



**ASHA**  
American  
Speech-Language-Hearing  
Association

# Audiology Survey Report: Private Practice Trends, 2006–2021

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## Contents

Introduction.....	3
Survey Report Highlights.....	3
Private Practitioner Profile.....	4
Pay Basis.....	5
Annual Salaries.....	5
Hourly Rates.....	5
Number of Hours Worked per Week.....	6
Commissions.....	6
Bonuses.....	7
Alternative Payment Models.....	7
Views on ASHA.....	8
Survey Methodology and Response Rates.....	9
Suggested Citation.....	9
Additional Information.....	9
Questions?.....	9
Acknowledgment.....	9
Appendix.....	10
Data Tables.....	11
Key of Geographic Regions/Divisions and Corresponding States/District of Columbia.....	14

## Introduction

The American Speech-Language-Hearing Association (ASHA) conducted the *2021 Audiology Survey* to gather information from audiologists about earnings, service provision, practice issues, the workforce, and other professional topics. Results from this survey are presented in a series of reports, including this report on private practice trends.

Findings from the 2006, 2008, 2010, 2012, 2014, 2016, and 2018 *ASHA Audiology Surveys* are included in this report for comparative purposes. Questions and response options differ among surveys; therefore, data on all topics are not available for all survey years.

The statistic that is presented in this report is the median (i.e., middle or 50th percentile). Medians are presented because they are more stable than means (i.e., averages) and are less sensitive to extreme values. To preserve confidentiality and provide more certain results, we have not reported data for groups of fewer than 25 survey respondents.

The salaries and wages presented in this report are gross salaries/wages (salaries/wages prior to deductions). They do not include commissions or bonuses. (That information is presented separately in the report.)

## Survey Report Highlights

### Types of Positions

- In 2021, most audiologists in private practice were owners (44%) or full-time salaried employees (34%). These figures are largely consistent with those of previous survey years.

### Salaries and Wages

In 2021:

- Private practice owners reported a median annual salary of \$90,120—up from \$80,399 in 2018 (a 12% increase). Audiologists who were employed full time in private practice reported a median annual salary of \$75,000—the same as in 2018.
- Audiologists who were employed as contractors/consultants reported a median hourly wage of \$44.26—up from \$40.00 in 2018 (an 11% increase). Audiologists who were employed part time reported a median hourly wage of \$43.20—up from \$35.90 in 2018 (a 20% increase).

### Alternative Payment Models

- In 2021, overall, more than half (54%) of audiologists in private practice indicated that they had never heard of the concept of alternative payment models—up from 37% in 2018.

### Views on ASHA

- In 2021, most (85%) audiologists in private practice agreed or strongly agreed with the statement *ASHA is an organization I trust*—up slightly from 81% in 2018.

## Private Practitioner Profile

### Primary Work Setting

In 2021, 79% of audiologists in private practice delivered all or most of their services in nonresidential health care facilities, which include audiologists' and physicians' offices (see Appendix Table 1). A small percentage of audiologists delivered all or most of their services in hospitals (8%) or audiology franchises or retail chains (7%). These figures are largely consistent with those of previous years.

### Primary Work Role

In 2021, most (91%) audiologists in private practice were clinicians (see Appendix Table 2). A small percentage were administrators, supervisors, or directors (4%) or consultants (2%). These figures are largely consistent with those of previous years.

### Type of Private Practice Position

In 2021, most audiologists in private practice were owners (44%) or full-time salaried employees (34%; see Appendix Table 3). A small percentage were part-time salaried audiologists (9%) or contractors/consultants (13%). These figures are largely consistent with those of previous years.

### Geographic Region

From 2006 to 2021, a higher percentage of audiologists in private practice worked in the South than in the Northeast, Midwest, or West. In 2021, 38% of audiologists worked in the South—the same or about the same as in past years (32%–38% from 2006 to 2018; see Appendix Table 4). See page 14 for a key of geographic regions/divisions and corresponding states/District of Columbia.

### Population Density

From 2006 to 2021, a higher percentage of audiologists in private practice worked in suburban and city/urban areas than in rural areas. In 2021, 86% of audiologists worked in suburban or city/urban areas—the same or about the same as in past years (80%–87% from 2006 to 2018; see Appendix Table 5).

