

2023

# Health Insurance Survey

November 2023

National Association of REALTORS® Research Group



NATIONAL  
ASSOCIATION OF  
REALTORS®

## **NAR Research Staff:**

Lawrence Yun, Ph.D.  
*Chief Economist and Senior Vice  
President*

Jessica Lautz, Dr.RealEst.  
*Vice President, Demographics and  
Behavioral Insights*

Meredith Dunn  
*Research Manager*

### **Lead Author:**

Brandi Snowden  
*Director, Member and Consumer Survey  
Research*

# Methodology

The NAR Health Insurance Survey was sent in March 2023 through email to a random sample of 43,851. There were 1,227 completed responses for a response rate of 2.8 percent. The confidence interval at a 95 percent level of confidence is +/- 2.8 percent.

	2023 Member Profile	Survey Respondents (Members)
White or Caucasian	81%	79%
Married	69%	64%
Female	62%	70%
Bachelor's Degree	31%	30%
Median Age	60	55
Household Income	\$141,200	\$127,320

©2023 National Association of REALTORS®.

All Rights Reserved.

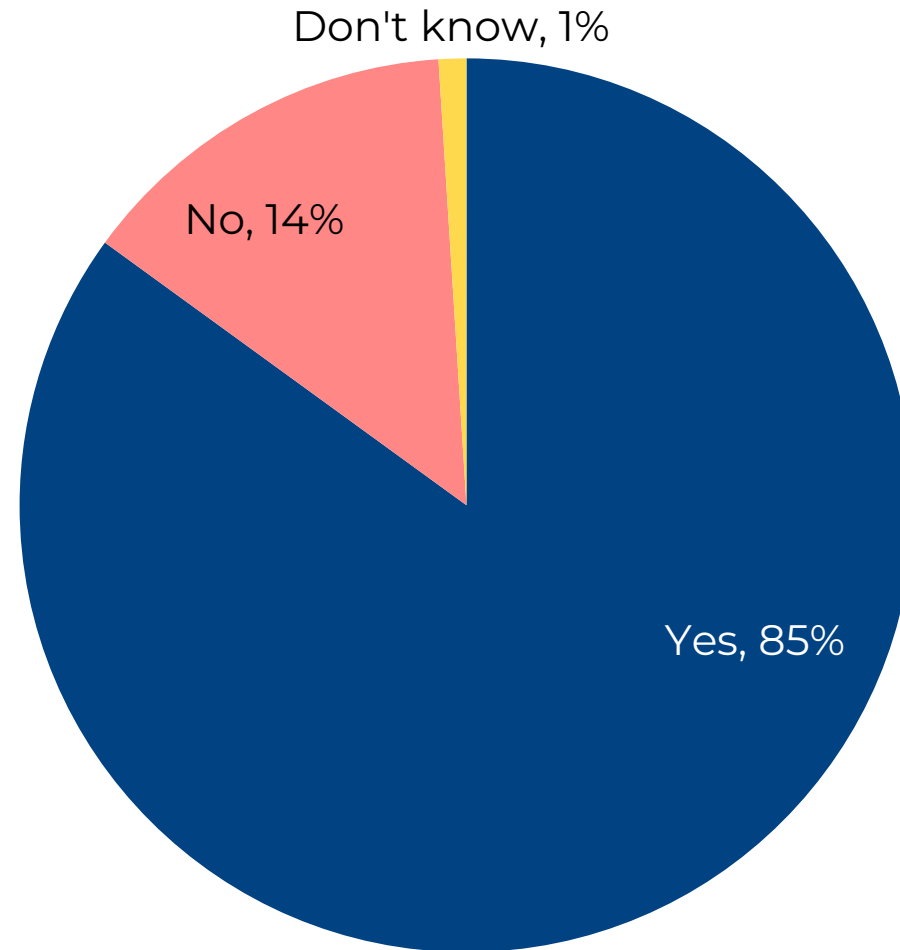
May not be reprinted in whole or in part without permission of the National Association of REALTORS®.

For reprint information, contact [data@nar.realtor](mailto:data@nar.realtor).

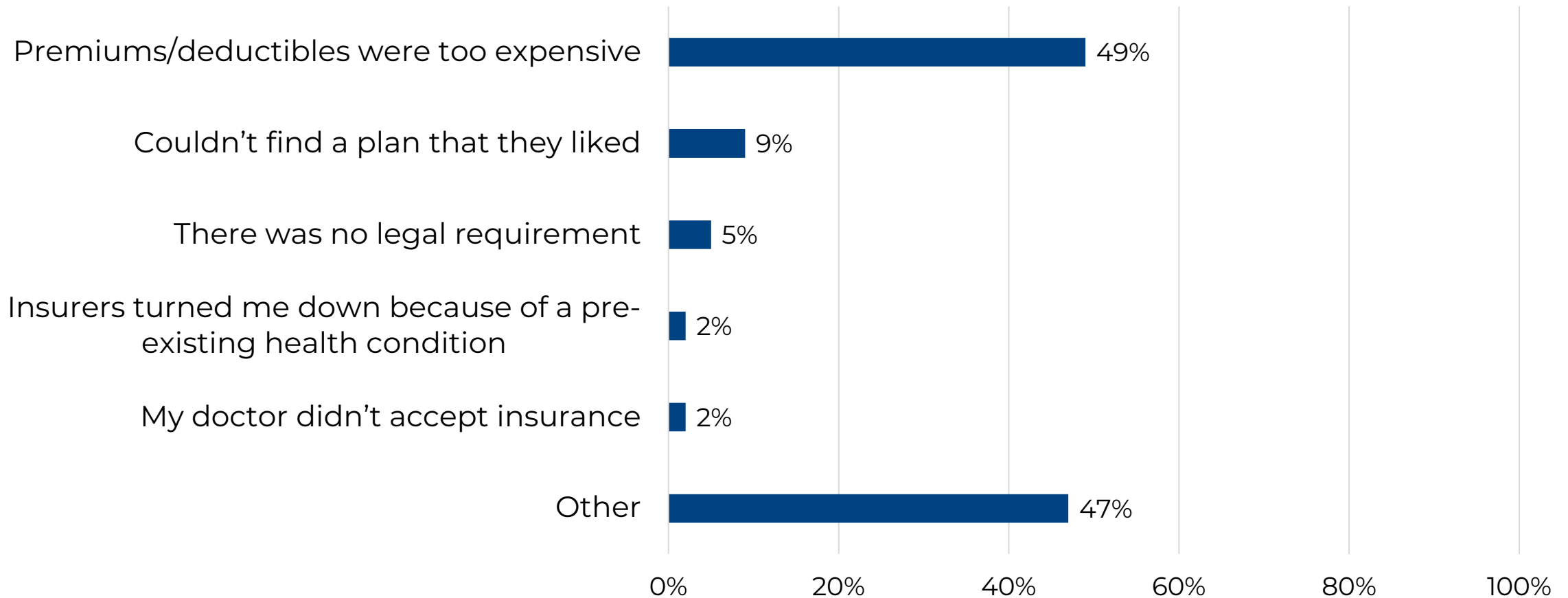


# Health Insurance Coverage for NAR Members

# Do you currently have health insurance for 2023?



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

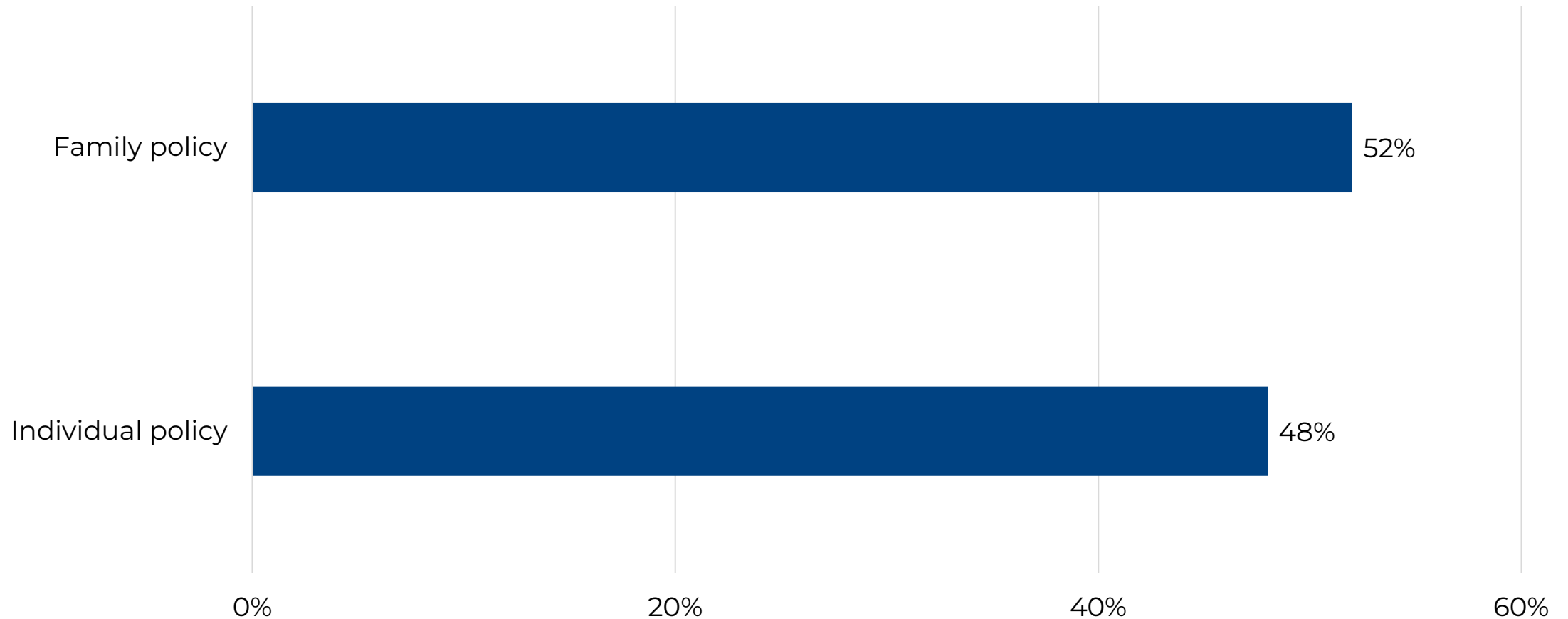


# Additional Feedback on Why Members Are Currently Without Health Insurance

The comments/sentiments repeated most often were:

- Cannot afford it
- On Medicare
- Premiums and deductibles are too high
- Switching health plans
- Changing careers
- Don't see the need

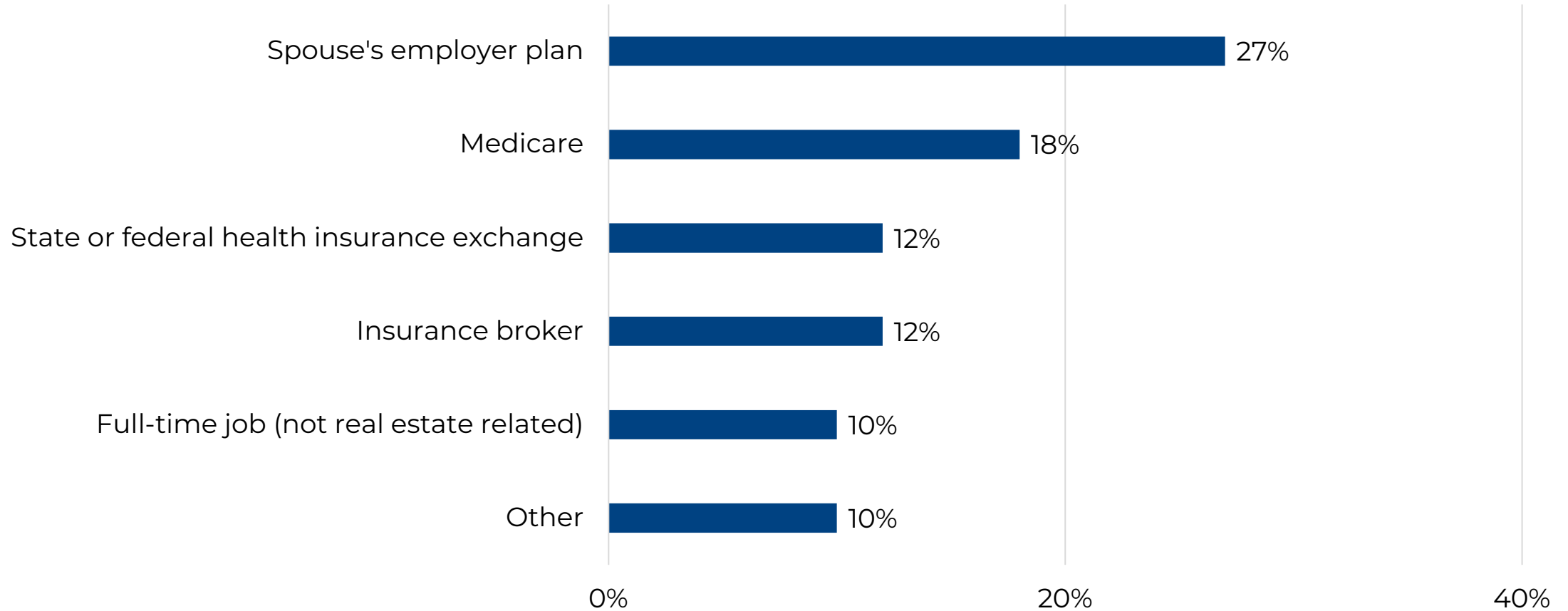
# What type of health insurance do you have?



