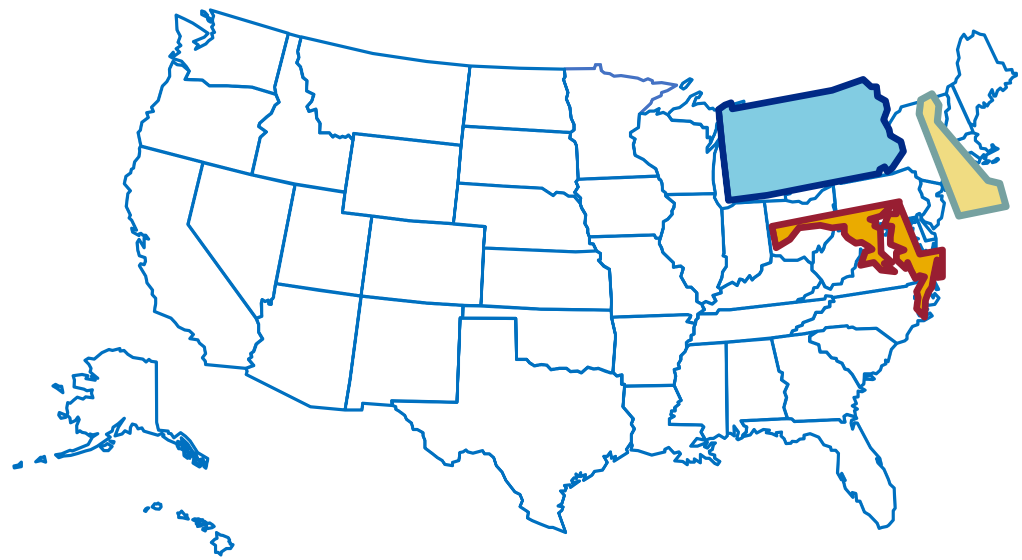
2026 P&C Insurance Marketplace Summaries

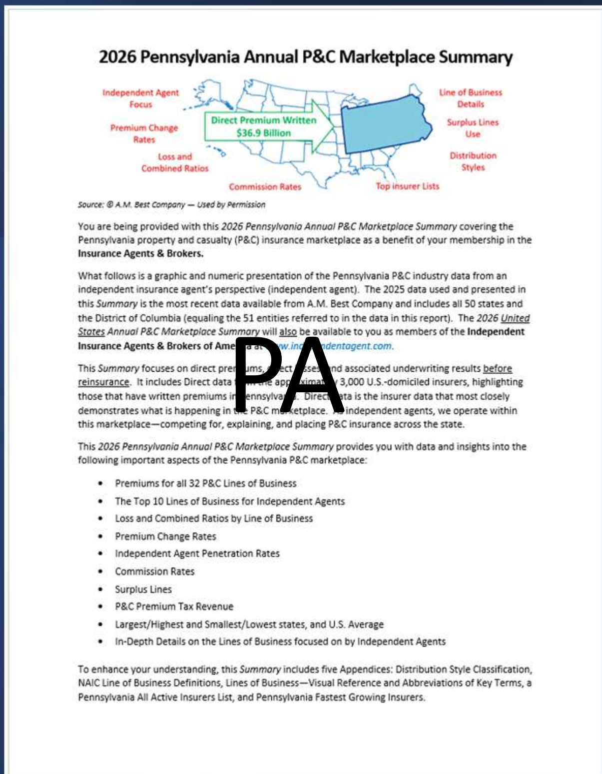
Industry Data and Interpreting P&C Insurance Trends

IA&B Insurance Agents & Brokers



Pennsylvania, Maryland & Delaware

IA&B States Have Specific Marketplace Summaries (National/U.S. Available to IA&B Members Too)



2026 Pennsylvania Annual P&C Marketplace Summary

Source: © A.M. Best Company — Used by Permission

You are being provided with this *2026 Pennsylvania Annual P&C Marketplace Summary* covering the Pennsylvania property and casualty (P&C) insurance marketplace as a benefit of your membership in the **Insurance Agents & Brokers.**

What follows is a graphic and numeric presentation of the Pennsylvania P&C industry data from an independent insurance agent's perspective (independent agent). The 2025 data used and presented in this *Summary* is the most recent data available from A.M. Best Company and includes all 50 states and the District of Columbia (equaling the 51 entities referred to in the data in this report). The *2026 United States Annual P&C Marketplace Summary* will also be available to you as members of the **Independent Insurance Agents & Brokers of America** at *www.independentagent.com*.

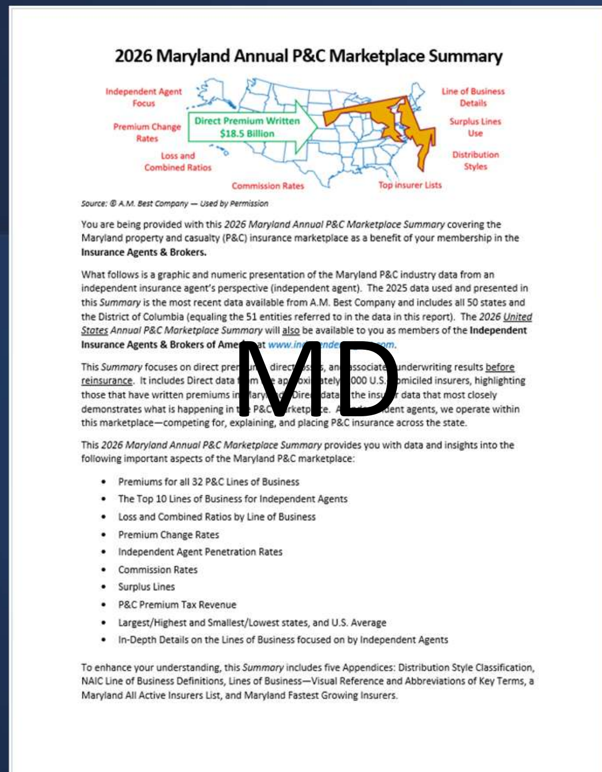
This *Summary* focuses on direct premiums, direct losses, and associated underwriting results before reinsurance. It includes Direct data from the approximately 3,000 U.S.-domiciled insurers, highlighting those that have written premiums in Pennsylvania. Direct data is the insurer data that most closely demonstrates what is happening in the P&C marketplace. As independent agents, we operate within this marketplace—competing for, explaining, and placing P&C insurance across the state.

This *2026 Pennsylvania Annual P&C Marketplace Summary* provides you with data and insights into the following important aspects of the Pennsylvania P&C marketplace:

- Premiums for all 32 P&C Lines of Business
- The Top 10 Lines of Business for Independent Agents
- Loss and Combined Ratios by Line of Business
- Premium Change Rates
- Independent Agent Penetration Rates
- Commission Rates
- Surplus Lines
- P&C Premium Tax Revenue
- Largest/Highest and Smallest/Lowest states, and U.S. Average
- In-Depth Details on the Lines of Business focused on by Independent Agents

To enhance your understanding, this *Summary* includes five Appendices: Distribution Style Classification, NAIC Line of Business Definitions, Lines of Business—Visual Reference and Abbreviations of Key Terms, a Pennsylvania All Active Insurers List, and Pennsylvania Fastest Growing Insurers.

PA



2026 Maryland Annual P&C Marketplace Summary

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You are being provided with this *2026 Maryland Annual P&C Marketplace Summary* covering the Maryland property and casualty (P&C) insurance marketplace as a benefit of your membership in the **Insurance Agents & Brokers.**

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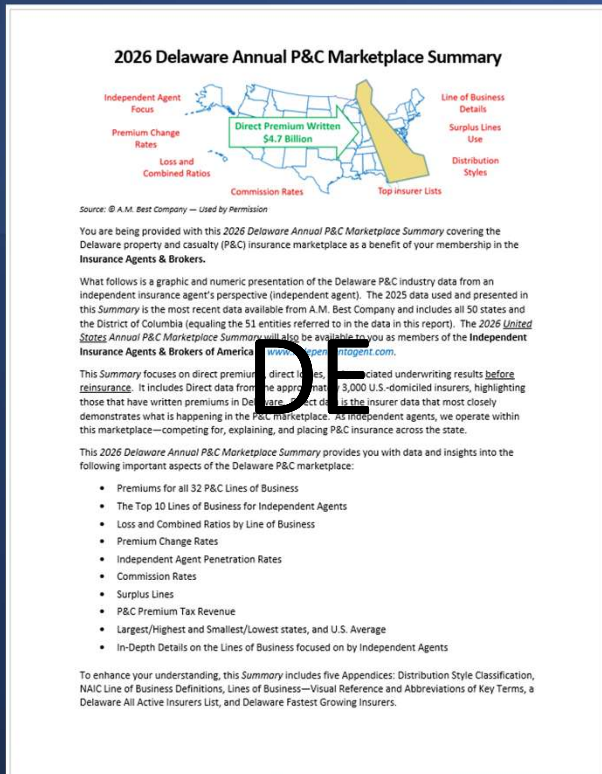
- Commission Rates
- Surplus Lines
- P&C Premium Tax Revenue
- Largest/Highest and Smallest/Lowest states, and U.S. Average
- In-Depth Details on the Lines of Business focused on by Independent Agents

To enhance your understanding, this *Summary* includes five Appendices: Distribution Style Classification, NAIC Line of Business Definitions, Lines of Business—Visual Reference and Abbreviations of Key Terms, a Maryland All Active Insurers List, and Maryland Fastest Growing Insurers.

MD



2026 Delaware Annual P&C Marketplace Summary

Source: © A.M. Best Company — Used by Permission

You are being provided with this *2026 Delaware Annual P&C Marketplace Summary* covering the Delaware property and casualty (P&C) insurance marketplace as a benefit of your membership in the **Insurance Agents & Brokers.**

What follows is a graphic and numeric presentation of the Delaware P&C industry data from an independent insurance agent's perspective (independent agent). The 2025 data used and presented in this *Summary* is the most recent data available from A.M. Best Company and includes all 50 states and the District of Columbia (equaling the 51 entities referred to in the data in this report). The *2026 United States Annual P&C Marketplace Summary* will also be available to you as members of the **Independent Insurance Agents & Brokers of America** at *www.independentagent.com*.

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- In-Depth Details on the Lines of Business focused on by Independent Agents

To enhance your understanding, this *Summary* includes five Appendices: Distribution Style Classification, NAIC Line of Business Definitions, Lines of Business—Visual Reference and Abbreviations of Key Terms, a Delaware All Active Insurers List, and Delaware Fastest Growing Insurers.

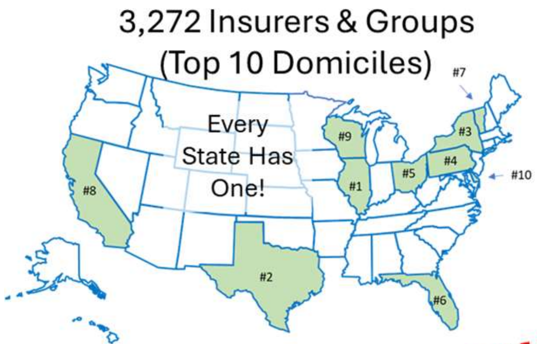
DE

*** Over 75 Pages of Marketplace Data on Your State ***

Today’s 60 Minutes

- Goal is to <u>expose to you</u> what’s available from IA&B
  - Awareness of what’s available is the key
  - No one else does this for independent agents
- <u>Use Data to Look at Interesting Insurance Topics</u>
- ± 30 Slides Today | Available to You Via IA&B
- Data is via the A.M. Best Financial Suite – Used with Permission

But First: The "Yellow Book" Road to Your *Summary*



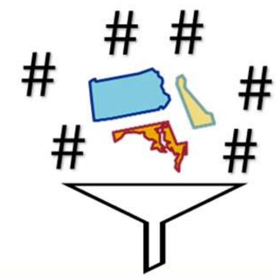
Annual & Quarterly

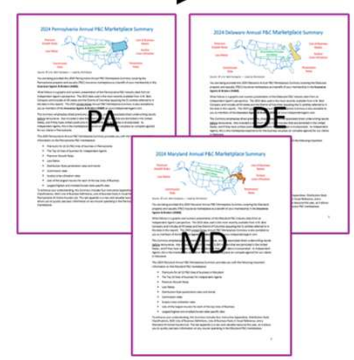
NAIC

Custom Reports (State-Specific)
- 2,800 Insurers
- Attributes (Groups, Marketing Types)
- Lines of Business

+

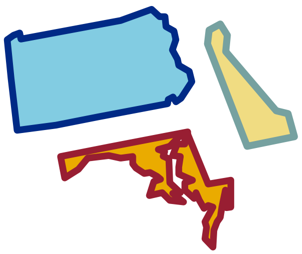
R.I.S.C. Customization
- Grouping data by Distribution Style
- Calculating Loss and Combined Ratios
- All Insurer Lists



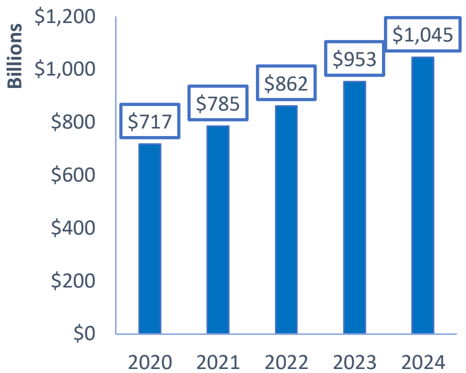


2026 P&C Marketplace Summaries

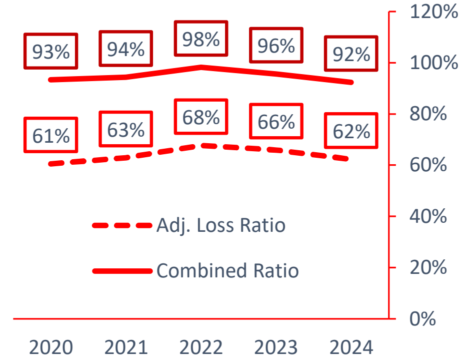
Three States (Plus U.S.)