### Highest Degree

In 2021, more than half (69%) of audiologists in private practice held a doctor of audiology (AuD) degree as the highest degree, up steadily from 30% in 2006 (see Appendix Table 6). About one quarter of audiologists (28%) held a master's degree as the highest degree—down from 63% in 2006. A small percentage (3%) held a PhD as the highest degree—about the same as in past years (4%–8%) from 2006 to 2018.

## Pay Basis

In 2021, most (69%) audiologists in private practice were paid primarily an annual salary (see Appendix Table 7). The remainder were paid primarily per hour (26%) or on commission (5%). These figures are largely consistent with those of previous years.

## Annual Salaries

Median annual salaries varied by type of private practice position. In 2021, owners reported a median annual salary of \$90,120—up from \$80,399 in 2018 (a 12% increase; see Table 1). Audiologists who were employed full time reported a median annual salary of \$75,000—the same as in 2018.

**Table 1.** Median annual salaries of audiologists, by type of private practice position and year.

Type of position	\$			
	2014 (n = 358)	2016 (n = 284)	2018 (n = 357)	2021 (n = 242)
Full-time audiologist	70,000	65,000	75,000	75,000
Owner	78,439	80,000	80,399	90,120

*Note.* These data are from the 2014, 2016, 2018, and 2021 ASHA Audiology Surveys.

## Hourly Rates

Median hourly rates varied by type of private practice position. In 2021, contractors/consultants reported a median hourly wage of \$44.26—up from \$40.00 in 2018 (an 11% increase; see Table 2). Audiologists who were employed part time reported a median hourly wage of \$43.20—up from \$35.90 in 2018 (a 20% increase).

**Table 2.** Median hourly rates of audiologists, by type of private practice position and year.

Type of position	\$			
	2014 (n = 137)	2016 (n = 125)	2018 (n = 156)	2021 (n = 79)
Contractor/consultant	40.00	41.87	40.00	44.26
Part-time audiologist	35.26	36.03	35.90	43.20
Full-time audiologist	31.56	31.00	35.77	n/r
Owner	n/r	n/r	n/r	n/r

*Note.* These data are from the 2014, 2016, 2018, and 2021 ASHA Audiology Surveys. n/r = not reported. (To preserve confidentiality and provide more certain results, we have not reported data for groups of fewer than 25 survey respondents.)

## Number of Hours Worked per Week

In the 2014, 2016, 2018, and 2021 surveys, audiologists in private practice who were paid at an hourly rate were asked to indicate the number of hours they worked in a typical week. In 2021, the median number of hours worked was 20 for contractors/consultants and 24 for part-time audiologists—the same or about the same as in recent past years (see Table 3).

**Table 3.** Median number of hours worked in a typical week by audiologists who were paid at an hourly rate, by type of private practice position and year.

Type of position	#			
	2014 (n = 177)	2016 (n = 124)	2018 (n = 201)	2021 (n = 86)
Contractor/consultant	19	20	20	20
Part-time audiologist	23	20	24	24
Full-time audiologist	37	40	40	n/r
Owner	26	n/r	30	n/r

*Note.* These data are from the 2014, 2016, 2018, and 2021 ASHA Audiology Surveys. n/r = not reported. (To preserve confidentiality and provide more certain results, we have not reported data for groups of fewer than 25 survey respondents.)

## Commissions

### Commission Rate on Product Sales

In 2021, the median commission rate on product sales for audiologists in private practice who were paid primarily an annual salary or at an hourly rate was 10%—the same as in 2014, 2016, and 2018 (10%). (These data are not shown in any figure or table.)

### Commission Amount

In 2014, 2016, 2018, and 2021, some audiologists in private practice received commissions in addition to their base earnings (annual salary or hourly wages). In 2021, the overall median amount that they received was \$15,000, compared with \$18,999 in 2014, \$14,700 in 2016, and \$15,513 in 2018. (These data are not shown in any figure or table.)

### Commission Amount by Type of Private Practice Position

In 2021, private practice employees (contractors/consultants and full- and part-time audiologists) received a median of \$15,000 in commissions, compared with \$19,946 in 2014, \$15,290 in 2016, and \$15,000 in 2018. (These data are not shown in any figure or table.) Sufficient data are not available to allow for the reporting of median commission amounts for private practice owners.

