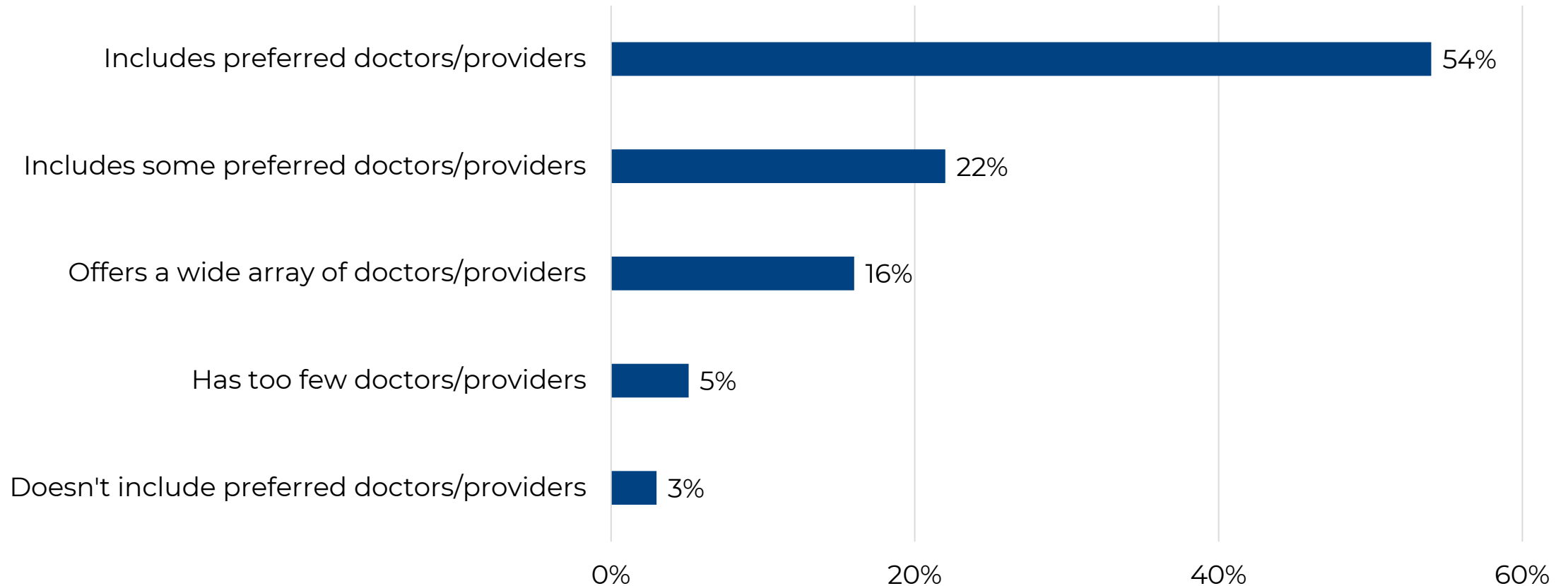
The comments/sentiments repeated most often were:

- High deductibles
- Self-employed
- Too expensive
- Pre-existing conditions

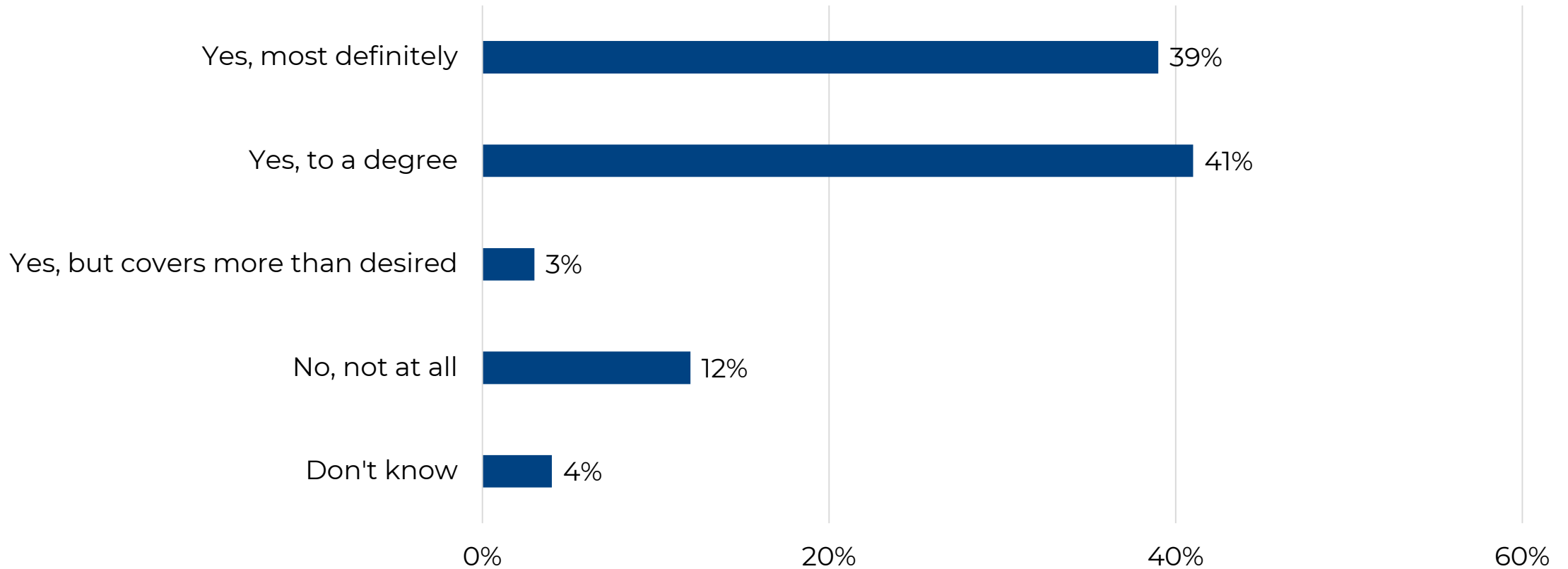
What is the main reason you chose your primary health insurance provider?



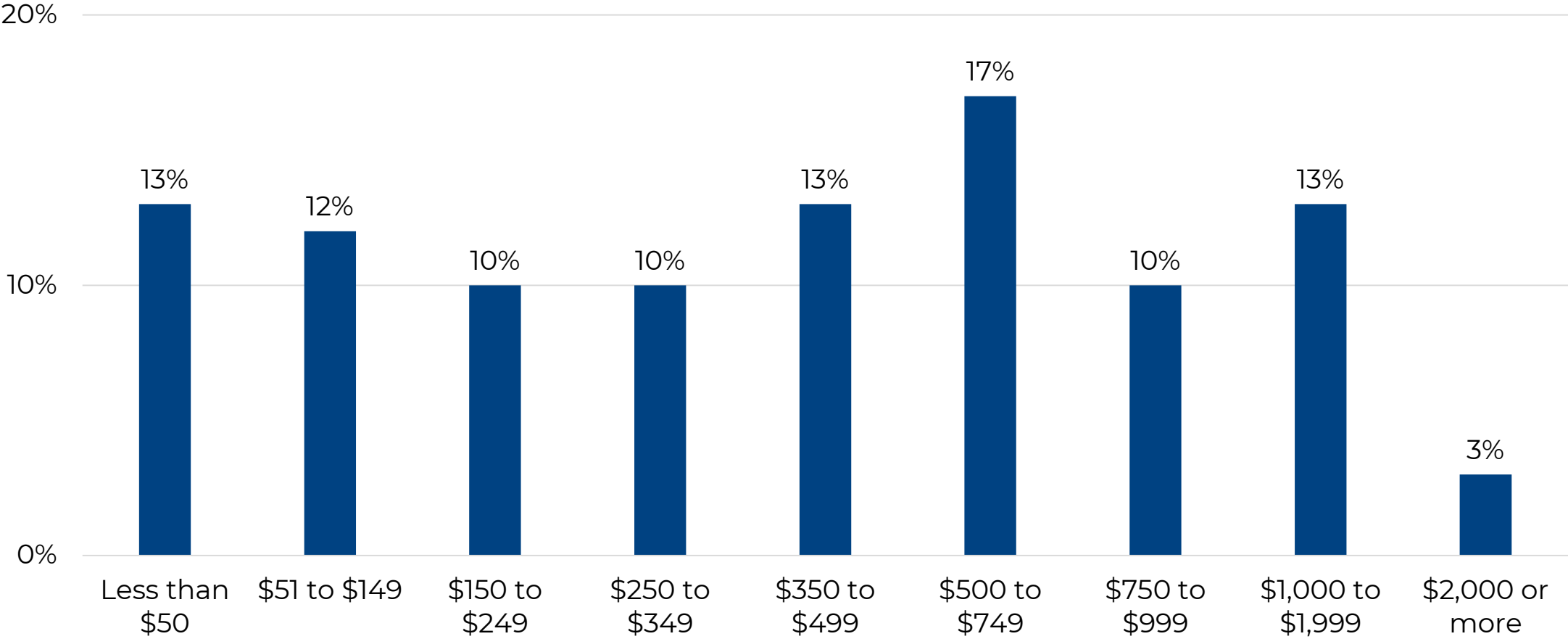
My primary health insurance plan:



Does your plan cover everything you want (i.e. well checks, immunizations, annual physicals, lab tests, maternity, etc.)?



Cost of monthly premiums:

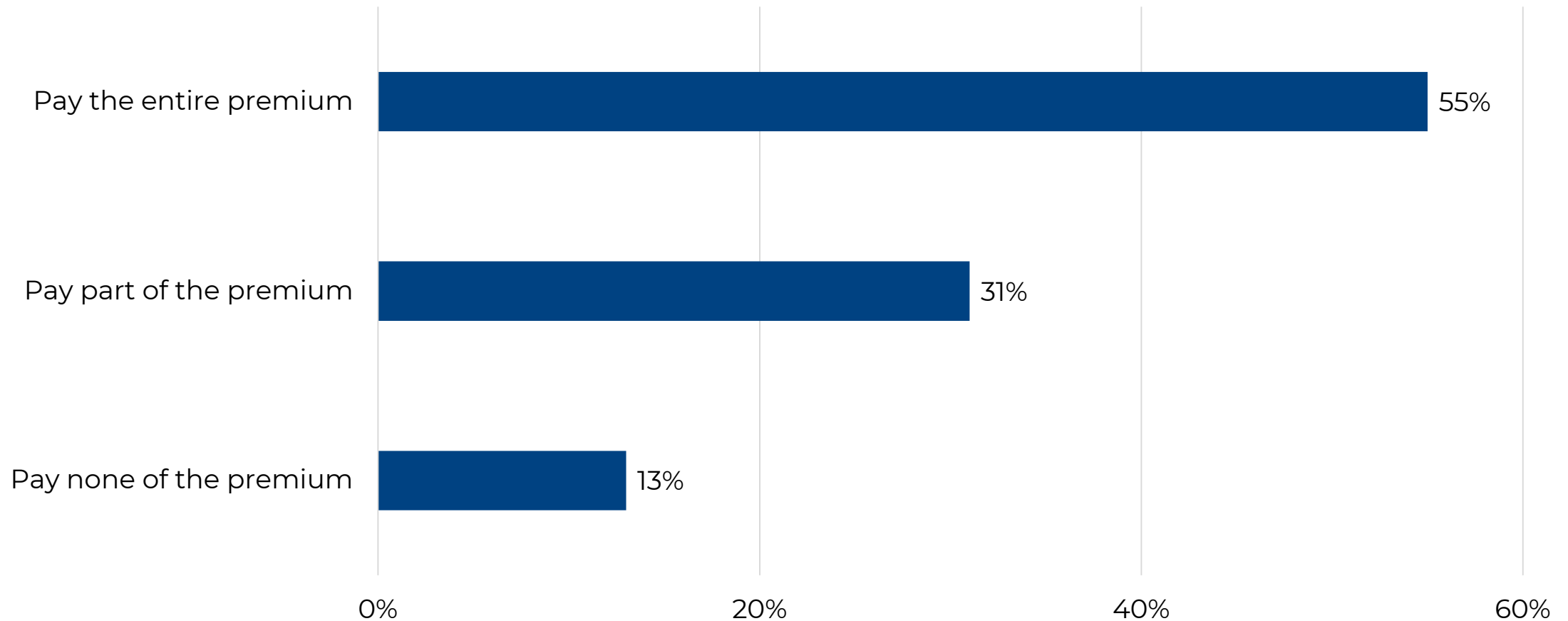


Median: \$400.00

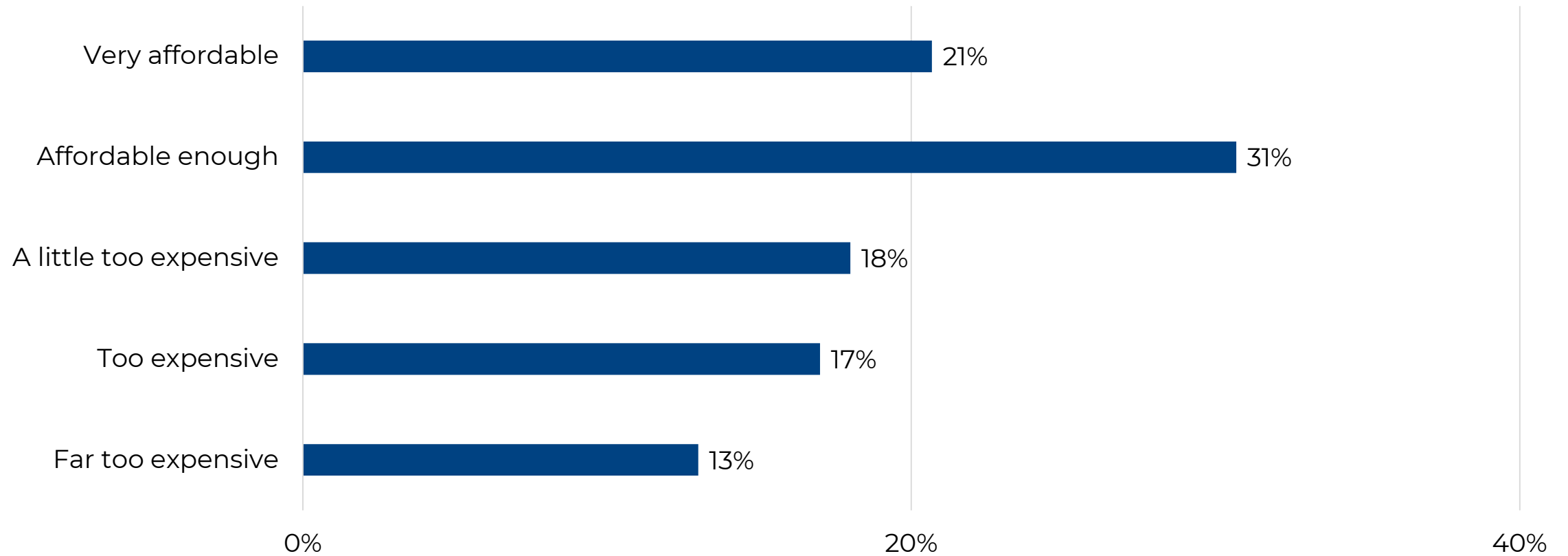
Source: NAR Health Insurance Survey, August 2020



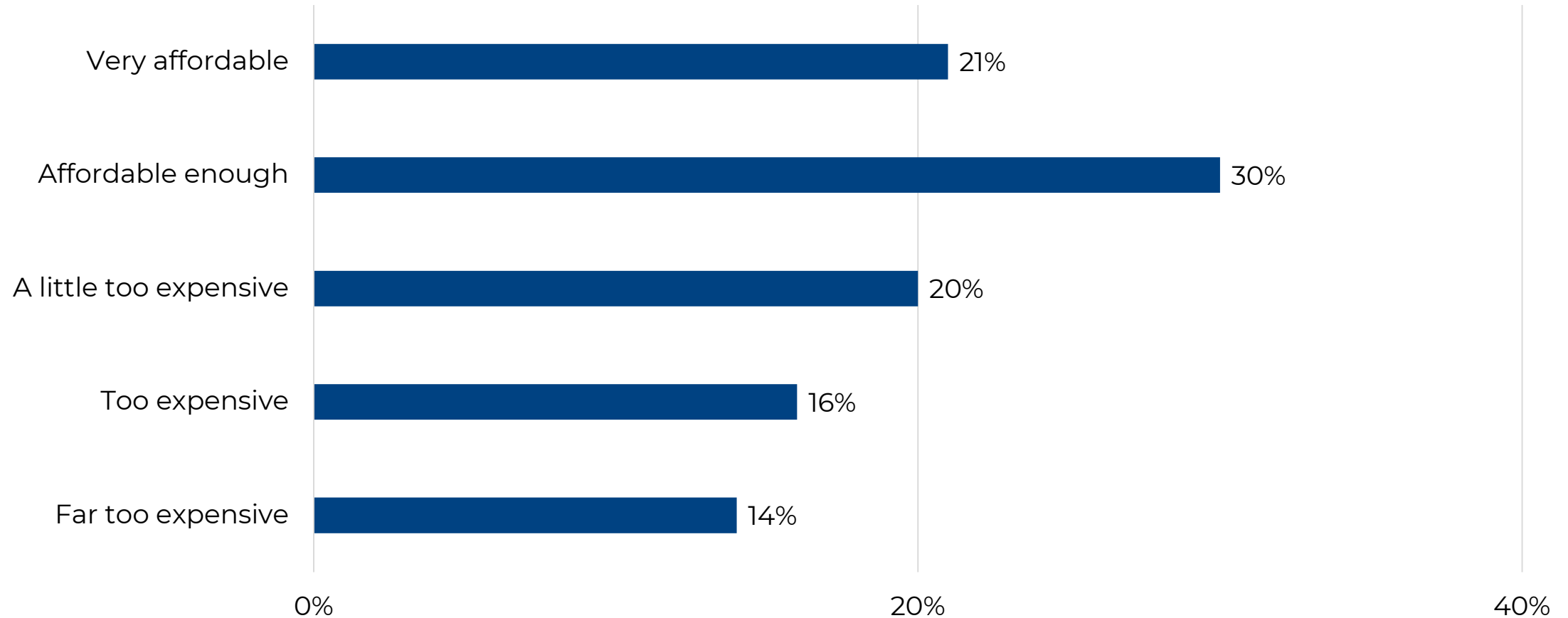
What portion of the total premium for your health insurance coverage do you pay?



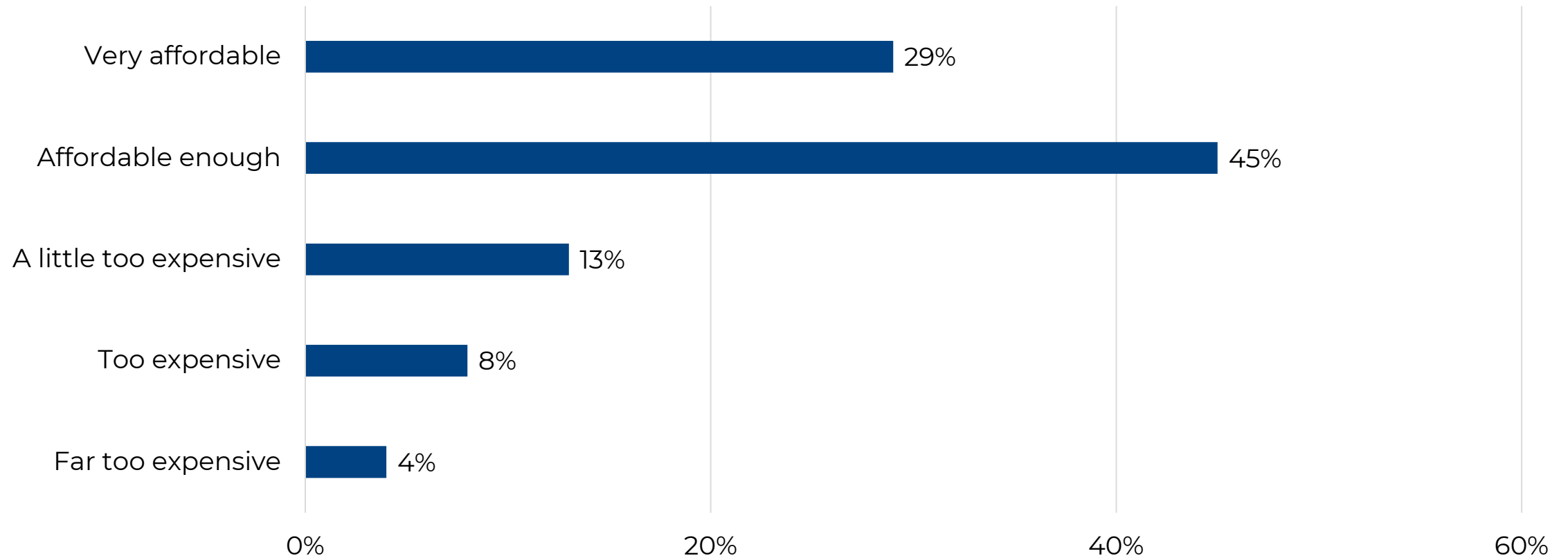
How do you feel about your monthly premiums?



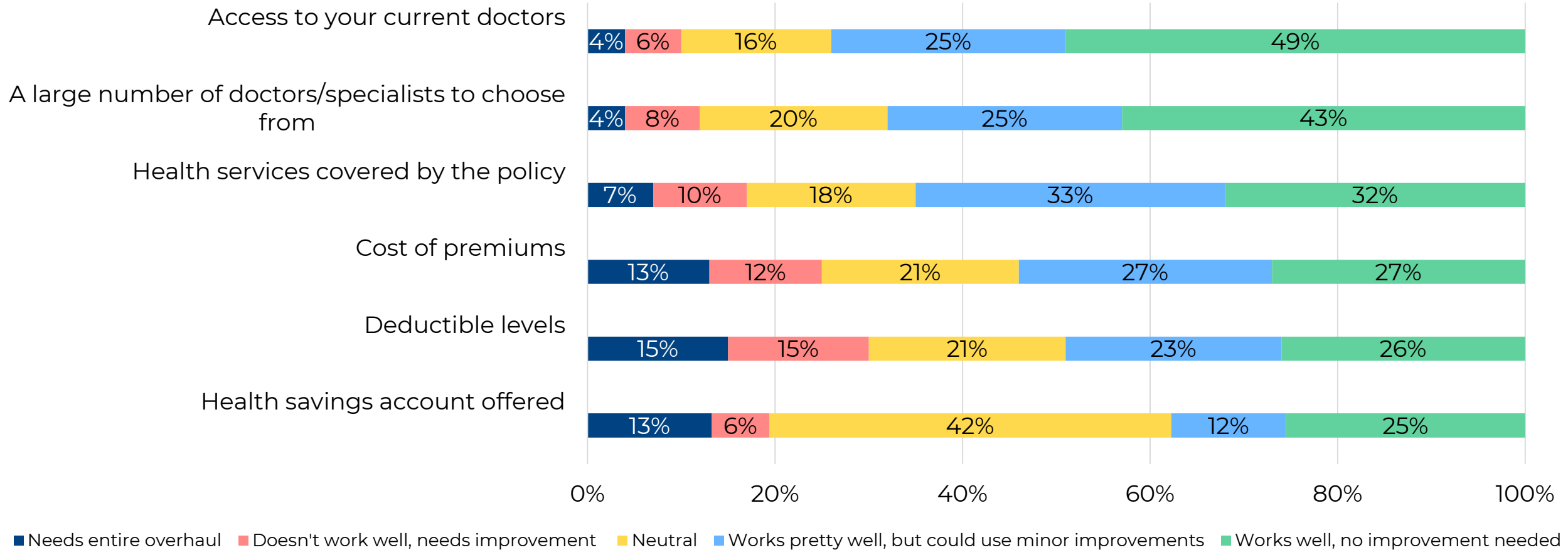
Is your deductible (i.e. the amount you must pay out of pocket before your plan picks up all costs):



Is the required copay (i.e. the amount you pay for each doctor visit):



How would you rate your primary policy in terms of each of the items below?