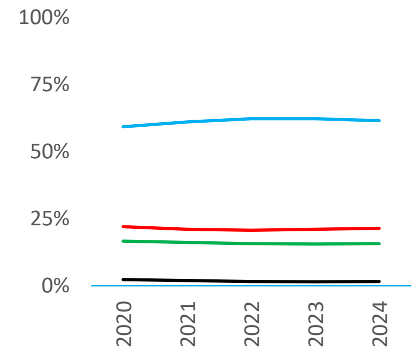
Premiums



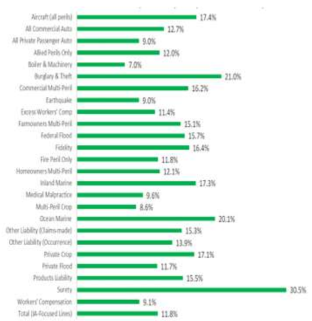
Profitability



IA Penetrations

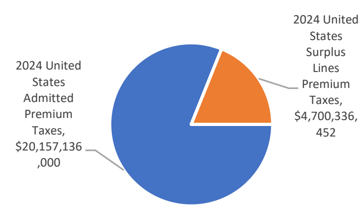


Commissions

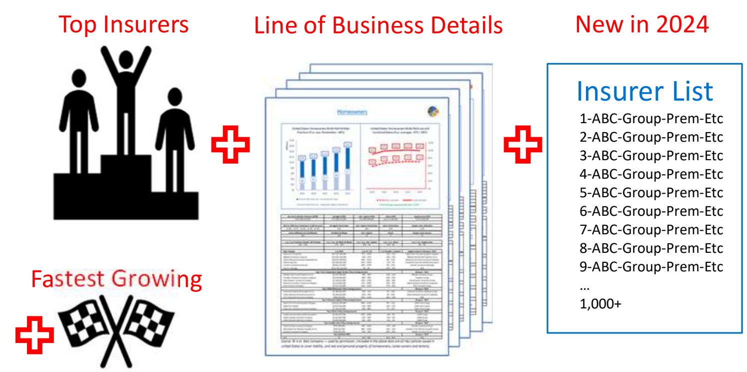


Surplus Lines

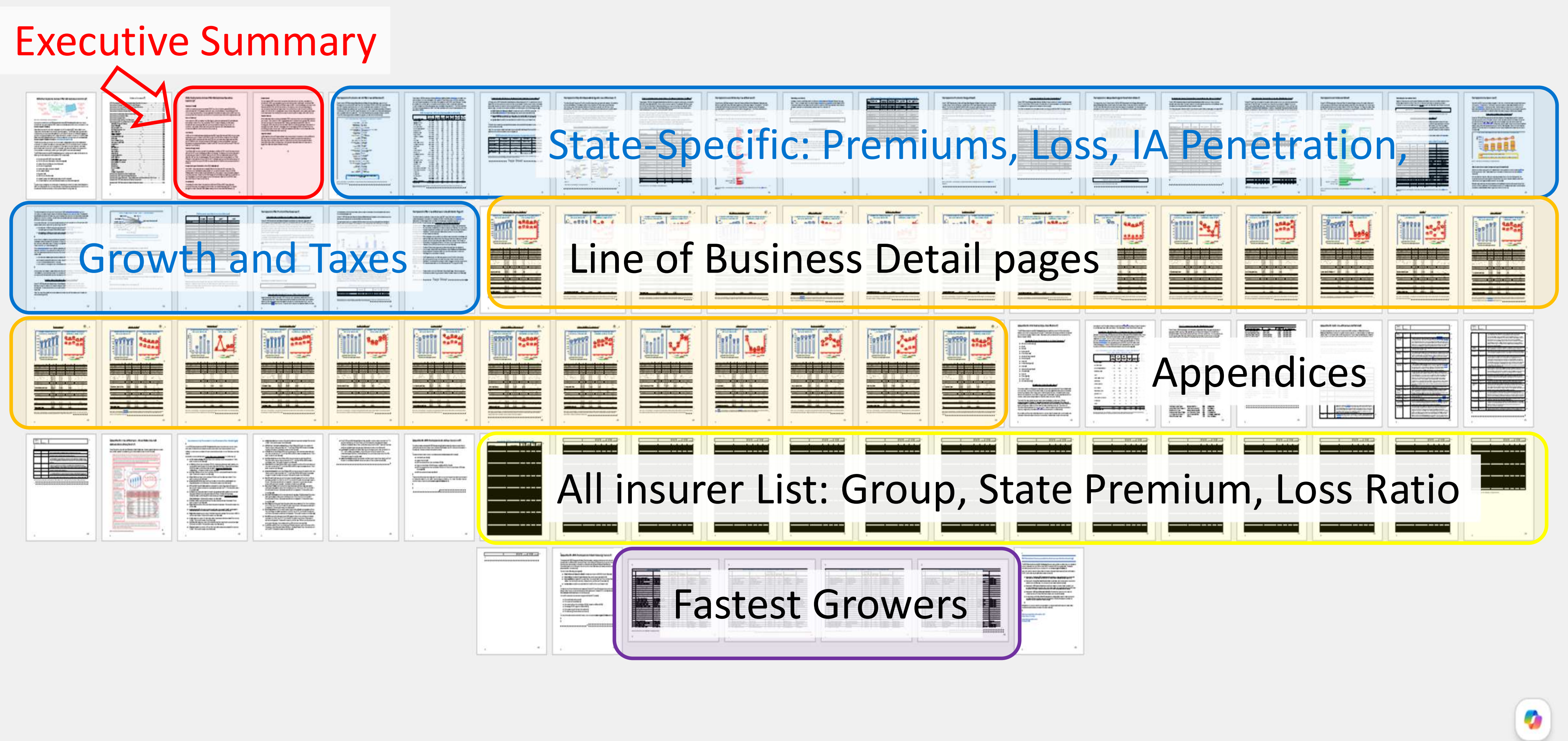
Premium Taxes



Insurer-Specific Data

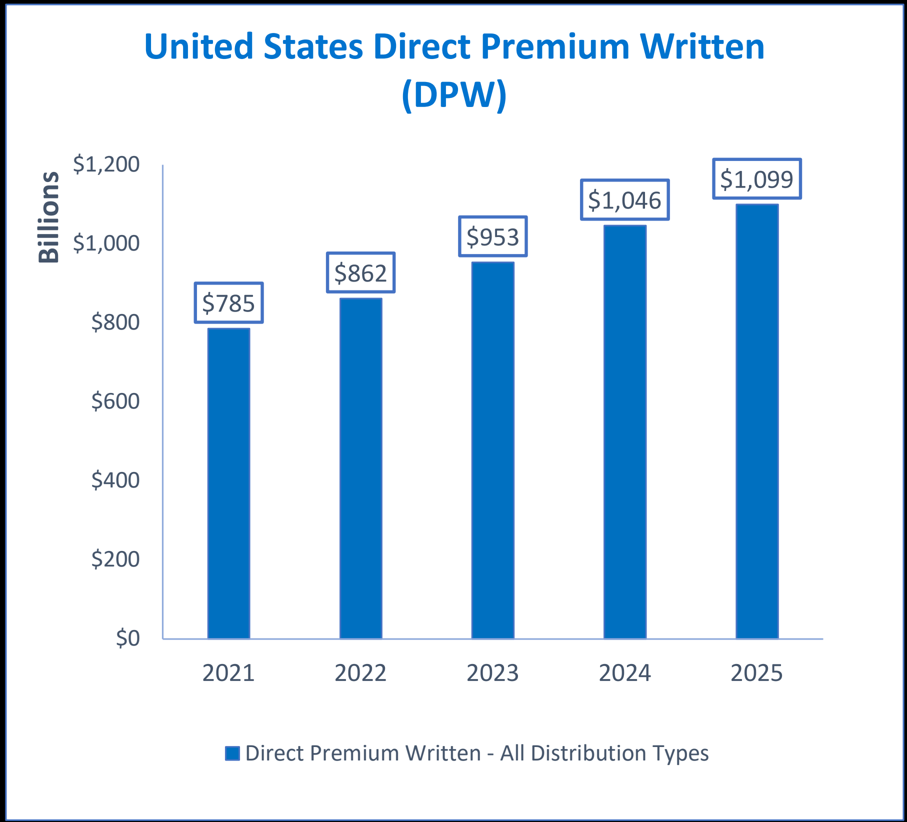


Marketplace Summary Road Map



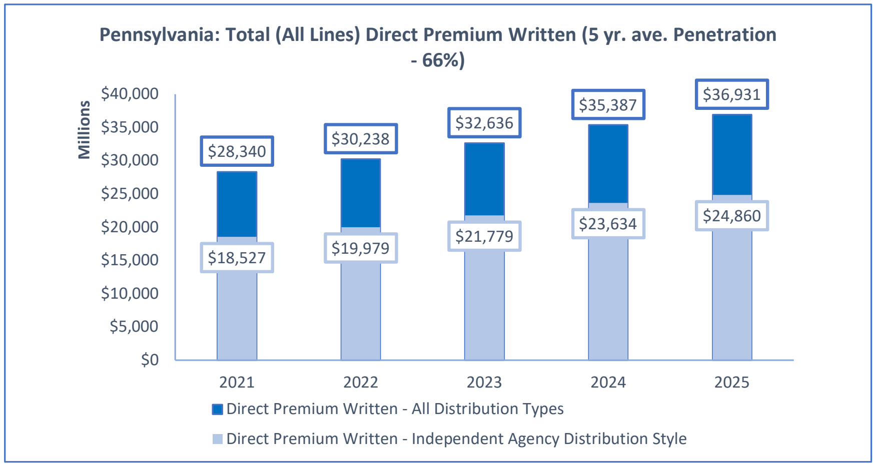
Premiums

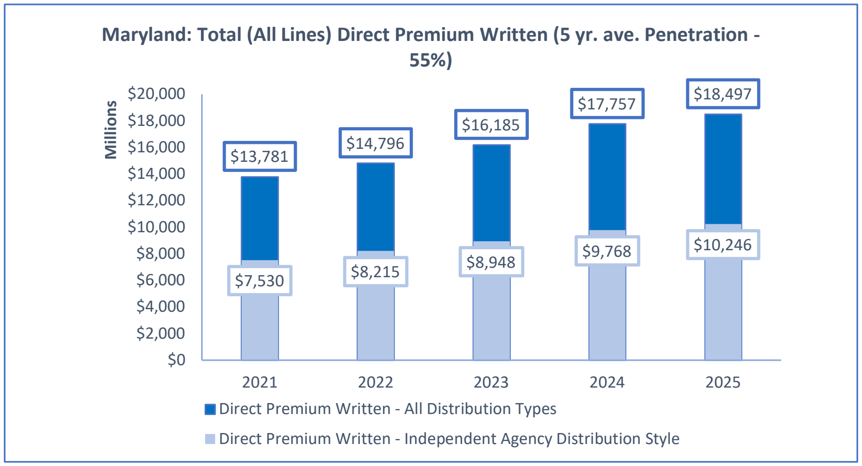
- Direct Premiums (Before Reinsurance)
- Per Capita Premiums
- Premium Growth Rates
- Premiums By Lines of Business (Shown is All Lines countrywide)
- ***Summaries*** have data on premiums by Distribution Style, Largest Insurers, Surplus Lines and much more…

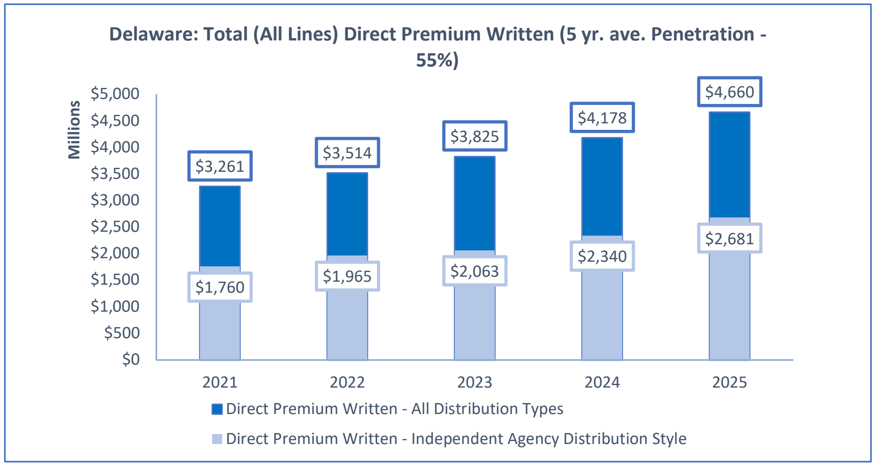


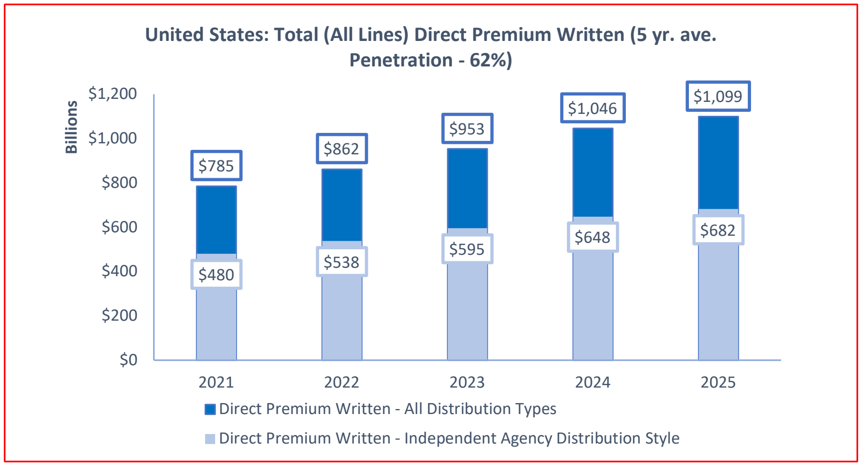
Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Marketplace Summary Preview



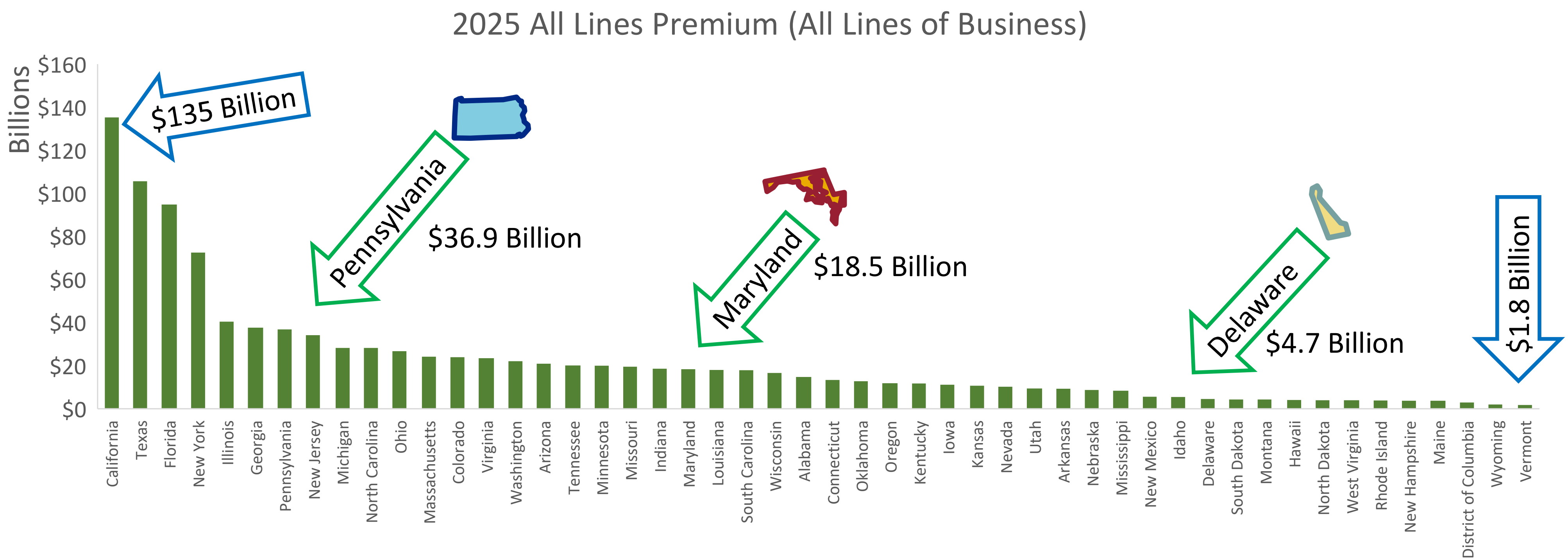






Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

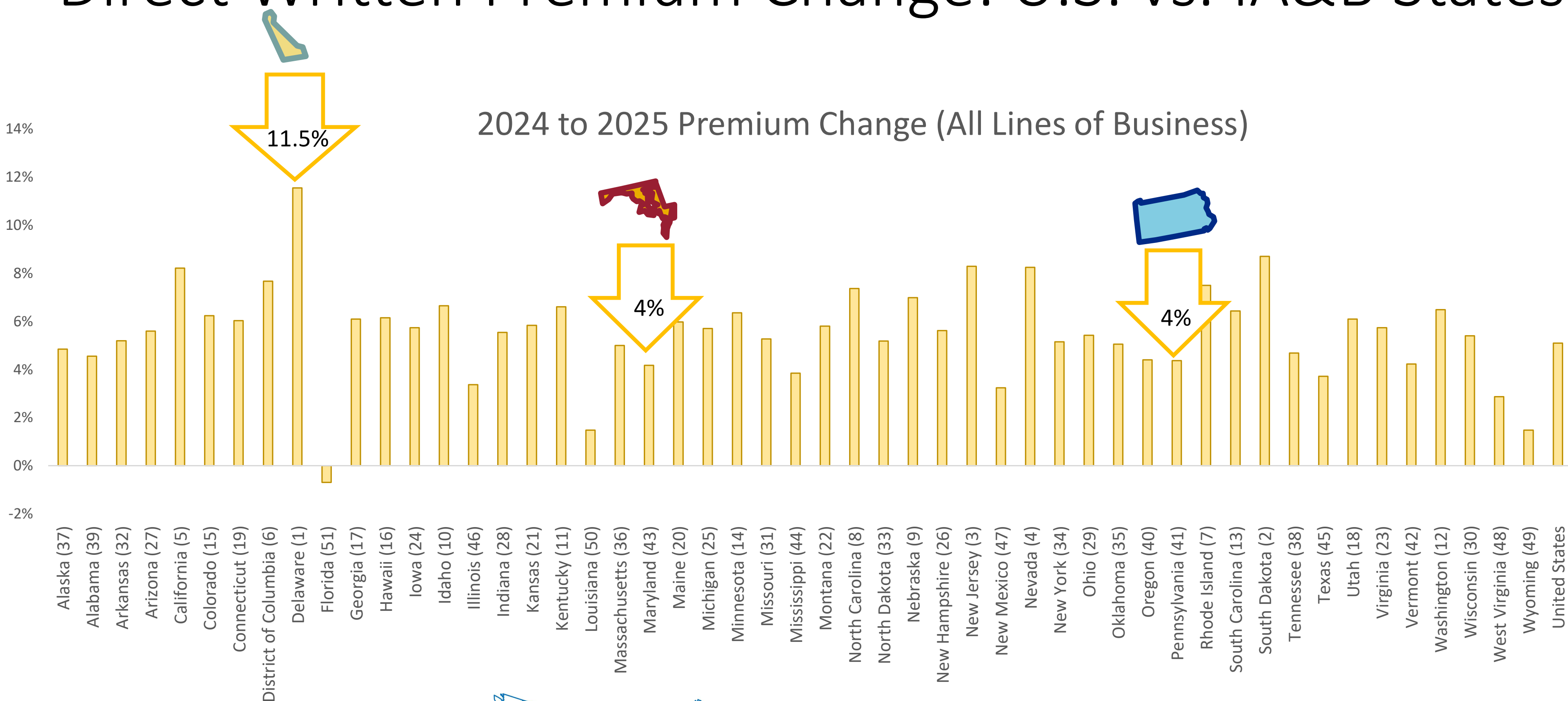
Total Premiums: U.S. and IA&B States



='s $1.1 Trillion

Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Direct Written Premium Change: U.S. vs. IA&B States

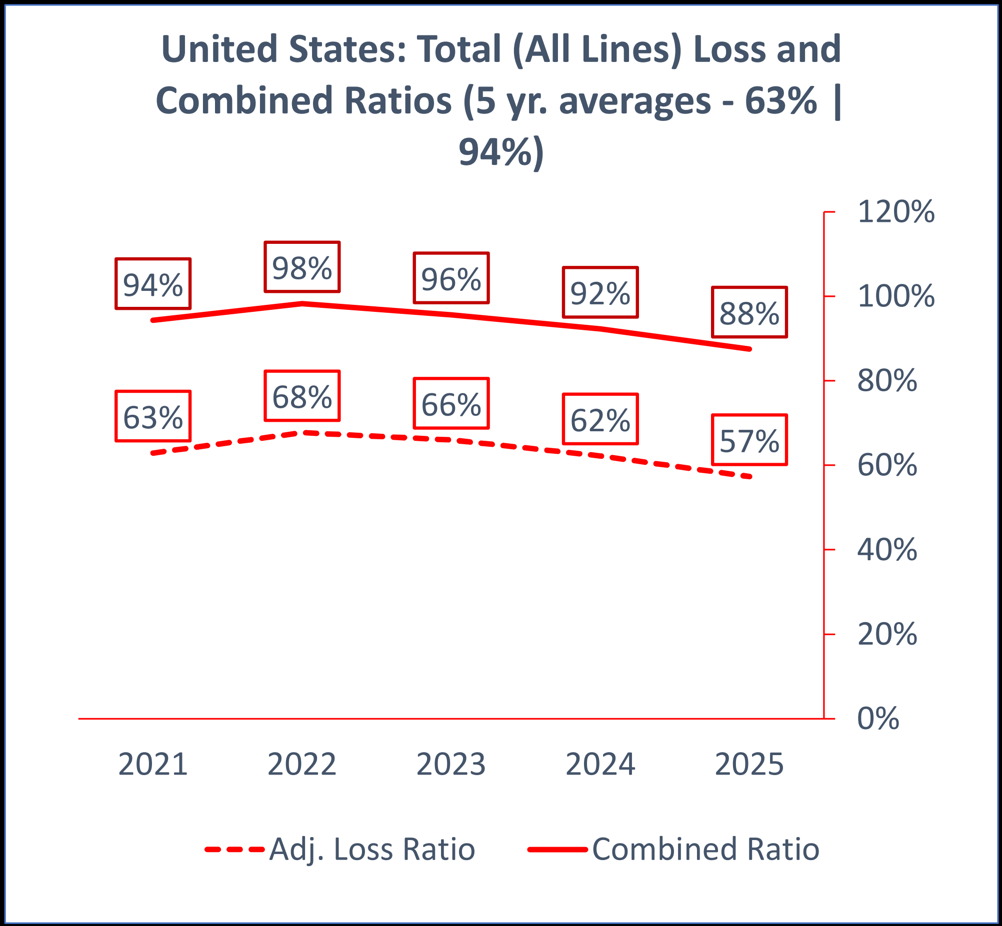


='s 5%

Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Loss Ratios & Combined Ratios

- Direct Results (before reinsurance)
- Loss and Combined Ratios Defined
- By Lines of Business



Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Adjusted Loss Ratio Defined

$$= \frac{Paid\ Losses + New\ Reserves \pm Changes\ in\ Prior\ Reserves}{Earned\ Premiums - Policy\ Dividends}$$