## Bonuses

In 2014, 2016, 2018, and 2021, some audiologists in private practice received a bonus in addition to their base earnings (annual salary, hourly wages, or commissions). In 2021, the overall median amount that they received was \$4,000, compared with \$3,797 in 2014, \$2,000 in 2016, and \$2,500 in 2018. (These data are not shown in any figure or table.)

### Bonuses by Type of Private Practice Position

Median bonuses varied by type of private practice position. In 2021, owners received a median bonus of \$25,000—up from \$15,000 in 2014, \$23,768 in 2016, and \$15,000 in 2018. Employees (contractors/consultants and full- and part-time audiologists) received a median bonus of \$2,000, compared with \$2,000 in 2014, \$1,300 in 2016, and \$1,997 in 2018. (These data are not shown in any figure or table.)

## Alternative Payment Models

In 2021, overall, more than half (54%) of audiologists in private practice indicated that they had never heard of the concept of alternative payment models—up from 37% in 2018 (see Table 4). Responses varied by type of private practice position.

**Table 4.** Percentage of audiologists in private practice who had never heard of the concept of alternative payment models, had only heard about it, knew a little about it, or knew a lot about it, by type of private practice position and year.

	% 2021 (n = 537)		
Response	All	Owners	Employees <sup>a</sup>
Have never heard of it.	54	49	57
Have only <i>heard</i> of it.	20	17	21
Know a little about it.	24	30	20
Know a lot about it.	3	4	2
	% 2018 (n = 707)		
Have never heard of it.	37	39	35
Have only <i>heard</i> of it.	26	23	29
Know a little about it.	32	28	34
Know a lot about it.	5	10	2

*Note.* These data are from the 2018 and 2021 ASHA Audiology Surveys. Because of rounding, percentages may not total exactly 100%. <sup>a</sup>Employees includes contractors/consultants and full- and part-time audiologists.

## Views on ASHA

In 2021, most (85%) audiologists in private practice agreed or strongly agreed with the statement *ASHA is an organization I trust*—up slightly from 81% in 2018 (see Table 5). Nearly two-thirds (58%–61%) of audiologists agreed or strongly agreed with these three statements: *at ASHA, I feel I belong*; *ASHA values me*; and *I recommend ASHA as a resource to colleagues*—up slightly from 55%–60% in 2018.

**Table 5.** Percentage of audiologists in private practice who strongly disagreed, disagreed, agreed, or strongly agreed with statements about ASHA, by year.

Response	%	
	2018 (n ≥ 683)	2021 (n ≥ 486)
	<b>At ASHA, I feel I belong.</b>	
Strongly disagree	13	7
Disagree	30	32
Agree	49	54
Strongly agree	7	7
	<b>ASHA is an organization I trust.</b>	
Strongly disagree	4	2
Disagree	16	14
Agree	59	65
Strongly agree	22	20
	<b>ASHA values me.</b>	
Strongly disagree	10	7
Disagree	31	32
Agree	52	53
Strongly agree	8	8
	<b>I recommend ASHA as a resource to colleagues.</b>	
Strongly disagree	10	10
Disagree	34	33
Agree	44	47
Strongly agree	11	11

*Note.* These data are from the 2018 and 2021 ASHA Audiology Surveys. Because of rounding, percentages may not total exactly 100%.

## Survey Methodology and Response Rates

A stratified random sample was used to select 5,000 ASHA-certified audiologists who were employed in the United States for the 2021 survey. The sample was stratified by type of facility and by private practice.

The survey was mailed in October 2021. Second and third mailings followed, at approximately 4-week intervals, to individuals who had not responded to earlier mailings.

Of the original 5,000 audiologists in the sample, 43 had incorrect mailing addresses, 27 were retired, and 90 were not currently employed in the profession, which left 4,840 possible respondents. The actual number of respondents was 1,487—a 30.7% response rate.

Because facilities with fewer audiologists were oversampled and those with many audiologists were undersampled, ASHA used weighting when presenting survey data.

