



Retirement Planning & Health Care Costs

*A study from eHealth and
Retirable*

March 2024

Introduction

In retirement, personal finances and health care costs go hand in hand. A lack of preparation for one can expose you to serious risk in the other, and this is especially true for Medicare beneficiaries and seniors living on a fixed income.

As an extension of our partnership to help ensure better health and wealth outcomes for seniors, eHealth and Retirable jointly commissioned a survey of over 500 Americans ages 60 to 70 – some already retired and enrolled in Medicare, others still looking forward to retirement and Medicare.

The findings published in this report contribute to a deeper understanding of critical issues touching on financial planning and health care in retirement. We learned, for example, that health care costs are the #1 concern when it comes to retirement finances, higher even than running out of money or inflation.

We also learned that relatively few have saved anything specifically for the health care costs they will inevitably face in retirement. As a result, many are so worried about unpredictable health care costs that they are spending less and curtailing their lifestyles in retirement.

eHealth and Retirable encourage aspiring and current retirees and Medicare beneficiaries to seek out professional assistance when it comes to financial planning and making certain their Medicare coverage matches their needs, without unaffordable out-of-pocket costs.

We believe all Americans deserve the peace of mind that comes with a stress-free retirement.

Highlights

The cost of health care is the #1 financial concern in retirement: 63% cite health care costs as a top worry in retirement, ahead of running out of money (58%) and inflation (53%).

Worry about costs is cramping retirees' lifestyles: 55% say concerns about health care costs cause them to spend less than they would otherwise.

Only one third have saved money specifically for health care costs : Only 33% of those currently retired saved any money specifically for health care costs they might face after retiring.

Most don't think their money will last through retirement: Among current retirees, only 42% believe they will have enough money to last through retirement; among those not yet retired, that figure is 29%.

Non-mortgage debt is a hurdle for many: 46% of respondents have non-mortgage debt; among these, nearly 80% are in debt \$5,000 or more.

Financial scams and identity theft worry many: 73% express concern about financial fraud and identity theft; 39% have had their identity stolen or been a victim of fraud.

Retirement and Health Care Costs

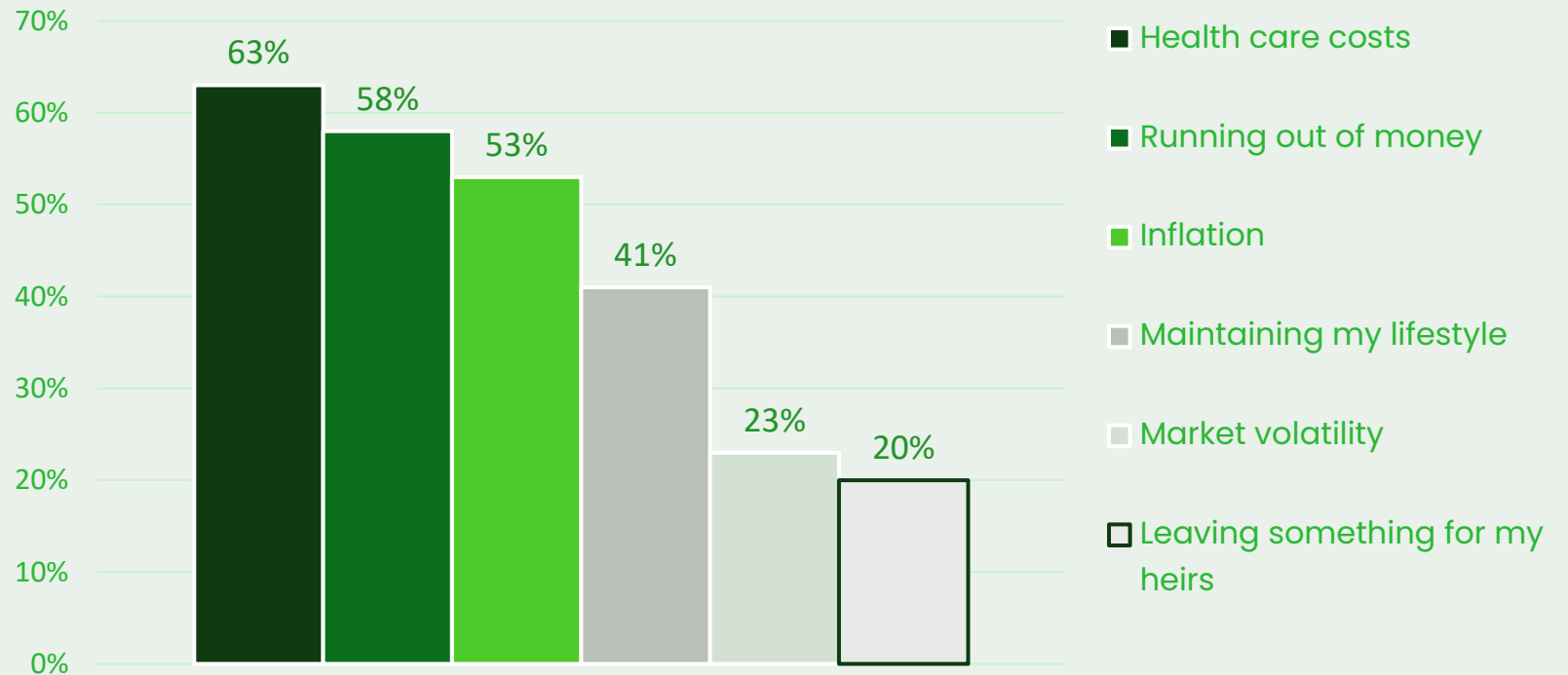
Worry about health care costs tops the list of financial concerns for retirement

