2019 Health Insurance Survey

NAR Members

July, 2019

Source: NAR Health Insurance Survey, July 2019
Methodology

The NAR Health Insurance Survey was sent in July 2019 through email to a random sample of 57,990. It received 2,296 completed responses (with a total of 3,693 responses) and has a response rate of 3.95 percent. The confidence interval at a 95 percent level of confidence is +/-2.04 percent.

<table>
<thead>
<tr>
<th></th>
<th>2019 Member Profile</th>
<th>Survey Respondents (Members)</th>
</tr>
</thead>
<tbody>
<tr>
<td>White or Caucasian</td>
<td>83%</td>
<td>81%</td>
</tr>
<tr>
<td>Married</td>
<td>70%</td>
<td>68%</td>
</tr>
<tr>
<td>Female</td>
<td>67%</td>
<td>64%</td>
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<tr>
<td>College Education</td>
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<td>31%</td>
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<tr>
<td>Median Age</td>
<td>54</td>
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</tr>
<tr>
<td>Household Income</td>
<td>$110,900</td>
<td>$99,500</td>
</tr>
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</table>
Health Insurance Coverage for NAR Members

Of 3,693 survey responses received, 2,296 members completed all questions.

Source: NAR Health Insurance Survey, July 2019
Do you currently have health insurance for 2019?

- Yes, 84%
- No, 16%

Source: NAR Health Insurance Survey, July 2019
If you are currently without primary health insurance, why? (Please check all that apply).

- Premiums/deductibles were too expensive: 81%
- Couldn’t find a plan that I liked: 8%
- Insurers turned me down because of a pre-existing health condition: 4%
- There was no legal requirement: 4%
- My doctor didn’t accept insurance: 3%
- Other: 17%

Source: NAR Health Insurance Survey, July 2019
Additional Feedback on Why Members Are Currently Without Health Insurance

The comments/sentiments repeated most often were:

• A mix of costs are too high and limited coverage
• Covered by other means
• Divorce
• On Medicare
• In between careers / switching health plans
• Don’t see the need

Source: NAR Health Insurance Survey, July 2019
What type of health insurance do you have?

- Family policy: 54%
- Individual policy: 46%

Median: 2 Adults, 2 Child

Source: NAR Health Insurance Survey, July 2019
Where did you obtain your primary health insurance?

- Spouse’s Employer: 32%
- Government Plan (e.g., Medicare, Medicaid, VA): 24%
- Other: 18%
- Other Employer (not real estate related): 12%
- Health Insurance Exchange: 11%
- Real Estate Firm: 2%
- Local Board/State Association: 1%

Source: NAR Health Insurance Survey, July 2019
Where did you obtain your primary health insurance?

- Spouse's employer plan: 32%
- Medicare: 17%
- Full-time job (not real estate related): 9%
- State or federal health insurance exchange: 9%
- Insurance broker: 9%
- State or local association health plan: 3%
- Retirement benefits from a former employer: 3%
- Medicaid: 2%
- Veterans benefit plan: 2%
- Real estate firm coverage: 2%
- COBRA from past job or spouse’s COBRA plan: 1%
- NAR’s REALTORS® Insurance Marketplace: 1%
- Other: 10%

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

Source: NAR Health Insurance Survey, July 2019
Have you had difficulty in obtaining primary health insurance coverage?

- Yes, 13%
- No, 83%
- Don’t know, 4%

Source: NAR Health Insurance Survey, July 2019
Additional Feedback on Difficulty Obtaining Health Insurance

The comments/sentiments repeated most often were:

• Too expensive
• Pre-existing conditions
• Divorce
• No difficulty

Source: NAR Health Insurance Survey, July 2019
What is the main reason you chose your primary health insurance provider?

