



NEW YORK EXCESS LINE MARKET PRODUCTION

WHOLESALEERS VS. RETAILERS*

| | | Active Broker Count | | Total Transactions | | % of Total Transactions | | Total NY Premium | | % of Total NY Premium |
|----------------|-------------|------------------------|--|-----------------------|--|----------------------------|--|---------------------|--|--------------------------|
| YTD MARCH 2024 | Wholesalers | 248 | | 93,283 | | 85.91% | | \$1,362,361,877 | | 67.78% |
| | Retailers | 343 | | 15,300 | | 14.09% | | \$647,757,785 | | 32.22% |
| | TOTALS | 591 | | 108,583 | | | | \$2,010,119,662 | | |
| | | | | | | | | | | |
| 2023 | Wholesalers | 291 | | 358,172 | | 85.67% | | \$5,006,804,629 | | 63.50% |
| | Retailers | 464 | | 59,898 | | 14.33% | | \$2,877,929,622 | | 36.50% |
| | TOTALS | 755 | | 418,070 | | | | \$7,884,734,251 | | |
| | | | | | | | | | | |
| 2022 | Wholesalers | 278 | | 302,708 | | 78.63% | | \$4,209,771,080 | | 56.16% |
| | Retailers | 469 | | 82,278 | | 21.37% | | \$3,286,611,097 | | 43.84% |
| | TOTALS | 747 | | 384,986 | | | | \$7,496,382,177 | | |
| | | | | | | | | | | |
| 2021 | Wholesalers | 308 | | 294,198 | | 82.79% | | \$3,646,253,019 | | 58.76% |
| | Retailers | 443 | | 61,170 | | 17.21% | | \$2,559,255,050 | | 41.24% |
| | TOTALS | 751 | | 355,368 | | | | \$6,205,508,069 | | |

*STATISTICS ARE BASED ON NY TAXABLE CALENDAR YEAR PREMIUM