- 63% of respondents cite health care costs among their top financial concerns, more than running out of money (58%) and inflation (53%).

Concern about health care costs eats into retirees' spending

- Among those already retired, 55% say concerns about health care costs are leading them to spend less today than they would otherwise.

What are your top three financial worries for retirement?

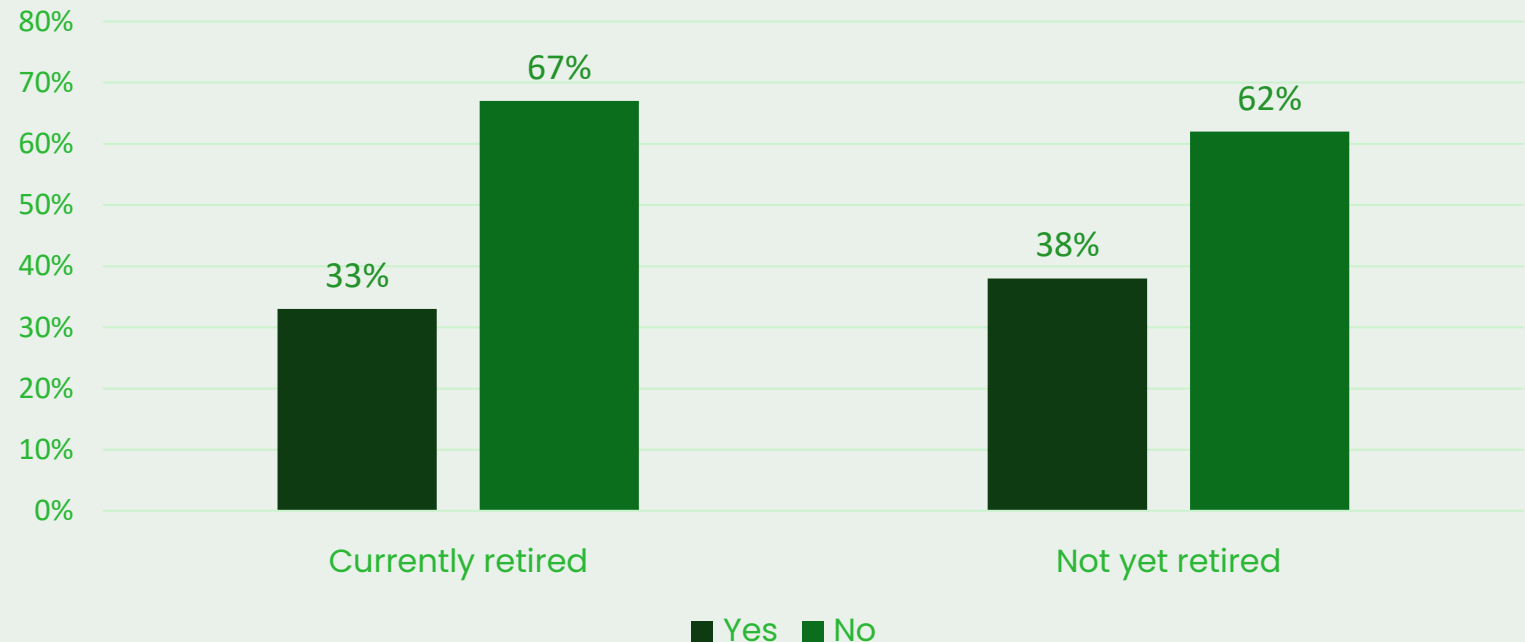


Preparing for Health Care Costs in Retirement

Few save money specifically for health care costs they may face in retirement

- Among those currently retired, only 33% say they saved money specifically for health care costs they may face after retiring.
- Among those not yet retired, only 38% say they are saving money specifically for health care costs they may face in retirement.

