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Methodology

The NAR Health Insurance Survey was sent in March 2022 through email to a random sample of 54,003. There were 2,533 completed responses for a response rate of 4.7 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 +/- 1.95 percent.

<table>
<thead>
<tr>
<th></th>
<th>2022 Member Profile</th>
<th>Survey Respondents (Members)</th>
</tr>
</thead>
<tbody>
<tr>
<td>White or Caucasian</td>
<td>77%</td>
<td>82%</td>
</tr>
<tr>
<td>Married</td>
<td>66%</td>
<td>69%</td>
</tr>
<tr>
<td>Female</td>
<td>66%</td>
<td>65%</td>
</tr>
<tr>
<td>Bachelor’s Degree</td>
<td>31%</td>
<td>32%</td>
</tr>
<tr>
<td>Median Age</td>
<td>56</td>
<td>56</td>
</tr>
<tr>
<td>Household Income</td>
<td>$125,500</td>
<td>$127,320</td>
</tr>
</tbody>
</table>
Health Insurance Coverage for NAR Members

Source: 2022 NAR Health Insurance Survey
Do you currently have health insurance for 2022?

- Yes, 88%
- No, 11%
- Don't know, 1%

Source: 2022 NAR Health Insurance Survey
What are the reasons you are currently without primary health insurance? (Please check all that apply)

- Premiums/deductibles were too expensive: 81%
- Couldn't find a plan that they liked: 12%
- There was no legal requirement: 9%
- Insurers turned me down because of a pre-existing health condition: 4%
- My doctor didn’t accept insurance: 2%
- Other: 16%

Source: 2022 NAR Health Insurance Survey
Additional Feedback on Why Members Are Currently Without Health Insurance

The comments/sentiments repeated most often were:

- Cannot afford it
- On Medicare
- Premiums and deductibles are too high
- Family or self job loss
- Divorce
- Switching health plans
- Changing careers
- Don’t see the need

Source: 2022 NAR Health Insurance Survey
What type of health insurance do you have?

- **Family policy**: 51%
- **Individual policy**: 49%

**Median**: 2 Adults, 2 Children

Source: 2022 NAR Health Insurance Survey
Where did you obtain your primary health insurance? *(Collapsed list)*

- Spouse's employer plan: 29%
- Medicare: 21%
- State or federal health insurance exchange: 12%
- Insurance broker: 8%
- Full-time job (not real estate related): 7%
- Other: 10%

Source: 2022 NAR Health Insurance Survey
Where did you obtain your primary health insurance? (Full list)

- Spouse's employer plan: 29%
- Medicare: 21%
- State or federal health insurance exchange: 12%
- Insurance broker: 8%
- Full-time job (not real estate related): 7%
- Veterans benefit plan: 3%
- Retirement benefits from a former employer: 3%
- State or local association health plan: 3%
- Medicaid: 3%
- 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: 2022 NAR Health Insurance Survey
Additional Feedback on Difficulty Obtaining Health Insurance

The comments/sentiments repeated most often were:

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

Source: 2022 NAR Health Insurance Survey
What is the main reason you chose your primary health insurance provider?

- It was the only option for health insurance: 27%
- It was the cheaper option after comparison: 25%
- It offers better services or benefits: 20%
- It allows me to keep my doctors: 13%
- Other: 16%

Source: 2022 NAR Health Insurance Survey
My primary health insurance plan:

- Includes preferred doctors/providers: 55%
- Includes some preferred doctors/providers: 21%
- Offers a wide array of doctors/providers: 15%
- Has too few doctors/providers: 5%
- Doesn't include preferred doctors/providers: 4%

Source: 2022 NAR Health Insurance Survey
Does your plan cover everything you want (i.e. well checks, immunizations, annual physicals, lab tests, maternity, etc.)?

- Yes, most definitely: 39%
- Yes, to a degree: 42%
- Yes, but covers more than desired: 2%
- No, not at all: 13%
- Don't know: 4%

Source: 2022 NAR Health Insurance Survey
Cost of monthly premiums:

<table>
<thead>
<tr>
<th>Range</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $50</td>
<td>15%</td>
</tr>
<tr>
<td>$51 to $149</td>
<td>8%</td>
</tr>
<tr>
<td>$150 to $249</td>
<td>11%</td>
</tr>
<tr>
<td>$250 to $349</td>
<td>9%</td>
</tr>
<tr>
<td>$350 to $499</td>
<td>14%</td>
</tr>
<tr>
<td>$500 to $749</td>
<td>17%</td>
</tr>
<tr>
<td>$750 to $999</td>
<td>9%</td>
</tr>
<tr>
<td>$1,000 to $1,999</td>
<td>15%</td>
</tr>
<tr>
<td>$2,000 or more</td>
<td>3%</td>
</tr>
</tbody>
</table>

Median: $400.00

Source: 2022 NAR Health Insurance Survey
What portion of the total premium for your health insurance coverage do you pay?

