

IIAT Coastal Markets Survey

October 2006

Count Percent

Q. Please select the Tier 1 or Tier 2 county where your agency's home office is located.

	Count	Percent
--Select County--	1	0.68 %
Aransas	1	0.99 %
Brazoria	11	10.89 %
Calhoun	2	1.98 %
Cameron	8	7.92 %
Chambers	1	0.99 %
Fort Bend	3	2.97 %
Galveston	1	0.99 %
Harris	34	33.66 %
Hidalgo	6	5.94 %
Jackson	2	1.98 %
Jefferson	9	8.91 %
Liberty	4	3.96 %
Live Oak	1	0.99 %
Matagorda	1	0.99 %
Nueces	5	4.95 %
Orange	2	1.98 %
San Patricio	2	1.98 %
Victoria	5	4.95 %
Wharton	3	2.97 %
Total Responses	101	100.00 %

Harris County only

	34	100.00 %
Total Responses	34	100.00%

Q. Since June 1, are more companies in your agency excluding windstorm on renewal policies *anywhere* in Tier 1?

Personal Lines

(Not Answered)	11	10.89 %
Yes, a few	19	18.81 %
Yes, many companies are excluding coverage that they wrote last year	32	31.68 %
All companies are excluding wind	29	28.71 %
My companies have never written windstorm coverage	10	9.90 %
Total Responses	101	100.00 %

	4	11.76%
	4	11.76%
	6	17.65%
	13	38.24%
	7	20.59%
Total Responses	34	100.00%

IIAT Coastal Markets Survey

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Count Percent

Q. How would you characterize recent changes in the market for excess windstorm coverage above TWIA building limits in Tier 1?

Personal Lines excess wind limits

(Not Answered)	11	9.91 %
We don't write excess wind coverage	52	46.85 %
Excess coverage is not available for some properties.	28	25.23 %
Coverage is available, but unaffordable.	20	18.02 %
Total Responses	111	100.00 %

Personal Lines excess wind price increases

0 - 10%	9	8.91 %
11 - 20%	13	12.87 %
21 - 40%	15	14.85 %
41 - 60%	10	9.90 %
More than 80%	2	1.98 %
Total Responses	101	100.00 %

Commercial Lines excess wind limits

(Not Answered)	13	11.02 %
We don't write excess wind coverage	35	29.66 %
Excess coverage is not available for some properties	26	22.03 %
Coverage is available, but full building limits cannot be purchased.	17	14.41 %
Coverage is available, but unaffordable.	27	22.88 %
Total Responses	118	100.00 %

Commercial Lines excess wind price increases

(Not Answered)	45	44.55 %
0 - 10%	9	8.91 %
11 - 20%	6	5.94 %
21 - 40%	17	16.83 %
41 - 60%	7	6.93 %
61 - 80%	4	3.96 %
More than 80%	13	12.87 %
Total Responses	101	100.00 %

Harris County only

5	13.16 %
17	44.74 %
8	21.05 %
8	21.05 %
38	100.00 %
19	55.88 %
2	5.88 %
7	20.59 %
2	5.88 %
4	11.76 %
34	100.00 %
4	11.76 %
11	29.73 %
11	29.73 %
4	10.81 %
7	18.92 %
37	100.00 %
16	47.06 %
3	8.82 %
3	8.82 %
3	8.82 %
2	5.88 %
3	8.82 %
4	11.76 %
34	100.00 %

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October 2006

Count Percent

Q. What common windstorm deductibles are you seeing on renewals in the voluntary market today in Tier 1?

Personal Lines deductibles

(Not Answered)	15	14.85 %
Less than 2 %	22	21.78 %
2 %	38	37.62 %
2 - 5%	20	19.80 %
5% or more	6	5.94 %
Total Responses	101	100.00 %

Commercial Lines deductibles

(Not Answered)	17	16.83 %
Less than 2%	14	13.86 %
2%	21	20.79 %
2 - 5%	30	29.70 %
5% or more	19	18.81 %
Total Responses	101	100.00 %

