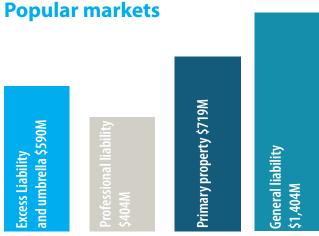
# A look at the wholesalers market





**80%** of the premium in the market place.<sup>1</sup>

# 42,800 licensed brokers 7,408 acquired excess-line policies through wholesalers for an average of 23 transactions apiece in 2016.<sup>3</sup> The average cost per transaction for 2017 was \$18.94 compared to \$18.63 in 2016.<sup>4</sup>

# Wholesalers vs. Retailers<sup>7</sup> N.Y. excess-lines market production

2017	Active broker count	Total transactions	% of total transactions	Total N.Y. premium	% of total N.Y. premium
Wholesalers	372	283,787	87.24%	\$2,482,506,796	63.31%
Retailers	458	41,512	12.76%	\$1,438,409,558	36.69%
Total	830	325,299		\$3,920, 916,354	

Through March 2018	Active broker count	Total transactions	% of total transactions	Total N.Y. premium	% of total N.Y. premium
Wholesalers	333	73,138	87.42%	\$672,616,154	63.01%
Retailers	341	10,521	12.58%	\$394,830,008	36.99%
Total	674	83,659		\$1,067,446,162	

Since 2012, the E&S market gross premium was nearly \$4 billion in New York.<sup>8</sup> In July 2017, across the U.S., \$14.3 billion was reported in total premium.<sup>9</sup>

### **Admitted vs. nonadmitted markets**

New York admitted market property/casualty volume **+1.4M** policies per year New York E&S market issued only **283,787** policies in 2017.



## The stability of E&S:

In the last 20 years, the E&S market has doubled



Since 2004, the number of admitted U.S. p/c insurers that have gone insolvent has totaled **223**,

while **0**excess-lines
companies in
New York have
become insolvent during
the same period.<sup>6</sup>



<sup>&</sup>lt;sup>2</sup> lbid.

<sup>3</sup> Ibid

<sup>&</sup>lt;sup>4</sup> A.M. Best, September 2017, Surplus Lines Continue to Overcome Market Pressures

<sup>5</sup> lhid

<sup>&</sup>lt;sup>6</sup> ELANY, 2017 Annual Report

<sup>&</sup>lt;sup>7</sup> ELANY (http://www.elany.org/statistics.aspx?d=1937)

<sup>&</sup>lt;sup>8</sup> ELANY, 2016 Annual Report

<sup>9</sup> SLTX, July 2017, U.S. 2017 Mid-Year Surplus Lines Growth