# **BEST PRACTICES FOR DEVELOPING A PREMIUM COMPARISON TOOL**

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#### BEST PRACTICES FOR DEVELOPING A PREMIUM COMPARISON TOOL

#### Purpose/Background

This document is a guide for state insurance regulators who wish to develop or implement a premium comparison tool for consumers in their respective states. It is intended to provide state insurance departments with "best practices" to develop such a tool, and address other considerations that may arise in the process.

There are at least two reasons why an insurance regulator may want to develop a premium comparison tool. One is to give consumers an unbiased source of premium/rate information for homeowners and automobile insurance products, without requiring consumers to provide sensitive or confidential information. This is particularly important to consumers who are new to the insurance market and who may have no idea how much insurance costs. With a premium comparison tool or similar information, they have a baseline to compare premiums between insurance companies. A second motivation is to motivate consumers to comparison shop for insurance. A premium comparison tool gives consumers a broad sense of the range of premiums in a market. It may also give consumers a broader picture than they could achieve simply by shopping in the private market. In addition to search for premium information, consumers will have to provide private financial information. They may not feel comfortable providing this information multiple times to different parties.

Conversely, there may be reasons why a state insurance department may choose not to provide a premium comparison tool. These include:

- Departments have increasingly limited fiscal and staffing resources.
- Availability of more accurate premium/rate information from existing websites or other sources.
- Concerns about overemphasizing the cost of coverage, compared to coverage features, company complaint ratios and other factors that consumers might want to consider.

There are many criteria and factors that should be considered in developing a premium comparison tool. Some states already provide such a tool, though the format and level of detail vary greatly from state to state. The Transparency and Readability of Consumer Information (C) Working Group surveyed state insurance departments about their current utilization of a premium comparison tool. The compiled responses may be a useful resource to those states considering a premium comparison tool. Survey responses can be found in Appendix A.

#### **Other Regulatory Considerations**

As this document suggests, generating a premium comparison tool can require significant regulatory resources, financial and otherwise. Insurance industry underwriting systems have become increasingly sophisticated, particularly as to how they assess and price risk. Consequently, a premium comparison tool may not accurately present the premiums the consumer will find in the marketplace. For this reason, the states should carefully consider the costs and benefits of moving forward in developing a premium comparison tool vs. directing consumers to alternate sources of premium information already available in the market. Additionally, recognizing that price is not the only differential among insurance companies, any premium comparison tool should clearly state that price should not be exclusive means of comparison; consideration should also be given to the quality and level of service provided by each company.

Premium comparison tools provided via state insurance departments might offer several important advantages over existing private market services, including commercial/industry websites. First, and most important, many commercial websites that purport to offer premium comparisons actually function as "lead generators" for insurance companies and producers. Rather than providing premium information, they generate unwanted solicitations from insurance producers. Consumers are left not only with inadequate information, but also with unwanted inconvenience. Second, commercial websites might reflect a narrower range of insurance companies than a comprehensive site developed by regulators. Third, at least some commercial websites require consumers to provide confidential and private information (such as a Social Security number) in order to provide the consumer with premium information. This private information might be requested before the consumer learns whether the website provides premium information, or simply generates leads.

Nonetheless, commercial premium comparison sites can offer some important benefits relative to regulator-provided premium comparison tools. For example, commercial sites do not have to be maintained by insurance department staff, and might allow consumers to obtain more detailed, customized premium estimates. Recent statistics indicate consumers are increasingly comfortable in obtaining insurance premium information via online commercial websites, with up to 54% of new insurance consumers requesting premium information online prior to making their insurance purchase.<sup>1</sup>

The states do have the option of building upon and leveraging existing commercial premium comparison websites. For example, a state could provide consumers with a list of legitimate existing premium comparison websites, to help consumers avoid sites that simply generate leads for producers.

Alternatively, a state might generate a "seal of approval" for commercial websites that provide legitimate premium estimates without trading or selling private consumer information. A state could also pursue regulatory rules to ensure that commercial sites provide consumers with full disclosure "up front," before consumers provide private information. For instance, regulatory rules might prohibit domestic companies from advertising or soliciting business on commercial premium comparison websites unless those websites meet certain standards.

#### I. Format

The Transparency and Readability of Consumer Information (C) Working Group has identified two potential formats for an online premium comparison tool: 1) a static, read-only premium comparison tool; and 2) an interactive tool that allows consumers to customize rate information to their personal circumstances. Either tool can be used for one or multiple lines of business, depending on a state's preferences.

A static premium comparison tool provides fixed rating scenarios that allow a consumer to compare rates from company to company. The scenarios can be organized in a number of different ways, but must somehow identify the rating factors upon which the comparison rates are based. These fixed rating scenarios can be presented on a statewide basis, for regions within a state, or by even more specific rating territories (municipalities, counties, ZIP codes, etc.). In addition or alternatively, the premium information can be presented for a specific demographic group, such as young adult males, married females, senior males, etc.

These rating examples must be based on a specific vehicle or (for homeowners insurance) a hypothetical home. Many of the states present premium information for various coverage combinations; for instance, a state may present automobile insurance rates for liability only, as well as rates for liability coverage plus comprehensive and collision coverages. However, the states should consider presenting premium information for, at a minimum, the statutorily required insurance coverages.

The primary benefits of a static premium comparison tool are that the tool can be relatively easy and inexpensive to design and implement, and potentially simpler for consumers to use and understand. Static tools provide readers with an "apples to apples" premium comparison from company to company, based on pre-selected rating factors. Static tools can be printed or posted online.<sup>2</sup>

Of course, there are limitations and disadvantages to static tools. Some consumers might not find a static tool to be useful if the fixed rating examples provided are too dissimilar from their own personal circumstances. A static premium tool may appear somewhat dated, and possibly be overwhelming, especially if too much accompanying information is provided alongside or surrounding the premium rating examples.

<sup>&</sup>lt;sup>1</sup> JD Power and Associates Reports, "Online Insurance Quote Applications Now Initiate a Majority of New Policy Sales," June 2, 2011.

 $<sup>^{2}</sup>$  It is worth noting, however, that a printed tool/guide and a Web-based tool may require different formats. It is rare that a publication designed for print can be posted online without modifications.

The following scenarios could be used for a static premium comparison tool/guide for automobile insurance:

Senior Citizen Single Female, Age 65; not a homeowner (retired) Drives a 2004 Honda Accord Coupe LX VIN 1HGCM71304 Drives 5,000 miles annually – pleasure use No accidents or violations in past three years Best credit history (where applicable) but no companion policy discount Liability \$100,000/\$300,000/\$50,000 Full PIP \$2,500 UM \$100,000/\$300,000/\$50,000 Comprehensive \$250 deductible Collision \$500 deductible Saint Mary's County, MD 20650

Or, as follows, for homeowners insurance:

#### Scenario 1

Frame Construction Protection Class 5 \* Replacement Cost – Contents \$500 Deductible Water and Sewer Endorsement \$100,000 Liability Coverage Caroline County, MD 21629 \$175,000

Few, if any, consumers will exactly match one of these scenarios. Therefore, a static premium comparison tool should provide general instructions on how to use the tool, along with caveats on the limitations of the scenarios. Insurance department personnel have wide latitude in developing the illustrative scenarios, but might need to rely on insurers for input regarding the most commonly insured vehicles, properties, etc. While these scenarios are not perfect, they do provide a starting point for those shopping for insurance and trying to compare premiums. If nothing else, they allow consumers to see variation in premiums between insurance companies, and perhaps concentrate their "shopping" on a specific set of companies.

Compared to static rating guides, interactive premium comparison tools provide far more opportunity for consumers to obtain customized (although not necessarily precise) premium estimates. As with a static tool, a number of decisions must be made. A major consideration is which rating factors are customizable and to what extent. Depending on a state's resources in developing an interactive tool, a potentially wide range of detailed demographic and coverage factors can be included. For automobile insurance, consumers could conceivably be allowed to provide information on a vehicle's make, model, year, garaging location and normal mileage, along with driver age and driving history. Other information could be provided regarding desired payment options, as well as other information that can affect premiums.

The obvious advantage of an interactive tool is consumers obtain premium estimates that reflect their actual circumstances. Consumers may be more engaged with such customized data, thereby providing the states with a heightened opportunity to educate consumers about basic insurance terms and coverages. A significant additional benefit of an interactive tool is that tech-savvy consumers *expect* personalized information on demand. Consumers frequently shop and research online and have considerable comfort with online tools. Although interactive comparison tools offer many benefits for consumers, there are other considerations the states should take into account. First and foremost, as with any IT project, the design, developing and ongoing maintenance necessary for this type of interactive tool requires a substantial time and resource investment. Even after such a tool is up and running, the rating data must be kept current, which requires ongoing data collection. In addition, an interactive tool will not necessarily provide consumers with precise premium information, due to the effects of discounts, charges and underwriting factors (that are not reflected by a given online interactive tool. Consumers who are less "tech savvy" might find an interactive tool too complicated to use, or might not want to provide the detailed information required for a realistic premium comparison.

### II. Data Collection Considerations

Among the many issues to consider when determining what type of rate comparison tool to provide to consumers is data collection. Factors that impact data collection include the state's rate review authority, collection methodology, amount and accuracy of the data, and coverage differences between policies that may distort direct comparisons.

State laws specify the type of review rate filings will be subjected to: prior approval; use and file; file and use; or an open, competitive rating environment. Under a prior-approval process, an insurer must file its rating plan, rules and actuarial justification to the insurance department for review prior to their implementation. If the filing is approved, the insurer is notified of the approval by the insurance department and a future date when the plan can be implemented is established. That could be a date that was requested by the insurance company, or an alternative implementation date. A use-and-file system requires the insurance department when the rate revisions were, or will be, implemented. While the rates and/or rating plan may still be reviewed by the state under its review standards, the insurer has more than likely already implemented those revisions. With a file-and-use environment, an insurer can general utilize the rates within a designated period of time after after and use and the level of review those filings undertake will vary significantly.

File and use, use and file, and competitive rating environments allow insurers to implement rating revisions more quickly than the prior-approval process. These rating environments are a key part of the "speed to market" initiatives implemented by state insurance regulators over the past decade. While providing consumers and the industry with many benefits, these types of rate-review processes can complicate the process for those states that want to provide rate comparison tools. One objective of the rate comparison tool is to provide up-to-date and fair representations of actual premiums to consumers. For the states with file and use (or other similar rate review processes) that publish a static guide, updates to the guide may occur biannually, while insurers can modify the rating plans multiple times throughout the year. Because of this, there is a real risk that the information provided in the guide could quickly become outdated. The prior-approval process tends to take more time; therefore, the data contained in a static guide may remain more relevant for longer periods of time in states with prior approval rate review authority.

For those states providing an interactive comparison tool, it is imperative that all changes are noted and incorporated into the programming. This may be a challenge, as well, because programming changes take time to implement. Once again, there is a real risk that the data will become stale and the output less reliable, unless a continuous effort is made to incorporate any rating changes into the system on an ongoing basis.

Irrespective of the states' rate review authority, issues also arise regarding the actual collection of the data. Should the data be taken directly from the filings made with the insurance department? If so, this would require regulatory staff to review the filings, interpret the information and make the necessary changes to whatever rate comparison tool is being utilized. This also presents an opportunity for increased error. As such, consumers may not be obtaining the correct premium information and insurers may be placed at a competitive disadvantage if the rates are not reflected accurately.

Another option is to request the relevant information through a data call. Presumably, this would result in more accurate information, because the data would be provided directly by the insurer to the insurance department. However, depending on the amount and type of data requested, the format of the information and the time allotted to insurers for the response, there is a chance the data will become stale before the information is incorporated into the rating comparison tool. Another consideration for data calls would be the time and expense to collect, submit, analyze and format the data. There would be time and expense incurred by both the industry and the state insurance department should a data call be initiated, and those costs should be weighed against the potential benefits of this particular collection method.

For more comprehensive rate comparison tools, more data will be necessary to populate the fields. This is true of static, readonly guides, as well as interactive ones. For example, if a state decides on a static guide with 10 different scenarios and 20 different jurisdictions, the result is 200 separate rates that must be derived per insurer. When this number is multiplied by the number of companies included in the tool, thousands of rates are required to populate the static read-only guide. Providing this much information electronically in a spreadsheet eases the burden of compiling the data. Even so, it still can be challenging to gather all of the data and present it in a user-friendly format. If the information provided by the insurers is to be verified for accuracy prior to publication, it can take quite some time to produce the guide. Examples of several states' premium comparison tools, as a reference for the various data fields utilized, are included as Appendix B.

With interactive tools, data collection is even more challenging because individualized rating is being provided; therefore, a system should be in place to allow insurers to download data as changes to rating plans are filed or on a scheduled, recurring basis. For this reason, it might be beneficial to solicit input from the insurers in the development stages of the rate comparison tool so that any data collection issues that may arise can be considered.

Finally, issues regarding differences in policy language and coverage need to be identified and disclosed to the consumers utilizing the rate comparison tools. This is the only way a consumer will be able to make an educated decision regarding which companies to approach for coverage.

### III. Frequency of Premium Data Updates

A state maintaining its own interactive premium tool must decide how often the data will be updated. A state may choose to update the data annually, semiannually or at every rate change. The more frequently the data is updated, the more current premium information the consumer will receive. Factors to be considered in this decision include the staff time and cost required for making updates, the ease or difficulty of verifying data at each update, etc.

If a state chooses to update the data less frequently than at every rate change, then it would be beneficial for the state to note other resources available that can provide consumers with more current information, such as requesting it from their insurance agent (producer) or from their insurance company directly. At a minimum, the state insurance department's website should disclose how often the information is updated, so consumers understand the relevancy of the information they are reviewing.

### IV. Market Segmentation

Early in the process of developing a premium comparison guide/tool, a state insurance department must decide whether to present data for all companies licensed for a particular line of business, or only a subset of those companies (e.g., those that are actively marketing in the state, only the 10 largest companies, etc.). Larger numbers of companies will give consumers more opportunities for comparison, but will also require more development time and resources. In addition, including more companies and (therefore) larger data sets can require more IT infrastructure (hardware, software, etc.). Conversely, including only a subset of companies can limit development/maintenance costs, but also limit consumers' ability to make comparisons.

The states must also decide which lines of business to include. Automobile and homeowners insurance are the most obvious candidates, although other lines of business — such as renter's insurance and mobile homeowners insurance — might be of interest to many consumers.

An additional consideration would be for those insurance companies marketing and servicing a particular niche market; e.g., seniors, military, etc. A state with a particularly significant population in one of these types of niche markets may choose to highlight this information within their guide/tool for these populations.

### V. Analysis of Internal or External Resources Needed

With regard to static premium comparison tools, the following resources would be needed at minimum. State insurance analyst (or similar title) consists of the current positions of state representatives who complete reviews of SERFF filings for personal automobile and homeowners insurance. Insurance company representatives consist of the current positions of insurance company representatives who submit SERFF filings for personal automobile and homeowners insurance.

The NAIC could be used as both a resource and as centralized collection and access point. An insurance department could create a standard interactive form that insurance companies can easily submit to state insurance departments when filing rate changes. The data could be collected electronically through the SERFF filing system. The NAIC could also house a centralized consumer Web page, which would include links to Web pages designated for the premium guides for each state. This centralized data source would benefit the states (which have limited resources) and consumers, by having one place to go for premium comparisons.

With regard to interactive website pages, there are two basic options: build from the ground up; or utilize an existing comparative rating company in essentially a turnkey manner. As the respective discussions will show, the time and cost components of each of these options is likely to be substantially different and should be carefully evaluated to determine the most cost-effective method for educating and empowering consumers.

To build from the ground up, the following resources, at a minimum, would be needed (the resources would depend on what stage of development or deployment the project is in): project manager (NAIC and consultant); architect (NAIC and consultant); business analyst (NAIC and consultant); insurance analyst (states); database engineer (consultant); developers/programmers (Java or Microsoft .NET consultants); systems administrator (consultant); and insurance company representatives. Note that consultants may not have a ready-made rating engine capable of handling the necessary rating and, as a result, any consultant likely would need to bring in the services of an existing comparative rating company for this purpose.

Utilizing an existing comparative rating company directly eliminates the overhead of the third-party consultant. Because the rating engine is already created, the major questions revolve around how each state wishes to integrate the tool into its website, how simple or complex each state wants the rating options to be for the consumer, how extensive the list of companies the state wants the tool to encompass, and any other state-specific parameters. The developers from the comparative rating companies would incorporate these product specifications along with systems specifications provided by the state IT department and provide, in essence, a turnkey interactive rater.

#### DISCUSS COST COMPARISON INFORMATION: STATIC VS. INTERACTIVE SYSTEMS

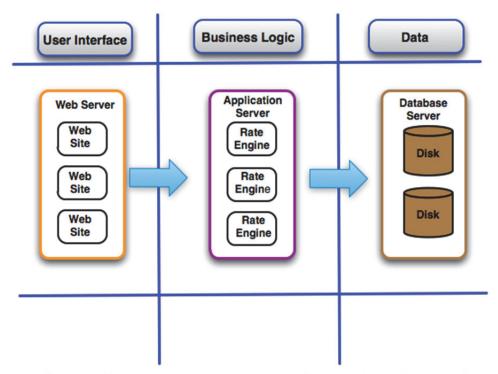
There would be no additional cost, except minimal requirements and upkeep of static website pages.

Turnkey interactive raters would involve a negotiated implementation price and a similarly negotiated annual upkeep. Companies not already programmed in the rating library would involve additional cost, also negotiated. A possible cost trade-off could be realized through expedited acquisition of rating manuals required for rate programming.

To obtain a realistic assessment of cost estimations for an interactive system, a business requirements document (BRD) and a software specifications document (SSD) would have to be completed. The following information would be necessary to determine a dollar value:

- Accessibility
- Auditability
- Branding
- Configurability
- Correctness
- Efficiency
- Extensibility
- Installation
- Maintainability
- Operational Availability
- Performance
- Portability
- Reliability

- Reusability
- Robustness
- Safety
- Scalability
- Security Requirements
- Testability
- Usability
- Business Rules
- Data and Content Constraints
- Hardware Constraints
- Software Constraints
- Industrial Standards
- Legal and Regulatory Constraints



Logical Diagram

#### NOTE:Would work with either a Java Based Platform or a Microsoft .Net Platform

A use case point analysis (UCPA) would need to be completed to determine how many resources are necessary, and to develop a realistic timeline for all phases of planning, implementation, maintenance and upkeep. It would also help create a work breakdown structure from inception that leads to the project plan.

DISCUSS OUTSIDE VENDOR OPTIONS

Turnkey:

Quadrant Information Services, Inc. – www.quadinfo.com InsurQuote – www.lexisnexis.com/risk/solutions/insurquote.aspx

To name a few consultants:

IBM Global Services – www.ibm.com/gbs Accenture – www.accenture.com Wipro Consulting Services – www.wipro.com Tata Consultancy Services (TCS) – www.tcs.com

### VI. Disclosures

It is just as important to explain to consumers what a premium comparison tool is **<u>not</u>** as it is to explain to them what it is. Among the most important of these disclosures is one that explains to consumers that the premiums are for *illustration purposes only*. This disclosure should further explain what an insurance quote is and how consumers can obtain a quote. Finally, the insurance department should clearly identify that not every consumer will be eligible for the premiums shown. The price a consumer will ultimately pay will depend on their unique individual circumstances, which will be evaluated by the company through their underwriting process, in accordance with state law. As such, the premium comparison tool may not accurately present the premiums the consumer will find in the marketplace.

It also would be useful to many consumers to explain what the insurance department's rate review authority is. Consumers understandably do not necessarily comprehend the role of an insurance regulator, particularly because rate review authority varies by state and by line of insurance.

Insurance rates are determined by insurers based on numerous factors, including company loss experience, investment income or loss, overhead, administrative expenses and profitability goals. In addition, most of the states have rating laws that require that rates not be excessive, inadequate or unfairly discriminatory. Based on these factors and laws, insurers file their rating plans with state insurance departments. As described previously, some of the states are "file and use," while other states must approve rates before they can be implemented. Personal lines rating plans have become increasingly complex and risk-specific over time, to the extent that manually calculating a consumer's premium can be extremely difficult, if not impossible. Therefore, when developing premium comparison tools, insurance departments are compelled to request data directly from the companies.

Consumers must be provided with information regarding the state's statutorily required coverage and coverage offerings. For automobile insurance, this may include liability coverage (for property damage and bodily injury), personal injury protection and/or medical payments coverage, and uninsured/underinsured motorists' coverage. Optional coverages — such as comprehensive/collision, rental reimbursement or loss of use — must also be presented and explained. If a state allows consumers to waive their right to purchase any particular coverage, the guide should thoroughly discuss the advantages and disadvantages of the coverage so the consumer fully understands the implications of selecting each option.

For property insurance, it is important for regulators to consider mandated coverages and disclosures. For example, at application and every renewal of a homeowners policy, Maryland requires coverage for the water and sewer backup endorsement, as well as a notice on the declarations page that the policy does not cover losses from flooding. Each state would need to identify mandated coverages and disclosures so that the consumer better understands why the policies are written and sold as they are. Additionally, a list of all optional coverages should be provided to consumers; these would include (but are not limited to) endorsements for scheduled personal property, building law or ordinance, guaranteed replacement cost, inflation, water that backs up through sewers and drains, family day care provider liability, business pursuits, and earthquake or earth movement.

Finally, it is important to explain rating factors and criteria. For automobile insurance, this would include discussion of factors such as an insured's age, marital status, vehicle age, make and model, driving record, garaging address, usage (e.g., work, school and/or pleasure), credit history and number of miles driven annually. For homeowners insurance, factors would include factors such as age of the dwelling, type of construction, distance to a fire hydrant, prior loss experience, credit

history, etc. If the consumer has a poor credit history and understands this may negatively impact his/her rates, all other things being equal, he/she may limit his/her search to companies that do not utilize credit scoring in their rating plans. Furthermore, a summary of the relationship between rating plans and underwriting guidelines could guide consumers when choosing among insurers; for example, a consumer would want to know which insurers would eliminate a "good driver" discount because of a not-at-fault accident, or which insurers might, as allowed under state law, non-renew a policy based on loss frequency. Any statutory criteria allowing insurers to refuse to underwrite, cancel or non-renew a policy should be identified. Additionally, any criteria allowing an insurer to reduce coverage or increase premium should also be disclosed. Providing the underwriting criteria found in state statute or regulations is not difficult; however, providing insurer-specific information may be difficult, especially in those states where such information is deemed to be proprietary or confidential commercial information. As a result, the most feasible practice might simply be to advise consumers of mandated policy coverages and disclosures.