Are you saving (or did you save) money specifically for health care costs in retirement?

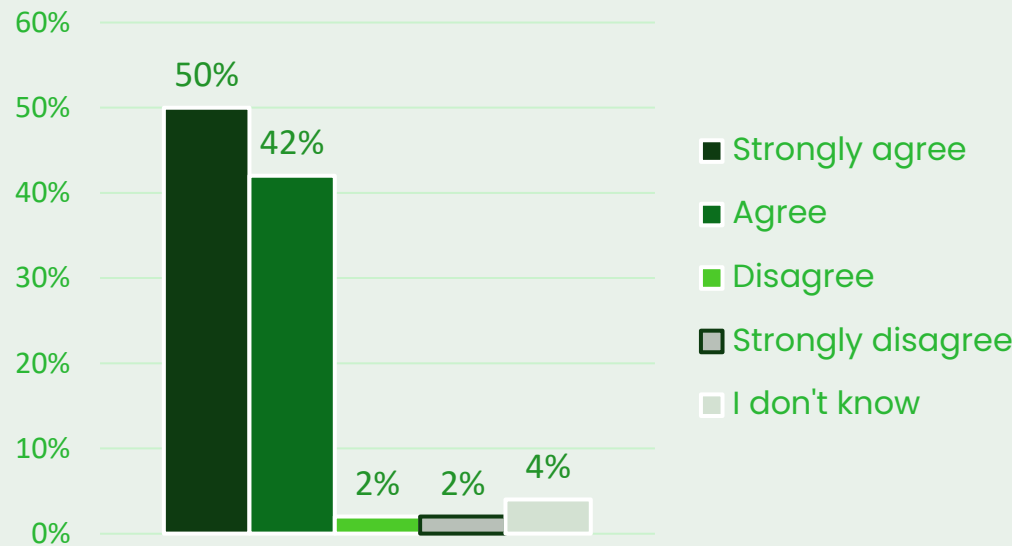


Enrolling in the Right Medicare Health Plan

Most understand the Medicare plan they select will have a big impact on retirement finances

- Half (50%) of respondents “strongly agree” that picking the right Medicare plan for their personal needs has (or will have) a big impact on their wellbeing in retirement.
- An additional 42% “agree.”
- Only 4% express disagreement.

“Picking the right kind of Medicare plan can have a big impact on my financial wellbeing in retirement.”



Those not yet enrolled in Medicare are less likely to see the connection

- Among those currently enrolled in Medicare, 55% “strongly agree” that picking the right Medicare plan will have a big impact on their wellbeing in retirement.
- By contrast, only 44% of those not yet enrolled in Medicare agree.

Income Satisfaction & Financial Stability

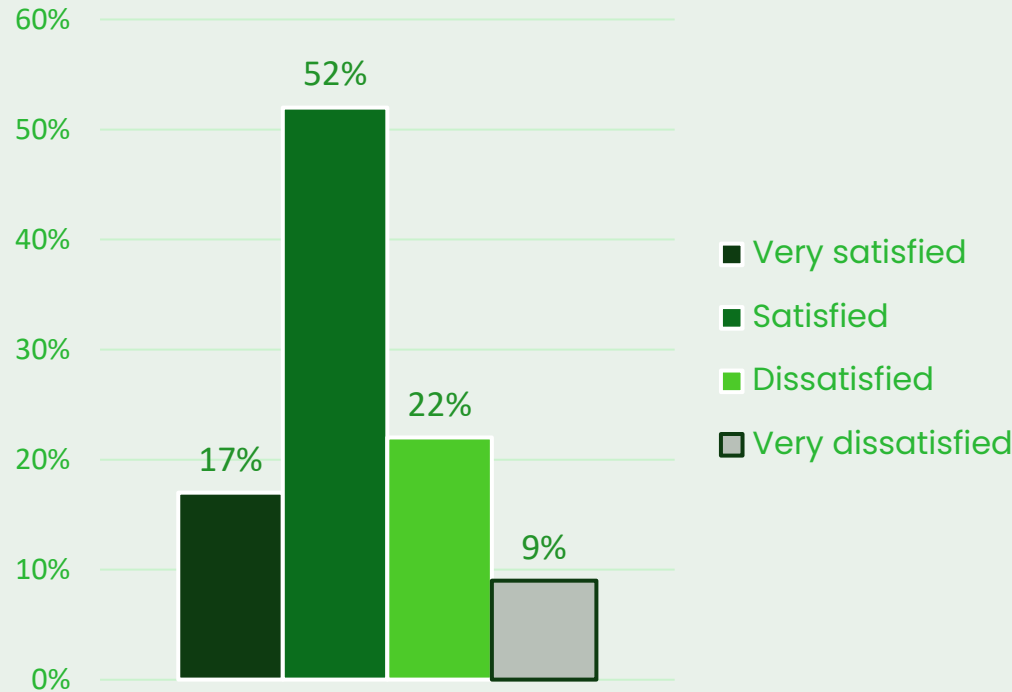
Most express satisfaction with their current financial situation

- 17% of all respondents are “very satisfied” with their current finances.
- An additional 52% are “satisfied.”