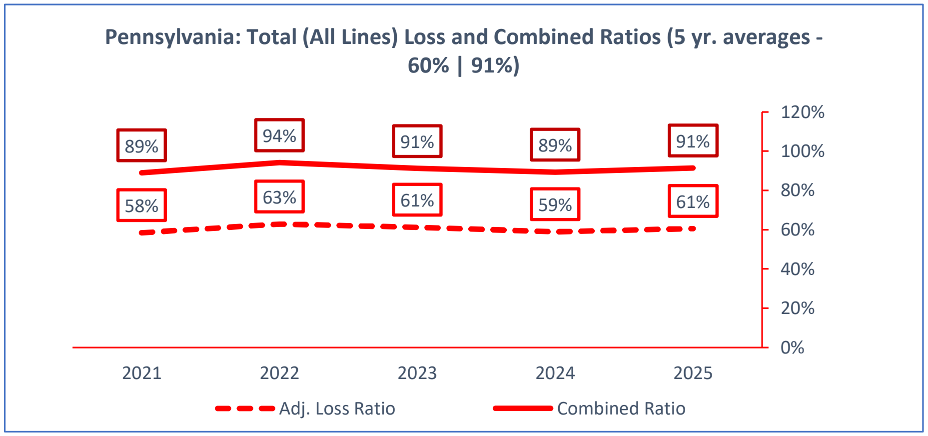
- Direct premiums and losses (that is, BEFORE Reinsurance)
- Dividends Included in an *Adjusted Calendar Year Loss Ratio*
- Sweet Spot: Below 2/3s (66%)

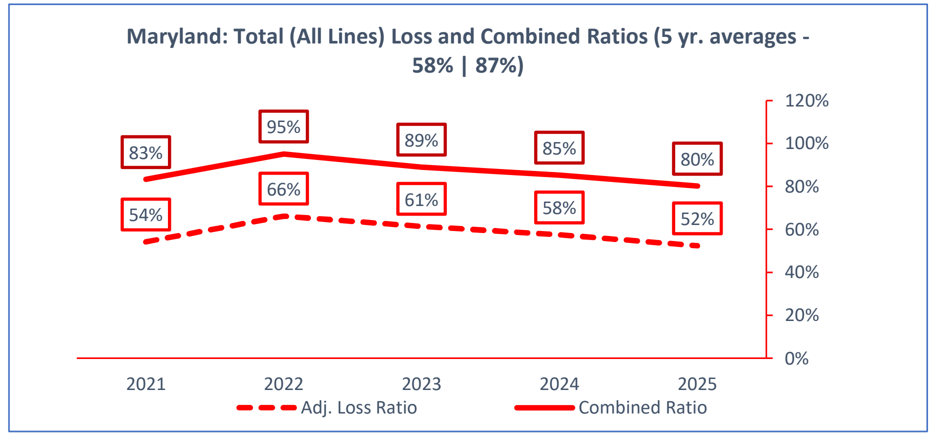
Direct Combined Ratio Defined

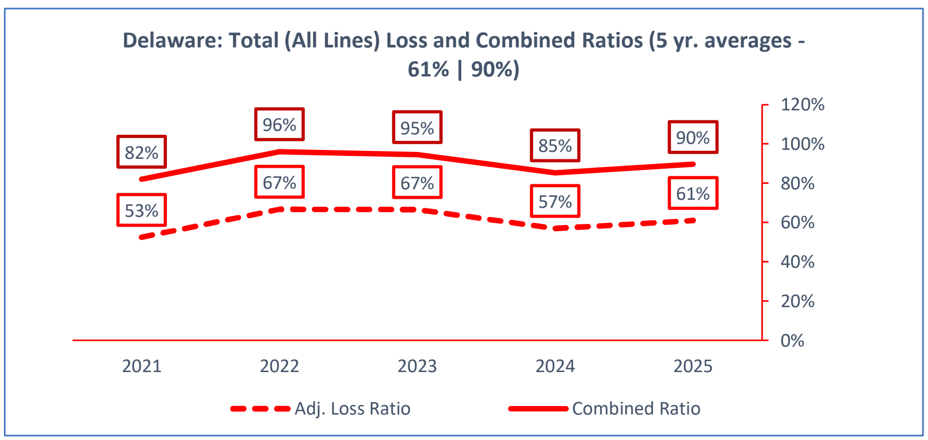
$$= \frac{(Policy\ Losses + Adjusting + Dividends + Commissions + Premium\ Tax + General\ Expenses)}{Premiums}$$

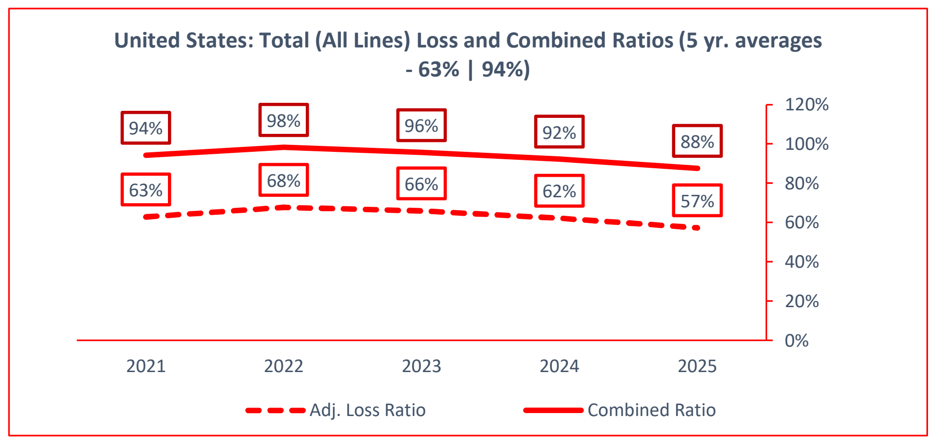
- Direct premiums and losses (that is, BEFORE Reinsurance)
- All Expenses: *Adjusting/Layers, Payroll, Commissions, Advertising, Taxes, etc.*
- Sweet Spot: Low 90s (definitely under 100%)

Marketplace Summary Preview



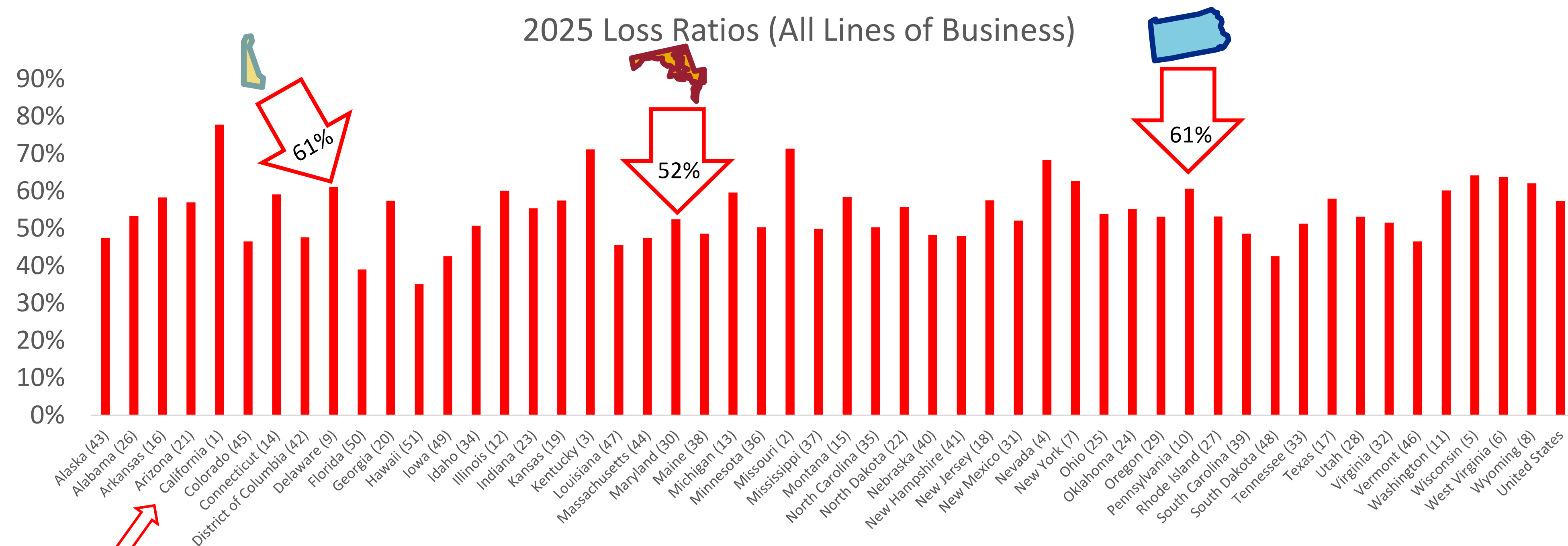






Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

IA&B State Loss Ratios



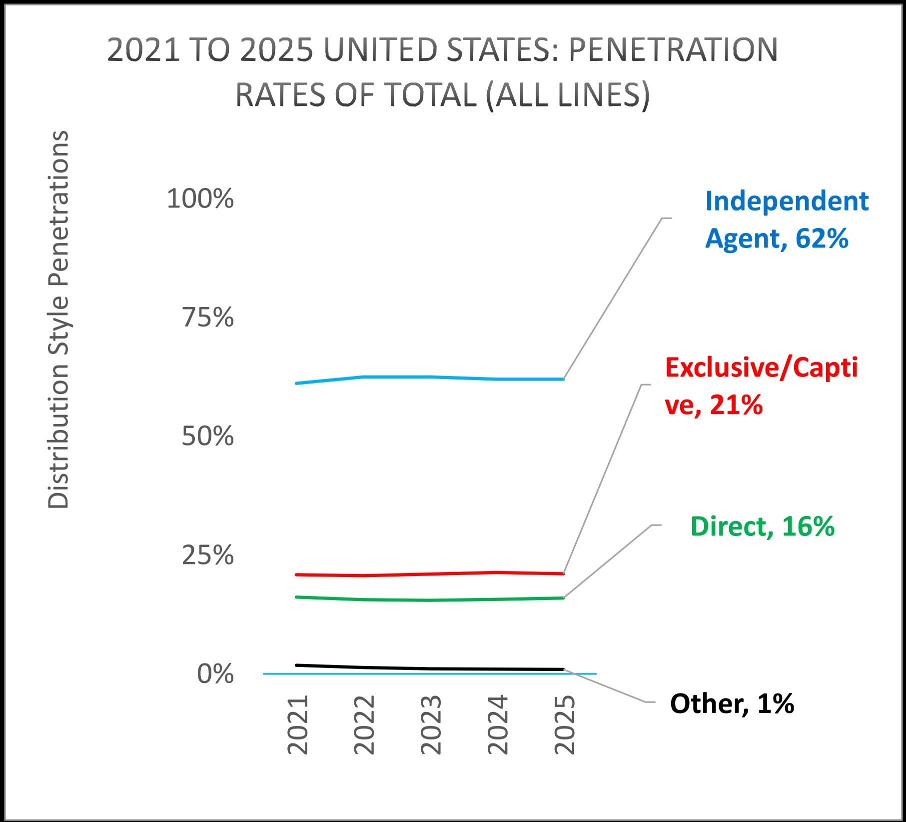
78%: Excludes losses to FAIR Plan ($2B vs. $17B HO) from Los Angeles, Palisades and Eaton Wildfires.

='s 57%

Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Penetrations

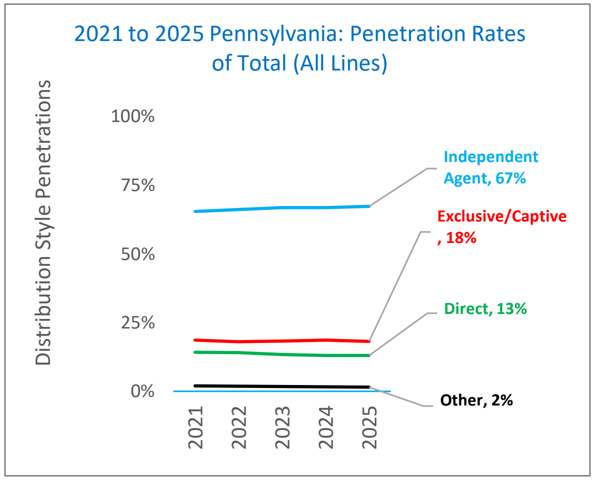
- Distribution Styles Definitions are important
- Defined based on disclosed "Marketing Types"
- Premiums are summed by each Distribution Style and Penetration % are Result

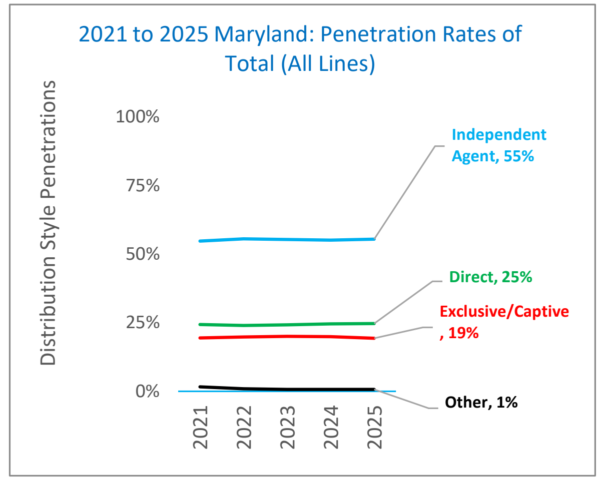


Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Directly From Your Marketplace Summaries

