

Insurance Market Trends

Foa & Son's analysis of the insurance marketplace conditions and volatility affecting key industries and products.

The Foa Insurance Market Trends report provides a proprietary rating system for insurance buyers to more fully understand the impact of market conditions on their insurance costs, terms, conditions and overall availability.

SECTION I: KEY INDUSTRY RATINGS

	PRICING VOLATILITY	COVERAGE TERMS	AVAILABILITY
\sim	0 5		0 5
AUTO DEALERS	3.7	3.8	3.6
COMMERCIAL AUTO FLEETS	4.0	3.1	3.4
CONSTRUCTION & DEVELOPERS (NON-NY)	4.2	4.5	3.8
CONSTRUCTION & DEVELOPERS (NY)	4.7	4.7	4.4
COVID-19 SERVICES/PPE	3.1	3.0	2.9
FINANCIAL SERVICES	3.2	3.0	2.8
FOOD IMPORTER (HIGH PERISHABILITY)	4.4	4.2	4.3
FOOD IMPORTER (LOW PERISHABILITY)	3.6	3.3	2.9
FOOD RETAILERS	3.7	3.5	3.2
	4.1	3.7	4.1

	PRICING VOLATILITY	COVERAGE TERMS	AVAILABILITY
JEWELRY	0 5 3.3	0 5 0 3.1	3.1
WHOLESALE AND RETAIL	2.5		2.0
LIFE SCIENCE & PHARMACEUTICAL	3.5	3.3	2.9
	3.7	3.5	3.3
	2.9	3.1	3.0
PRIVATE EQUITY/ VENTURE CAPITAL	3.4	3.6	3.1
REAL ESTATE	4.1	3.7	4.0
	3.4	3.1	3.7
RETAIL	3.8	3.8	3.3
	3.5	3.4	3.0
SOCIAL SERVICES	3.6	4.0	3.4
SPECIE/COIN/ COLLECTABLES	3.3	3.2	3.4
TECHNOLOGY	3.3	3.2	3.1
TRUCKING AND TRANSPORT	3.8	3.9	3.9
WHOLESALE GOODS	3.3	3.4	3.1

Pricing Volatility:	RATING LEGEND: A measure of insurance price changes compared to the prior year, for both renewals and new placements. The lowest rating of 1 suggests a "buyer's market" and significant price decreases are likely. The highest rating of 5 suggests market turmoil, with rate increase of 50% to 100+% being common.
Coverage Terms:	A measure of the relative restrictiveness of policy exclusions, limitations and conditions. The lowest rating of 1 suggests few coverage restrictions, and markets generally open to negotiate coverage terms. The highest rating of 5 suggests highly restrictive coverage with little to no negotiating room.
Availability:	A measure of the willingness of insurers to offer the coverage for both new and renewal policies. The lowest rating of 1 suggests a highly competitive marketplace, with many insurers competing for placements. The highest rating of 5 suggests the most challenging marketplace, with no more than 1 or 2 viable options at any price.



December, 2020

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SECTION II: KEY INSURANCE PRODUCT RATINGS

	PRICING VOLATILITY	COVERAGE TERMS	AVAILABILITY
BENEFITS AND HEALTH INSURANCE (LARGE GROUPS)	0 5 3.3	0 5 0 3.3	5 3.2
BENEFITS AND HEALTH INSURANCE (SMALL GROUPS)	3.9	3.8	4.0
CARGO (INLAND/ MOTORTRUCK)	3.1	3.1	2.9
CARGO (OCEAN)	4.3	4.2	3.8
CYBER	2.9	3.1	2.9
CRIME - EMPLOYEE DISHONESTY	3.0	2.9	2.7
DIRECTORS & OFFICERS	4.1	4.3	4.0
EMPLOYMENT PRACTICES	4.1	4.2	4.0
ENVIRONMENTAL	3.0	2.9	2.9
FINE ARTS	2.9	3.0	2.9

	PRICING VOLATILITY	COVERAGE TERMS	AVAILABILITY
	0 5	0 5	0 5
GLOBAL PROGRAMS	3.3	3.6	3.7
LARGE COMMERCIAL PROPERTY	3.9	4.2	3.8
PACKAGE POLICIES (LIABILITY-PROPERTY)	3.4	3.7	3.1
PERSONAL LINES	3.4	3.3	3.1
PERSONAL LINES (HIGH NET WORTH/VALUES)	3.9	3.6	2.8
PROFESSIONAL	3.5	3.9	3.5
HIGHER RISK PRODUCTS	3.6	3.7	3.5
SPECIALTY & CAT RISKS	4.4	4.3	4.1
SURETY	3.5	4.3	4.4
UMBRELLA/EXCESS	4.3	4.1	3.9

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