Most pre-retirees still expect to retire between ages 65 and 67

- 64% of those not yet retired expect to retire within the standard age range of 65 to 67.

How satisfied are you with your current financial situation?



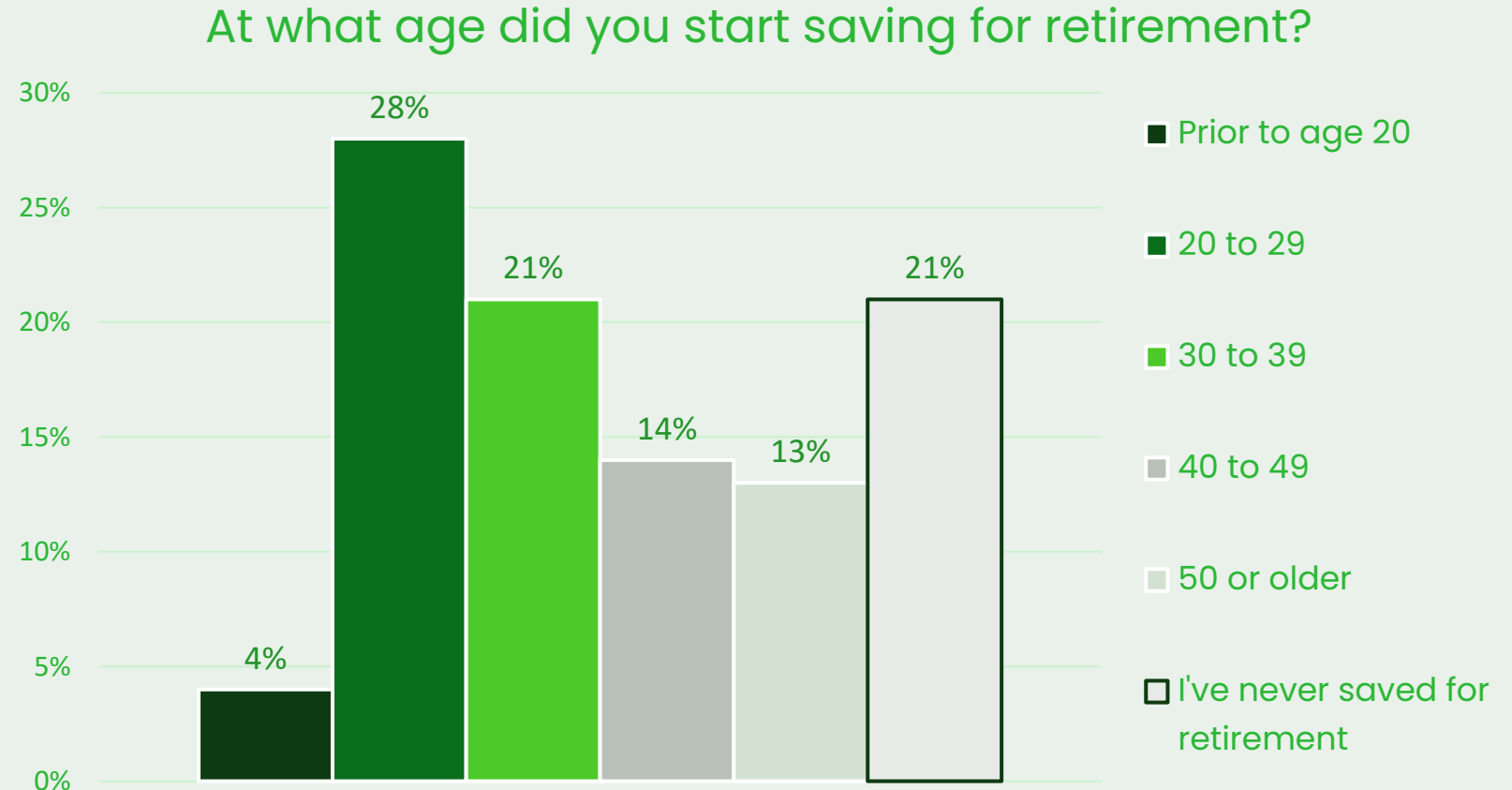
However, few believe they will have enough money to last through retirement

- 42% of current retirees believe they will have enough money to last through retirement.
- Among those not yet retired, only 29% believe they will have enough money to see them through retirement.