- **It was the only option for health insurance**: 28%
- **It was the cheaper option after comparison**: 24%
- **It offers better services or benefits**: 18%
- **None of the above**: 11%
- **It allows the same doctors as previous insurance**: 10%
- **Other**: 10%

Source: NAR Health Insurance Survey, July 2019
My primary health insurance plan:

- Includes preferred doctors/providers: 55%
- Includes some preferred doctors/providers: 22%
- Offers a wide array of doctors/providers: 14%
- Has too few doctors/providers: 5%
- Doesn't include preferred doctors/providers: 4%

Source: NAR Health Insurance Survey, July 2019
Does your plan cover everything you want (i.e. well checks, immunizations, annual physicals, lab tests, maternity, etc.)?

- **38%** Yes, most definitely
- **45%** Yes, to a degree
- **2%** Yes, but covers more than desired
- **12%** No, not at all
- **3%** Don’t know

Source: NAR Health Insurance Survey, July 2019
Cost of monthly premiums:

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<tr>
<td>$51 to $149</td>
<td>10%</td>
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<tr>
<td>$750 to $999</td>
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<tr>
<td>$1,000 to $1,999</td>
<td>14%</td>
</tr>
<tr>
<td>$2,000 or more</td>
<td>2%</td>
</tr>
</tbody>
</table>

Median: $400.00

Source: NAR Health Insurance Survey, July 2019
What portion of the total premium for your health insurance coverage do you pay?

- Pay the entire premium: 54%
- Pay part of the premium: 34%
- Pay none of the premium: 13%

Source: NAR Health Insurance Survey, July 2019
How do you feel about your monthly premiums?

- Very affordable: 21%
- Affordable enough: 31%
- A little too expensive: 19%
- Too expensive: 16%
- Far too expensive: 14%

Source: NAR Health Insurance Survey, July 2019
Is your deductible (i.e. the amount you must pay out of pocket before your plan picks up all costs):

- Very affordable: 19%
- Affordable enough: 31%
- A little too expensive: 19%
- Too expensive: 16%
- Far too expensive: 14%

Source: NAR Health Insurance Survey, July 2019
Is the required copay (i.e. the amount you pay for each doctor visit):

- Very affordable: 30%
- Affordable enough: 44%
- A little too expensive: 14%
- Too expensive: 7%
- Far too expensive: 5%

Source: NAR Health Insurance Survey, July 2019
How would you rate your primary policy in terms of each of the items below?

Access to your current doctors
- Needs entire overhaul: 2%
- Doesn’t work well, needs improvement: 6%
- Neutral: 15%
- Works pretty well, but could use minor improvements: 24%
- Works well, no improvement needed: 53%

A large number of doctors/specialists to choose from
- Needs entire overhaul: 4%
- Doesn’t work well, needs improvement: 7%
- Neutral: 17%
- Works pretty well, but could use minor improvements: 24%
- Works well, no improvement needed: 48%

Health services covered by the policy
- Needs entire overhaul: 5%
- Doesn’t work well, needs improvement: 11%
- Neutral: 18%
- Works pretty well, but could use minor improvements: 32%
- Works well, no improvement needed: 35%

Cost of premiums
- Needs entire overhaul: 10%
- Doesn’t work well, needs improvement: 14%
- Neutral: 19%
- Works pretty well, but could use minor improvements: 26%
- Works well, no improvement needed: 31%

Deductible levels
- Needs entire overhaul: 11%
- Doesn’t work well, needs improvement: 18%
- Neutral: 18%
- Works pretty well, but could use minor improvements: 23%
- Works well, no improvement needed: 30%

Health savings account offered
- Needs entire overhaul: 10%
- Doesn’t work well, needs improvement: 8%
- Neutral: 45%
- Works pretty well, but could use minor improvements: 12%
- Works well, no improvement needed: 26%

Source: NAR Health Insurance Survey, July 2019
Additional Feedback on Current Health Insurance:

The comments/sentiments repeated most often were:

• Costs are biggest concern for self-employed individuals
• Deductible is too high
• Would like NAR to offer an association insurance or member discounts
• The healthcare industry is unfair
• Current insurance seems to be ok
• Paying out of pocket is more affordable

Source: NAR Health Insurance Survey, July 2019
What are your top priorities related to health insurance coverage?

