



 THE COUNCIL

COMMERCIAL PROPERTY/ CASUALTY MARKET INDEX

Q2/2022



Commercial Property/Casualty Market Index

Q2/2022

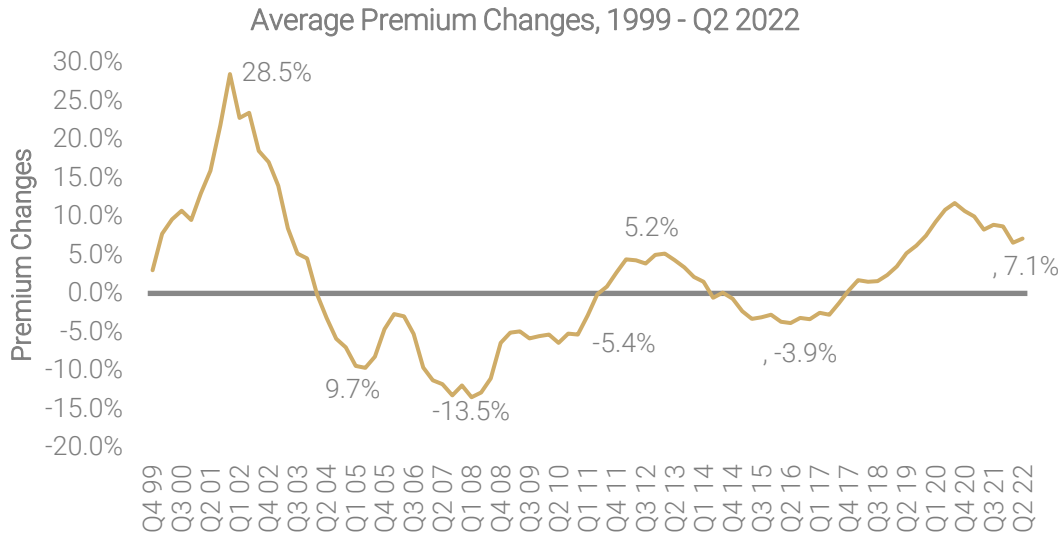
EXECUTIVE SUMMARY

The following are key takeaways from The Council of Insurance Agents & Brokers' *Commercial Property/Casualty Market Report Q2 2022 (April 1 – June 30)*:

- Premiums increased for the 19th consecutive quarter in Q2 2022, with respondents reporting an average premium increase across all account sizes of 7.1%, compared to 6.6% in Q1. Nevertheless, respondents agreed that the market continued to stabilize in Q2 2022, mentioning some price moderation and that additional competition for desirable accounts made it a little easier on clients to find better terms and conditions.
- Average price increases across lines of business did not change much from last quarter, either slightly smaller or larger than what was recorded in Q1 2022, with the average increase across all lines of business coming in at 6.1%, less than half a percent change from Q1's 5.7%.
- The cyber line of business continued to pose problems for respondents. Prices for that line increased by more than 25% for the fifth consecutive quarter, and many respondents reported higher deductibles, tightened limits, and more underwriter scrutiny.
- Most respondents agreed that the recent inflationary trends had a negative effect on the market, especially on the commercial auto and commercial property lines of business. Respondents reported inflation driving up property valuations and the cost of building materials and auto parts, which in turn exerted upward pressure on premiums for those lines.
- Property in natural catastrophe-prone areas was also difficult for brokers to place, especially in areas vulnerable to wildfires. Respondents also described increased deductibles, such as named storm deductibles, and more restrictive limits and underwriting requirements.
- Work from home is here to stay, despite grumblings from some corners of the industry. Respondents found that adopting a hybrid schedule for workers and being willing to open the search for virtual employees country-wide were both key ways to realize the top broker priority of "recruiting and developing talent."

PREMIUM PRICING

Respondents emphasized that challenging market conditions persisted, such as carrier wariness to deploy capacity and increased underwriter scrutiny—in summary, not much change from Q1 2022.



Source: The Council of Insurance Agents & Brokers

KEY NUMBERS AT A GLANCE

- **7.1%:** average premium increase across all account sizes
- **19:** number of consecutive quarters of increased premiums for all account sizes
- **7.5%:** average increase in premiums for large accounts, higher than small (6.4%) and medium accounts (7.3%)

AVERAGE COMMERCIAL PRICING INCREASES

	By Account Size			AVERAGE
	SMALL	MEDIUM	LARGE	
Second Quarter 2022	6.4%	7.3%	7.5%	7.1%
First Quarter 2022	6.4%	7.3%	6.2%	6.6%
Fourth Quarter 2021	6.3%	10.6%	9.2%	8.7%
Third Quarter 2021	6.2%	10.1%	10.4%	8.9%
Second Quarter 2021	6.2%	9.4%	9.3%	8.3%
High	20.8%	31.7%	33.0%	28.5%
High Date	4Q01	4Q01	4Q01	
Low	-10.0%	-15.0%	-15.9%	-13.6%
Low Date	1Q08	3Q07	3Q07	

Source:
The Council of Insurance Agents & Brokers

Respondents reported similar pricing and underwriting trends to all account sizes for all lines of business: signs of pricing moderation for some lines of business, like flood, medical malpractice, and surety bonds, while others, like cyber and umbrella, continued to experience upward pressure on prices, though not as pronounced as in past quarters. Additionally, workers compensation was the only the line to see a decrease in premiums, at -1.2%, down further from -0.5% in Q1 2022.

KEY NUMBERS AT A GLANCE

- **6.1%:** average premium increase across all lines of business
- **20:** number of consecutive quarters of premium increases for all lines of business
- **26.8%:** average premium increase for the cyber line of business; Q2 2022 marks the fifth consecutive quarter this line saw an increase of over 25%
- **11.3%:** average premium increase for the umbrella line of business; marks the 11th consecutive quarter this line saw an increase of over 10%

BY-LINE SECOND QUARTER 2022 RATE CHANGES RANGED FROM -1.2% TO +11.3%

	COMM'L AUTO	WORKERS' COMP	COMM'L PROPERTY	GEN'L LIABILITY	UMBRELLA	AVERAGE
Second Quarter 2022	7.2%	-1.2%	8.3%	4.7%	11.3%	6.1%
First Quarter 2022	5.9%	-0.5%	8.6%	3.9%	10.5%	5.7%
Fourth Quarter 2021	8.0%	0.3%	10.5%	6.4%	15.0%	8.1%
Third Quarter 2021	7.4%	-0.3%	10.3%	6.3%	16.9%	8.1%
Second Quarter 2021	6.8%	0.3%	9.9%	6.0%	17.4%	8.1%
High	28.6%	24.9%	45.4%	26.0%	51.9%	35.3%
Low	-11.6%	-12.3%	-15.0%	-13.6%	-13.5%	-13.2%

Source:

The Council of Insurance Agents & Brokers

RATE CHANGES IN OTHER LINES

	2Q22	High	Low
Broker E&O	3.1%	15.4%	-4.5%
Business Interruption	4.8%	28.8%	-10.2%
Construction	4.2%	38.7%	-10.7%
Cyber	26.8%	34.3%	-1.5%
D&O Liability	7.9%	32.4%	-8.7%
Employment Practices	5.3%	21.9%	-8.1%
Flood	3.4%	8.6%	-2.7%
Marine	3.3%	4.5%	-10.6%
Medical Malpractice	3.2%	32.5%	-4.1%
Surety Bonds	0.7%	11.2%	-2.3%
Terrorism	0.3%	10.4%	-3.6%

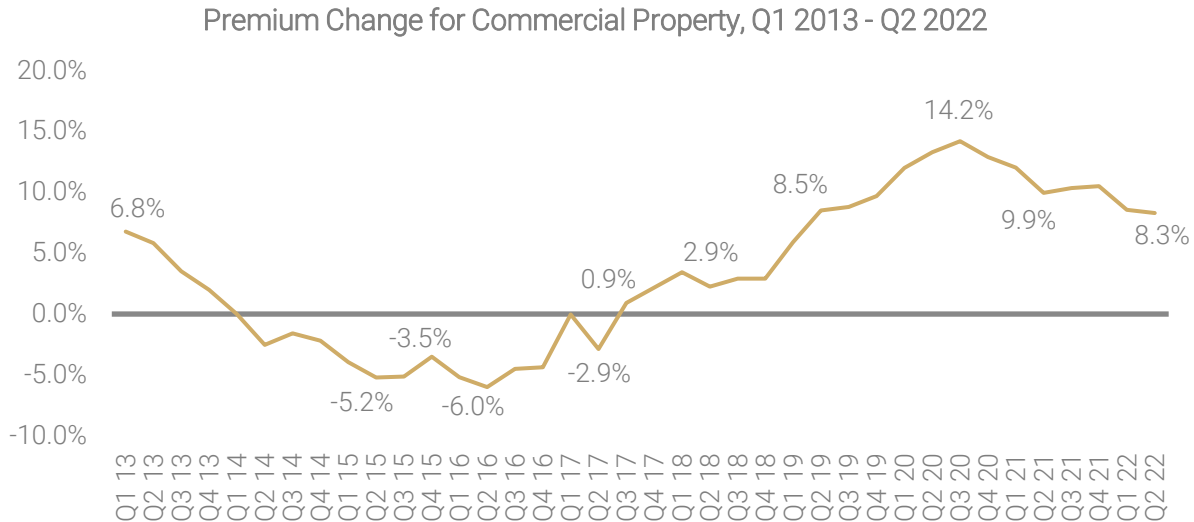
Source:

The Council of Insurance Agents & Brokers

NOTABLE MARKET TRENDS

Inflation and nat cats affecting commercial property

As we move into the middle of 2022, it's clear that the U.S. is struggling with inflation. According to the Bureau of Labor Statistics, the Consumer Price Index (CPI), which tracks common consumer items like food, energy, and so on, [rose by 9.1%](#) over the past 12 months, the largest increase in inflation since the 12-month period ending November 1981. And consumers weren't the only one feeling the squeeze—the impact of inflation was also felt by the insurance industry, in particular when it came to the commercial property and commercial auto lines of business, according to respondents.