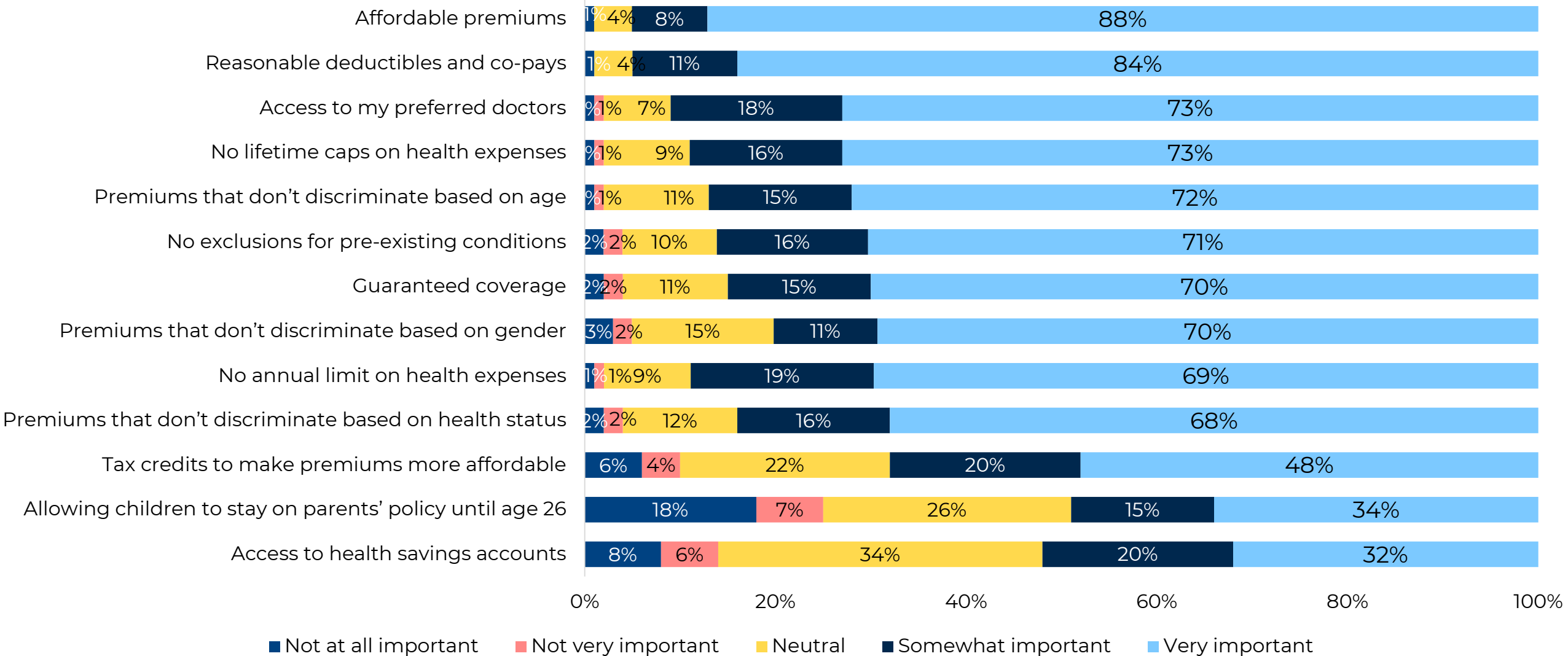


Additional Feedback on Current Health Insurance:

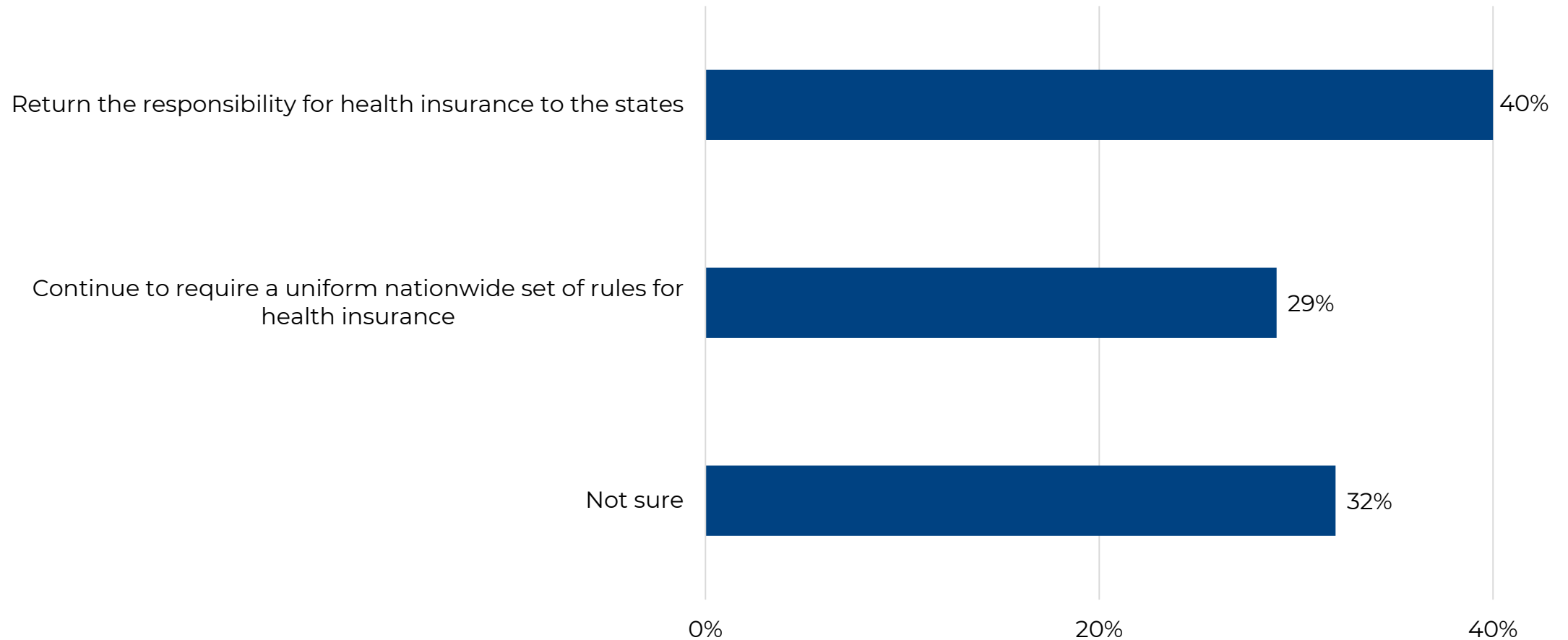
The comments/sentiments repeated most often were:

- Deductible is too high
- High premiums
- Would very much love to participate in a group insurance plan if one was available and affordable.
- Paying out of pocket is more affordable

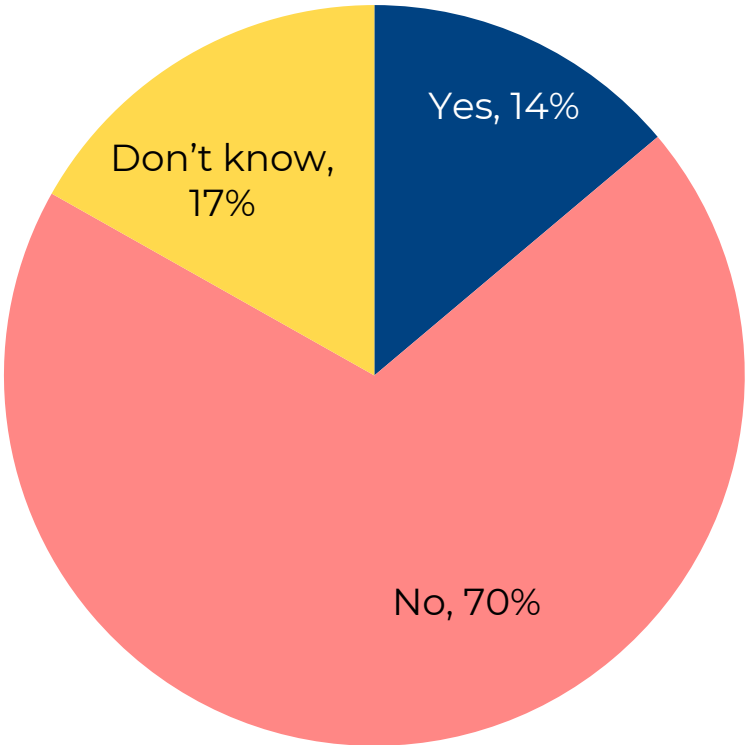
What are your top priorities related to health insurance coverage?



Federal Involvement in Health Care Policy – Congress should: (choose one)



Generally speaking, do you think the current health care system is meeting the needs of most Americans?



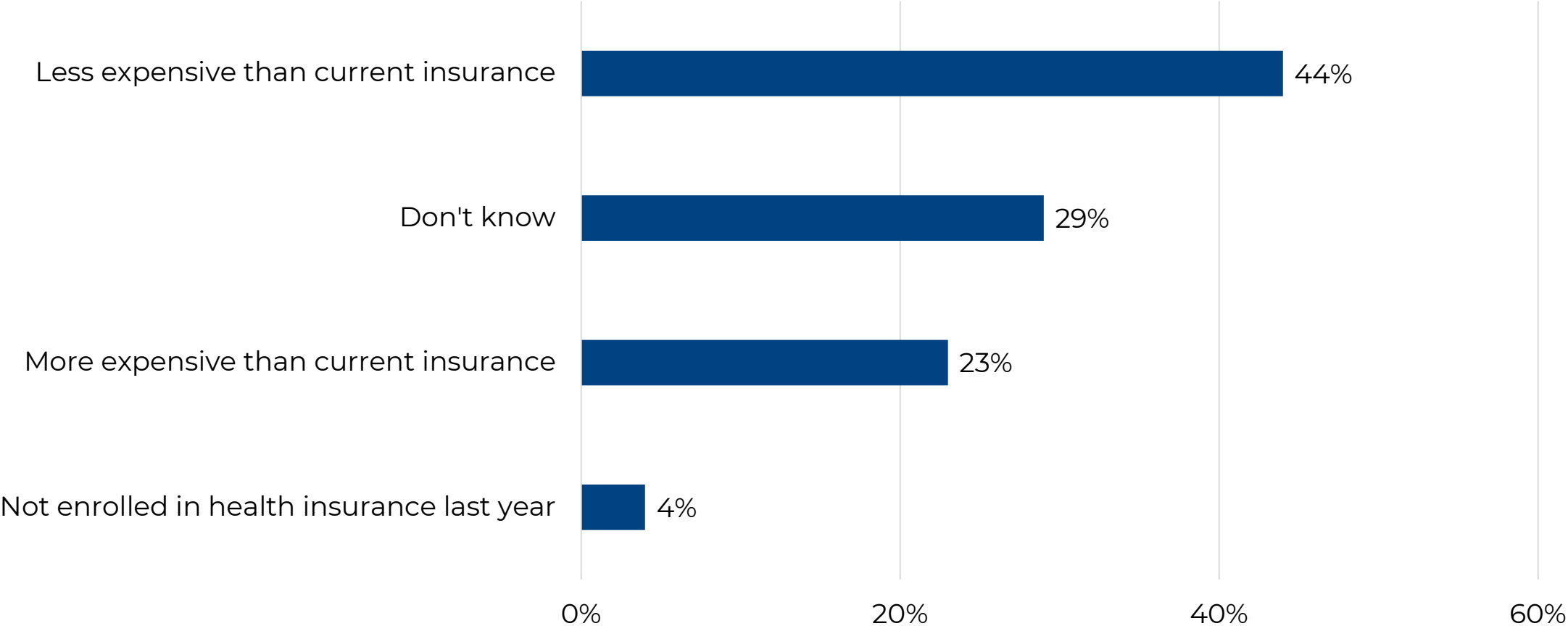
Source: NAR Health Insurance Survey, August 2020

Additional Feedback on Health Policy Priorities:

The comments/sentiments repeated most often were:

- Affordability
- Accessibility of healthcare for all U.S. citizens
- Separate government from the health insurance industry
- NAR should offer a health insurance option