Harris County only

9	26.47 %
3	8.82 %
9	26.47 %
8	23.53 %
5	14.71 %
34	100.00%
8	23.53 %
2	5.88 %
6	17.65 %
12	35.29 %
6	17.65 %
34	100.00%
12	35.29 %
1	2.94 %
4	11.76 %
7	20.59 %
4	11.76 %
6	17.65 %
34	100.00

Q. How has windstorm pricing changed for most property in Tier 1?

Personal Lines: Admitted (standard)

(Not Answered)	25	24.75 %
Little change in pricing	8	7.92 %
Less than 10% increase	17	16.83 %
11 - 15% increase	27	26.73 %
16 - 20% increase	10	9.90 %
More than 20% increase	14	13.86 %
Total Responses	101	100.00 %

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October 2006

Count Percent

Personal Lines: Surplus lines

(Not Answered)	30	29.70 %
Little change in pricing	10	9.90 %
Less than 10% increase	14	13.86 %
11 - 15% increase	17	16.83 %
16 - to 20% increase	12	11.88 %
More than 20% increase	18	17.82 %

Total Responses 101 100.00 %

Commercial Lines: Admitted (standard)

(Not Answered)	29	28.71 %
Little change in pricing	4	3.96 %
Less than 10% increase	13	12.87 %
11 - 15% increase	26	25.74 %
16 - 20% increase	8	7.92 %
More than 20% increase	21	20.79 %

Total Responses 101 100.00 %

Commercial Lines: Surplus lines

(Not Answered)	29	28.71 %
Little change in pricing	7	6.93 %
Less than 10% increase	11	10.89 %
11 - 15% increase	17	16.83 %
16 - 20% increase	9	8.91 %
More than 20% increase	28	27.72 %

Total Responses 101 100.00 %

Harris County only

14	41.81 %
3	8.82 %
4	11.76 %
2	5.88 %
4	11.76 %
7	20.59 %
34	100.00%
11	32.35 %
1	2.94 %
4	11.76 %
6	17.65 %
2	5.88%
10	29.41 %
34	100.00%
11	32.35 %
2	5.88 %
3	8.82 %
6	17.65 %
1	2.94 %
11	32.35 %
34	100.00%

IIAT Coastal Markets Survey

October 2006

Count Percent

Q. How many companies have placed volume limitations on new business in your agency in Tier 1?

Personal Lines

(Not Answered)	27	26.73 %
A few companies are limiting our writings	36	35.64 %
Many companies are limiting our writings	14	13.86 %
Most companies have placed some limits on the amount of new business we can write	24	23.76 %

Total Responses 101 100.00 %

Commercial Lines

(Not Answered)	26	25.74 %
A few companies are limiting our writings	36	35.64 %
Many companies are limiting our writings	19	18.81 %
Most companies have placed some limits on the amount of new business we can write	20	19.80 %

Total Responses 101 100.00 %

Harris County only

10	29.41%
7	20.59 %
4	11.76 %
13	38.24 %

34 100.00%

10	29.41 %
7	20.59 %
8	23.53 %
9	26.47 %

34 100.00%

Q. Compared with the beginning of summer, are you having to place more business in surplus lines or non-admitted markets today in Tier 1

Personal Lines

(Not Answered)	12	11.88 %
Yes, some	30	29.70 %
Yes, most	31	30.69 %
No	28	27.72 %

Total Responses 101 100.00 %

Commercial Lines

(Not Answered)	13	12.87 %
Yes, some	34	33.66 %
Yes, most	34	33.66 %
No	20	19.80 %

Total Responses 101 100.00 %

6	17.65 %
9	26.47 %
11	32.35 %
8	23.53 %

34 100.00%

7	20.59 %
13	38.24 %
9	26.47 %
5	14.71%

34 100.00 %

IIAT Coastal Markets Survey

October 2006

Count Percent

This section pertains only to Tier 2 counties

Q. Since June 1, are companies in your agency excluding windstorm coverage in Tier 2 more often when they have the option?