### VII. Consumer Education Considerations

In addition to providing consumers with information on premiums, it is important to make sure they understand that policy terms and coverages can differ slightly or significantly from company to company. Because of the wide variance in coverage provided from policy to policy, there are some who believe consumers would be better served if they had access to policy language and information on applicable state laws when shopping for personal lines coverage. While some coverage information is readily available on insurance department, consumer advocate and insurance company websites, it may be useful for state insurance departments to help consumers find that information. This can be done in a number of ways, including (but not limited to) the following:

- 1. Linking to coverage-specific information, including definitions of commonly used insurance terms. For example, explanations of the difference between a named-peril homeowners policy and an all-risks homeowners policy may be helpful. Such links could be to consumer publications on the NAIC website, the insurance department's website or third-party sites such as the Insurance Information Institute. See Appendix C and Appendix D for links to some of these external resources
- 2. Linking to common coverage-related "frequently asked questions" and scenarios that have been identified and summarized by insurance departments or consumer organizations. For example, consumers could be provided with illustrations of how specific risks and losses would be addressed by specific policy coverages, such as personal injury protection under an automobile policy or the law and ordinance endorsement under a homeowners policy.
- 3. Using questionnaires to help consumers make coverage decisions. For example, when selecting liability insurance limits for an automobile policy premium estimate, the consumer could be prompted to consider his/her net worth and other factors that would influence choice of liability limits by similarly situated individuals. As another example, an individual considering whether to continue physical damage coverage on an older vehicle could be prompted for the actual cash value of the vehicle (and, if it is not known, provided with instructions on how to access that information).

When armed with this additional level of detail, an individual consumer is better able to identify and buy suitable coverage, although additional education will not necessarily further support effective consumer decision-making. With respect to property insurance, one company's "wind/hail deductible" may be defined and administered differently from another's "tropical storm/hurricane deductible." While both deductibles may be calculated as a percentage of the Coverage A dwelling limit, the first could apply to all wind and hail events, while the second could apply only to named storms. Thus, a "wind and hail" deductible would require higher out-of-pocked expenditures than a "tropical storm/hurricane" deductible, for damage resulting from a non-named storm. Because of these variations in coverage that might not be apparent to many consumers shopping for a policy, insurance regulators should equip consumers with specific questions to ask each insurer or producer during the shopping process. These can range from the relatively simple (e.g., does the policy pay on an actual cash value basis or a replacement cost basis?) to the more complex (e.g., if there is an off-premises pipe break that results in water damage to my residence, does the policy provide coverage for this?). Many such questions already appear in consumer insurance documents/publications created by insurance departments, consumer groups and the insurance industry. As such, existing material could be reviewed and edited to produce a set of appropriate questions. Such questions would inform and empower consumers as they move beyond the information they obtain from the premium comparison tool and actually contact an insurance company or producer.

Consumers whose automobile or property insurance policies have lapsed, been canceled or been non-renewed might not be able to obtain coverage through an admitted insurer; "insurers of last resort" might be their only option. In the automobile insurance market, this could mean an "assigned risk" plan (in which substandard risks are "assigned" to admitted insurers, in

proportion to insurers' market share in the state) or state-run plans that issue policies directly to consumers. For property insurance, this could mean a Fair Access to Insurance Requirements (FAIR) plans. While these "insurers of last resort" are backstops for risks that may otherwise go uninsured, the coverage provided might be limited to only the statutorily required coverages for automobile and property insurance. The coverage is more restrictive than in the voluntary market, and the premiums are generally much higher (due to higher risk presented by the insured and/or the insured's property). Comparing these premiums to admitted insurers' premiums might not be advisable. Given the inherent complexity of insurance products, one particularly valuable and practical approach to consumer education is providing tips for reducing premiums.

There are many ways to reduce automobile insurance premiums, beginning with choosing a vehicle that is relatively inexpensive to insure. This choice alone has significant impact on rates, as sports and luxury cars are generally more expensive to insure than mainstream four door sedans. Consumers might not factor insurance costs into the car-buying decision, and often receive an unpleasant surprise when the first automobile insurance bill arrives. Maintaining a good driving record and a good credit score are two more ways to contain automobile insurance premiums. Choosing a higher deductible for collision and comprehensive coverage will also lower premiums, although consumers will face higher out-of-pocket costs when claims are made. Another smart move is to check on whether the insurance company's underwriting information is correct and up-to-date; for example, if vehicle usage has changed from business to pleasure, or the number of miles driven annually is reduced below a particular threshold, lower premiums might be available. Likewise, dropping unwanted/unneeded coverages (as permitted by law) could lower the premium; however, consumers should be fully educated on any coverages being dropped, before such changes are implemented.

There may be fewer ways to reduce property insurance premiums. Property location, construction type and replacement cost are the principal determinants of homeowners insurance rates. When choosing a home, consumers should also factor the costs of insurance into the decision. This is especially true if a person resides in or near a coastal area. Increasing the policy deductible will reduce the premium charged; however, it is imperative that consumers understand the implications of this action, especially now that deductibles can be set as a percentage of the Coverage A dwelling limit. Remaining claim-free will help keep premiums down, as will maintaining a good credit score in those states that allow credit to be used as a rating factor for property insurance.

Many consumers possess knowledge of the more common discounts, such as the good student, good driver, or five-year claims-free discounts offered by many automobile insurers. However, they may not be aware of affinity discounts offered to consumers who are members of certain organizations (such as college alumni groups or wholesale buying clubs), or discounts for safety devices, anti-theft devices, multiple policies, driver education courses, company longevity/loyalty and employees of certain sponsored companies, organizations or government agencies. As such, insurance departments can make accessible the types of discounts identified in insurers' rating plans. This is information that would be valuable, again, as the consumer moves beyond premium comparison and begins contacting insurance companies and agents to actually secure insurance coverage.

# Appendix A

# State Survey on Premium Comparison Guides

Question	AK	CO	FL	HI	IA	IL
<b>~~~</b>			· · ·			
Does your state have any type of automobile or homeowners rate or premium comparison information available to the consumer?	Yes	Yes	Yes	Yes	Yes	Yes
If yes, is the Information provided static or interactive?	static	static	static	static	static	static
If interactive, vendor used or maintained by agency?	n/a	n/a	n/a	n/a	n/a	n/a
Do you offer rate or premium information by line of business, or for just one line of business?	Personal Auto & Homeowners	Personal Auto & Homeowners	Homeowners	Personal Auto	static	Personal Auto & Homeowners
How frequently is the rate or premium comparison information updated?	Once or Twice a year	Annually	Monthly	Annually	Annually (but not sinc 2009)	Each time a rate is submitted
How is the premium data collected? (Directly from insurer or 3rd party vendor)	Directly from insurer	Directly from insurer	Collect as part of the rate filing process	Collect as part of the rate filing process	Directly from insurer	Directly from the insurer in an interactive RF form in SERFF or paper if SERFF is not used
In what format is the information collected?	Excel	Online reporting system	Ask for companies rates for this standardized risk as part of the rate filing process. Companies are required to make a rate filing annually	???	n/a	n/a
If a vendor is used to develop a system to collect data, who is responsible for maintaining the system online?	n/a	n/a	n/a	n/a	n/a	n/a
Costs to develop and maintain vendor system or maintain in-house?	n/a	n/a	It was developed in-house using staff augmentation dollars, although all the of the rate information came from our internal rate collection system with assistance from in-house actuary. Unable to estimate of cost at this time.	n/a	n/a	n/a
Are all insurers participating in populating the database or is it voluntary participation?	Usually include about the top 10-15 insurers which is about 90-95% of the market	All insurers	Companies are required to make rate filings, in which case they are required to submit data for this system. We use data from a select 25 companies, in adition to Citizens Property Insurance Corporation - the statutorily established insurance entity.	n/a	not all participate and participation is voluntary	Mandatory by regulation
With regard to the design and implementation of your premium comparison guide, please give an estimate of staff time and costs incurred. (If you print your premium comparison guide, please estimate these costs separately	Did not answer this survey question	Existing Survey Tool licensing and upkeep; IT Survey Creation/Upkeep - d day yearly; IT Web Database and Page creation/Upkeep - 2 day's yearly; Survey staff compilation, reponses, proofing - 10 day's yearly; Section Staff compiliation, responses, proofing - 5 day's yearly.	Did not answer this survey question	Did not answer this survey question	Did not answer this survey question	The premium comparison is just part of the rate filing for personal auto and homeowner filings so cost is negligible. Insurance companies enter the data.
With regard to the maintenance of your premium comparison guide, please give an estimate of the staff time and costs incurred (IT, hardware/software, consultants, mail delivery of correspondence to companies, etc.) If you print your guide, please estimate these costs separately	Did not answer this survey question	Web hosting costs	Did not answer this survey question	Did not answer this survey question	Did not answer this survey question	Again, the cost is negligible. The premium comparisons are sent to the Chicago office and the analysts insert the new premium comparison hardcopy into binder.

Question	KS	KY	LA	MD	ME	MI
Does your state have any type of automobile or homeowners rate or premium comparison information available to the consumer?	Yes	Yes	Yes	Yes	Yes, but considering stopping the process	Not currently (last updated in 2007)
If yes, is the Information provided static or interactive?	both	static	static	static	static	n/a
If interactive, vendor used or maintained by agency?		n/a	n/a	n/a	n/a	n/a
Do you offer rate or premium information by line of business, or for just one line of business?	Personal Auto & Homeowners	Personal Auto & Homeowners	Personal Auto & Homeowners	Personal Auto & Homeowners	Homeowners	Personal Auto & Homeowners
How frequently is the rate or premium comparison information updated?	Annually	Daily	Annually	twice a year - Feb & Aug	Annually	Annually
How is the premium data collected? (Directly from insurer or 3rd party vendor)	Directly from insurer	Directly from insurer at the time a rate revision is filed	Directly from insurer	Directly from insurer	Directly from insurer	Directly from insurer
In what format is the information collected?	Excel	e-services portal on Web site - Oracle format	Flat file	Excel	n/a	Excel
If a vendor is used to develop a system to collect data, who is responsible for maintaining the system online?	Use Ks Dept of Ins staff to maintain	n/a	n/a	n/a	n/a	n/a
Costs to develop and maintain vendor system or maintain in-house?	unknown	n/a	n/a	n/a	n/a	n/a
Are all insurers participating in populating the database or is it voluntary participation?	Survey the top 35 writers - participation is voluntary	Statutory requirement in KY	All insurers writing Private Passenger Auto & Homeowners - participation is not voluntary	Top 20 in terms of market share	Top 10 writers	Those actively writing and not exempt from the Essential Insurance Act respond
With regard to the design and implementation of your premium comparison guide, please give an estimate of staff time and costs incurred. (If you print your premium comparison guide, please estimate these costs separately	Did not answer this survey question	The eservices format for the companies to provide data fill, etc. was designed in by in house IT staff several years ago. Development costs, including programming, were approximately \$35,925. Print and mail guide upon request. In 2011 185 guildes were printed - estimated cost \$804.75; Estimated staff time for printing - 20 hours.	In 2006, LA went to an electronic version of its premium comparison guides for homeowners and private passenger auto. With this change LA quit printing the comparison guides. The costs associated with the comparison guides are no longer applicable.	Did not answer this survey question	Did not answer this survey question	n/a
With regard to the maintenance of your premium comparison guide, please give an estimate of the staff time and costs incurred (IT, hardware/software, consultants, mail delivery of correspondence to companies, etc.) If you print your guide, please estimate these costs separately	Did not answer this survey question	Every 3-4 years year, make and model of vehicles, home values, and other information in specific examples are updated by the house IT staff. Changes are communicated by web postings and email. Estimated staff for revisions 40 hours, including IT. Maintenance costs, including programming, are approximately \$4,825.	It takes 2 employees (a staff actuary and a public affairs officer) to annually collect, extract, correlate, and update the premium comparison information into the electronic version of the guides. It takes approximately 84 hours annually to maintain both the Homeowners Premium Comparison Guide and the Auto Premium Comparison Guide.	Did not answer this survey question	Did not answer this survey question	Did not answer this survey question

Question	MT	NC	ND	IJ	NV
Question	IVII	NC	ND	145	144
Does your state have any type of automobile or homeowners rate or premium comparison information available to the consumer?	Yes	Yes	Yes	Yes	Yes
If yes, is the Information provided static or interactive?	static	interactive	static	static	static
If interactive, vendor used or maintained by agency?	n/a		n/a	n/a	n/a
Do you offer rate or premium information by line of business, or for just one line of business?	Personal Auto, Homeowners, Medicare Supplement & Long- Term Care	Personal Auto & Homeowners	Personal Auto	Personal Auto	Personal Auto
How frequently is the rate or premium comparison information updated?	Annually	Whenever NC dept of ins approves a rate change	Annually	Annually	annually - statutory requirement
How is the premium data collected? (Directly from insurer or 3rd party vendor)	Directly from insurer	Vendor collects information from the NC Rate Bureau	Directly from insurer	Directly from insurer	Directly from insurer
In what format is the information collected?	E-Mail and postal service mail	unknown	Flat file	Excel	Excel
If a vendor is used to develop a system to collect data, who is responsible for maintaining the system online?	n/a	Vendor	n/a	n/a	n/a
Costs to develop and maintain vendor system or maintain in-house?	n/a	\$1,200 year historically	n/a	n/a	n/a
Are all insurers participating in populating the database or is it voluntary participation?	Top 15-20 premium writers, but participation is voluntary	NC is a rate bureau state; all Auto insurers use the same base rates, as do all homeowners insurers. Therefore, the vendor does not need to collect rate information directly from insurers.	Participation is voluntary on the part of the insurers	all insurers are required	Top 30 private passenger auto insurers - participation is not mandated, but every insurer provides the requested information
With regard to the design and implementation of your premium comparison guide, please give an estimate of staff time and costs incurred. (If you print your premium comparison guide, please estimate these costs separately	Montana's Homeowners and Auto Rate comparison guides were created 16 years ago. The guides required a full time actuarial intern working eight weeks to compile the original templates, examples, and forms. The actuary used one week of time to oversee and verify the project	Did not answer this survey question	Did not answer this survey question	Did not answer this survey question	Did not answer this survey question
With regard to the maintenance of your premium comparison guide, please give an estimate of the staff time and costs incurred (IT, hardware/software, consultants, mail delivery of correspondence to companies, etc.) If you print your guide, please estimate these costs separately	IT Department - 1 hour per guide; Publication Manager - 25 to 30 hours per guide; Compliance Technician - update examples, contact companies, compile and verify company responses, give final rate comparison numbers to Publication Manager for posting on website, final checks on guide, contact companies that participated - 35 - 40 hours on guide; Actuarial Intern - 4 to 6 hours per guide.	Did not answer this survey question	Did not answer this survey question	Did not answer this survey question	Did not answer this survey question

Question	NH	ОК	PA
Question	NH	UK UK	PA
Does your state have any type of automobile or homeowners rate or premium comparison information available to the consumer?	Yes	Yes	Yes
If yes, is the Information provided static or interactive?	static	static	static
If interactive, vendor used or maintained by agency?	n/a	n/a	n/a
Do you offer rate or premium information by line of business, or for just one line of business?	Personal Auto & Homeowners	Personal Auto & Homeowners	n/a
How frequently is the rate or premium comparison information updated?	Quarterly	Monthly	No longer updated
How is the premium data collected? (Directly from insurer or 3rd party vendor)	Directly from insurer	Directly from insurer	n/a
In what format is the information collected?	excel & pdf with specific requirements	specific requirements Word and pdf	
If a vendor is used to develop a system to collect data, who is responsible for maintaining the system online?	n/a	n/a	n/a
Costs to develop and maintain vendor system or maintain in-house?	n/a	n/a	n/a
Are all insurers participating in populating the database or is it voluntary participation?	All insurers - via SERFF	Top 20 private passenger and homeowners insurers	When this was done - only included top 20 insurers
With regard to the design and implementation of your premium comparison guide, please give an estimate of staff time and costs incurred. (If you print your premium comparison guide, please estimate these costs separately	Development of special datacall and required rate filing datacall: 15 hours; Development of database and exhibits: 75 hours; Development of documentation: 6 hours; Training for data entry: 5 hours; Modification of website and upload procedure: 6 hours; Conversion to Excel platform & revised documentation: 9 hours; Total 116 hours. Originally a commercial reporting software utilized - cost \$2,000 year (used for other purposes as well); No other direct costs (all development entry & reporting done by dept. staff)	The Homeowners and Private Passenger Auto Premium Comparison charts were developed by the analysts and are maintained by the analysts without cost. The charts are updated when top 20 insurers for Homeowners and Auto submit base rate filings in SERFF. There is no mailing involved and the charts are not printed; they are available via the website.	Chart and guide was developed over 20 years ago. Development cost and time are unknown. Due to limited resources, we no longer update the rate comparison.
With regard to the maintenance of your premium comparison guide, please give an estimate of the staff time and costs incurred (IT, hardware/software, consultants, mail delivery of correspondence to companies, etc.) If you print your guide, please estimate these costs separately	Staff time to update data, exhibits & post to website - averages 4 hours per month	n/a	n/a

Question	ТХ	UT	VT	WV
Does your state have any type of automobile or homeowners rate or premium comparison information available to the consumer?	Yes	Yes	Yes, although not current due to resource limitations	Yes
If yes, is the Information provided static or interactive?	interactive	static	static	static
If interactive, vendor used or maintained by agency?	Maintained by Agency	n/a	n/a	n/a
Do you offer rate or premium information by line of business, or for just one line of business?	Private Passenger Auto, Residential Property, Long-Term Care, Medicare Supplement	Personal Auto & Homeowners	Personal Auto	Personal Auto
How frequently is the rate or premium comparison information updated?	annually - June; however insurers may submit revised data to TDI if rates change during the year	Annually	Annually	Annually
How is the premium data collected? (Directly from insurer or 3rd party vendor)	Data call to insurers that are required to report sample rates (http://www.tdi.state.tx.us/bulletins/2011/cc13.html)	Directly from insurer	Directly from insurer	Directly from insurer
In what format is the information collected?	Flat file	E-Mail	flat file (although considering alternative methods)	Excel
If a vendor is used to develop a system to collect data, who is responsible for maintaining the system online?	Use TX Dept of Ins staff	n/a	n/a	n/a
Costs to develop and maintain vendor system or maintain in-house?	60 hours of staff time	n/a	n/a	n/a
Are all insurers participating in populating the database or is it voluntary participation?	Top 25 national groups are required, TX asks for any company that has more than \$1 million in direct written premiums, others can participate	Top 20 by market share, as well as any other insurers requesting inclusion	Top 85% of auto market in state	Sample of the top 30 writing companies by market share - voluntary participation
With regard to the design and implementation of your premium comparison guide, please give an estimate of staff time and costs incurred. (If you print your premium comparison guide, please estimate these costs separately	The TDI senior regulatory staff, systems analysts and programmers developed the premium comparison guide data collection applications. Helpinsure.com provides private passenger auto and homeowners information. Hours for Help Insure - 4,384; Long-term care - 95; Medicare Supplement - 605; Small Employer Health - 181; TDI prints one-page versions of the auto and homeowner premium comparisons for distribution at outreach events. In FY 2012 TDI will print 752,000 of thest, estimated cost \$25,000.	Implementation and design of the table took approximately 500 hours and initially did not use email to obtain information. It was also a printed version at that time. Costs were in the neighborhood of \$500, plus staff hours.	n/a	Total staff time (requesting data, compiling data, analyzing data, authoring report, printing and mailing report (180 hours); Currently printed and bound in-house. Approximate cost is \$15 per copy.
With regard to the maintenance of your premium comparison guide, please give an estimate of the staff time and costs incurred (IT, hardware/software, consultants, mail delivery of correspondence to companies, etc.) If you print your guide, please estimate these costs separately	TDI maintains the premium comparison guides. Staff time for Helpinsure.com - collect data 60 hrs; compile/review data 100 hrs; Format Print Guide 24 hrs;	It takes about 45 - 60 hours per year to obtain and update information. In addition to the hours, the costs are on average approximately \$50 in paperwork.	Did not answer this survey question	Did not answer this survey question
L	1		1	

States that report they do not have any type of comparison guide available include:

CT, ID, IN\*, MS, MO\*\*, OR, RI, SD, TN, WA, WY

\*Automobile and homeowners product filings are open to public inspection

\*\*Not since 2007

State	Web Page
Alaska	http://www.commerce.state.ak.us/insurance/Insurance/programs/Consumers/pubs/2009%20Homeowners%20Insurance%20Guide.pdf
Alaska	http://www.commerce.state.ak.us/insurance/Insurance/programs/Consumers/pubs/2009_Auto_Guide.pdf
Colorado	http://www.dora.state.co.us/insurance/industry/premiumcomparision.htm
Florida	http://www.floir.com/choices
Hawaii	http://hawaii.gov/dcca/ins/consumer/consumer_information/mv_premiums
lowa	http://insuranceca.iowa.gov/home_auto/HR_pricingguides.html
Illinois	It would have to be requested by the consumer in writing. IL used to have this information on their Web site, but due to staff cutbacks no longer have the staff to perform the necessary tasks. Additionally, the data that was on the Internet had to be checked over to make sure the information was entered correctly and this was a time consuming procedure.
Kansas	http://www.ksinsurance.org/consumers/comparerates/autoins.php
Kalisas	http://www.ksinsurance.org/consumers/comparerates/hrins.php
Kentucky	http://insurance.ky.gov/Documents/AUTOHOMERATESCOMBINED.pdf?MenuID=72&Div_id=15
Louisiana	http://www.ldi.state.la.us/consumers/miscellaneous_pubs.html
Maryland	http://www.mdinsurance.state.md.us/sa/documents/Jan2011AutoRateguide-finalrev.pdf http://www.mdinsurance.state.md.us/sa/documents/Feb2011HOrateguiderev.pdf
Maine	http://www.maine.gov/pfr/insurance/consumer/Homeowner.htm
Michigan	http://www.michigan.gov/documents/cis_ofis_autogd_24037_7.pdf http://www.dleg.state.mi.us/fis/pubs/guides/auto/Search.asp http://www.michigan.gov/documents/cis_ofis_03homegd_74854_7.pdf
Montana	http://www.csi.mt.gov/consumers/consumers_publications.asp
North Carolina	http://www.ncdoi.com/Consumer
North Dakota	http://www.nd.gov/ndins/consumer/auto-insurance-information/cost-comparison-survey-february-2008/
Nevada	http://doi.state.nv.us/scs/doc/AutoGuide2011.pdf
New Hampshire	http://www.nh.gov/insurance/consumers/index.htm
New Jersey	http://www.state.nj.us/dobi/division_consumers/insurance/ins_menu.htm
Oklahoma	http://www.ok.gov/oid/Consumers/Buying Insurance
Texas	www.helpinsure.com
Utah	http://www.insurance.utah.gov/auto/comparisontable.html
Vermont	http://www.bishca.state.vt.us/insurance/publications-reports
West Virginia	www.wvinsurance.gov

# $\ensuremath{\mathbb{C}}$ 2013 National Association of Insurance Commissioners 20

# Appendix B Examples of Electronic and Static Comparison Tools

# Maryland – Static Rate Comparison Example (Auto)

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# A Comparison Guide to Automobile Insurance Rates in Maryland

# How to Shop for Auto Insurance

Comparison shopping is the key to getting the most for your insurance dollar. The best time to shop for insurance is before you purchase a car, trade in a vehicle, add drivers or when your policy is up for renewal. Here are some basic tips to follow when shopping for insurance:

**Before buying a new car, determine your insurance costs.** High-performance vehicles usually come with higher insurance costs.