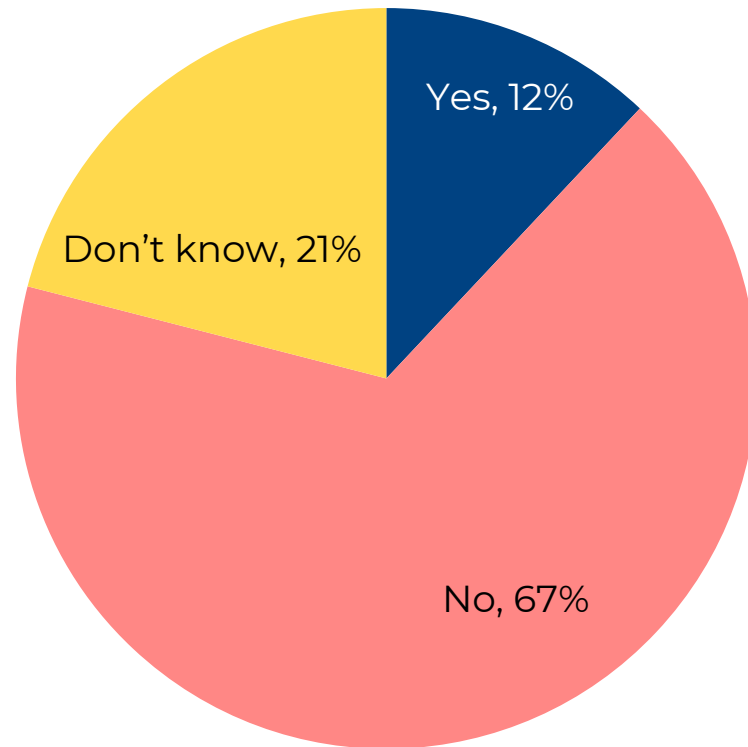
If you were enrolled in health insurance last year, was that past health insurance:



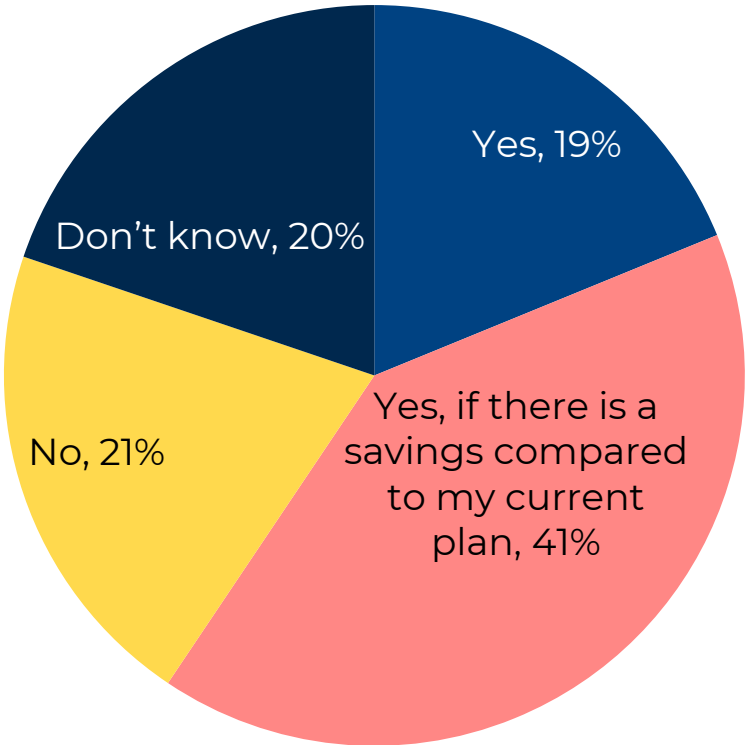
Source: NAR Health Insurance Survey, August 2020



If you had health insurance in 2019, did you qualify for the government subsidy or tax credit in 2019 that reduced the cost of your insurance premiums?

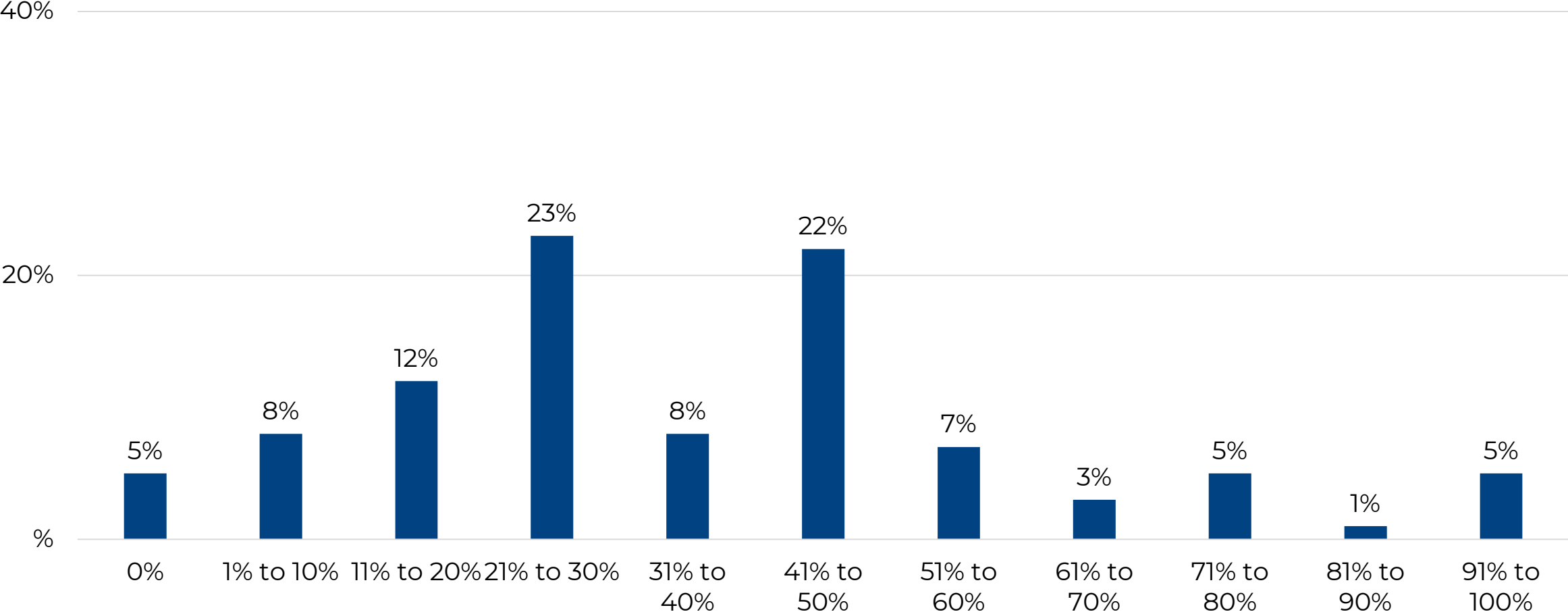


If a REALTOR® association health plan were offered with equally comprehensive benefits as your current plan, would you join it and you leave your current health insurance plan?



Source: NAR Health Insurance Survey, August 2020

What percentage of savings would it take for you to leave your current health insurance plan?



Median: 32%

Source: NAR Health Insurance Survey, August 2020

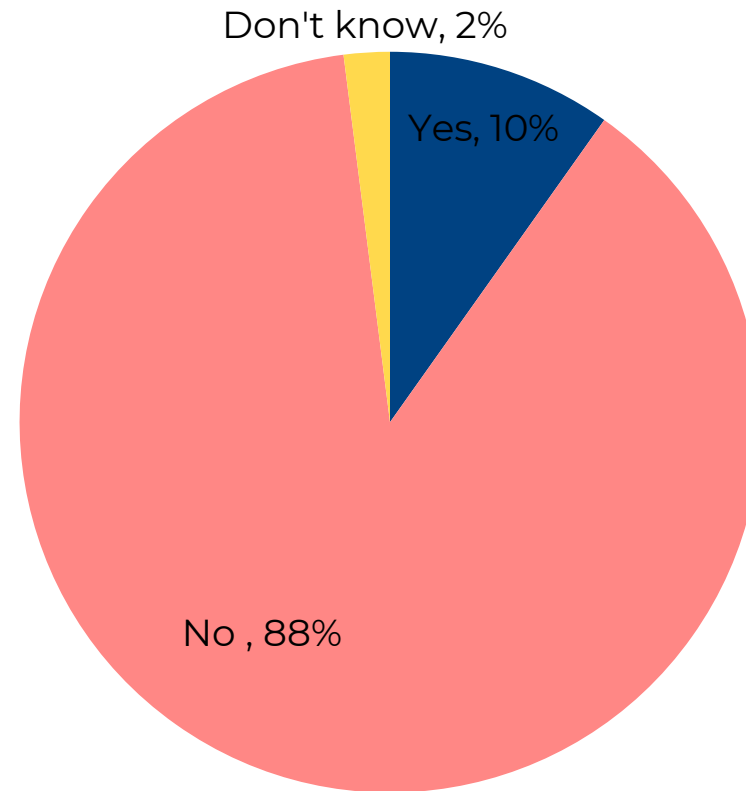


Firm Owners with W-2 Employees

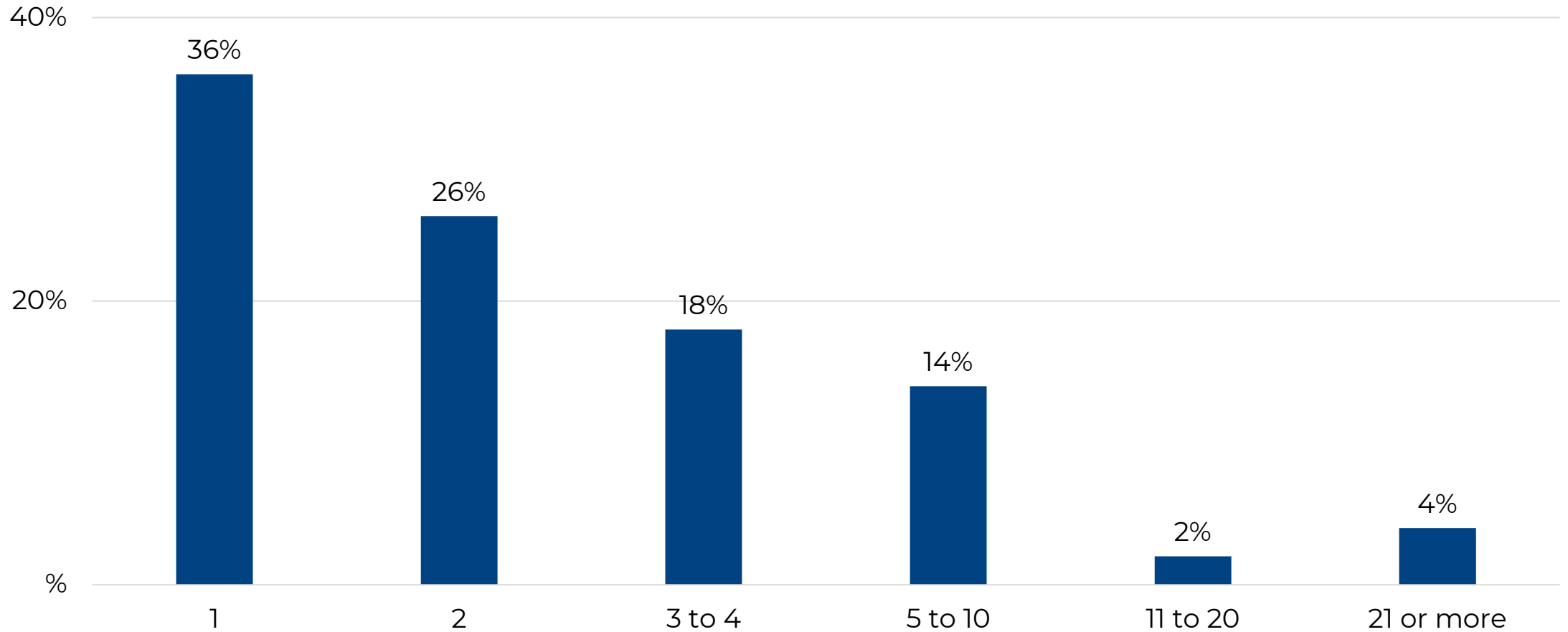
Of 4,190 survey responses received, 410 (9.8 percent) had W-2 employees.

Of the 410 that had W-2 employees, 96 (26.4 percent) offer health insurance.