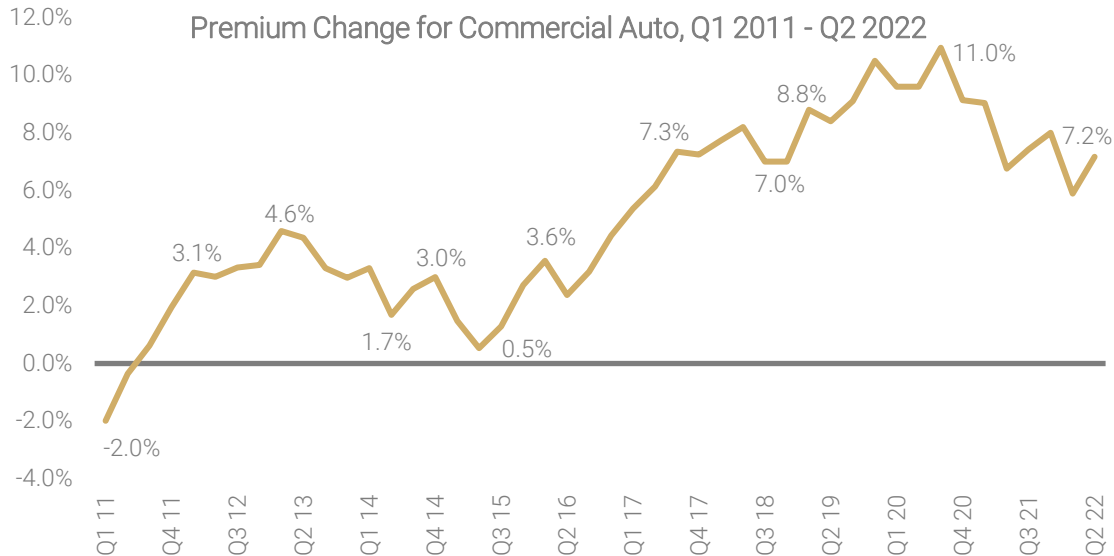
Respondents pointed to inflation increasing property valuations, a trend discussed in the Q1 2022 report, as one of the main impacts on commercial property. “The impact of inflation on building values and costs had underwriting impact on insuring values,” said one respondent from a mid-sized Northeastern firm. Said another respondent from a large Southeastern firm, “Inflation is driving the carriers to ask for increases in building valuations in the second quarter of 2022. Often carriers wanted value increases and rate increases on property.”

This came alongside other issues with commercial property, with common themes of higher deductibles and struggles with business in natural-catastrophe prone areas. Respondents in the Southeast highlighted “increasing deductibles for coastal property,” “more restrictive limits and conditions on difficult property risks,” and the fact that “most carriers bumped up named storm deductibles, with no rate relief given.” Similar things were mentioned by respondents from the Southwest and Pacific Northwest, with brokers emphasizing how difficult it was now to place business in wildfire areas. And one respondent from a large Southeastern firm even mentioned that for larger property accounts they “had to sell layered programs that were all with one carrier in 2021,” an example of carrier wariness when it came to this line.

Weather-related issues for property were so pronounced one respondent even said “Hurricane season had a far greater impact [than inflation].” Indeed, as seen in the graph above, premiums for commercial property did not increase significantly in Q2 2022 compared to Q1 2022, at an 8.3% average increase compared to 8.6%, respectively. At this point, it's not quite clear how significant an impact inflation had in Q2 on this line, but what is clear is that it did have an effect, since 75% of respondents agreed it did affect commercial property underwriting and pricing trends.

NOTABLE MARKET TRENDS

Inflation also a factor in commercial auto



Commercial auto was the other line most frequently mentioned by respondents when discussing the impact of inflation. It is historically one of the most troubled lines out of the ones tracked by this index, with a staggering 44 consecutive quarters of premium increases as of Q2 2022 (the only line that even comes close to this streak is flood, at a current 24 consecutive quarters of premium increases). And inflation guaranteed commercial auto troubles continued in Q2 2022.

The impact on commercial auto seems to have come from inflation pushing up the price of most goods in general. As an example, “With the cost of auto parts increasing, carriers kept prices firm on the auto line,” said one respondent from a large Midwestern firm, who also mentioned that in general “carriers were also updating replacement cost values on commercial policies.” Other respondents echoed similar things, saying that inflation was pushing up loss costs and administrative costs for filing claims, and therefore claims costs, which was in turn exerting upward pressure on pricing—for commercial auto and commercial property especially, but also for most lines.

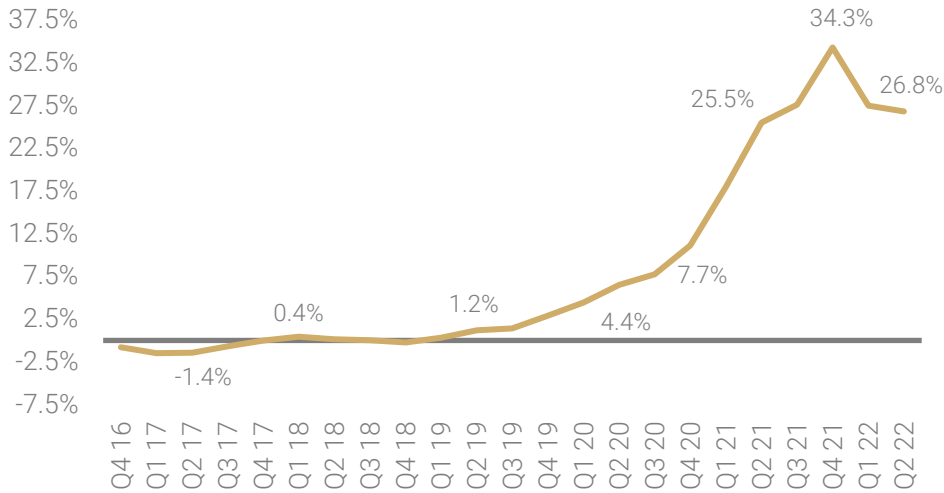
Inflation was also causing worry on the insured side, with one respondent from a midsize Northeastern firm commenting, “Availability of auto parts, new and used cars, and limited rental coverage made insureds concerned about the availability of coverage to make them whole after a loss.” Several respondents also mentioned that inflation was a top client concern in Q2 2022.

NOTABLE LINE OF BUSINESS

Cyber struggles continue with claims, strict underwriting, lower limits

“Cyber is in a full-fledged hard market,” said one respondent from a large Southeastern firm, succinctly summing up the current issues with cyber insurance in Q2 2022. With respondents reporting an increase of 26.8% for this line, Q2 marked the fifth consecutive quarter of price increases over 25% for cyber insurance. The theme of “not much change from Q1 2022” came up again here, but ironically, all that meant was a continued rise in prices, stricter underwriting, and more trouble with ransomware claims.

Premium Change for Cyber, Q4 2016 - Q2 2022



Respondents indicated that cyber continued to suffer from problems mentioned in previous quarters: claim severity, capacity issues, extensive risk management requirements, and more restrictive underwriting terms. “Deductibles increased and terms were more limited for cyber,” commented one respondent from a large Southwestern firm, continuing, “There were lots of additional underwriting questions for cyber.”

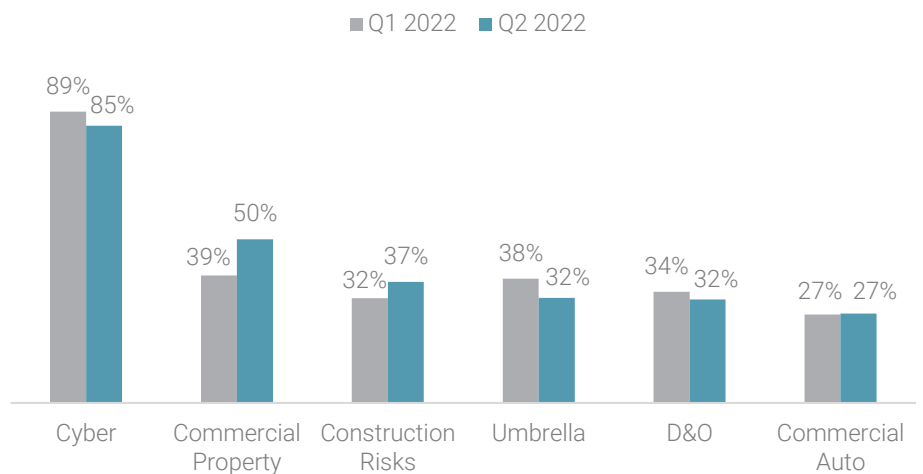
The theme of underwriter scrutiny came up in another response from the Northeast, with the respondent writing, “Cyber kept getting tougher and tougher to place, especially if MFA not in place.” Another respondent emphasized that though underwriters were a little more lenient when it came to some other lines, they were “still requiring extensive risk management controls” for cyber insurance.

DEMAND AND CLAIMS

Cyber a priority for clients, ransomware breaches dropping

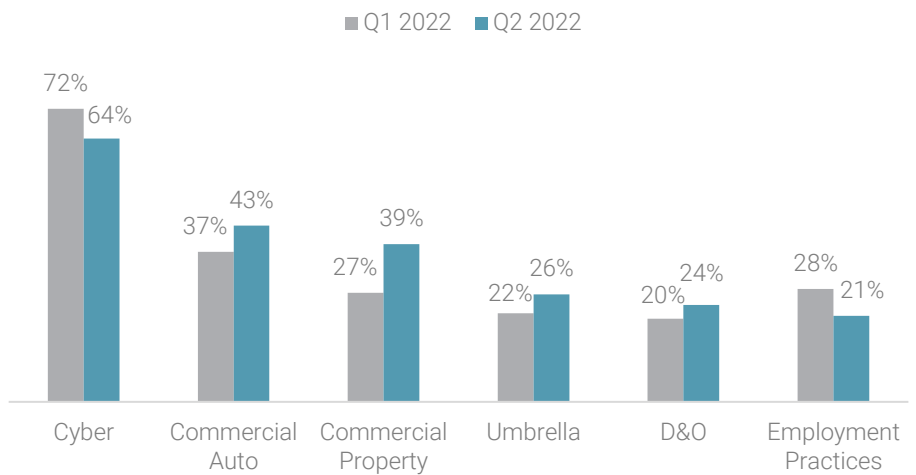
Demand was again highest for cyber insurance in Q2 2022, with 85% of respondents noting they had seen an increase in demand for that particular line. “Cyber continued to dominate as the line most businesses are interested in exploring,” said one respondent from a midsize Northeastern firm. Indeed, more than 80% of respondents said cyber risk was one of the top three concerns of their clients.

