

NARAC SURVEY RESULTS

Cost of Living and Salary Results





Salary and Cost of Living Results

(Only Regions/Groups with More than 10 Respondents Included)



2022 National Salary
Average

\$58,443

2019 National Salary
Average

\$53,801

National Average Salary Compared to Inflation

2019 National
Average Salary

\$53,801

Cumulative Rate of
Inflation 2019 – 2022

11%

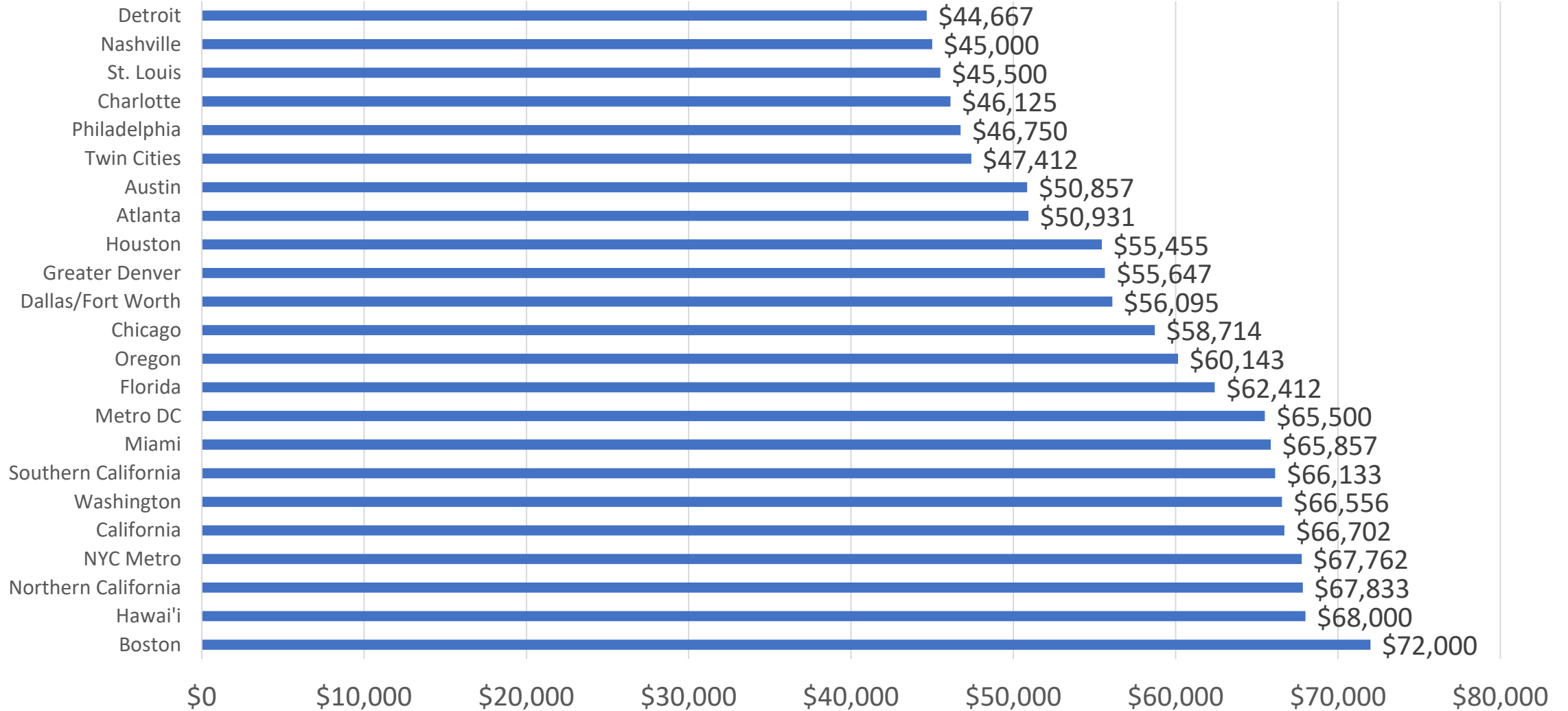
2019 National
Average Salary has
the same buying
power in 2022 of

