

## 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
<b>Variable</b>				
Separate	\$18.9	\$18.4	\$78.5	\$73.2
Fixed	6.4	6.3	26.2	22.4
<b>Total variable</b>	<b>25.3</b>	<b>24.7</b>	<b>104.7</b>	<b>95.6</b>
<b>Fixed</b>				
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
<b>Total fixed deferred</b>	<b>21.7</b>	<b>22.1</b>	<b>99.3</b>	<b>91.8</b>
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
<b>Total fixed</b>	<b>25.7</b>	<b>26.1</b>	<b>117.4</b>	<b>107.9</b>
<b>Total</b>	<b>\$51.0</b>	<b>\$50.8</b>	<b>\$222.1</b>	<b>\$203.5</b>

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

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