67%

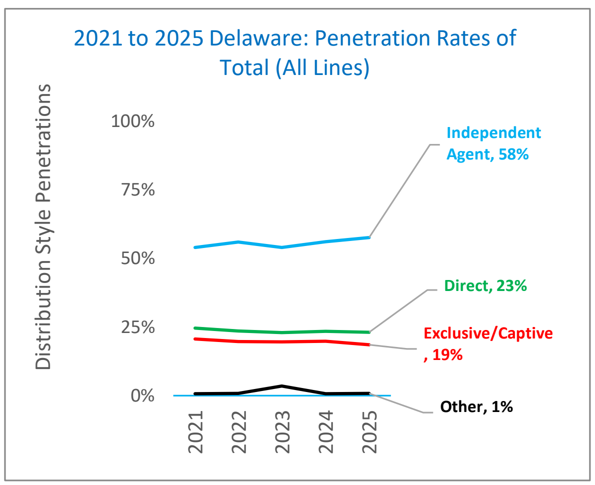


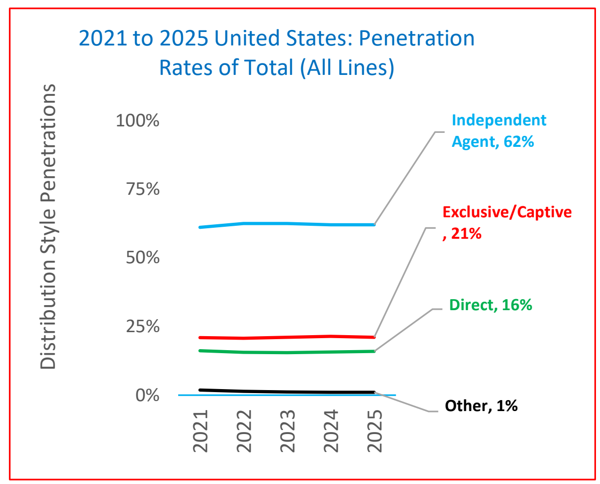


55%

58%

+4.4% w/o NEIL

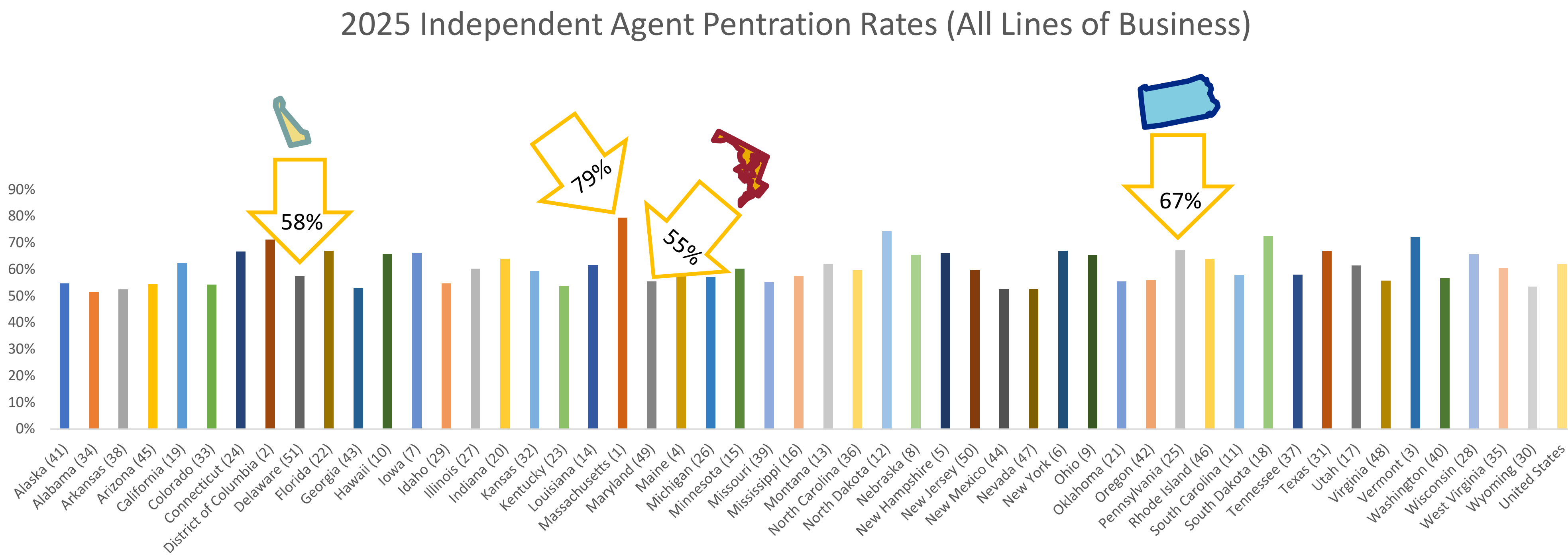




62%

Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

IA Penetration Rate: U.S. and IA&B States

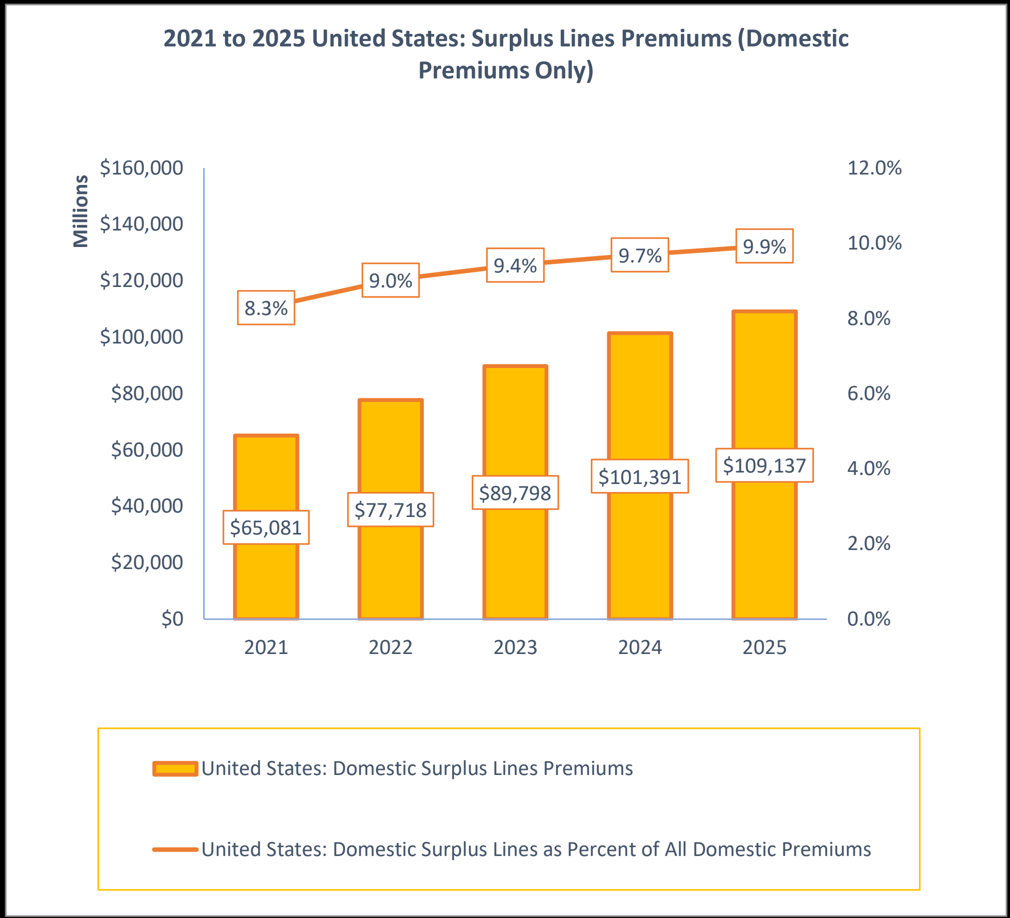


 ='s 62%

Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

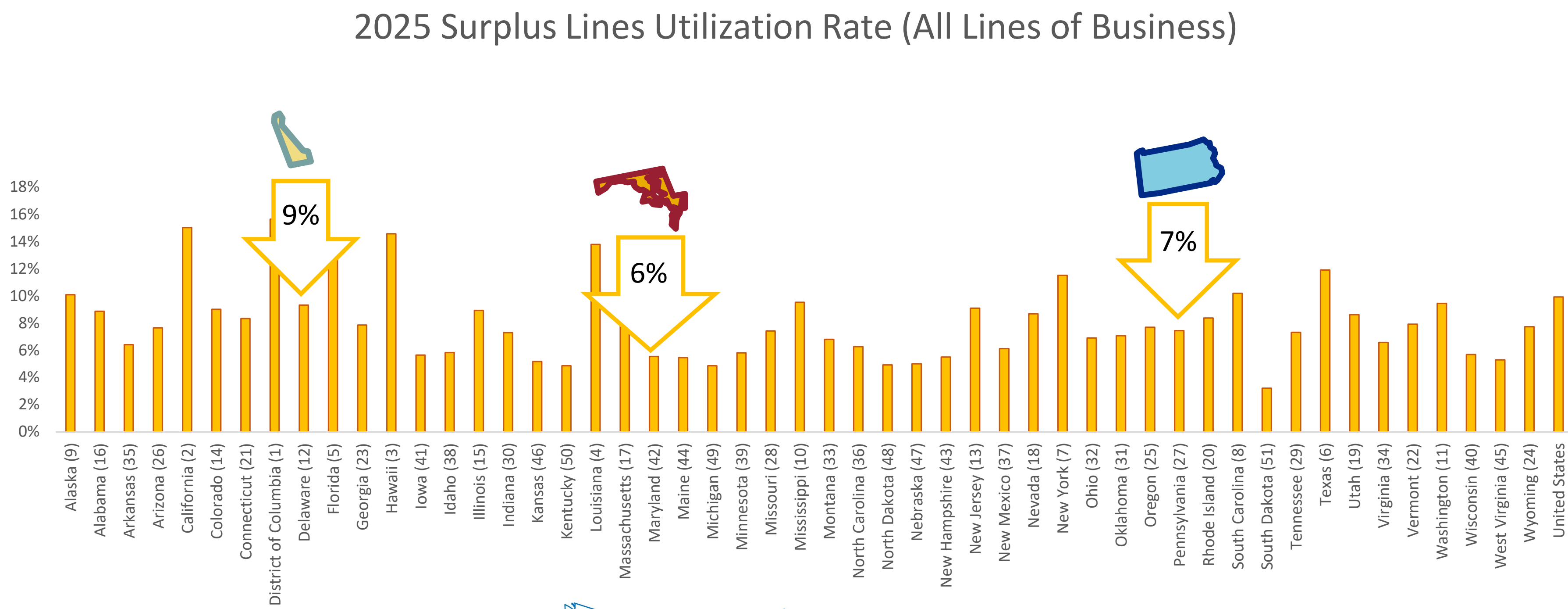
Surplus Lines

- Direct Results (before reinsurance)
- Determined Insurer-by-Insurer based on License in State
- By Lines of Business
- By State
- Trend Starting to Flatten?
- "Alien" insurers would add about… ±1.5% to Domestic % (Mostly Lloyds)



Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Surplus Lines Utilization: U.S. vs. IA&B States

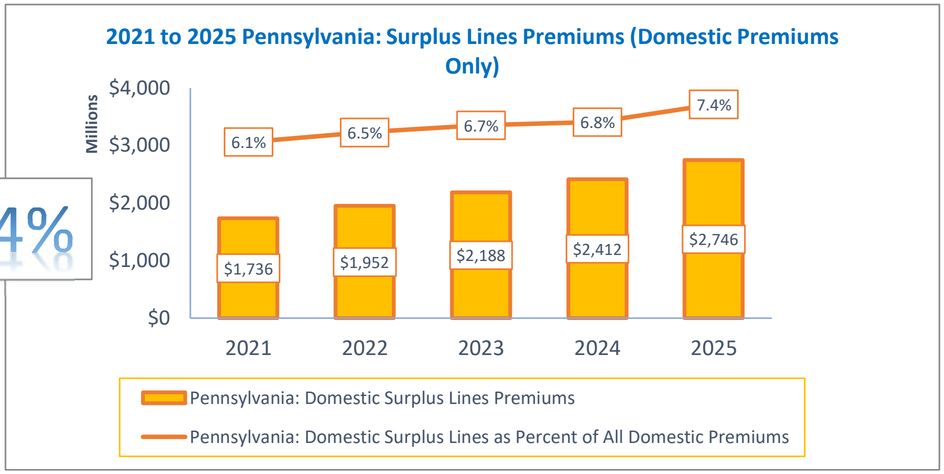


=‘s 10%

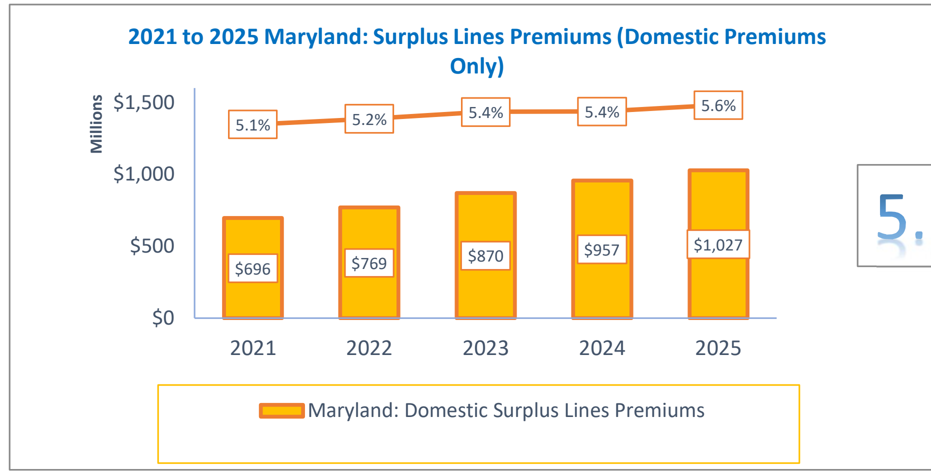
Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Directly From Your Marketplace Summaries

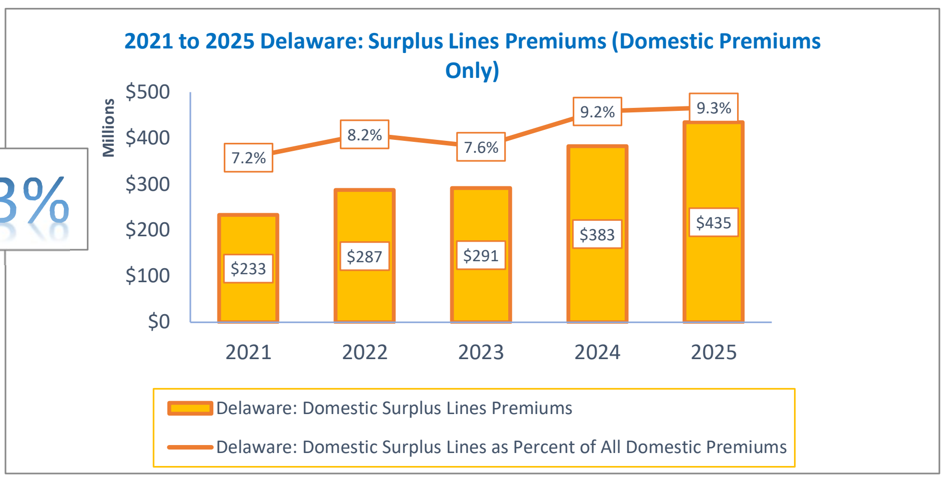
7.4%



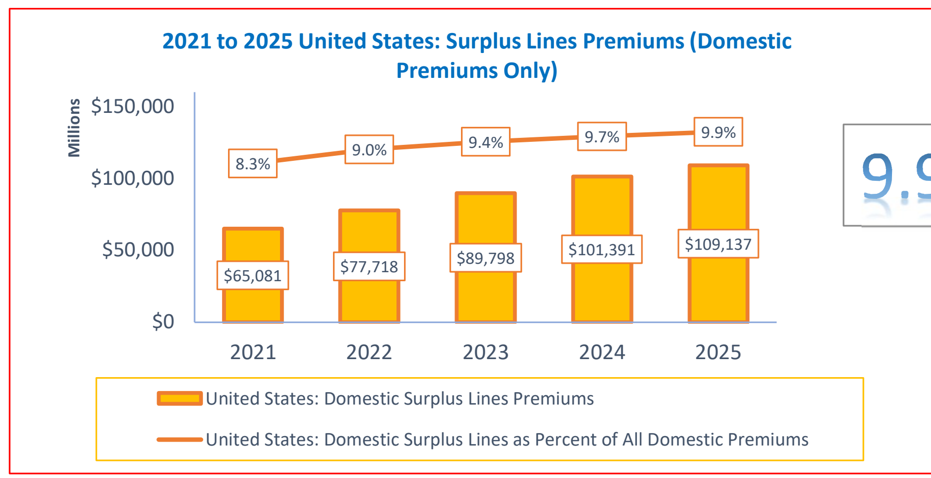
5.6%



9.3%



9.9%

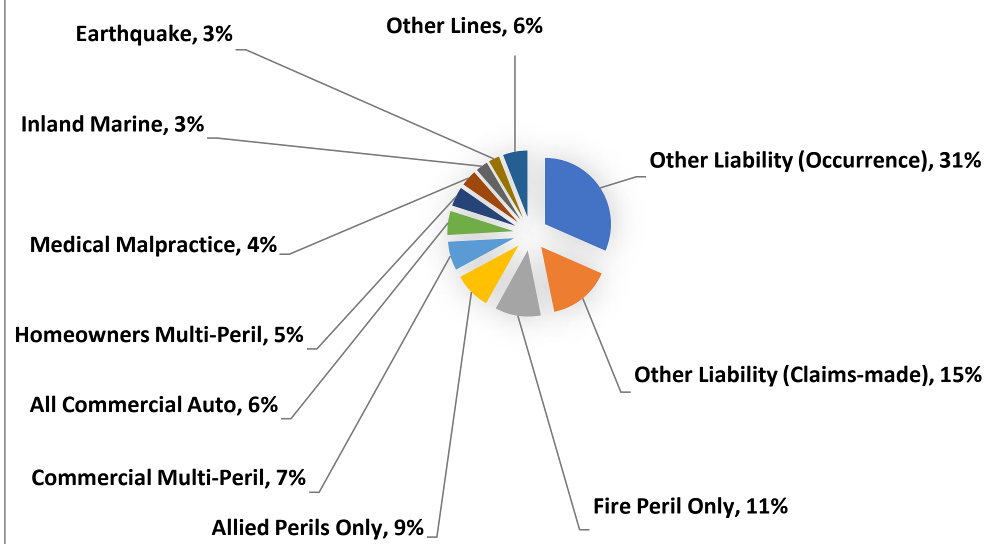


Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Surplus Lines

Predominant Lines of Business

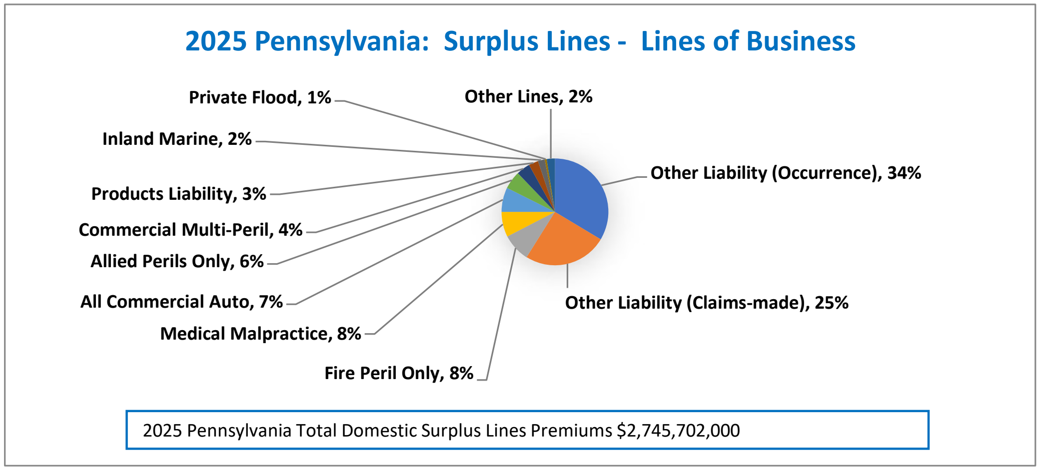
2025 United States: Surplus Lines - Lines of Business

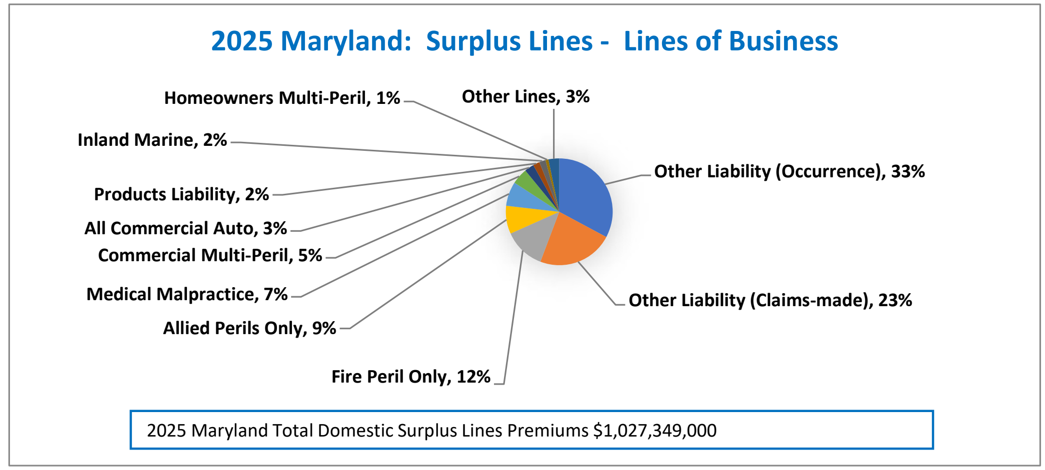


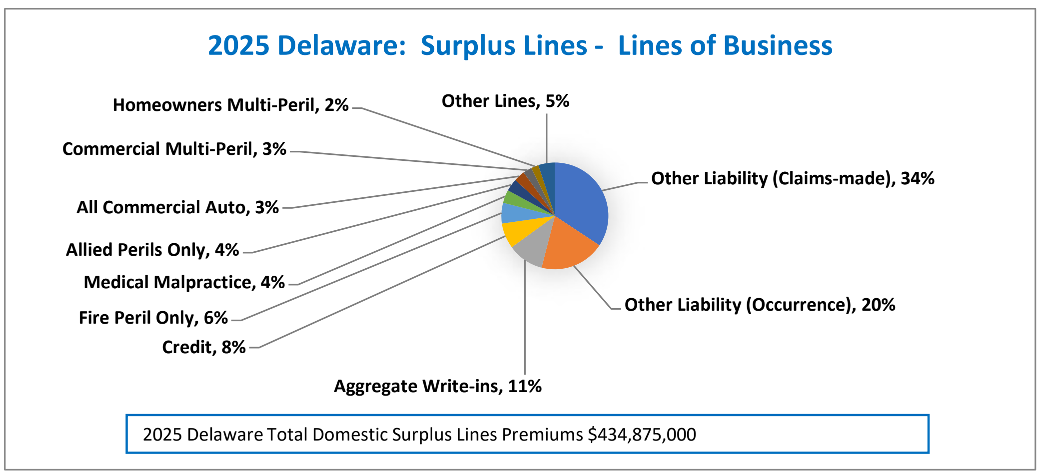
2025 United States Total Domestic Surplus Lines Premiums $109,136,641,000

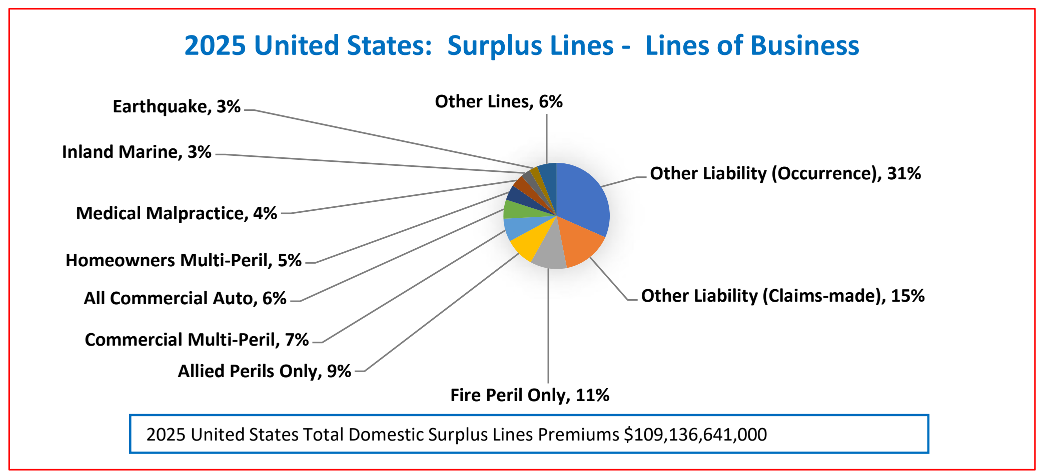
Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Directly From Your Marketplace Summaries