- Pay the entire premium: 57%
- Pay part of the premium: 30%
- Pay none of the premium: 14%

Source: 2022 NAR Health Insurance Survey
How do you feel about your monthly premiums?

- Very affordable: 22%
- Affordable enough: 28%
- A little too expensive: 21%
- Too expensive: 17%
- Far too expensive: 12%

Source: 2022 NAR Health Insurance Survey
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: 32%
- A little too expensive: 20%
- Too expensive: 17%
- Far too expensive: 12%

Source: 2022 NAR Health Insurance Survey
Is the required copay (i.e. the amount you pay for each doctor visit):

- Very affordable: 32%
- Affordable enough: 43%
- A little too expensive: 15%
- Too expensive: 7%
- Far too expensive: 4%

Source: 2022 NAR Health Insurance Survey
How would you rate your primary policy in terms of each of the items below?

- **Access to your current doctors**
  - Needs entire overhaul: 4%
  - Doesn't work well, needs improvement: 6%
  - Neutral: 16%
  - Works pretty well, but could use minor improvements: 30%
  - Doesn't work well, needs improvement: 30%
  - Needs entire overhaul: 45%

- **A large number of doctors/specialists to choose from**
  - Needs entire overhaul: 5%
  - Doesn't work well, needs improvement: 7%
  - Neutral: 22%
  - Works pretty well, but could use minor improvements: 27%
  - Doesn't work well, needs improvement: 27%
  - Needs entire overhaul: 39%

- **Health services covered by the policy**
  - Needs entire overhaul: 7%
  - Doesn't work well, needs improvement: 10%
  - Neutral: 19%
  - Works pretty well, but could use minor improvements: 35%
  - Doesn't work well, needs improvement: 28%
  - Needs entire overhaul: 28%

- **Cost of premiums**
  - Needs entire overhaul: 13%
  - Doesn't work well, needs improvement: 11%
  - Neutral: 22%
  - Works pretty well, but could use minor improvements: 29%
  - Doesn't work well, needs improvement: 25%
  - Needs entire overhaul: 25%

- **Deductible levels**
  - Needs entire overhaul: 15%
  - Doesn't work well, needs improvement: 15%
  - Neutral: 23%
  - Works pretty well, but could use minor improvements: 25%
  - Doesn't work well, needs improvement: 23%
  - Needs entire overhaul: 23%

- **Health savings account offered**
  - Needs entire overhaul: 12%
  - Doesn't work well, needs improvement: 7%
  - Neutral: 48%
  - Works pretty well, but could use minor improvements: 10%
  - Doesn't work well, needs improvement: 22%
  - Needs entire overhaul: 22%

Source: 2022 NAR Health Insurance Survey
Additional Feedback on Current Health Insurance:

The comments/sentiments repeated most often were:

- Deductible is too high
- High premiums
- Not enough coverage

Source: 2022 NAR Health Insurance Survey
What are your top priorities related to health insurance coverage?

- Affordable premiums
- Reasonable deductibles and co-pays
- Access to my preferred doctors
- No lifetime caps on health expenses
- Premiums that don't discriminate based on age
- Guaranteed coverage
- No exclusions for pre-existing conditions
- Premiums that don't discriminate based on gender
- No annual limit on health expenses
- Premiums that don't discriminate based on health status
- Tax credits to make premiums more affordable
- Allowing children to stay on parents' policy until age 26
- Access to health savings accounts

Source: 2022 NAR Health Insurance Survey
Federal Involvement in Health Care Policy – Congress should: (choose one)

- Leave the responsibility for health insurance to the states: 34%
- Continue to require a uniform nationwide set of rules for health insurance: 36%
- Not sure: 30%

Source: 2022 NAR Health Insurance Survey
Generally speaking, do you think the current health care system is meeting the needs of most Americans?

- Yes, 13%
- Don't know, 18%
- No, 69%

Source: 2022 NAR Health Insurance Survey
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

Source: 2022 NAR Health Insurance Survey
If you were enrolled in health insurance last year, was that past health insurance:

- Less expensive than current insurance: 45%
- Don't know: 30%
- More expensive than current insurance: 21%
- Not enrolled in health insurance last year: 4%

Source: 2022 NAR Health Insurance Survey
If you had health insurance in 2021, did you qualify for the government subsidy or tax credit in 2021 that reduced the cost of your insurance premiums?

- Yes, 15%
- No, 59%
- Don't know, 26%

Source: 2022 NAR Health Insurance Survey
If a REALTOR® association health plan were offered with equally comprehensive benefits as your current plan, would you join it and leave your current health insurance plan?

- Yes, 15%
- Yes, if there is a savings compared to my current plan, 42%
- No, 21%
- Don’t know, 21%

Source: 2022 NAR Health Insurance Survey
What percentage of savings would it take for you to leave your current health insurance plan?