Do you have W-2 employees?

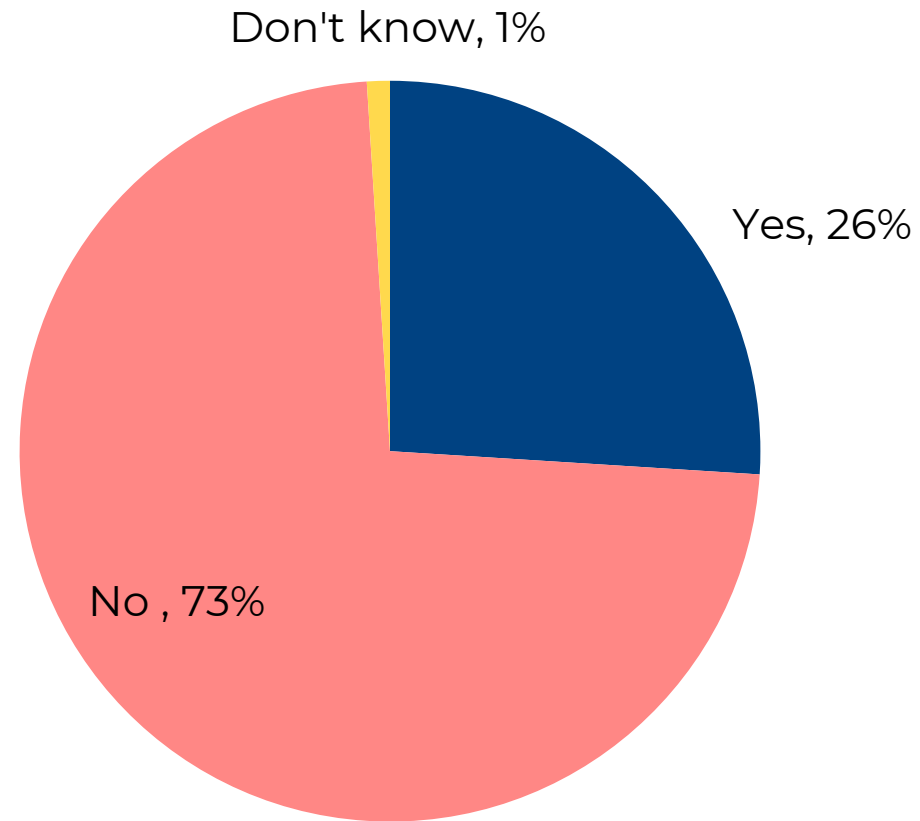


Number of W-2 Employees:

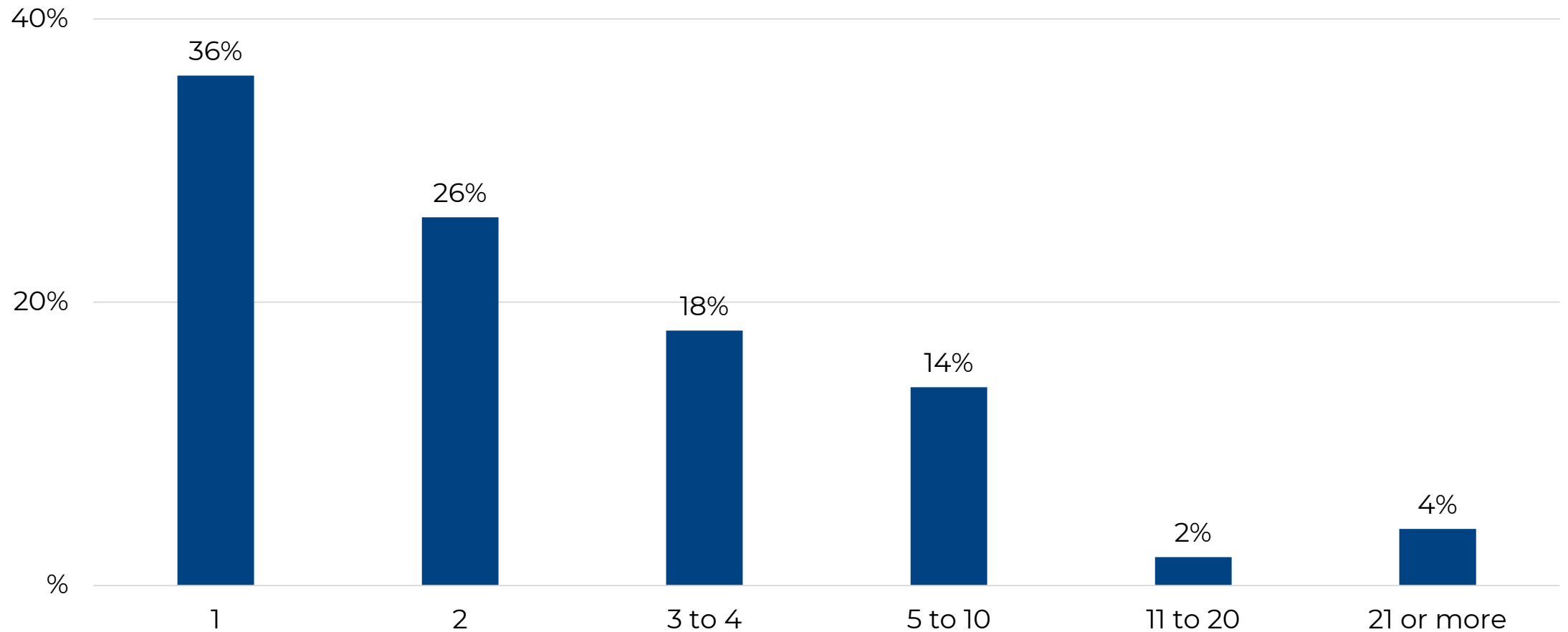


Median: 2 employees

Do you currently offer your W-2 employees an employer-sponsored health insurance plan?

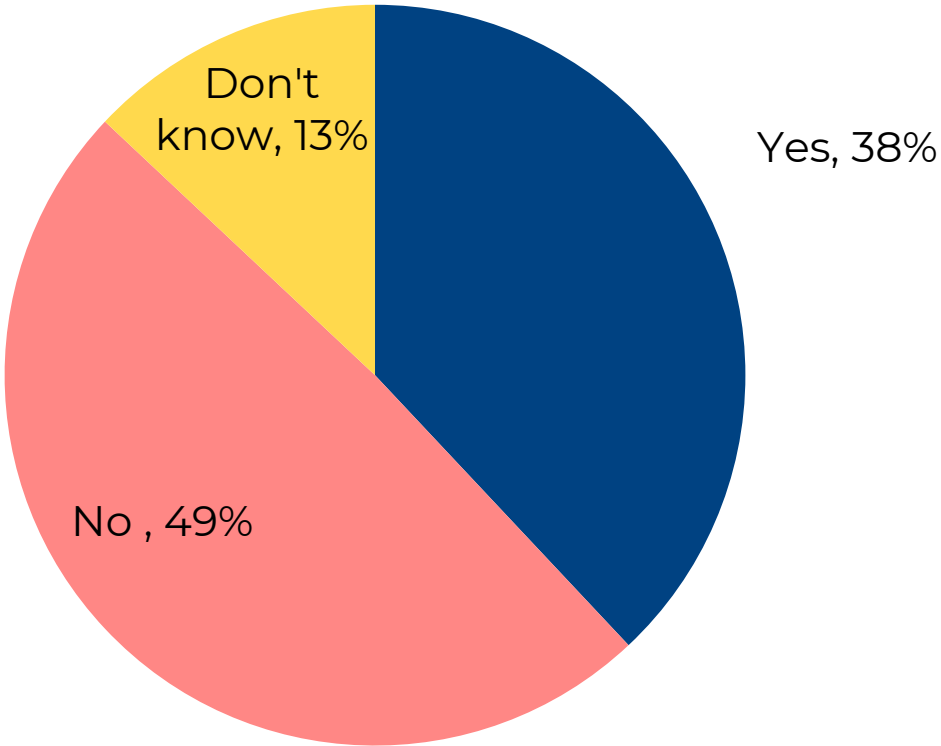


To how many W-2 employees do you offer health insurance benefits?



Median: 4 employees

Are your W-2 employees that you offer health insurance members of NAR?



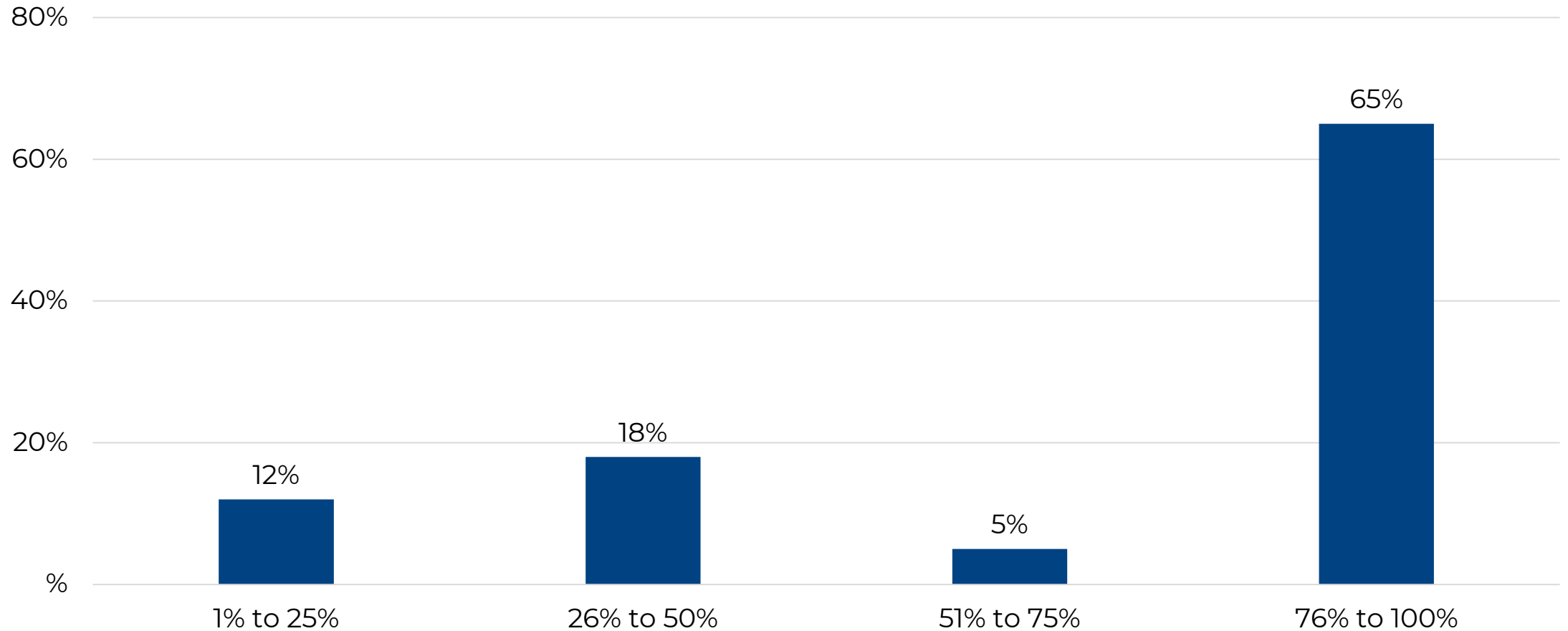
Source: NAR Health Insurance Survey, August 2020

Why do you offer health insurance coverage to your employees?