Planning for Retirement

A third have never saved for retirement, or else put it off until their fifties

- 4% began savings for retirement prior to age twenty.
- 28% began savings in their twenties.
- 21% began saving in their thirties.
- 14% began saving in their forties.
- 13% began saving at age fifty or older.
- 21% have never saved for retirement.

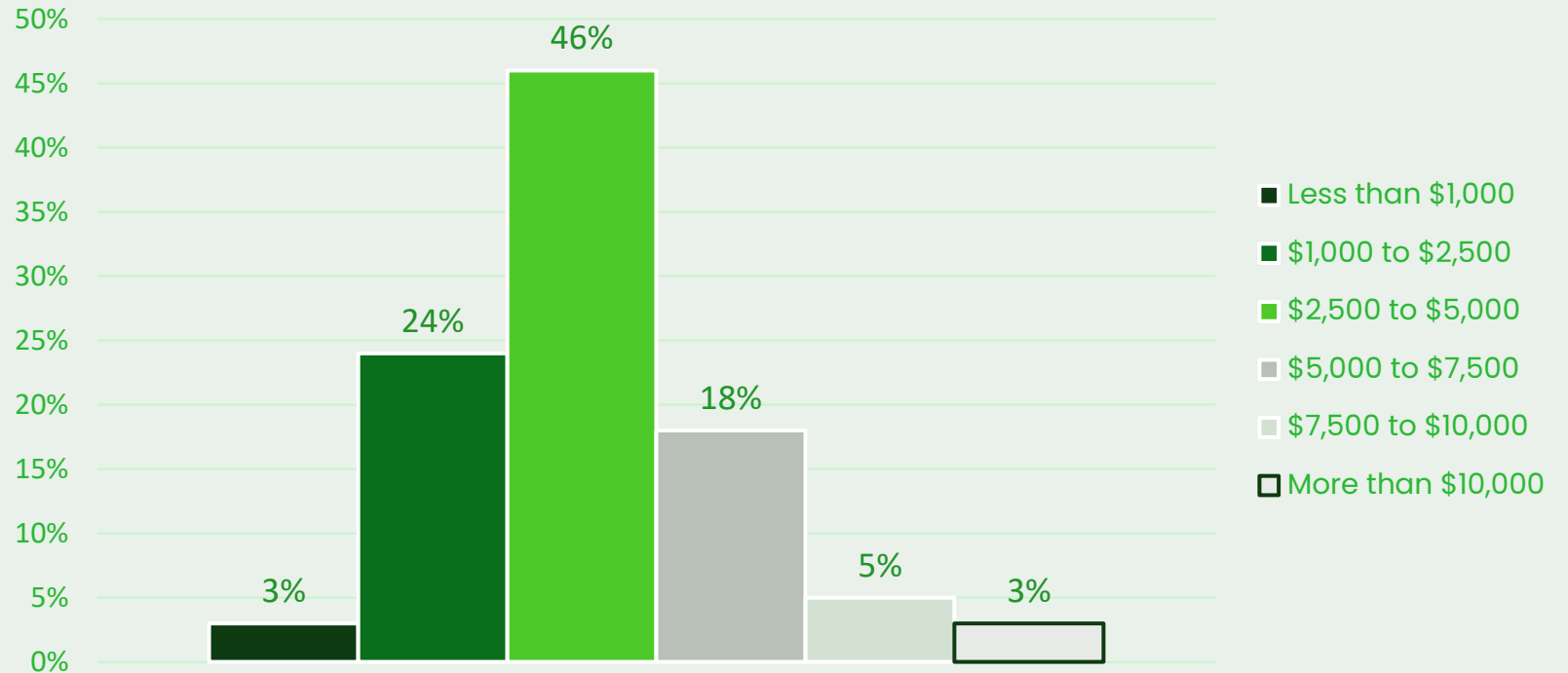


Retirement Income Targets

Most believe they can get by in retirement on \$1,000 to \$5,000 per month

- 3% think they will need less than \$1,000 per month to retire comfortably.
- 24% think they will need \$1,000 to \$2,500 per month.
- 46% think they will need \$2,500 to \$5,000 per month.
- 18% think they will need \$5,000 to \$7,500 per month.
- 8% think they will need \$7,500 or more per month.

As an individual, how much do you think you need each month for a comfortable retirement?