\$59,592

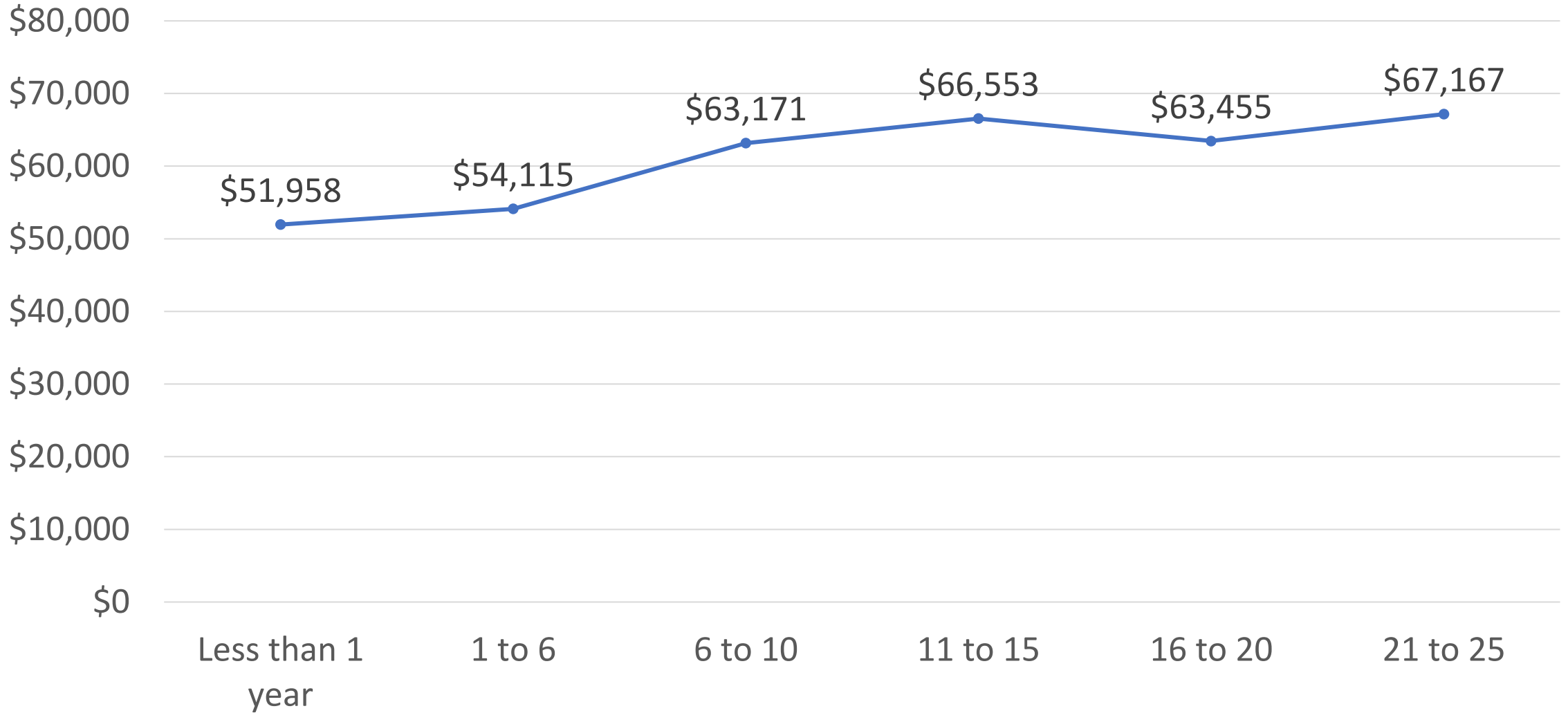
2022 National
Average Salary

\$58,443

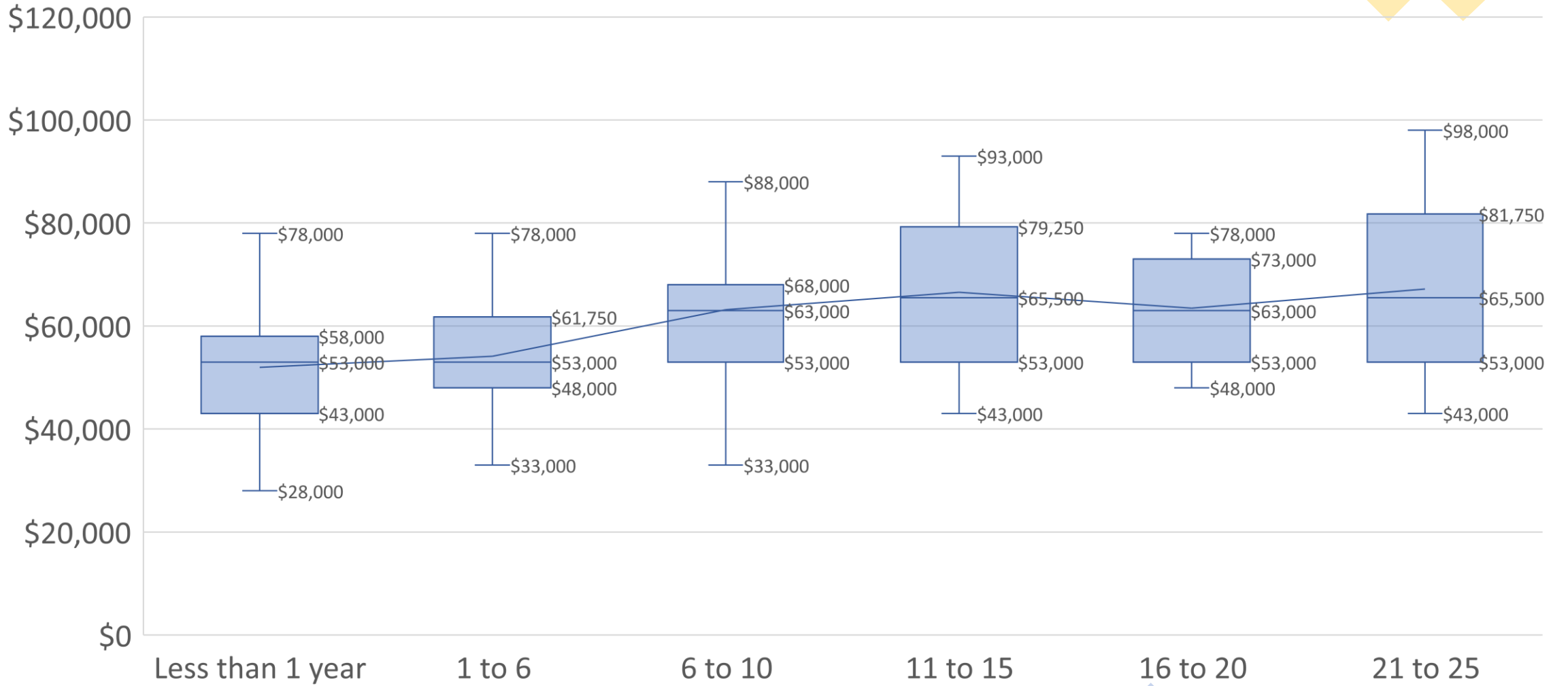
Average Salary by Rep Metro Area



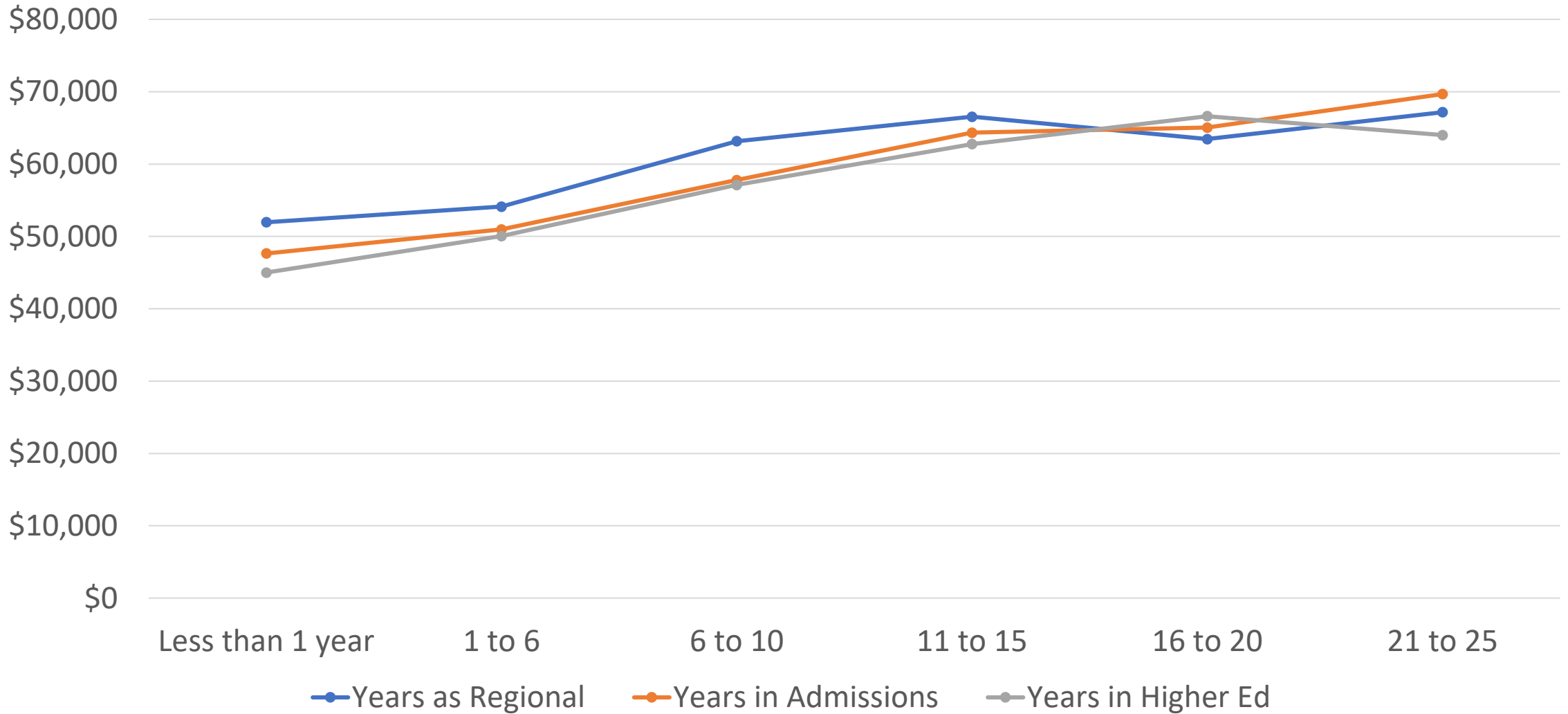
Average Salary by Years as Regional



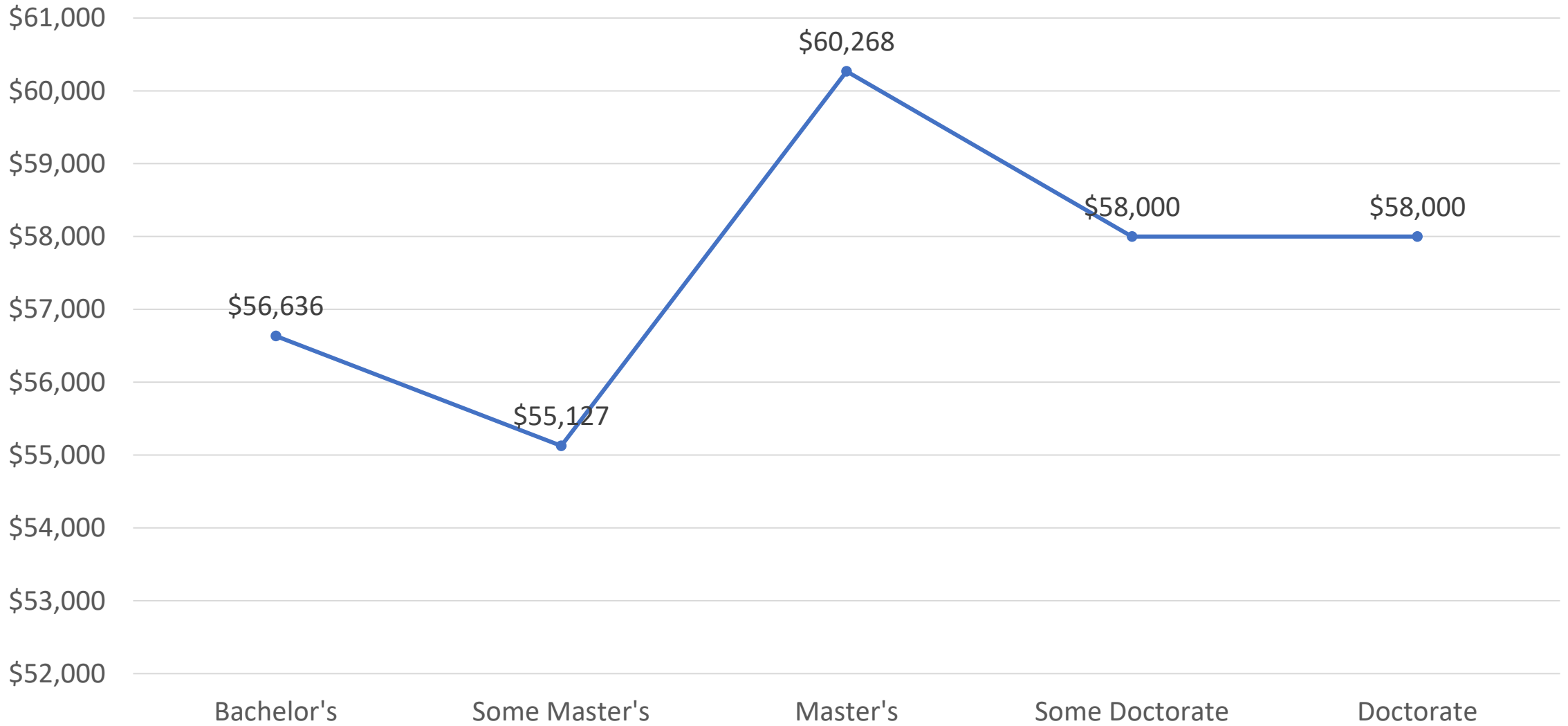
Average Salary by Years as Regional Middle 50% and Range



