

Annuity Industry Sales Estimates

By Editorial Staff *Wed, Feb 28, 2018*

In 2017, total annuity sales decreased 8% to \$203.5 billion compared with 2016, according to LIMRA Secure Retirement Institute's Fourth Quarter 2017 U.S. Individual Annuity Sales Survey.

Annuity Industry Sales Estimates				
By product category				
4th Quarter 2016/2017				
Full-Year 2016/2017				
(\$billions)				
	4Q/ 2016	4Q/ 2017	2016	2017
Variable				
Separate	\$18.9	\$18.4	\$78.5	\$73.2
Fixed	6.4	6.3	26.2	22.4
Total variable	25.3	24.7	104.7	95.6
Fixed				
Fixed-rate deferred	7.7	7.4	38.7	34.2
Book-value	4.4	4.9	21.8	21.2
Market-value adjusted	3.3	2.5	16.9	13.0
Indexed	14.0	14.7	60.9	57.6
Total fixed deferred	21.7	22.1	99.3	91.8
Deferred income	0.58	0.55	2.8	2.2
Immediate fixed income	2.0	2.1	9.2	8.3
Structured settlements	1.4	1.4	5.8	5.6
Total fixed	25.7	26.1	117.4	107.9
Total	\$51.0	\$50.8	\$222.1	\$203.5

Source: LIMRA Secure Retirement Institute.
February 21, 2018.

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