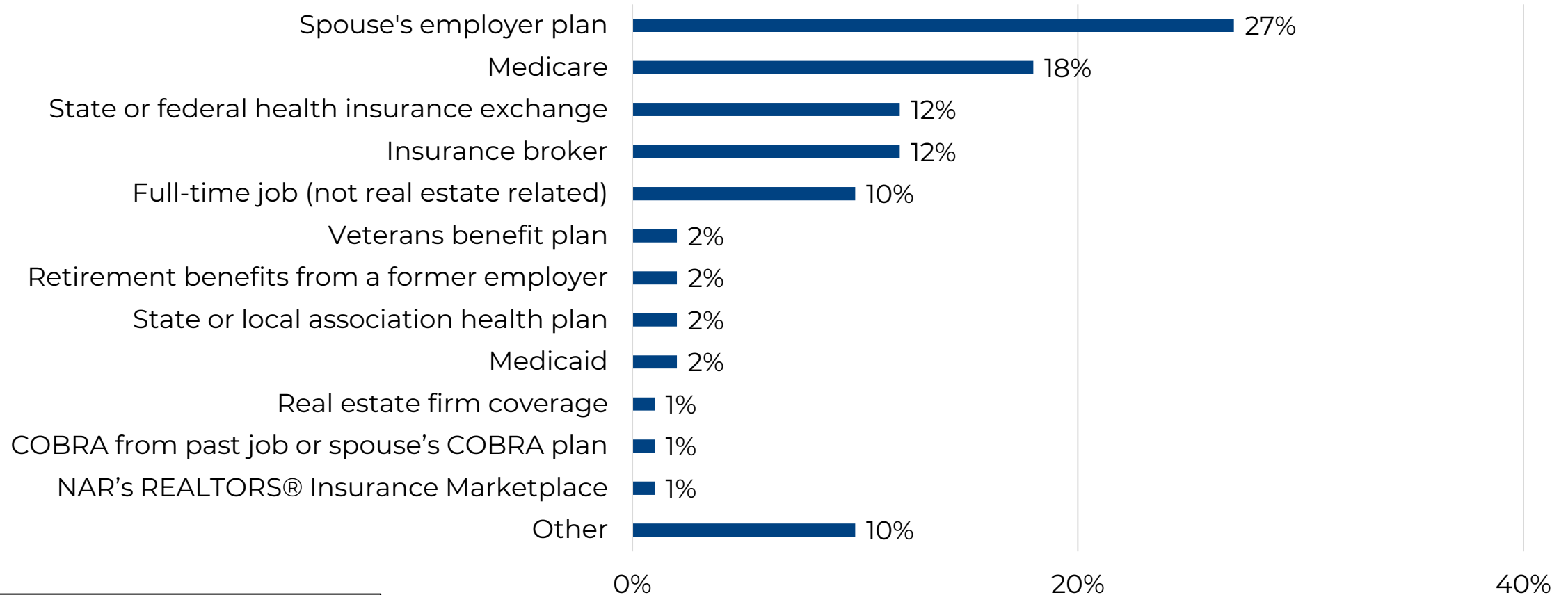
**Median:** 2 Adults, 1 Children



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



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



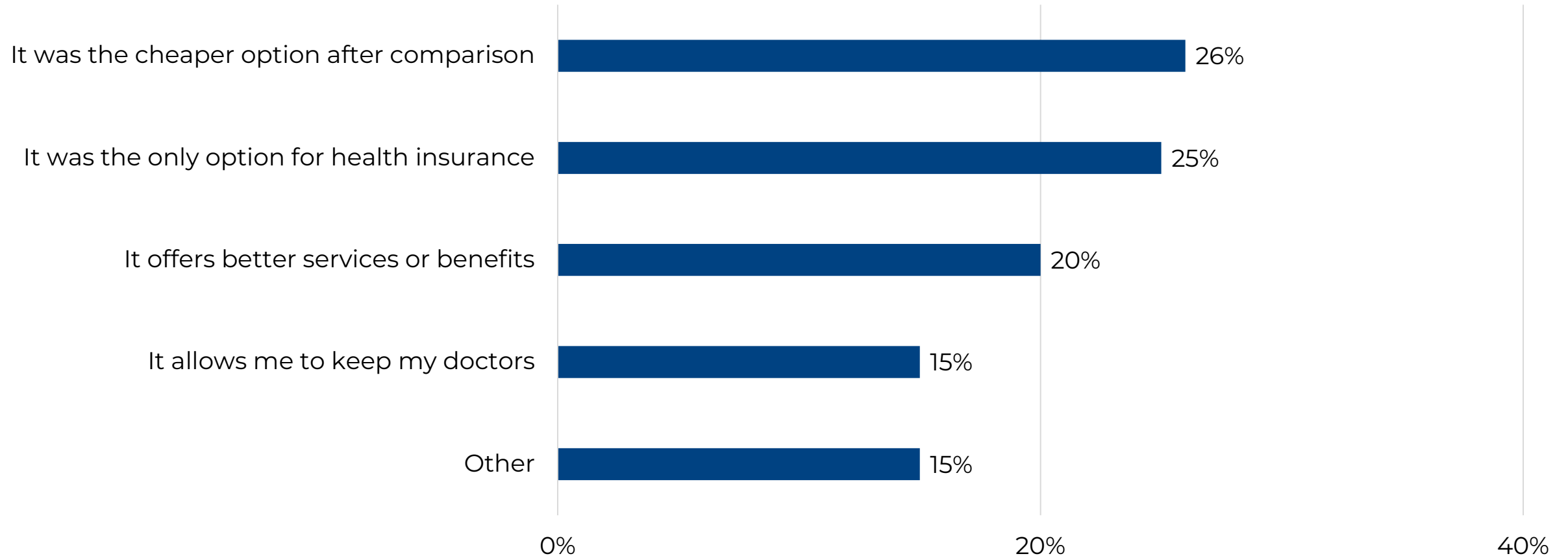
**Other includes:** AARP, Affordable Care Act, Christian Healthcare Ministries/Church, direct from carrier, and Health Share

# Additional Feedback on Difficulty Obtaining Health Insurance

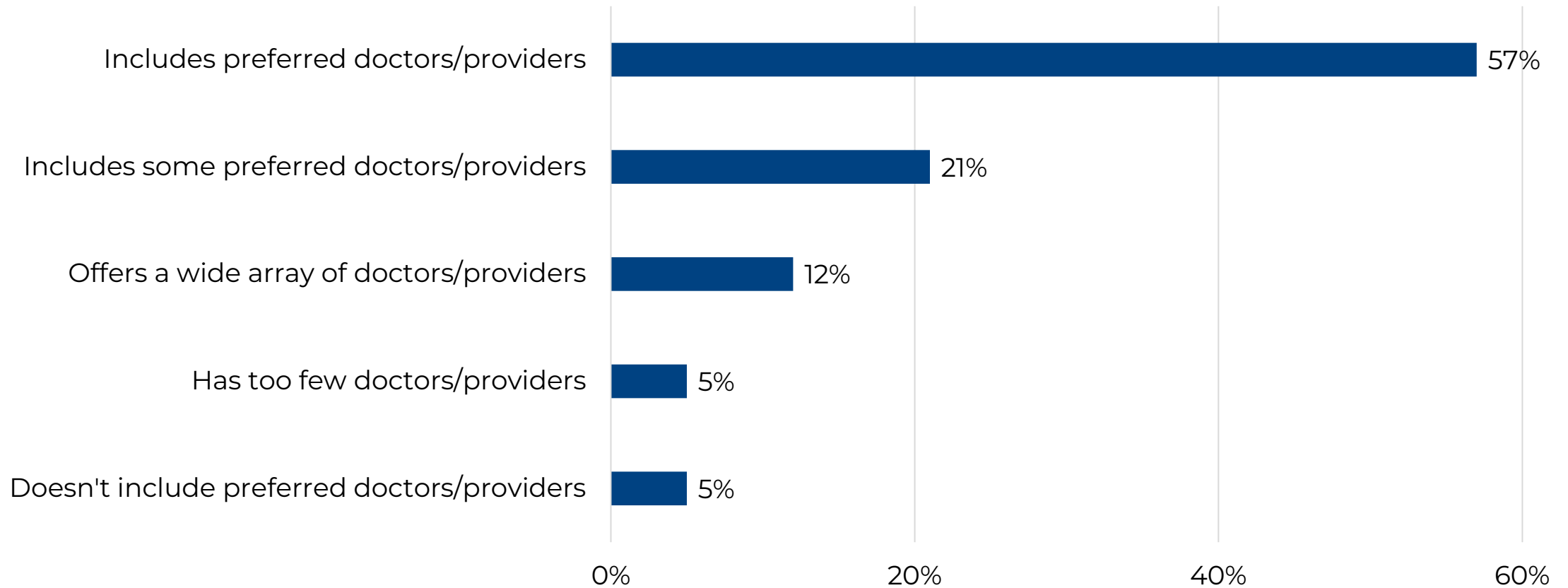
The comments/sentiments repeated most often were:

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

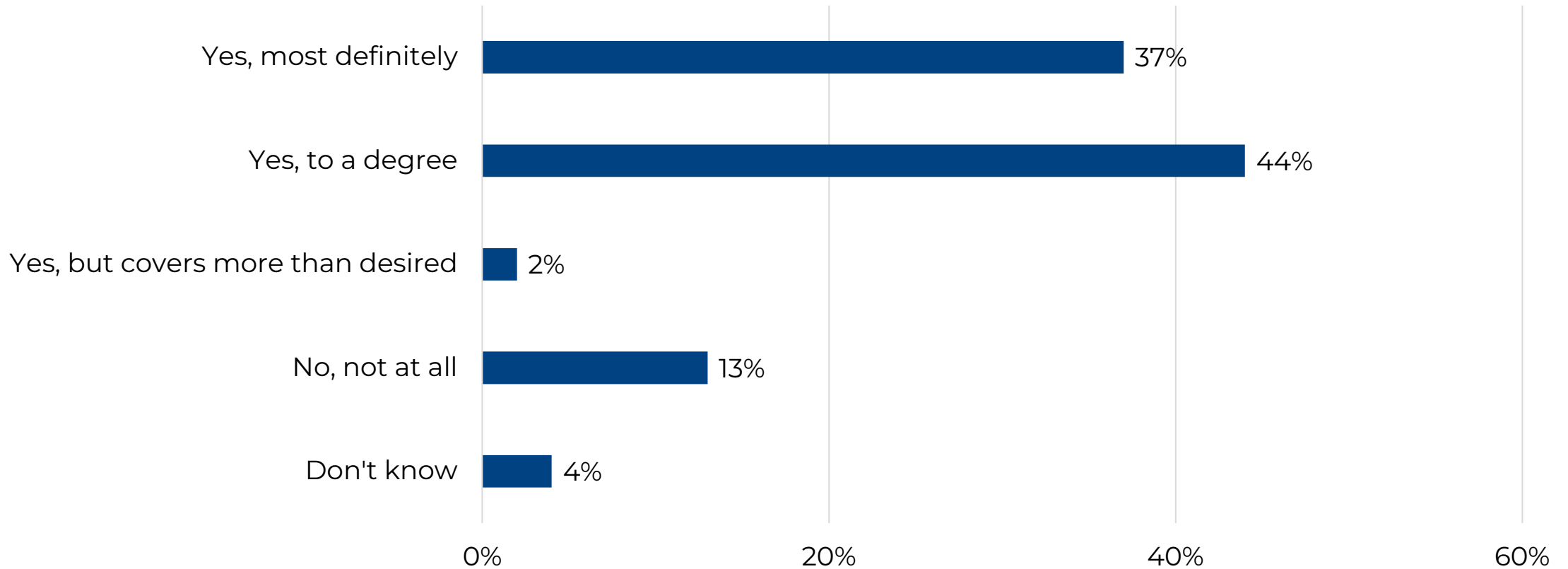
# What is the main reason you chose your primary health insurance provider?