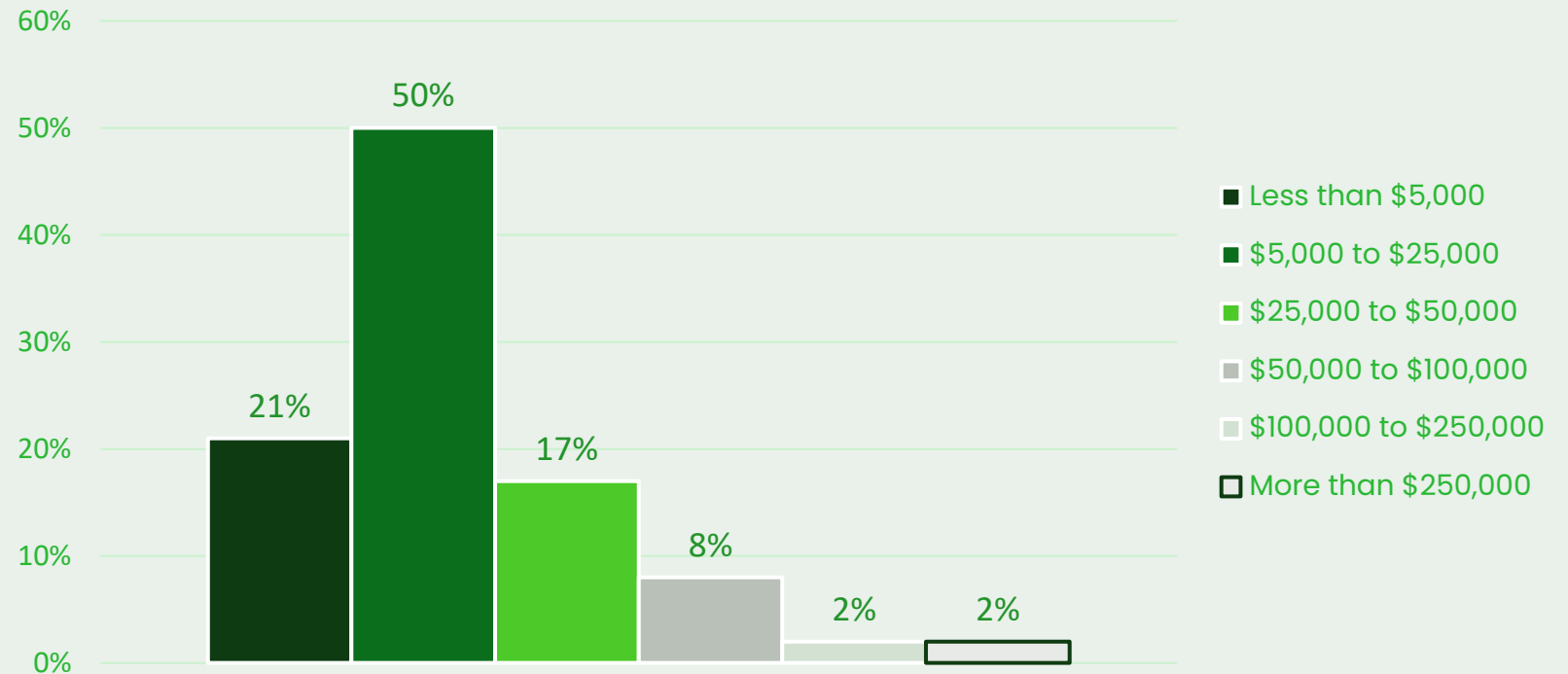


The Challenge of Debt

Nearly eight in ten have non-mortgage debt of \$5,000 or more

- Overall, 46% of respondents say they have non-mortgage debt.
- Among these, 50% have debt between \$5,000 and \$25,000.
- 17% have debt between \$25,000 and \$50,000.
- 8% have debt between \$50,000 and \$100,000.
- 4% have non-mortgage debt of \$100,000 or more.

Approximately what is the extent of your outstanding debt, excluding your mortgage?