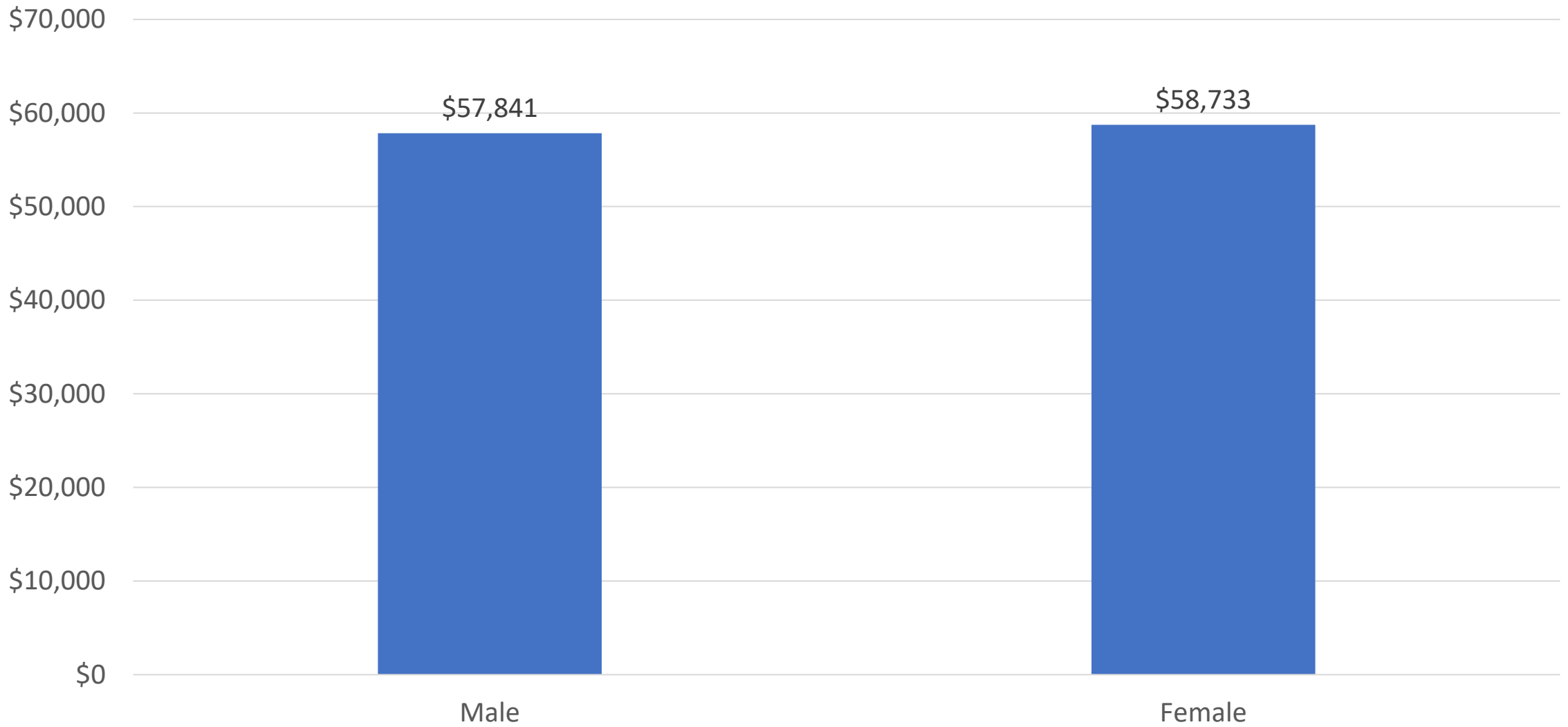
Average Salary by Years in Admissions



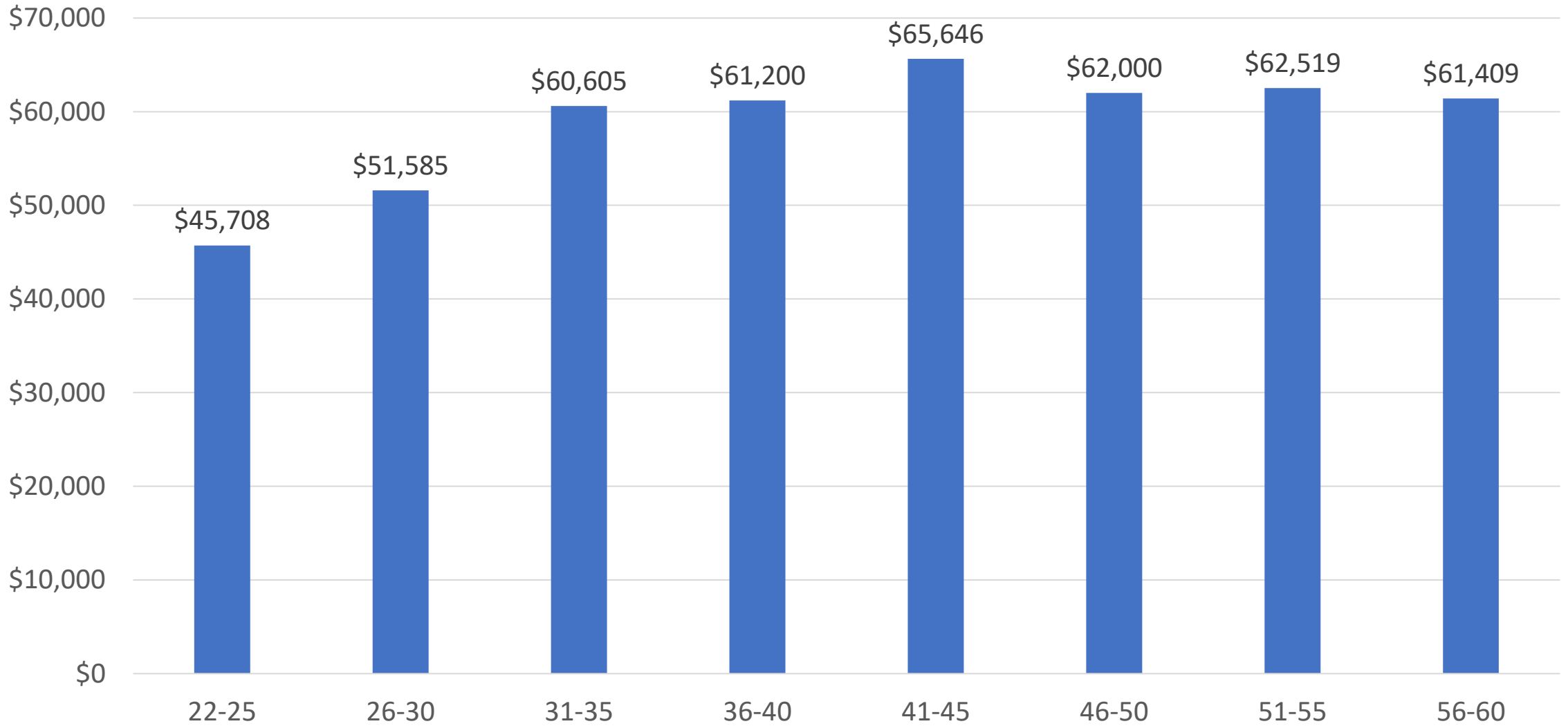
Salary Average by Education (All)