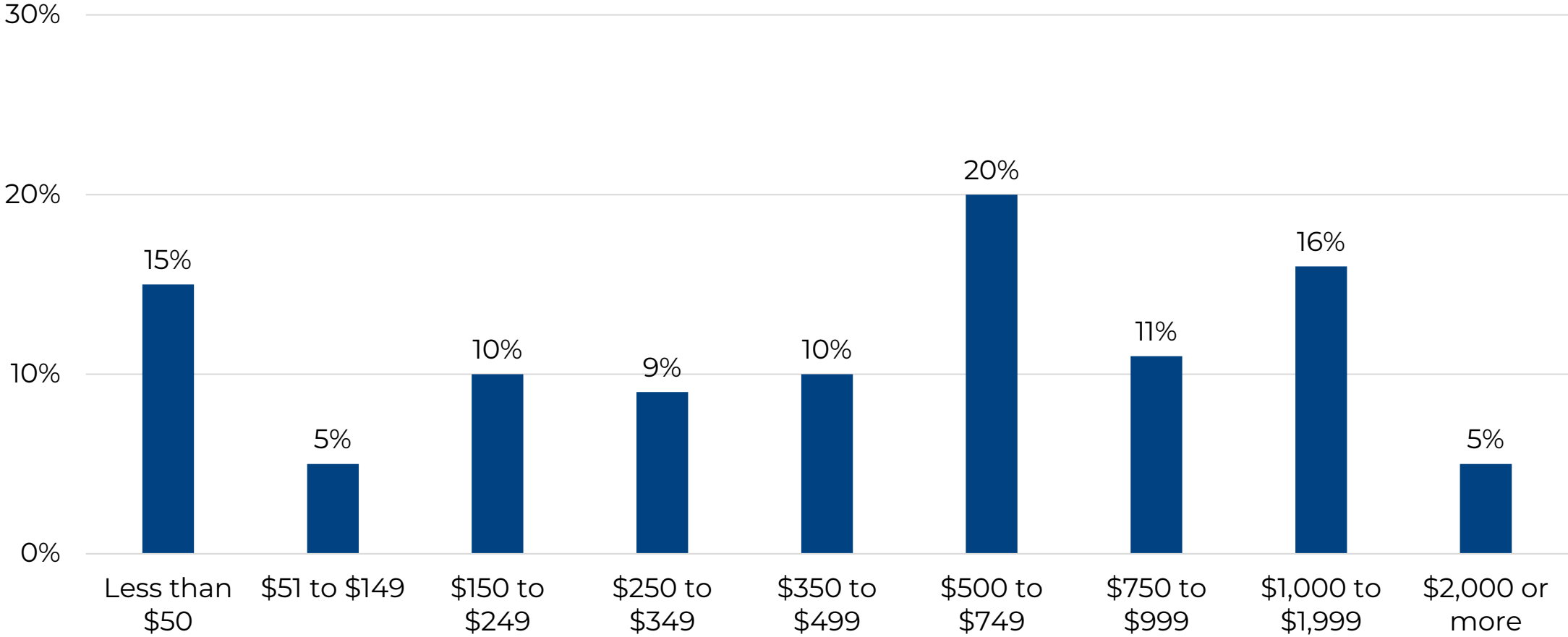
# My primary health insurance plan:



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



# Cost of monthly premiums:

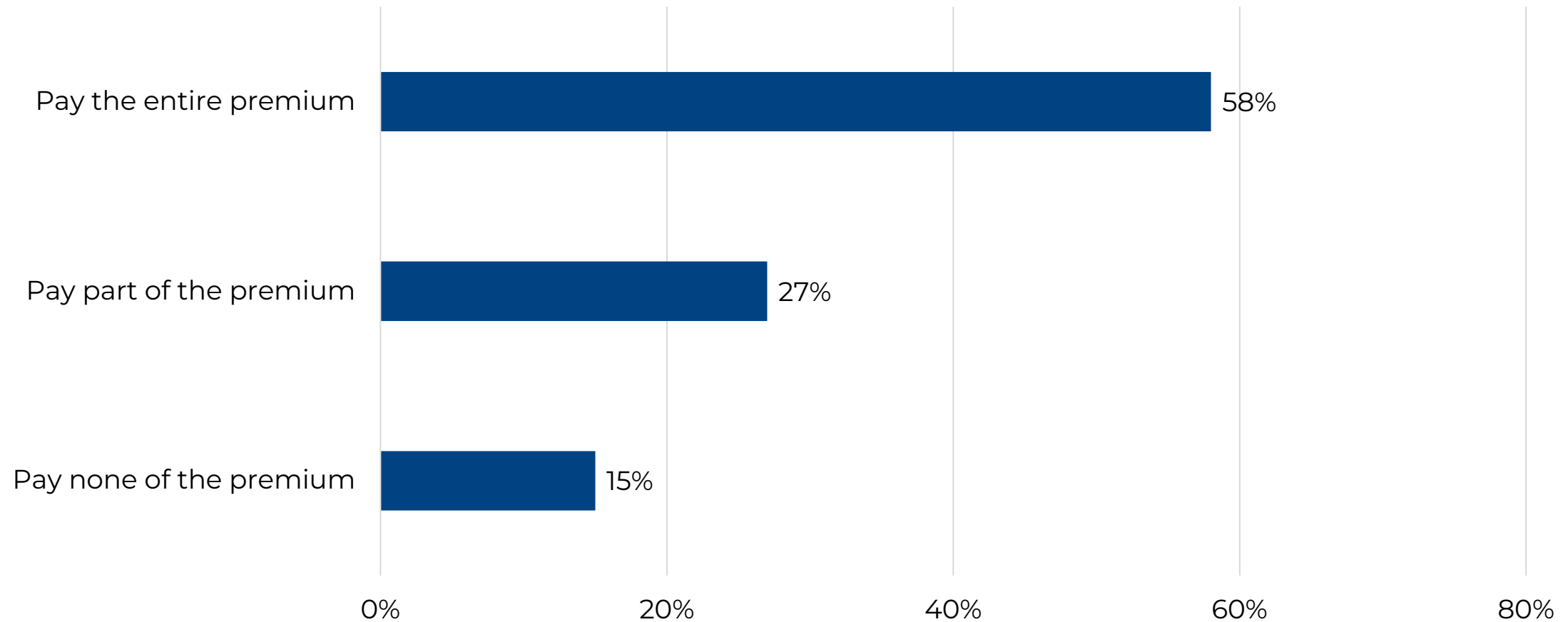


**Median: \$500.00**

Source: 2023 NAR Health Insurance Survey

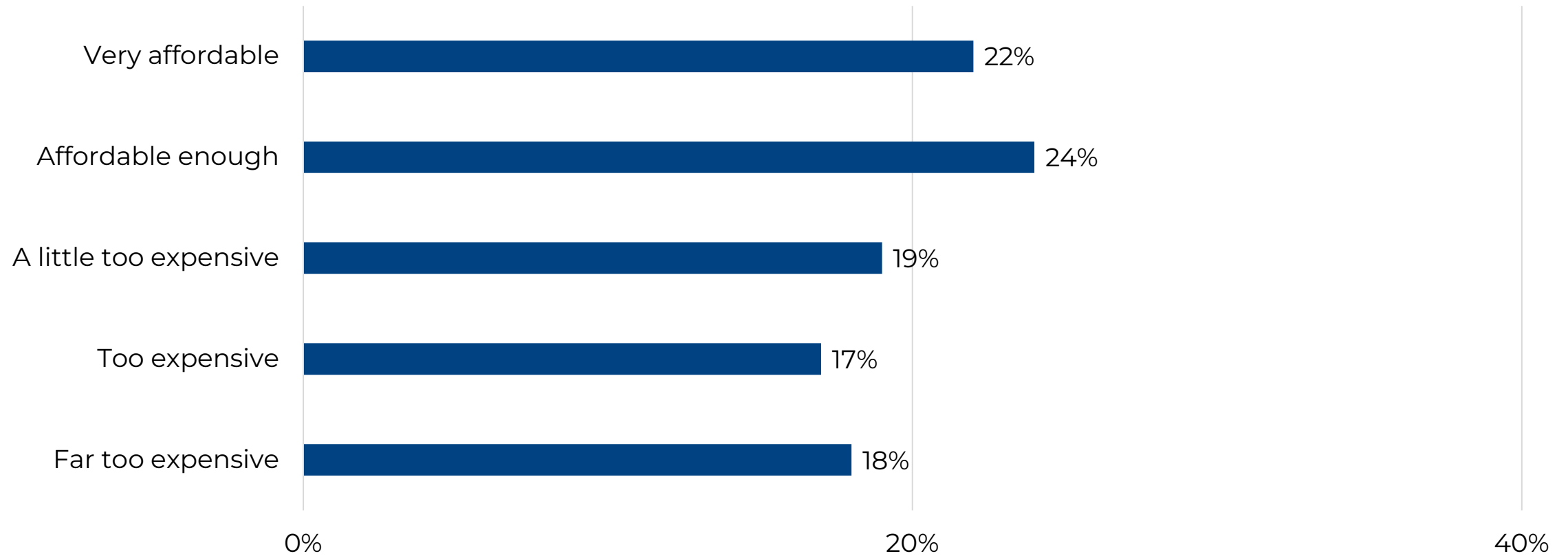


# What portion of the total premium for your health insurance coverage do you pay?

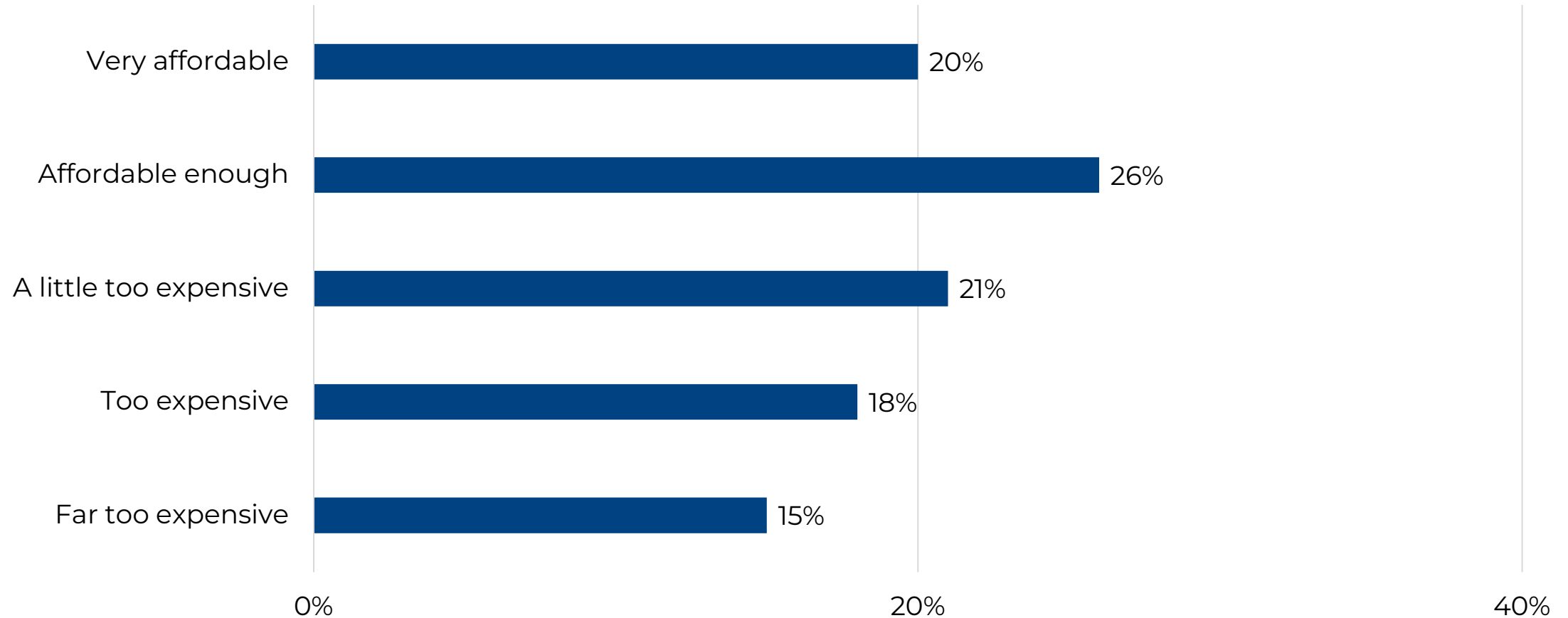




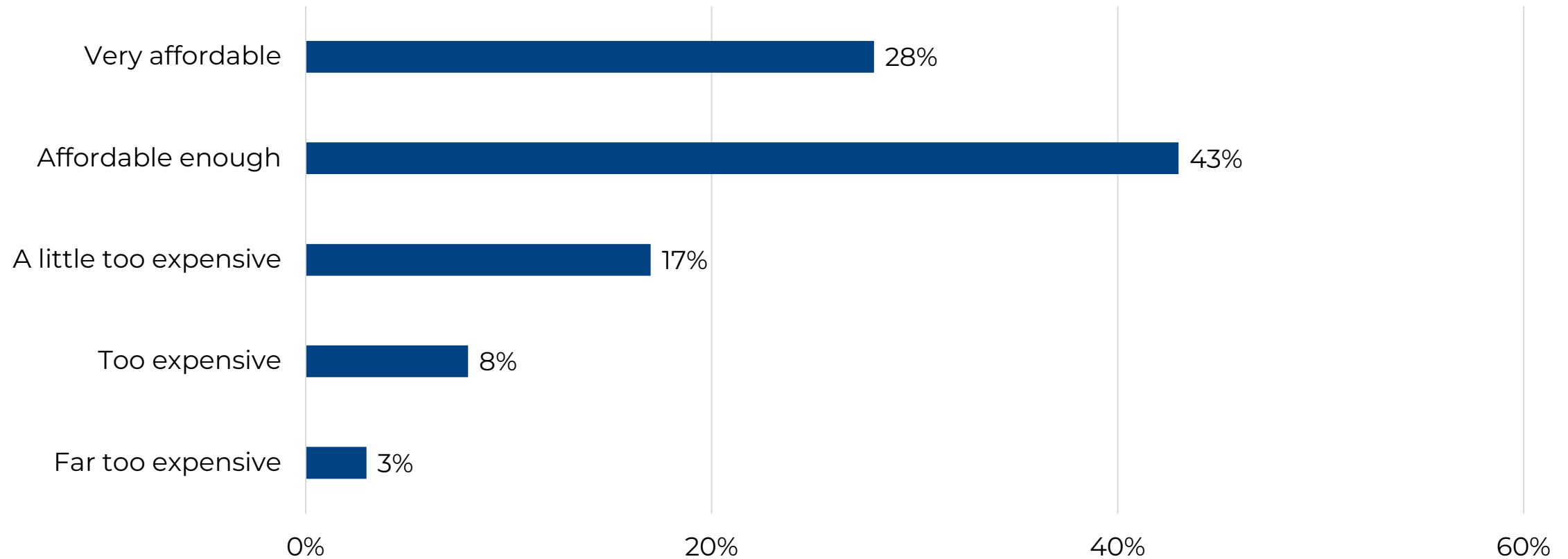
# How do you feel about your monthly premiums?