- Affordable premiums: 92% Very important, 6% Neutral
- Reasonable deductibles and co-pays: 88% Somewhat important, 18% Neutral
- Access to my preferred doctors: 80% Not very important, 15% Neutral
- No lifetime caps on health expenses: 75% Neutral, 16% Not very important
- Premiums that don’t discriminate based on age: 74% Not very important, 16% Neutral
- Guaranteed coverage: 72% Somewhat important, 17% Neutral
- Premiums that don’t discriminate based on health status: 72% Neutral, 16% Not very important
- No annual limit on health expenses: 71% Neutral, 20% Not very important
- Premiums that don’t discriminate based on gender: 71% Neutral, 20% Not very important
- No exclusions for pre-existing conditions: 70% Neutral, 22% Not very important
- Discrimination based on type of employment: 62% Somewhat important, 17% Neutral
- Tax credits to make premiums more affordable: 51% Neutral, 20% Not very important
- Access to health savings accounts: 38% Neutral, 22% Not very important
- Allowing children to stay on parents’ policy until age 26: 38% Neutral, 15% Not very important

Source: NAR Health Insurance Survey, July 2019
Federal Involvement in Health Care Policy – Congress should: (choose one)

- Return the responsibility for health insurance to the states: 40%
- Continue to require a uniform nationwide set of rules for health insurance: 29%
- Not sure: 32%

Source: NAR Health Insurance Survey, July 2019
Generally speaking, do you think the current health care system is meeting the needs of most Americans?

- Yes, 12%
- No, 75%
- Don’t know, 14%

Source: NAR Health Insurance Survey, July 2019
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
• Insurance companies should offer better services and cost options
• NAR should offer a health insurance option

Source: NAR Health Insurance Survey, July 2019
If you were enrolled in health insurance last year, was that past health insurance:

- Less expensive than current insurance: 42%
- Don’t know: 28%
- More expensive than current insurance: 26%
- Not enrolled in health insurance last year: 4%

Source: NAR Health Insurance Survey, July 2019
If you had health insurance in 2018, did you qualify for the government subsidy or tax credit in 2018 that reduced the cost of your insurance premiums?

- Yes, 13%
- No, 66%
- Don’t know, 22%

Source: NAR Health Insurance Survey, July 2019
Firm Owners with W-2 Employees

Of 3,693 survey responses received, 286 (7.7 percent) had W-2 employees. Of the 286 that had W-2 employees, 61 (21 percent) offer health insurance.

Source: NAR Health Insurance Survey, July 2019
Do you have W-2 employees?

- Yes, 8%
- No, 90%
- Don’t know, 2%

Source: NAR Health Insurance Survey, July 2019
Number of W-2 Employees:

- 40% for 1 employee
- 25% for 2 employees
- 17% for 3 to 4 employees
- 11% for 5 to 10 employees
- 2% for 11 to 20 employees
- 4% for 21 or more employees

Median: 2 employees

Source: NAR Health Insurance Survey, July 2019
Do you currently offer your W-2 employees an employer-sponsored health insurance plan?

Source: NAR Health Insurance Survey, July 2019
Number of W-2 Employees Who Received Health Benefits:

- 29% (1 employee)
- 18% (2 employees)
- 18% (3 to 4 employees)
- 26% (5 to 10 employees)
- 6% (11 to 20 employees)
- 3% (21 or more employees)

Median: 4 employees

Source: NAR Health Insurance Survey, July 2019
Are your W-2 employees that you offer health insurance members of NAR?