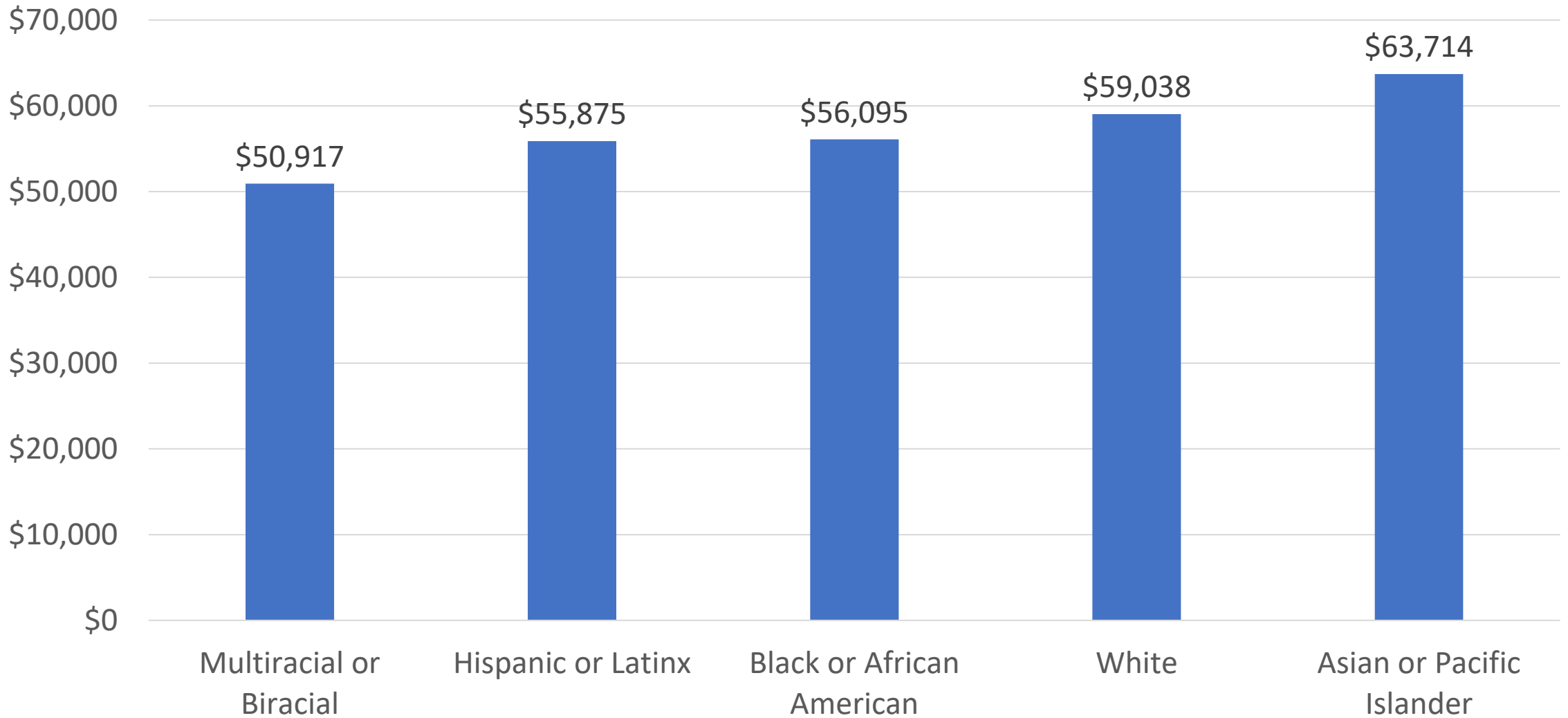
Average Salary by Gender Identity



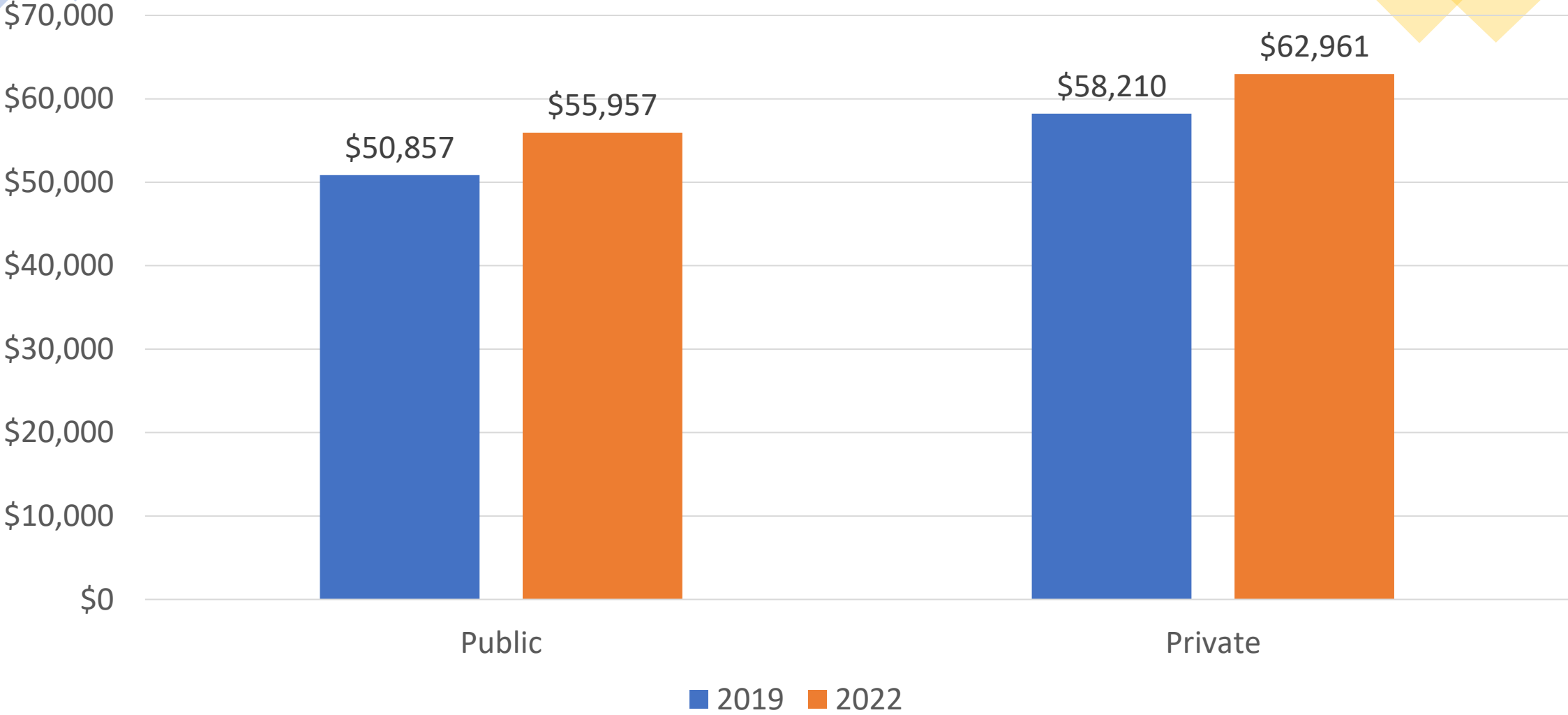
Average Salary by Age



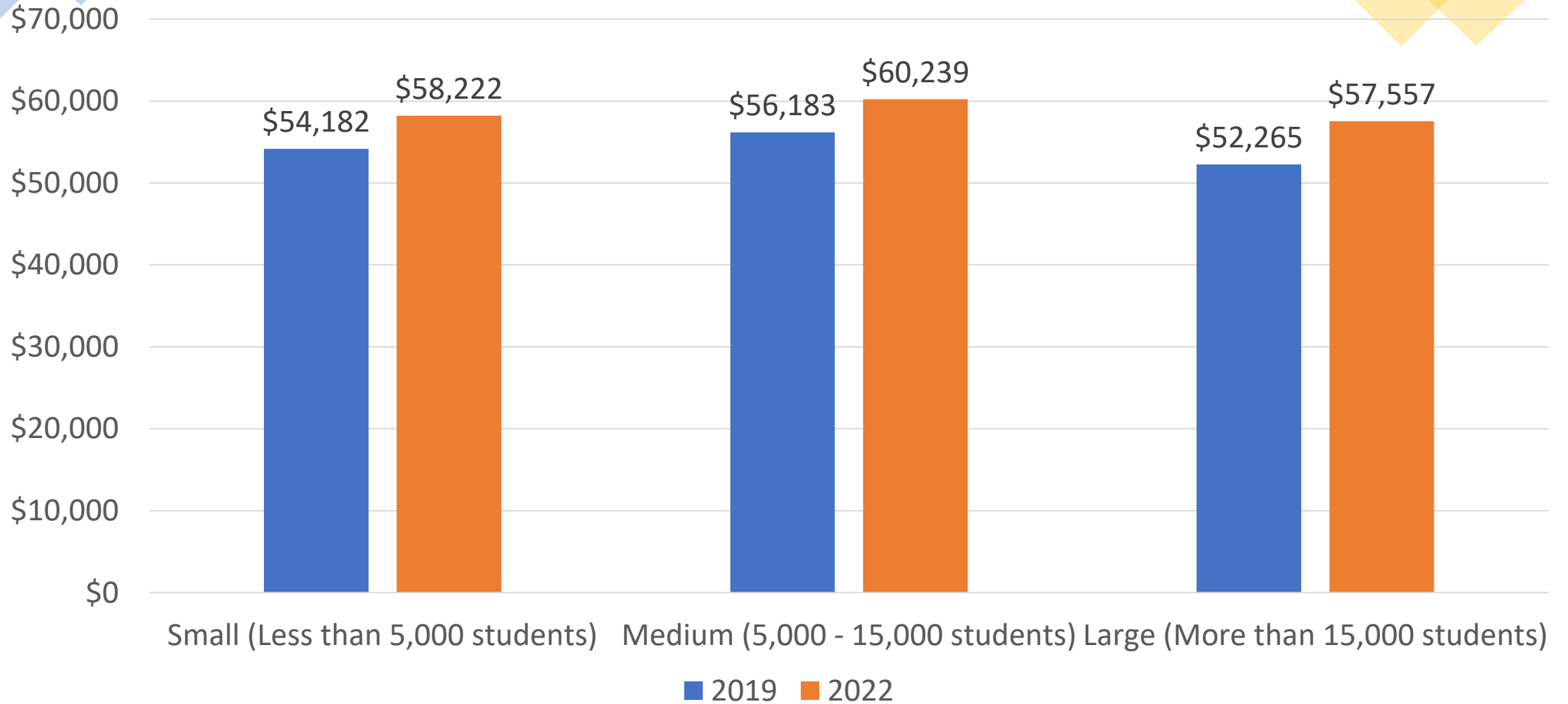
Average Salary by Race



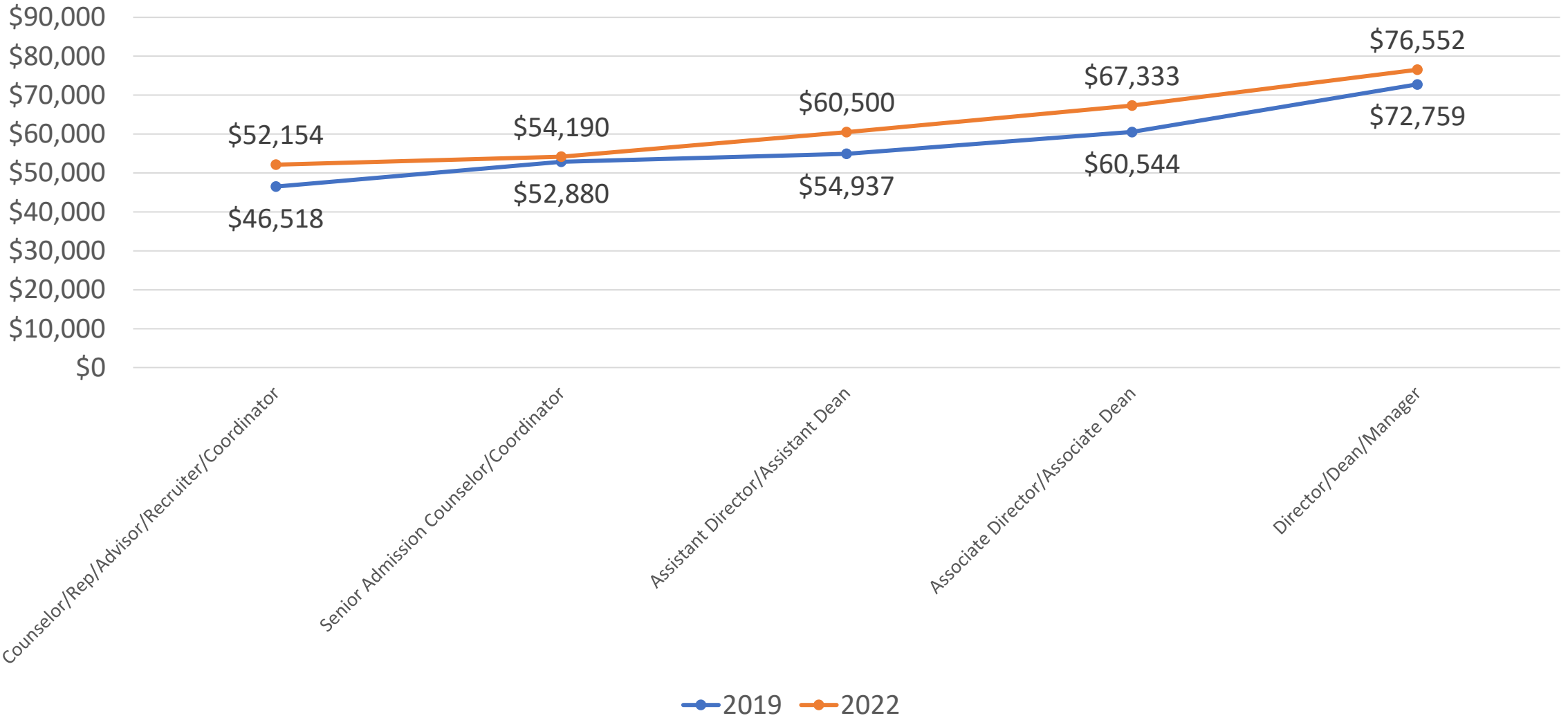