Know what insurance coverage you are buying. Before you begin calling to request price quotes, familiarize yourself with the insurance coverage you are buying. It is important to know which coverages Maryland law requires you to purchase and what optional coverages you may purchase.

**Seek unbiased information.** In addition to referring to this auto insurance rate guide, you also may seek information from consumer groups, consumer publications (i.e. *Consumer Reports*) and the Internet.

**Do comparison-shopping.** Contact several insurance companies or agents. Also, ask your relatives and friends for recommendations. In addition, some banks, employers and special interest groups offer insurance directly to their members.

Ask for price quotes. In order to make an "apples-to-apples" price comparison, you must provide the same information to each company or agent. The following information is normally requested: make/model/year of vehicle, number of average annual miles, region in which you live, coverages and limits desired and driving record (accidents or violations).

**Ask about deductibles.** A deductible is the amount you agree to be responsible for in the event of damage to your vehicle (i.e. accident, fire or vandalism). If you select a high deductible, you pay more out of your own pocket for any damage or loss; however, your premium should be lower.

**Ask for discounts.** Again, to help keep rates down, ask what discounts the company offers (i.e. security devices, safety devices, good-driving record, defensive-driving courses, good student, etc.).

**Protect yourself from insurance fraud.** Once you have selected the insurance company, contact the Maryland Insurance Administration at, *www.mdinsurance.state.md.us*, or via phone to verify that the agency/company is licensed to sell insurance in Maryland. It is illegal for unlicensed companies and agents to sell insurance in Maryland.

# What Factors Impact Rates?

When applying for auto insurance, companies evaluate your risk and the likelihood you will file a claim. This is referred to as *underwriting a risk*. Once your level of risk has been determined, the company will group you with policyholders who have similar risk characteristics. Then, the company will assign a rate based on the claims history for your risk group. The most common factors that impact rates are:

**Driving record.** If your driving record is less than perfect, you will be considered a higher risk and will pay a higher premium.

**Geographic area.** The number of claims filed by policyholders in your area will also affect the rates charged by insurance companies.

**Gender and age.** Statistics show that males and young adults have a higher incidence of accidents and claims. Therefore, your gender and age will determine your rate.

**Marital status.** Married individuals have a lower incidence of accidents and claims so they generally pay lower premiums than single people.

**Prior insurance coverage.** Any time period(s) that you did not carry auto insurance will affect your premium.

Annual mileage. Insurers will calculate your premium based on the average distance you drive on an annual basis.

Make and model of car. Premiums are also based on your car's make/model and value.

**Credit history.** Some, but not all, insurance companies use your credit history (good or bad) as a factor in determining your premium.

For more detailed information about shopping for auto insurance, please refer to the Maryland Insurance Administration's *A Consumer Guide to Auto Insurance*. It is available on our website, *www.mdinsurance.state.md.us* or it may be requested by calling 410-468-2000 or 800-492-6116.

# How to Use this Guide

This guide lists those companies writing the greatest number of insurance policies in Maryland. Individuals may not qualify for coverage in all companies. Affiliated insurance companies have different underwriting standards. Within a group of companies (i.e. State Farm or Allstate), consumers are placed in the affiliated company based on their risk level.

To obtain a sample premium in your area, use the included charts as follows:

- Refer to the region you wish to compare (i.e. Western Maryland, Washington D.C. Suburbs, Southern Maryland, Greater Baltimore Suburban Area, or Eastern Shore (w/o Cecil)
- Choose a scenario that most closely reflects your household makeup.
- Determine which zip code is closest to where you live.
- Compare the companies and rates provided for that scenario in that zip code

Rates shown in this guide are total annual premiums for 12 scenarios and do not account for other variables such as discounts you may qualify for or other vehicles and age brackets. This data is provided by the carriers and is subject to change.

# **About Financing Insurance**

Not everyone can afford to pay their insurance premiums upfront. Therefore, many insurance companies offer installment plans. In addition, your premium may also be financed by a premium finance company, which finances premiums in exchange for a consumer's agreement to pay interest and service fees.

# The minimum coverages and coverage limits required by Maryland law are:

- Liability coverages of \$30,000 for bodily injury per person or \$60,000 per accident, and \$15,000 for property damage (a.k.a. 30/60/15);
- Personal Injury Protection (PIP\*) coverage of \$2,500; and
- Uninsured Motorist (UM) coverages of \$30,000 bodily injury per person or \$60,000 per accident, and \$15,000 for property damage (a.k.a. 30/60/15).

Comprehensive and Collision coverages are optional.

\*PIP may be limited (See Definitions), which will result in a lower premium.

# Notes to Rate Tables:

# RATES AND AVAILABILITY ARE SUBJECT TO CHANGE BY THE CARRIERS.

\* Indicates those companies which consider credit scores in determining premiums.

**N/A** = Carriers that do not have rates available based on criteria in the scenario, such as an at-fault accident.

# Maryland Automobile Insurance Fund:

MAIF generally offers the state mandatory minimum liability limits of \$30,000/\$60,000/\$15,000. For Scenarios 3-7 and 11-12, MAIF *does not* offer limits of \$100,000/\$300,000/\$50,000. However, MAIF *does* offer limits of \$100,000/\$300,000/\$100,000, for which rates are provided. MAIF does not provide the limits in Scenarios 8, 9 and 10.

# **Definitions**

**Full PIP** covers you and members of your family residing with you who may be injured in a motor vehicle accident, anyone else injured while in your vehicle, and pedestrians injured by your vehicle.

**Limited PIP** eliminates coverage for you, your family members 16 years of age or older that reside with you, and any listed drivers on the policy. Anyone else injured while in your vehicle and pedestrians injured by your vehicle will continue to be covered. Limited PIP premiums are typically 40% of Full PIP premiums. You must sign a waiver form to obtain Limited PIP.

**Uninsured Motorist (UM)** protects you if a hit-and-run driver or someone without insurance causes damage to your property or injures you or your passenger(s).

**Comprehensive** coverage pays for damage to your car resulting from causes other than an accident, such as vandalism or theft.

**Collision** coverage pays to repair your vehicle or what your vehicle was worth right before an accident occurred (if your company determines the car is totaled), regardless of who caused the accident.

# **SCENARIO DESCRIPTIONS**

### Scenario 1:

Young Single Male, Age 23. Rents an apartment Drives a 2003 Honda CR-V EX UTL4x4 VIN SHSRD78803 Drives 15 miles each day total for work. Drives 15,000 miles annually. No accidents or violations in past three years. No credit history (where applicable) and no companion policy discount.

/	1	1 2
Liability		\$30,000/\$60,000/\$15,000
Full PIP		\$2,500
UM		\$30,000/\$60,000/\$15,000
Comprehe	ensive	\$250 deductible
Collision		\$500 deductible

## Scenario 2:

**Young Single Female** Age 23. Rents an apartment Drives a 2003 Jeep Liberty Limited UTL4x4 4DR VIN 1J4DL58K03 Drives 35 miles each way to/from work. Drives 15,000 miles annually. Speeding ticket 19 months ago for traveling 10 miles over the speed limit. No credit history (where applicable) and no companion policy discount.

Liability	\$30,000/\$60,000/\$15,000
Full PIP	\$2,500
UM	\$30,000/\$60,000/\$15,000
Comprehensive	\$250 deductible
Collision	\$500 deductible

## Scenario 3:

Single Male, Age 30. Homeowner

Drives a 2006 Subaru Forester 2.5x Premium AWD VIN JF1SG65606 Drives 50 miles each day total for work and 25,000 miles annually. No accidents or violations in past 3 years. No credit history (where applicable). Receives companion policy discount.

/	1	1 2
Liability		\$100,000/\$300,000/\$50,000
Full PIP		\$2,500
UM		\$100,000/\$300,000/\$50,000
Comprehensive		\$250 deductible
Collision		\$500 deductible

## Scenario 4:

**Single Female**, Age 30. Homeowner Drives a 2007 Toyota Prius VIN JTDKB20U07 Drives 20 miles each way to/from work and 15,000 miles annually. No accidents or violations in past 3 years. Best credit history (where applicable). Receives companion policy discount.

Liability Full PIP UM Comprehensive Collision \$100,000/\$300,000/\$50,000 \$2,500 \$100,000/\$300,000/\$50,000 \$250 deductible \$500 deductible

# Scenario 5:

Single Male, Age 50. Homeowner

Drives a 2005 Ford F-250 4x4 4DR VIN 1FTDW21505

Drives 60 miles each day total for work for business use and 25,000 miles annually.

Second vehicle – 1990 Camaro RS Convertible VIN 1G1FP33E0L Drives pleasure use only – 3,000 miles per year. Garage kept. No accidents or violations in past 3 years. Best credit history (where applicable). Receives companion policy discount

Liability	\$100,000/\$300,000/\$50,000
Full PIP	\$2,500
UM	\$100,000/\$300,000/\$50,000
Comprehensive	\$250 deductible
Collision	\$500 deductible

## Scenario 6:

Senior Citizen Single Male, Age 65. Homeowner (retired)

Drives a 2001 Buick Regal GSW SED 4DR VIN 2G4WF55101 Drives 5,000 miles per year – pleasure use. No accidents or violations in past 3 years. Best credit history (where applicable). Receives companion policy discount.

Liability	\$100,000/\$300,000/\$50,000
Full PIP	\$2,500
UM	\$100,000/\$300,000/\$50,000
Comprehensive	\$250 deductible
Collision	\$500 deductible

# Scenario 7:

Senior Citizen Single Female, Age 65. Not a Homeowner (retired) Drives a 2004 Honda Accord Coupe LX VIN 1HGCM71304 Drives 5,000 miles annually - pleasure use. No accidents or violations in past 3 years. Best credit history (where applicable) but no companion policy discount.

Liability Full PIP UM Comprehensive Collision

\$100,000/\$300,000/\$50,000 \$2,500 \$100,000/\$300,000/\$50,000 \$250 deductible \$500 deductible

# Scenario 8:

Family Rate -- Premiums include coverages for two vehicles and three drivers, with a multi-car discount and a companion homeowners discount, where available.

• Married Male, Age 45.

Drives a 2002 Jeep Grand Cerokee UTL4x2 4DR VIN 1J8GX48S02

Drives 30 miles each way to/from work and 20,000 miles annually. No accidents or violations in past 3 years. Best credit history (where applicable).

Liability	\$250,000/\$500,000 /\$100,000
Full PIP	\$2,500
UM	\$250,000/\$500,000 /\$100,000
Comprehensive	\$250 deductible
Collision	\$500 deductible

#### Married Female, Age 45. ٠

Drives a 2005 Dodge Caravan SE 4x2 VIN 1D4FP25B05 Drives 15 miles each day total for work and 15,000 miles annually. No accidents or violations in past three years. Best credit history (where applicable).

Liability	\$250,000/\$500,000 /\$100,000
Full PIP	\$2,500
UM	\$250,000/\$500,000 /\$100,000
Comprehensive	\$250 deductible
Collision	\$500 deductible

#### Young Single Male, Age 17. ٠

He does not have his own auto but is an occasional driver of the Full I 2005 Dodge. Has one year of driving experience and one speeding UM violation 6 months ago for traveling 10 mph over the limit. Took a Com driver training course and has a B average in sch@o2013 National Association of Insurance Comp

# Scenario 9:

Family Rate -- Premiums include coverages for two vehicles and two drivers, with a multi-car discount and a companion homeowners discount, where available. Two children under age 12.

#### Married Male, Age 35. •

Drives a 2004 Dodge Durango LTD UTL4x4 4DR VIN 1D8HB58D04

Drives 45 miles each day total for work and 35,000 miles annually. No accidents or violations in past 3 years. Self-employed. Best credit history (where applicable).

Liability	\$250,000/\$500,000 /\$100,000
Full PIP	\$2,500
UM	\$250,000/\$500,000 /\$100,000
Comprehensive	\$250 deductible
Collision	\$500 deductible

# • Married Female, Age 32.

Drives a 2005 Nissan Altima 4DR VIN 1N4AL11D05 Drives 10 miles each way to/from work and 15,000 miles annually. No accidents or violations in past 3 years. Best credit history (where applicable).

Liability	\$250,000/\$500,000 /\$100,000
Full PIP	\$2,500
UM	\$250,000/\$500,000 /\$100,000
Comprehensive	\$250 deductible
Collision	\$500 deductible

# Scenario 10:

Family Rate -- Premiums include coverages for two vehicles and two drivers, with a multi-car discount and a companion homeowners discount, where available. One child under age 2.

• Married Male, Age 26.

Drives a 2004 Chevrolet S-10 PKP 4x4 4DR VIN 1GCHT13X04 Drives 10 miles each way to/from work and 20,000 miles annually. No accidents or violations in past three years. Best credit history (where applicable).

11 /	
Liability	\$250,000/\$500,000 /\$100,000
Full PIP	\$2,500
UM	\$250,000/\$500,000 /\$100,000
Comprehensive	\$250 deductible
Comprissioners	\$500 deductible

## Scenario 10 (Cont.):

#### Married Female, Age 24. ٠

Drives a 2006 Toyota Sienna Wag 4x2 VIN 5TDZA23C06 Drives 5,000 miles annually - does not work. No accidents or violations in past three years. Best credit history (where applicable).

Liability Full PIP UM Comprehensive Collision

\$250,000/\$500,000 /\$100,000 \$2,500 \$250,000/\$500,000 /\$100,000 \$250 deductible \$500 deductible

### Scenario 11:

Family Rate -- Premiums include coverages for two vehicles and two drivers, with a multi-car discount. Renting a home and no companion policy discount. Two children under age 12.

#### Married Male, Age 29. ٠

Drives a 2000 Chevrolet Silverado 1500 PKP 4x2 2DR VIN 1GCCC14V0Y

Drives 20 miles each way to/from work and 15,000 miles annually. No accidents or violations in past three years. No credit history (where applicable).

\$30,000/\$60,000/\$15,000
\$2,500
\$30,000/\$60,000/\$15,000
\$250 deductible
\$500 deductible

#### ٠ Married Female, Age 29.

Drives a 2000 Ford Taurus SE WAG 4DR VIN 1FAFP58S0Y. Drives 5,000 miles annually - work part-time. No accidents or violations in past three years. No credit history (where applicable).

Liability	\$30,000/\$60,000/\$15,000
Full PIP	\$2,500
UM	\$30,000/\$60,000/\$15,000
Comprehensive	\$250 deductible
Collision	\$500 deductible

## Scenario 12:

Family Rate -- Premiums include coverages for two vehicles and two drivers, with a multi-car discount and a companion homeowners discount, where available. Two children under age 14.

### • Married Male, Age 39.

Drives a 2008 Chevrolet Tahoe Hybrid UTL 4X4 4DR **VIN 1GNDC13508** 

Drives 30 miles each way to/from work and 35,000 miles annually. One at-fault accident 15 months ago with claim paid in excess of \$10,000. Self-employed. Worst credit history (where applicable).

Liability	\$100,000/\$300,000/\$50,000
Full PIP	\$2,500
UM	\$100,000/\$300,000/\$50,000
Comprehensive	\$250 deductible
Collision	\$500 deductible

#### Married Female, Age 39. •

Drives a 2005 Toyota Camry VIN 4T1BE30K15 Drives 5,000 miles annually - does not work. No accidents or violations in past three years. Worst credit history (where applicable). Liability \$100,000/\$300,000/\$50,000 Full PIP \$2,500 \$100,000/\$300,000/\$50,000 UM \$250 deductible Comprehensive \$500 deductible Collision

Auto Insurance: A Comparison Guide to Rates

# RATE COMPARISON CHARTS (by region)

January 2011

#### Scenario 1: Young Single Male, Age 23

		21502	21550	21740	20855	20769	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	21st Century North America Ins Co	3020	3020	3020	3788	3810	3542	3867	3389
Maryland,	* Agency Insurance Company of MD, Inc.	1983	1983	1911	2287	2601	2231	2527	2089
Washington D.C.	* Allied Property & Casualty Ins Company	1028	1021	971	1396	1442	1410	1410	1282
suburbs, and	* Allstate Indemnity Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Southern	* Allstate Property & Casualty Ins Co	2644	2644	2644	3224	2918	3048	3210	3210
Maryland	* Amco Insurance Company	1077	1069	1017	1462	1510	1476	1477	1343
	* American States Preferred Insurance Co	2015	1983	2073	2367	2733	2329	2539	2372
Rates	* Amica Mutual Insurance Company	1408	1408	1408	1492	1806	1658	1658	1658
Effective	Brethren Mutual Insurance Co.	1204	1204	1204	1544	1739	1309	1309	1309
as of	* Chartis Property Casualty Company	3644	3644	1737	2637	4087	3819	3819	3819
1/1/2011	* Chubb National Insurance Company	2214	2214	2090	2719	2904	2534	2678	2452
	Cincinnati Insurance Company	1673	1817	1539	2013	3568	1807	1765	1884
	* Cumberland Insurance Company Inc	1770	1770	1770	2034	2289	2209	2209	2209
* Indicates	* Dairyland Insurance Company of WI	2759	2759	2696	3241	3943	3199	3907	3398
those companies	* Depositors Insurance Company	1001	994	945	1360	1404	1373	1373	1249
that consider	* Donegal Mutual Insurance Company	2485	2485	1933	3923	4097	2513	3047	3047
credit scores	* Elephant Insurance Company	1917	1917	1899	2228	2511	2234	2462	2133
in determining	* Encompass Home/Auto Insurance Co.	1164	1164	1164	1525	1823	1499	1675	1430
premiums.	Erie Insurance Company	2414	2414	2213	3100	3231	2685	3049	2685
Refer to	Erie Insurance Exchange	1516	1516	1386	1924	2017	1680	1905	1680
"Notes to	* Esurance Property & Casualty Ins Co	2012	2012	1932	2256	2480	2234	2468	2100
Rate Tables"	* Fireman's Fund Insurance Company	2247	2247	2247	2808	2594	2789	2800	2800
	* First Liberty Insurance Corporation	1597	1597	1559	1910	1669	1889	2074	1851
	* Foremost Insurance Company	2303	2303	2238	2884	3267	2765	3125	2554
n/a = Carriers	* Garrison Property and Casualty Ins Co	1233	1233	1233	1496	1694	1325	1589	1278
that do not have	GEICO General Insurance Company	758	758	734	772	995	806	990	779
Rates	GEICO Indemnity Company	1714	1714	1675	1782	2208	1859	2275	1738
available based	Government Employees Ins. Company	758	758	734	772	995	806	990	779
on the criteria	* Harleysville Preferred Insurance Co	1059	1059	1059	2686	3839	2695	2695	2695
in the	* Horace Mann Insurance Company	1605	1605	1753	2405	2398	1792	2838	1966
scenario, such	* IDS Property Casualty Insurance Co	1806	1806	1658	2302	2680	2344	2448	2344
as an at-fault	Interstate Auto Insurance Company	3116	3116	3116	3178	4010	3116	3386	3116
accident.									

#### Scenario 1: Young Single Male, Age 23

		21502	21550	21740	20855	20769 Drin oc	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	2105	2412	1208	2258	2885	2247	1881	2065
Maryland,	* Liberty Mutual Fire Insurance Co	1777	1777	1734	2123	1853	2100	2304	2051
Washington D.C.	Maryland Automobile Insurance Fund	2763	2763	2763	2763	2905	2763	2763	2763
suburbs, and	Metropolitan Casualty Insurance Co.	1303	1687	1303	2289	2924	2078	2491	2078
Southern	Metropolitan Direct Property and Casualty	1878	1878	1878	2744	2482	2486	2534	2422
Maryland	Metropolitan Group Property and Casualty	1784	1968	1784	1976	2508	2676	2678	2676
	Mutual Benefit Insurance Company	1596	1695	1604	1804	1967	1766	1983	1317
Rates	National General Assurance Company	1449	1449	1449	1767	1962	1713	1880	1647
Effective	* National Surety Corporation	1628	1628	1628	2106	1915	2011	2008	2008
as of	* Nationwide General Insurance Co.	1396	1385	1246	1668	1787	1563	1787	1466
1/1/2011	* Old Dominion Insurance Company	1816	1816	1758	2136	2454	2096	2378	1960
	Paramount Insurance Company	3740	3740	3738	3740	4235	3738	3738	3738
	* Peninsula Insurance Company	1780	1708	1744	2542	2986	2152	2688	2206
* Indicates	Penn National Insurance Company	1702	1702	1702	2330	2938	2150	2174	2174
those companies	Progressive Select Insurance Company	2382	2382	2209	2724	2862	2575	2901	2426
that consider	Progressive Specialty Insurance Co	2624	2624	2414	3056	3242	2871	3247	2680
credit scores	* Selective Ins. Co. of South Carolina	1329	1489	1062	1361	1406	1420	1588	1316
in determining	* State Automobile Mutual Insurance Co	1814	1792	1754	2647	2768	2768	2306	2306
premiums.	* State Farm Fire & Casualty Company	1904	1904	1808	2461	2600	2256	2593	2256
Refer to	* State Farm Mutual Automobile Ins. Co.	1537	1537	1459	1975	2091	1824	2094	1824
"Notes to	* Teachers Insurance Company	1178	1178	1353	1609	1988	1409	1990	1541
Rate Tables"	* Titan Indemnity Company	2986	2686	2713	3865	4335	3000	3933	2879
	Travelers Commercial Insurance Co	1000	1065	1246	2180	2166	1497	1754	1633
	Travelers Home and Marine Insurance Co	1050	1119	1308	2290	2277	1571	1844	1715
n/a = Carriers	* Twin City Fire Insurance Company	2598	2260	3252	3478	3079	2614	4156	2821
that do not have	United Farm Family Insurance Company	1163	1163	1163	1533	1696	1573	1573	1573
Rates	* United Services Automobile Association	1021	1021	1021	1234	1397	1106	1312	1060
available based	* Unitrin Auto and Home Insurance Co.	1467	1467	1368	2078	2420	1998	2015	2060
on the criteria	* Unitrin Direct Property & Casualty Co	1670	1670	2162	2597	2829	1902	2072	2410
in the	* USAA Casualty Insurance Company	1176	1176	1176	1427	1612	1268	1515	1224
scenario, such	* USAA General Indemnity Company	1572	1572	1572	1866	2033	1725	2013	1671
as an at-fault	* Victoria Fire & Casualty Company	2986	2686	2713	3865	4335	3000	3933	2879
accident.	· · · ·								