Respondents reporting an increase in demand



The number of cyber claims has also been on a downward trend for the past few quarters, with the number of respondents reporting an increase in claims decreasing from a high of 81% in Q4 2021 to 64% this quarter. One respondent from a large Northwestern firm noted that there has been a reduction in ransomware attacks, which is corroborated by a [report](#) by the Identity Theft Resource Center (ITRC) citing, “ransomware attacks linked to breaches dropped 20 percent in Q2 2022 from the previous quarter – the first quarter-over-quarter drop since the ITRC began tracking ransomware in 2018.”

Respondents reporting an increase in claims



PRIORITIES AND CHALLENGES

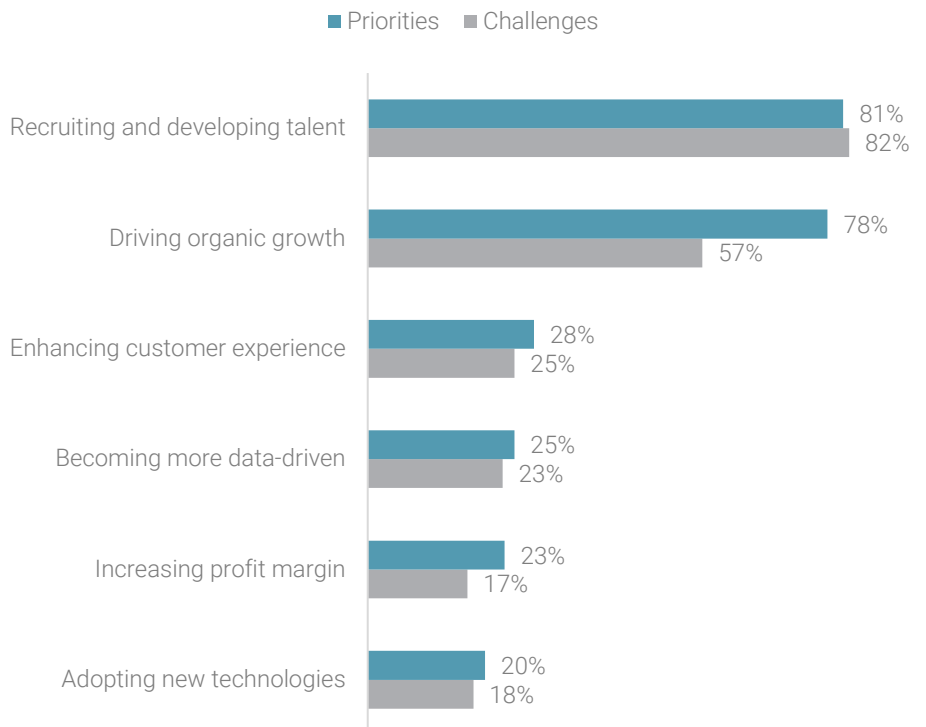
Talent takes top spot, technology remains common theme

“Recruiting and developing talent” and “driving organic growth” were the top two priorities and challenges for respondents in Q2 2022, trailed by “enhancing customer experience.” As usual, a common theme in responses was the fact that “recruiting and developing talent” and “driving organic growth” go hand in hand—good talent is a crucial part of growing a firm.

The methods respondents used to approach recruitment varied, but included:

- Internship programs
- Recruiting from college
- “Producer academy” to train college graduates and new hires with little sales experience
- Dedicated recruiters

Top Broker Priorities and Challenges in Q2 2022



The tension between prospective employees wanting to work from home and employers tending to want employees to have at least some in-office time, whether for training or to build company culture, also came up in responses about “recruiting and developing talent.” One respondent from a midsize Northwestern firm remarked that it was “very difficult to hire and train people when they are not willing to come in to the office for training.” However, another respondent from a large Southeastern firm mentioned that they had “much more success at onboarding and getting people up to speed” by doing “much more hybrid training this year than last,” suggesting that instead of trying to enforce an all in-person or all work-from-home office, the industry should instead be focusing on attempting to find some middle ground between the two. This is especially true when, as a third respondent from a large Northwestern firm explained, it’s “hard to find good people locally” and they needed to “open the search to country-wide.”

Making use of emerging technology was a common theme in broker responses when they were asked what opportunities they saw for brokers on the horizon. Respondents emphasized a need to use “emerging new technology platforms to improve efficiency and provide better data analytics,” and to “bring easier data gathering techniques to clients to make their renewal process more streamlined.” Despite these comments, only 20% of respondents said “adopting new technologies” was a top priority in Q2 2022.

Otherwise, respondents pointed to the difficult economy as an opportunity for brokers to show their value as a “trusted advisor.” In the words of one respondent from a midsize Northeastern firm, “This market has caused many policies to have many limitations and exclusions that allow the commercial broker to prove their value” through “detailed analysis of all insurance options.”

The Council of Insurance Agents & Brokers is the premier association for the top regional, national and international commercial insurance and employee benefits intermediaries worldwide. Council members are market leaders who annually place 85 percent of U.S. commercial property/casualty insurance premiums and administer billions of dollars in employee benefits accounts. With expansive international reach, The Council fosters industry wide relationships around the globe by engaging lawmakers, regulators and stakeholders to promote the interests of its members and the valuable role they play in the mitigation of risk for their clients. Founded in 1913, The Council is based in Washington, D.C.

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**BELOW ARE THE SURVEY RESULTS FOR:
ALL REGIONS**

1. During the second quarter of 2022 (April 1 – June 30), on average, did premiums go up or down for each of the following account sizes, compared to the first quarter of 2022 (January 1 – March 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch.)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not sure
Small Account (Less than \$25k in commission and fees)	0.00%	0.00%	0.00%	1.67%	10.00%	70.00%	11.67%	0.00%	0.00%	1.67%	5.00%
Medium Account (Between \$25k to \$100k in commission and fees)	0.00%	0.00%	0.00%	3.39%	3.39%	71.19%	15.25%	1.69%	0.00%	1.69%	3.39%
Large Account (More than \$100k in commission and fees)	0.00%	0.00%	1.69%	5.08%	6.78%	61.02%	16.95%	5.08%	0.00%	1.69%	1.69%

2. During the second quarter of 2022 (April 1 – June 30), on average, did premiums go up or down for each of the following lines of business, compared to the first quarter of 2022 (January 1 – March 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No Change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not Sure
Business interruption	0.00%	0.00%	0.00%	1.75%	26.32%	56.14%	12.28%	1.75%	0.00%	0.00%	1.75%
Broker E&O	0.00%	0.00%	0.00%	3.70%	44.44%	24.07%	12.96%	1.85%	0.00%	0.00%	12.96%
Commercial auto	0.00%	0.00%	0.00%	0.00%	10.53%	66.67%	17.54%	3.51%	1.75%	0.00%	0.00%
Commercial property	0.00%	0.00%	0.00%	3.57%	10.71%	50.00%	26.79%	7.14%	1.79%	0.00%	0.00%
Construction risks	0.00%	0.00%	0.00%	5.56%	25.93%	55.56%	11.11%	1.85%	0.00%	0.00%	0.00%
Cyber	0.00%	0.00%	1.69%	0.00%	6.78%	11.86%	18.64%	25.42%	25.42%	10.17%	0.00%
D&O	0.00%	0.00%	1.69%	0.00%	20.34%	40.68%	28.81%	5.08%	1.69%	0.00%	1.69%
Flood	0.00%	0.00%	0.00%	1.89%	41.51%	35.85%	11.32%	1.89%	0.00%	0.00%	7.55%
Employment practices	0.00%	0.00%	0.00%	0.00%	24.56%	63.16%	8.77%	1.75%	1.75%	0.00%	0.00%
General liability	0.00%	0.00%	0.00%	3.57%	28.57%	51.79%	14.29%	1.79%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	1.92%	0.00%	44.23%	32.69%	11.54%	0.00%	1.92%	0.00%	7.69%
Medical malpractice	0.00%	0.00%	0.00%	0.00%	40.38%	26.92%	15.38%	0.00%	0.00%	0.00%	17.31%
Surety bonds	0.00%	0.00%	0.00%	3.64%	63.64%	18.18%	0.00%	0.00%	0.00%	0.00%	14.55%
Terrorism	0.00%	0.00%	0.00%	1.92%	78.85%	7.69%	0.00%	0.00%	0.00%	0.00%	11.54%
Umbrella	0.00%	0.00%	0.00%	3.45%	10.34%	27.59%	46.55%	8.62%	3.45%	0.00%	0.00%
Workers' compensation	0.00%	0.00%	0.00%	45.61%	40.35%	10.53%	3.51%	0.00%	0.00%	0.00%	0.00%

**BELOW ARE THE SURVEY RESULTS FOR:
NORTHEAST (CT, DE, DC, MA, ME, MD, NH, NJ, NY, PA, RI)**

1. During the second quarter of 2022 (April 1 – June 30), on average, did premiums go up or down for each of the following account sizes, compared to the first quarter of 2022 (January 1 – March 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch.)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not sure
Small Account (Less than \$25k in commission and fees)	0.00%	0.00%	0.00%	0.00%	23.08%	69.23%	0.00%	0.00%	0.00%	0.00%	7.69%
Medium Account (Between \$25k to \$100k in commission and fees)	0.00%	0.00%	0.00%	0.00%	15.38%	69.23%	7.69%	0.00%	0.00%	0.00%	7.69%
Large Account (More than \$100k in commission and fees)	0.00%	0.00%	0.00%	7.69%	23.08%	53.85%	15.38%	0.00%	0.00%	0.00%	0.00%