Average Salary by Institution Type – 2019 vs 2022



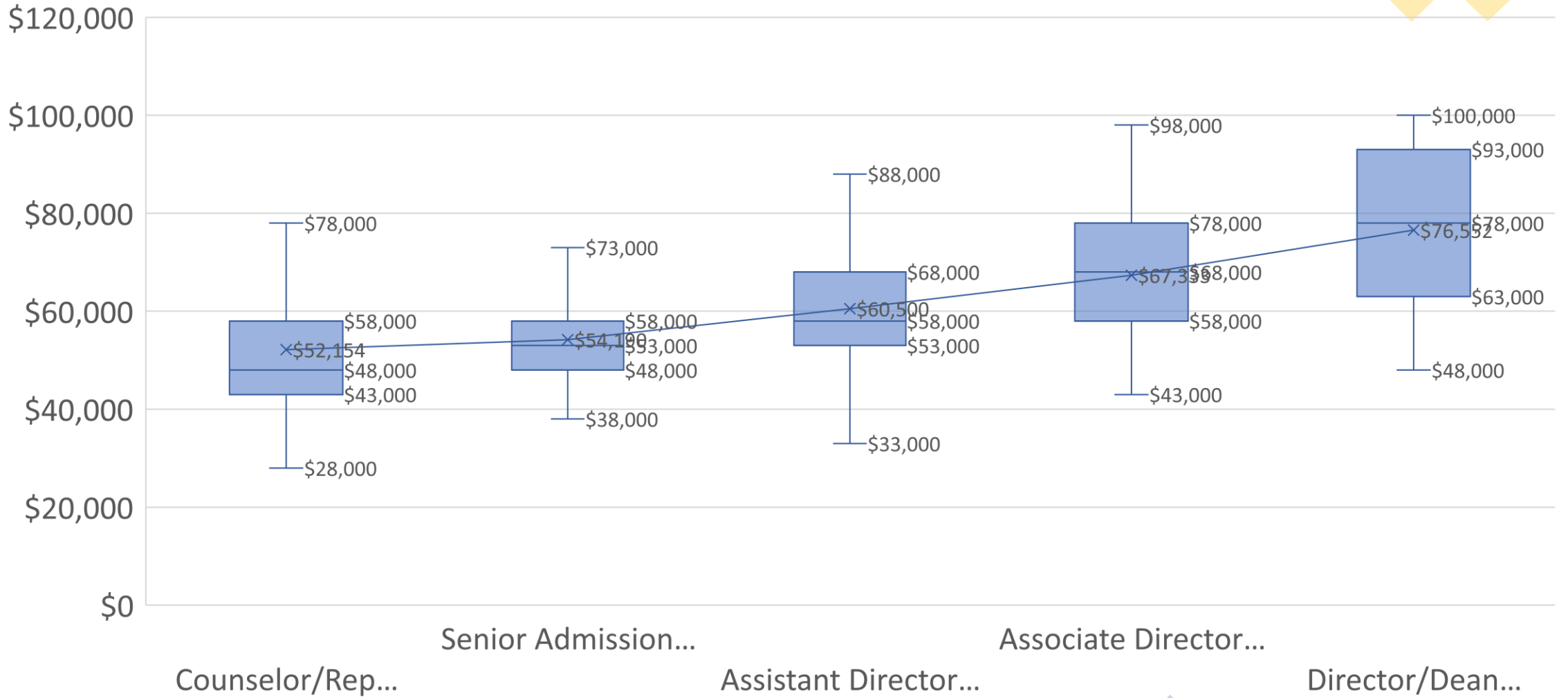
Average Salary by Institution Size – 2019 vs 2022



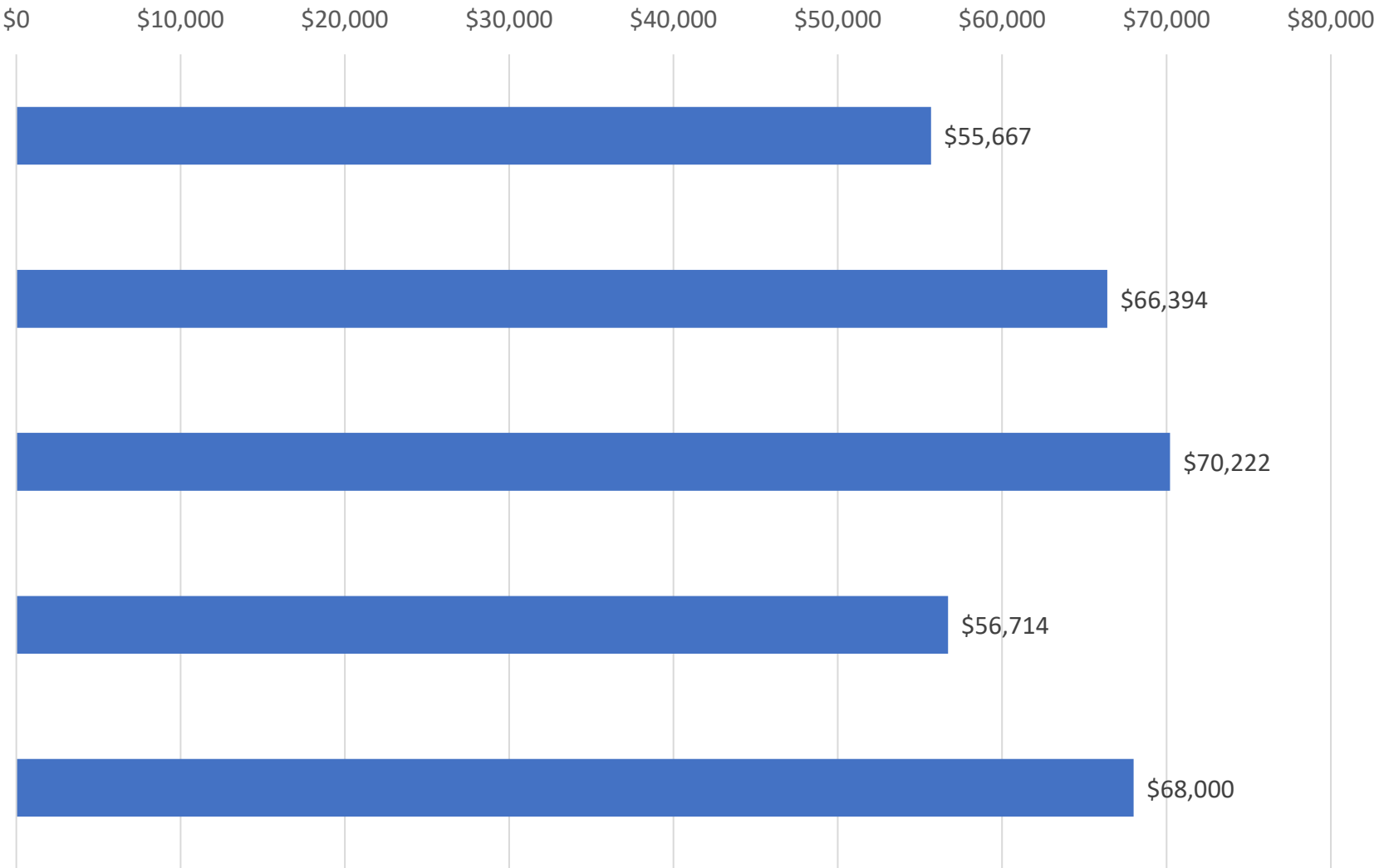
Average Salary by Approximate Job Title – 2019 vs 2022