Past *ASHA Audiology Survey* response rates were 59.1% (2006), 55.0% (2008), 52.0% (2010), 51.4% (2012), 45.7% (2014), 39.5% (2016), and 39.7% (2018).

## Suggested Citation

American Speech-Language-Hearing Association. (2022). *Audiology Survey report: Private practice trends, 2006–2021*. [www.asha.org](http://www.asha.org)

## Additional Information

*Audiology Survey* reports are available at <https://www.asha.org/research/memberdata/audiology-survey/>.

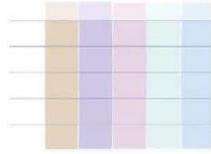
## Questions?

For additional information regarding this report, please contact ASHA's Audiology Professional Practices unit at [audiology@asha.org](mailto:audiology@asha.org). To learn more about how the Association is working on behalf of audiologists, visit [www.asha.org/aud](http://www.asha.org/aud).

## Acknowledgment

Without the generous cooperation of the members who participate in our surveys, ASHA could not fulfill its mission to provide vital information about the professions and discipline to the Association membership and the public. Thank you!

# Appendix



**Appendix Table 1.** *Percentage of audiologists in private practice, by primary work setting and year.*

Primary work setting	%							
	2006 (n = 968)	2008 (N = 2,356)	2010 (n = 670)	2012 (n = 747)	2014 (n = 678)	2016 (n = 551)	2018 (n = 722)	2021 (n = 534)
Audiology franchise, retail chain	—	—	—	7	7	10	7	7
College/university	2	2	2	2	2	1	3	1
Hospital (e.g., general, pediatric, military, VA)	6	5	7	6	11	5	12	8
Industry (hearing aid manufacturing, hearing conservation)	0	1	1	1	2	1	2	4
Nonresidential health care facility (includes audiologists' and physicians' offices)	85	88	87	79	75	82	75	79
School	3	3	4	4	3	—	—	—
Other work setting	3	1	1	1	1	2	1	2

*Note.* These data are from the 2006, 2008, 2010, 2012, 2014, 2016, 2018, and 2021 ASHA Audiology Surveys. Dash indicates that the item was not included in the survey. Because of rounding, percentages may not total exactly 100%.

**Appendix Table 2.** *Percentage of audiologists in private practice, by primary work role and year.*

Primary work role	%							
	2006 (n = 967)	2008 (N = 2,361)	2010 (n = 671)	2012 (n = 744)	2014 (n = 677)	2016 (n = 555)	2018 (n = 718)	2021 (n = 530)
Administrator/supervisor/director <sup>a</sup>	4	3	4	4	6	4	5	4
Clinical service provider (includes all individuals providing any direct service)	91	94	93	92	91	93	90	91
College/university faculty/clinical educator <sup>b</sup>	2	2	1	2	2	1	1	1
Consultant	0	0	2	1	1	1	2	2
Researcher	0	0	< 1	< 1	1	< 1	< 1	< 1
Sales/training/technical support position	—	—	—	—	—	2	2	1
Other work role	3	2	1	1	0	< 1	0	1

*Note.* These data are from the 2006, 2008, 2010, 2012, 2014, 2016, 2018, and 2021 ASHA Audiology Surveys. <sup>a</sup>In 2021, this item was *administrator/supervisor/director/owner* in half of the surveys. <sup>b</sup>In the 2006 survey, this item was *college/university faculty member*. In the 2008, 2010, and 2012 surveys, it was *college/university professor*. Dash indicates that the item was not included in the survey. Because of rounding, percentages may not total exactly 100%.

**Appendix Table 3.** *Percentage of audiologists in private practice, by type of position and year.*

Type of position	%							
	2006 (n = 952)	2008 (N = 2,380)	2010 (n = 693)	2012 (n = 751)	2014 (n = 681)	2016 (n = 552)	2018 (n = 751)	2021 (n = 496)
Contractor/consultant (e.g., per diem, hourly, or temporary)	10	8	9	11	10	12	13	13
Full-time salaried audiologist	41	38	32	37	40	35	35	34
Part-time salaried audiologist	13	15	16	13	14	11	11	9
Owner	36	40	44	39	36	42	41	44

*Note.* These data are from the 2006, 2008, 2010, 2012, 2014, 2016, 2018, and 2021 ASHA Audiology Surveys. Because of rounding, percentages may not total exactly 100%.