2. During the second quarter of 2022 (April 1 – June 30), on average, did premiums go up or down for each of the following lines of business, compared to the first quarter of 2022 (January 1 – March 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No Change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not Sure
Business interruption	0.00%	0.00%	0.00%	8.33%	33.33%	58.33%	0.00%	0.00%	0.00%	0.00%	0.00%
Broker E&O	0.00%	0.00%	0.00%	9.09%	54.55%	18.18%	18.18%	0.00%	0.00%	0.00%	0.00%
Commercial auto	0.00%	0.00%	0.00%	0.00%	25.00%	66.67%	8.33%	0.00%	0.00%	0.00%	0.00%
Commercial property	0.00%	0.00%	0.00%	0.00%	25.00%	58.33%	8.33%	8.33%	0.00%	0.00%	0.00%
Construction risks	0.00%	0.00%	0.00%	0.00%	50.00%	50.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Cyber	0.00%	0.00%	0.00%	0.00%	16.67%	16.67%	8.33%	41.67%	16.67%	0.00%	0.00%
D&O	0.00%	0.00%	0.00%	0.00%	41.67%	25.00%	33.33%	0.00%	0.00%	0.00%	0.00%
Flood	0.00%	0.00%	0.00%	8.33%	41.67%	41.67%	8.33%	0.00%	0.00%	0.00%	0.00%
Employment practices	0.00%	0.00%	0.00%	0.00%	41.67%	50.00%	8.33%	0.00%	0.00%	0.00%	0.00%
General liability	0.00%	0.00%	0.00%	0.00%	41.67%	50.00%	8.33%	0.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	0.00%	0.00%	58.33%	16.67%	16.67%	0.00%	0.00%	0.00%	8.33%
Medical malpractice	0.00%	0.00%	0.00%	0.00%	54.55%	18.18%	18.18%	0.00%	0.00%	0.00%	9.09%
Surety bonds	0.00%	0.00%	0.00%	0.00%	58.33%	33.33%	0.00%	0.00%	0.00%	0.00%	8.33%
Terrorism	0.00%	0.00%	0.00%	0.00%	75.00%	16.67%	0.00%	0.00%	0.00%	0.00%	8.33%
Umbrella	0.00%	0.00%	0.00%	8.33%	25.00%	8.33%	58.33%	0.00%	0.00%	0.00%	0.00%
Workers' compensation	0.00%	0.00%	0.00%	25.00%	50.00%	25.00%	0.00%	0.00%	0.00%	0.00%	0.00%

**BELOW ARE THE SURVEY RESULTS FOR:
SOUTHEAST (AL, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)**

1. During the second quarter of 2022 (April 1 – June 30), on average, did premiums go up or down for each of the following account sizes, compared to the first quarter of 2022 (January 1 – March 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch.)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not sure
Small Account (Less than \$25k in commission and fees)	0.00%	0.00%	0.00%	0.00%	12.50%	68.75%	12.50%	0.00%	0.00%	0.00%	6.25%
Medium Account (Between \$25k to \$100k in commission and fees)	0.00%	0.00%	0.00%	6.25%	0.00%	68.75%	25.00%	0.00%	0.00%	0.00%	0.00%
Large Account (More than \$100k in commission and fees)	0.00%	0.00%	0.00%	6.25%	0.00%	62.50%	18.75%	12.50%	0.00%	0.00%	0.00%

2. During the second quarter of 2022 (April 1 – June 30), on average, did premiums go up or down for each of the following lines of business, compared to the first quarter of 2022 (January 1 – March 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch)

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Business interruption	0.00%	0.00%	0.00%	0.00%	31.25%	50.00%	18.75%	0.00%	0.00%	0.00%	0.00%
Broker E&O	0.00%	0.00%	0.00%	0.00%	40.00%	26.67%	13.33%	6.67%	0.00%	0.00%	13.33%
Commercial auto	0.00%	0.00%	0.00%	0.00%	6.25%	43.75%	43.75%	6.25%	0.00%	0.00%	0.00%
Commercial property	0.00%	0.00%	0.00%	0.00%	13.33%	53.33%	26.67%	6.67%	0.00%	0.00%	0.00%
Construction risks	0.00%	0.00%	0.00%	6.67%	33.33%	46.67%	13.33%	0.00%	0.00%	0.00%	0.00%
Cyber	0.00%	0.00%	0.00%	0.00%	6.25%	6.25%	37.50%	6.25%	31.25%	12.50%	0.00%
D&O	0.00%	0.00%	0.00%	0.00%	12.50%	56.25%	25.00%	6.25%	0.00%	0.00%	0.00%
Flood	0.00%	0.00%	0.00%	0.00%	28.57%	42.86%	21.43%	0.00%	0.00%	0.00%	7.14%
Employment practices	0.00%	0.00%	0.00%	0.00%	20.00%	73.33%	6.67%	0.00%	0.00%	0.00%	0.00%
General liability	0.00%	0.00%	0.00%	0.00%	33.33%	40.00%	26.67%	0.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	0.00%	0.00%	57.14%	21.43%	14.29%	0.00%	7.14%	0.00%	0.00%
Medical malpractice	0.00%	0.00%	0.00%	0.00%	42.86%	35.71%	14.29%	0.00%	0.00%	0.00%	7.14%
Surety bonds	0.00%	0.00%	0.00%	6.67%	73.33%	6.67%	0.00%	0.00%	0.00%	0.00%	13.33%
Terrorism	0.00%	0.00%	0.00%	0.00%	92.31%	0.00%	0.00%	0.00%	0.00%	0.00%	7.69%
Umbrella	0.00%	0.00%	0.00%	6.25%	6.25%	25.00%	43.75%	12.50%	6.25%	0.00%	0.00%
Workers' compensation	0.00%	0.00%	0.00%	56.25%	31.25%	12.50%	0.00%	0.00%	0.00%	0.00%	0.00%

**BELOW ARE THE SURVEY RESULTS FOR:
SOUTHWEST (SO. CA, AZ, NM, OK, TX)**

1. During the second quarter of 2022 (April 1 – June 30), on average, did premiums go up or down for each of the following account sizes, compared to the first quarter of 2022 (January 1 – March 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch.)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not sure
Small Account (Less than \$25k in commission and fees)	0.00%	0.00%	0.00%	0.00%	0.00%	75.00%	0.00%	0.00%	0.00%	25.00%	0.00%
Medium Account (Between \$25k to \$100k in commission and fees)	0.00%	0.00%	0.00%	0.00%	0.00%	75.00%	0.00%	0.00%	0.00%	25.00%	0.00%
Large Account (More than \$100k in commission and fees)	0.00%	0.00%	0.00%	0.00%	0.00%	75.00%	0.00%	0.00%	0.00%	25.00%	0.00%

2. During the second quarter of 2022 (April 1 – June 30), on average, did premiums go up or down for each of the following lines of business, compared to the first quarter of 2022 (January 1 – March 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No Change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not Sure
Business interruption	0.00%	0.00%	0.00%	0.00%	0.00%	75.00%	0.00%	25.00%	0.00%	0.00%	0.00%
Broker E&O	0.00%	0.00%	0.00%	0.00%	0.00%	50.00%	0.00%	0.00%	0.00%	0.00%	50.00%
Commercial auto	0.00%	0.00%	0.00%	0.00%	0.00%	75.00%	0.00%	0.00%	25.00%	0.00%	0.00%
Commercial property	0.00%	0.00%	0.00%	0.00%	0.00%	50.00%	25.00%	0.00%	25.00%	0.00%	0.00%
Construction risks	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Cyber	0.00%	0.00%	0.00%	0.00%	0.00%	25.00%	0.00%	25.00%	25.00%	25.00%	0.00%
D&O	0.00%	0.00%	0.00%	0.00%	25.00%	50.00%	0.00%	0.00%	25.00%	0.00%	0.00%
Flood	0.00%	0.00%	0.00%	0.00%	33.33%	33.33%	0.00%	0.00%	0.00%	0.00%	33.33%
Employment practices	0.00%	0.00%	0.00%	0.00%	0.00%	75.00%	0.00%	0.00%	25.00%	0.00%	0.00%
General liability	0.00%	0.00%	0.00%	0.00%	0.00%	75.00%	0.00%	25.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	0.00%	0.00%	0.00%	50.00%	0.00%	0.00%	0.00%	0.00%	50.00%
Medical malpractice	0.00%	0.00%	0.00%	0.00%	50.00%	0.00%	0.00%	0.00%	0.00%	0.00%	50.00%
Surety bonds	0.00%	0.00%	0.00%	0.00%	33.33%	33.33%	0.00%	0.00%	0.00%	0.00%	33.33%
Terrorism	0.00%	0.00%	0.00%	0.00%	50.00%	0.00%	0.00%	0.00%	0.00%	0.00%	50.00%
Umbrella	0.00%	0.00%	0.00%	0.00%	0.00%	50.00%	25.00%	0.00%	25.00%	0.00%	0.00%
Workers' compensation	0.00%	0.00%	0.00%	25.00%	25.00%	25.00%	25.00%	0.00%	0.00%	0.00%	0.00%

**BELOW ARE THE SURVEY RESULTS FOR:
PACIFIC NORTHWEST (NO. CA, AK, CO, HI, ID, MT, NV, OR, UT, WA, WY)**

1. During the second quarter of 2022 (April 1 – June 30), on average, did premiums go up or down for each of the following account sizes, compared to the first quarter of 2022 (January 1 – March 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch.)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not sure
Small Account (Less than \$25k in commission and fees)	0.00%	0.00%	0.00%	11.11%	0.00%	33.33%	55.56%	0.00%	0.00%	0.00%	0.00%
Medium Account (Between \$25k to \$100k in commission and fees)	0.00%	0.00%	0.00%	12.50%	0.00%	37.50%	37.50%	12.50%	0.00%	0.00%	0.00%
Large Account (More than \$100k in commission and fees)	0.00%	0.00%	12.50%	12.50%	0.00%	25.00%	37.50%	12.50%	0.00%	0.00%	0.00%