Average Salary by Job Title Middle 50% and Range



Average Salary by Supervision Responsibilities



I supervise regionals and campus based staff

\$68,000

I supervise student staff

\$56,714

I supervise campus based staff

\$70,222

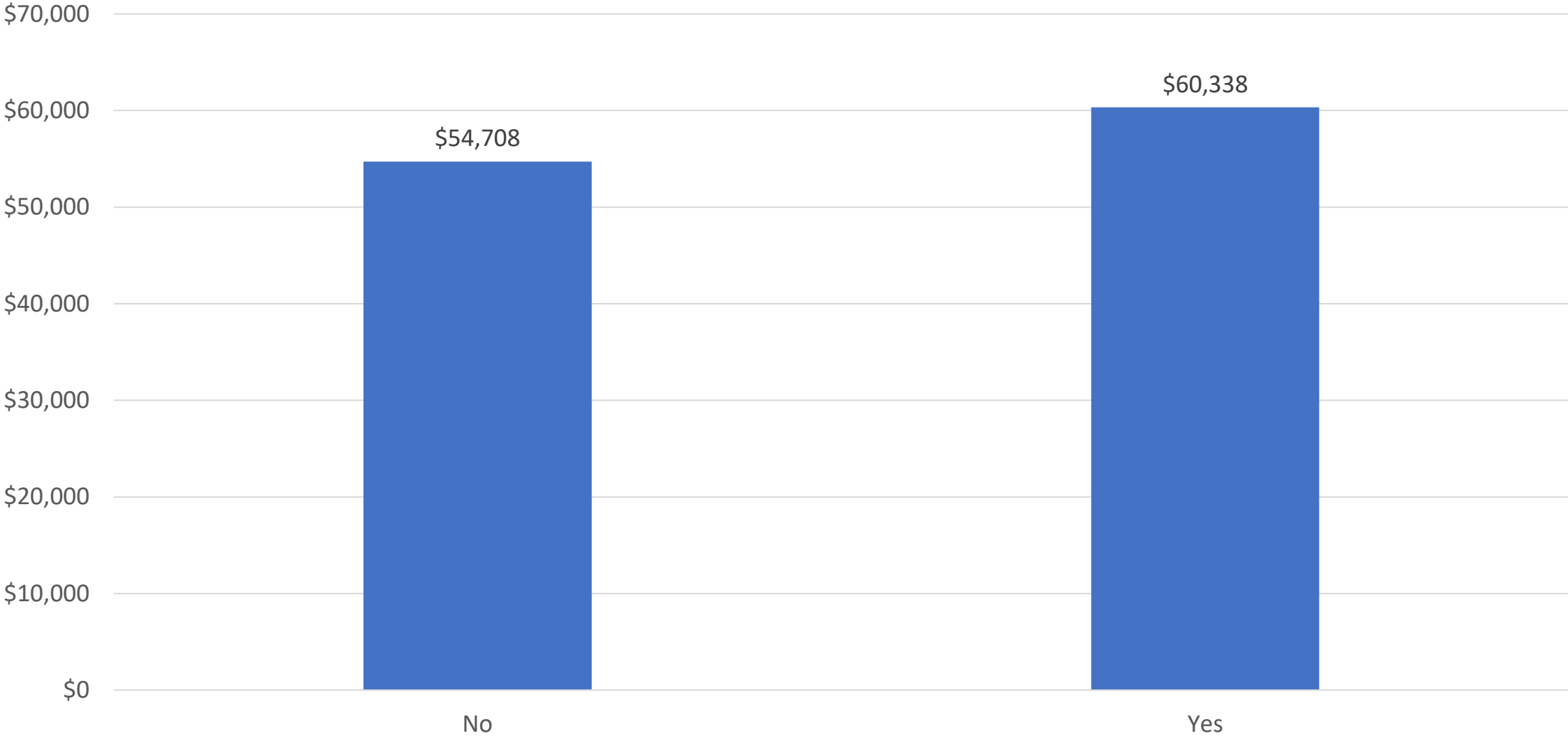
I supervise other regionals

\$66,394

I do not supervise others

\$55,667

Average Salary Depending on App Review Responsibilities

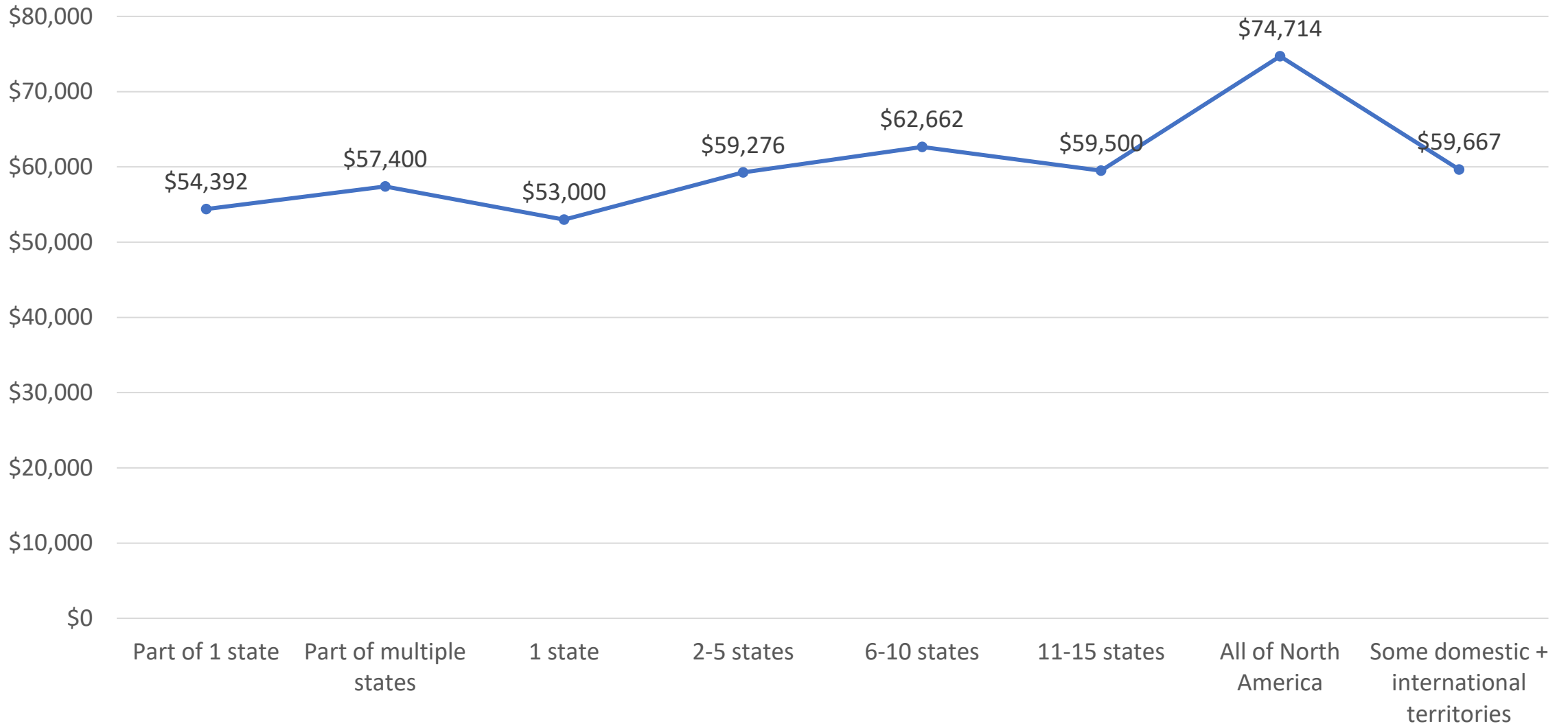


Average Salary by Number of Applications Read

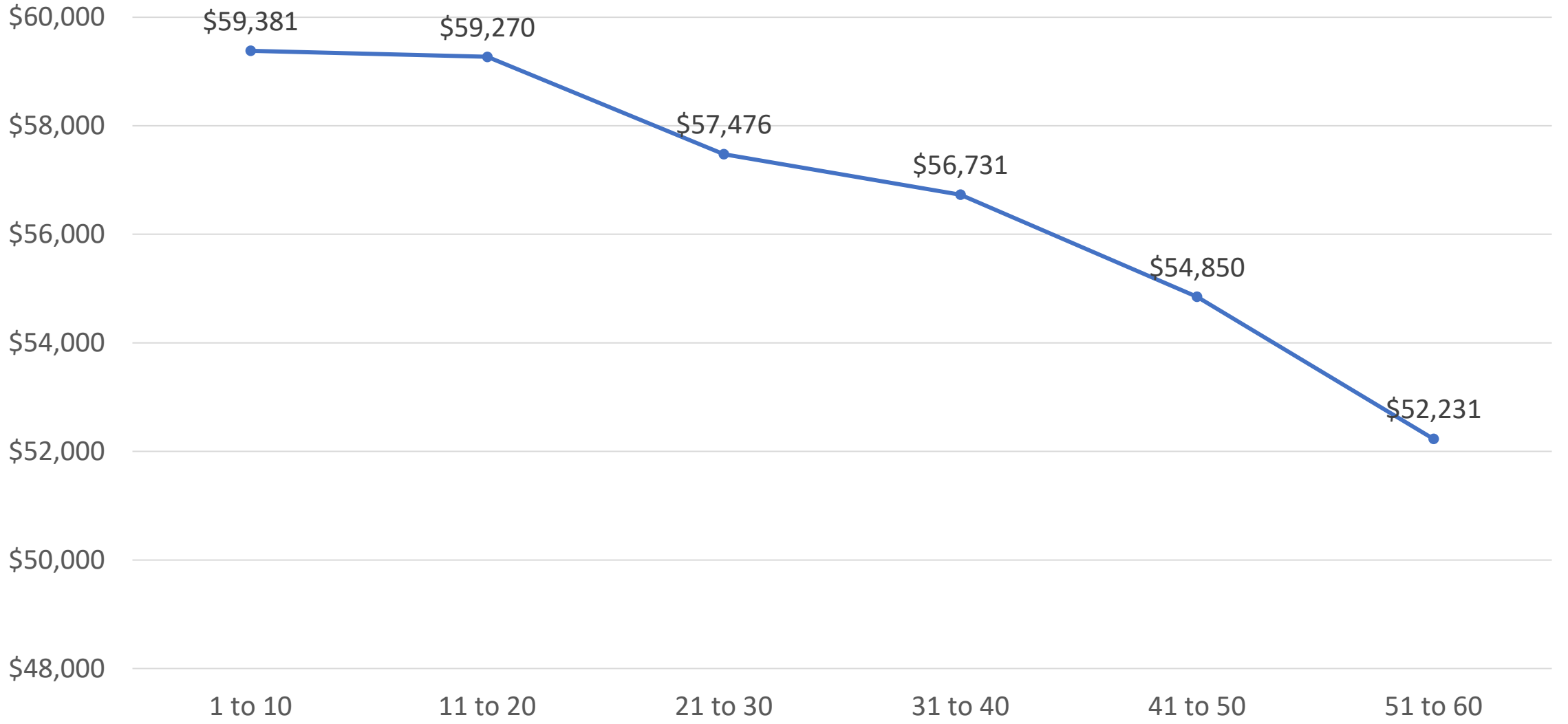


		In the last 2 years, have you received a merit increase/raise?	
		Yes	No
Have you taken on additional responsibilities as a direct result of the pandemic?	Yes	118	79