### Scenario 2: Young Single Female, Age 23

		21502	21550	21740	20855	20769 Prince	20678	20603	20650 Saint
	Insurance Company	Allegany	Garrett	Washington	Montgomery	George's	Calvert	Charles	Mary's
Western	21st Century North America Ins Co	2904	2904	2904	3606	3661	3395	3717	3266
Maryland,	* Agency Insurance Company of MD, Inc.	2187	2187	2126	2640	2977	2535	2876	2377
Washington D.C.	* Allied Property & Casualty Ins Company	1059	1049	1001	1453	1490	1461	1458	1324
suburbs, and	* Allstate Indemnity Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Southern	* Allstate Property & Casualty Ins Co	2622	2622	2622	3258	2924	3030	3178	3178
Maryland	* Amco Insurance Company	1109	1099	1048	1522	1560	1529	1527	1387
	* American States Preferred Insurance Co	2599	2564	2668	3039	3535	3009	3284	3066
Rates	* Amica Mutual Insurance Company	1439	1439	1439	1497	1848	1698	1698	1698
Effective	Brethren Mutual Insurance Co.	1144	1144	1144	1472	1666	1251	1251	1251
as of	* Chartis Property Casualty Company	4206	4206	1985	3019	4696	4397	4397	4397
1/1/2011	* Chubb National Insurance Company	2215	2215	2099	2718	2910	2531	2675	2456
	Cincinnati Insurance Company	1533	1667	1411	1824	3268	1635	1595	1716
	* Cumberland Insurance Company Inc	1771	1771	1771	2026	2257	2217	2217	2217
* Indicates	* Dairyland Insurance Company of WI	2929	2929	2867	3463	4217	3404	4164	3604
those companies	* Depositors Insurance Company	1031	1022	975	1416	1450	1422	1419	1290
that consider	* Donegal Mutual Insurance Company	2199	2199	1717	3470	3620	2216	2685	2685
credit scores	* Elephant Insurance Company	1947	1947	1935	2312	2587	2306	2522	2192
in determining	* Encompass Home/Auto Insurance Co.	1459	1459	1459	1977	2365	1932	2143	1814
premiums.	Erie Insurance Company	2361	2361	2169	3057	3181	2646	2998	2646
Refer to	Erie Insurance Exchange	1414	1414	1296	1803	1885	1574	1782	1574
"Notes to	* Esurance Property & Casualty Ins Co	2236	2236	2160	2574	2814	2536	2792	2378
Rate Tables"	* Fireman's Fund Insurance Company	2199	2199	2199	2813	2572	2736	2730	2730
	* First Liberty Insurance Corporation	1656	1656	1617	1974	1726	1948	2151	1912
	* Foremost Insurance Company	2045	2045	1993	2557	2885	2442	2762	2263
n/a = Carriers	* Garrison Property and Casualty Ins Co	1306	1306	1306	1607	1807	1395	1679	1338
that do not have	GEICO General Insurance Company	829	829	800	834	1092	879	1084	851
Rates	GEICO Indemnity Company	1765	1765	1721	1824	2275	1912	2341	1792
available based	Government Employees Ins. Company	829	829	800	834	1092	879	1084	851
on the criteria	* Harleysville Preferred Insurance Co	944	944	944	2393	3405	2406	2406	2406
in the	* Horace Mann Insurance Company	1753	1753	1910	2620	2649	1995	3113	2194
scenario, such	* IDS Property Casualty Insurance Co	2048	2048	1876	2612	3028	2638	2762	2638
as an at-fault	Interstate Auto Insurance Company	3350	3350	3350	3408	4290	3350	3602	3350
accident.									

#### Scenario 2: Young Single Female, Age 23

		21502	21550	21740	20855	20769 Drings	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	1346	1518	806	1443	1858	1434	1216	1328
Maryland,	* Liberty Mutual Fire Insurance Co	1840	1840	1797	2191	1918	2169	2387	2120
Washington D.C.	Maryland Automobile Insurance Fund	1980	1980	1980	1980	2094	1980	1980	1980
suburbs, and	Metropolitan Casualty Insurance Co.	1723	2228	1723	2990	3810	2741	3303	2741
Southern	Metropolitan Direct Property and Casualty	1934	1934	1934	2784	2510	2520	2568	2480
Maryland	Metropolitan Group Property and Casualty	1840	2026	1840	2040	2588	2754	2746	2754
	Mutual Benefit Insurance Company	1722	1823	1749	1967	2129	1916	2153	1419
Rates	National General Assurance Company	1612	1612	1613	2024	2218	1946	2121	1877
Effective	* National Surety Corporation	1634	1634	1634	2158	1946	2027	2012	2012
as of	* Nationwide General Insurance Co.	1474	1461	1316	1773	1891	1650	1889	1541
1/1/2011	* Old Dominion Insurance Company	2294	2294	2224	2762	3156	2682	3042	2500
	Paramount Insurance Company	2108	2108	2109	2108	2368	2109	2109	2109
	* Peninsula Insurance Company	1750	1686	1718	2498	2920	2134	2634	2174
* Indicates	Penn National Insurance Company	1886	1886	1886	2574	3264	2384	2420	2420
those companies	Progressive Select Insurance Company	2576	2576	2422	3062	3214	2837	3196	2659
that consider	Progressive Specialty Insurance Co	2719	2719	2545	3314	3494	3041	3435	2826
credit scores	* Selective Ins. Co. of South Carolina	1378	1547	1078	1366	1430	1447	1611	1359
in determining	* State Automobile Mutual Insurance Co	2216	2189	2146	3188	3376	3376	2811	2811
premiums.	* State Farm Fire & Casualty Company	2191	2191	2079	2818	2925	2595	2986	2595
Refer to	* State Farm Mutual Automobile Ins. Co.	1538	1538	1458	1972	2048	1824	2091	1824
"Notes to	* Teachers Insurance Company	1287	1287	1485	1772	2191	1561	2200	1710
Rate Tables"	* Titan Indemnity Company	3034	2734	2778	3985	4423	3071	4005	2966
	Travelers Commercial Insurance Co	917	970	1138	1989	1980	1368	1602	1492
	Travelers Home and Marine Insurance Co	960	1017	1192	2090	2080	1436	1682	1567
n/a = Carriers	* Twin City Fire Insurance Company	3520	3057	4397	4622	4139	3535	5584	3823
that do not have	United Farm Family Insurance Company	1329	1329	1329	1651	1933	1706	1706	1706
Rates	* United Services Automobile Association	1079	1079	1079	1323	1487	1162	1383	1107
available based	* Unitrin Auto and Home Insurance Co.	1368	1368	1275	1917	2248	1858	1877	1913
on the criteria	* Unitrin Direct Property & Casualty Co	2578	2578	1839	2126	2332	2866	3161	1979
in the	* USAA Casualty Insurance Company	1242	1242	1242	1529	1713	1330	1595	1277
scenario, such	* USAA General Indemnity Company	1643	1643	1643	1977	2136	1796	2095	1728
as an at-fault	* Victoria Fire & Casualty Company	3034	2734	2778	3985	4423	3071	4005	2966
accident.	- · · ·								

#### Scenario 3: Young Single Male, Age 30

		21502	21550	21740	20855	20769 Drives	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	21st Century North America Ins Co	1121	1121	1121	1421	1460	1328	1465	1264
Maryland,	* Agency Insurance Company of MD, Inc.	1752	1752	1675	1959	2271	1950	2218	1837
Washington D.C.	* Allied Property & Casualty Ins Company	763	762	724	996	1022	998	1000	924
suburbs, and	* Allstate Indemnity Company	1206	1206	1206	1484	1442	1468	1496	1496
Southern	* Allstate Property & Casualty Ins Co	1412	1412	1412	1708	1552	1636	1718	1718
Maryland	* Amco Insurance Company	799	799	758	1043	1070	1045	1047	968
	* American States Preferred Insurance Co	1129	1118	1150	1292	1511	1296	1411	1317
Rates	* Amica Mutual Insurance Company	811	811	811	844	1030	948	948	948
Effective	* Atlantic States Insurance Company	1101	1101	873	1715	1796	1125	1351	1351
as of	Brethren Mutual Insurance Co.	509	509	509	675	757	563	563	563
1/1/2011	* Chartis Property Casualty Company	2003	2003	984	1456	2241	2093	2093	2093
	* Chubb National Insurance Company	1384	1384	1311	1698	1811	1584	1670	1538
	Cincinnati Insurance Company	989	1075	914	1185	2086	1056	1031	1105
* Indicates	* Cumberland Insurance Company Inc	781	781	781	889	1142	968	968	968
those companies	* Dairyland Insurance Company of WI	2173	2173	2118	2522	3092	2501	3069	2672
that consider	* Depositors Insurance Company	743	742	705	970	995	972	974	900
credit scores	* Elephant Insurance Company	1831	1831	1798	2021	2329	2080	2321	2012
in determining	* Encompass Home/Auto Insurance Co.	762	762	762	944	1119	934	1040	911
premiums.	Erie Insurance Company	1450	1450	1327	1855	1958	1616	1841	1616
Refer to	Erie Insurance Exchange	926	926	841	1169	1233	1025	1165	1025
"Notes to	* Esurance Property & Casualty Ins Co	1564	1564	1502	1708	1896	1716	1896	1620
Rate Tables"	* Fireman's Fund Insurance Company	1596	1596	1596	1978	1844	1998	2013	2013
	* First Liberty Insurance Corporation	1176	1176	1144	1388	1221	1377	1517	1352
	* Foremost Insurance Company	1124	1124	1086	1353	1547	1314	1491	1217
n/a = Carriers	* Garrison Property and Casualty Ins Co	946	946	946	1142	1294	1008	1211	972
that do not have	GEICO General Insurance Company	601	601	583	600	786	642	788	620
Rates	GEICO Indemnity Company	1743	1743	1697	1770	2231	1890	2311	1772
available based	Government Employees Ins. Company	601	601	583	600	786	642	788	620
on the criteria	* Harleysville Preferred Insurance Co	627	627	627	1579	2251	1577	1577	1577
in the	* Horace Mann Insurance Company	1369	1369	1494	2053	2104	1584	2432	1739
scenario, such	* IDS Property Casualty Insurance Co	1048	1048	964	1318	1534	1338	1424	1338
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.	· ·								

#### Scenario 3: Young Single Male, Age 30

		21502	21550	21740	20855	20769 Drives	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	1269	1404	774	1345	1689	1336	1144	1247
Maryland,	* Liberty Mutual Fire Insurance Co	1307	1307	1272	1543	1356	1531	1684	1500
Washington D.C.	Maryland Automobile Insurance Fund	2256	2256	2256	2256	2413	2256	2256	2256
suburbs, and	Metropolitan Casualty Insurance Co.	923	1194	923	1609	2030	1458	1739	1458
Southern	Metropolitan Direct Property and Casualty	1286	1286	1286	1852	1658	1686	1714	1650
Maryland	Metropolitan Group Property and Casualty	1012	1108	1012	1104	1404	1492	1488	1492
	Mutual Benefit Insurance Company	954	1003	989	1118	1190	1072	1200	786
Rates	National General Assurance Company	1500	1500	1501	1820	2036	1775	1949	1700
Effective	* National Surety Corporation	1139	1139	1139	1468	1344	1416	1420	1420
as of	* Nationwide General Insurance Co.	971	968	868	1118	1193	1061	1193	1003
1/1/2011	* Old Dominion Insurance Company	1146	1146	1100	1326	1536	1312	1498	1226
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	646	624	636	880	1044	756	918	782
* Indicates	Penn National Insurance Company	896	896	896	1244	1574	1114	1136	1136
those companies	Progressive Select Insurance Company	1723	1723	1589	1890	2019	1838	2078	1747
that consider	Progressive Specialty Insurance Co	1691	1691	1558	1943	2091	1855	2102	1736
credit scores	* Selective Ins. Co. of South Carolina	906	1009	731	911	945	955	1057	897
in determining	* State Automobile Mutual Insurance Co	1366	1220	1196	1807	1890	1890	1576	1576
premiums.	* State Farm Fire & Casualty Company	1160	1160	1103	1508	1652	1367	1603	1367
Refer to	* State Farm Mutual Automobile Ins. Co.	922	922	875	1185	1304	1091	1271	1091
"Notes to	* Teachers Insurance Company	1019	1019	1169	1388	1738	1240	1722	1356
Rate Tables"	* Titan Indemnity Company	2384	2167	2184	3034	3448	2421	3126	2323
	Travelers Commercial Insurance Co	517	550	635	1073	1069	750	873	817
	Travelers Home and Marine Insurance Co	540	575	665	1125	1122	787	916	856
n/a = Carriers	* Twin City Fire Insurance Company	1953	1735	2414	2910	2371	1996	3065	2149
that do not have	United Farm Family Insurance Company	1095	1095	1095	1321	1599	1366	1366	1366
Rates	* United Services Automobile Association	811	811	811	976	1105	869	1035	833
available based	* Unitrin Auto and Home Insurance Co.	1073	1073	1006	1490	1709	1406	1415	1434
on the criteria	* Unitrin Direct Property & Casualty Co	2232	2094	1386	1528	1712	2271	1721	1720
in the	* USAA Casualty Insurance Company	906	906	906	1093	1236	967	1159	933
scenario, such	* USAA General Indemnity Company	1247	1247	1247	1486	1625	1350	1589	1302
as an at-fault	* Victoria Fire & Casualty Company	2384	2167	2184	3034	3448	2421	3126	2323
accident.									

#### Scenario 4: Young Single Female, Age 30

		21502	21550	21740	20855	20769 Prince	20678	20603	20650 Saint
	Insurance Company	Allegany	Garrett	Washington	Montgomery	George's	Calvert	Charles	Saint Mary's
Western	21st Century North America Ins Co	752	752	752	943	981	883	983	847
Maryland,	* Agency Insurance Company of MD, Inc.	1288	1487	1228	1446	1667	1429	1633	1342
Washington D.C.	* Allied Property & Casualty Ins Company	635	632	606	831	847	826	829	765
suburbs, and	* Allstate Indemnity Company	866	866	866	1096	1048	1052	1078	1078
Southern	* Allstate Property & Casualty Ins Co	986	986	986	1218	1098	1142	1194	1194
Maryland	* Amco Insurance Company	665	662	635	870	887	865	868	801
	* American States Preferred Insurance Co	755	749	772	869	1005	871	941	884
Rates	* Amica Mutual Insurance Company	834	834	834	854	1060	980	980	980
Effective	* Atlantic States Insurance Company	727	727	587	1103	1159	741	884	884
as of	Brethren Mutual Insurance Co.	587	587	587	773	871	647	647	647
1/1/2011	* Chartis Property Casualty Company	1773	1773	857	1275	1977	1846	1846	1846
	* Chubb National Insurance Company	1230	1230	1171	1498	1610	1401	1480	1364
	* Cincinnati Insurance Company	1000	1086	927	1184	2107	1057	1029	1113
* Indicates	* Cumberland Insurance Company Inc	694	694	694	782	1000	861	861	861
those companies	* Dairyland Insurance Company of WI	2090	2090	2042	2425	2957	2386	2943	2529
that consider	* Depositors Insurance Company	618	616	590	809	825	805	807	745
credit scores	* Elephant Insurance Company	1028	1028	1013	1174	1340	1184	1320	1140
in determining	* Encompass Home/Auto Insurance Co.	630	630	630	782	909	770	846	742
premiums.	* Erie Insurance Company	978	978	892	1246	1323	1081	1238	1081
Refer to	* Erie Insurance Exchange	786	786	714	985	1049	866	989	866
"Notes to	* Esurance Property & Casualty Ins Co	1132	1132	1088	1242	1366	1240	1360	1168
Rate Tables"	* Fireman's Fund Insurance Company	1217	1217	1217	1538	1422	1518	1533	1533
	* First Liberty Insurance Corporation	829	829	804	959	854	957	1065	950
	* Foremost Insurance Company	894	894	861	1034	1192	1018	1159	950
n/a = Carriers	* Garrison Property and Casualty Ins Co	650	650	650	783	875	684	818	659
that do not have	GEICO General Insurance Company	624	624	599	605	809	653	807	633
Rates	GEICO Indemnity Company	1740	1740	1683	1734	2219	1868	2295	1761
available based	Government Employees Ins. Company	624	624	599	605	809	653	807	633
on the criteria	* Harleysville Preferred Insurance Co	453	453	453	1126	1559	1133	1133	1133
in the	* Horace Mann Insurance Company	1308	1308	1423	1942	2032	1542	2353	1698
scenario, such	* IDS Property Casualty Insurance Co	850	850	788	1062	1232	1056	1158	1056
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.	· ·								

#### Scenario 4: Young Single Female, Age 30

		21502	21550	21740	20855	20769 Prince	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	975	1072	620	1026	1267	1019	883	957
Maryland,	* Liberty Mutual Fire Insurance Co	922	922	893	1065	947	1065	1182	1054
Washington D.C.	Maryland Automobile Insurance Fund	2719	2719	2719	2719	2879	2719	2719	2719
suburbs, and	Metropolitan Casualty Insurance Co.	575	736	575	981	1253	899	1082	899
Southern	Metropolitan Direct Property and Casualty	760	760	760	1070	956	980	994	956
Maryland	Metropolitan Group Property and Casualty	642	714	642	700	890	950	958	950
-	* Mutual Benefit Insurance Company	671	708	680	765	824	745	837	551
Rates	National General Assurance Company	1046	1046	1047	1276	1423	1233	1362	1181
Effective	* National Surety Corporation	887	887	887	1162	1058	1101	1108	1108
as of	* Nationwide General Insurance Co.	814	808	733	946	993	885	993	842
1/1/2011	* Old Dominion Insurance Company	754	754	726	884	1024	872	992	812
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	494	480	488	666	786	586	690	596
* Indicates	Penn National Insurance Company	954	954	954	1316	1668	1182	1204	1204
those companies	Progressive Select Insurance Company	1306	1306	1205	1475	1578	1390	1578	1315
that consider	Progressive Specialty Insurance Co	1303	1303	1204	1529	1648	1422	1611	1328
credit scores	* Selective Ins. Co. of South Carolina	713	790	581	725	748	754	837	707
in determining	* State Automobile Mutual Insurance Co	845	834	821	1218	1254	1254	1057	1057
premiums.	* State Farm Fire & Casualty Company	935	935	890	1223	1337	1091	1290	1091
Refer to	* State Farm Mutual Automobile Ins. Co.	737	737	700	953	1046	865	1013	865
"Notes to	* Teachers Insurance Company	972	972	1117	1341	1673	1198	1654	1314
Rate Tables"	* Titan Indemnity Company	1674	1539	1546	2163	2397	1726	2181	1675
	Travelers Commercial Insurance Co	390	410	477	806	807	564	658	614
	Travelers Home and Marine Insurance Co	408	431	500	844	844	591	689	645
n/a = Carriers	* Twin City Fire Insurance Company	991	893	1194	1413	1174	1010	1481	1078
that do not have	United Farm Family Insurance Company	1219	1219	1219	1458	1769	1521	1521	1521
Rates	* United Services Automobile Association	675	675	675	816	910	715	850	684
available based	* Unitrin Auto and Home Insurance Co.	697	697	652	954	1107	915	923	931
on the criteria	* Unitrin Direct Property & Casualty Co	927	927	1043	1014	1124	1345	1119	954
in the	* USAA Casualty Insurance Company	625	625	625	753	839	659	786	636
scenario, such	* USAA General Indemnity Company	1188	1188	1188	1435	1538	1264	1500	1213
as an at-fault	* Victoria Fire & Casualty Company	1674	1539	1546	2163	2397	1726	2181	1675
accident.									