2. During the second quarter of 2022 (April 1 – June 30), on average, did premiums go up or down for each of the following lines of business, compared to the first quarter of 2022 (January 1 – March 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No Change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not Sure
Business interruption	0.00%	0.00%	0.00%	0.00%	25.00%	50.00%	12.50%	0.00%	0.00%	0.00%	12.50%
Broker E&O	0.00%	0.00%	0.00%	12.50%	37.50%	25.00%	12.50%	0.00%	0.00%	0.00%	12.50%
Commercial auto	0.00%	0.00%	0.00%	0.00%	12.50%	62.50%	12.50%	12.50%	0.00%	0.00%	0.00%
Commercial property	0.00%	0.00%	0.00%	25.00%	12.50%	25.00%	12.50%	25.00%	0.00%	0.00%	0.00%
Construction risks	0.00%	0.00%	0.00%	25.00%	25.00%	0.00%	50.00%	0.00%	0.00%	0.00%	0.00%
Cyber	0.00%	0.00%	11.11%	0.00%	11.11%	11.11%	22.22%	22.22%	22.22%	0.00%	0.00%
D&O	0.00%	0.00%	11.11%	0.00%	22.22%	11.11%	33.33%	11.11%	0.00%	0.00%	11.11%
Flood	0.00%	0.00%	0.00%	0.00%	75.00%	12.50%	0.00%	0.00%	0.00%	0.00%	12.50%
Employment practices	0.00%	0.00%	0.00%	0.00%	25.00%	62.50%	12.50%	0.00%	0.00%	0.00%	0.00%
General liability	0.00%	0.00%	0.00%	25.00%	25.00%	25.00%	25.00%	0.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	12.50%	0.00%	50.00%	12.50%	0.00%	0.00%	0.00%	0.00%	25.00%
Medical malpractice	0.00%	0.00%	0.00%	0.00%	50.00%	0.00%	12.50%	0.00%	0.00%	0.00%	37.50%
Surety bonds	0.00%	0.00%	0.00%	0.00%	50.00%	25.00%	0.00%	0.00%	0.00%	0.00%	25.00%
Terrorism	0.00%	0.00%	0.00%	0.00%	75.00%	0.00%	0.00%	0.00%	0.00%	0.00%	25.00%
Umbrella	0.00%	0.00%	0.00%	0.00%	11.11%	33.33%	44.44%	11.11%	0.00%	0.00%	0.00%
Workers' compensation	0.00%	0.00%	0.00%	50.00%	37.50%	0.00%	12.50%	0.00%	0.00%	0.00%	0.00%

AVERAGE COMMERCIAL PRICING INCREASES

	By Account Size SMALL	MEDIUM	LARGE	AVERAGE
Second Quarter 2022	6.4%	7.3%	7.5%	7.1%
First Quarter 2022	6.4%	7.3%	6.2%	6.6%
Fourth Quarter 2021	6.3%	10.6%	9.2%	8.7%
Third Quarter 2021	6.2%	10.1%	10.4%	8.9%
Second Quarter 2021	6.2%	9.4%	9.3%	8.3%
High	20.8%	31.7%	33.0%	28.5%
High Date	4Q01	4Q01	4Q01	
Low	-10.0%	-15.0%	-15.9%	-13.6%
Low Date	1Q08	3Q07	3Q07	

Source:

The Council of Insurance Agents & Brokers

BY-LINE SECOND QUARTER 2022 RATE CHANGES RANGED FROM -1.2% TO +11.3%

	COMM'L AUTO	WORKERS' COMP	COMM'L PROPERTY	GEN'L LIABILITY	UMBRELLA	AVERAGE
Second Quarter 2022	7.2%	-1.2%	8.3%	4.7%	11.3%	6.1%
First Quarter 2022	5.9%	-0.5%	8.6%	3.9%	10.5%	5.7%
Fourth Quarter 2021	8.0%	0.3%	10.5%	6.4%	15.0%	8.1%
Third Quarter 2021	7.4%	-0.3%	10.3%	6.3%	16.9%	8.1%
Second Quarter 2021	6.8%	0.3%	9.9%	6.0%	17.4%	8.1%
High	28.6%	24.9%	45.4%	26.0%	51.9%	35.3%
Low	-11.6%	-12.3%	-15.0%	-13.6%	-13.5%	-13.2%

Source:
The Council of Insurance Agents & Brokers

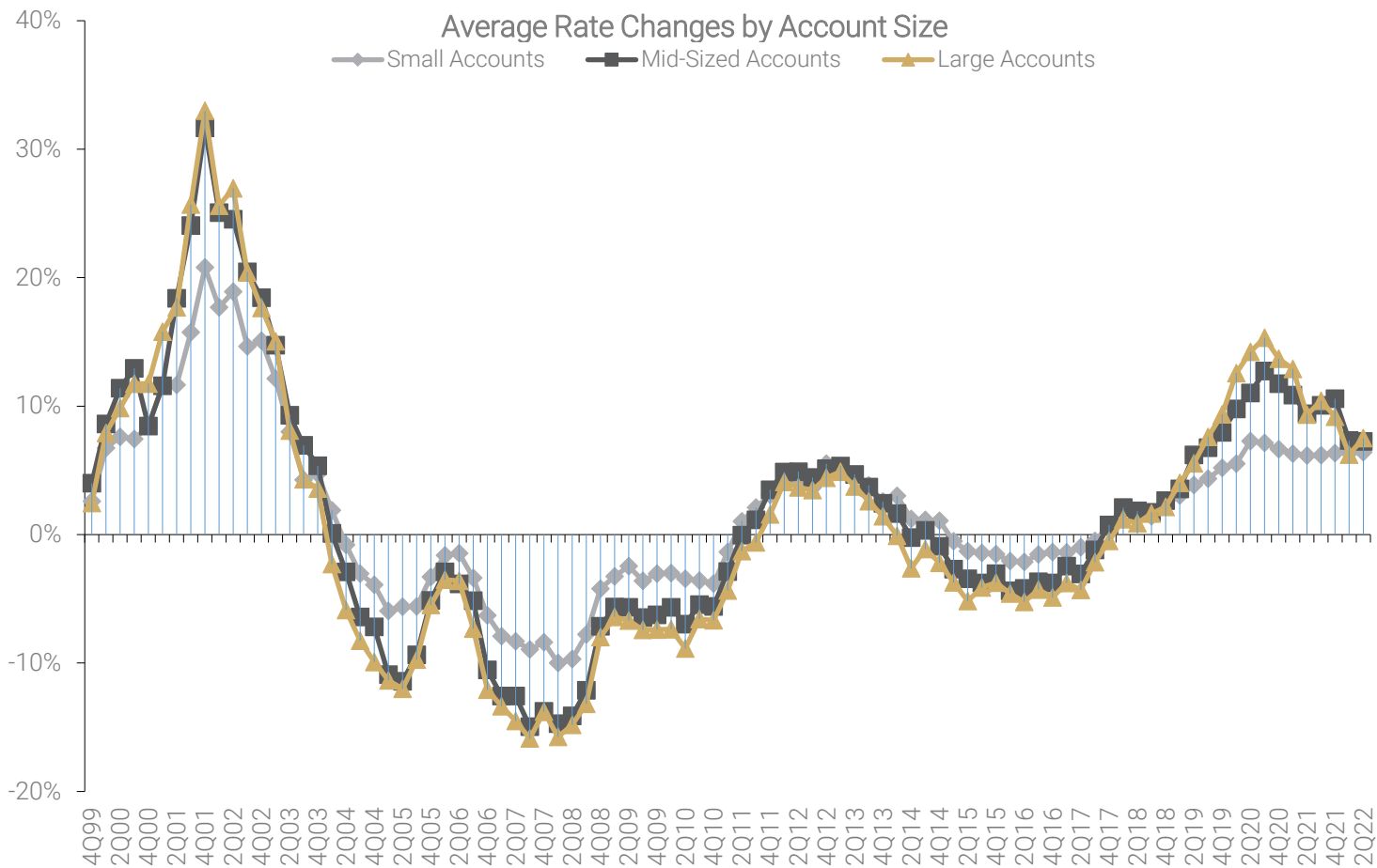
RATE CHANGES IN OTHER LINES

	2Q22	High	Low
Broker E&O	3.1%	15.4%	-4.5%
Business Interruption	4.8%	28.8%	-10.2%
Construction	4.2%	38.7%	-10.7%
Cyber	26.8%	34.3%	-1.5%
D&O Liability	7.9%	32.4%	-8.7%
Employment Practices	5.3%	21.9%	-8.1%
Flood	3.4%	8.6%	-2.7%
Marine	3.3%	4.5%	-10.6%
Medical Malpractice	3.2%	32.5%	-4.1%
Surety Bonds	0.7%	11.2%	-2.3%
Terrorism	0.3%	10.4%	-3.6%

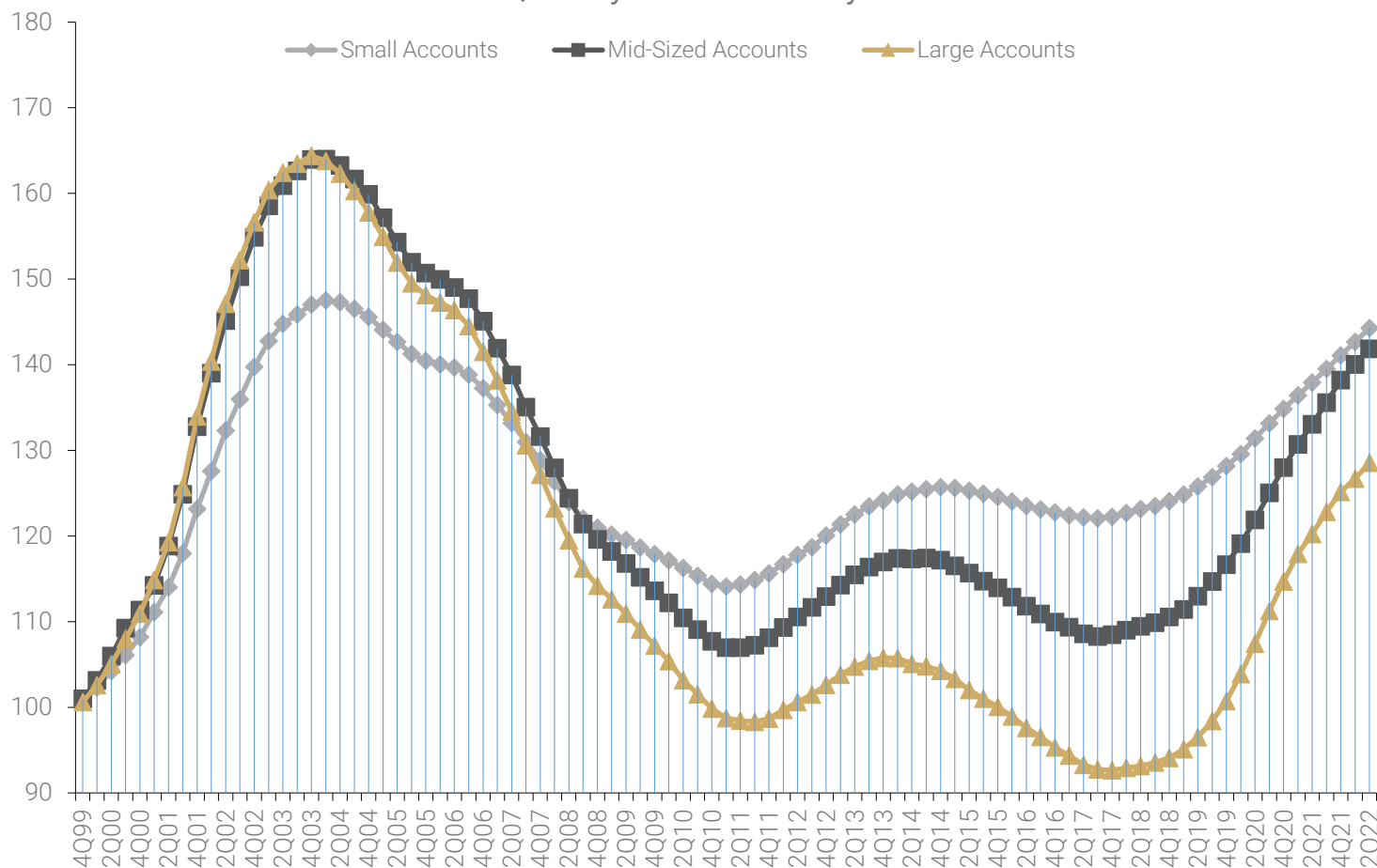
Source:

The Council of Insurance Agents & Brokers

Average Rate Changes by Account Size

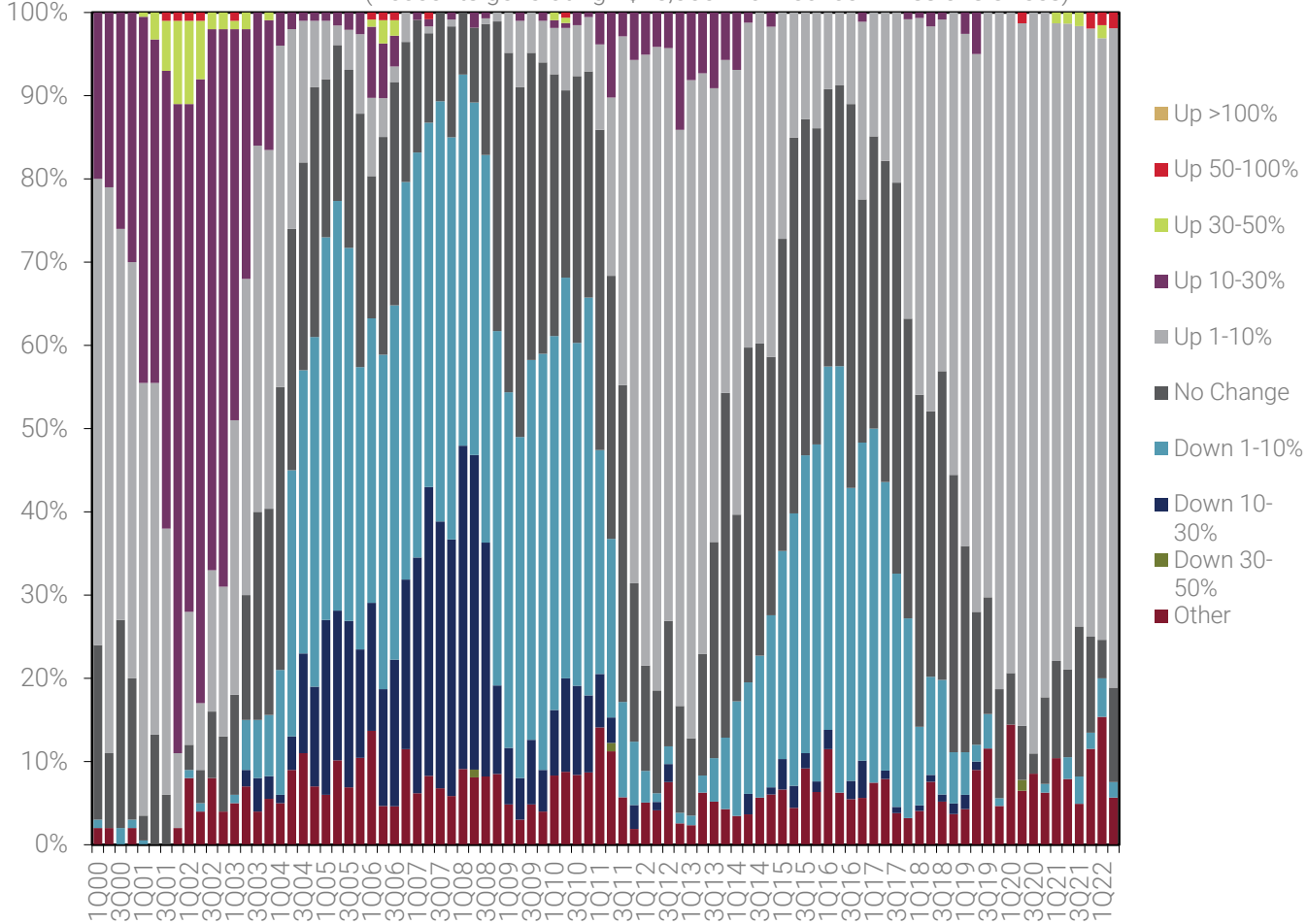


Cumulative Quarterly Rate Increases by Account Size



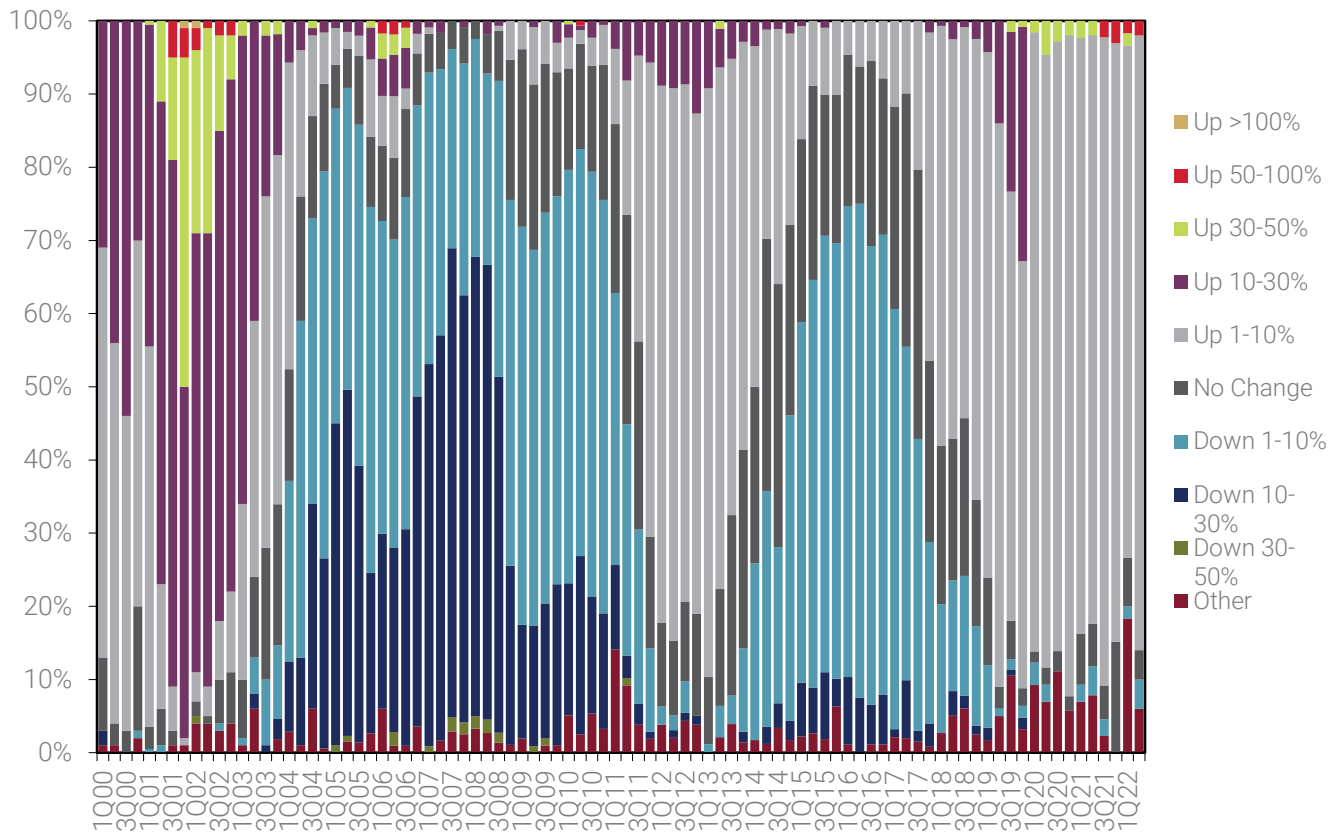
Percentage of Survey Respondents

Insurance Rate Changes, Small Commercial Accounts (Accounts generating <\$25,000 in annual commissions & fees)