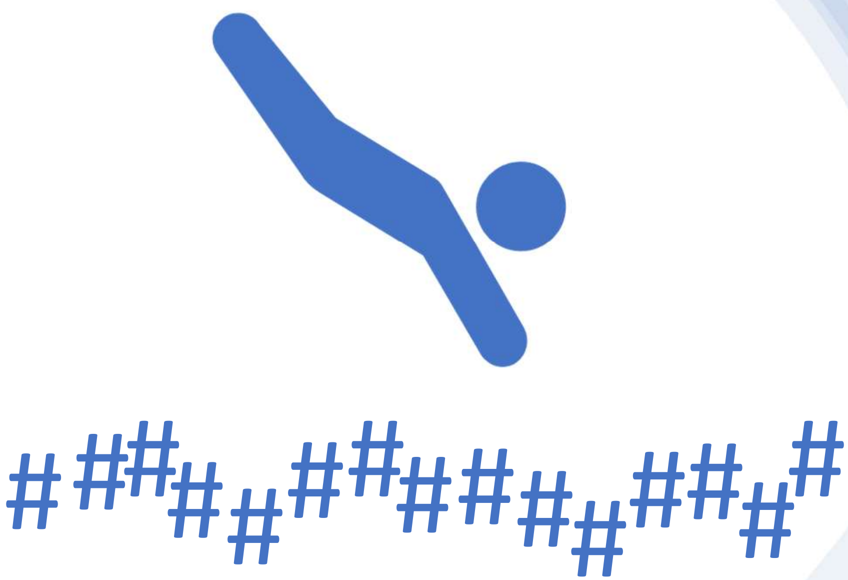








Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

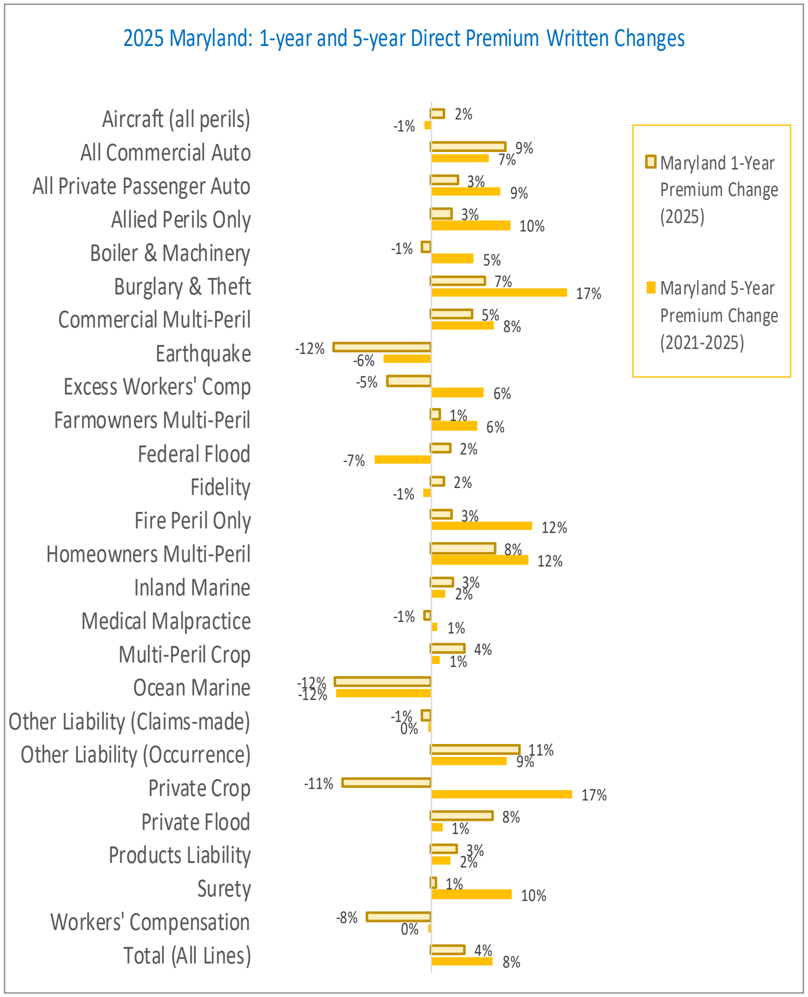


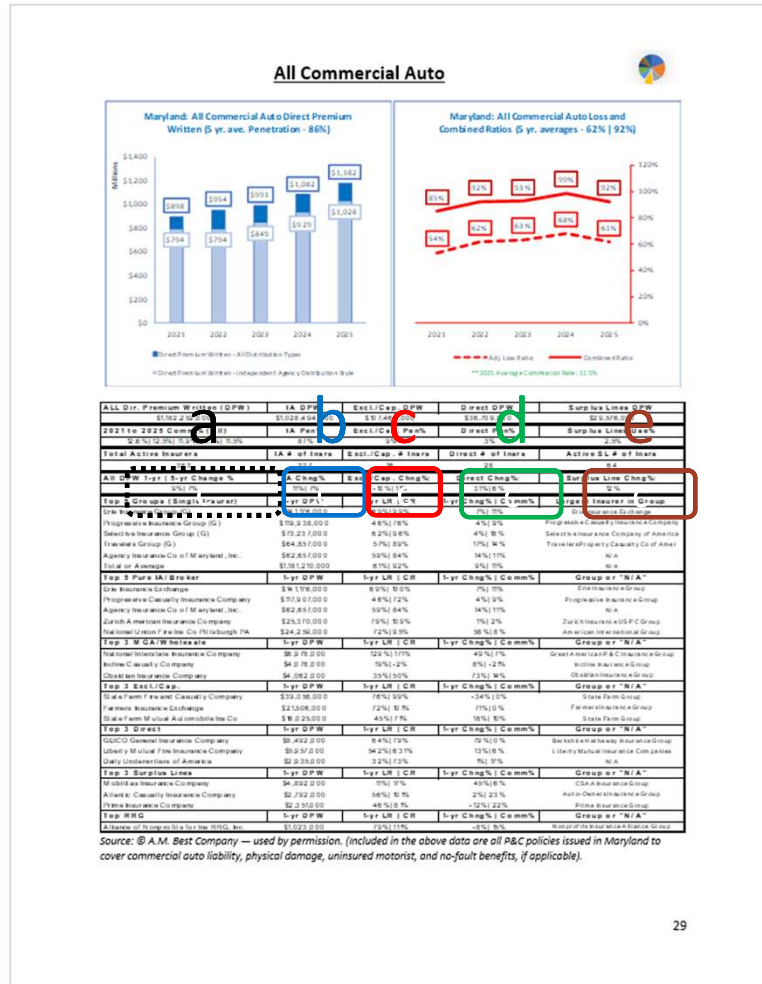
Diving Deeper Into Summary Data

* What’s (Who’s) Growing?
* Softening Market?
* Insurer Profitability
* How Competitive is the P&C Insurance
* Marketplace Anyway?
* Pure IA Penetrations
* A Look at Advertising in P&C Insurance

Which L.O.B. Is Growing the Fastest?

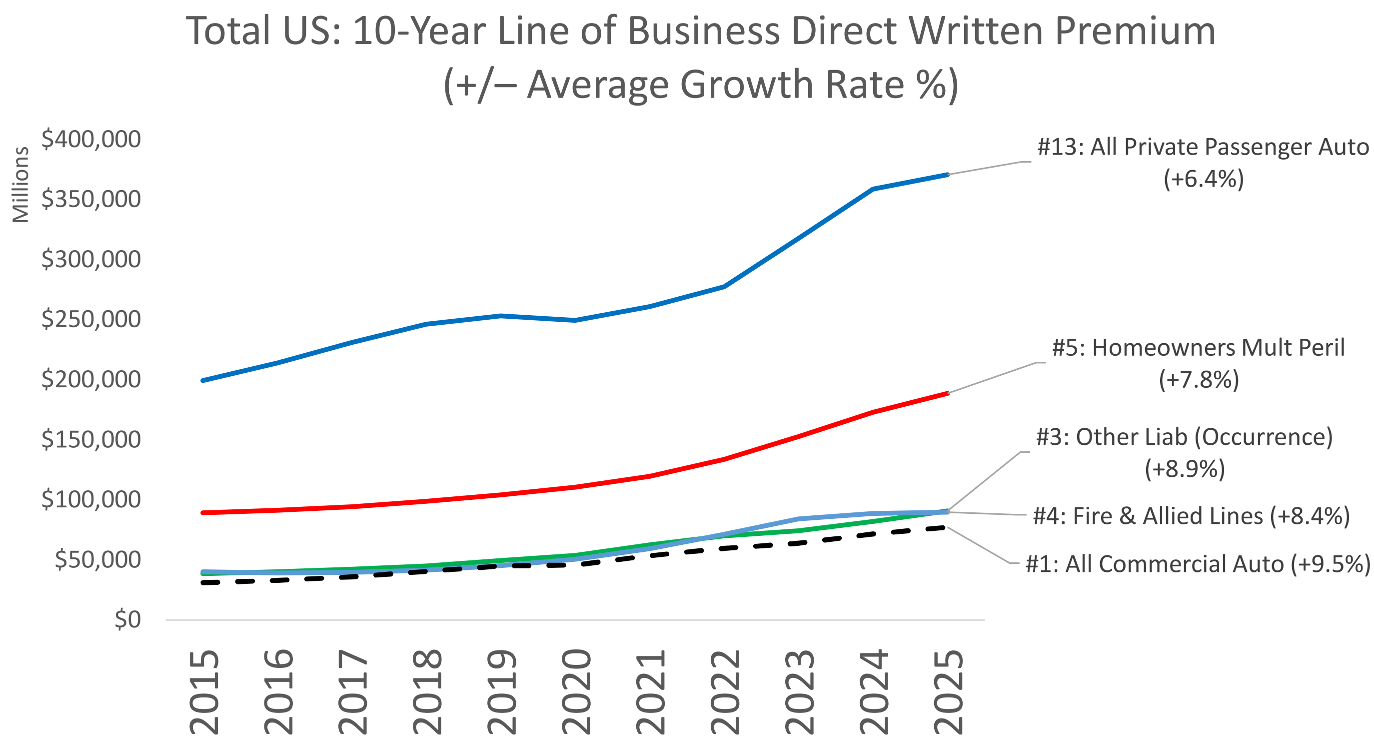
Premium Growth Rates by Line of Business





Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

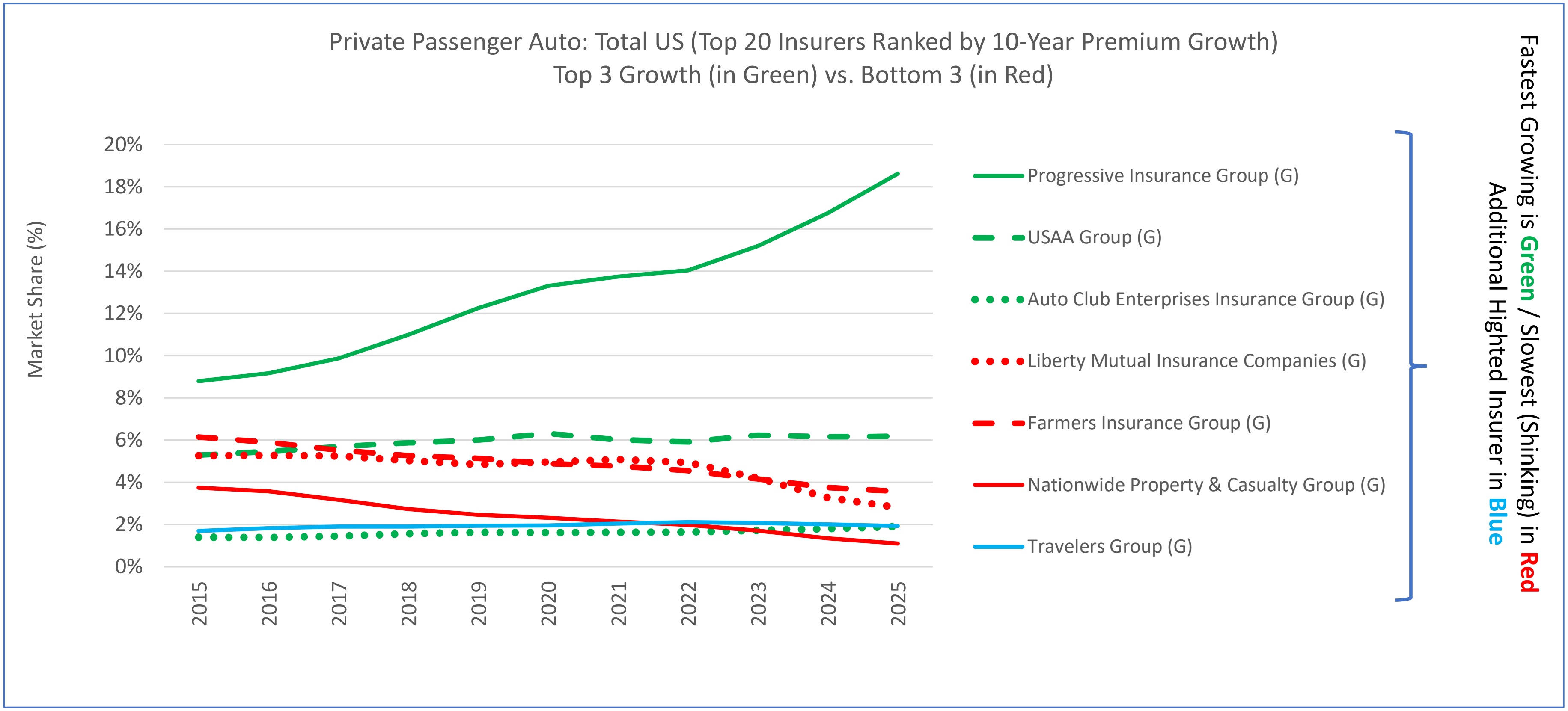
Premium and Growth by Line of Business



Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

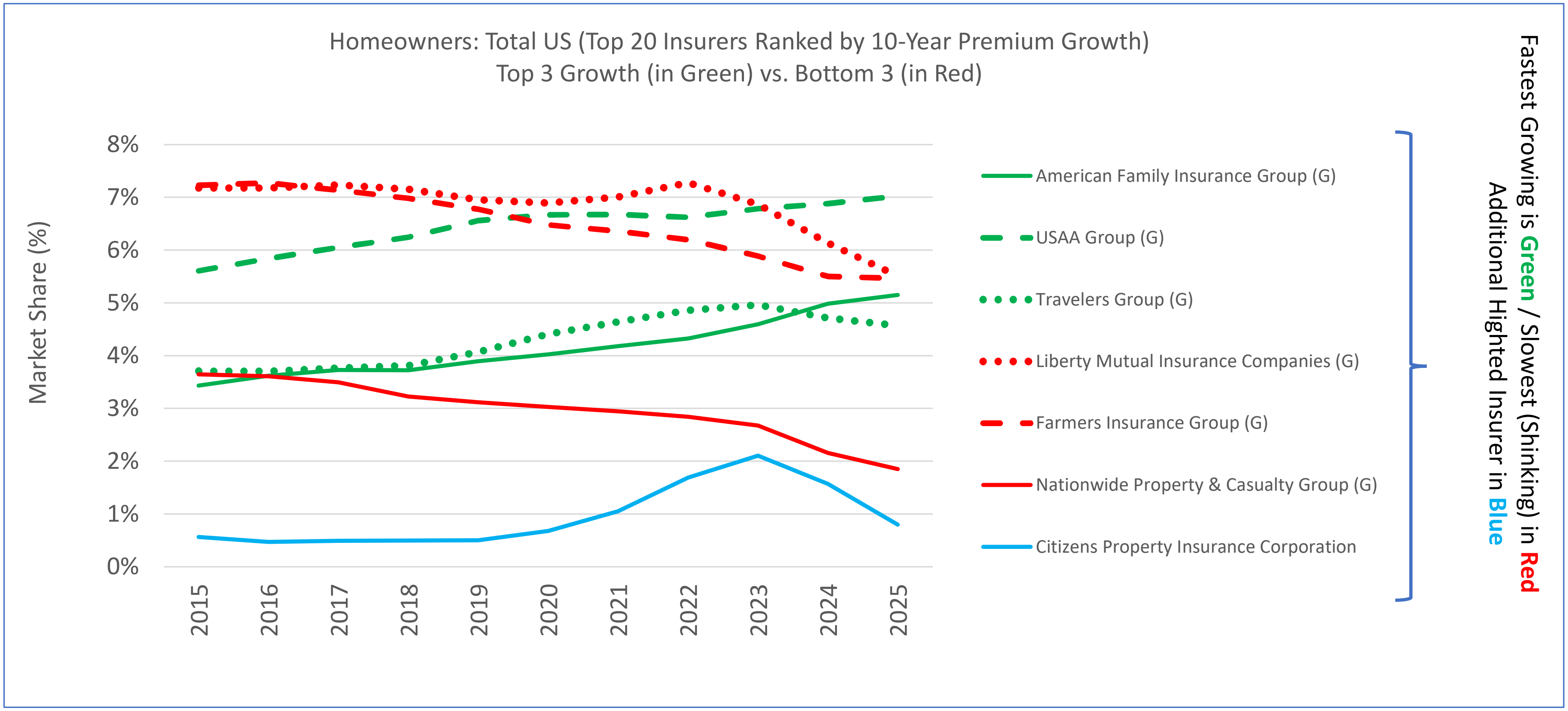
Which Insurer is Growing Fastest?

U.S. Private Passenger Auto – Fastest of the Biggest (Plus Travelers)



Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

U.S. Homeowners – Fastest of the Biggest (Plus Citizens of Florida)



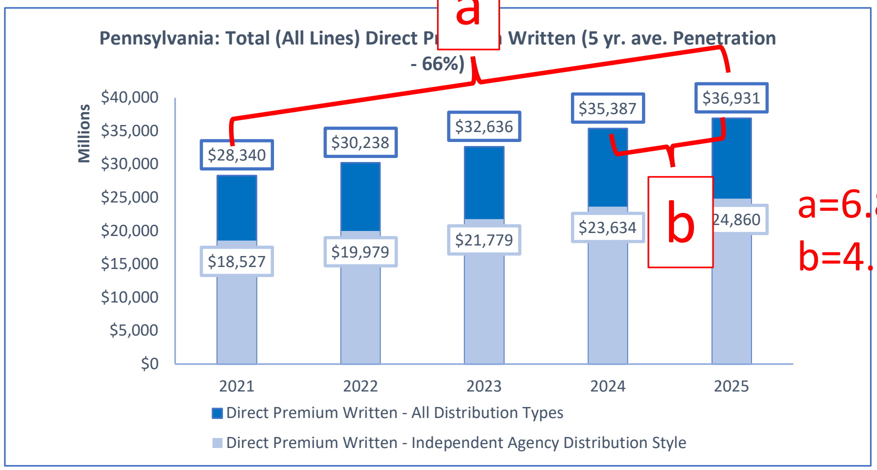
Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Chubb: “Softening Is Spreading”

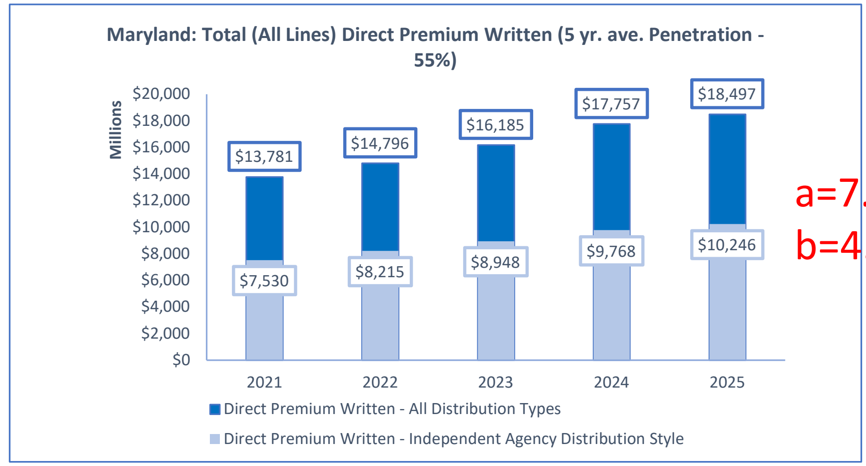
- “Soft market conditions have begun to spread beyond property to more casualty lines, particularly in excess and surplus, Chubb Ltd. Chairman and Chief Executive Officer Evan Greenberg said in a conference call.”