	Scenario 5: Single Male Age 50									
		21502	21550	21740	20855	20769	20678	20603	20650	
	Insurance Company					Prince			Saint	
		Allegany	Garrett	-	Montgomery	George's	Calvert	Charles	Mary's	
Western	21st Century North America Ins Co	872	872	872	1097	1161	1021	1152	982	
Maryland,	* Agency Insurance Company of MD, Inc.	1824	1824	1752	2074	2409	2066	2353	1960	
Washington D.C.	* Allied Property & Casualty Ins Company	959	953	919	1205	1223	1193	1196	1117	
suburbs, and	* Allstate Indemnity Company	1168	1168	1168	1482	1440	1442	1464	1464	
Southern	* Allstate Property & Casualty Ins Co	1196	1196	1196	1488	1356	1404	1468	1468	
Maryland	* Amco Insurance Company	1004	998	963	1261	1281	1248	1253	1170	
	* American States Preferred Insurance Co	858	853	881	994	1156	1005	1085	1019	
Rates	* Amica Mutual Insurance Company	851	851	851	856	1082	995	995	995	
Effective	Brethren Mutual Insurance Co.	683	683	683	909	1022	769	769	769	
as of	* Chartis Property Casualty Company	1672	1672	862	1230	1874	1738	1738	1738	
1/1/2011	* Chubb National Insurance Company	1650	1650	1576	2007	2141	1880	1979	1830	
	* Cincinnati Insurance Company	1415	1531	1306	1694	2971	1518	1479	1579	
	* Cumberland Insurance Company Inc	778	778	778	877	1257	966	966	966	
* Indicates	* Dairyland Insurance Company of WI	2168	2168	2116	2557	3128	2534	3086	2706	
those companies	* Depositors Insurance Company	933	928	895	1173	1191	1161	1165	1088	
that consider	* Donegal Mutual Insurance Company	1113	1113	894	1694	1789	1168	1378	1378	
credit scores	* Elephant Insurance Company	1692	1692	1673	1947	2228	1999	2195	1916	
in determining	* Encompass Home/Auto Insurance Co.	1078	1078	1078	1348	1587	1332	1459	1280	
premiums.	* Erie Insurance Company	1705	1705	1562	2194	2321	1911	2179	1911	
Refer to	* Erie Insurance Exchange	1087	1087	999	1392	1477	1214	1389	1214	
"Notes to	* Esurance Property & Casualty Ins Co	1630	1630	1564	1802	2010	1822	2016	1728	
Rate Tables"	* Fireman's Fund Insurance Company	1734	1734	1734	2156	2029	2206	2227	2227	
	* First Liberty Insurance Corporation	1100	1100	1069	1284	1145	1281	1418	1276	
	* Foremost Insurance Company	1225	1225	1182	1421	1647	1407	1603	1330	
n/a = Carriers	* Garrison Property and Casualty Ins Co	854	854	854	1020	1138	902	1063	870	
that do not have	GEICO General Insurance Company	717	717	695	704	936	762	938	737	
Rates	GEICO Indemnity Company	2412	2412	2355	2440	3120	2644	3229	2478	
available based	Government Employees Ins. Company	717	717	695	704	936	762	938	737	
on the criteria	* Harleysville Preferred Insurance Co	534	534	534	1336	1926	1342	1342	1342	
in the	* Horace Mann Insurance Company	1168	1168	1290	1719	1775	1332	2049	1453	
scenario, such	* IDS Property Casualty Insurance Co	1164	1164	1078	1476	1718	1478	1588	1478	
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
accident.	. ,									

## Scenario 5: Single Male Age 50

# Scenario 5: Single Male Age 50

		21502	21550	21740	20855	20769	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	1605	1751	1054	1693	2095	1675	1467	1585
Maryland,	* Liberty Mutual Fire Insurance Co	1226	1226	1186	1428	1271	1427	1573	1413
Washington D.C.	Maryland Automobile Insurance Fund	5640	5640	5640	5640	5980	5640	5640	5640
suburbs, and	Metropolitan Casualty Insurance Co.	823	1066	823	1401	1826	1304	1569	1304
Southern	Metropolitan Direct Property and Casualty	1022	1022	1022	1430	1306	1320	1340	1302
Maryland	Metropolitan Group Property and Casualty	1182	1256	1182	1244	1442	1514	1528	1514
	* Mutual Benefit Insurance Company	738	776	778	871	932	836	937	609
Rates	National General Assurance Company	1381	1381	1381	2023	2294	2023	2159	1964
Effective	* National Surety Corporation	1255	1255	1255	1624	1502	1586	1595	1595
as of	* Nationwide General Insurance Co.	1396	1385	1271	1609	1690	1519	1693	1469
1/1/2011	* Old Dominion Insurance Company	776	792	786	948	1098	910	1052	882
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	734	714	720	950	1128	852	986	860
* Indicates	Penn National Insurance Company	1064	1064	1064	1506	1914	1348	1398	1398
those companies	Progressive Select Insurance Company	1629	1629	1516	1808	1935	1775	2034	2060
that consider	Progressive Specialty Insurance Co	1701	1701	1584	1972	2143	1902	2169	1782
credit scores	* Selective Ins. Co. of South Carolina	873	968	711	866	902	912	1002	863
in determining	* State Automobile Mutual Insurance Co	1196	1184	1163	1753	1806	1806	1520	1520
premiums.	* State Farm Fire & Casualty Company	1185	1185	1132	1579	1720	1395	1663	1395
Refer to	* State Farm Mutual Automobile Ins. Co.	924	924	881	1214	1330	1096	1291	1096
"Notes to	* Teachers Insurance Company	878	878	1010	1173	1477	1049	1460	1141
Rate Tables"	* Titan Indemnity Company	2775	2596	2685	3579	3900	2900	3576	2883
	Travelers Commercial Insurance Co	551	593	688	1171	1173	818	954	892
	Travelers Home and Marine Insurance Co	579	620	721	1231	1233	857	1002	937
n/a = Carriers	* Twin City Fire Insurance Company	1283	1147	1565	1818	1534	1304	1953	1313
that do not have	United Farm Family Insurance Company	1753	1753	1753	2134	2650	2196	2196	2196
Rates	* United Services Automobile Association	891	891	891	1071	1192	949	1111	908
available based	* Unitrin Auto and Home Insurance Co.	809	809	783	1179	1347	1086	1090	1117
on the criteria	* Unitrin Direct Property & Casualty Co	1241	1241	1329	1403	1403	1932	1549	1408
in the	* USAA Casualty Insurance Company	820	820	820	978	1088	868	1019	838
scenario, such	* USAA General Indemnity Company	1609	1609	1609	1928	2111	1729	2021	1657
as an at-fault	* Victoria Fire & Casualty Company	2775	2596	2685	3579	3900	2900	3576	2883
accident.	- · · ·								

### Scenario 6: Senior Citizen - Single Male Age 65

		21502	21550	21740	20855	20769 Prince	20678	20603	20650 Saint
	Insurance Company	Allegany	Garrett	Washington	Montgomery	George's	Calvert	Charles	Saint Mary's
Western	21st Century North America Ins Co	484	484	484	624	647	572	642	542
Maryland,	* Agency Insurance Company of MD, Inc.	1058	1007	980	1234	1400	1187	1345	1103
Washington D.C.	* Allied Property & Casualty Ins Company	548	543	524	712	718	700	697	649
suburbs, and	* Allstate Indemnity Company	506	506	506	660	638	622	636	636
Southern	* Allstate Property & Casualty Ins Co	616	616	616	780	704	716	750	750
Maryland	* Amco Insurance Company	574	568	549	745	752	732	730	679
	* American States Preferred Insurance Co	692	677	720	834	930	815	871	824
Rates	* Amica Mutual Insurance Company	591	591	591	613	751	687	687	687
Effective	* Atlantic States Insurance Company	401	401	326	610	634	419	488	488
as of	Brethren Mutual Insurance Co.	281	281	281	379	426	320	320	320
1/1/2011	* Chartis Property Casualty Company	1084	1084	560	801	1219	1136	1136	1136
	* Chubb National Insurance Company	873	873	829	1066	1135	997	1048	968
	* Cincinnati Insurance Company	611	659	563	746	1280	666	648	686
* Indicates	* Cumberland Insurance Company Inc	390	390	390	448	587	478	478	478
those companies	* Dairyland Insurance Company of WI	1324	1324	1299	1604	1952	1582	1908	1683
that consider	* Depositors Insurance Company	533	528	510	694	699	681	679	632
credit scores	* Elephant Insurance Company	924	924	920	1114	1242	1109	1205	1050
in determining	* Encompass Home/Auto Insurance Co.	564	564	564	720	824	703	756	661
premiums.	* Erie Insurance Company	730	730	674	967	1017	831	947	831
Refer to	* Erie Insurance Exchange	508	508	471	665	703	573	656	573
"Notes to	* Esurance Property & Casualty Ins Co	860	860	836	968	1052	968	1046	918
Rate Tables"	* Fireman's Fund Insurance Company	397	397	397	574	515	508	503	503
	* First Liberty Insurance Corporation	593	593	583	718	631	708	769	689
	* Foremost Insurance Company	775	775	750	972	1100	931	1051	855
n/a = Carriers	* Garrison Property and Casualty Ins Co	421	421	421	504	559	441	520	424
that do not have	GEICO General Insurance Company	427	427	417	431	564	463	568	443
Rates	GEICO Indemnity Company	1201	1201	1182	1246	1576	1342	1635	1248
available based	Government Employees Ins. Company	427	427	417	431	564	463	568	443
on the criteria	* Harleysville Preferred Insurance Co	276	276	276	686	1020	678	678	678
in the	* Horace Mann Insurance Company	1017	1017	1097	1512	1567	1198	1807	1321
scenario, such	* IDS Property Casualty Insurance Co	700	700	642	904	1040	886	936	886
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.	· ·								

### Scenario 6: Senior Citizen - Single Male Age 65

		21502	21550	21740	20855	20769 Drives	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	666	725	452	699	858	689	611	656
Maryland,	* Liberty Mutual Fire Insurance Co	658	658	645	796	700	787	854	766
Washington D.C.	Maryland Automobile Insurance Fund	2193	2193	2193	2193	2347	2193	2193	2193
suburbs, and	Metropolitan Casualty Insurance Co.	381	490	381	672	837	589	693	589
Southern	Metropolitan Direct Property and Casualty	422	422	422	610	554	560	566	546
Maryland	Metropolitan Group Property and Casualty	416	458	416	454	582	610	602	610
	* Mutual Benefit Insurance Company	440	460	469	524	560	504	561	359
Rates	National General Assurance Company	1027	1027	1028	1313	1432	1258	1367	1215
Effective	* National Surety Corporation	330	330	330	484	432	423	418	418
as of	* Nationwide General Insurance Co.	733	725	665	857	888	795	887	765
1/1/2011	* Old Dominion Insurance Company	496	496	486	622	710	604	682	558
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	366	356	358	478	572	420	494	386
* Indicates	Penn National Insurance Company	558	558	558	810	1004	706	720	720
those companies	Progressive Select Insurance Company	968	968	924	1137	1206	1075	1188	1006
that consider	Progressive Specialty Insurance Co	983	983	938	1218	1305	1129	1252	1041
credit scores	* Selective Ins. Co. of South Carolina	509	562	414	515	532	537	595	505
in determining	* State Automobile Mutual Insurance Co	630	625	614	942	944	944	796	796
premiums.	* State Farm Fire & Casualty Company	602	602	576	814	883	708	848	708
Refer to	* State Farm Mutual Automobile Ins. Co.	465	465	444	620	677	551	651	551
"Notes to	* Teachers Insurance Company	760	760	868	1045	1291	937	1284	1027
Rate Tables"	* Titan Indemnity Company	1297	1207	1225	1708	1826	1358	1686	1351
	Travelers Commercial Insurance Co	374	392	458	793	783	550	641	595
	Travelers Home and Marine Insurance Co	391	410	479	833	820	575	670	624
n/a = Carriers	* Twin City Fire Insurance Company	545	495	646	571	571	555	571	575
that do not have	United Farm Family Insurance Company	672	672	672	809	977	830	830	830
Rates	* United Services Automobile Association	468	468	468	565	627	494	581	472
available based	* Unitrin Auto and Home Insurance Co.	511	511	487	735	819	661	663	679
on the criteria	* Unitrin Direct Property & Casualty Co	874	874	995	1030	1113	1020	1101	955
in the	* USAA Casualty Insurance Company	404	404	404	483	535	424	499	409
scenario, such	* USAA General Indemnity Company	792	792	792	953	1037	844	989	808
as an at-fault	* Victoria Fire & Casualty Company	1297	1207	1225	1708	1826	1358	1686	1351
accident.									

### Scenario 7: Senior Citizen - Single Female Age 65

		21502	21550	21740	20855	20769 Drin og	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	21st Century North America Ins Co	573	573	573	728	757	674	755	643
Maryland,	* Agency Insurance Company of MD, Inc.	1268	1268	1225	1547	1741	1480	1674	1371
Washington D.C.	* Allied Property & Casualty Ins Company	676	670	645	907	915	893	887	819
suburbs, and	* Allstate Indemnity Company	594	594	594	774	744	724	740	740
Southern	* Allstate Property & Casualty Ins Co	718	718	718	912	820	830	870	870
Maryland	* Amco Insurance Company	708	702	675	949	958	934	929	858
	* American States Preferred Insurance Co	786	769	814	938	1053	916	984	928
Rates	* Amica Mutual Insurance Company	740	740	740	757	938	867	867	867
Effective	Brethren Mutual Insurance Co.	374	374	374	496	559	419	419	419
as of	* Chartis Property Casualty Company	1504	1504	760	1103	1682	1571	1571	1571
1/1/2011	* Chubb National Insurance Company	1026	1026	976	1253	1340	1172	1235	1139
	* Cincinnati Insurance Company	807	875	748	968	1699	865	842	902
	* Cumberland Insurance Company Inc	496	496	496	562	734	611	611	611
* Indicates	* Dairyland Insurance Company of WI	1628	1628	1591	1912	2330	1883	2308	1999
those companies	* Depositors Insurance Company	659	652	628	883	891	869	864	798
that consider	* Donegal Mutual Insurance Company	628	628	506	955	1001	648	766	766
credit scores	* Elephant Insurance Company	1041	1041	1034	1238	1386	1228	1348	1165
in determining	* Encompass Home/Auto Insurance Co.	731	688	688	898	1037	874	946	819
premiums.	* Erie Insurance Company	875	875	802	1131	1200	981	1125	981
Refer to	* Erie Insurance Exchange	616	616	562	786	835	681	783	681
"Notes to	* Esurance Property & Casualty Ins Co	988	988	958	1112	1208	1106	1200	1042
Rate Tables"	* Fireman's Fund Insurance Company	841	841	841	1099	1007	1050	1053	1053
	* First Liberty Insurance Corporation	850	850	829	1006	889	1001	1099	983
	* Foremost Insurance Company	1201	1201	1134	1461	1647	1402	1585	1298
n/a = Carriers	* Garrison Property and Casualty Ins Co	456	456	456	551	610	474	564	455
that do not have	GEICO General Insurance Company	514	514	498	511	677	551	680	530
Rates	GEICO Indemnity Company	1354	1354	1321	1376	1756	1486	1819	1389
available based	Government Employees Ins. Company	514	514	498	511	677	551	680	530
on the criteria	* Harleysville Preferred Insurance Co	388	388	388	970	1404	966	966	966
in the	* Horace Mann Insurance Company	1138	1138	1213	1699	1779	1381	2049	1531
scenario, such	* IDS Property Casualty Insurance Co	816	816	752	1042	1200	1020	1092	1020
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

### Scenario 7: Senior Citizen - Single Female Age 65

		21502	21550	21740	20855	20769 Drin og	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	757	825	500	797	981	787	692	748
Maryland,	* Liberty Mutual Fire Insurance Co	947	947	921	1120	985	1113	1220	1092
Washington D.C.	Maryland Automobile Insurance Fund	2344	2344	2344	2344	2502	2344	2344	2344
suburbs, and	Metropolitan Casualty Insurance Co.	525	674	525	914	1160	815	971	815
Southern	Metropolitan Direct Property and Casualty	544	544	544	778	704	718	724	700
Maryland	Metropolitan Group Property and Casualty	530	590	530	586	740	784	776	784
	* Mutual Benefit Insurance Company	558	588	577	645	695	627	703	454
Rates	National General Assurance Company	1152	1152	1154	1471	1608	1401	1534	1346
Effective	* National Surety Corporation	611	611	611	830	750	762	760	760
as of	* Nationwide General Insurance Co.	909	899	818	1079	1121	994	1117	941
1/1/2011	* Old Dominion Insurance Company	658	658	634	806	926	786	892	728
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	408	398	400	534	634	466	550	480
* Indicates	Penn National Insurance Company	706	706	706	1008	1256	882	896	896
those companies	Progressive Select Insurance Company	1197	1197	1123	1390	1476	1310	1447	1222
that consider	Progressive Specialty Insurance Co	1193	1193	1123	1458	1560	1347	1496	1242
credit scores	* Selective Ins. Co. of South Carolina	672	743	549	692	710	715	798	667
in determining	* State Automobile Mutual Insurance Co	816	807	1716	1195	1214	1214	1023	1023
premiums.	* State Farm Fire & Casualty Company	867	867	828	1151	1258	1018	1205	1018
Refer to	* State Farm Mutual Automobile Ins. Co.	681	681	648	893	980	803	941	803
"Notes to	* Teachers Insurance Company	844	844	967	1191	1457	1070	1459	1180
Rate Tables"	* Titan Indemnity Company	1684	1547	1553	2207	2399	1729	2182	1680
	Travelers Commercial Insurance Co	442	465	542	944	931	647	757	703
	Travelers Home and Marine Insurance Co	462	486	567	992	976	677	794	736
n/a = Carriers	* Twin City Fire Insurance Company	714	647	851	753	753	731	753	760
that do not have	United Farm Family Insurance Company	849	849	849	1019	1231	1052	1052	1052
Rates	* United Services Automobile Association	504	504	504	614	678	529	625	503
available based	* Unitrin Auto and Home Insurance Co.	566	566	534	797	903	734	738	751
on the criteria	* Unitrin Direct Property & Casualty Co	1274	1274	1669	1704	1573	1419	1561	1323
in the	* USAA Casualty Insurance Company	437	437	437	528	582	455	539	437
scenario, such	* USAA General Indemnity Company	844	844	844	1021	1103	894	1050	854
as an at-fault	* Victoria Fire & Casualty Company	1684	1547	1553	2207	2399	1729	2182	1680
accident.									

#### Scenario 8: Family Rate with Youthful driver

		21502	21550	21740	20855	20769 Drings	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	21st Century North America Ins Co	2729	2729	2729	3519	3533	3280	3571	3080
Maryland,	* Agency Insurance Company of MD, Inc.	3136	3136	3042	3880	4405	3730	4211	3462
Washington D.C.	* Allied Property & Casualty Ins Company	1514	1494	1436	2064	2095	2029	2018	1853
suburbs, and	* Allstate Indemnity Company	2222	2222	2222	2870	2772	2732	2760	2760
Southern	* Allstate Property & Casualty Ins Co	2732	2732	2732	3402	3076	3156	3316	3316
Maryland	* Amco Insurance Company	1585	1564	1504	2162	2194	2124	2114	1941
	* American States Preferred Insurance Co	1993	1943	2079	2440	2756	2389	2571	2417
Rates	* Amica Mutual Insurance Company	1930	1930	1930	2009	2427	2252	2252	2252
Effective	Brethren Mutual Insurance Co.	972	972	972	1356	1500	1130	1130	1130
as of	* Chartis Property Casualty Company	4060	4060	2040	3009	4591	4279	4279	4279
1/1/2011	* Chubb National Insurance Company	3765	3765	3549	4641	4900	4328	4534	4170
	* Cincinnati Insurance Company	2190	2359	2015	2687	4582	2410	2342	2465
	* Cumberland Insurance Company Inc	1447	1447	1447	1689	2147	1790	1790	1790
* Indicates	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
those companies	* Depositors Insurance Company	1473	1454	1398	2011	2041	1976	1965	1806
that consider	* Donegal Mutual Insurance Company	3385	3385	2628	5570	5851	3593	4291	4291
credit scores	* Elephant Insurance Company	3392	3392	3371	4023	4542	4055	4424	3825
in determining	* Encompass Home/Auto Insurance Co.	1665	1618	1618	2141	2491	2084	2257	1948
premiums.	* Erie Insurance Company	3250	3250	3014	4387	4606	3755	4296	3755
Refer to	* Erie Insurance Exchange	2520	2520	2325	3356	3528	2886	3299	2886
"Notes to	* Esurance Property & Casualty Ins Co	3640	3640	3516	4326	4748	4314	4706	3990
Rate Tables"	* Fireman's Fund Insurance Company	3082	3082	3082	3947	3631	3844	3826	3826
	* First Liberty Insurance Corporation	1815	1815	1798	2252	1956	2200	2364	2119
	* Foremost Insurance Company	3575	3575	3450	4452	5105	4312	4876	3963
n/a = Carriers	* Garrison Property and Casualty Ins Co	1538	1538	1538	1902	2123	1596	1936	1521
that do not have	GEICO General Insurance Company	2012	2012	1962	2052	2678	2197	2700	2098
Rates	GEICO Indemnity Company	3815	3815	3750	3970	4922	4191	5116	3892
available based	Government Employees Ins. Company	2012	2012	1962	2052	2678	2197	2700	2098
on the criteria	* Harleysville Preferred Insurance Co	1776	1776	1776	4529	6590	4440	4440	4440
in the	* Horace Mann Insurance Company	1329	1329	1418	2052	2079	1570	2393	1739
scenario, such	* IDS Property Casualty Insurance Co	2498	2498	2284	3246	3730	3192	3326	3192
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

#### Scenario 8: Family Rate with Youthful driver

		21502	21550	21740	20855	20769 Prince	20678	20603	20650 Saint
	Insurance Company	Allegany	Garrett	Washington	Montgomery	George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	1922	2121	1225	2023	2484	1995	1730	1886
Maryland,	* Liberty Mutual Fire Insurance Co	2010	2010	1986	2490	2159	2437	2605	2337
Washington D.C.	Maryland Automobile Insurance Fund	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
suburbs, and	Metropolitan Casualty Insurance Co.	1578	2053	1578	2833	3535	2482	2914	2482
Southern	Metropolitan Direct Property and Casualty	2086	2086	2086	3086	2776	2818	2844	2704
Maryland	Metropolitan Group Property and Casualty	2022	2082	2022	2076	2244	2286	2280	2286
	* Mutual Benefit Insurance Company	1344	1401	1458	1626	1727	1550	1730	1101
Rates	National General Assurance Company	2692	2692	2692	3978	4524	3978	4251	3861
Effective	* National Surety Corporation	2266	2266	2266	3003	2725	2818	2787	2787
as of	* Nationwide General Insurance Co.	2225	2190	2001	2676	2792	2471	2787	2362
1/1/2011	* Old Dominion Insurance Company	1978	1994	1950	2482	2826	2374	2696	2222
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	1426	1366	1390	1952	2330	1650	2032	1690
* Indicates	Penn National Insurance Company	2618	2618	2618	3808	4706	3414	3482	3482
those companies	Progressive Select Insurance Company	2976	2976	2830	3675	3952	3379	3777	3111
that consider	Progressive Specialty Insurance Co	3678	3678	3501	5412	5098	4283	4783	3901
credit scores	* Selective Ins. Co. of South Carolina	2070	2294	1709	2162	2207	2221	2478	2057
in determining	* State Automobile Mutual Insurance Co	2813	2786	2724	4147	4293	4293	3556	3556
premiums.	* State Farm Fire & Casualty Company	2723	2723	2605	3697	3815	3262	3801	3262
Refer to	* State Farm Mutual Automobile Ins. Co.	1974	1974	1885	2659	2757	2380	2739	2380
"Notes to	* Teachers Insurance Company	982	982	1113	1367	1700	1224	1671	1347
Rate Tables"	* Titan Indemnity Company	5903	5460	5466	8279	8704	6313	8037	6339
	Travelers Commercial Insurance Co	1364	1434	1695	3085	3047	2102	2476	2293
	Travelers Home and Marine Insurance Co	1432	1508	1780	3243	3204	2211	2604	2410
n/a = Carriers	* Twin City Fire Insurance Company	1328	1199	1598	2037	1589	1367	2011	1447
that do not have	United Farm Family Insurance Company	2455	2455	2455	3066	3818	3106	3106	3106
Rates	* United Services Automobile Association	1530	1530	1530	1902	2112	1607	1923	1515
available based	* Unitrin Auto and Home Insurance Co.	1465	1465	1410	2154	2460	1963	1975	2037
on the criteria	* Unitrin Direct Property & Casualty Co	2936	5414	3790	3511	3856	5345	3814	4868
in the	* USAA Casualty Insurance Company	1448	1448	1448	1789	1989	1507	1819	1437
scenario, such	* USAA General Indemnity Company	3008	3008	3008	3702	4024	3217	3779	3041
as an at-fault	* Victoria Fire & Casualty Company	5903	5460	5466	8279	8704	6313	8037	6339
accident.	- · · ·								

