PRIMERICA AND CHANGE RESEARCH RELEASE FIRST QUARTER U.S. MIDDLE-INCOME FINANCIAL SECURITY MONITOR | APRIL 2022

A QUARTERLY TRACKING POLL OF MIDDLE-INCOME AMERICANS' FINANCIAL MOOD

Primerica's first quarter 2022 Financial Security Monitor finds middle-income households are facing considerable economic stress from inflation, with most indicating they are considering lifestyle changes to cut back on spending.

A majority (60%) feel positive about their personal finances right now, down from 67% a year ago. Two-thirds (67%) say their income is falling behind the cost of living and just 22% believe they will be better off financially a year from now.







HOW ARE MIDDLE-INCOME FAMILIES DOING FINANCIALLY?

• **People are spending more.** With inflation on the rise, just **32%** say they have spent less money in the past year, down from **38%** in December's poll. Among those who have not spent less, **37%** anticipate doing so soon.

• Credit card debt is on the rise. The share of middle-income families who say their credit card debt has decreased over the past three months (14%) is the lowest it has been in any of our surveys, and eight percentage points lower than a year ago. People are using their credit cards most often for gas (50%), retail purchases (49%), and groceries (48%).

• Nearly two-thirds (62%) report they are prepared for an unexpected emergency which offers some good news. Still, that leaves 38% saying they do not have an emergency fund that would cover an expense of \$1,000 or more. And only 33% say they have added to a savings account.

ADDITIONAL INSIGHTS FROM PRIMERICA'S U.S. MIDDLE-INCOME FINANCIAL SECURITY MONITOR

ARE FAMILIES EQUIPPED WITH THE FINANCIAL INFORMATION THEY NEED?

• April marks Financial Literacy Month but not everyone is confident. Only one quarter (26%) of middle-income families are very confident they could make sound financial decisions without outside professional help.

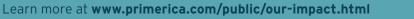
• Most believe in saving and investing sooner rather than later. About 85% of respondents believe people should start planning for retirement before they reach 30 years old.

• But not everyone is following their own advice. Nearly one-third (30%) say they don't contribute to a savings account, follow a budget, contribute to an investment account, or set a financial budget each month. Among the biggest challenges people cite for keeping track of their finances are anxiety (26%) and not having time (18%).

HOW DO MIDDLE-INCOME AMERICANS VIEW THEIR JOBS?

Is the "Great Resignation" waning? One-quarter (**26**%) of respondents say they are at least somewhat likely to change jobs in the next year, a decline from the **33**% of respondents in December's poll. Those likeliest to change jobs include nonwhite men (**36**%), adults ages 18-34 years old (**35**%), and Midwesterners (**34**%).

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TOPLINE TRENDS DATA	Mar. 2022	Dec. 2021	Aug. 2021	Apr. 2021	Dec. 2020	Sep. 2020
How would you rate the condition of your personal finances? (Reporting "Excellent" and "Good" responses.)	60%	64%	65%	67%	57%	64%
Q1 2022 Survey: Confidence in personal finances reported, consistent with previous reports.						
Overall, would you say your income is? (Reporting "Falling behind the cost of living"responses.)	67%	68%	65%	56%	59%	50%
Q1 2022 Survey: Concern about meeting increased cost of living remains high.						
Do you have an emergency fund that would cover an expense of \$1,000 or more (for example, if your car broke down or you had a large medical bill)? (Reporting "Yes" responses.)	62%	60%	65%	66%	56%	61%
Q1 2022 Survey: About the same percentage have an emergency fund that would cover an expense of \$1,000 or more.						
How would you rate the economic health of your community? (Reporting "Not so good" and "Poor" responses.)	52%	50%	54%	52%	57%	45%
Q1 2022 Survey: Half rate the economic health of their community negatively, consistent with previous survey.						
How would you rate your ability to save for the future? (Reporting "Not so good" and "Poor" responses.)	66%	62%	63%	58%	65%	54%
Q1 2022 Survey: Over 60% feel it will be difficult to save for the future, consistent with previous survey.						
In the past three months, has your credit card debt? (Reporting "Increased" responses.)	25%	28%	21%	18%	25%	21%
Q1 2022 Survey: Credit card debt remained around same level in the past three months.						



ABOUT PRIMERICA'S U.S. MIDDLE-INCOME FINANCIAL SECURITY MONITOR

The Monitor is a quarterly national survey to monitor the financial health of those with annual household incomes of \$30,000-\$100,000 in 2020. Change Research conducted online polling from March 4 through 8, 2022. Using Dynamic Online Sampling, Change Research polled 980 adults over 18. Post-stratification weights were made on gender, age, race, education and Census region to reflect the population of these adults based on the five-year averages in the 2018 American Community Survey published by the U.S. Census. The margin of error is **3.7%**.

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