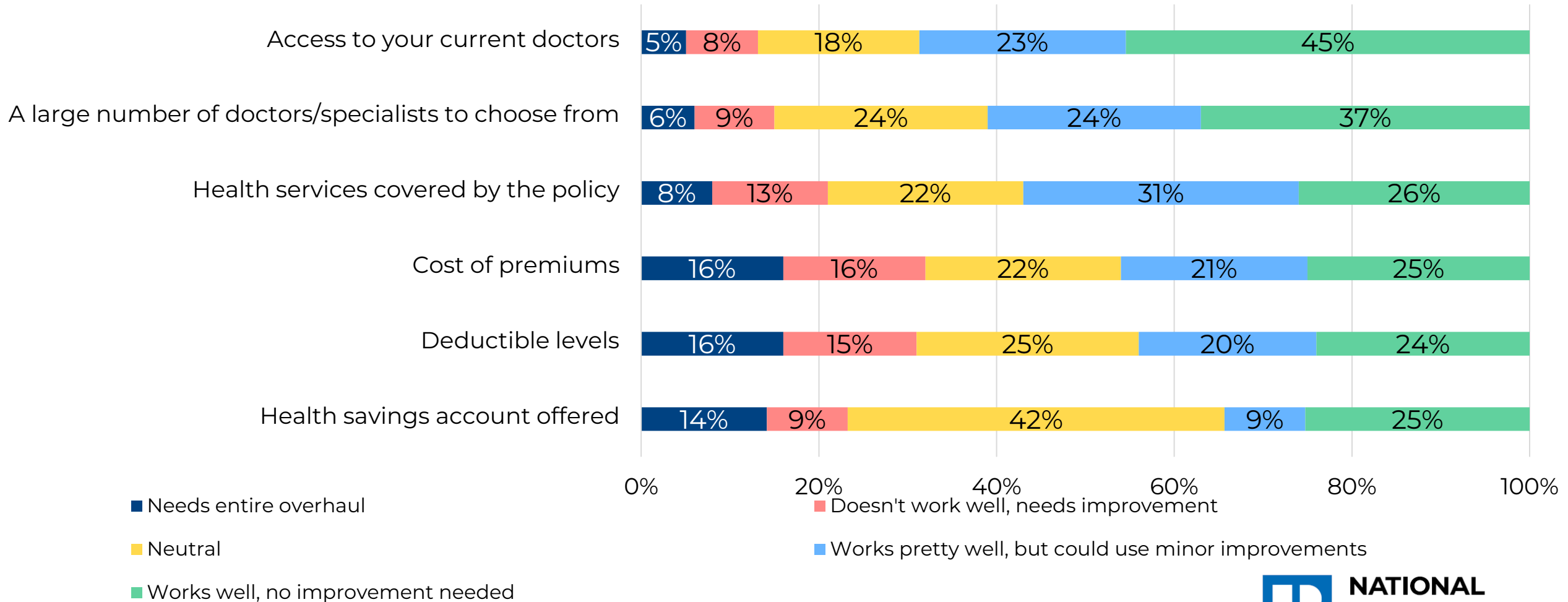
# Is your deductible (i.e. the amount you must pay out of pocket before your plan picks up all costs):



# 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?

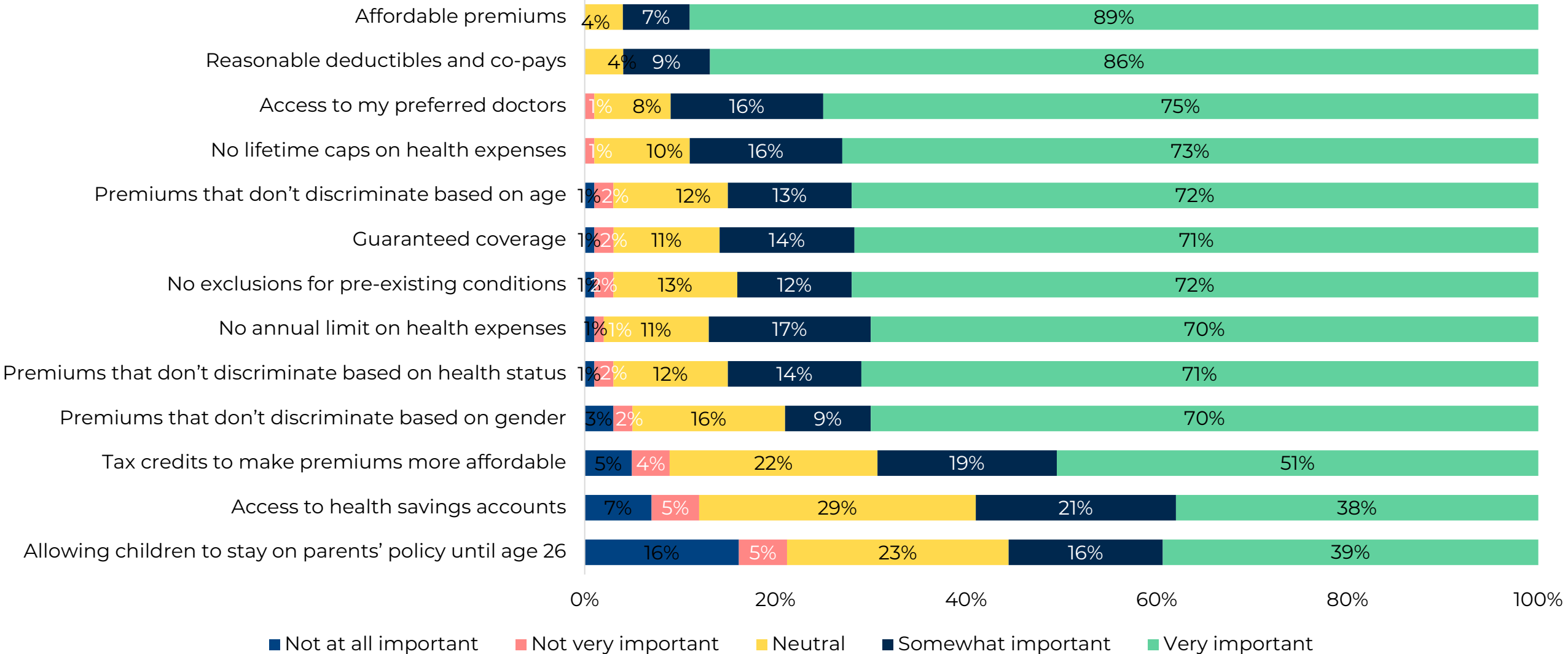


# Additional Feedback on Current Health Insurance:

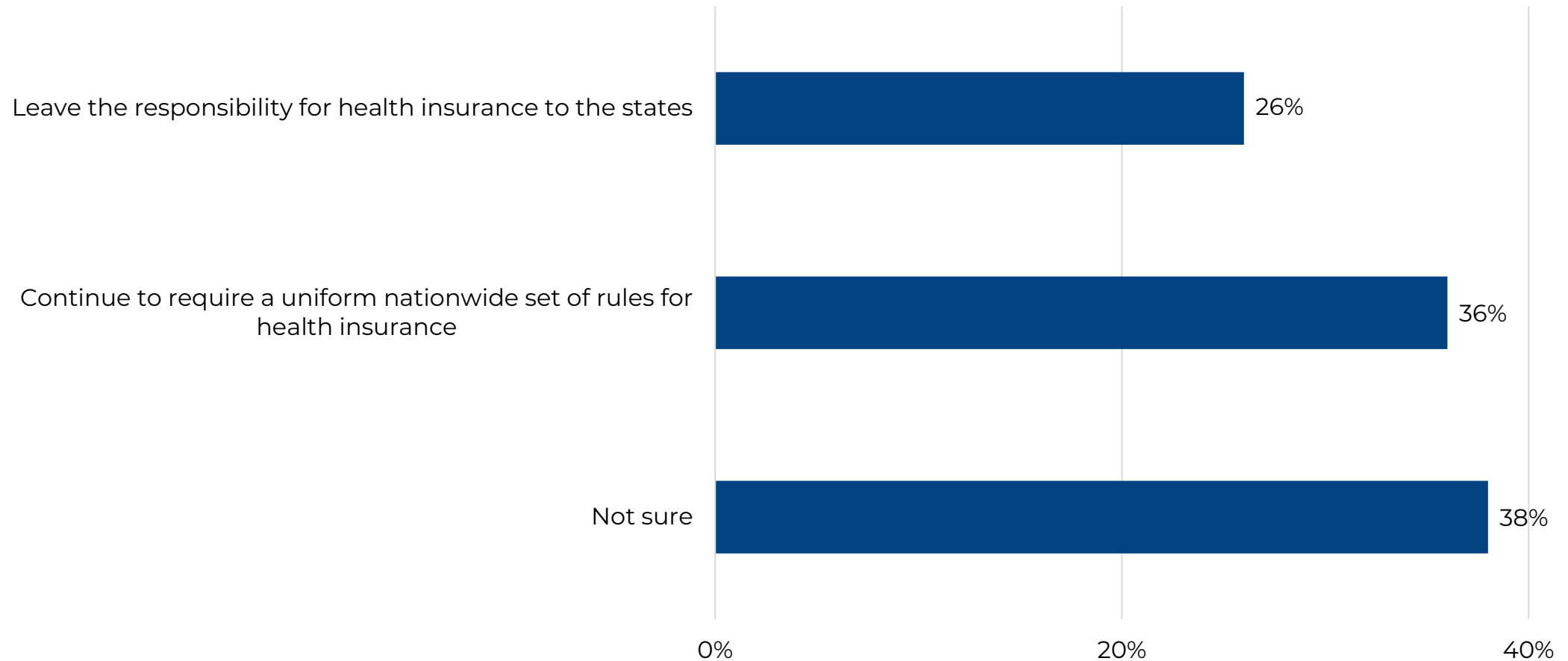
The comments/sentiments repeated most often were:

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

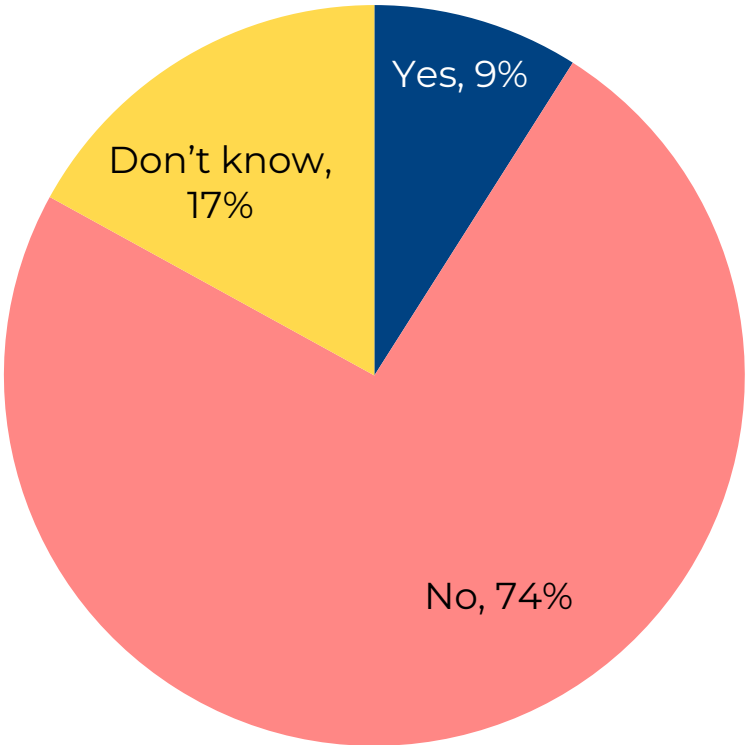
# What are your top priorities related to health insurance coverage?



# 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?



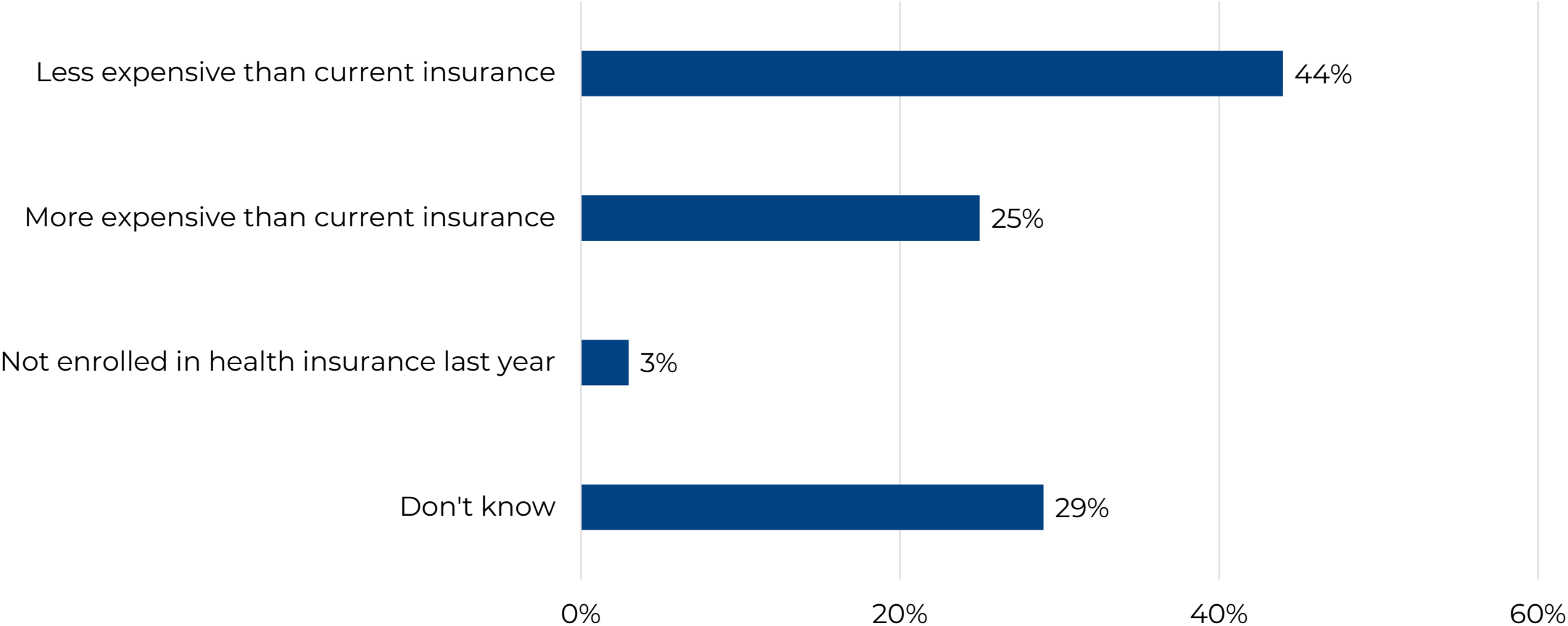


# Additional Feedback on Health Policy Priorities:

The comments/sentiments repeated most often were:

- Affordability
- Accessibility of healthcare for all U.S. citizens
- Separate government from the health insurance industry

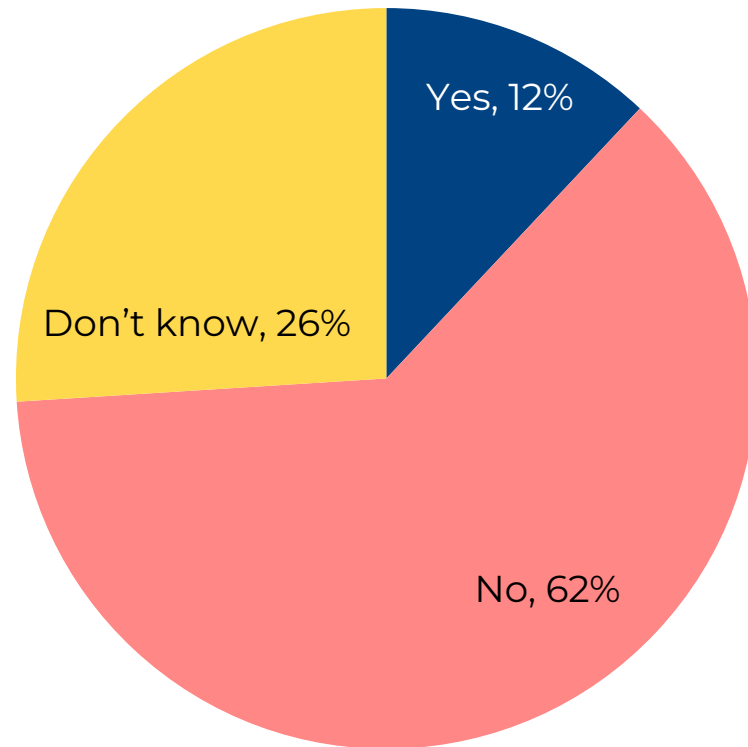
# If you were enrolled in health insurance last year, was that past health insurance:



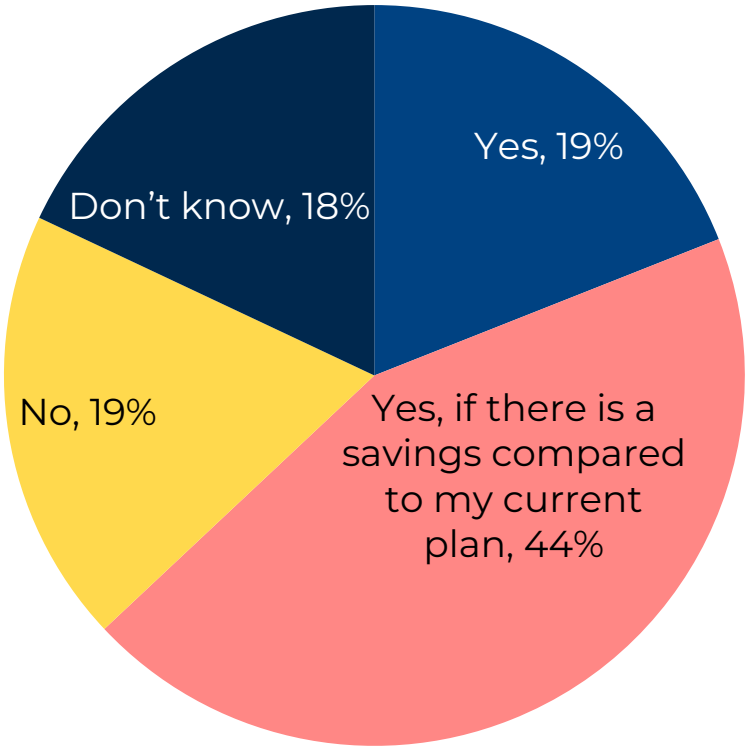
Source: 2023 NAR Health Insurance Survey



# If you had health insurance in 2022, did you qualify for the government subsidy or tax credit in 2022 that reduced the cost of your insurance premiums?

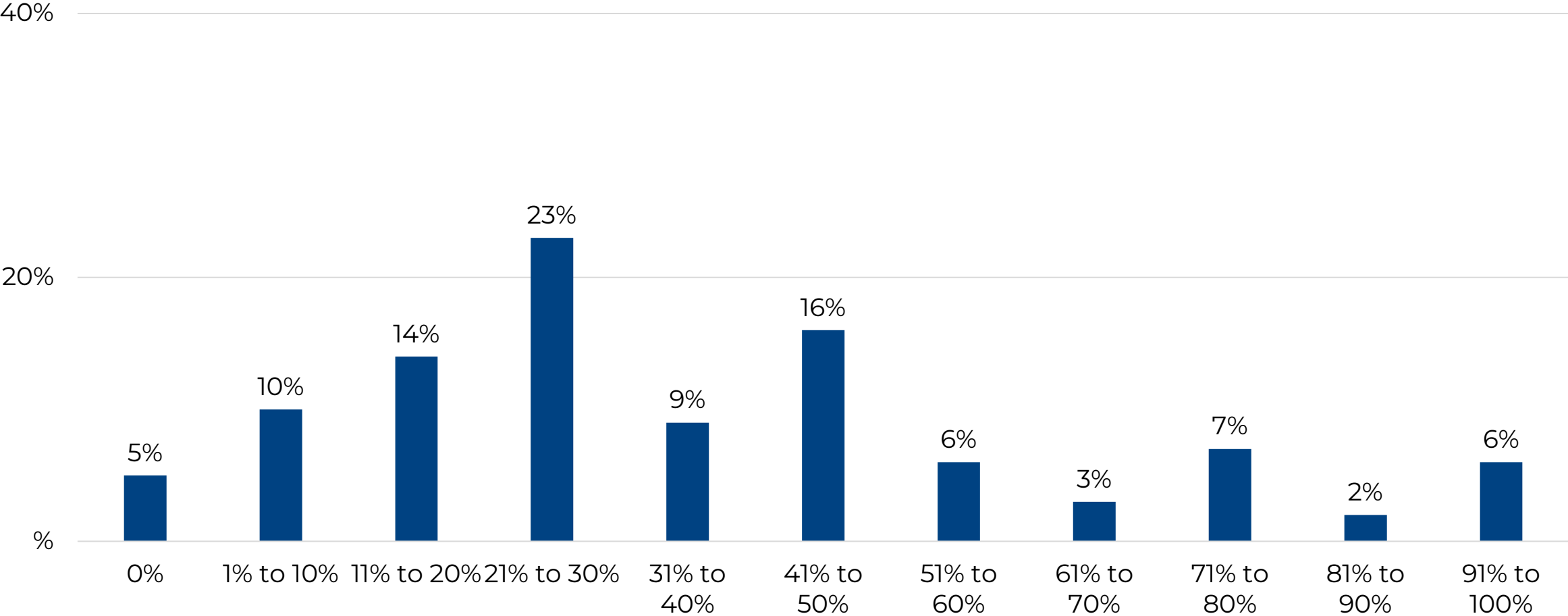


# If a REALTOR® association health plan were offered with equally comprehensive benefits as your current plan, would you join it and you leave your current health insurance plan?



Source: 2023 NAR Health Insurance Survey

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



Median: 30%

Source: 2023 NAR Health Insurance Survey

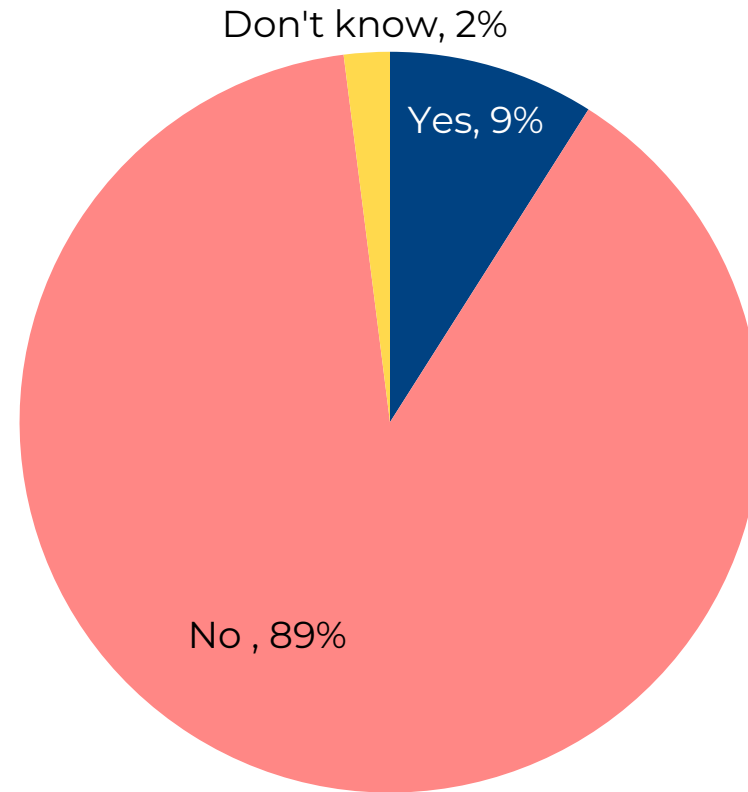


# Firm Owners with W-2 Employees

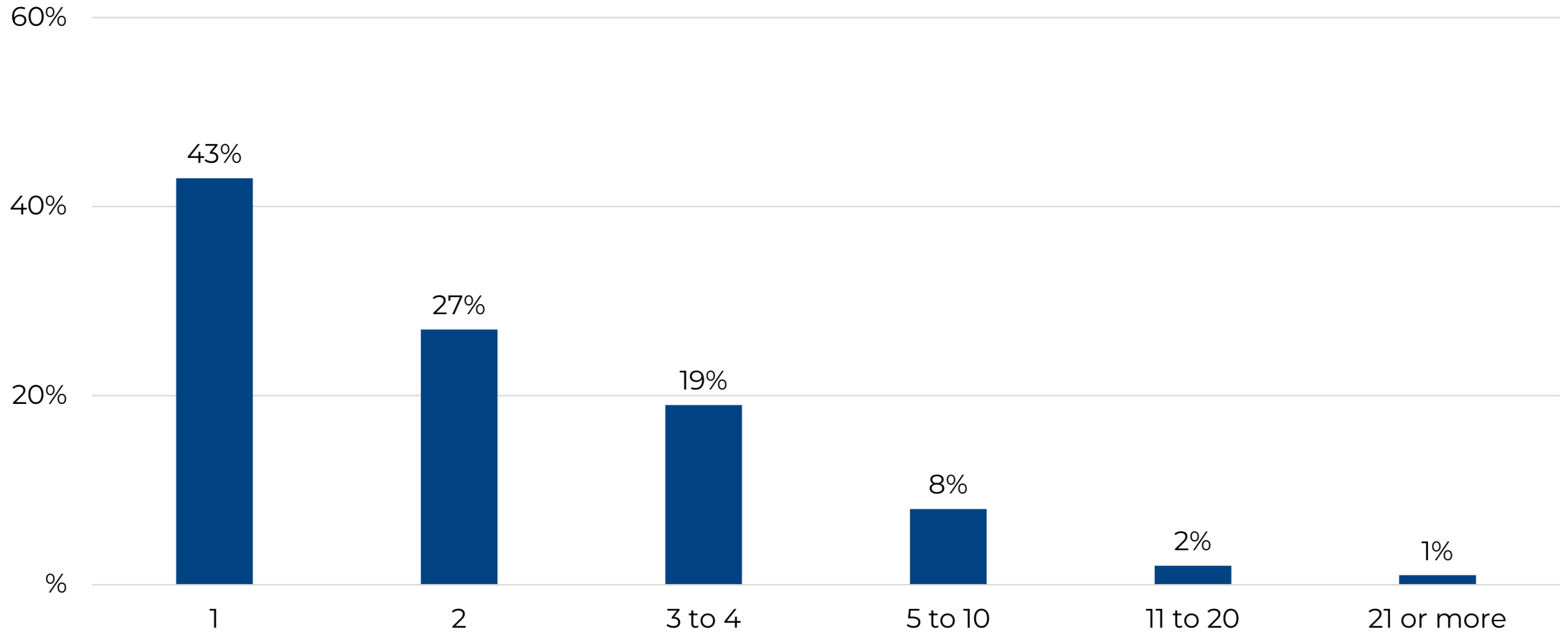
Of 1,227 survey responses received, 105 (nine percent) had W-2 employees.

Of the 105 that had W-2 employees, 19 (19 percent) offer health insurance.