#### Scenario 9: Family Rate, No youthful drivers

		21502	21550	21740	20855	20769 Prince	20678	20603	20650 Saint
	Insurance Company	Allegany	Garrett	Washington	Montgomery	George's	Calvert	Charles	Mary's
Western	21st Century North America Ins Co	1193	1193	1193	1498	1567	1400	1566	1343
Maryland,	* Agency Insurance Company of MD, Inc.	1784	1784	1721	2108	2423	2065	2357	1942
Washington D.C.	* Allied Property & Casualty Ins Company	1109	1103	1060	1426	1441	1404	1404	1309
suburbs, and	* Allstate Indemnity Company	1324	1324	1324	1686	1632	1624	1654	1654
Southern	* Allstate Property & Casualty Ins Co	1314	1314	1314	1624	1482	1528	1596	1596
Maryland	* Amco Insurance Company	1162	1155	1110	1493	1509	1470	1471	1371
	* American States Preferred Insurance Co	924	915	951	1080	1246	1083	1169	1098
Rates	* Amica Mutual Insurance Company	1267	1267	1267	1279	1581	1471	1471	1471
Effective	Brethren Mutual Insurance Co.	840	840	840	1222	1348	983	983	983
as of	* Chartis Property Casualty Company	2433	2433	1216	1779	2728	2542	2542	2542
1/1/2011	* Chubb National Insurance Company	1849	1849	1774	2214	2359	2083	2188	2036
	* Cincinnati Insurance Company	1648	1784	1536	1972	3428	1759	1706	1833
	* Cumberland Insurance Company Inc	1395	1395	1395	1586	2174	1733	1733	1733
* Indicates	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
those companies	* Depositors Insurance Company	1080	1074	1032	1389	1403	1368	1368	1275
that consider	* Donegal Mutual Insurance Company	2344	2344	1858	3677	3895	2458	2938	2938
credit scores	* Elephant Insurance Company	1614	1614	1593	1849	2125	1889	2093	1814
in determining	* Encompass Home/Auto Insurance Co.	1006	1006	1006	1232	1409	1207	1304	1161
premiums.	* Erie Insurance Company	1720	1720	1585	2258	2400	1947	2241	1947
Refer to	* Erie Insurance Exchange	1244	1244	1144	1614	1723	1398	1611	1398
"Notes to	* Esurance Property & Casualty Ins Co	1468	1468	1418	1658	1842	1664	1830	1558
Rate Tables"	* Fireman's Fund Insurance Company	1926	1926	1926	2424	2259	2420	2439	2439
	* First Liberty Insurance Corporation	1216	1216	1187	1423	1272	1422	1557	1406
	* Foremost Insurance Company	1346	1346	1301	1598	1845	1569	1788	1479
n/a = Carriers	* Garrison Property and Casualty Ins Co	1068	1068	1068	1286	1440	1122	1338	1079
that do not have	GEICO General Insurance Company	942	942	911	929	1234	1010	1243	972
Rates	GEICO Indemnity Company	2456	2456	2393	2447	3170	2680	3288	2515
available based	Government Employees Ins. Company	942	942	911	929	1234	1010	1243	972
on the criteria	* Harleysville Preferred Insurance Co	698	698	698	1738	2515	1740	1740	1740
in the	* Horace Mann Insurance Company	1127	1127	1229	1677	1736	1310	1999	1436
scenario, such	* IDS Property Casualty Insurance Co	1184	1184	1098	1500	1732	1462	1604	1462
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

#### Scenario 9: Family Rate, No youthful drivers

		21502	21550	21740	20855	20769	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	1547	1677	1035	1622	1994	1607	1416	1527
Maryland,	* Liberty Mutual Fire Insurance Co	1353	1353	1315	1583	1410	1582	1732	1558
Washington D.C.	Maryland Automobile Insurance Fund	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
suburbs, and	Metropolitan Casualty Insurance Co.	873	1131	873	1514	1967	1381	1637	1381
Southern	Metropolitan Direct Property and Casualty	1234	1234	1234	1786	1608	1640	1666	1602
Maryland	Metropolitan Group Property and Casualty	1206	1264	1206	1252	1414	1466	1472	1466
	* Mutual Benefit Insurance Company	864	905	912	1024	1091	982	1103	706
Rates	National General Assurance Company	1347	1347	1347	1971	2236	1971	2104	1915
Effective	* National Surety Corporation	1357	1357	1357	1787	1635	1694	1699	1699
as of	* Nationwide General Insurance Co.	1577	1567	1428	1810	1899	1710	1899	1637
1/1/2011	* Old Dominion Insurance Company	966	982	964	1168	1352	1128	1294	1084
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	950	922	934	1226	1466	1088	1270	1102
* Indicates	Penn National Insurance Company	1422	1422	1422	2042	2560	1780	1840	1840
those companies	Progressive Select Insurance Company	1536	1536	1441	1797	1918	1670	1911	1582
that consider	Progressive Specialty Insurance Co	1728	1728	1622	2099	2275	1935	2208	1801
credit scores	* Selective Ins. Co. of South Carolina	1073	1182	882	1057	1101	1113	1212	1061
in determining	* State Automobile Mutual Insurance Co	713	708	698	1052	1025	1025	884	884
premiums.	* State Farm Fire & Casualty Company	1634	1634	1564	2197	2390	1916	2299	1916
Refer to	* State Farm Mutual Automobile Ins. Co.	1267	1267	1209	1678	1836	1496	1771	1496
"Notes to	* Teachers Insurance Company	847	847	966	1146	1435	1028	1411	1121
Rate Tables"	* Titan Indemnity Company	3118	2907	2982	4033	4404	3236	3988	3169
	Travelers Commercial Insurance Co	652	692	803	1384	1387	963	1128	1055
	Travelers Home and Marine Insurance Co	682	723	844	1452	1457	1010	1187	1104
n/a = Carriers	* Twin City Fire Insurance Company	1279	1161	1547	2047	1559	1325	1909	1400
that do not have	United Farm Family Insurance Company	1922	1922	1922	2335	3005	2411	2411	2411
Rates	* United Services Automobile Association	1071	1071	1071	1295	1445	1134	1341	1082
available based	* Unitrin Auto and Home Insurance Co.	1100	1100	1059	1548	1788	1443	1455	1477
on the criteria	* Unitrin Direct Property & Casualty Co	1479	1479	1285	1493	1663	1497	1655	1403
in the	* USAA Casualty Insurance Company	1023	1023	1023	1231	1374	1077	1280	1037
scenario, such	* USAA General Indemnity Company	1930	1930	1930	2324	2545	2062	2429	1972
as an at-fault	* Victoria Fire & Casualty Company	3118	2907	2982	4033	4404	3236	3988	3169
accident.									

#### Scenario 10: Family Rate, No youthful drivers

		21502	21550	21740	20855	20769	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	21st Century North America Ins Co	1129	1129	1129	1441	1498	1331	1490	1267
Maryland,	* Agency Insurance Company of MD, Inc.	1718	1718	1665	2007	2305	1964	2246	1842
Washington D.C.	* Allied Property & Casualty Ins Company	1053	1047	1008	1345	1354	1322	1322	1235
suburbs, and	* Allstate Indemnity Company	1178	1178	1178	1486	1444	1444	1474	1474
Southern	* Allstate Property & Casualty Ins Co	1208	1208	1208	1486	1362	1412	1476	1476
Maryland	* Amco Insurance Company	1103	1097	1055	1409	1419	1384	1395	1293
	* American States Preferred Insurance Co	964	954	991	1129	1303	1131	1221	1146
Rates	* Amica Mutual Insurance Company	1279	1279	1279	1310	1591	1485	1485	1485
Effective	* Atlantic States Insurance Company	977	977	789	1488	1555	1017	1193	1193
as of	Brethren Mutual Insurance Co.	546	546	546	806	878	647	647	647
1/1/2011	* Chartis Property Casualty Company	2027	2027	1043	1507	2279	2130	2130	2130
	* Chubb National Insurance Company	1943	1943	1857	2335	2482	2196	2304	2139
	* Cincinnati Insurance Company	1406	1519	1310	1708	2910	1519	1470	1569
* Indicates	* Cumberland Insurance Company Inc	1040	1040	1040	1192	1646	1279	1279	1279
those companies	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
that consider	* Depositors Insurance Company	1025	1020	982	1310	1319	1287	1288	1203
credit scores	* Elephant Insurance Company	1607	1607	1588	1850	2119	1882	2083	1803
in determining	* Encompass Home/Auto Insurance Co.	1065	1065	1065	1296	1493	1277	1388	1275
premiums.	* Erie Insurance Company	1432	1432	1323	1892	2016	1618	1875	1618
Refer to	* Erie Insurance Exchange	1054	1054	976	1381	1478	1193	1374	1193
"Notes to	* Esurance Property & Casualty Ins Co	1548	1548	1494	1728	1916	1732	1914	1628
Rate Tables"	* Fireman's Fund Insurance Company	2071	2071	2071	2564	2404	2599	2628	2628
	* First Liberty Insurance Corporation	976	976	960	1163	1036	1152	1253	1130
	* Foremost Insurance Company	1429	1429	1381	1719	1974	1677	1904	1562
n/a = Carriers	* Garrison Property and Casualty Ins Co	1038	1038	1038	1243	1395	1094	1303	1055
that do not have	GEICO General Insurance Company	808	808	784	797	1057	864	1063	832
Rates	GEICO Indemnity Company	2630	2630	2566	2634	3382	2863	3506	2685
available based	Government Employees Ins. Company	808	808	784	797	1057	864	1063	832
on the criteria	* Harleysville Preferred Insurance Co	563	563	563	1400	2058	1396	1396	1396
in the	* Horace Mann Insurance Company	986	986	1070	1476	1503	1133	1734	1242
scenario, such	* IDS Property Casualty Insurance Co	1200	1200	1114	1526	1766	1498	1630	1498
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

#### Scenario 10: Family Rate, No youthful drivers

		21502	21550	21740	20855	20769	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	1406	1523	958	1472	1803	1456	1293	1389
Maryland,	* Liberty Mutual Fire Insurance Co	1085	1085	1063	1295	1147	1281	1392	1253
Washington D.C.	Maryland Automobile Insurance Fund	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
suburbs, and	Metropolitan Casualty Insurance Co.	921	1196	921	1619	2085	1464	1723	1464
Southern	Metropolitan Direct Property and Casualty	958	958	958	1382	1250	1278	1294	1236
Maryland	Metropolitan Group Property and Casualty	1010	1056	1010	1052	1194	1242	1240	1242
	* Mutual Benefit Insurance Company	873	913	926	1037	1108	997	1114	714
Rates	National General Assurance Company	1313	1313	1313	1921	2179	1921	2050	1866
Effective	* National Surety Corporation	1477	1477	1477	1906	1755	1840	1853	1853
as of	* Nationwide General Insurance Co.	1595	1583	1445	1837	1928	1734	1928	1663
1/1/2011	* Old Dominion Insurance Company	1020	1036	1016	1244	1438	1202	1376	1154
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	834	808	820	1074	1292	940	1100	962
* Indicates	Penn National Insurance Company	1654	1654	1654	2368	2958	2086	2140	2140
those companies	Progressive Select Insurance Company	1426	1426	1328	1612	1722	1545	1749	1462
that consider	Progressive Specialty Insurance Co	1667	1667	1551	1956	2129	1855	2102	1725
credit scores	* Selective Ins. Co. of South Carolina	937	1024	784	939	969	977	1068	928
in determining	* State Automobile Mutual Insurance Co	1465	1451	1424	2138	2181	2181	1835	1835
premiums.	* State Farm Fire & Casualty Company	1456	1456	1394	1974	2138	1706	2050	1706
Refer to	* State Farm Mutual Automobile Ins. Co.	1119	1119	1070	1496	1630	1324	1566	1324
"Notes to	* Teachers Insurance Company	742	742	841	999	1245	894	1222	975
Rate Tables"	* Titan Indemnity Company	3488	3234	3307	4563	4947	3601	4477	3519
	Travelers Commercial Insurance Co	771	817	951	1664	1659	1146	1345	1254
	Travelers Home and Marine Insurance Co	808	855	998	1745	1744	1206	1415	1313
n/a = Carriers	* Twin City Fire Insurance Company	1690	1502	2064	2367	1995	1714	2539	1838
that do not have	United Farm Family Insurance Company	1731	1731	1731	2117	2846	2161	2161	2161
Rates	* United Services Automobile Association	1043	1043	1043	1252	1403	1107	1308	1059
available based	* Unitrin Auto and Home Insurance Co.	1044	1044	1011	1492	1707	1373	1382	1404
on the criteria	* Unitrin Direct Property & Casualty Co	1575	1575	1644	1745	1947	1971	1938	2406
in the	* USAA Casualty Insurance Company	997	997	997	1192	1335	1052	1249	1016
scenario, such	* USAA General Indemnity Company	1882	1882	1882	2256	2477	2014	2375	1931
as an at-fault	* Victoria Fire & Casualty Company	3488	3234	3307	4563	4947	3601	4477	3519
accident.	- · · ·								

#### Scenario 11: Family Rate, No youthful drivers

		21502	21550	21740	20855	20769 Prince	20678	20603	20650 Saint
	Insurance Company	Allegany	Garrett	Washington	Montgomery	George's	Calvert	Charles	Mary's
Western	21st Century North America Ins Co	1836	1836	1836	2342	2386	2162	2385	2058
Maryland,	* Agency Insurance Company of MD, Inc.	1824	1824	1755	2148	2461	2100	2389	1986
Washington D.C.	* Allied Property & Casualty Ins Company	1224	1215	1167	1595	1632	1595	1601	1472
suburbs, and	* Allstate Indemnity Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Southern	* Allstate Property & Casualty Ins Co	2366	2366	2366	2922	2650	2762	2900	2900
Maryland	* Amco Insurance Company	1281	1272	1222	1669	1709	1670	1677	1541
	* American States Preferred Insurance Co	1537	1519	1586	1828	2108	1810	1963	1839
Rates	* Amica Mutual Insurance Company	943	943	943	986	1215	1100	1100	1100
Effective	Brethren Mutual Insurance Co.	809	809	809	1050	1171	898	898	898
as of	* Chartis Property Casualty Company	2890	2890	1447	2133	3255	3039	3039	3039
1/1/2011	* Chubb National Insurance Company	1690	1690	1615	2054	2182	1927	2021	1867
	Cincinnati Insurance Company	1112	1203	1024	1355	2358	1217	1184	1257
	* Cumberland Insurance Company Inc	1460	1460	1460	1706	2276	1807	1807	1807
* Indicates	* Dairyland Insurance Company of WI	2603	2603	2556	3171	3888	3094	3779	3267
those companies	* Depositors Insurance Company	1191	1183	1137	1553	1589	1553	1560	1433
that consider	* Donegal Mutual Insurance Company	2018	2018	1564	3264	3395	2096	2499	2499
credit scores	* Elephant Insurance Company	1953	1953	1935	2289	2598	2308	2544	2215
in determining	* Encompass Home/Auto Insurance Co.	1186	1186	1186	1568	1848	1515	1670	1435
premiums.	Erie Insurance Company	2179	2179	2029	2922	3056	2484	2852	2484
Refer to	Erie Insurance Exchange	1214	1214	1131	1616	1696	1378	1584	1378
"Notes to	* Esurance Property & Casualty Ins Co	2008	2008	1940	2300	2540	2298	2526	2162
Rate Tables"	* Fireman's Fund Insurance Company	1249	1249	1249	1693	1541	1599	1596	1596
	* First Liberty Insurance Corporation	1560	1560	1540	1918	1672	1884	2044	1830
	* Foremost Insurance Company	2204	2204	2137	2668	3066	2604	2963	2438
n/a = Carriers	* Garrison Property and Casualty Ins Co	1397	1397	1397	1700	1901	1481	1767	1423
that do not have	GEICO General Insurance Company	558	558	546	579	748	603	744	579
Rates	GEICO Indemnity Company	1583	1583	1556	1656	2083	1751	2139	1632
available based	Government Employees Ins. Company	558	558	546	579	748	603	744	579
on the criteria	* Harleysville Preferred Insurance Co	821	821	821	2108	3066	2091	2091	2091
in the	* Horace Mann Insurance Company	962	962	1053	1440	1453	1091	1693	1196
scenario, such	* IDS Property Casualty Insurance Co	1348	1348	1238	1710	1994	1736	1834	1736
as an at-fault	Interstate Auto Insurance Company	3252	3252	3252	3320	4191	3252	3544	3252
accident.									

#### Scenario 11: Family Rate, No youthful drivers

		21502	21550	21740	20855	20769 Drin oc	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	1611	1806	1024	1721	2178	1699	1465	1589
Maryland,	* Liberty Mutual Fire Insurance Co	1734	1734	1711	2134	1853	2096	2274	2026
Washington D.C.	Maryland Automobile Insurance Fund	3528	3528	3528	3528	3742	3528	3528	3528
suburbs, and	Metropolitan Casualty Insurance Co.	1161	1516	1161	2078	2650	1835	2168	1835
Southern	Metropolitan Direct Property and Casualty	1298	1298	1298	1910	1742	1738	1770	1682
Maryland	Metropolitan Group Property and Casualty	1376	1446	1376	1450	1634	1682	1676	1682
	Mutual Benefit Insurance Company	1283	1341	1362	1514	1622	1462	1627	1057
Rates	National General Assurance Company	1119	1119	1119	1631	1848	1631	1739	1584
Effective	* National Surety Corporation	923	923	923	1309	1172	1181	1173	1173
as of	* Nationwide General Insurance Co.	1612	1600	1461	1891	1998	1771	2001	1686
1/1/2011	* Old Dominion Insurance Company	1660	1676	1646	2004	2312	1948	2226	1870
	Paramount Insurance Company	2960	2960	2962	2960	3345	2962	2962	2962
	* Peninsula Insurance Company	1710	1640	1672	2402	2822	2040	2530	2090
* Indicates	Penn National Insurance Company	1274	1274	1274	1774	2288	1640	1704	1704
those companies	Progressive Select Insurance Company	1898	1898	1792	2170	2294	2108	2366	1986
that consider	Progressive Specialty Insurance Co	2040	2040	1906	2372	2535	2293	2598	2143
credit scores	* Selective Ins. Co. of South Carolina	947	1056	761	967	998	1007	1121	939
in determining	* State Automobile Mutual Insurance Co	841	834	816	1296	1332	1332	1120	1120
premiums.	* State Farm Fire & Casualty Company	1370	1370	1305	1812	1992	1644	1904	1644
Refer to	* State Farm Mutual Automobile Ins. Co.	1096	1096	1043	1437	1585	1320	1521	1320
"Notes to	* Teachers Insurance Company	713	713	820	968	1205	859	1204	938
Rate Tables"	* Titan Indemnity Company	3348	3089	3215	4280	4766	3445	4317	3374
	Travelers Commercial Insurance Co	781	827	963	1651	1656	1159	1348	1263
	Travelers Home and Marine Insurance Co	814	866	1007	1732	1739	1217	1417	1326
n/a = Carriers	* Twin City Fire Insurance Company	2187	1959	2600	2916	2518	2211	3207	2306
that do not have	United Farm Family Insurance Company	1398	1398	1398	1728	2075	1742	1742	1742
Rates	* United Services Automobile Association	1211	1211	1211	1466	1639	1293	1525	1235
available based	* Unitrin Auto and Home Insurance Co.	994	994	963	1504	1697	1374	1369	1424
on the criteria	* Unitrin Direct Property & Casualty Co	2904	2264	1726	1994	2195	1982	2184	1872
in the	* USAA Casualty Insurance Company	1334	1334	1334	1622	1809	1418	1685	1363
scenario, such	* USAA General Indemnity Company	1739	1739	1739	2075	2243	1884	2187	1816
as an at-fault	* Victoria Fire & Casualty Company	3348	3089	3215	4280	4766	3445	4317	3374
accident.	- · · ·								

#### Scenario 12: Family Rate, No youthful drivers

		21502	21550	21740	20855	20769	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	21st Century North America Ins Co	4362	4362	4362	5289	5553	5102	5627	4961
Maryland,	* Agency Insurance Company of MD, Inc.	4019	3968	3810	4437	5155	4428	5067	4211
Washington D.C.	* Allied Property & Casualty Ins Company	2122	2116	2001	2865	2950	2871	2882	2633
suburbs, and	* Allstate Indemnity Company	3014	3014	3014	3588	3548	3712	3752	3752
Southern	* Allstate Property & Casualty Ins Co	3758	3758	3758	4426	4080	4396	4630	4630
Maryland	* Amco Insurance Company	2222	2216	2095	3000	3089	3006	3018	2757
	* American States Preferred Insurance Co	2570	2543	2611	2946	3482	2954	3234	3005
Rates	* Amica Mutual Insurance Company	3040	3040	3040	3011	3867	3578	3578	3578
Effective	Brethren Mutual Insurance Co.	1481	1481	1481	1903	2157	1602	1602	1602
as of	* Chartis Property Casualty Company	5356	5356	2537	3823	5927	5578	5578	5578
1/1/2011	* Chubb National Insurance Company	3102	3102	2954	3761	4066	3530	3737	3446
	* Cincinnati Insurance Company	2186	2383	2033	2536	4628	2283	2222	2418
	* Cumberland Insurance Company Inc	2844	2844	2844	3165	4207	3575	3575	3575
* Indicates	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
those companies	* Depositors Insurance Company	2066	2060	1948	2791	2873	2797	2807	2565
that consider	* Donegal Mutual Insurance Company	6725	6725	5343	10181	10901	6898	8386	8386
credit scores	* Elephant Insurance Company	5731	5731	5631	6355	7358	6540	7314	6309
in determining	* Encompass Home/Auto Insurance Co.	1547	1547	1547	1917	2310	1901	2139	1868
premiums.	* Erie Insurance Company	5473	5473	4932	6697	7166	5977	6800	5977
Refer to	* Erie Insurance Exchange	3048	3048	2739	3680	3956	3306	3762	3306
"Notes to	* Esurance Property & Casualty Ins Co	3062	3062	2938	3442	3846	3450	3834	3228
Rate Tables"	* Fireman's Fund Insurance Company	3437	3437	3437	4097	3893	4333	4388	4388
	* First Liberty Insurance Corporation	4613	4613	4458	5314	4697	5295	5922	5263
	* Foremost Insurance Company	3108	3108	3005	3733	4286	3643	4146	3389
n/a = Carriers	* Garrison Property and Casualty Ins Co	1918	1918	1918	2307	2620	2049	2463	1980
that do not have	GEICO General Insurance Company	1725	1725	1641	1628	2209	1793	2212	1755
Rates	GEICO Indemnity Company	3419	3419	3298	3370	4342	3671	4498	3468
available based	Government Employees Ins. Company	1725	1725	1641	1628	2209	1793	2212	1755
on the criteria	* Harleysville Preferred Insurance Co	1503	1503	1503	3774	5207	3836	3836	3836
in the	* Horace Mann Insurance Company	3264	3264	3667	4746	4868	3534	5812	3840
scenario, such	* IDS Property Casualty Insurance Co	1724	1724	1592	2176	2526	2182	2334	2182
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

#### Scenario 12: Family Rate, No youthful drivers

		21502	21550	21740	20855	20769 Drin oc	20678	20603	20650
	Insurance Company	Allegany	Garrett	Washington	Montgomery	Prince George's	Calvert	Charles	Saint Mary's
Western	* Keystone Insurance Company	3081	3388	1852	3276	4168	3260	2778	3035
Maryland,	* Liberty Mutual Fire Insurance Co	5128	5128	4950	5902	5214	5887	6571	5835
Washington D.C.	Maryland Automobile Insurance Fund	6063	6063	6063	6063	6435	6063	6063	6063
suburbs, and	Metropolitan Casualty Insurance Co.	3478	4481	3478	5923	7678	5531	6661	5531
Southern	Metropolitan Direct Property and Casualty	4464	4464	4464	6240	5568	5720	5798	5626
Maryland	Metropolitan Group Property and Casualty	4470	4778	4470	4672	5434	5734	5814	5734
	* Mutual Benefit Insurance Company	2580	2731	2611	2943	3189	2867	3222	2123
Rates	National General Assurance Company	1751	1751	1751	2575	2924	2575	2749	2500
Effective	* National Surety Corporation	2326	2326	2326	2900	2698	2905	2928	2928
as of	* Nationwide General Insurance Co.	2851	2839	2518	3344	3597	3161	3601	2972
1/1/2011	* Old Dominion Insurance Company	3176	3192	3090	3700	4272	3630	4140	3416
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	3986	3876	3956	5610	6608	5150	5938	5156
* Indicates	Penn National Insurance Company	1794	1794	1794	2446	3130	2224	2274	2274
those companies	Progressive Select Insurance Company	4101	4101	3798	4739	5066	4437	5094	4191
that consider	Progressive Specialty Insurance Co	4312	4312	3983	5112	5522	4758	5441	4438
credit scores	* Selective Ins. Co. of South Carolina	2471	2782	1928	2364	2510	2553	2806	2430
in determining	* State Automobile Mutual Insurance Co	3098	3	3004	4443	4735	4735	3947	3947
premiums.	* State Farm Fire & Casualty Company	5739	5739	5446	7378	8121	6783	7810	6783
Refer to	* State Farm Mutual Automobile Ins. Co.	3931	3931	3729	5032	5552	4662	5359	4662
"Notes to	* Teachers Insurance Company	2418	2418	2789	3203	4065	2777	3976	3014
Rate Tables"	* Titan Indemnity Company	4372	4064	4237	5700	6309	4536	5623	4432
	Travelers Commercial Insurance Co	2052	2177	2556	4480	4458	3069	3605	3353
	Travelers Home and Marine Insurance Co	2151	2286	2680	4707	4683	3225	3786	3521
n/a = Carriers	* Twin City Fire Insurance Company	3925	3496	4804	5785	4723	4007	6040	4312
that do not have	United Farm Family Insurance Company	1736	1736	1736	2135	2768	2815	2815	2815
Rates	* United Services Automobile Association	1893	1893	1893	2271	2586	2037	2432	1956
available based	* Unitrin Auto and Home Insurance Co.	3644	3644	3370	4901	5915	4882	4973	5002
on the criteria	* Unitrin Direct Property & Casualty Co	2128	2508	2062	2405	2646	2396	2630	2260
in the	* USAA Casualty Insurance Company	1839	1839	1839	2210	2506	1969	2360	1903
scenario, such	* USAA General Indemnity Company	2670	2670	2670	3162	3469	2907	3424	2814
as an at-fault	* Victoria Fire & Casualty Company	4372	4064	4237	5700	6309	4536	5623	4432
accident.									