The comments/sentiments repeated most often were:

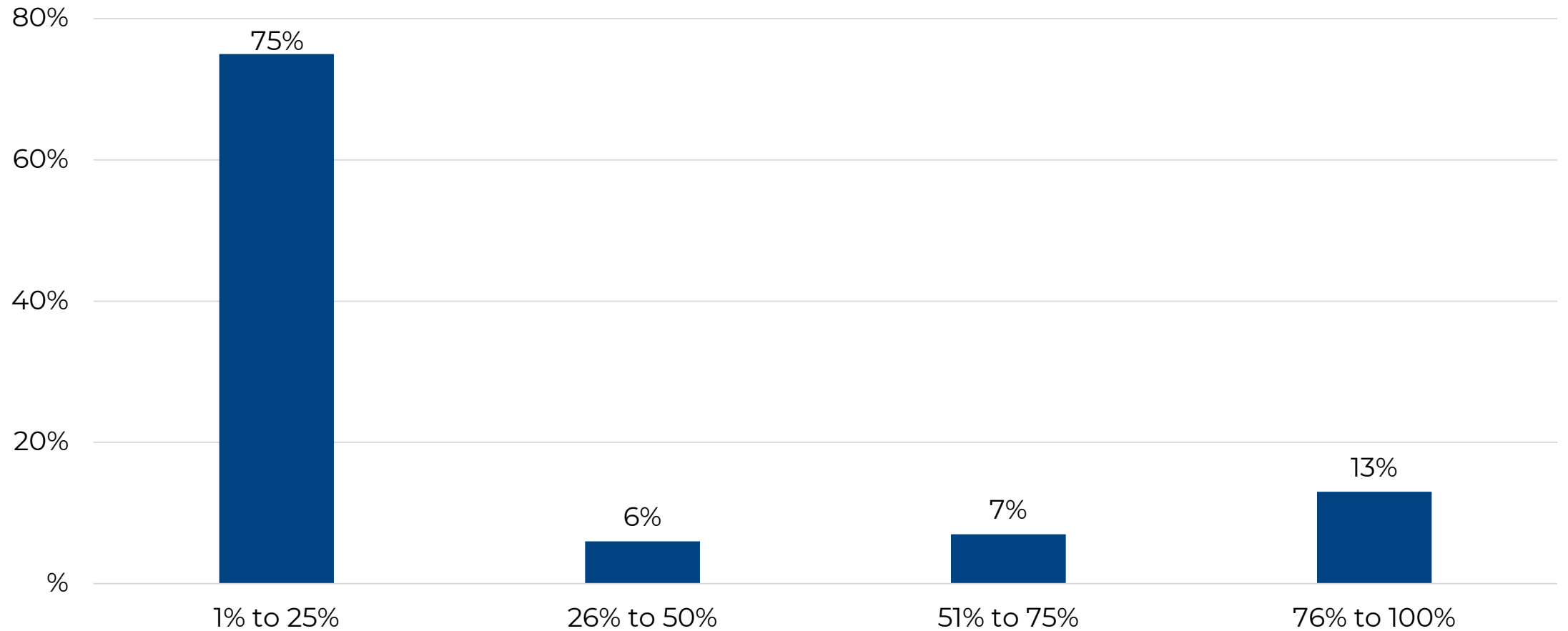
- Employee retention
- Health insurance is a valued benefit
- Right thing to do
- Employees need health insurance
- To remain competitive

What percentage of the total premium do you pay for W-2 employees?



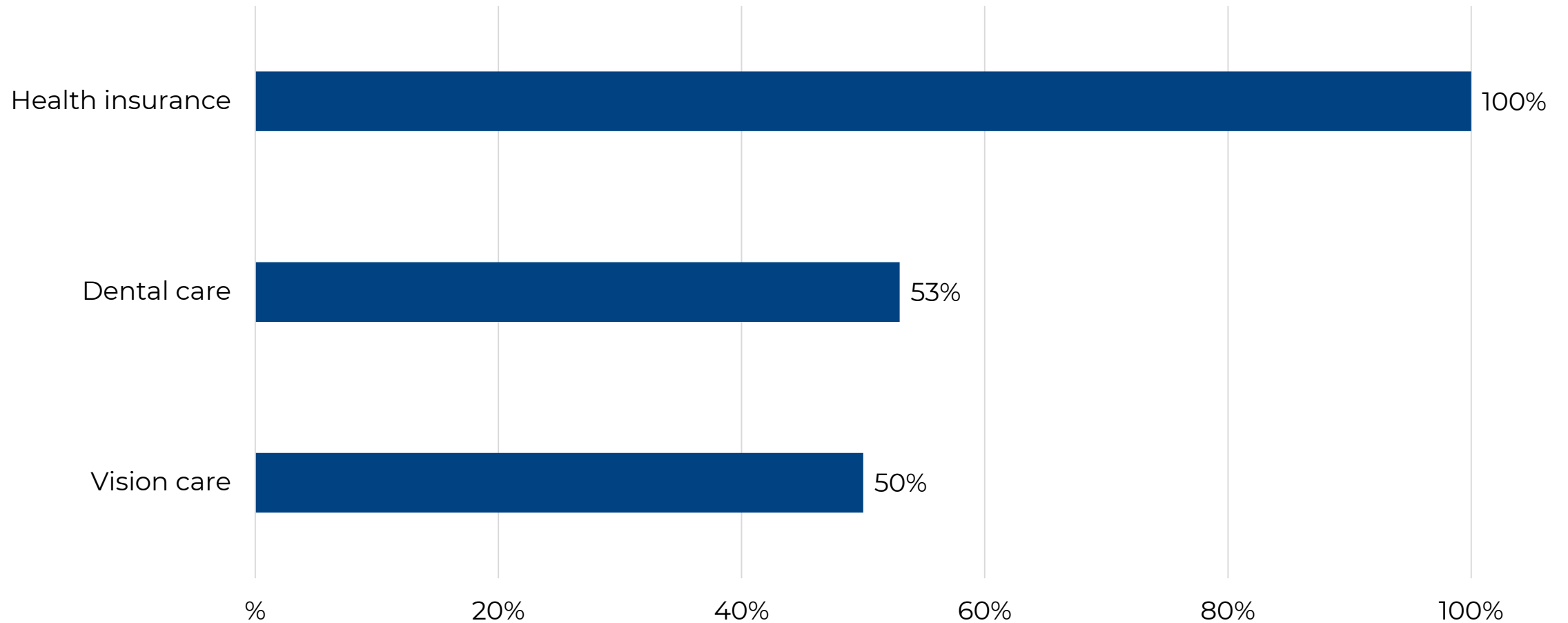
Median: 100%

What percentage of the total premium do you pay for dependents?



Median: 0%

What type of insurance plans do you offer? (Please check all the apply)



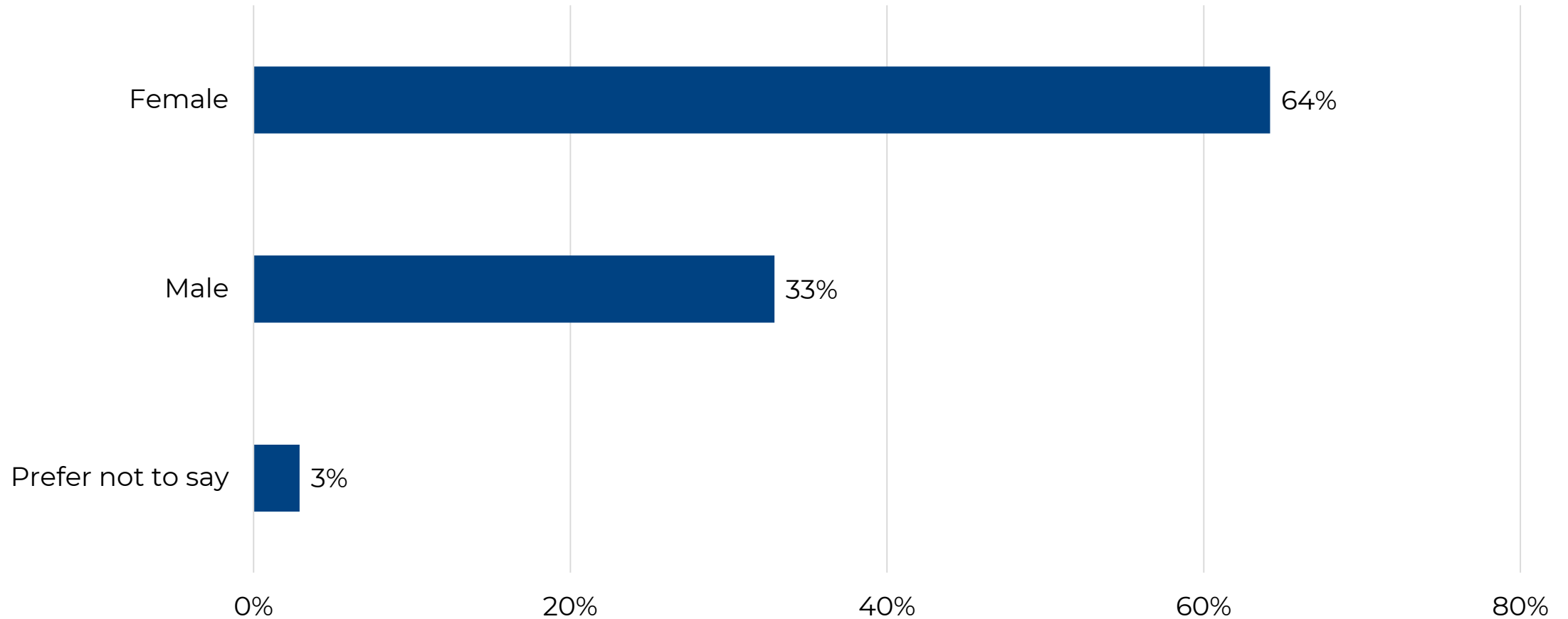
Additional Feedback on the Overall Survey

The comments/sentiments repeated most often were:

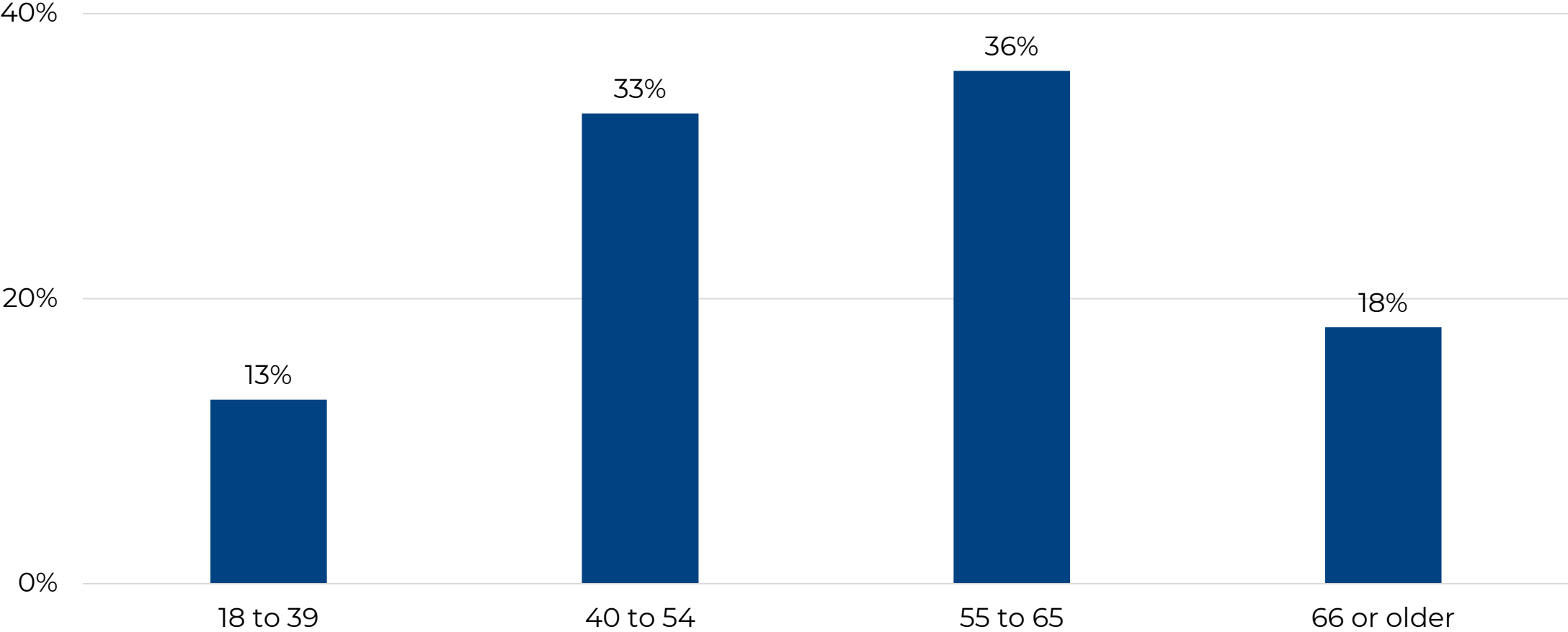
- Health care should be affordable to everyone
- Need lower deductibles
- Members would like to see a group healthcare plan for NAR