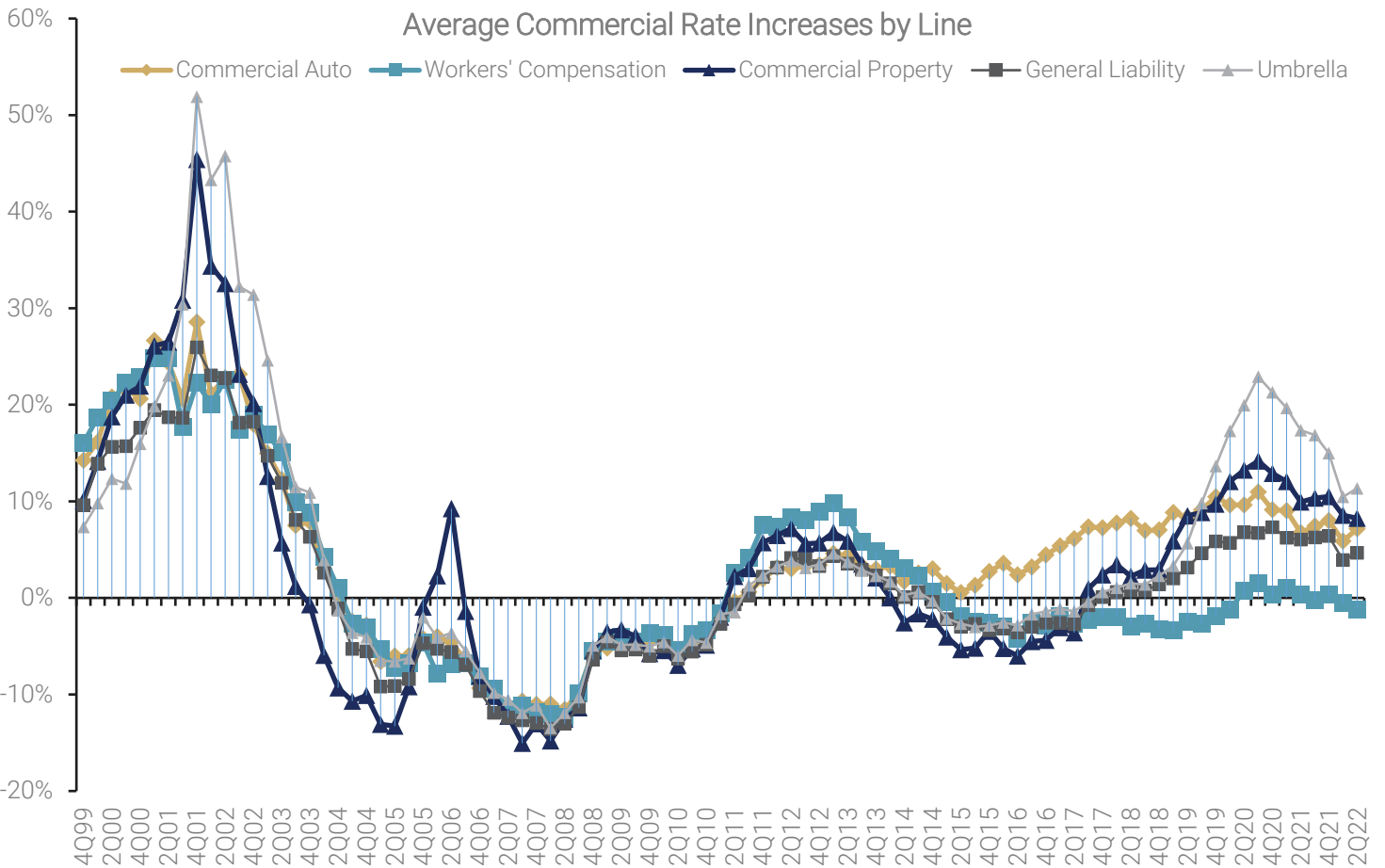
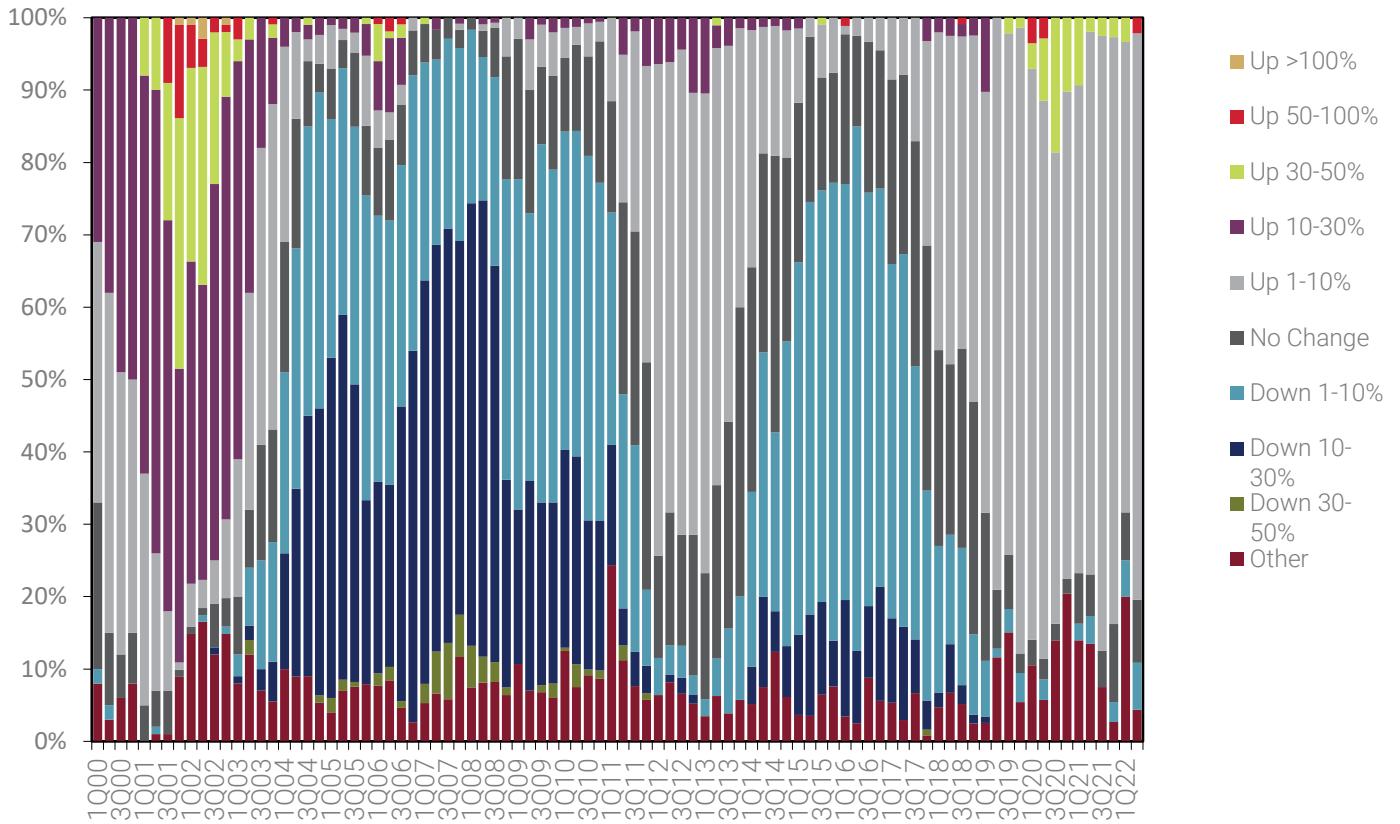
Percentage of Survey Respondents

Insurance Rate Changes, Medium Commercial Accounts (Accounts generating \$25,000-\$100,000 in annual commissions & fees)



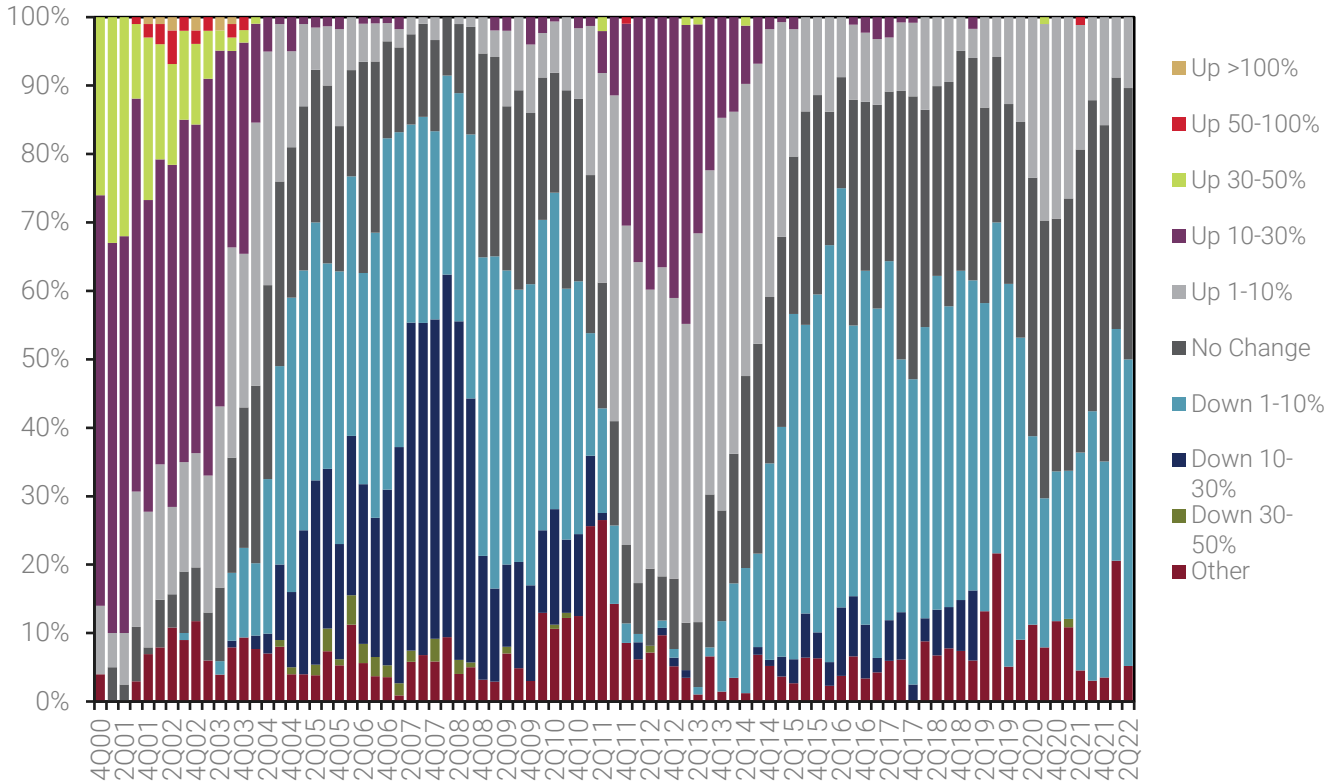
Insurance Rate Changes, Large Commercial Accounts (Accounts generating >\$100,000 in annual commissions & fees)