**Appendix Table 4.** *Percentage of audiologists in private practice, by geographic region and year.*

Geographic region	%							
	2006 (n = 979)	2008 (N = 2,380)	2010 (n = 693)	2012 (n = 751)	2014 (n = 677)	2016 (n = 559)	2018 (n = 719)	2021 (n = 540)
Northeast	23	26	19	23	21	22	25	21
South	35	36	38	35	34	33	32	38
Midwest	23	20	21	22	23	26	26	24
West	19	18	21	19	21	18	18	17

*Note.* These data are from the 2006, 2008, 2010, 2012, 2014, 2016, 2018, and 2021 ASHA Audiology Surveys. Because of rounding, percentages may not total exactly 100%.

*Key of geographic regions/divisions and corresponding states/District of Columbia.*

Geographic region/division	Corresponding states/District of Columbia
<b>Northeast</b>	
New England	CT, ME, MA, NH, RI, VT
Mid-Atlantic	NJ, NY, PA
<b>Midwest</b>	
East North Central	IL, IN, MI, OH, WI
West North Central	IA, KS, MN, MO, NE, ND, SD
<b>South</b>	
South Atlantic	DE, DC, FL, GA, MD, NC, SC, VA, WV
East South Central	AL, KY, MS, TN
West South Central	AR, LA, OK, TX
<b>West</b>	
Mountain	AZ, CO, ID, MT, NV, NM, UT, WY
Pacific	AK, CA, HI, OR, WA

**Appendix Table 5.** *Percentage of audiologists in private practice, by type of area and year.*

Type of area	%							
	2006 (n = 979)	2008 (N = 2,380)	2010 (n = 693)	2012 (n = 751)	2014 (n = 673)	2016 (n = 551)	2018 (n = 716)	2021 (n = 531)
Rural	17	18	20	17	13	14	14	14
Suburban	44	43	41	47	41	49	44	48
City/urban <sup>a</sup>	39	39	39	36	46	37	42	38

*Note.* These data are from the 2006, 2008, 2010, 2012, 2014, 2016, 2018, and 2021 ASHA Audiology Surveys. Definitions of *rural*, *suburban*, and *city/urban* were not provided in the surveys. <sup>a</sup>In the 2006–2012 surveys, this item was *metropolitan/urban area*.

**Appendix Table 6.** *Percentage of audiologists in private practice, by highest degree and year.*

Highest degree	%							
	2006 (n = 979)	2008 (N = 2,380)	2010 (n = 693)	2012 (n = 751)	2014 (n = 679)	2016 (n = 560)	2018 (n = 723)	2021 (n = 529)
Master's	63	49	39	39	32	33	30	28
AuD	30	43	53	55	61	62	63	69
PhD	6	7	8	6	5	4	6	3
Other doctorate	1	1	1	1	1	< 1	1	n/r
Multiple doctorates	—	—	—	—	1	1	1	n/r

*Note.* These data are from the 2006, 2008, 2010, 2012, 2014, 2016, 2018, and 2021 ASHA Audiology Surveys. n/r = not reported. (To preserve confidentiality and provide more certain results, we have not reported data for groups of fewer than 25 survey respondents.) Dash indicates that the item was not included in the survey analysis. Because of rounding, percentages may not total exactly 100%.

**Appendix Table 7.** *Percentage of audiologists in private practice who are paid primarily an annual salary, per hour, or on commission, by year.*

Form of pay	%							
	2006 (n = 926)	2008 (N = 2,277)	2010 (n = 643)	2012 (n = 722)	2014 (n = 667)	2016 (n = 543)	2018 (n = 696)	2021 (n = 524)
Primarily an annual salary	72	74	72	70	67	68	68	69
Primarily per hour	28	26	28	30	26	27	28	26
Primarily on commission	—	—	—	—	7	6	4	5

*Note.* These data are from the 2006, 2008, 2010, 2012, 2014, 2016, 2018, and 2021 ASHA Audiology Surveys. Dash indicates that the item was not included in the survey. Because of rounding, percentages may not total exactly 100%.