- Yes, 29%
- No, 56%
- Don't know, 15%

Source: NAR Health Insurance Survey, July 2019
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 and so is the employee
- Right thing to do
- Employees need health insurance
- Makes business legitimate

Source: NAR Health Insurance Survey, July 2019
What percentage of the total premium do you pay for W-2 employees?

Median: 50%

Source: NAR Health Insurance Survey, July 2019
What percentage of the total premium do you pay for dependents?

- 1% to 25%: 69%
- 26% to 50%: 10%
- 51% to 75%
- 76% to 100%: 21%

Median: 0%  
*Less than one percent

Source: NAR Health Insurance Survey, July 2019
What type of insurance plans do you offer? (Please check all the apply)

- Health insurance: 100%
- Dental care: 47%
- Vision care: 38%

Source: NAR Health Insurance Survey, July 2019
Additional Feedback on the Overall Survey

The comments/sentiments repeated most often were:

• Premiums for W-2 employees keep going up each year
• Affordability is a top concern
• Deductibles are too high
• A mix between wanting universal healthcare and wanting government out of the healthcare system altogether
• Obamacare caused many negative affects on the healthcare industry
• Members would like to see a group healthcare plan for NAR

Source: NAR Health Insurance Survey, July 2019
Demographics of Respondents

Source: NAR Health Insurance Survey, July 2019
Gender of respondents:

- Female: 64%
- Male: 33%
- Prefer not to say: 3%

Source: NAR Health Insurance Survey, July 2019
Age of respondents:

- 18 to 39: 13%
- 40 to 54: 36%
- 55 to 65: 34%
- 66 or older: 16%

Median: 55 years

Source: NAR Health Insurance Survey, July 2019
Years of experience of respondents:

- 2 years or less: 24%
- 3 to 5 years: 17%
- 6 to 10 years: 11%
- 11 to 15 years: 14%
- 16 to 25 years: 18%
- 26 years or more: 15%

Median: 10 years

Source: NAR Health Insurance Survey, July 2019
Practice specialty of respondents:

- Residential real estate only: 71%
- Both commercial and residential real estate: 28%
- Commercial real estate only: 9%

Source: NAR Health Insurance Survey, July 2019
Marital status of respondents:

- Married: 68%
- Divorced: 17%
- Single (never married): 10%
- Widowed: 3%
- Other: 2%

Source: NAR Health Insurance Survey, July 2019
HOUSEHOLD INCOME in 2018 from all sources (household income before taxes and deductions):

Median: $99,500

*Less than one percent

Source: NAR Health Insurance Survey, July 2019
Location of practice of respondents:

- Suburb/Subdivision: 48%
- Urban/Central city: 22%
- Small town: 19%
- Rural area: 7%
- Resort/Recreation area: 4%

Source: NAR Health Insurance Survey, July 2019
Education of respondents:

- High School: 9%
- Some College/Associate's Degree: 39%
- Bachelor's Degree: 31%
- Graduate Study: 5%
- Graduate Degree: 16%

Source: NAR Health Insurance Survey, July 2019
Race and ethnicity of respondents:

- White/Caucasian: 81%
- Hispanic/Latino/Mexican/Puerto Rican: 8%
- Black/African American: 7%
- Asian/Pacific Islander: 4%
- American Indian/Eskimo/Aleut: 1%
- Other: 4%

Source: NAR Health Insurance Survey, July 2019
In which state do you primarily practice real estate?

<table>
<thead>
<tr>
<th>STATE</th>
<th>SHARE</th>
<th>STATE</th>
<th>SHARE</th>
<th>STATE</th>
<th>SHARE</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALABAMA</td>
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<td>LOUISIANA</td>
<td>1.2%</td>
<td>OKLAHOMA</td>
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<tr>
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<td>DISTRICT OF COLUMBIA</td>
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</tr>
</tbody>
</table>

Source: NAR Health Insurance Survey, July 2019
NATIONAL ASSOCIATION OF REALTORS®

The National Association of REALTORS® is America’s largest trade association, representing more than 1.3 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.

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