2018 Health Insurance Survey

Members at Large

Friday, July 20, 2018

Source: NAR Health Insurance Survey, July 2018
Methodology

The NAR Health Insurance Survey was sent in July 2018 through email to a total of 364,000 members (150,000 Designated REALTORS® (Brokers of Record), 64,000 commercial members, and 150,000 randomly-selected residential REALTORS® who are not Designated REALTORS®). It received 16,590 completed responses and has a response rate of 4.6 percent. Of 16,590 survey responses, 13,863 are members at large (84 percent). The confidence interval at a 95 percent level of confidence is +/-0.76 percent. This report covers the 13,863 members at large (84 percent) that do not own firms.

<table>
<thead>
<tr>
<th></th>
<th>2018 Member Profile</th>
<th>Survey Respondents (Members)</th>
</tr>
</thead>
<tbody>
<tr>
<td>White or Caucasian</td>
<td>81%</td>
<td>87%</td>
</tr>
<tr>
<td>Married</td>
<td>70%</td>
<td>69%</td>
</tr>
<tr>
<td>Female</td>
<td>63%</td>
<td>57%</td>
</tr>
<tr>
<td>College Education</td>
<td>30%</td>
<td>32%</td>
</tr>
<tr>
<td>Median Age</td>
<td>54</td>
<td>57</td>
</tr>
<tr>
<td>Household Income</td>
<td>$110,760</td>
<td>$109,800</td>
</tr>
</tbody>
</table>

©2018 National Association of REALTORS®.  
All Rights Reserved.  
May not be reprinted in whole or in part without permission of the National Association of REALTORS®.  
For reprint information, contact data@realtors.org.
Do you currently have health insurance for 2018?

Yes, 86%

No, 14%

Source: NAR Health Insurance Survey, July 2018
What is the main reason you do NOT have health insurance this year?

- Cost too high/can’t afford it: 62%
- Benefits not worth the cost: 9%
- Leaving job that provided it to transition into real estate/Between plans: 5%
- Joined Medi-share program: 3%
- Plan to apply for Medicare/Qualified for Medicare: 3%
- Spouse changed jobs: 3%
- Missed the deadline: 3%
- Get healthcare at clinics/faith-based health services: 2%
- Don’t see the need: 1%
- Applied but not yet covered: 1%
- Other: 10%

Source: NAR Health Insurance Survey, July 2018
Where did you obtain your primary health insurance?

- Spouse's employer plan: 28%
- Medicare: 22%
- State or federal health insurance exchange: 12%
- Insurance broker: 10%
- Full-time job (not real estate related): 6%
- Retirement benefits from a former employer: 3%
- Veterans benefit plan: 3%
- State or local association health plan: 2%
- Medicaid: 2%
- Real estate firm coverage: 2%
- COBRA from past job or spouse’s COBRA plan: 1%
- Other: 11%

The only “other” responses given more than once were: “AARP”, “ACA”, “California Association of REALTORS®”, “Cristian Healthcare Ministries/Group”, “direct from insurer”, “healthcare.gov”, “Humana”, “independent”, “Obamacare”.

Source: NAR Health Insurance Survey, July 2018
My primary health insurance plan:

- Includes preferred doctors/providers: 51%
- Includes some preferred doctors/providers: 23%
- Offers a wide array of doctors/providers: 13%
- Has too few doctors/providers: 6%
- Doesn't include preferred doctors/providers: 6%

Source: NAR Health Insurance Survey, July 2018
Does your plan cover everything you want (i.e. well checks, immunizations, annual physicals, lab tests, maternity, etc.)?

- Yes, most definitely: 32%
- Yes, to a degree: 45%
- Yes, but covers more than desired: 3%
- No, not at all: 15%
- Don’t know: 4%

Source: NAR Health Insurance Survey, July 2018
Cost of monthly premiums:

Median: $500.00

Source: NAR Health Insurance Survey, July 2018
What portion of the total premium for your health insurance coverage do you pay?

- Pay the entire premium: 53%
- Pay part of the premium: 35%
- Pay none of the premium: 12%

Source: NAR Health Insurance Survey, July 2018
If you had health insurance in 2017, did you qualify for the government subsidy or tax credit in 2017 that reduced the cost of your insurance premiums?

Source: NAR Health Insurance Survey, July 2018
How do you feel about your monthly premiums?

- Very affordable: 17%
- Affordable enough: 26%
- A little too expensive: 19%
- Too expensive: 18%
- Far too expensive: 20%

Source: NAR Health Insurance Survey, July 2018
Is your deductible (i.e. the amount you must pay out of pocket before your plan picks up all costs):

- Very affordable: 15%
- Affordable enough: 27%
- A little too expensive: 20%
- Too expensive: 19%
- Far too expensive: 19%

Source: NAR Health Insurance Survey, July 2018
How would you rate your primary policy in terms of each of the items below?

Source: NAR Health Insurance Survey, July 2018
The penalty for not purchasing health insurance will be eliminated for coverage in 2019 and future years. Will you enroll in health care coverage if there is no penalty?

Yes, 84%

No, 4%

Don’t know, 12%

Source: NAR Health Insurance Survey, July 2018
What are your top priorities related to health insurance coverage?