Retirement Planning Strategies

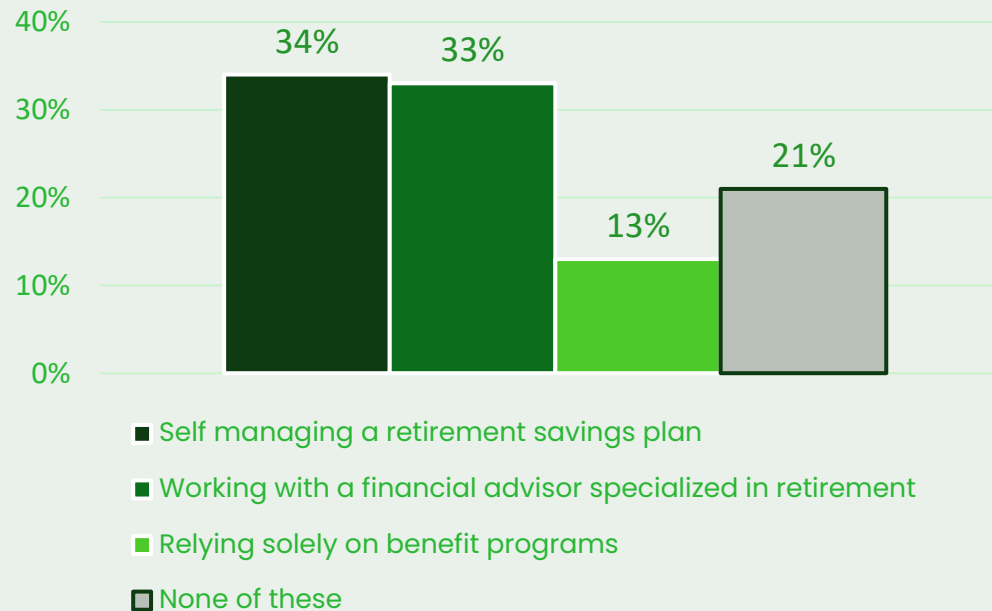
Retirement planning strategies vary widely

- 34% self-manage their own retirement savings plan.
- 33% have worked with (or are working with) a financial advisor specializing in retirement.
- 13% are relying solely on benefit programs.

Nearly half have a pension

- 48% say they have, or will have, a pension.

Which of the following best describes how you saved (or are saving) for retirement?



Only half have received professional retirement planning advice

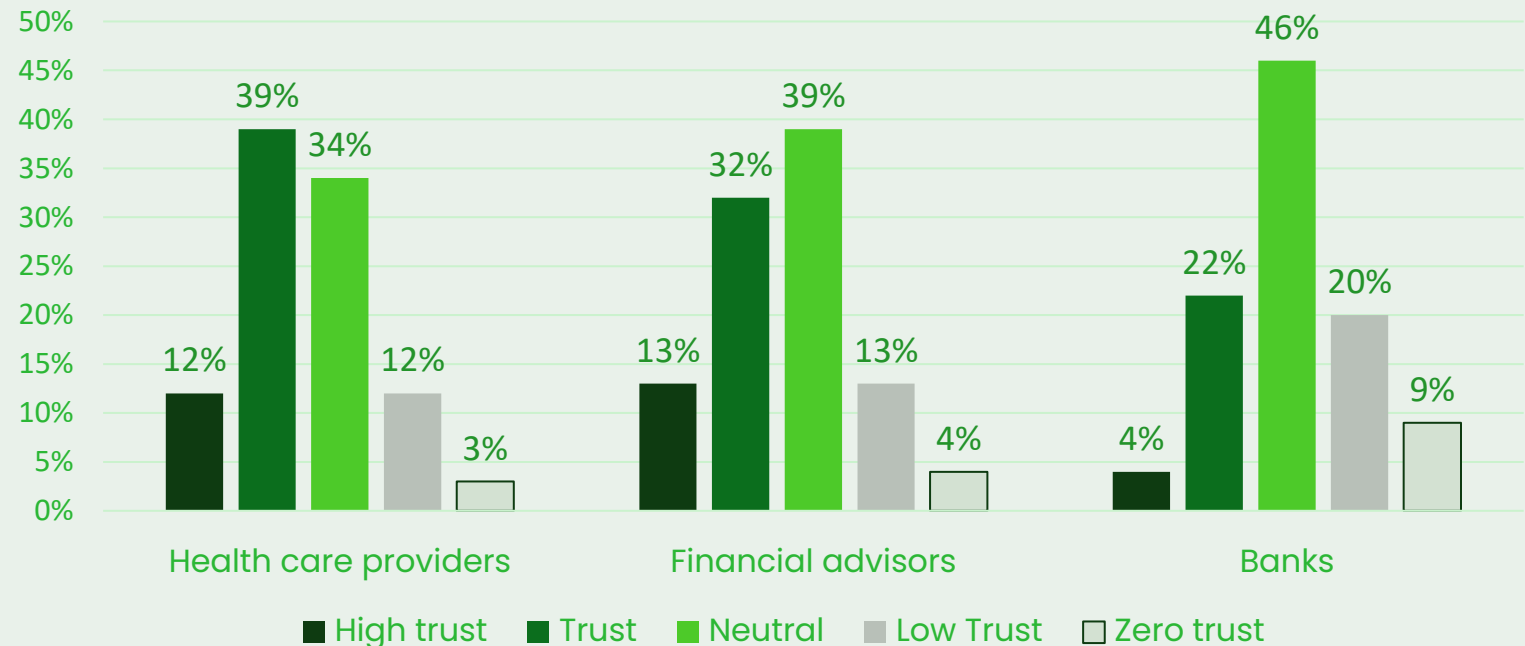
- Only 51% of respondents have ever sought out professional financial advice or used financial planning services for retirement.
- Among these, the services they found most valuable were investment advice (cited by 63%) and retirement income planning assistance (61%).