  Evan Greenberg
  Source: A.M. BestDay

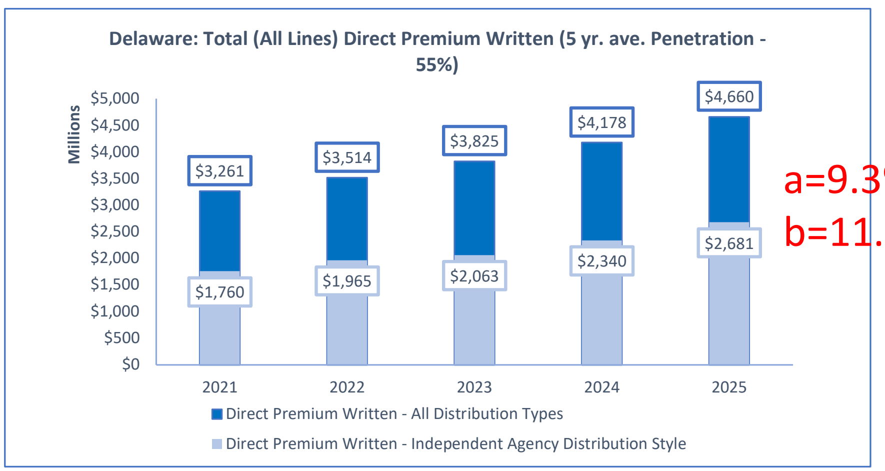
Your Marketplace Summary Data



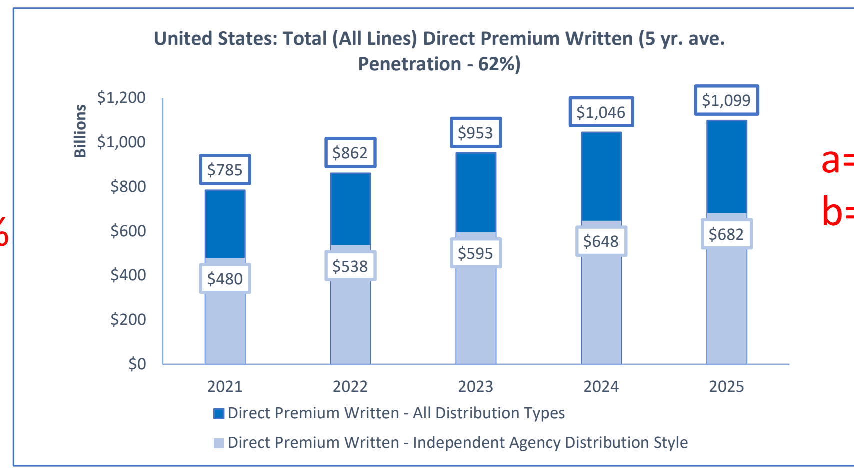
a=6.8%
b=4.4%



a=7.6%
b=4.2%



a=9.3%
b=11.5%

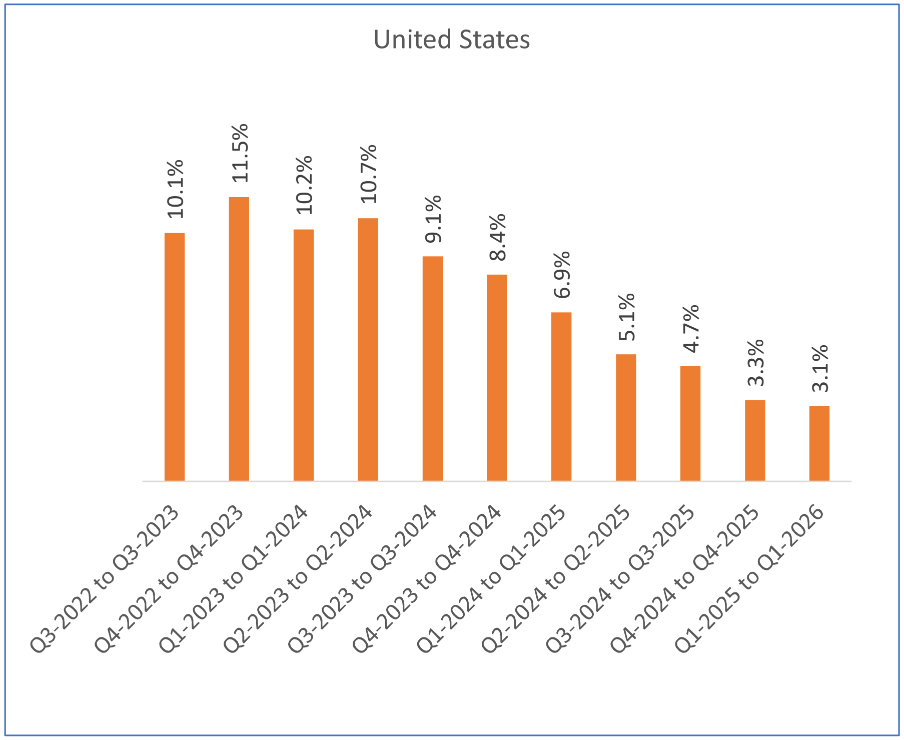


a=8.7%
b=5.1%

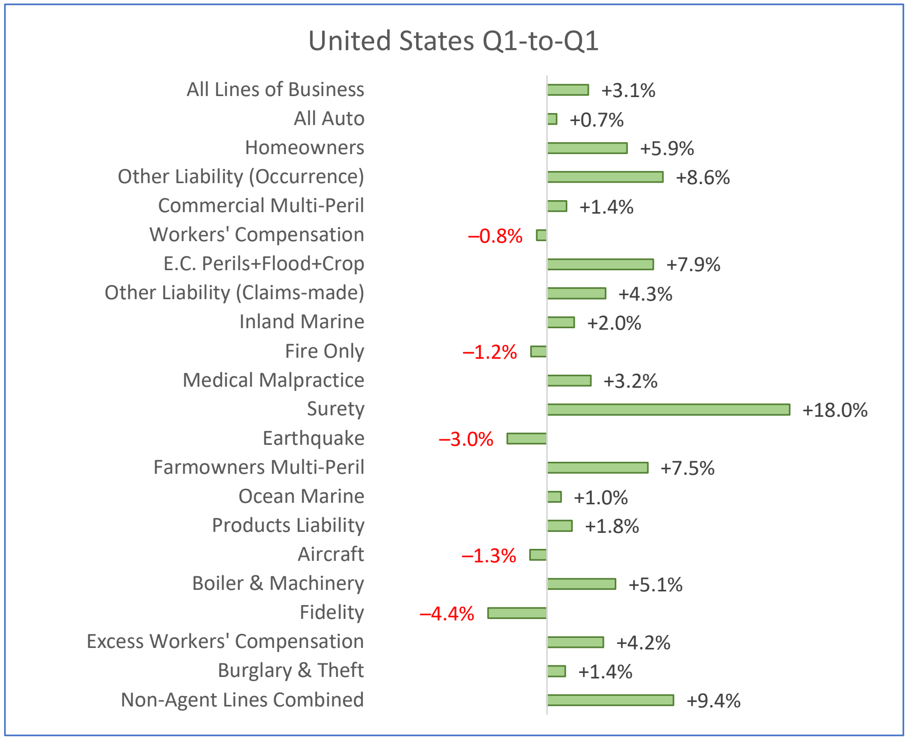
Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Your Quarterly Summary Data

U.S. Quarter to Quarter

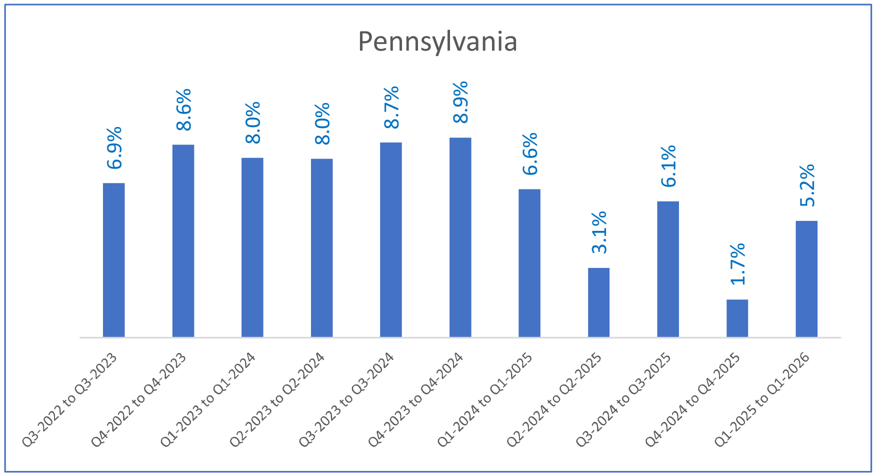


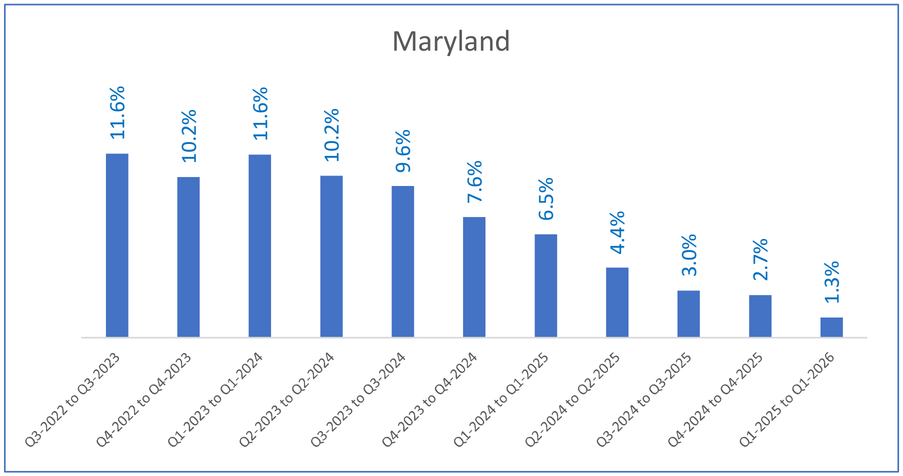
U.S. Lines of Business

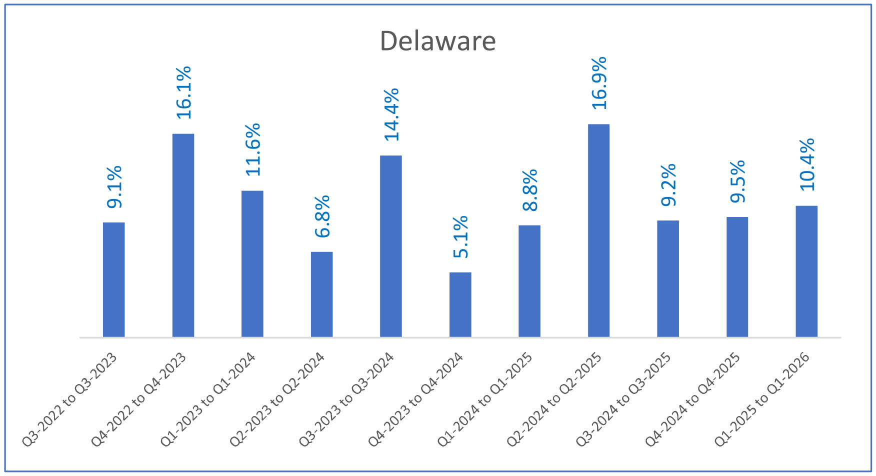


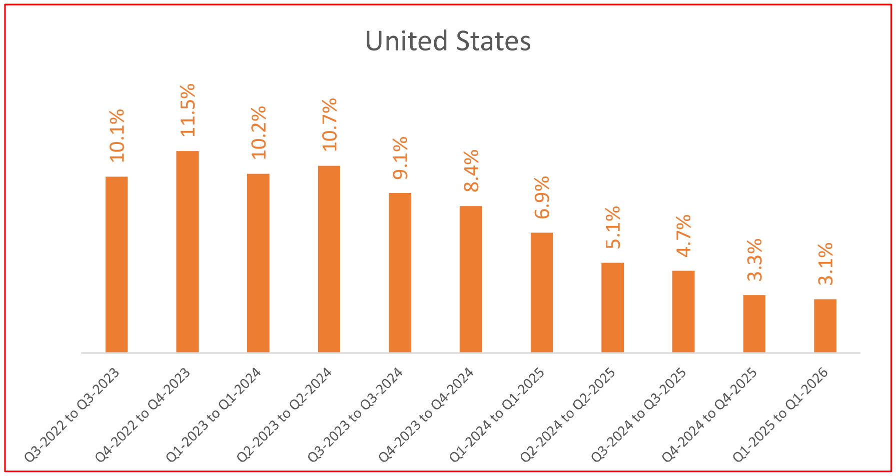
Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Your Marketplace Summary Data: Comparison





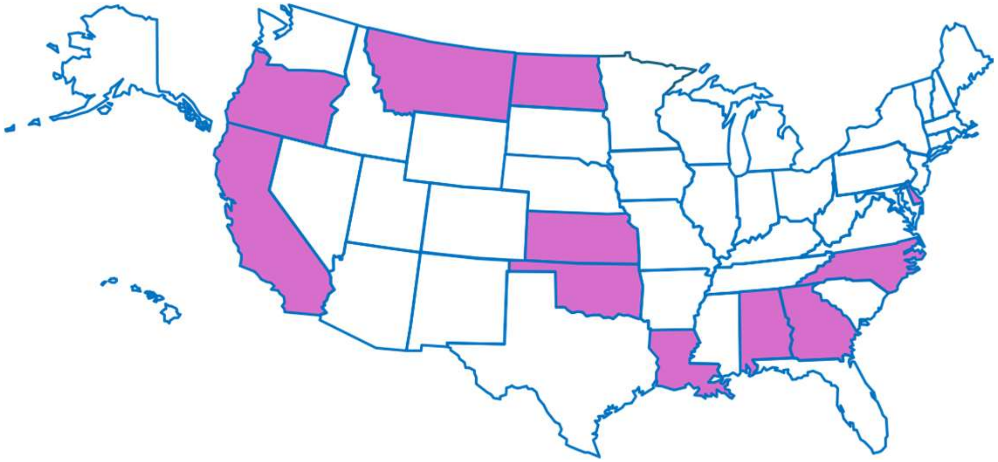




Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

P&C Insurance In the Public Eye

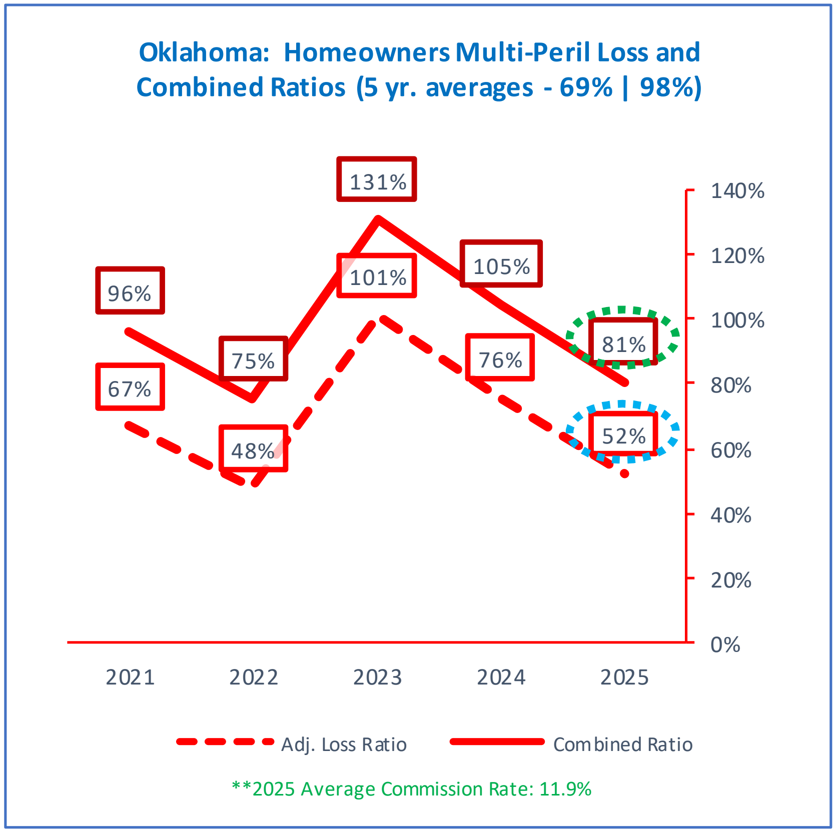
11 States With Elected Insurance Commissioners

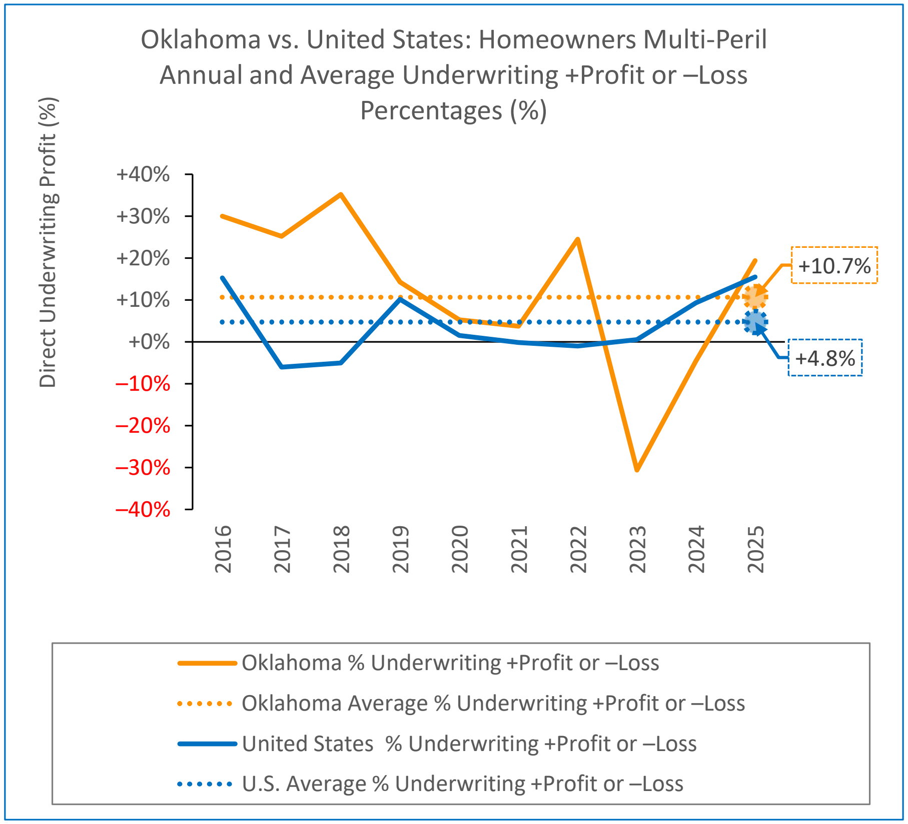


“Homeowners Market in 2025…a 45% Profit Margin… on a few billion a year.”

