

## US States with the Most Income Annuity Sales, 2017

By Editorial Staff Thu, Feb 1, 2018

Source: Cannex, January 2018

US States with the Most Income Annuity* Sales, 2017		
State	% of Market	Contracts
New Jersey	10.97	125,431
California	8.86	101,287
Florida	8.53	97,581
New York	7.41	84,769
Texas	6.08	69,513
Pennsylvania	5.55	63,532
Illinois	3.73	42,633
North Carolina	3.28	37,464
Massachusetts	3.13	35,835
Michigan	2.86	32,671
Ohio	2.83	32,365
Colorado	2.29	26,193
Virginia	2.15	24,571
Georgia	2.14	24,456
Washington	2.01	23,043
Top 15 states	71.82	821,334

\*Single premium immediate and deferred annuities and qualified longevity annuity contracts. Source: **Cannex**, January 2018. Data is limited to sales through distributors that rely on Cannex annuity pricing data.

Based on Cannex data for sales through its distributor customers, New Jersey represents nearly 11% of the annuities market.