Trust Benchmarks and Opportunities

Health care providers are trusted more than financial advisers and banks

- 51% of respondents express “high trust” or “trust” in their health care providers.
- 45% express “high trust” or “trust” in financial advisers specializing in retirement planning.
- 26% express “high trust” or “trust” in banks helping them with their retirement planning.

Trust for health care providers, financial advisers, banks

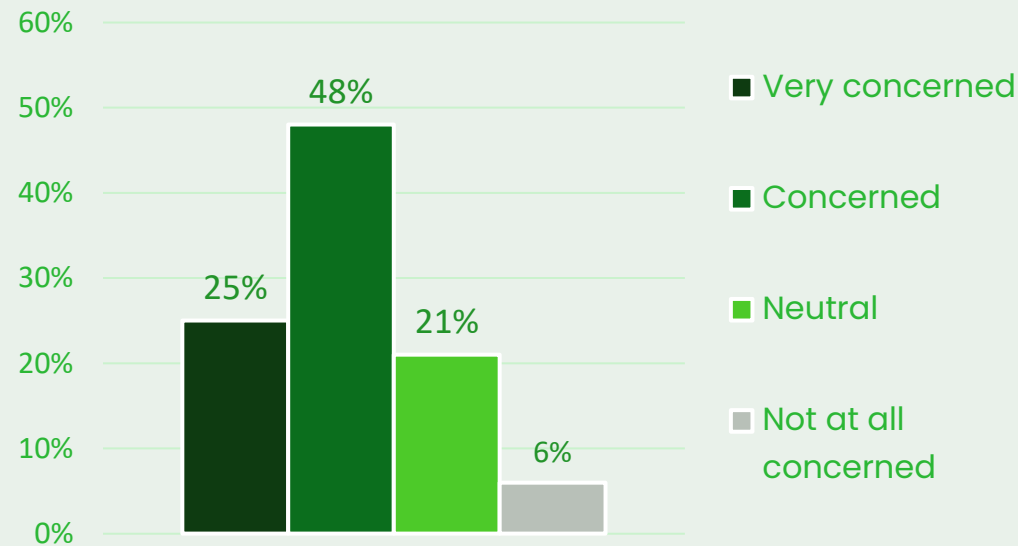


Concerns About Fraud & Identity Theft

Nearly three quarters worry about fraud and identity theft

- 25% say they are “very concerned” about fraud, identity theft, and money scams.
- 48% are “concerned.”
- 21% are neither concerned nor unconcerned.
- 6% are not at all concerned.

How concerned are you about becoming a victim of fraud, identity theft, or other money scams?



Nearly four in 10 have been a victim of fraud, identity theft, or a money scam

- 39% say they have had their identity stolen or been the victim of fraud or a money scam in the past.
- 35% would willingly spend \$5 per month for identity theft protection designed for seniors.

Methodology Note

Findings in this report are based on a survey of 521 American consumers ages 60 to 70, drawn from the general population. Among the respondents, 68% said they were currently retired, while 58% said they were currently enrolled in Medicare. The survey was conducted in March of 2024, using a third-party survey tool. Throughout this report, percentages have been rounded to the nearest full percentage point and may total to slightly more or less than 100 percent.

About eHealth (NASDAQ: EHTH)

We're Matchmakers. For over 25 years, eHealth has helped millions of Americans find the healthcare coverage that fits their needs at a price they can afford. As a leading independent licensed insurance agency and advisor, eHealth offers access to over 180 health insurers, including national and regional companies.

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About Retirable

Retirable, the retirement peace of mind platform, offers products and services across the retirement investing, planning, spending and protecting spectrum. Retirable was founded by industry veterans to empower a worry-free retirement for everyone. By opening access to financial guidance for retirement, Retirable gives its clients greater confidence and control when they need it most. Headquartered in NYC and founded in 2019 by Tyler End, CFP® and Ian Yamey, Retirable is backed by Primary, Diagram, Vestigo Ventures, Portage and Primetime Partners.

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Retirable media inquiries: press@retirable.com