# Do you have W-2 employees?



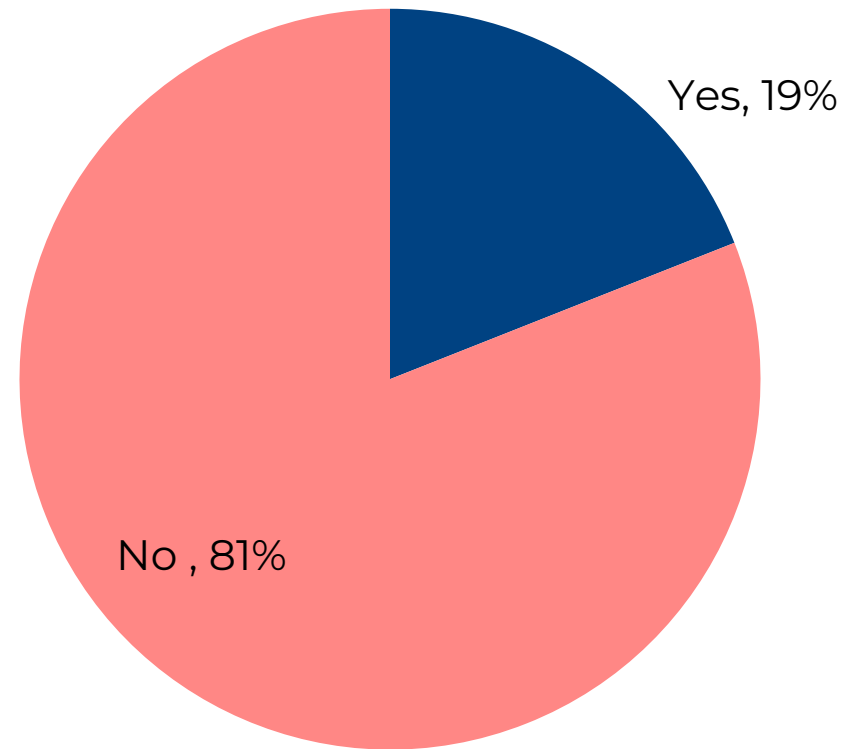
# Number of W-2 Employees:



**Median:** 2 employees



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

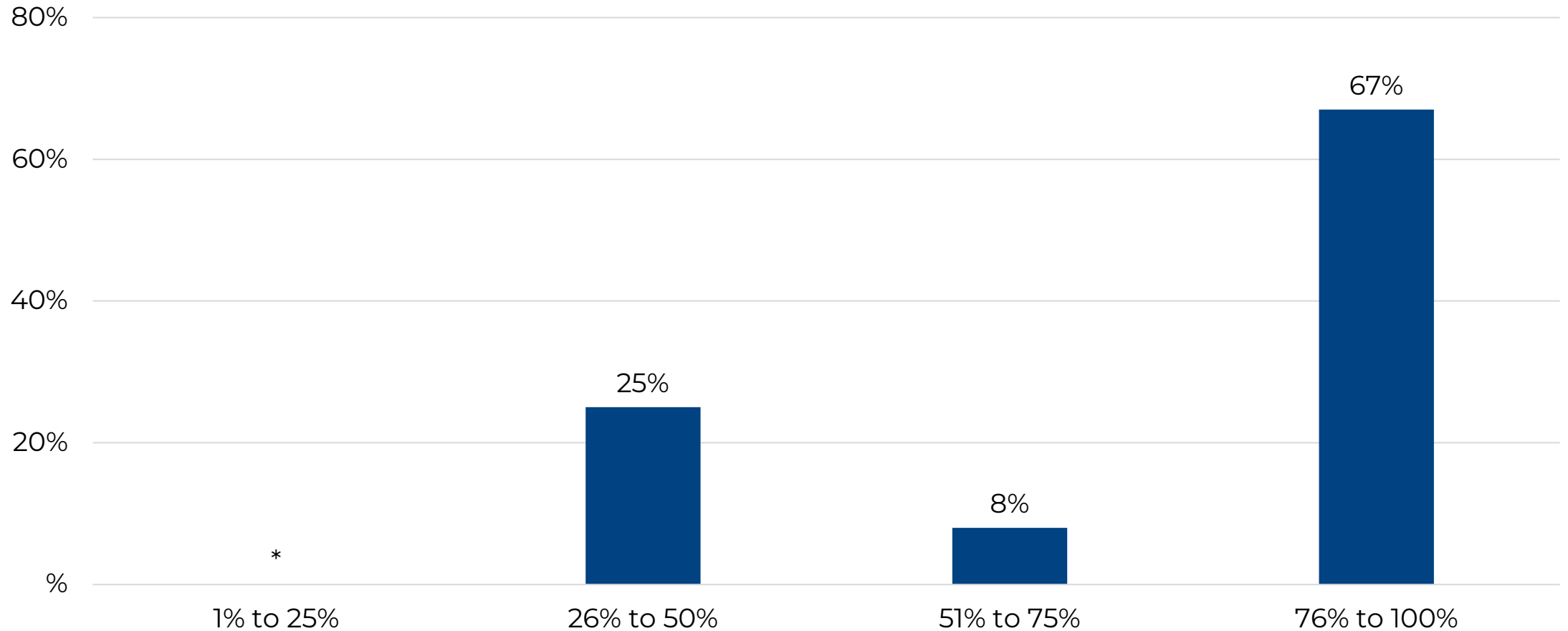


# Why do you offer health insurance coverage to your employees?

The comments/sentiments repeated most often were:

- Health insurance is a valued benefit
- Employee retention
- Necessary to remain competitive
- Employees need health insurance

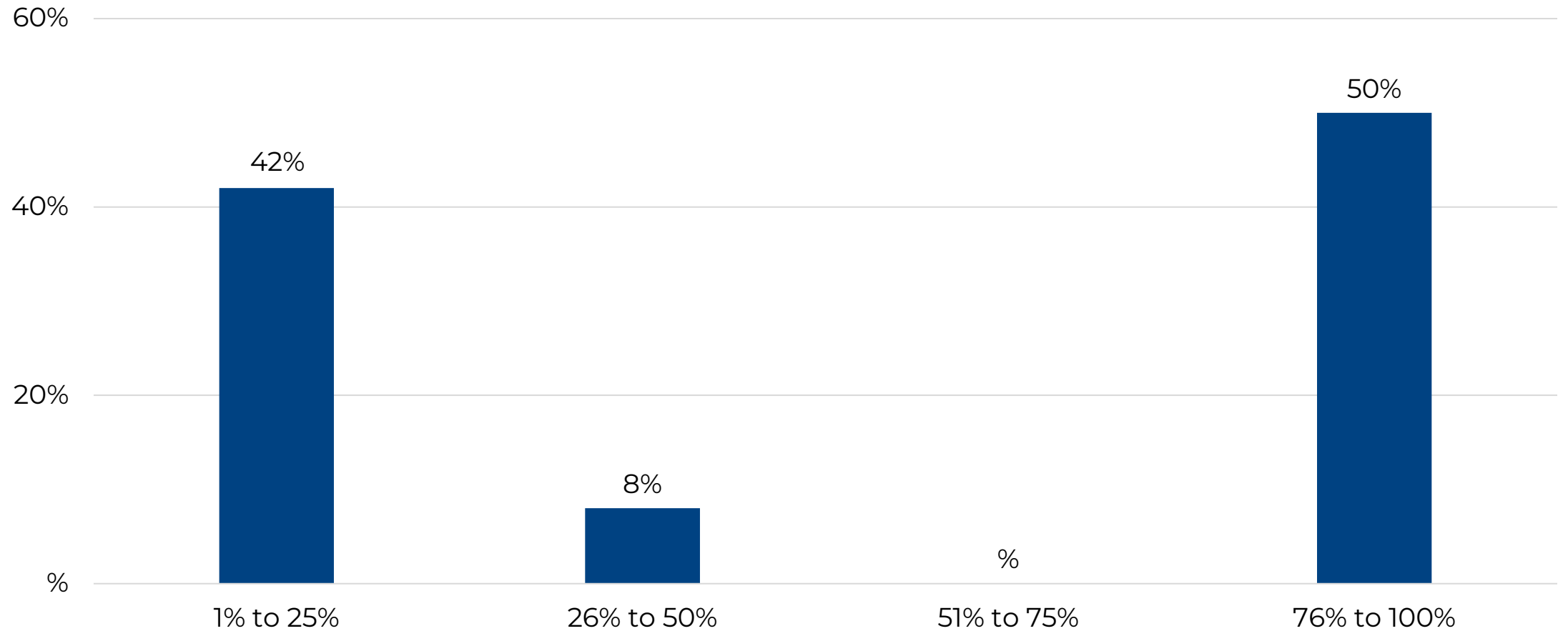
# What percentage of the total premium do you pay for W-2 employees?



**Median:** 100%

\*- Less than 1%

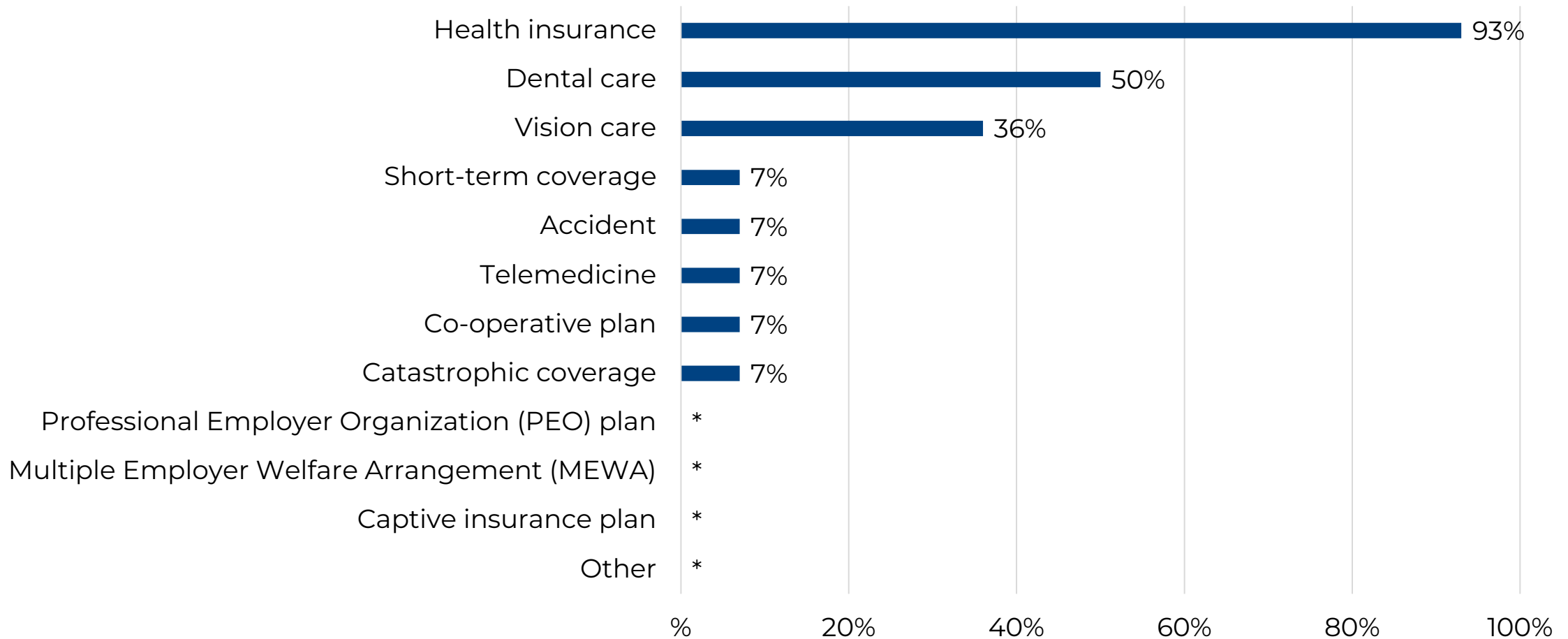
# What percentage of the total premium do you pay for dependents?



