

The REALTORS® Experience With Association Health Plans (AHPs)

Background

- The Baldwin REALTORS® in Alabama, the Greater Las Vegas Association of REALTORS®, the Kansas City Regional Association of REALTORS®, the Nevada REALTORS®, and the Tennessee REALTORS® each established a fully-insured association health plan (AHP) formed in accordance with the final AHP regulations with an effective date on after January 1, 2019.
- The Baldwin REALTORS® AHP covers all ten (10) of the Affordable Care Act's (ACA's) "essential health benefits" (EHBs), while The Greater Las Vegas Association, Kansas City Regional Association, Nevada, and Tennessee REALTORS® AHPs cover all ten EHBs, except pediatric dental and vision (which is a component of pediatric services, which is the tenth EHB) because it is more cost-effective to provide coverage for these services through a stand-alone product.
- Participants in the Kansas City Regional Association of REALTORS® AHP averaged savings between 5 percent and 50 percent, while participants in the Tennessee REALTORS® AHP experienced 25 to 50 percent savings. The Nevada REALTORS® AHP participants saw savings from 2 percent up to 32.5 percent, while participants in the Baldwin REALTORS® AHP realized savings ranging from \$150 to \$15,000 per year.

Specific Stories

- For purposes of developing an Amicus Brief that was submitted to the Circuit Court of Appeals for the District of Columbia Circuit, participants of these State and Local-based REALTORS® AHPs were asked the following questions: (1) If the AHP health coverage goes away on account of the District Court ruling, how would it affect you? and (2) Please share a short story about how your AHP has helped you and your family?
- A respondent from Baldwin REALTORS® AHP explained, "If our AHP coverage goes away, it would cost more money for health insurance and I would be less likely to use it due to higher deductibles and co-pays. What I have through the AHP is better coverage at a better price." Another Baldwin AHP participant stated, "I would have to pay \$450 more for a 'silver' plan instead of the 'gold' plan I have now." In response to the second question, a Baldwin AHP participant also explained, "I've been struggling with some chronic health issues, but have been unable to afford to go to a specialist and pay for the tests. I work two jobs, and I am a caregiver



to a 94-year-old woman. Even with two jobs, I could not afford useful insurance on my own without this AHP. With this insurance, I've made some appointments and look forward to seeing what I can do to slow down the progression of the health issues I struggle with (Fibromyalgia and inflammatory arthritis)."

- The Greater Las Vegas Association of REALTORS® reported that real estate professionals between ages 55 to 64 experienced lower overall premiums, richer overall benefits, and access to a broader network. The savings in premiums for this age cohort averaged 11 percent, and out-of-pocket savings average 12 percent. Additionally, thanks to increased education on health savings accounts tied to the AHP options, enrollees in those plans will save \$3,600 annually.
- A REALTOR® in the Kansas City AHP reported that as a newly self-employed individual, with a wife who recently retired, "[f]inding a long term plan had been more difficult than I imagined. . . . We have been making do with short term plans, but not comfortable with the limited coverage. . . . The KCRAR Blue Cross plan has solved our health insurance problem." Another AHP participant discussed the limited marketplace options available in Kansas City and how the AHP offered by KCRAR enables the freedom to continue being a real estate professional. "This policy through KCRAR gives me the ability to step away from the uncertainty of the Marketplace. The phenomenal work you have done to add major medical insurance for agents allows me to continue . . . without a worry . . . my incredible career."
- The Tennessee REALTORS® also explained that a number of their real estate professional members were previously enrolled in a non-ACA-compliant plan that did not cover pre-existing conditions. But, because the Tennessee REALTORS® AHP provides coverage for pre-existing conditions, these real estate agents gained access to the medical care that they needed. One real estate broker was especially thankful for being able to provide ACA compliant and affordable coverage to their employed staff, which was much more attractive when compared to what was available in the small group market. As health care costs in the state continued to rise, Tennessee REALTORS® searched for affordable health policies, which were sometimes only short-term plans, not designed for long-term coverage. Such coverage failed to ensure diseases or illnesses that happened outside of effective dates were paid for, prompting many individuals to seek more permanent, comprehensive solutions in the AHP.
- Lastly, a participant from the Nevada REALTORS® AHP relayed:

"My wife and I are currently on the Nevada REALTORS®AHP health care plan and have saved about \$500 per month from our previous Obamacare plan. My wife paid the penalty for 4 years and had no coverage until we got Obamacare last year. I am diabetic so going without health coverage is not an option for me as I have many doctor visits and high prescription costs. When we got on the AHP this year, we upgraded our coverage and now have a deductible which is much lower and the overall coverage is much better. In other words, we went from the worst



plan under Obamacare to the best plan under Hometown Health for Northern Nevada and still saved money on the monthly costs. In addition, we are also able to go to the best hospital in Northern Nevada as well as have a network of local providers that were not covered under our previous plan. As we live in a remote area at Lake Tahoe, we would normally have to drive an hour or more to go to preferred providers under the previous Obamacare plan and now we can use local providers.”





500 New Jersey Ave, NW
Washington, DC 20001
(800) 874-6500
nar.realtor