

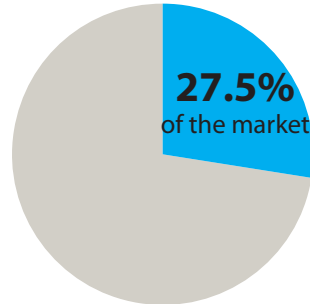
# A look at the wholesalers market

## Popular markets



General liability, excess and umbrella coverage for the construction industry, equals just short of

**\$1 billion of premium<sup>5</sup>**

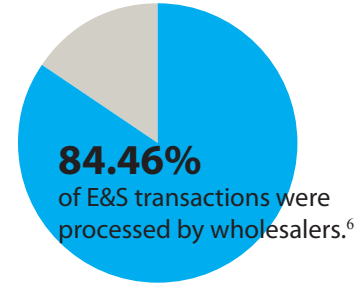


## Admitted vs. nonadmitted markets

New York admitted market property/casualty volume **+1.5M** policies per year

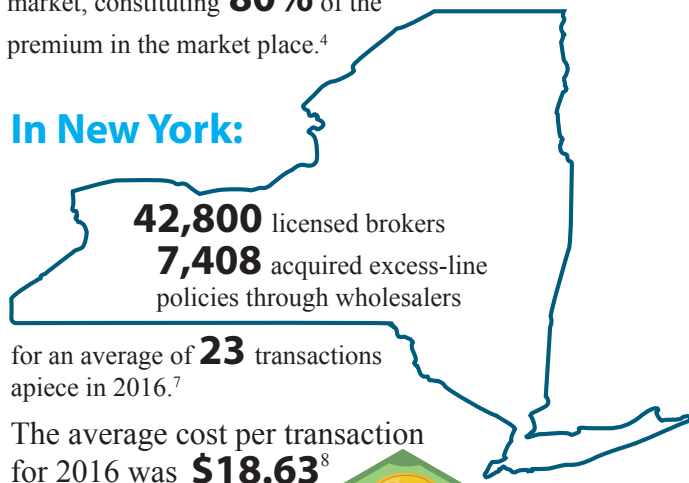
New York E&S market issued only

**213,766** policies with **89,537** endorsements in 2016.



were the driving forces of the E&S market, constituting **80%** of the premium in the market place.<sup>4</sup>

## In New York:



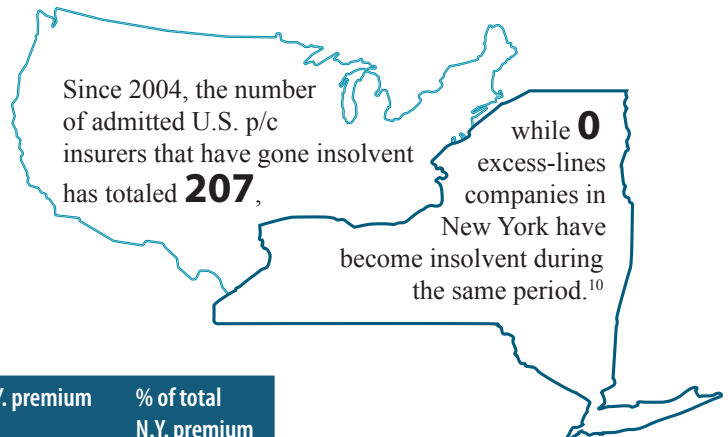
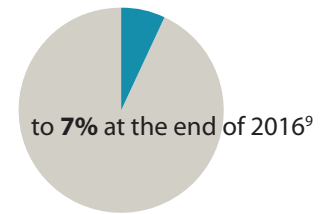
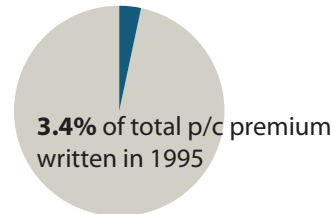
for an average of **23** transactions apiece in 2016.<sup>7</sup>

The average cost per transaction for 2016 was **\$18.63<sup>8</sup>**



## The stability of E&S:

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



## Wholesalers vs. Retailers<sup>1</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	

2016	Active broker count	Total transactions	% of total transactions	Total N.Y. premium	% of total N.Y. premium
Wholesalers	374	265,260	87.46%	\$2,275,990,975	62.82%
Retailers	429	38,043	12.54%	\$1,347,160,548	37.18%
Total	803	303,303		\$3,623,151,523	

From 2013-2016 ... the E&S market gross premium topped out at just over \$3.7 billion in New York.<sup>2</sup>

In July 2017, across the U.S., \$14.3 billion was reported in total premium.<sup>3</sup>

<sup>1</sup> ELANY (<http://www.elany.org/statistics.aspx?d=1937>)  
<sup>2</sup> ELANY, 2016 Annual Report  
<sup>3</sup> SLTX, July 2017, U.S. 2017 Mid-Year Surplus Lines Growth  
<sup>4</sup> ELANY, 2016 Annual Report  
<sup>5</sup> Ibid.  
<sup>6</sup> Ibid.  
<sup>7</sup> Ibid.  
<sup>8</sup> Ibid.  
<sup>9</sup> A.M. Best, September 2017, Surplus Lines Continue to Overcome Market Pressures  
<sup>10</sup> ELANY, 2016 Annual Report