Demographics of Respondents

Gender of respondents:



Age of respondents:

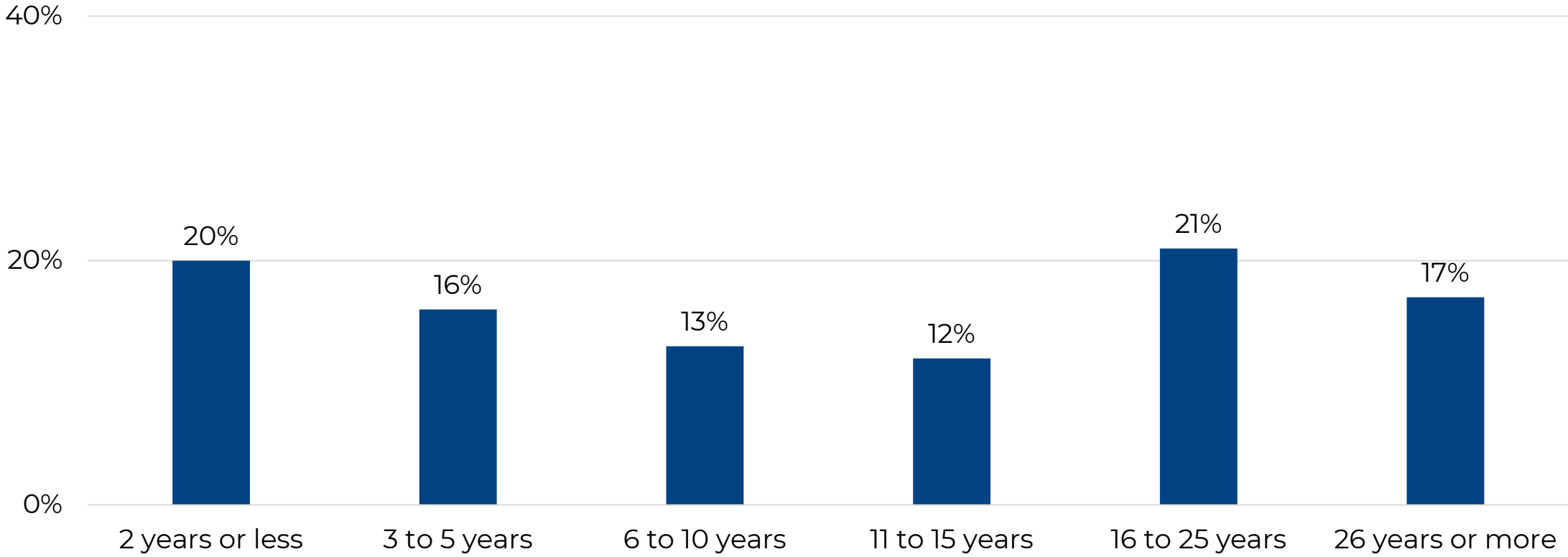


Median: 56 years

Source: NAR Health Insurance Survey, August 2020



Years of experience of respondents:

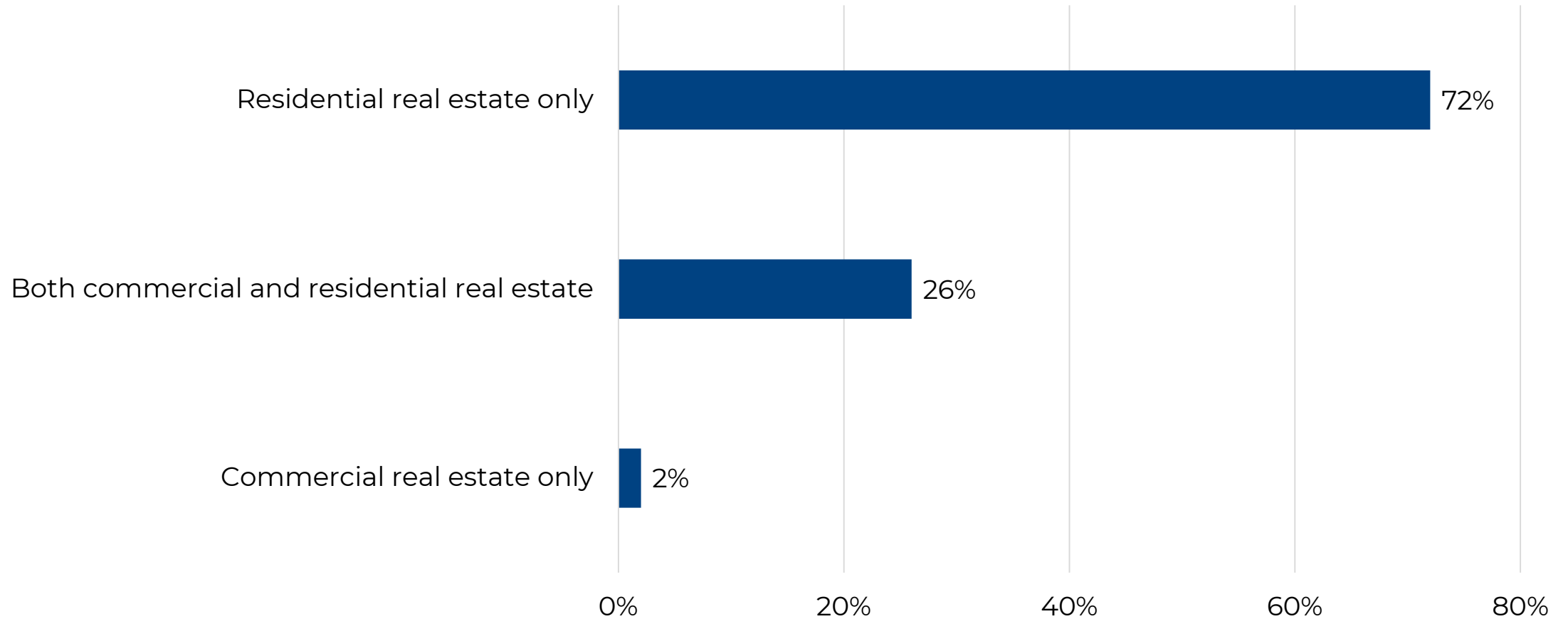


Median: 11 years

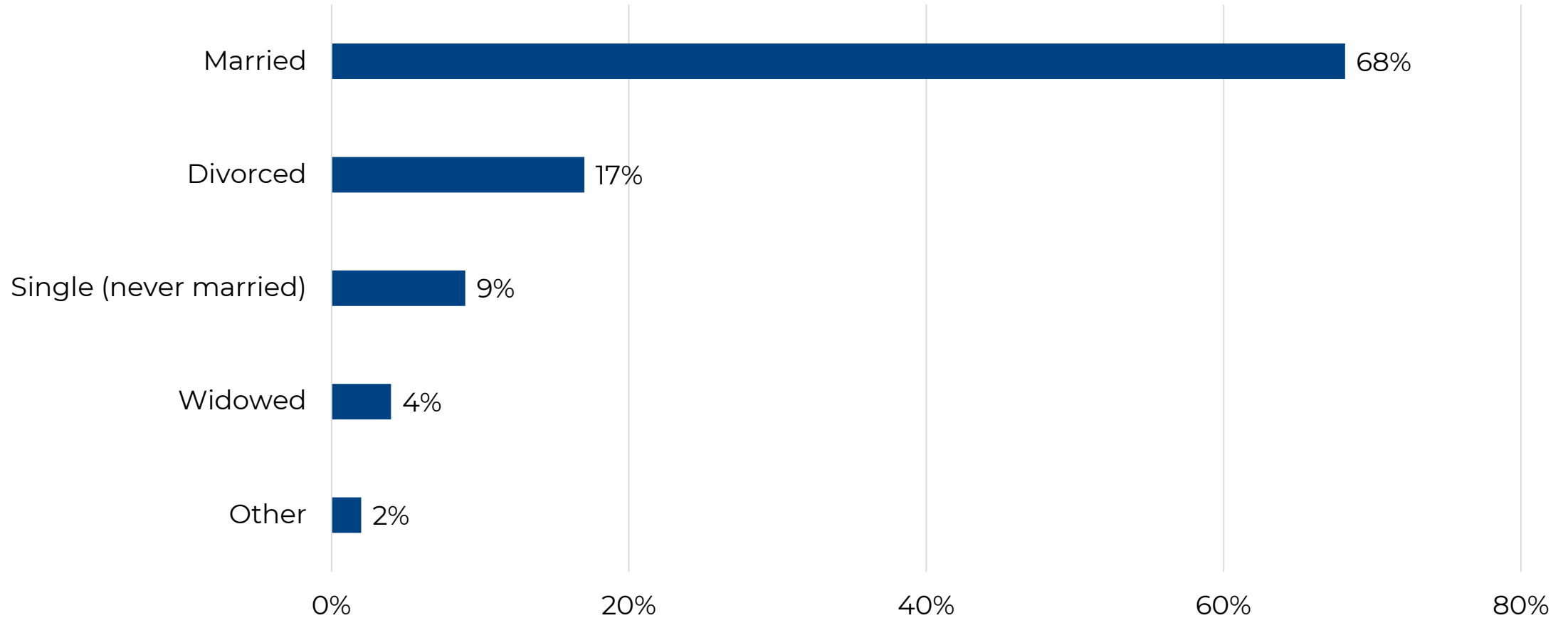
Source: NAR Health Insurance Survey, August 2020



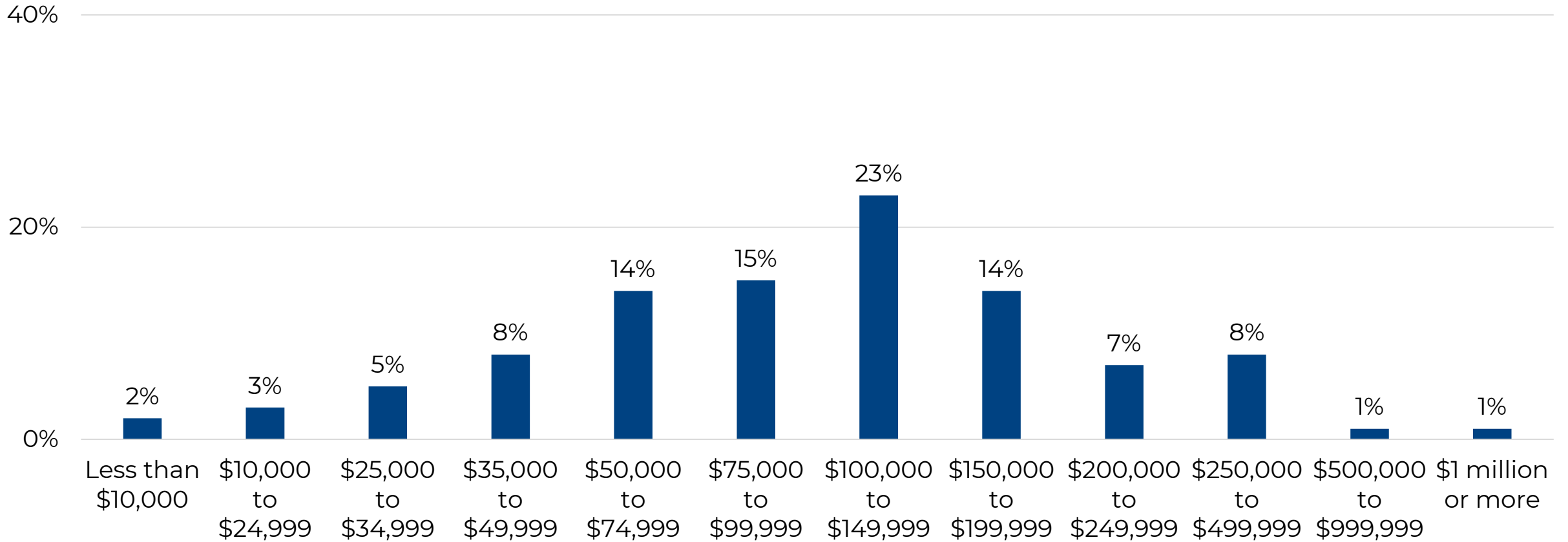
Practice specialty of respondents:



Marital status of respondents:



HOUSEHOLD INCOME in 2019 from all sources (household income before taxes and deductions):

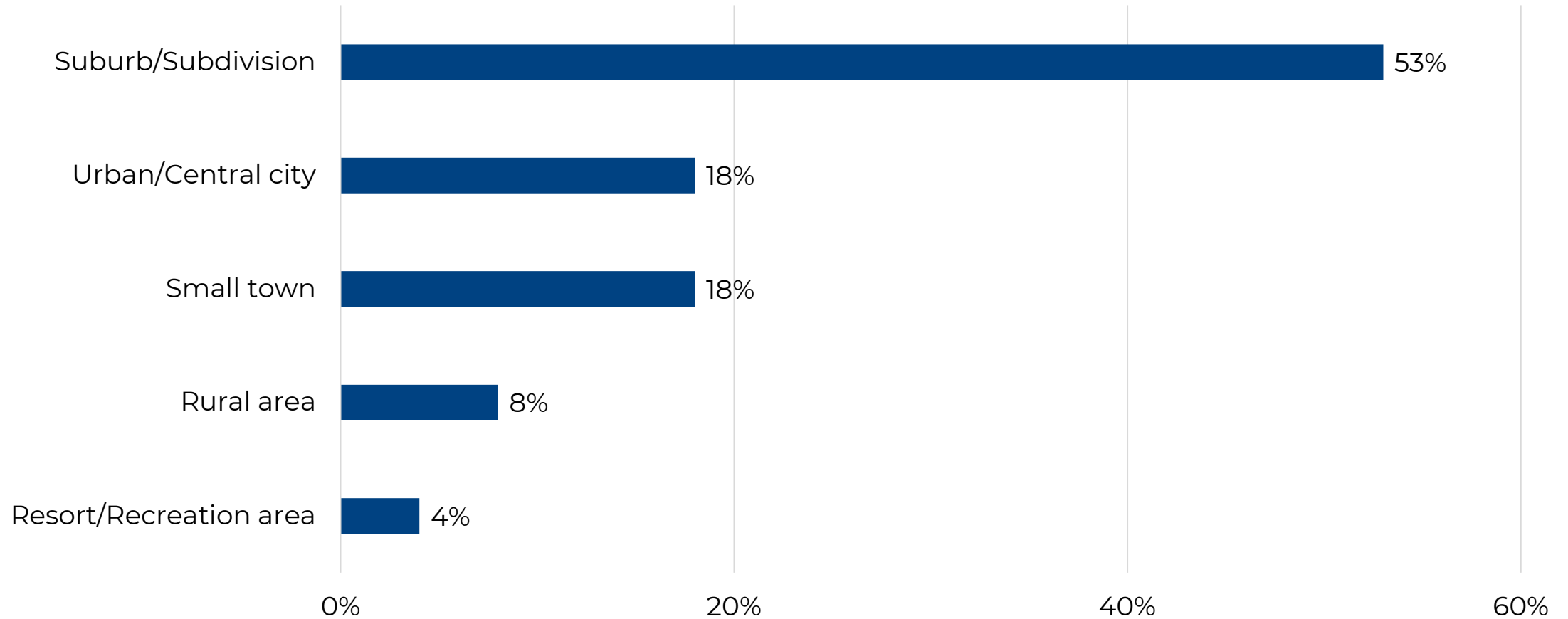


Median: \$106,520

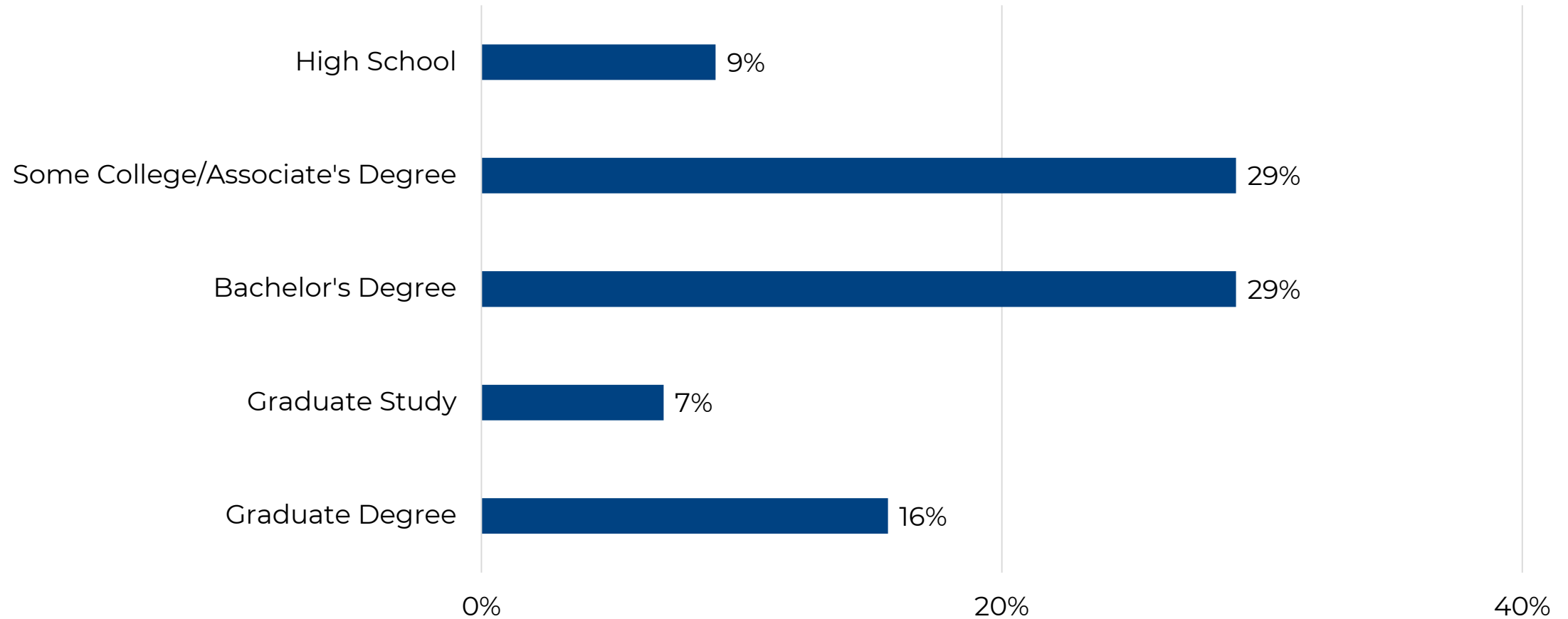
Source: NAR Health Insurance Survey, August 2020



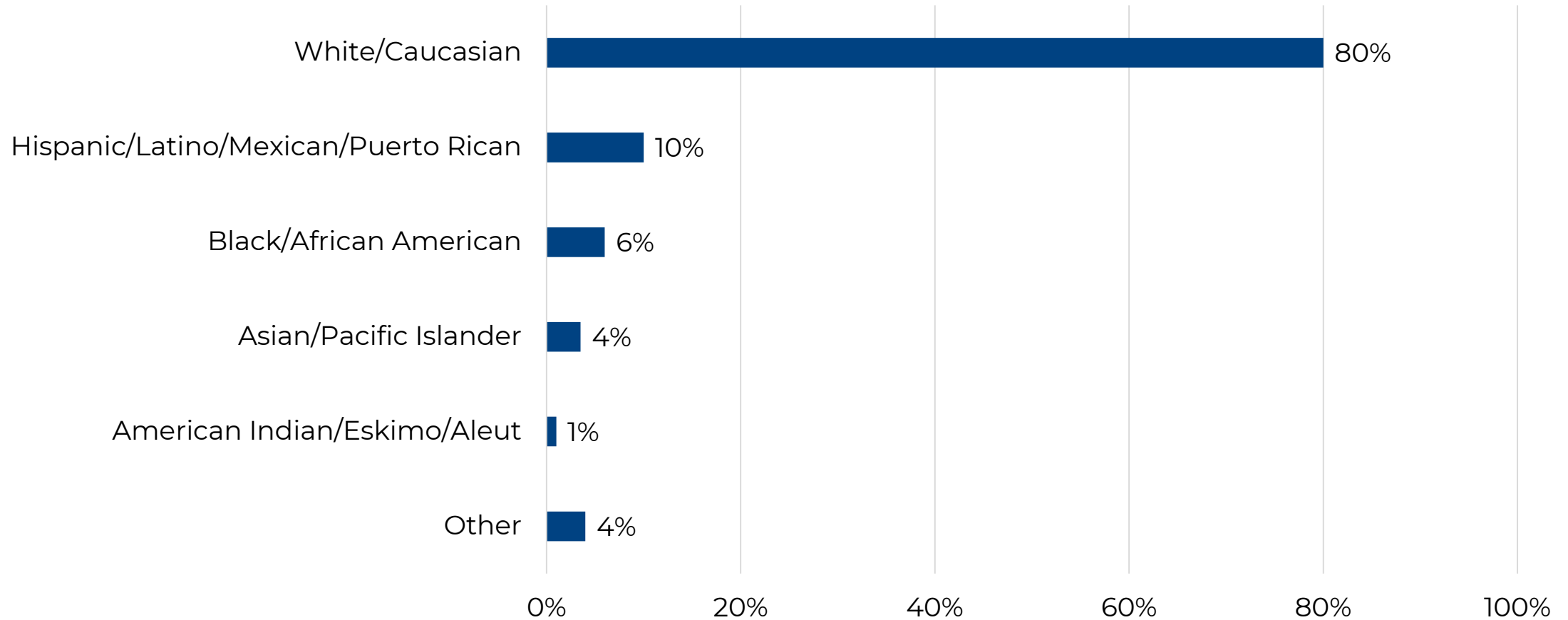
Location of practice of respondents:



Education of respondents:



Race and ethnicity of respondents:



In which state do you primarily practice real estate?

STATE	SHARE	STATE	SHARE	STATE	SHARE
ALABAMA	.7%	LOUISIANA	0.4%	OKLAHOMA	0.4%
ALASKA	0%	MAINE	0.2%	OREGON	0.7%
ARIZONA	5.7%	MARYLAND	0.9%	PENNSYLVANIA	4.9%
ARKANSAS	0.2%	MASSACHUSETTS	0.4%	RHODE ISLAND	0.1%
CALIFORNIA	4.5%	MICHIGAN	0.8%	SOUTH CAROLINA	0.6%
COLORADO	0.9%	MINNESOTA	0.6%	SOUTH DAKOTA	0.1%
CONNECTICUT	0.6%	MISSISSIPPI	0.1%	TENNESSEE	1.1%
DELAWARE	0.1%	MISSOURI	0.8%	TEXAS	6.7%
FLORIDA	8.1%	MONTANA	0.2%	UTAH	0.7%
GEORGIA	1.0%	NEBRASKA	0.2%	VERMONT	0.1%
HAWAII	0.3%	NEVADA	0.4%	VIRGINIA	5.0%
IDAHO	0.4%	NEW HAMPSHIRE	0.3%	WASHINGTON	0.8%
ILLINOIS	1.2%	NEW JERSEY	0.9%	WEST VIRGINIA	0.1%
INDIANA	0.6%	NEW MEXICO	0.1%	WISCONSIN	0.5%
IOWA	0.2%	NEW YORK	1.3%	WYOMING	0.1%
KANSAS	0.3%	NORTH CAROLINA	1.4%	PUERTO RICO	0.1%
KENTUCKY	0.2%	NORTH DAKOTA	0.1%	DISTRICT OF COLUMBIA	0.1%
		OHIO	1.2%		

NATIONAL ASSOCIATION OF REALTORS®

The National Association of REALTORS® is America's largest trade association, representing more than 1.4 million members, including NAR's institutes, societies and councils, involved in all aspects of the real estate industry. NAR membership includes brokers, salespeople, property managers, appraisers, counselors and others engaged in both residential and commercial real estate.

The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics.

Working for America's property owners, the National Association provides a facility for professional development, research and exchange of information among its members and to the public and government for the purpose of preserving the free enterprise system and the right to own real property.

RESEARCH GROUP

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NATIONAL ASSOCIATION OF REALTORS®

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