### Scenario 1: Young Single Male, Age 23

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	21st Century North America Ins Co	3544	5889	4976	3560	3739	3020	3587	3490
Baltimore	* Agency Insurance Company of MD, Inc.	2189	4175	3158	2216	2167	1866	2321	2325
Suburban	* Allied Property & Casualty Ins Company	1196	2565	1914	1154	1128	1019	1286	1422
area	* Allstate Indemnity Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Allstate Property & Casualty Ins Co	2918	5806	4568	3068	3288	2644	3038	3316
	* Amco Insurance Company	1252	2686	2004	1208	1181	1068	1346	1489
	* American States Preferred Insurance Co	2350	4442	3318	2159	2521	1992	2307	2682
Rates	* Amica Mutual Insurance Company	1443	2836	1668	1437	1437	1408	1437	1441
Effective	Brethren Mutual Insurance Co.	1309	3121	2023	1204	1195	1204	1313	1309
as of	* Chartis Property Casualty Company	3122	4289	3582	3327	3787	1737	3327	3376
1/1/2011	* Chubb National Insurance Company	2588	3610	3222	2405	2498	2071	2658	2722
	Cincinnati Insurance Company	1914	3315	2631	1594	1993	1550	1769	1947
	* Cumberland Insurance Company Inc	1978	3917	2897	2124	2124	1770	2124	2124
* Indicates	* Dairyland Insurance Company of WI	3193	6916	4597	3019	3466	2743	3635	3471
those companies	* Depositors Insurance Company	1164	2499	1863	1124	1098	993	1252	1385
that consider	* Donegal Mutual Insurance Company	2994	6732	3439	1933	2133	1933	2706	3171
credit scores	* Elephant Insurance Company	2094	3895	3032	2070	2145	1842	2210	2232
in determining	* Encompass Home/Auto Insurance Co.	1286	3249	2301	1394	1606	1217	1619	1670
premiums.	Erie Insurance Company	2748	3874	3769	2502	2876	2269	2757	2669
Refer to	Erie Insurance Exchange	1702	2399	2335	1563	1794	1417	1724	1656
"Notes to	* Esurance Property & Casualty Ins Co	2180	3526	2996	2176	2182	1894	2298	2268
Rate Tables"	* Fireman's Fund Insurance Company	2594	4527	4072	2645	2556	2247	3438	2957
	* First Liberty Insurance Corporation	1669	3306	2509	1777	1883	1488	1829	1859
	* Foremost Insurance Company	2742	5643	4170	2720	2637	2244	2915	2974
n/a = Carriers	* Garrison Property and Casualty Ins Co	1466	2052	1921	1361	1429	1259	1428	1406
that do not have	GEICO General Insurance Company	770	1359	1129	774	871	706	871	804
Rates	GEICO Indemnity Company	1758	3185	2547	1883	1943	1627	1943	1886
available based	Government Employees Ins. Company	770	1359	1129	774	871	706	871	804
on the criteria	* Harleysville Preferred Insurance Co	2416	4372	1741	1694	1720	1059	1631	2416
in the	* Horace Mann Insurance Company	1855	3023	2367	1901	1740	1605	2076	1855
scenario, such	* IDS Property Casualty Insurance Co	2084	3454	2556	2008	2344	1806	2004	2008
as an at-fault	Interstate Auto Insurance Company	3616	7550	4666	3413	3116	3116	3120	4144
accident.									

### Scenario 1: Young Single Male, Age 23

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	1552	3538	2641	1286	2123	1259	1773	1984
Baltimore	* Liberty Mutual Fire Insurance Co	1853	3672	2787	1976	2091	1654	2030	2065
Suburban	Maryland Automobile Insurance Fund	2763	4977	3689	2763	2763	2763	2763	2763
area	Metropolitan Casualty Insurance Co.	2070	4147	2076	1435	2172	1553	2048	1621
	Metropolitan Direct Property and Casualty	2308	4024	3512	2052	2486	1746	2486	2098
	Metropolitan Group Property and Casualty	2264	4832	3404	1922	2132	1954	1960	2104
	Mutual Benefit Insurance Company	1559	3286	2232	1475	1783	1645	1434	1841
Rates	National General Assurance Company	1657	3453	2432	1618	1693	1362	1779	1785
Effective	* National Surety Corporation	1915	3425	3074	1966	1865	1628	2567	2207
as of	* Nationwide General Insurance Co.	1538	2797	2246	1403	1397	1310	1543	1611
1/1/2011	* Old Dominion Insurance Company	2042	4152	3018	2056	1970	1718	2170	2196
	Paramount Insurance Company	3740	7716	5152	3740	3030	3738	3709	3740
	* Peninsula Insurance Company	2284	5948	3348	1742	2264	1708	2210	2400
* Indicates	Penn National Insurance Company	2194	5050	2730	1778	2150	1578	2194	2194
those companies	Progressive Select Insurance Company	2580	4549	3621	2697	2650	2285	2797	2851
that consider	Progressive Specialty Insurance Co	2891	5294	4147	3034	2980	2529	3163	3220
credit scores	* Selective Ins. Co. of South Carolina	1259	2579	1609	1198	1549	1119	1192	1253
in determining	* State Automobile Mutual Insurance Co	2151	4757	2723	2106	2504	1660	2680	2468
premiums.	* State Farm Fire & Casualty Company	2072	3465	2640	2219	2575	1904	2308	2219
Refer to	* State Farm Mutual Automobile Ins. Co.	1662	2789	2122	1790	2080	1537	1859	1790
"Notes to	* Teachers Insurance Company	1401	2665	1885	1348	1497	1178	1558	1401
Rate Tables"	* Titan Indemnity Company	3262	5532	4858	3507	3217	2780	3522	3092
	Travelers Commercial Insurance Co	1533	3479	2100	1235	1377	1047	1443	1644
	Travelers Home and Marine Insurance Co	1607	3657	2206	1297	1445	1098	1512	1727
n/a = Carriers	* Twin City Fire Insurance Company	3442	8954	8954	4198	4276	3037	4177	5936
that do not have	United Farm Family Insurance Company	1499	3422	1977	1507	1507	1163	1507	1507
Rates	* United Services Automobile Association	1212	1685	1577	1125	1183	1042	1180	1162
available based	* Unitrin Auto and Home Insurance Co.	1759	3971	2264	1694	1872	1380	1734	1834
on the criteria	* Unitrin Direct Property & Casualty Co	1838	3088	2559	1812	1840	1595	1937	1923
in the	* USAA Casualty Insurance Company	1397	1935	1812	1298	1359	1204	1358	1336
scenario, such	* USAA General Indemnity Company	1843	2505	2382	1717	1806	1589	1800	1765
as an at-fault	* Victoria Fire & Casualty Company	3262	5532	4858	3507	3217	2780	3522	3092
accident.									

#### Scenario 2: Young Single Female, Age 23

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	21st Century North America Ins Co	3384	5626	4744	3418	3577	2904	3433	3331
Baltimore	* Agency Insurance Company of MD, Inc.	2503	5190	3715	2516	2447	2090	2648	2686
Suburban	* Allied Property & Casualty Ins Company	1239	2662	1986	1195	1161	1054	1332	1474
area	* Allstate Indemnity Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Allstate Property & Casualty Ins Co	2924	6146	4720	3038	3292	2622	3068	3364
	* Amco Insurance Company	1297	2787	2079	1251	1216	1104	1394	1544
	* American States Preferred Insurance Co	3017	5762	4295	2781	3247	2562	2969	3452
Rates	* Amica Mutual Insurance Company	1457	2835	1690	1460	1460	1439	1460	1454
Effective	Brethren Mutual Insurance Co.	1251	2835	1890	1144	1139	1144	1238	1251
as of	* Chartis Property Casualty Company	3583	4919	4107	3816	4372	1985	3816	3855
1/1/2011	* Chubb National Insurance Company	2587	3593	3206	2405	2498	2077	2650	2715
	Cincinnati Insurance Company	1738	2987	2386	1458	1820	1418	1606	1769
	* Cumberland Insurance Company Inc	1976	3831	2844	2120	2120	1771	2120	2120
* Indicates	* Dairyland Insurance Company of WI	3367	7492	4939	3208	3697	2908	3884	3695
those companies	* Depositors Insurance Company	1206	2592	1933	1164	1131	1026	1296	1436
that consider	* Donegal Mutual Insurance Company	2650	5908	3026	1717	1887	1717	2388	2808
credit scores	* Elephant Insurance Company	2171	4105	3169	2127	2210	1887	2292	2319
in determining	* Encompass Home/Auto Insurance Co.	1652	4258	2991	1771	2082	1541	2090	2169
premiums.	Erie Insurance Company	2707	3815	3711	2458	2831	2231	2718	2630
Refer to	Erie Insurance Exchange	1596	2245	2188	1460	1677	1329	1611	1554
"Notes to	* Esurance Property & Casualty Ins Co	2468	4134	3442	2448	2460	2124	2608	2584
Rate Tables"	* Fireman's Fund Insurance Company	2572	4518	4088	2622	2502	2199	3423	2940
	* First Liberty Insurance Corporation	1726	3403	2592	1835	1948	1541	1892	1920
	* Foremost Insurance Company	2425	4981	3700	2411	2330	1990	2577	2624
n/a = Carriers	* Garrison Property and Casualty Ins Co	1566	2209	2064	1455	1510	1336	1517	1508
that do not have	GEICO General Insurance Company	834	1512	1237	839	946	763	946	871
Rates	GEICO Indemnity Company	1801	3273	2611	1929	1994	1670	1994	1932
available based	Government Employees Ins. Company	834	1512	1237	839	946	763	946	871
on the criteria	* Harleysville Preferred Insurance Co	2151	3900	1550	1507	1534	944	1454	2151
in the	* Horace Mann Insurance Company	2030	3347	2627	2083	1891	1753	2272	2030
scenario, such	* IDS Property Casualty Insurance Co	2358	3904	2892	2276	2638	2048	2270	2276
as an at-fault	Interstate Auto Insurance Company	3822	7802	4898	3628	3350	3350	3311	4339
accident.									

#### Scenario 2: Young Single Female, Age 23

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	1019	2287	1710	844	1361	831	1147	1265
Baltimore	* Liberty Mutual Fire Insurance Co	1918	3782	2880	2043	2163	1714	2098	2133
Suburban	Maryland Automobile Insurance Fund	1980	3602	2612	1980	1980	1980	1980	1980
area	Metropolitan Casualty Insurance Co.	2729	5312	2676	1889	2852	2056	2652	2122
	Metropolitan Direct Property and Casualty	2344	4046	3538	2092	2524	1782	2524	2134
	Metropolitan Group Property and Casualty	2348	5028	3528	1978	2212	2008	2018	2178
	Mutual Benefit Insurance Company	1687	3592	2421	1597	1944	1791	1555	2002
Rates	National General Assurance Company	1890	4080	2783	1825	1906	1521	2022	2049
Effective	* National Surety Corporation	1946	3493	3156	1993	1870	1634	2615	2245
as of	* Nationwide General Insurance Co.	1632	3003	2397	1483	1471	1384	1636	1710
1/1/2011	* Old Dominion Insurance Company	2634	5576	3980	2632	2546	2192	2806	2836
	Paramount Insurance Company	2108	4449	2885	2108	1715	2109	2088	2108
	* Peninsula Insurance Company	2256	5750	3260	1714	2242	1684	2172	2370
* Indicates	Penn National Insurance Company	2434	5574	3028	1980	2384	1748	2434	2434
those companies	Progressive Select Insurance Company	2867	5321	4129	2978	2930	2521	3120	3193
that consider	Progressive Specialty Insurance Co	3089	5947	4535	3223	3164	2691	3390	3471
credit scores	* Selective Ins. Co. of South Carolina	1278	2579	1615	1215	1557	1125	1207	1270
in determining	* State Automobile Mutual Insurance Co	2601	5799	3340	2580	3041	2049	3262	2996
premiums.	* State Farm Fire & Casualty Company	2381	3862	2968	2547	2954	2191	2641	2547
Refer to	* State Farm Mutual Automobile Ins. Co.	1662	2713	2079	1790	2079	1538	1857	1790
"Notes to	* Teachers Insurance Company	1542	2958	2092	1475	1625	1287	1708	1542
Rate Tables"	* Titan Indemnity Company	3366	5865	5052	3607	3292	2852	3615	3216
	Travelers Commercial Insurance Co	1400	3229	1934	1132	1265	955	1327	1499
	Travelers Home and Marine Insurance Co	1469	3392	2032	1187	1328	1001	1391	1575
n/a = Carriers	* Twin City Fire Insurance Company	4572	11883	11883	5656	5811	4108	5641	7890
that do not have	United Farm Family Insurance Company	1615	3657	2152	1626	1626	1329	1626	1626
Rates	* United Services Automobile Association	1291	1809	1691	1200	1248	1103	1250	1243
available based	* Unitrin Auto and Home Insurance Co.	1628	3660	2096	1581	1738	1282	1603	1701
on the criteria	* Unitrin Direct Property & Casualty Co	2814	4561	3905	2802	2831	2441	2979	2929
in the	* USAA Casualty Insurance Company	1486	2074	1938	1383	1431	1273	1437	1428
scenario, such	* USAA General Indemnity Company	1939	2651	2521	1807	1881	1663	1883	1864
as an at-fault accident.	* Victoria Fire & Casualty Company	3366	5865	5052	3607	3292	2852	3615	3216

### Scenario 3: Young Single Male, Age 30

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	21st Century North America Ins Co	1319	2475	1991	1332	1414	1121	1353	1317
Baltimore	* Agency Insurance Company of MD, Inc.	1887	3593	2742	1915	1889	1619	2006	2013
Suburban	* Allied Property & Casualty Ins Company	865	1757	1333	831	822	749	920	1003
area	* Allstate Indemnity Company	1442	2620	2278	1426	1458	1206	1416	1644
	* Allstate Property & Casualty Ins Co	1552	3110	2402	1634	1752	1412	1596	1750
	* Amco Insurance Company	906	1841	1396	870	861	784	963	1050
	* American States Preferred Insurance Co	1285	2419	1821	1198	1383	1109	1278	1462
Rates	* Amica Mutual Insurance Company	824	1647	952	827	827	811	827	823
Effective	* Atlantic States Insurance Company	1327	3038	1539	873	968	873	1210	1405
as of	Brethren Mutual Insurance Co.	563	1362	850	509	509	509	1137	563
1/1/2011	* Chartis Property Casualty Company	1721	2377	1967	1831	2071	984	1831	1852
	* Chubb National Insurance Company	1615	2247	2044	1504	1564	1305	1655	1698
	Cincinnati Insurance Company	1127	1940	1545	939	1162	912	1033	1145
* Indicates	* Cumberland Insurance Company Inc	867	1972	1509	930	930	781	930	930
those companies	* Dairyland Insurance Company of WI	2484	5358	3567	2356	2696	2138	2825	2699
that consider	* Depositors Insurance Company	843	1712	1298	809	801	729	896	977
credit scores	* Elephant Insurance Company	1911	3418	2709	1916	1986	1722	2016	2035
in determining	* Encompass Home/Auto Insurance Co.	817	1981	1366	879	993	782	1001	1023
premiums.	Erie Insurance Company	1652	2349	2260	1492	1731	1361	1666	1603
Refer to	Erie Insurance Exchange	1038	1469	1416	943	1092	862	1048	1010
"Notes to	* Esurance Property & Casualty Ins Co	1668	2644	2286	1658	1686	1462	1762	1730
Rate Tables"	* Fireman's Fund Insurance Company	1844	3317	2932	1859	1817	1596	2465	2100
	* First Liberty Insurance Corporation	1221	2381	1821	1297	1372	1092	1331	1354
	* Foremost Insurance Company	1294	2564	1962	1288	1255	1074	1379	1390
n/a = Carriers	* Garrison Property and Casualty Ins Co	1121	1579	1478	1040	1096	962	1094	1082
that do not have	GEICO General Insurance Company	604	1097	897	605	685	552	685	629
Rates	GEICO Indemnity Company	1766	3243	2566	1879	1953	1631	1953	1885
available based	Government Employees Ins. Company	604	1097	897	605	685	552	685	629
on the criteria	* Harleysville Preferred Insurance Co	1422	2665	1043	990	1024	627	968	1422
in the	* Horace Mann Insurance Company	1607	2693	2071	1662	1489	1369	1784	1607
scenario, such	* IDS Property Casualty Insurance Co	1202	1922	1452	1152	1338	1048	1142	1152
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

### Scenario 3: Young Single Male, Age 30

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	959	2144	1585	802	1269	794	1071	1198
Baltimore	* Liberty Mutual Fire Insurance Co	1356	2645	2022	1443	1524	1213	1483	1503
Suburban	Maryland Automobile Insurance Fund	2256	4369	3067	2256	2256	2256	2256	2256
area	Metropolitan Casualty Insurance Co.	1465	2870	1451	1007	1534	1096	1432	1148
	Metropolitan Direct Property and Casualty	1572	2722	2354	1386	1676	1196	1676	1412
	Metropolitan Group Property and Casualty	1272	2680	1898	1076	1192	1096	1088	1178
	Mutual Benefit Insurance Company	945	2056	1363	894	1102	1012	871	1127
Rates	National General Assurance Company	1717	3529	2525	1673	1761	1411	1851	1852
Effective	* National Surety Corporation	1344	2498	2195	1366	1309	1139	1823	1551
as of	* Nationwide General Insurance Co.	1036	1805	1460	948	948	899	1042	1077
1/1/2011	* Old Dominion Insurance Company	1276	2590	1906	1282	1244	1074	1364	1372
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	800	2076	1150	642	798	626	776	832
* Indicates	Penn National Insurance Company	1138	2614	1454	936	1114	832	1138	1138
those companies	Progressive Select Insurance Company	1816	3136	2527	1894	1885	1619	1963	1997
that consider	Progressive Specialty Insurance Co	1847	3414	2662	1934	1922	1623	2028	2065
credit scores	* Selective Ins. Co. of South Carolina	852	1654	1066	814	1027	764	809	847
in determining	* State Automobile Mutual Insurance Co	1502	3263	1896	1446	1705	1142	1711	1711
premiums.	* State Farm Fire & Casualty Company	1294	2129	1675	1336	1543	1160	1381	1336
Refer to	* State Farm Mutual Automobile Ins. Co.	1013	1690	1321	1063	1232	922	1097	1063
"Notes to	* Teachers Insurance Company	1221	2383	1647	1172	1278	1019	1335	1221
Rate Tables"	* Titan Indemnity Company	2555	4389	3830	2765	2586	2250	2793	2473
	Travelers Commercial Insurance Co	765	1667	1029	625	692	538	719	819
	Travelers Home and Marine Insurance Co	801	1750	1080	656	723	561	754	859
n/a = Carriers	* Twin City Fire Insurance Company	2874	6553	6553	3093	3090	2273	3035	4319
that do not have	United Farm Family Insurance Company	1295	2957	1795	1304	1304	1095	1304	1304
Rates	* United Services Automobile Association	960	1343	1257	891	938	825	936	925
available based	* Unitrin Auto and Home Insurance Co.	1248	2824	1580	1194	1351	1013	1230	1273
on the criteria	* Unitrin Direct Property & Casualty Co	2555	2333	2048	1497	1528	1552	2780	1548
in the	* USAA Casualty Insurance Company	1072	1497	1401	996	1047	923	1045	1032
scenario, such	* USAA General Indemnity Company	1468	2014	1916	1365	1439	1259	1436	1410
as an at-fault	* Victoria Fire & Casualty Company	2555	4389	3830	2765	2586	2250	2793	2473
accident.									