Percentage of Survey Respondents



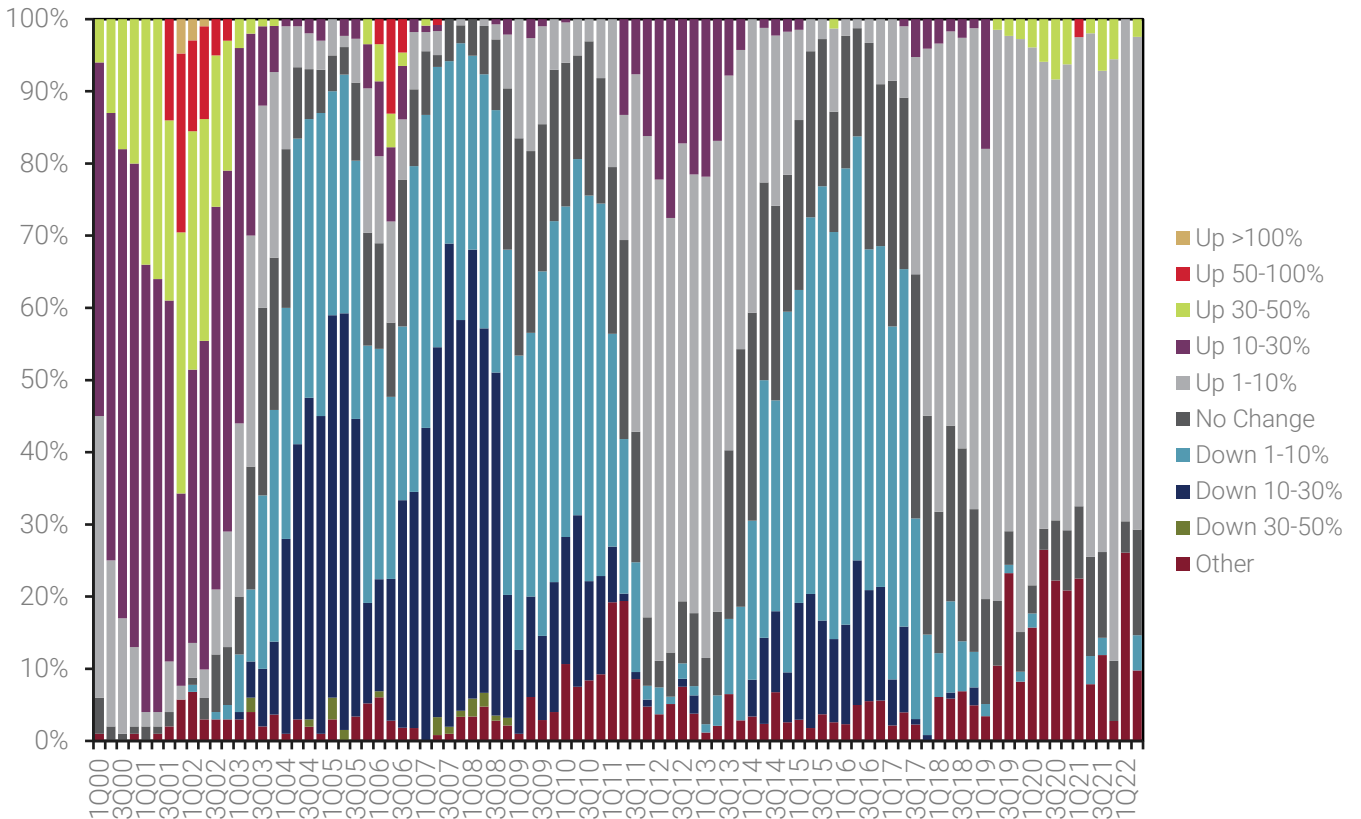
Workers' Compensation Insurance Rate Changes

Percentage of Survey Respondents



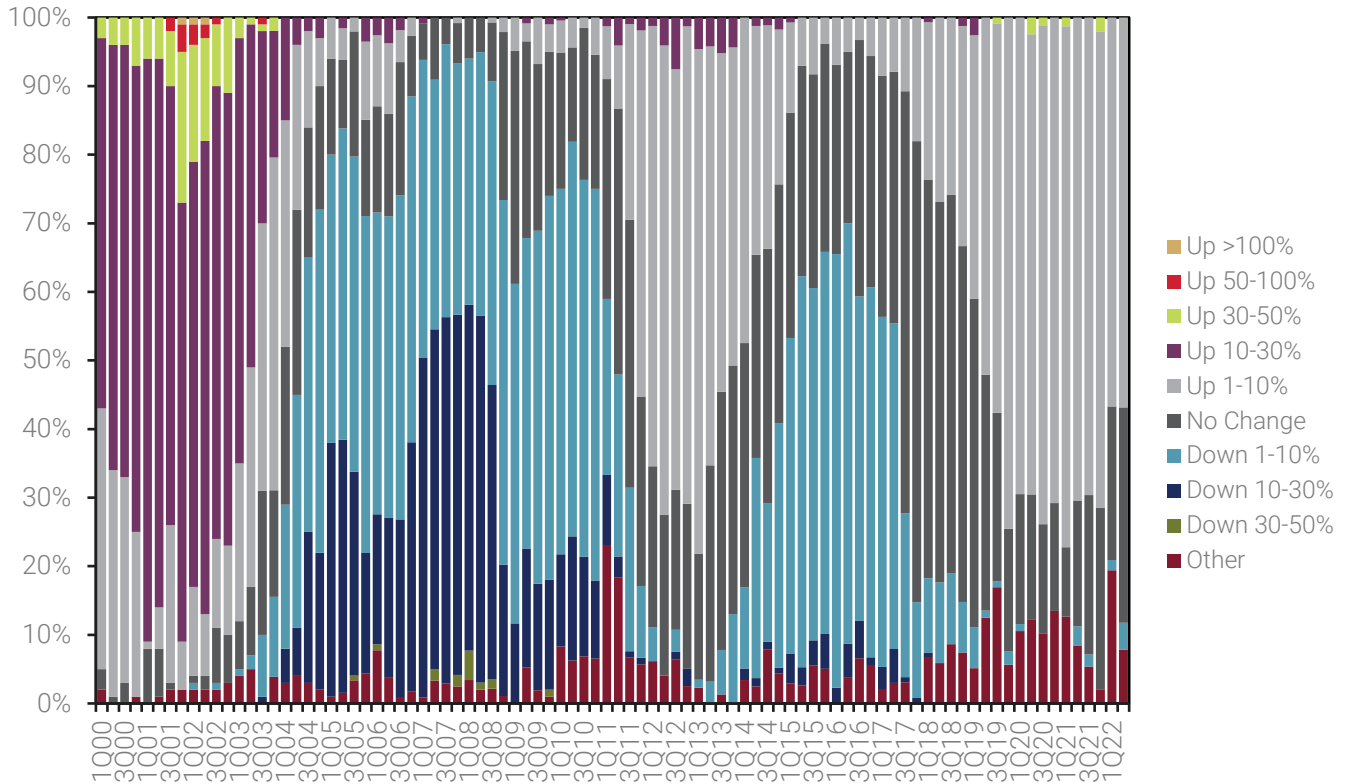
Commercial Property Insurance Rate Changes

Percentage of Survey Respondents



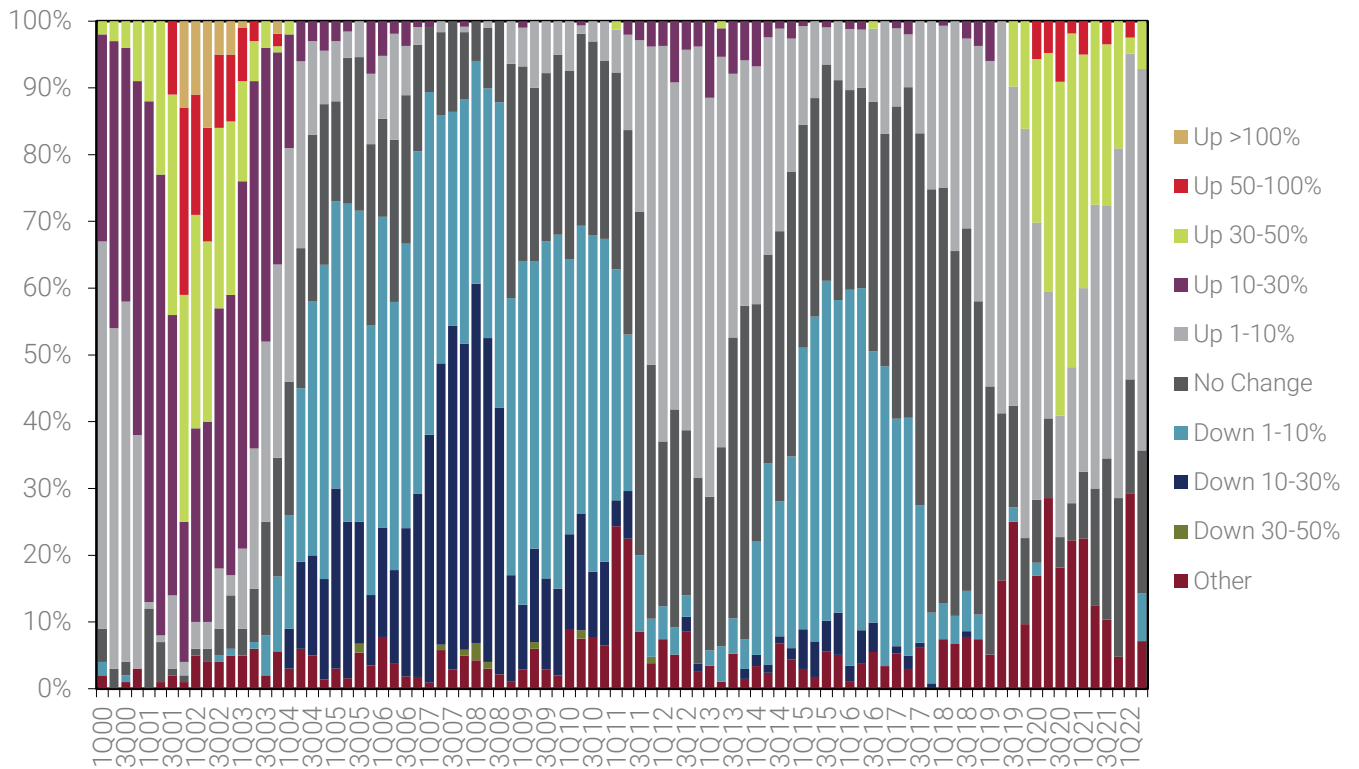
Commercial General Liability Insurance Rate Changes

Percentage of Survey Respondents



Umbrella Insurance Rate Changes

Percentage of Survey Respondents



Business Interruption Insurance Rate Changes

Percentage of Survey Respondents