<table>
<thead>
<tr>
<th>Percentage Range</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>0% to 10%</td>
<td>7%</td>
</tr>
<tr>
<td>11% to 20%</td>
<td>16%</td>
</tr>
<tr>
<td>21% to 30%</td>
<td>24%</td>
</tr>
<tr>
<td>31% to 40%</td>
<td>10%</td>
</tr>
<tr>
<td>41% to 50%</td>
<td>23%</td>
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<tr>
<td>51% to 60%</td>
<td>8%</td>
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<tr>
<td>61% to 70%</td>
<td>2%</td>
</tr>
<tr>
<td>71% to 80%</td>
<td>4%</td>
</tr>
<tr>
<td>81% to 90%</td>
<td>2%</td>
</tr>
<tr>
<td>91% to 100%</td>
<td>3%</td>
</tr>
</tbody>
</table>

Median: 31%

Source: 2022 NAR Health Insurance Survey
Firm Owners with W-2 Employees

Of 2,533 survey responses received, 261 (10 percent) had W-2 employees.

Of the 261 that had W-2 employees, 69 (30 percent) offer health insurance.

Source: 2022 NAR Health Insurance Survey
Do you have W-2 employees?

- Yes, 10%
- No, 88%
- Don't know, 2%

Source: 2022 NAR Health Insurance Survey
Number of W-2 Employees:

<table>
<thead>
<tr>
<th>Number of W-2 Employees</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>35%</td>
</tr>
<tr>
<td>2</td>
<td>25%</td>
</tr>
<tr>
<td>3 to 4</td>
<td>19%</td>
</tr>
<tr>
<td>5 to 10</td>
<td>15%</td>
</tr>
<tr>
<td>11 to 20</td>
<td>4%</td>
</tr>
<tr>
<td>21 or more</td>
<td>3%</td>
</tr>
</tbody>
</table>

Median: 2 employees

Source: 2022 NAR Health Insurance Survey
Do you currently offer your W-2 employees an employer-sponsored health insurance plan?

- Yes, 26%
- No, 73%
- Don't know, 1%

Source: 2022 NAR Health Insurance Survey
Why do you offer health insurance coverage to your employees?

The comments/sentiments repeated most often were:
• Health insurance is a valued benefit
• Necessary to remain competitive
• Employee retention
• Right thing to do
• Employees need health insurance

Source: 2022 NAR Health Insurance Survey
What percentage of the total premium do you pay for W-2 employees?

Median: 90%

Source: 2022 NAR Health Insurance Survey
What percentage of the total premium do you pay for dependents?

Median: 0%

Source: 2022 NAR Health Insurance Survey
What type of insurance plans do you offer? (Please check all the apply)

- Health insurance: 100%
- Dental care: 53%
- Vision care: 50%

Source: 2022 NAR Health Insurance Survey
Additional Feedback on the Overall Survey

The comments/sentiments repeated most often were:

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

Source: 2022 NAR Health Insurance Survey
Demographics of Respondents

Source: 2022 NAR Health Insurance Survey
Gender of respondents:

- Female: 65%
- Male: 33%
- Prefer not to say: 2%

Source: 2022 NAR Health Insurance Survey
Age of respondents:

- 11% 18 to 39
- 33% 40 to 54
- 37% 55 to 65
- 19% 66 or older

Median: 56 years

Source: 2022 NAR Health Insurance Survey
**Years of experience of respondents:**

- 2 years or less: 19%
- 3 to 5 years: 14%
- 6 to 10 years: 16%
- 11 to 15 years: 9%
- 16 to 25 years: 24%
- 26 years or more: 18%

**Median:** 11 years

Source: 2022 NAR Health Insurance Survey
Practice specialty of respondents:

- Residential real estate only: 69%
- Both commercial and residential real estate: 29%
- Commercial real estate only: 1%

Source: 2022 NAR Health Insurance Survey
Marital status of respondents:

- Married: 69%
- Divorced: 16%
- Single (never married): 9%
- Widowed: 4%
- Other: 2%

Source: 2022 NAR Health Insurance Survey
HOUSEHOLD INCOME in 2021 from all sources (household income before taxes and deductions):

Median: $127,320

Source: 2022 NAR Health Insurance Survey
Location of practice of respondents:

- Suburb/Subdivision: 46%
- Urban/Central city: 21%
- Small town: 20%
- Rural area: 9%
- Resort/Recreation area: 4%

Source: 2022 NAR Health Insurance Survey
Education of respondents:

- High School: 8%
- Some College/Associate's Degree: 40%
- Bachelor's Degree: 32%
- Graduate Study: 5%
- Graduate Degree: 15%

Source: 2022 NAR Health Insurance Survey
Race and ethnicity of respondents:

- White/Caucasian: 82%
- Hispanic/Latino/Mexican/Puerto Rican: 8%
- Black/African American: 7%
- Asian/Pacific Islander: 4%
- American Indian/Eskimo/Aleut: 1%
- Other: 4%

Source: 2022 NAR Health Insurance Survey
The National Association of REALTORS® is America’s largest trade association, representing more than 1.6 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.

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