<table>
<thead>
<tr>
<th>Priority</th>
<th>Not at all important</th>
<th>Not very important</th>
<th>Neutral</th>
<th>Somewhat important</th>
<th>Very important</th>
</tr>
</thead>
<tbody>
<tr>
<td>Affordable premiums</td>
<td>2%</td>
<td>7%</td>
<td>90%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reasonable deductibles and co-pays</td>
<td>4%</td>
<td>12%</td>
<td>84%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Access to my preferred doctors</td>
<td>1%</td>
<td>7%</td>
<td>19%</td>
<td>73%</td>
<td></td>
</tr>
<tr>
<td>No exclusions for pre-existing conditions</td>
<td>2%</td>
<td>9%</td>
<td>17%</td>
<td>70%</td>
<td></td>
</tr>
<tr>
<td>No lifetime caps on health expenses</td>
<td>1%</td>
<td>8%</td>
<td>20%</td>
<td>71%</td>
<td></td>
</tr>
<tr>
<td>Guaranteed coverage</td>
<td>2%</td>
<td>8%</td>
<td>17%</td>
<td>72%</td>
<td></td>
</tr>
<tr>
<td>No annual limit on health expenses</td>
<td>1%</td>
<td>9%</td>
<td>22%</td>
<td>67%</td>
<td></td>
</tr>
<tr>
<td>Premiums that don’t discriminate based on age</td>
<td>2%</td>
<td>2%</td>
<td>9%</td>
<td>69%</td>
<td></td>
</tr>
<tr>
<td>Premiums that don’t discriminate based on health status</td>
<td>2%</td>
<td>2%</td>
<td>9%</td>
<td>66%</td>
<td></td>
</tr>
<tr>
<td>Premiums that don’t discriminate based on gender</td>
<td>3%</td>
<td>2%</td>
<td>12%</td>
<td>65%</td>
<td></td>
</tr>
<tr>
<td>Discrimination based on type of employment</td>
<td>5%</td>
<td>4%</td>
<td>23%</td>
<td>52%</td>
<td></td>
</tr>
<tr>
<td>Tax credits to make premiums more affordable</td>
<td>9%</td>
<td>6%</td>
<td>24%</td>
<td>39%</td>
<td></td>
</tr>
<tr>
<td>Access to health savings accounts</td>
<td>11%</td>
<td>7%</td>
<td>32%</td>
<td>28%</td>
<td></td>
</tr>
<tr>
<td>Allowing children to stay on parents’ policy until age 26</td>
<td>26%</td>
<td>8%</td>
<td>26%</td>
<td>14%</td>
<td>27%</td>
</tr>
</tbody>
</table>

Source: NAR Health Insurance Survey, July 2018
How likely would you be to sign up for an NAR-sponsored health insurance plan if it were to offer the same benefits as your primary health insurance provider AND if the premium:

- More expensive: 64% Not at all likely, 20% Not very likely, 10% Neutral, 4% Somewhat likely, 1% Very likely
- The same cost: 19% Not at all likely, 15% Not very likely, 22% Neutral, 22% Somewhat likely, 21% Very likely
- Was cheaper: 11% Not at all likely, 4% Not very likely, 8% Neutral, 17% Somewhat likely, 59% Very likely

Source: NAR Health Insurance Survey, July 2018
How likely would you be to sign up for an NAR-sponsored health insurance plan if the premium costs were cheaper BUT the policy:

- Offered more services/benefits: 11% Not at all likely, 3% Not very likely, 8% Neutral, 17% Somewhat likely, 61% Very likely
- Matched the same benefits: 13% Not at all likely, 6% Not very likely, 15% Neutral, 24% Somewhat likely, 41% Very likely
- Offered fewer services/benefits: 30% Not at all likely, 30% Not very likely, 19% Neutral, 16% Somewhat likely, 5% Very likely

Source: NAR Health Insurance Survey, July 2018
How likely would you be to switch to an NAR-sponsored health insurance plan if the premium costs were the same as you pay now AND if it offered the same coverage:

- Very likely: 59%
- Somewhat likely: 17%
- Neutral: 8%
- Not very likely: 4%
- Not at all likely: 11%

Source: NAR Health Insurance Survey, July 2018
In order for you to switch to an NAR-sponsored health insurance plan, what would be the greatest motivating factor:

- Cost of premium: 43%
- Level of benefits and coverage: 24%
- Wouldn’t switch to NAR-sponsored health insurance: 11%
- Access to current doctors: 5%
- Deductible levels: 4%
- Large number of available doctors/specialists: 2%
- Not sure: 10%

Source: NAR Health Insurance Survey, July 2018
Reasons members wouldn't switch to NAR:

The comments/sentiments repeated most often were:
- Already have good coverage
- Comfortable with current plan
- Shared costs
- Retired or disabled and have insurance from other source
- Do not currently pay anything now or it's free
- Have insurance from spouse with no need to switch

Source: NAR Health Insurance Survey, July 2018
The National Association of REALTORS® is America’s largest trade association, representing 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.

NATIONAL ASSOCIATION OF REALTORS® RESEARCH GROUP
The Mission of the National Association of REALTORS® Research Group is to collect and disseminate timely, accurate and comprehensive real estate data and to conduct economic analysis in order to inform and engage members, consumers, and policymakers and the media in a professional and accessible manner.

To find out about other products from NAR’s Research Group, visit www.nar.realtor/research-and-statistics.

NATIONAL ASSOCIATION OF REALTORS®
Research Group
500 New Jersey Avenue, NW
Washington, DC 20001
202-383-1000
data@realtors.org

Source: NAR Health Insurance Survey, July 2018