Source: Ballatopia

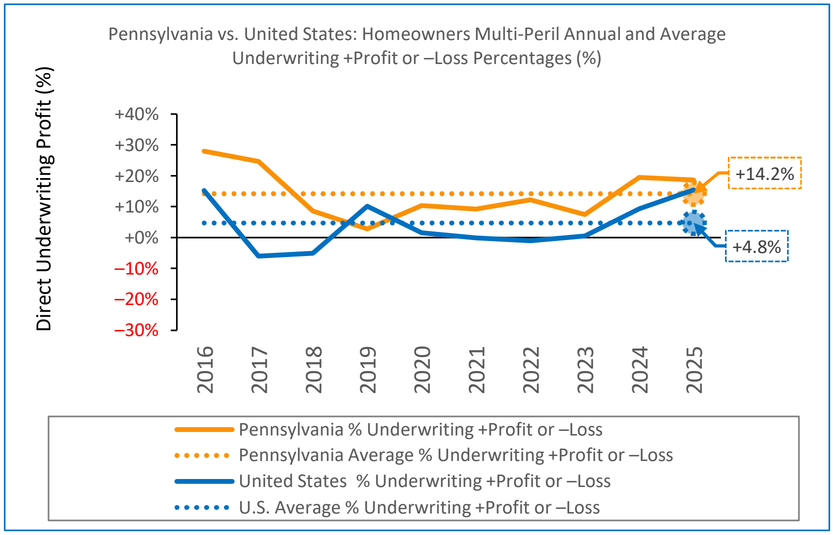
We Can Look at the Facts…

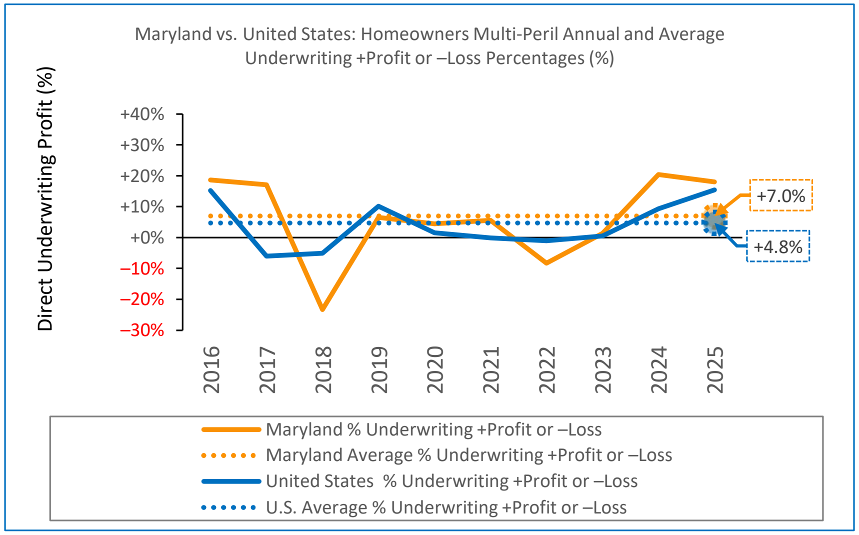


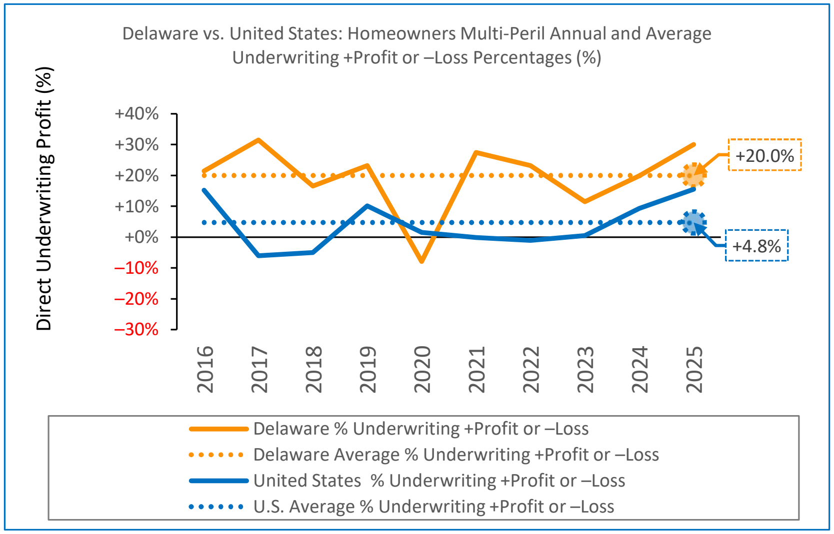


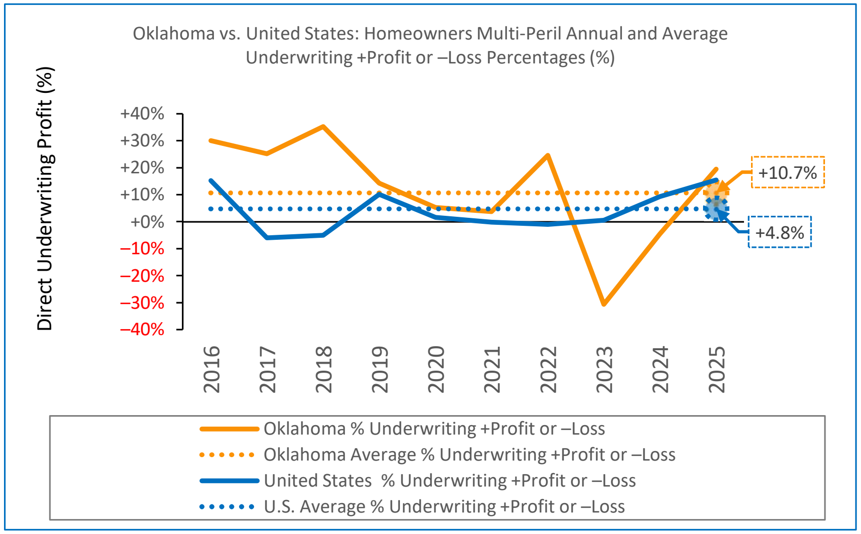
Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

And the Data for PA, MD, DE and OK/US (10 Years)









Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

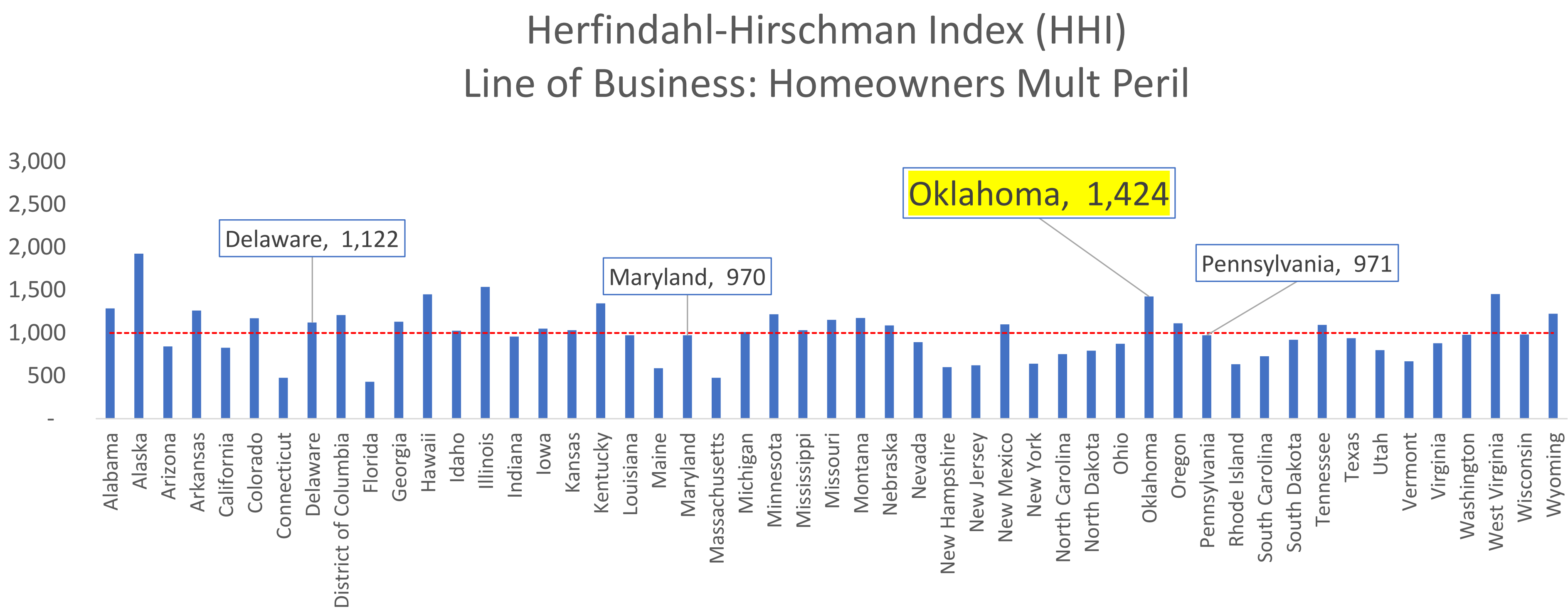
Herfindahl-Hirschman Index (HHI)

$$= \sum_{k=1}^{n} (MS_k)^2 \times 10{,}000$$

- “Is it a Competitive Premium?”
- We can easily see how “Competitive” a state’s Insurance Marketplace is for each Line of Business
  - HHI: Pure monopoly is 10,000. Vs. 100 is 100 competitors all with 1% market share. 1,000 is benchmark for competitive market place.
- If +6.4% Underwriting Profit was Attained In a competitive marketplace, that’s the aggregate competitive premium
- Reality to “Is my premium too high?”
  - Shop the market and consumer will know.

31.85%	12.64%	8.92%	8.22%	6.14%

Here’s Oklahoma’s HHI for Homeowners…



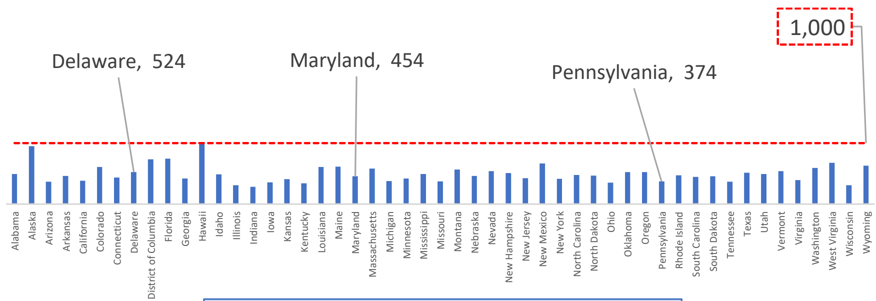
Candidate may have a point, but why the crazy figures when the correct ones exist. I would argue, more competition would be a too thing and more independent agent markets would be good for everyone. Oklahoma report shows top 5 insurers are SF, Allstate, USAA, Farmers and Liberty with market shares of: 32%, 13%, 9%, 8%, and 6%.

Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Independent Agents Are Good for a Competitive Marketplace

IAs are 86%

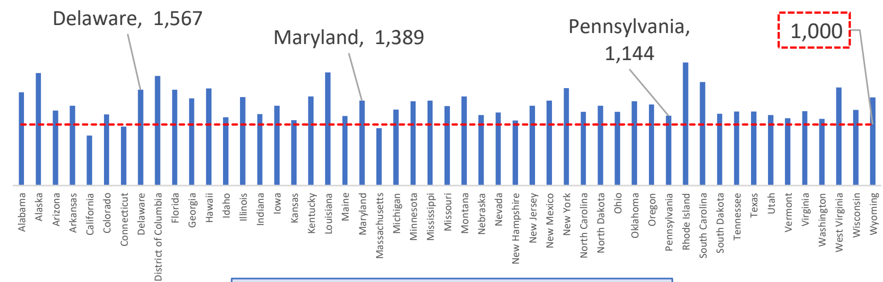
Herfindahl-Hirschman Index (HHI)
Line of Business: All Commercial Auto



Active Insurers: DE (108), MD (140), PA (173)

IAs are 33%

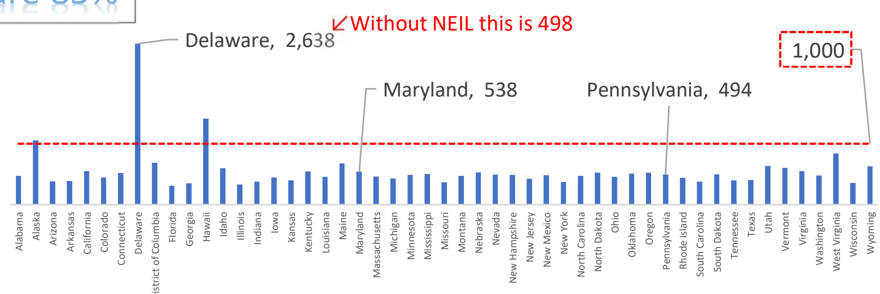
Herfindahl-Hirschman Index (HHI)
Line of Business: All Private Passenger Auto



Active Insurers: DE (31), MD (43), PA (65)

IAs are 85%

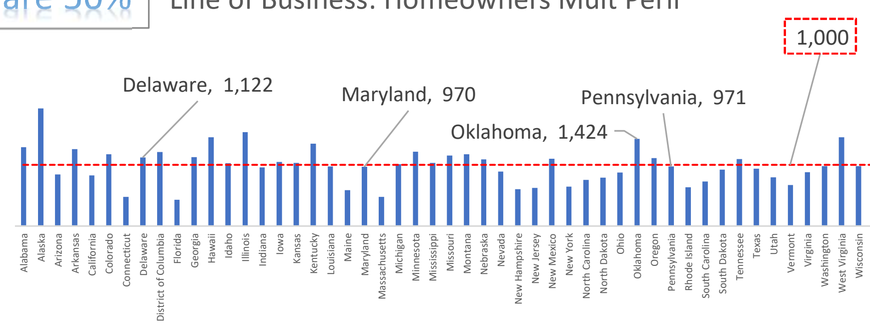
Herfindahl-Hirschman Index (HHI)
Line of Business: Commercial Multiple Peril (Total)



Active Insurers: DE (109), MD (123), PA (149)

IAs are 50%

Herfindahl-Hirschman Index (HHI)
Line of Business: Homeowners Mult Peril



Active Insurers: DE (54), MD (61), PA (94)

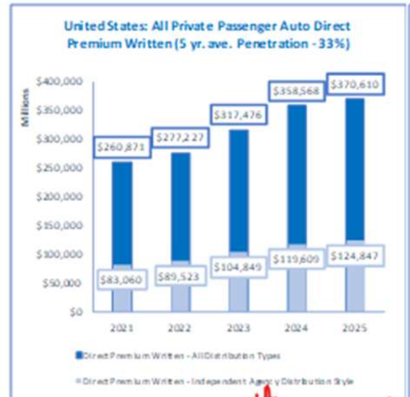
Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

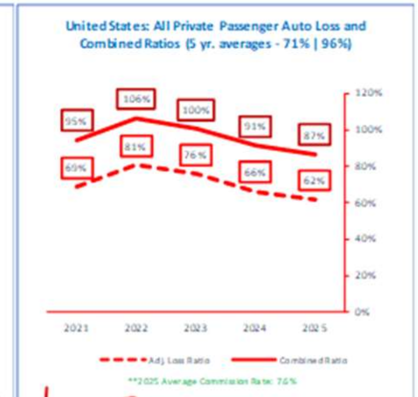
Private Passenger Auto Penetration

Let's Look at how IAs are doing with PPA and IA vs. Exclusive vs. Direct

(Top 3 Insurers Only)