	No	91	72

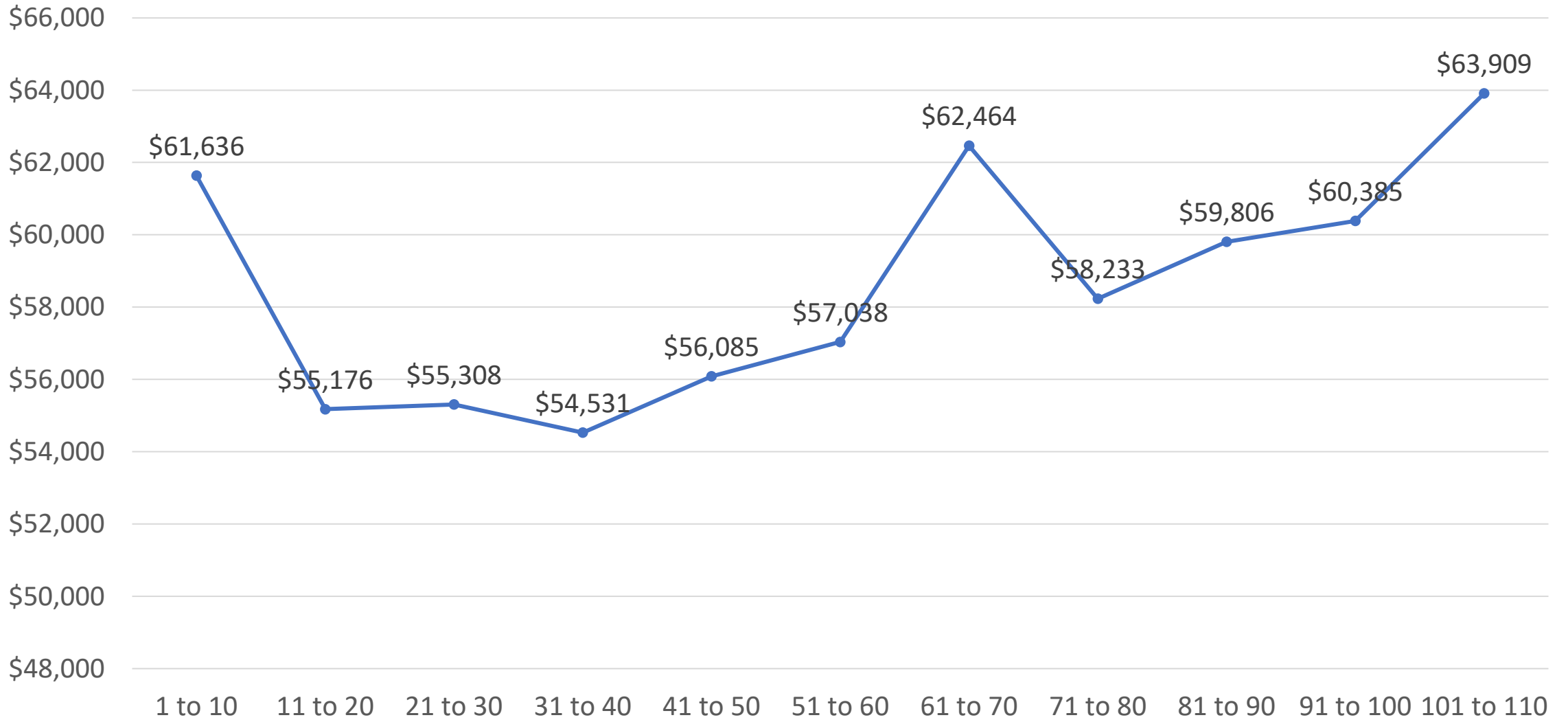
Average Salary by Territory Size



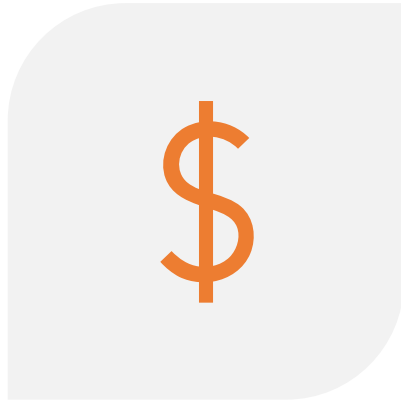
Average Salary by Fall Fairs Attended



Average Salary by Average Fall High School Visits Completed



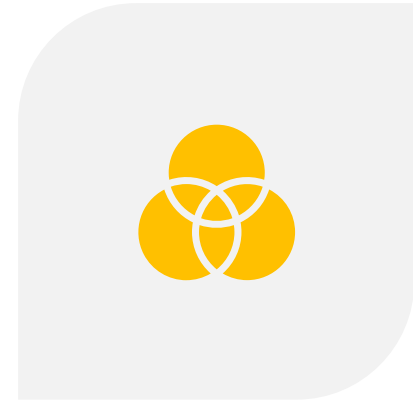
What is a Cost of Living Index



A Cost of Living Index estimates the cost for basic necessities such as housing, food, transportation, taxes, healthcare, and other items

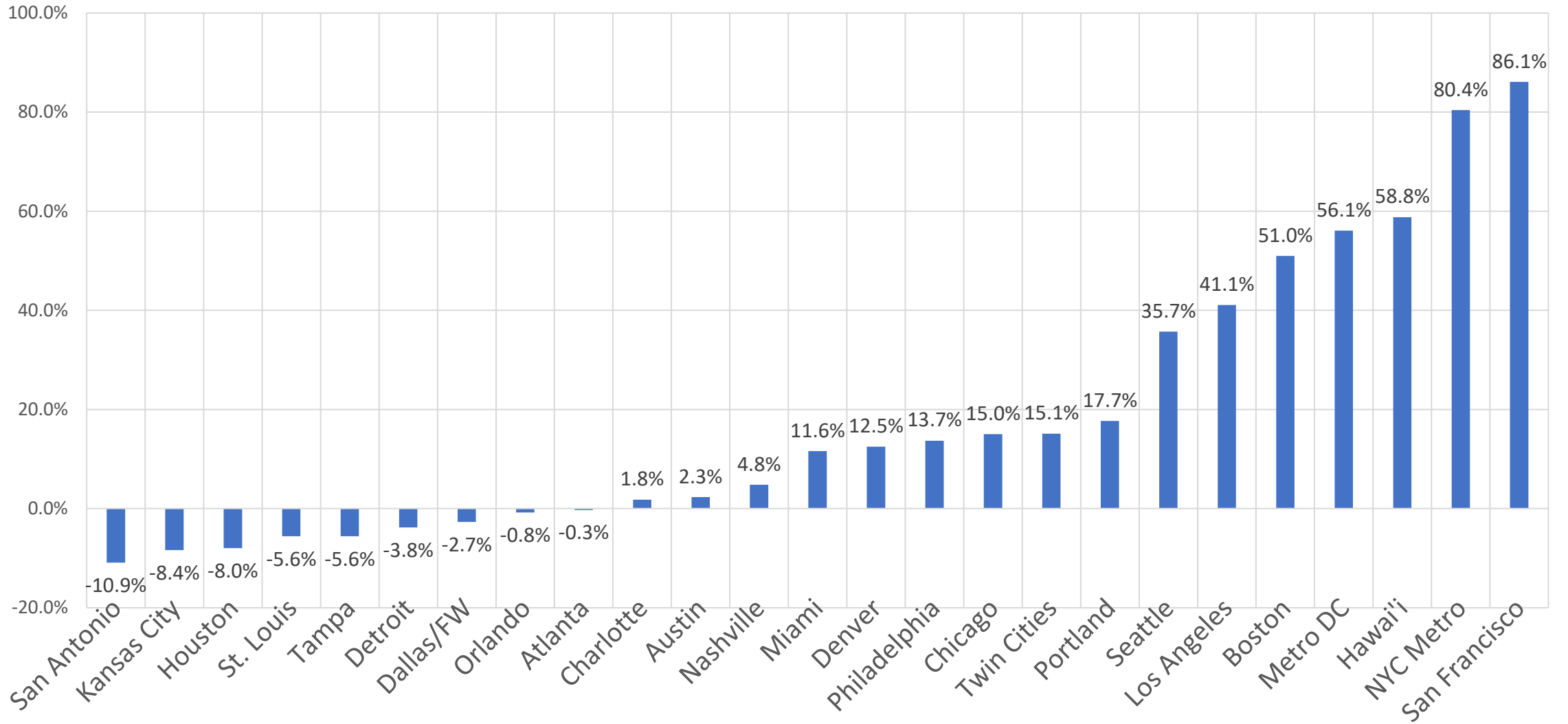


CoL data comes from the Consumer Price Index published by the US Bureau of Labor Statistics and other publicly available cost data sets