**Median: 55%**

*\*- Less than 1%*

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



\*- Less than 1%

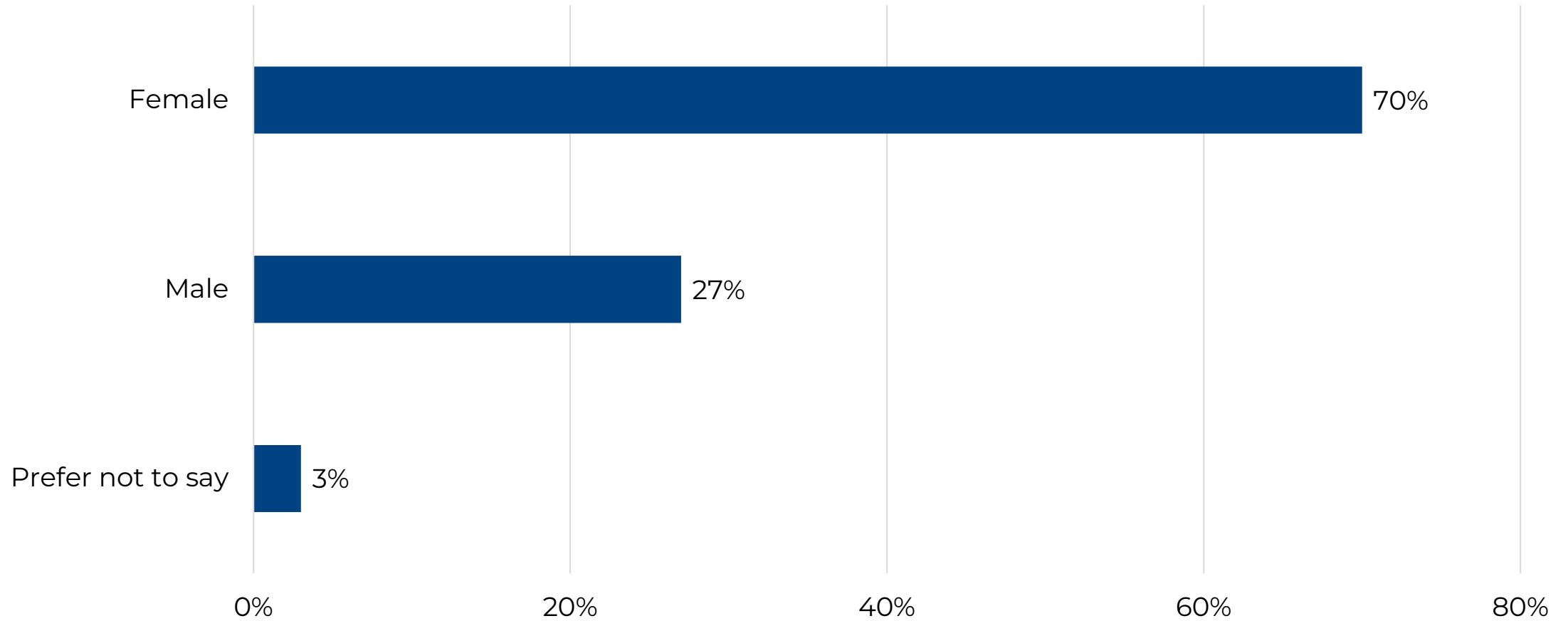
# Additional Feedback on the Overall Survey

The comments/sentiments repeated most often were:

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

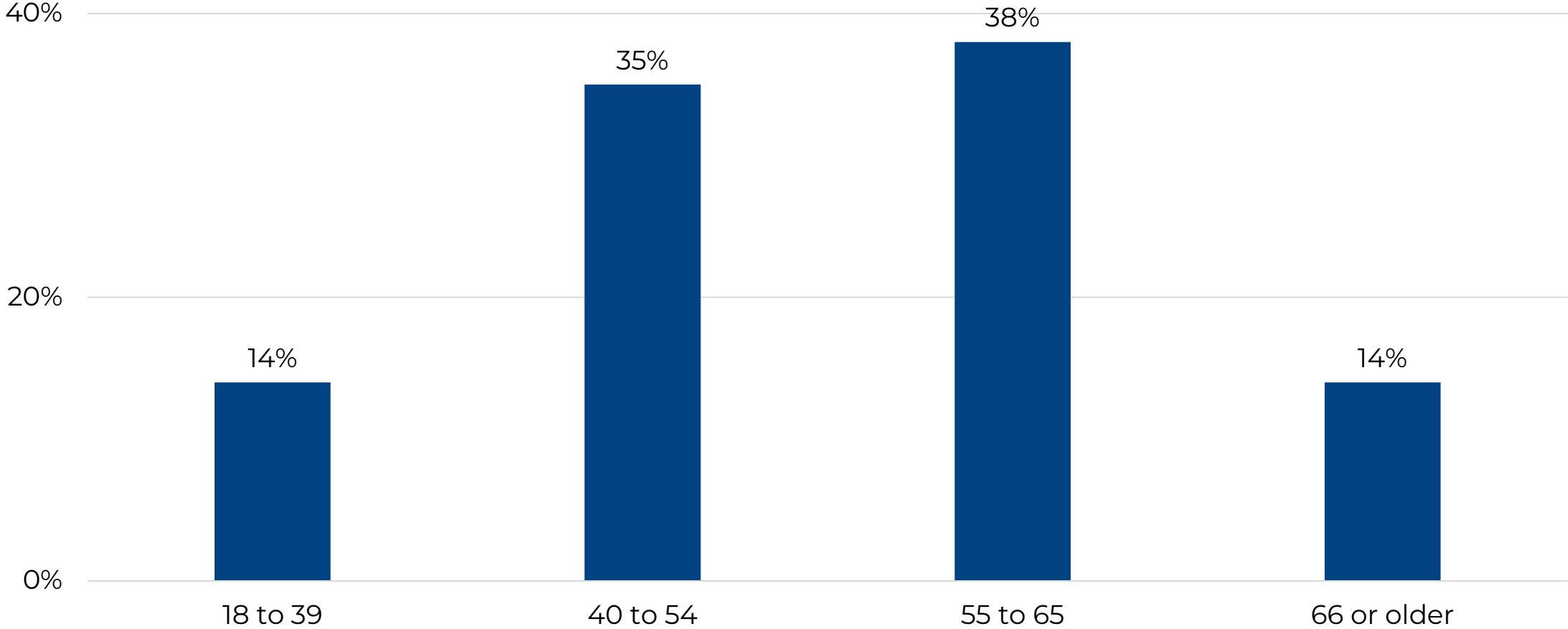
# Demographics of Respondents

# Gender of respondents:





# Age of respondents:

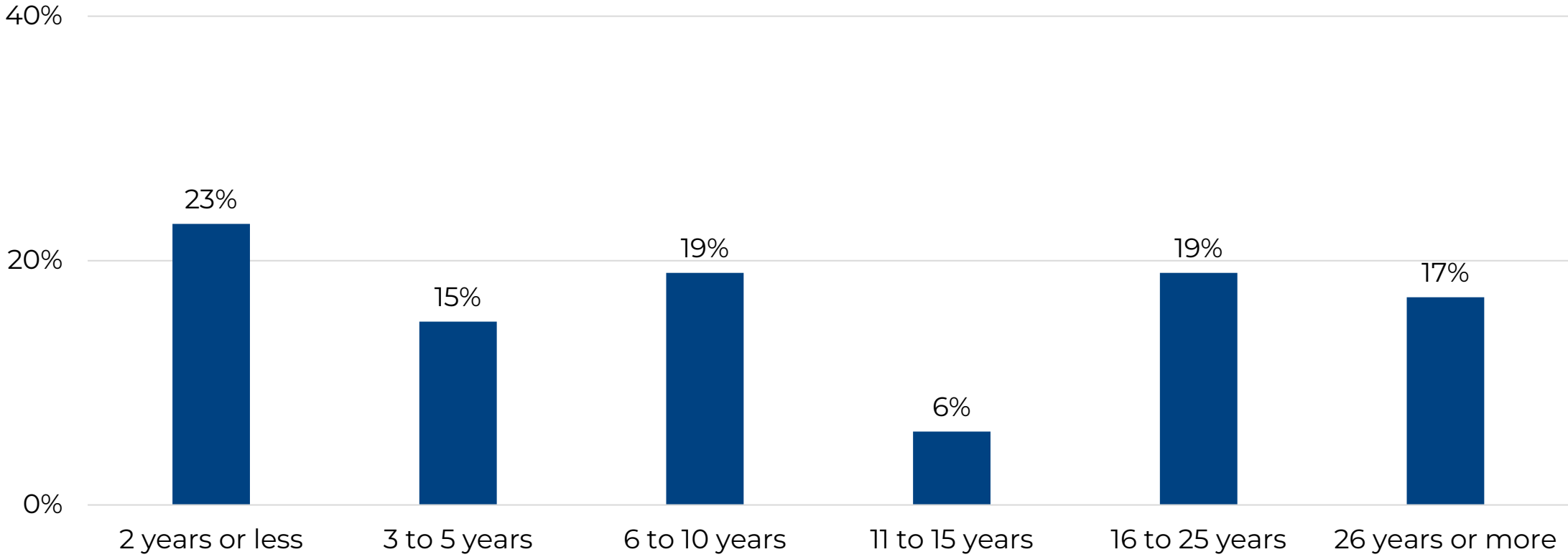


**Median:** 55 years

Source: 2023 NAR Health Insurance Survey



# Years of experience of respondents:

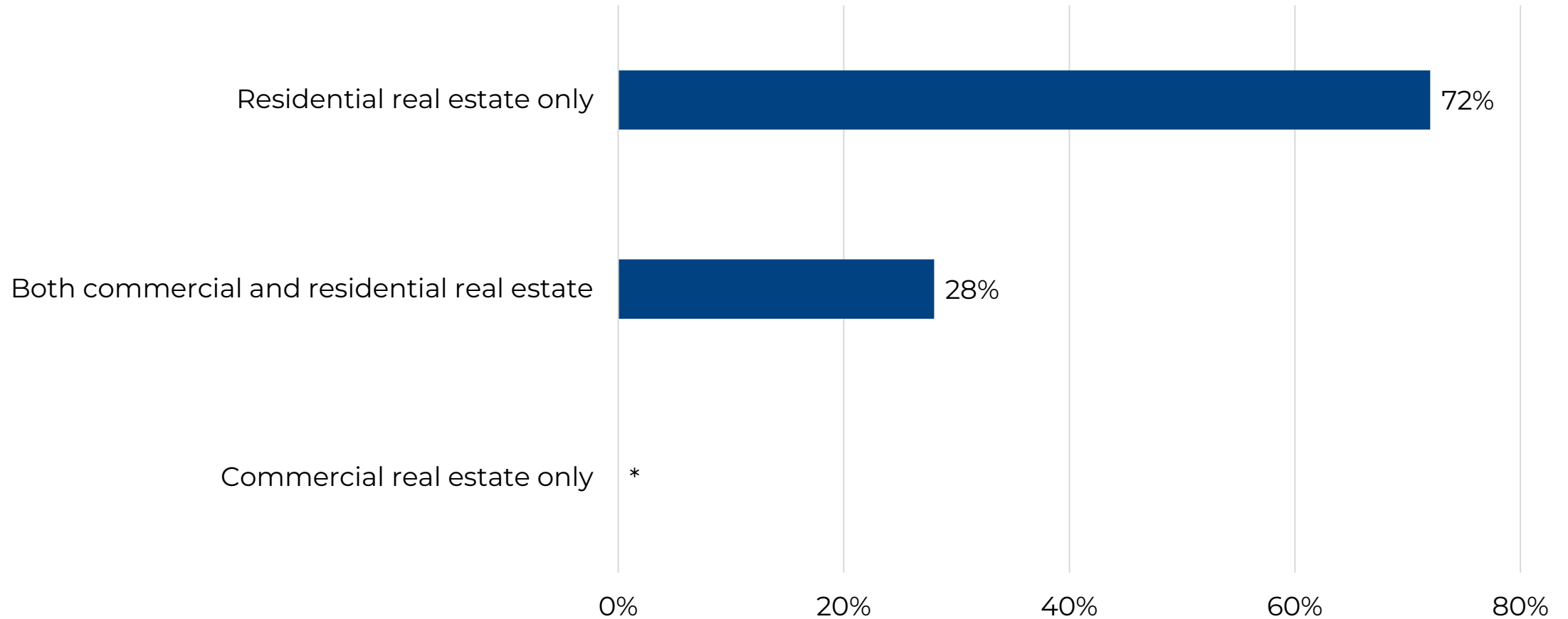


**Median:** 8 years

Source: 2023 NAR Health Insurance Survey

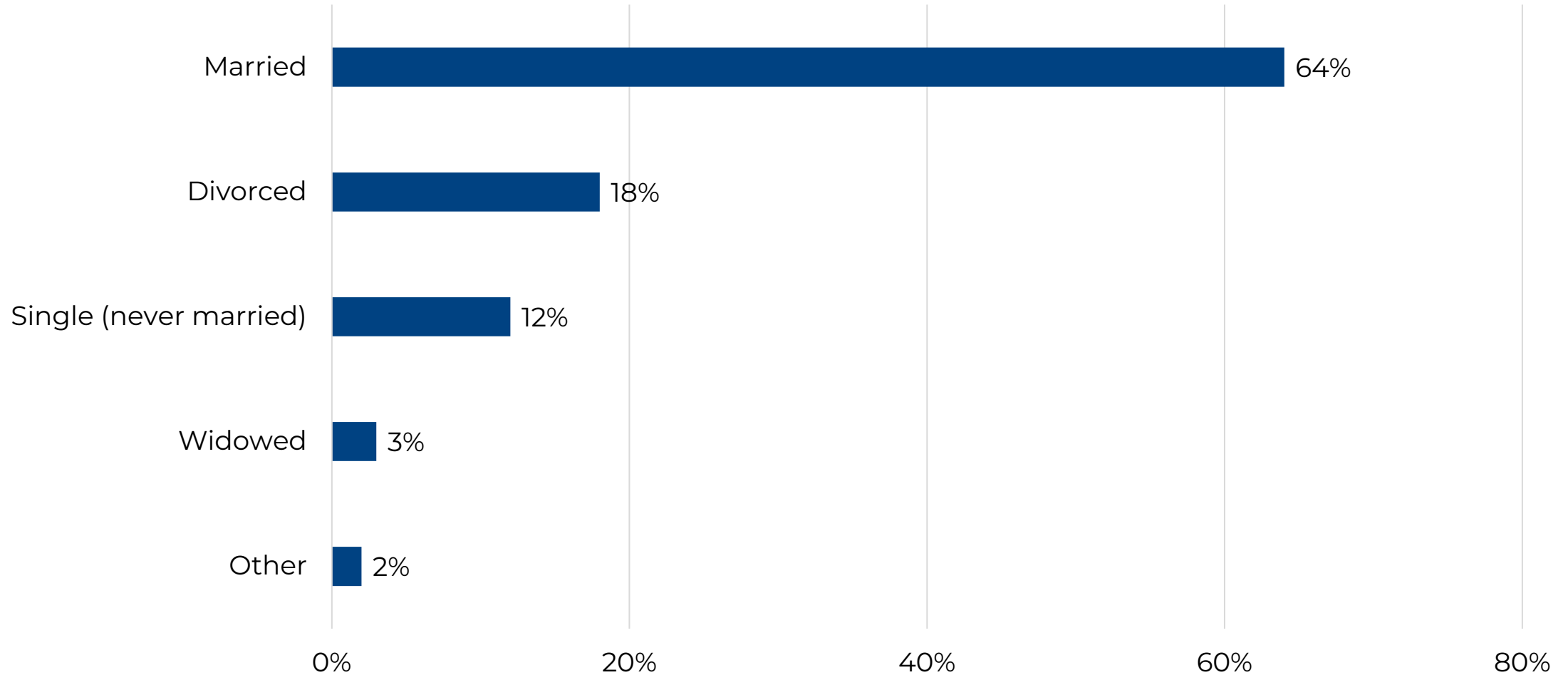


# Practice specialty of respondents:

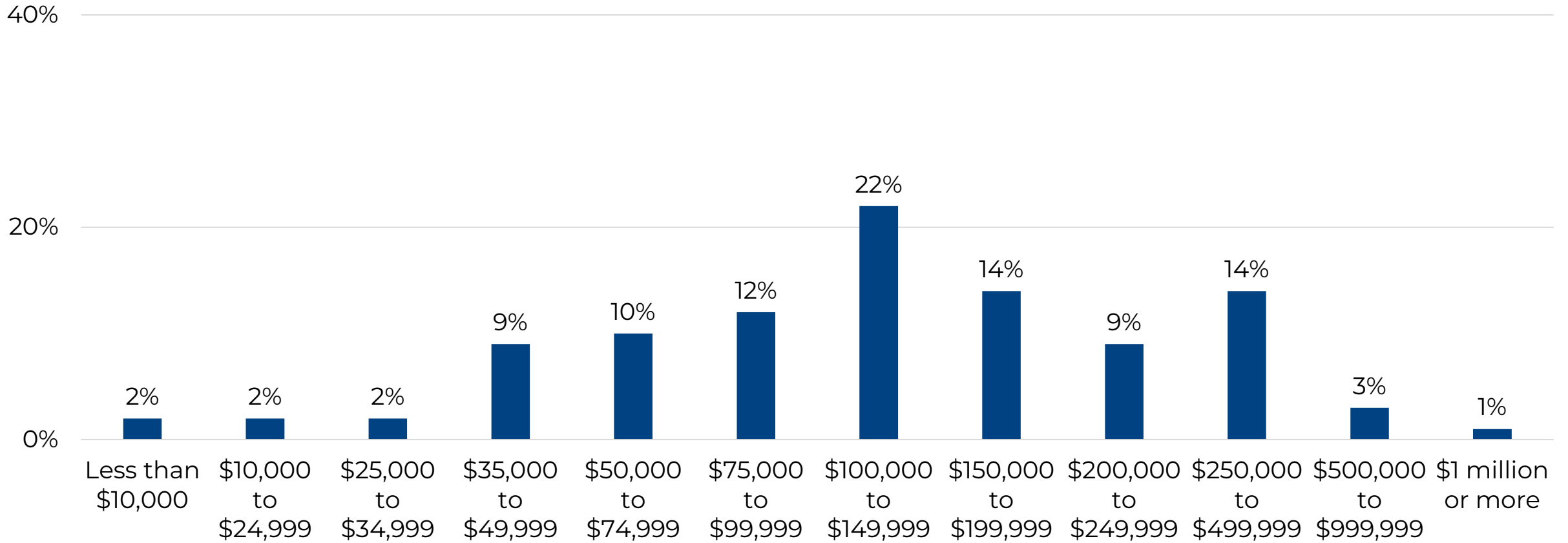


\*- Less than 1%

# Marital status of respondents:



# HOUSEHOLD INCOME in 2022 from all sources (household income before taxes and deductions):

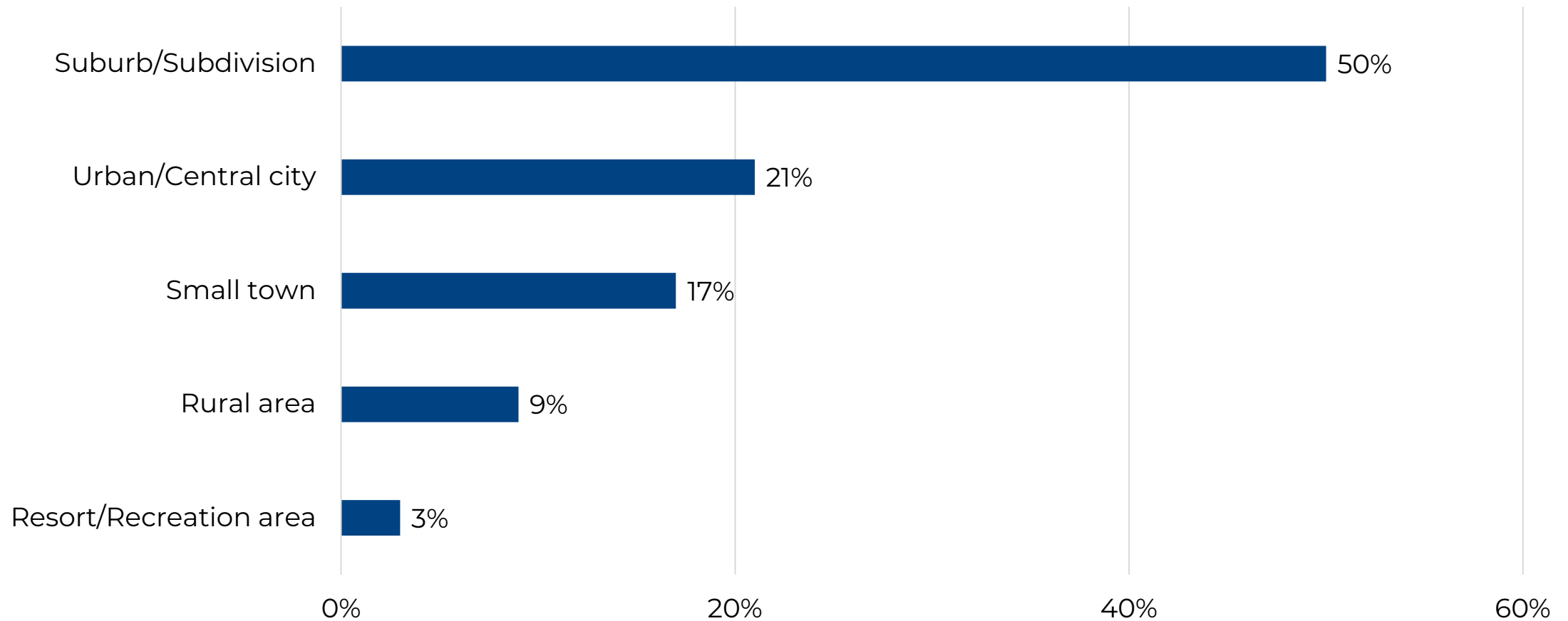


**Median:** \$129,800

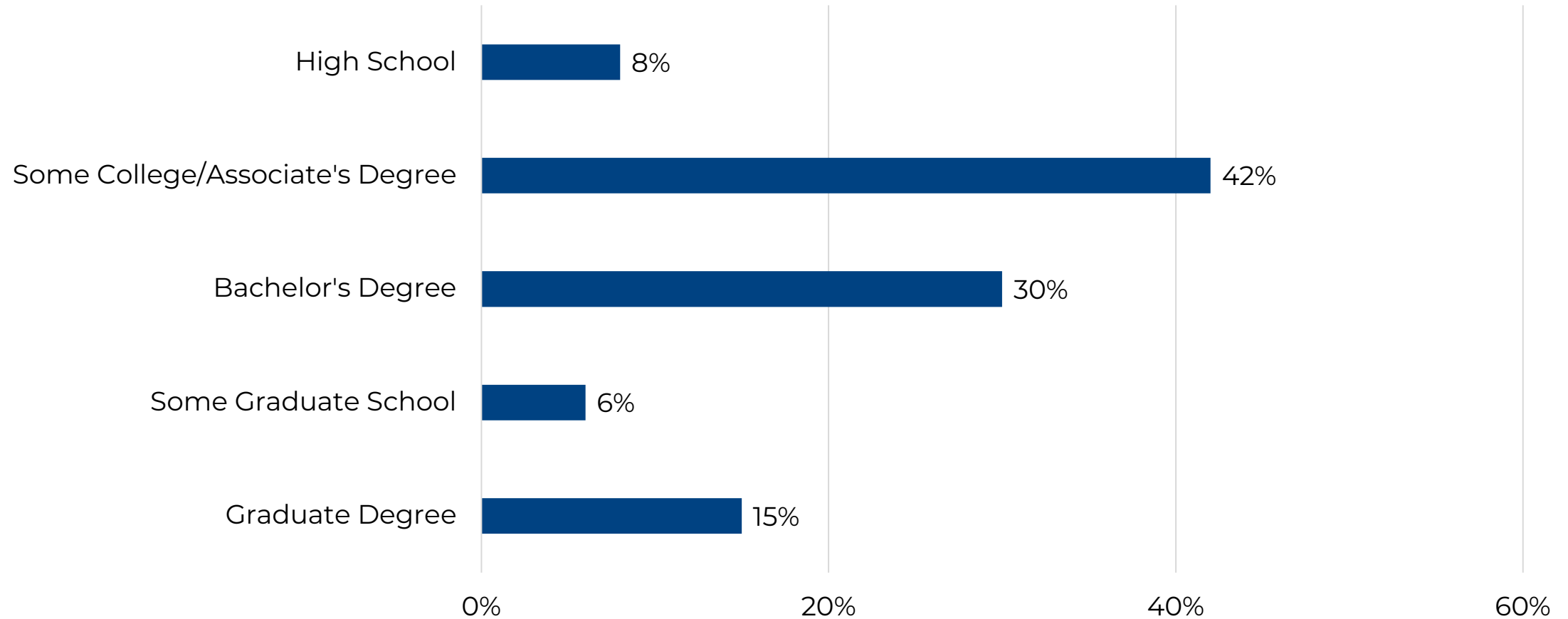
Source: 2023 NAR Health Insurance Survey



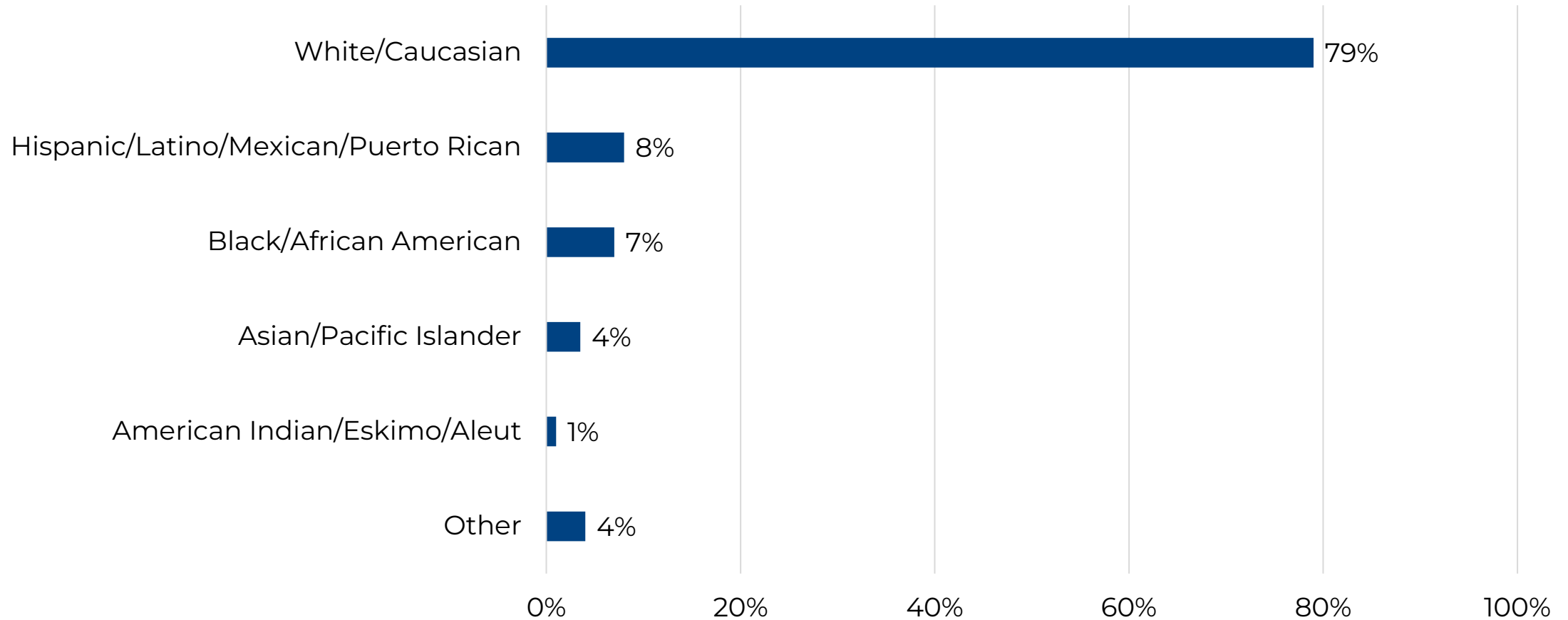
# Location of practice of respondents:



# Education of respondents:



# Race and ethnicity of respondents:





## **NATIONAL ASSOCIATION OF REALTORS®**

The National Association of REALTORS® is America's largest trade association, representing more than 1.5 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**

The Mission of the NATIONAL ASSOCIATION OF REALTORS® Research Group is to produce timely, data-driven market analysis and authoritative business intelligence to serve members, and inform consumers, 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](http://www.nar.realtor/research-and-statistics).

### **NATIONAL ASSOCIATION OF REALTORS®**

Research Group  
500 New Jersey Avenue, NW  
Washington, DC 20001  
202-383-1000

[data@nar.realtor](mailto:data@nar.realtor)