All Private Passenger Auto





IA Excl Dir

ALL Dir. Premium Written (DPW)	**IA DPW**	**Excl./Cap. DPW**	**Direct DPW**	**Surplus Lines DPW**
$370,809,863,000	$124,847,304,000	[illegible]	[illegible]	$586,118,000
2021 to 2025 Comm.% (All)	**IA Pen%**	**Excl./Cap. Pen%**	**Direct Pen%**	**Surplus Lines Use%**
7.8% | 7.7% | 7.7% | 7.8% | 7.6%	34%	35%	31%	0.2%
Total Active Insurers	**IA # of Insrs**	**Excl./Cap. # Insrs**	**Direct # of Insrs**	**Active SL # of Insrs**
709	512	94	98	14
All DPW 1-yr | 5-yr Change %	**IA Chng%**	**Excl./Cap. Chng%:**	**Direct Chng%:**	**Surplus Line Chng%:**
3% | 9%	4% | 11%	0% | 9%	6% | 8%	-6%
Top 5 Groups (Single Insurer)	**1-yr DPW**	**1-yr LR | CR**	**1-yr Chng% | Comm%**	**Largest Insurer in Group**
State Farm Group (G)	$69,164,033,000	65% | 92%	2% | 10%	State Farm Mutual Automobile Ins Co
Progressive Insurance Group (G)	$69,005,864,000	59% | 85%	15% | 5%	Progressive Direct Insurance Company
Berkshire Hathaway Insurance Group (G)	$42,856,645,000	67% | 78%	3% | 1%	GEICO General Insurance Company
Allstate Insurance Group (G)	$37,671,538,000	56% | 81%	3% | 9%	Allstate Fire and Casualty Insurance Co
USAA Group (G)	$22,915,969,000	73% | 94%	4% | 0%	USAA Casualty Insurance Company
Top 5 Pure IA/Broker	**1-yr DPW**	**1-yr LR | CR**	**1-yr Chng% | Comm%**	**Group or "N/A"**
Erie Insurance Exchange	$4,100,778,000	73% | 103%	6% | 11%	Erie Insurance Group
Progressive Northern Insurance Company	$3,864,177,000	58% | 85%	18% | 11%	Progressive Insurance Group
Progressive American Insurance Company	$3,764,858,000	42% | 60%	-4% | 12%	Progressive Insurance Group
Standard Fire Insurance Company	$3,570,322,000	54% | 79%	0% | 12%	Travelers Group
Progressive Casualty Insurance Company	$3,284,437,000	62% | 89%	16% | 11%	Progressive Insurance Group
Top 3 MGA/Wholesale	**1-yr DPW**	**1-yr LR | CR**	**1-yr Chng% | Comm%**	**Group or "N/A"**
Liberty Mutual Personal Insurance Co	$1,728,070,000	39% | 46%	-6% | 3%	Liberty Mutual Insurance Companies
Redpoint County Mutual Insurance Company	$943,483,000	74% | 90%	-7% | 8%	N/A
Home State County Mutual Insurance Co	$776,359,000	60% | 86%	-5% | 19%	Home State Insurance Group
Top 3 Excl./Cap.	**1-yr DPW**	**1-yr LR | CR**	**1-yr Chng% | Comm%**	**Group or "N/A"**
State Farm Mutual Automobile Ins Co	$64,836,800,000	65% | 92%	3% | 10%	State Farm Group
Allstate Fire and Casualty Insurance Co	$11,889,090,000	53% | 66%	-18% | 9%	Allstate Insurance Group
Interinsurance Exchange of the Auto Club	$5,116,032,000	71% | 95%	12% | 1%	Auto Club Enterprises Insurance Group
Top 3 Direct	**1-yr DPW**	**1-yr LR | CR**	**1-yr Chng% | Comm%**	**Group or "N/A"**
GEICO General Insurance Company	$12,838,857,000	70% | 85%	-1% | 0%	Berkshire Hathaway Insurance Group
Progressive Direct Insurance Company	$10,412,044,000	62% | 89%	23% | 0%	Progressive Insurance Group
USAA Casualty Insurance Company	$7,172,070,000	70% | 91%	3% | 0%	USAA Group
Top 3 Surplus Lines	**1-yr DPW**	**1-yr LR | CR**	**1-yr Chng% | Comm%**	**Group or "N/A"**
Mississippi Farm Bureau Casualty Ins Co	$316,728,000	60% | 70%	-6% | 7%	Southern Farm Bureau Casualty Group
Norfolk and Dedham Mutual Fire Ins Co	$132,490,000	64% | 98%	8% | 18%	N&D Union Mutual Insurance Group
Founders Insurance Company	$65,784,000	58% | 88%	-22% | 16%	Utica National Insurance Group
Top RRG	**1-yr DPW**	**1-yr LR | CR**	**1-yr Chng% | Comm%**	**Group or "N/A"**
N/A	N/A	N/A | N/A	N/A | N/A	N/A

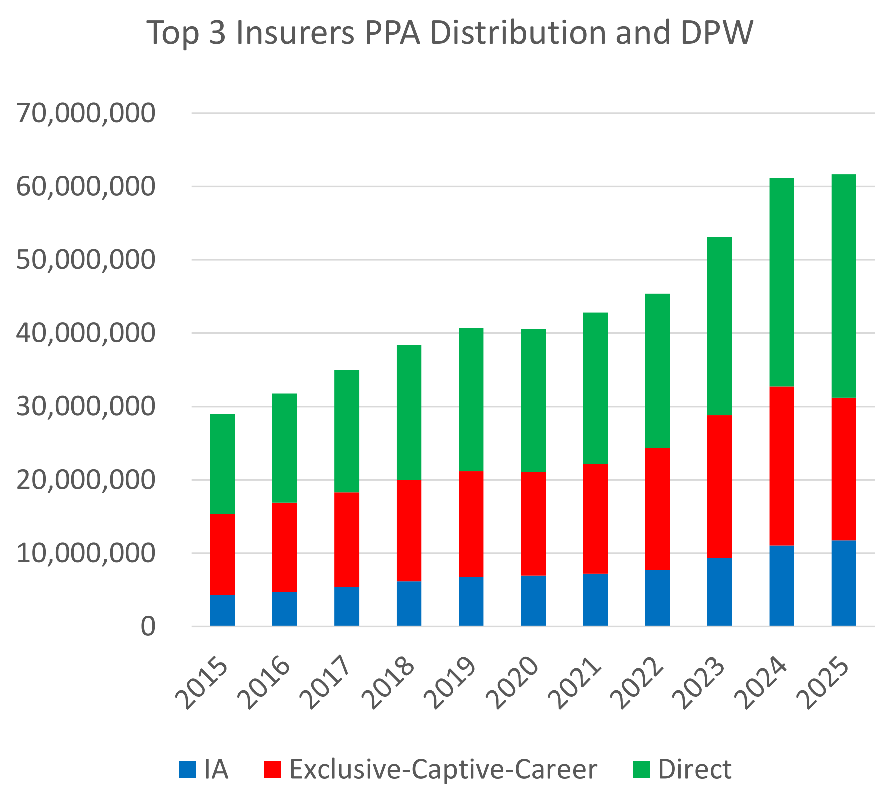
IA —

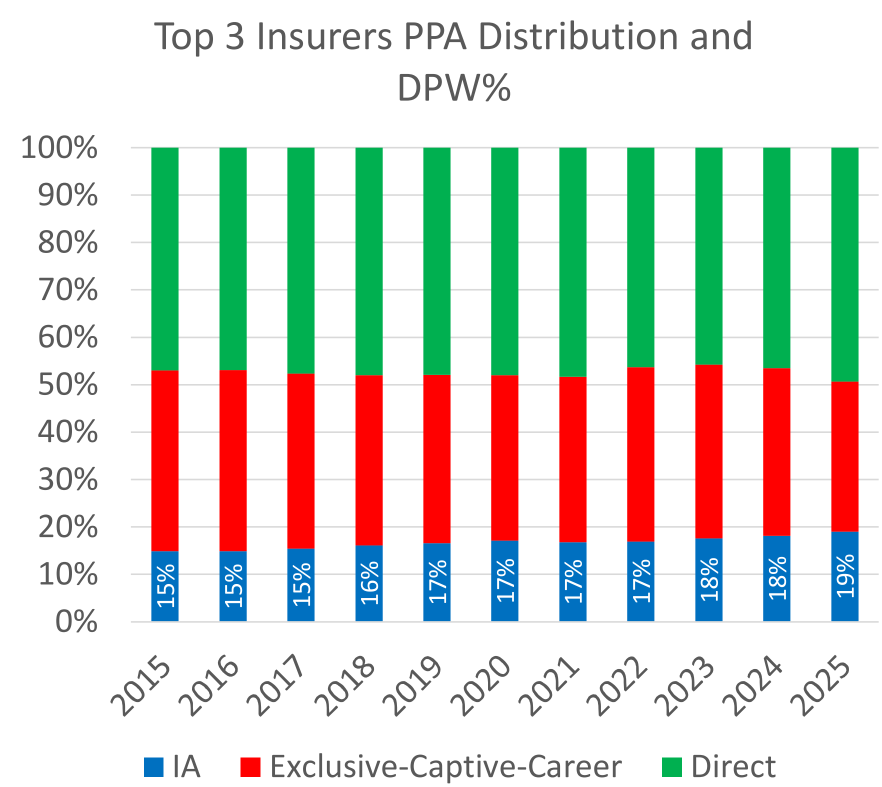
Exc. —

Dir. —

Source: © A.M. Best Company — used by permission. (Included in the above data are all P&C policies issued in the United States to cover private passenger auto liability, physical damage, uninsured motorist, and no-fault benefits, if applicable).

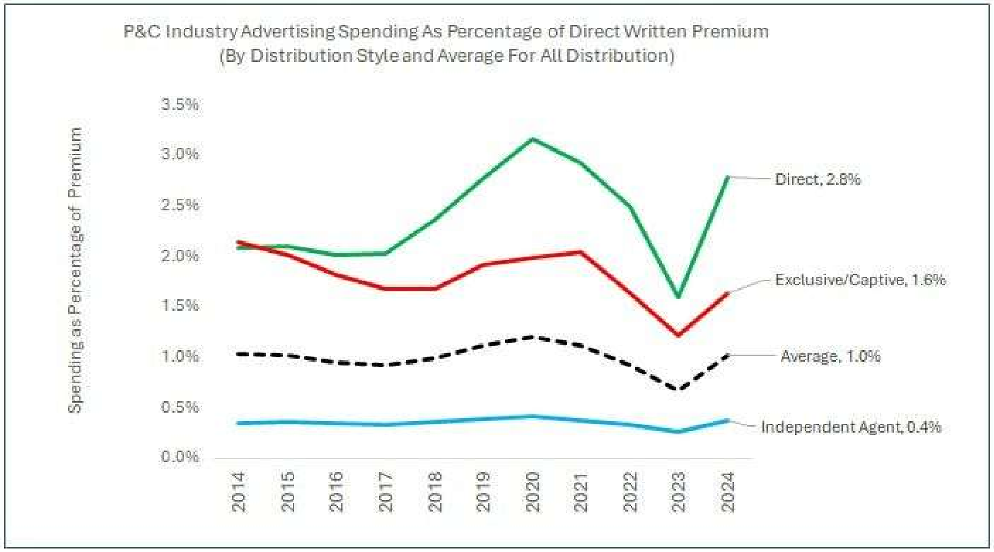
USA: Combining Erie+Progs vs. SF+AllState+AAA vs. GEICO+Prog.+USAA





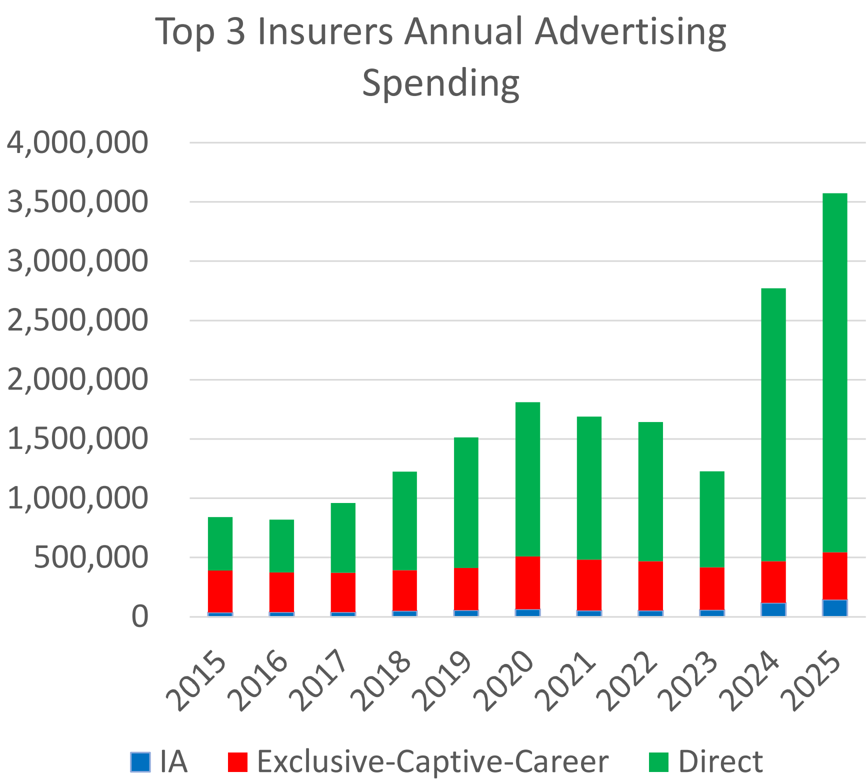
Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

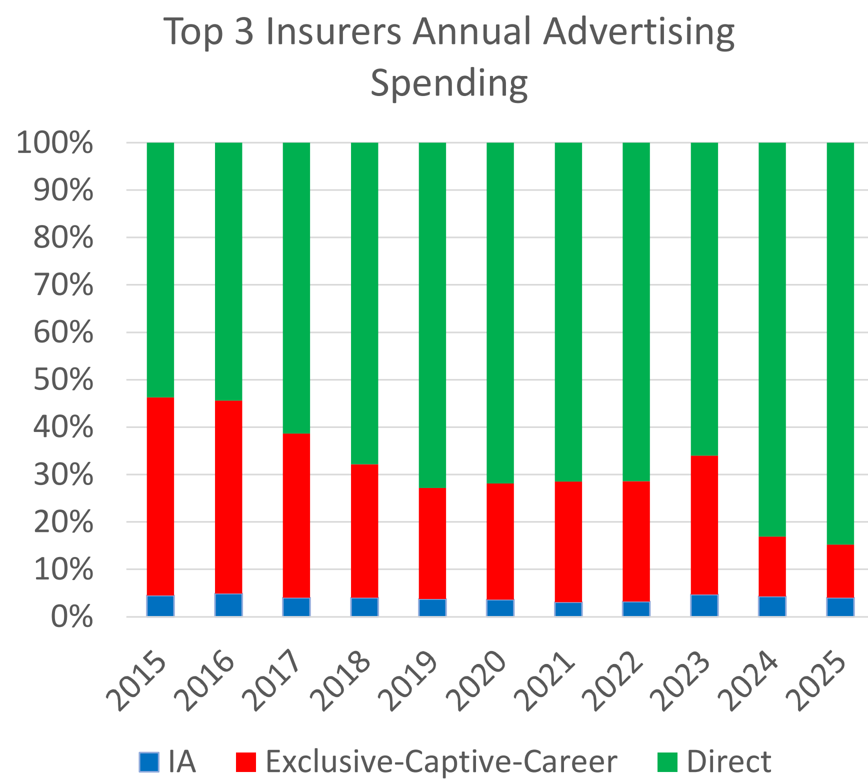
Insurers and Advertising Spending



Source: A.M. Best Financial Suite (Used with Permission) | Calculations and Graphics by Real Insurance Solutions Consulting (Colors Coincide with Marketplace Penetration Figures in 2025 Market Share Report

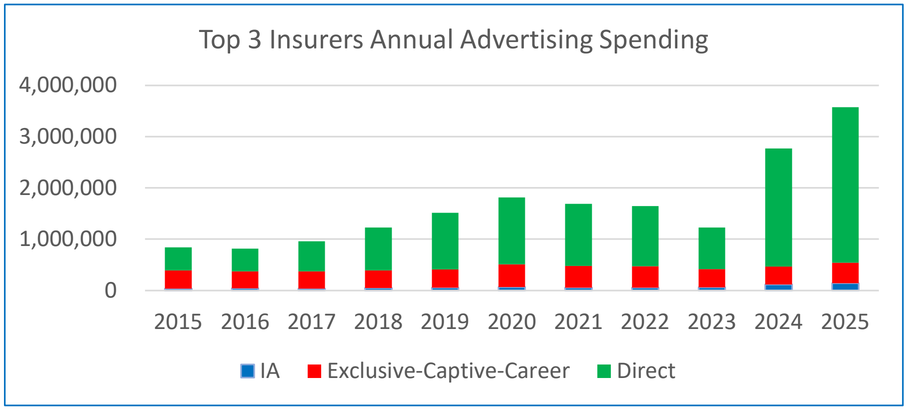
And That Result Vs. Advertising Spending (Countrywide)

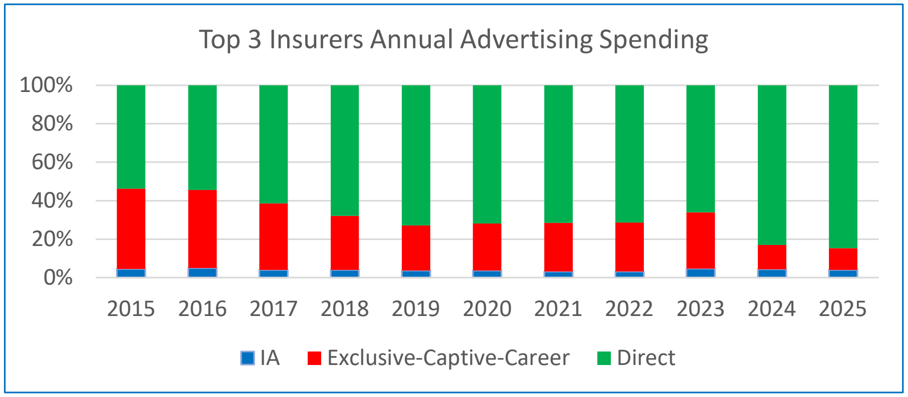


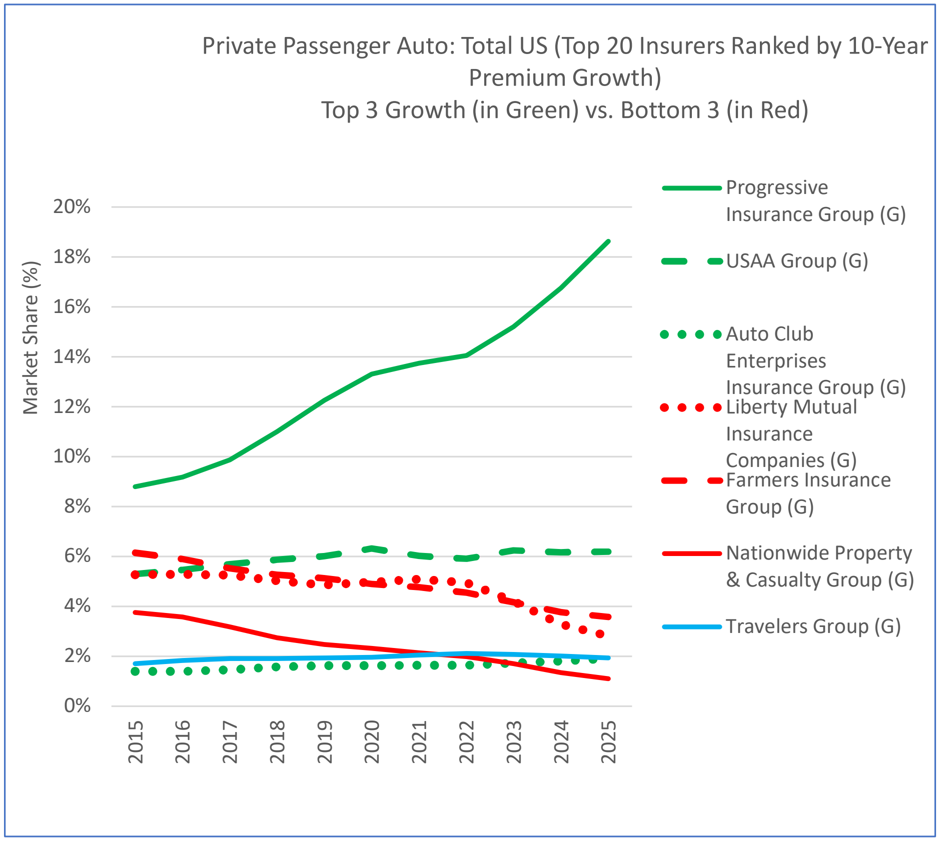


Source: A.M. Best – Used with Permission, Calculations by Real Insurance Solutions Consulting

Combining: PPA, Advertising and DPW Growth







Questions and Answers

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Paul A. Buse, Principal
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301-842-7472


The End