CoL differences estimate the cost differences to maintain the same standard of living

Average CoL For Major Cities Compared to National Average





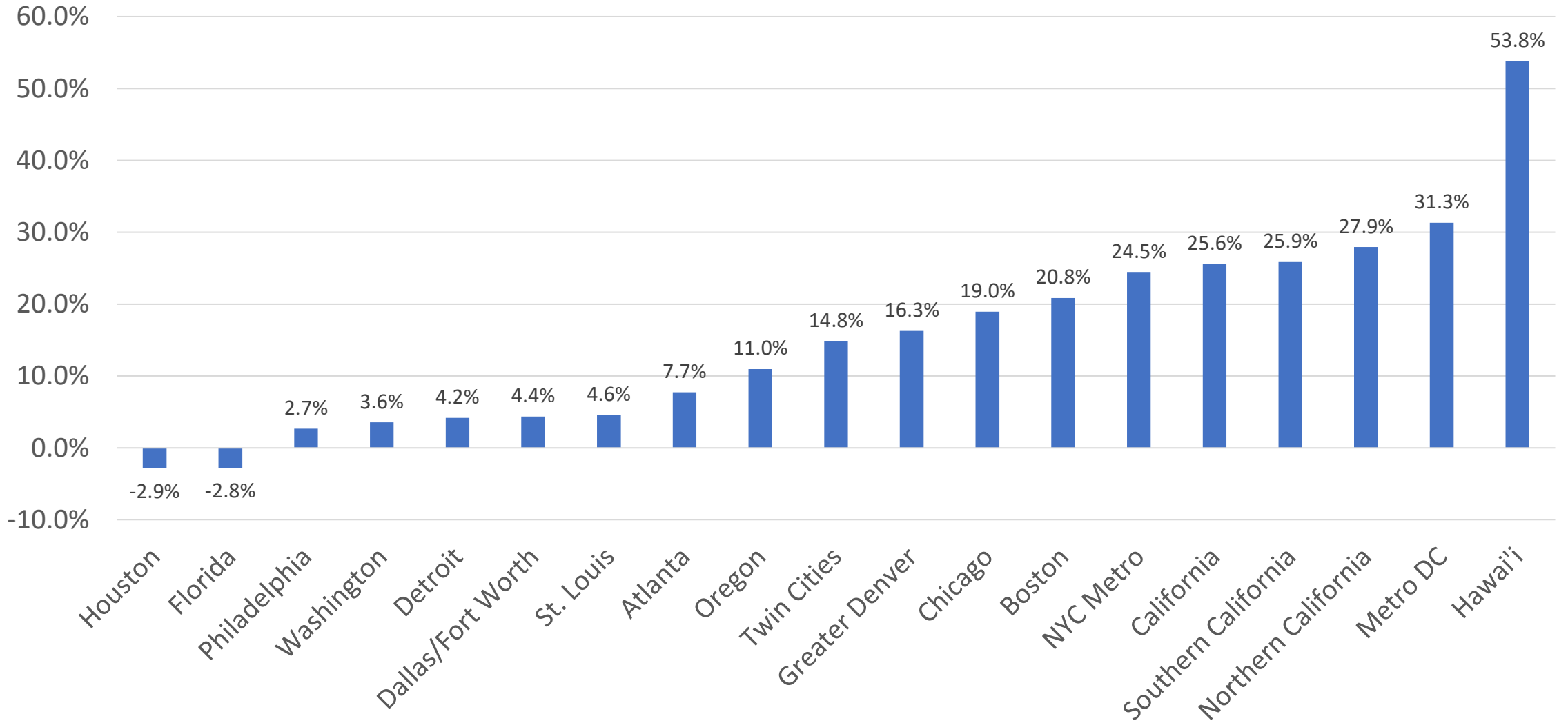
Nationwide Average CoL %
Difference Between Where Reps
Live and Their Own Campus

13.4%

2019 Average

19.6%

Average CoL % Difference Between Where Reps Live and Their Own Campus (By Region)



CoL Gap Comparison

Average CoL Gap Between Campuses and National Average

-0.24%

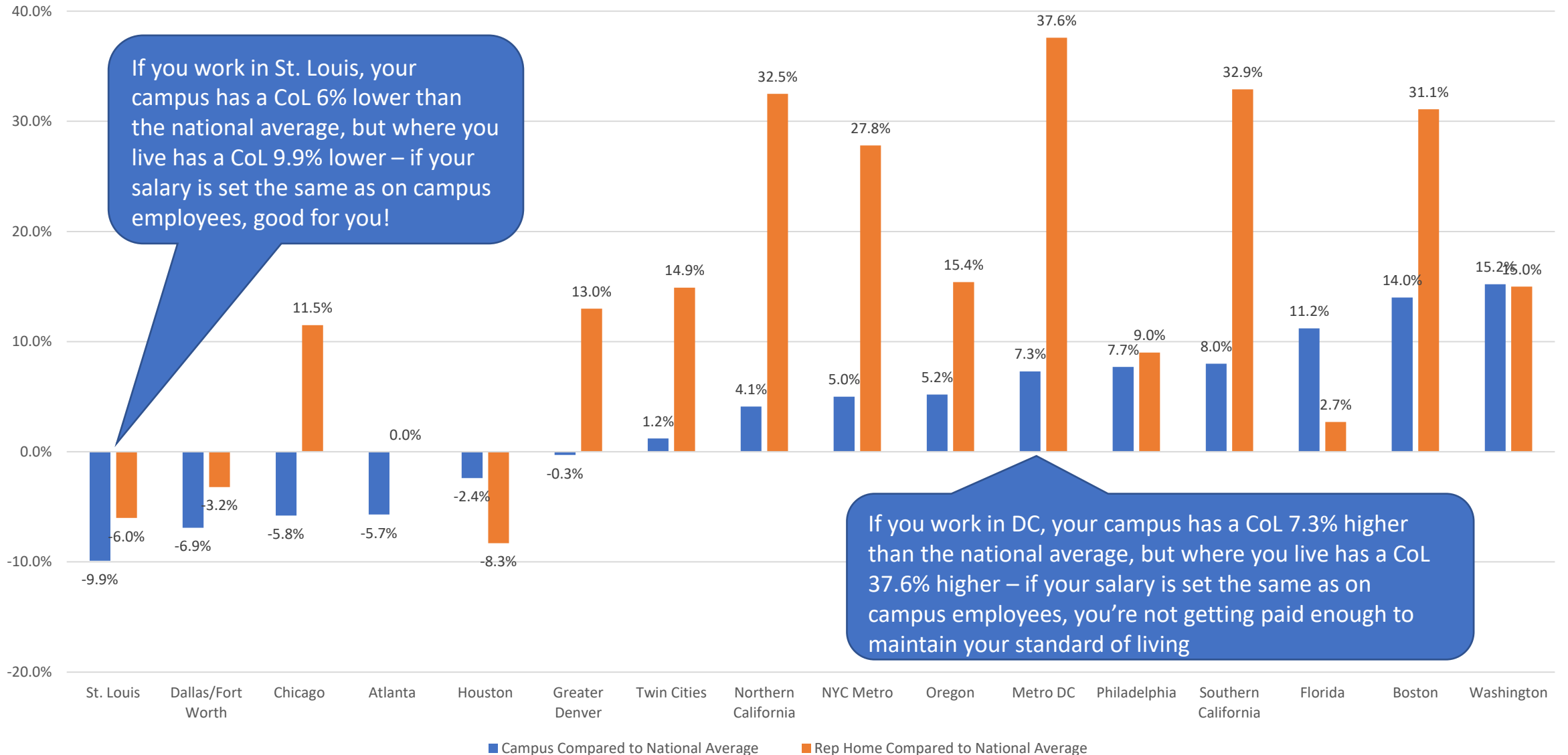
2019
-0.5%

Average CoL Gap Between Where Reps Live and National Average

11.7%


2019
17.1%

CoL Gap for Campus and Rep Home Compared to National Average (By Region)



If you work in St. Louis, your campus has a CoL 6% lower than the national average, but where you live has a CoL 9.9% lower – if your salary is set the same as on campus employees, good for you!

If you work in DC, your campus has a CoL 7.3% higher than the national average, but where you live has a CoL 37.6% higher – if your salary is set the same as on campus employees, you're not getting paid enough to maintain your standard of living



Average CoL Salary Gap
(the salary difference needed to
maintain standard of living compared
to on-campus employees)

-\$8,074

2019 Average

-\$10,917

Average CoL Salary Gap For Reps (By Region)

(the salary difference needed to maintain standard of living compared to campus)