Personal Lines (surplus lines)

(Not Answered)	19	18.81 %
Yes, a few	25	24.75 %
Yes, many companies are excluding wind	19	18.81 %
No, companies are renewing policies with windstorm coverage for the most part	38	37.62 %

Total Responses 101 100.00 %

Commercial Lines (surplus lines and large risks)

(Not Answered)	20	19.80 %
Yes, a few	23	22.77 %
Yes, many companies are excluding wind	29	28.71 %
No, companies are renewing policies with windstorm coverage for the most part.	29	28.71 %

Total Responses 101 100.00 %

Harris County only

7	20.59 %
9	26.47 %
8	23.53 %
10	29.41 %
34	100.00%
6	17.65 %
8	23.53 %
11	32.35 %
9	26.47 %
34	100.00%
6	17.65 %
8	23.53 %
9	26.47 %
9	26.47 %
1	2.94 %
1	2.94 %
34	100.00%

Q. What common windstorm deductibles are you seeing on renewals in the voluntary windstorm market today in Tier 2?

Personal Lines

(Not Answered)	18	17.82 %
Less than 2%	30	29.70 %
2%	28	27.72 %
2 - 5%	20	19.80 %
5% or more	1	0.99 %
My agency has no voluntary windstorm markets	4	3.96 %

Total Responses 101 100.00 %

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Count Percent

Commercial Lines

(Not Answered)	18	17.82 %
Less than 2%	12	11.88 %
2%	24	23.76 %
2 - 5%	33	32.67 %
5% or more	11	10.89 %
My agency has no voluntary windstorm markets	3	2.97 %
Total Responses	101	100.00 %

Harris County only

4	11.76 %
3	8.82 %
7	20.59 %
12	35.29 %
7	20.59 %
1	2.94 %
34	100.00 %

Q. How has windstorm pricing changed for most property in Tier 2?

Personal Lines: Admitted (standard)

(Not Answered)	22	21.78 %
Little change in pricing	18	17.82 %
Less than 10% increase	20	19.80 %
11 - 15% increase	25	24.75 %
16 - 20% increase	8	7.92 %
More than 20% increase	8	7.92 %
Total Responses	101	100.00 %

6	17.65 %
7	20.59 %
7	20.59 %
8	23.53 %
1	2.94 %
5	14.71 %
34	100.00 %

Personal Lines: Surplus lines

(Not Answered)	24	23.76 %
Little change in pricing	15	14.85 %
Less than 10% increase	20	19.80 %
11 - 15% increase	19	18.81 %
16 - 20% increase	9	8.91 %
More than 20% increase	14	13.86 %
Total Responses	101	100.00 %

7	20.59 %
6	17.65 %
6	17.65 %
5	14.71 %
2	5.88 %
8	23.53 %
34	100.00 %

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Count Percent

Commercial Lines: Admitted (standard)

(Not Answered)	29	28.71 %
Little change in pricing	12	11.88 %
Less than 10% increase	17	16.83 %
11 - 15% increase	21	20.79 %
16 - 20% increase	8	7.92 %
More than 20% increase	14	13.86 %

Total Responses 101 100.00 %

Commercial Lines: Surplus lines

(Not Answered)	28	27.72 %
Little change in pricing	8	7.92 %
Less than 10% increase	13	12.87 %
11 - 15% increase	19	18.81 %
16 - 20% increase	12	11.88 %
More than 20% increase	21	20.79 %

Total Responses 101 100.00 %

Q. How many companies have placed volume limitations on new windstorm business in your agency in Tier 2?

Personal Lines

(Not Answered)	25	24.75 %
A few companies are limiting our writings	43	42.57 %
Many companies are limiting our writings	20	19.80 %
Most companies have placed some limits on the amount of new business we can write.	13	12.87 %

Total Responses 101 100.00 %

Commercial Lines

(Not Answered)	33	32.67 %
A few companies are limiting our writings	41	40.59 %
Many companies are limiting our writings	16	15.84 %
Most companies have placed some limits on the amount of new business we can write.	11	10.89 %

Total Responses 101 100.00 %

Harris County only

7	20.59 %
2	5.88 %
7	20.59 %
8	23.53 %
3	8.82 %
7	20.59 %

34 100.00%

7	20.59 %
2	5.88 %
4	11.76 %
7	20.59 %
4	11.76 %
10	29.41 %

34 100.00%

4	11.76 %
13	38.24 %
10	29.41 %
7	20.59 %

34 100.00%

7	20.59 %
14	41.18 %
8	23.53 %
5	14.71 %

34 100.00%