#### Scenario 4: Young Single Female, Age 30

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	21st Century North America Ins Co	874	1714	1353	890	945	752	902	879
Baltimore	* Agency Insurance Company of MD, Inc.	1394	2654	2038	1412	1408	1198	1489	1487
Suburban	* Allied Property & Casualty Ins Company	727	1466	1117	699	685	629	771	835
area	* Allstate Indemnity Company	1048	1988	1702	1030	1058	866	1026	1210
	* Allstate Property & Casualty Ins Co	1098	2278	1716	1146	1234	986	1122	1240
	* Amco Insurance Company	761	1536	1169	732	717	659	807	875
	* American States Preferred Insurance Co	863	1617	1215	804	925	744	860	980
Rates	* Amica Mutual Insurance Company	837	1639	969	849	849	834	849	838
Effective	* Atlantic States Insurance Company	864	1929	986	587	638	587	790	913
as of	Brethren Mutual Insurance Co.	647	1540	961	587	583	587	666	647
1/1/2011	* Chartis Property Casualty Company	1510	2085	1729	1609	1839	857	1609	1619
	* Chubb National Insurance Company	1427	1973	1805	1332	1390	1166	1462	1498
	* Cincinnati Insurance Company	1130	1929	1543	947	1170	925	1036	1150
* Indicates	* Cumberland Insurance Company Inc	767	1705	1302	821	821	694	821	821
those companies	* Dairyland Insurance Company of WI	2372	5135	3452	2258	2593	2050	2717	2573
that consider	* Depositors Insurance Company	708	1428	1087	681	667	613	751	814
credit scores	* Elephant Insurance Company	1100	2118	1629	1092	1144	976	1167	1174
in determining	* Encompass Home/Auto Insurance Co.	680	1607	1111	727	814	652	821	840
premiums.	* Erie Insurance Company	1109	1589	1520	997	1159	914	1122	1076
Refer to	* Erie Insurance Exchange	878	1254	1204	797	920	728	888	852
"Notes to	* Esurance Property & Casualty Ins Co	1214	1922	1670	1206	1230	1066	1282	1258
Rate Tables"	* Fireman's Fund Insurance Company	1422	2642	2299	1433	1404	1217	1925	1623
	* First Liberty Insurance Corporation	854	1651	1269	902	955	761	925	939
	* Foremost Insurance Company	992	1883	1482	998	965	840	1059	1060
n/a = Carriers	* Garrison Property and Casualty Ins Co	760	1050	988	713	743	665	743	736
that do not have	GEICO General Insurance Company	612	1125	908	618	696	564	696	640
Rates	GEICO Indemnity Company	1732	3214	2527	1846	1926	1610	1926	1847
available based	Government Employees Ins. Company	612	1125	908	618	696	564	696	640
on the criteria	* Harleysville Preferred Insurance Co	1013	1903	749	708	735	453	694	1013
in the	* Horace Mann Insurance Company	1529	2626	2015	1581	1400	1308	1712	1529
scenario, such	* IDS Property Casualty Insurance Co	964	1514	1158	928	1056	850	916	928
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

#### Scenario 4: Young Single Female, Age 30

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	752	1594	1194	635	973	630	830	922
Baltimore	* Liberty Mutual Fire Insurance Co	947	1833	1409	1003	1062	847	1030	1045
Suburban	Maryland Automobile Insurance Fund	2719	4963	3587	2719	2719	2719	2719	2719
area	Metropolitan Casualty Insurance Co.	904	1757	886	619	944	677	875	705
	Metropolitan Direct Property and Casualty	910	1568	1354	810	966	696	966	812
	Metropolitan Group Property and Casualty	806	1656	1186	684	756	698	692	744
	* Mutual Benefit Insurance Company	657	1390	933	622	756	696	606	779
Rates	National General Assurance Company	1200	2498	1803	1174	1234	991	1295	1292
Effective	* National Surety Corporation	1058	2033	1756	1071	1033	887	1453	1221
as of	* Nationwide General Insurance Co.	874	1563	1244	803	801	762	883	915
1/1/2011	* Old Dominion Insurance Company	850	1780	1298	848	834	712	910	912
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	612	1532	852	486	608	482	592	634
* Indicates	Penn National Insurance Company	1206	2736	1550	994	1182	882	1206	1206
those companies	Progressive Select Insurance Company	1406	2570	2047	1455	1460	1237	1523	1551
that consider	Progressive Specialty Insurance Co	1447	2779	2151	1504	1503	1261	1587	1619
credit scores	* Selective Ins. Co. of South Carolina	678	1320	846	645	818	607	642	675
in determining	* State Automobile Mutual Insurance Co	1023	2172	1269	972	1132	790	1208	1155
premiums.	* State Farm Fire & Casualty Company	1053	1725	1354	1073	1232	935	1109	1073
Refer to	* State Farm Mutual Automobile Ins. Co.	815	1359	1059	848	977	737	875	848
"Notes to	* Teachers Insurance Company	1171	2345	1601	1112	1211	972	1280	1171
Rate Tables"	* Titan Indemnity Company	1836	3201	2743	1965	1841	1620	1997	1788
	Travelers Commercial Insurance Co	576	1295	791	473	525	401	549	617
	Travelers Home and Marine Insurance Co	604	1361	830	496	549	420	575	644
n/a = Carriers	* Twin City Fire Insurance Company	1394	3048	3048	1501	1519	1135	1476	2048
that do not have	United Farm Family Insurance Company	1433	3230	1986	1443	1443	1219	1443	1443
Rates	* United Services Automobile Association	792	1089	1024	742	771	692	771	765
available based	* Unitrin Auto and Home Insurance Co.	809	1798	1026	780	869	655	794	826
on the criteria	* Unitrin Direct Property & Casualty Co	1317	1613	1395	985	1339	871	1045	1206
in the	* USAA Casualty Insurance Company	730	1000	941	686	713	641	713	706
scenario, such	* USAA General Indemnity Company	1394	1916	1827	1308	1361	1209	1362	1346
as an at-fault	* Victoria Fire & Casualty Company	1836	3201	2743	1965	1841	1620	1997	1788
accident.									

Scenario 5: Single Male Age 50										
	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard	
Greater	21st Century North America Ins Co	1009	2164	1649	1039	1105	872	1054	1026	
Baltimore	* Agency Insurance Company of MD, Inc.	1982	3932	2888	2006	1959	1686	2094	2125	
Suburban	* Allied Property & Casualty Ins Company	1079	2021	1574	1040	1023	952	1129	1211	
area	* Allstate Indemnity Company	1440	2770	2344	1400	1440	1168	1406	1636	
	* Allstate Property & Casualty Ins Co	1356	2832	2126	1392	1504	1196	1380	1518	
	* Amco Insurance Company	1130	2116	1648	1090	1072	997	1182	1269	
	* American States Preferred Insurance Co	990	1884	1403	920	1058	845	992	1125	
Rates	* Amica Mutual Insurance Company	858	1722	990	867	867	851	867	858	
Effective	Brethren Mutual Insurance Co.	769	1909	1133	683	693	683	780	769	
as of	* Chartis Property Casualty Company	1442	2028	1647	1538	1712	862	1538	1561	
1/1/2011	* Chubb National Insurance Company	1911	2635	2462	1789	1859	1575	1952	2005	
	* Cincinnati Insurance Company	1616	2786	2202	1341	1659	1308	1472	1643	
	* Cumberland Insurance Company Inc	861	2172	1671	921	921	778	921	921	
* Indicates	* Dairyland Insurance Company of WI	2525	5519	3618	2378	2730	2158	2866	2751	
those companies	* Depositors Insurance Company	1051	1968	1532	1014	997	927	1099	1180	
that consider	* Donegal Mutual Insurance Company	1325	3143	1578	894	1011	894	1240	1397	
credit scores	* Elephant Insurance Company	1844	3501	2695	1811	1897	1607	1953	1980	
in determining	* Encompass Home/Auto Insurance Co.	1174	2810	1909	1238	1420	1112	1420	1457	
premiums.	* Erie Insurance Company	1956	2796	2682	1757	2044	1600	1971	1897	
Refer to	* Erie Insurance Exchange	1237	1766	1690	1114	1297	1021	1253	1198	
"Notes to	* Esurance Property & Casualty Ins Co	1736	2874	2422	1726	1754	1514	1840	1822	
Rate Tables"	* Fireman's Fund Insurance Company	2029	3832	3306	2012	1986	1734	2742	2303	
	* First Liberty Insurance Corporation	1145	2289	1734	1202	1285	1016	1241	1262	
	* Foremost Insurance Company	1357	2636	1991	1372	1306	1147	1440	1463	
n/a = Carriers	* Garrison Property and Casualty Ins Co	1003	1384	1299	937	973	865	977	974	
that do not have	GEICO General Insurance Company	714	1330	1072	715	812	652	812	743	
Rates	GEICO Indemnity Company	2445	4609	3607	2588	2714	2247	2714	2608	
available based	Government Employees Ins. Company	714	1330	1072	715	812	652	812	743	
on the criteria	* Harleysville Preferred Insurance Co	1196	2380	911	838	877	534	824	1196	
in the	* Horace Mann Insurance Company	1352	2204	1726	1405	1267	1168	1513	1352	
scenario, such	* IDS Property Casualty Insurance Co	1346	2144	1620	1280	1478	1164	1274	1280	
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
accident.										

#### Scenario 5: Single Male Age 50

### Scenario 5: Single Male Age 50

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	1269	2680	1999	1077	1606	1070	1380	1527
Baltimore	* Liberty Mutual Fire Insurance Co	1271	2544	1930	1336	1427	1129	1379	1404
Suburban	Maryland Automobile Insurance Fund	5640	10173	7409	5640	5640	5640	5640	5640
area	Metropolitan Casualty Insurance Co.	1293	2551	1260	900	1347	963	1244	996
	Metropolitan Direct Property and Casualty	1238	2124	1830	1086	1316	952	1316	1106
	Metropolitan Group Property and Casualty	1354	2270	1772	1226	1302	1240	1232	1290
	* Mutual Benefit Insurance Company	727	1621	1071	696	863	794	680	882
Rates	National General Assurance Company	1964	5033	3227	1712	1848	1323	2120	2314
Effective	* National Surety Corporation	1502	2949	2519	1500	1455	1255	2063	1727
as of	* Nationwide General Insurance Co.	1495	2544	2062	1384	1391	1315	1506	1558
1/1/2011	* Old Dominion Insurance Company	880	1940	1376	886	876	744	962	972
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	886	2188	1220	720	872	712	854	908
* Indicates	Penn National Insurance Company	1370	3276	1808	1138	1348	1002	1370	1370
those companies	Progressive Select Insurance Company	1720	3135	2448	2188	1788	1530	1867	1911
that consider	Progressive Specialty Insurance Co	1871	3574	2721	1955	1953	1645	2060	2111
credit scores	* Selective Ins. Co. of South Carolina	817	1546	1006	780	971	735	775	812
in determining	* State Automobile Mutual Insurance Co	1488	3182	1886	1411	1638	1125	1745	1688
premiums.	* State Farm Fire & Casualty Company	1367	2189	1743	1362	1568	1185	1411	1362
Refer to	* State Farm Mutual Automobile Ins. Co.	1044	1710	1348	1067	1234	924	1105	1067
"Notes to	* Teachers Insurance Company	1033	1954	1377	990	1093	878	1137	1033
Rate Tables"	* Titan Indemnity Company	3062	5435	4424	3262	3058	2819	3234	3050
	Travelers Commercial Insurance Co	828	1842	1131	677	747	574	779	889
	Travelers Home and Marine Insurance Co	871	1936	1182	706	786	604	818	933
n/a = Carriers	* Twin City Fire Insurance Company	1788	4141	4141	1975	2006	1476	1709	2801
that do not have	United Farm Family Insurance Company	2102	4875	2990	2051	2051	1753	2051	2051
Rates	* United Services Automobile Association	1051	1444	1353	981	1015	905	1020	1018
available based	* Unitrin Auto and Home Insurance Co.	969	2309	1217	915	1083	777	966	989
on the criteria	* Unitrin Direct Property & Casualty Co	1353	2294	2649	1337	2645	1590	1980	1421
in the	* USAA Casualty Insurance Company	961	1313	1233	899	931	833	935	932
scenario, such	* USAA General Indemnity Company	1905	2635	2514	1771	1848	1614	1857	1842
as an at-fault	* Victoria Fire & Casualty Company	3062	5435	4424	3262	3058	2819	3234	3050
accident.									

#### Scenario 6: Senior Citizen - Single Male Age 65

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	21st Century North America Ins Co	569	1232	942	576	623	484	591	580
Baltimore	* Agency Insurance Company of MD, Inc.	1172	2520	1768	1168	1152	969	1247	1270
Suburban	* Allied Property & Casualty Ins Company	627	1217	937	604	588	547	661	713
area	* Allstate Indemnity Company	638	1242	1054	618	630	506	624	724
	* Allstate Property & Casualty Ins Co	704	1490	1124	720	780	616	728	800
	* Amco Insurance Company	657	1274	982	633	616	573	692	747
	* American States Preferred Insurance Co	828	1544	1141	752	875	692	823	939
Rates	* Amica Mutual Insurance Company	611	1267	698	609	609	591	609	612
Effective	* Atlantic States Insurance Company	481	1137	569	326	371	326	447	506
as of	Brethren Mutual Insurance Co.	320	802	492	281	292	281	331	320
1/1/2011	* Chartis Property Casualty Company	943	1319	1074	1003	1110	560	1003	1025
	* Chubb National Insurance Company	1014	1410	1312	948	984	828	1034	1065
	* Cincinnati Insurance Company	707	1233	967	579	720	564	641	717
* Indicates	* Cumberland Insurance Company Inc	435	1040	812	466	466	390	466	466
those companies	* Dairyland Insurance Company of WI	1589	3562	2285	1481	1712	1342	1804	1736
that consider	* Depositors Insurance Company	611	1185	913	589	573	533	644	695
credit scores	* Elephant Insurance Company	1043	2020	1546	1015	1063	904	1106	1118
in determining	* Encompass Home/Auto Insurance Co.	625	1463	1005	655	745	592	746	769
premiums.	* Erie Insurance Company	857	1237	1186	767	894	695	863	831
Refer to	* Erie Insurance Exchange	593	850	813	528	617	483	596	573
"Notes to	* Esurance Property & Casualty Ins Co	940	1508	1274	922	942	822	988	978
Rate Tables"	* Fireman's Fund Insurance Company	515	1131	946	512	469	397	738	610
	* First Liberty Insurance Corporation	631	1287	966	665	712	557	689	702
	* Foremost Insurance Company	927	1884	1391	919	888	757	987	1005
n/a = Carriers	* Garrison Property and Casualty Ins Co	492	681	643	463	478	427	481	479
that do not have	GEICO General Insurance Company	435	818	661	431	496	392	496	451
Rates	GEICO Indemnity Company	1247	2371	1858	1312	1384	1133	1384	1333
available based	Government Employees Ins. Company	435	818	661	431	496	392	496	451
on the criteria	* Harleysville Preferred Insurance Co	618	1263	475	434	456	276	429	618
in the	* Horace Mann Insurance Company	1192	2036	1564	1228	1092	1017	1322	1192
scenario, such	* IDS Property Casualty Insurance Co	820	1312	992	778	886	700	778	778
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

#### Scenario 6: Senior Citizen - Single Male Age 65

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	537	1120	830	460	664	457	575	639
Baltimore	* Liberty Mutual Fire Insurance Co	700	1431	1073	739	790	618	766	781
Suburban	Maryland Automobile Insurance Fund	2193	4274	2990	2193	2193	2193	2193	2193
area	Metropolitan Casualty Insurance Co.	603	1220	610	414	628	444	602	468
	Metropolitan Direct Property and Casualty	532	910	790	460	560	400	560	472
	Metropolitan Group Property and Casualty	532	1140	794	436	496	448	450	498
	* Mutual Benefit Insurance Company	431	996	651	415	520	479	405	533
Rates	National General Assurance Company	1230	2700	1843	1177	1231	978	1315	1342
Effective	* National Surety Corporation	432	967	804	429	392	330	624	513
as of	* Nationwide General Insurance Co.	794	1362	1104	730	726	694	801	828
1/1/2011	* Old Dominion Insurance Company	592	1354	928	586	576	480	632	640
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	436	1132	618	364	434	354	428	450
* Indicates	Penn National Insurance Company	720	1764	966	592	706	522	720	720
those companies	Progressive Select Insurance Company	1076	1917	1487	1788	1103	963	1172	1197
that consider	Progressive Specialty Insurance Co	1140	2182	1641	1186	1173	1005	1260	1291
credit scores	* Selective Ins. Co. of South Carolina	484	933	601	463	581	431	460	481
in determining	* State Automobile Mutual Insurance Co	796	1682	999	736	864	585	916	902
premiums.	* State Farm Fire & Casualty Company	707	1121	897	694	797	602	721	694
Refer to	* State Farm Mutual Automobile Ins. Co.	534	869	687	539	623	465	560	539
"Notes to	* Teachers Insurance Company	917	1814	1246	875	943	760	997	917
Rate Tables"	* Titan Indemnity Company	1471	2566	2127	1544	1443	1309	1557	1429
	Travelers Commercial Insurance Co	569	1279	775	460	513	393	539	604
	Travelers Home and Marine Insurance Co	596	1344	814	480	536	410	566	634
n/a = Carriers	* Twin City Fire Insurance Company	749	1595	1595	571	571	616	783	1074
that do not have	United Farm Family Insurance Company	796	1819	1098	799	799	672	799	799
Rates	* United Services Automobile Association	551	762	718	517	532	476	535	534
available based	* Unitrin Auto and Home Insurance Co.	594	1395	746	564	655	485	590	605
on the criteria	* Unitrin Direct Property & Casualty Co	1160	2086	1389	966	988	1150	1047	1895
in the	* USAA Casualty Insurance Company	472	646	610	444	457	411	460	458
scenario, such	* USAA General Indemnity Company	936	1296	1244	876	906	797	914	906
as an at-fault	* Victoria Fire & Casualty Company	1471	2566	2127	1544	1443	1309	1557	1429
accident.									

#### Scenario 7: Senior Citizen - Single Female Age 65

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	21st Century North America Ins Co	668	1389	1075	680	728	573	693	678
Baltimore	* Agency Insurance Company of MD, Inc.	1479	3061	2201	1474	1451	1223	1570	1583
Suburban	* Allied Property & Casualty Ins Company	785	1595	1212	756	732	677	835	908
area	* Allstate Indemnity Company	744	1424	1224	726	736	594	732	846
	* Allstate Property & Casualty Ins Co	820	1722	1306	842	910	718	852	934
	* Amco Insurance Company	822	1670	1269	792	766	709	874	951
	* American States Preferred Insurance Co	930	1731	1286	849	989	784	922	1058
Rates	* Amica Mutual Insurance Company	755	1524	869	760	760	740	760	754
Effective	Brethren Mutual Insurance Co.	419	1022	629	374	431	374	431	419
as of	* Chartis Property Casualty Company	1293	1808	1479	1379	1551	760	1379	1396
1/1/2011	* Chubb National Insurance Company	1191	1653	1530	1113	1158	973	1219	1252
	* Cincinnati Insurance Company	922	1587	1260	767	947	745	841	937
	* Cumberland Insurance Company Inc	550	1280	996	589	589	496	589	589
* Indicates	* Dairyland Insurance Company of WI	1877	4103	2720	1775	2042	1612	2143	2041
those companies	* Depositors Insurance Company	745	1554	1180	736	712	659	813	884
that consider	* Donegal Mutual Insurance Company	748	1729	875	506	564	506	692	789
credit scores	* Elephant Insurance Company	1160	2238	1721	1138	1189	1010	1230	1240
in determining	* Encompass Home/Auto Insurance Co.	770	1857	1281	810	931	725	933	964
premiums.	* Erie Insurance Company	1008	1452	1388	903	1050	824	1015	978
Refer to	* Erie Insurance Exchange	699	1003	959	628	732	575	707	677
"Notes to	* Esurance Property & Casualty Ins Co	1082	1734	1478	1066	1090	950	1144	1128
Rate Tables"	* Fireman's Fund Insurance Company	1007	1928	1673	1020	972	841	1375	1164
	* First Liberty Insurance Corporation	889	1754	1336	940	999	790	967	986
	* Foremost Insurance Company	1393	2705	2056	1397	1331	1162	1479	1496
n/a = Carriers	* Garrison Property and Casualty Ins Co	535	746	705	504	517	464	522	521
that do not have	GEICO General Insurance Company	516	978	785	514	589	467	589	537
Rates	GEICO Indemnity Company	1378	2616	2045	1456	1535	1263	1535	1471
available based	Government Employees Ins. Company	516	978	785	514	589	467	589	537
on the criteria	* Harleysville Preferred Insurance Co	874	1699	654	610	636	388	601	874
in the	* Horace Mann Insurance Company	1341	2359	1806	1375	1210	1138	1489	1341
scenario, such	* IDS Property Casualty Insurance Co	944	1496	1140	900	1020	816	898	900
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

## Scenario 7: Senior Citizen - Single Female Age 65

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	602	1264	942	513	757	509	652	722
Baltimore	* Liberty Mutual Fire Insurance Co	985	1949	1483	1044	1109	880	1076	1092
Suburban	Maryland Automobile Insurance Fund	2344	4499	3173	2344	2344	2344	2344	2344
area	Metropolitan Casualty Insurance Co.	830	1666	835	567	870	617	823	652
	Metropolitan Direct Property and Casualty	674	1162	1002	588	712	512	712	600
	Metropolitan Group Property and Casualty	674	1414	998	568	630	578	576	628
	* Mutual Benefit Insurance Company	545	1196	796	520	638	589	508	658
Rates	National General Assurance Company	1375	3012	2087	1324	1390	1099	1479	1495
Effective	* National Surety Corporation	750	1491	1283	762	712	611	1039	877
as of	* Nationwide General Insurance Co.	996	1782	1428	911	899	860	1008	1044
1/1/2011	* Old Dominion Insurance Company	768	1718	1200	764	752	628	826	834
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	488	1246	688	400	484	396	476	504
* Indicates	Penn National Insurance Company	898	2136	1192	742	882	658	898	898
those companies	Progressive Select Insurance Company	1321	2313	1826	1378	1359	1174	1439	1464
that consider	Progressive Specialty Insurance Co	1372	2573	1966	1431	1411	1202	1512	1544
credit scores	* Selective Ins. Co. of South Carolina	644	1271	808	613	783	576	610	641
in determining	* State Automobile Mutual Insurance Co	1010	2131	1255	946	1103	762	1171	1138
premiums.	* State Farm Fire & Casualty Company	988	1634	1275	1001	1151	867	1040	1001
Refer to	* State Farm Mutual Automobile Ins. Co.	762	1284	994	788	910	681	818	788
"Notes to	* Teachers Insurance Company	1038	2109	1437	985	1045	844	1124	1038
Rate Tables"	* Titan Indemnity Company	1873	3216	2766	1994	1847	1642	2023	1794
	Travelers Commercial Insurance Co	671	1512	919	543	605	461	636	715
	Travelers Home and Marine Insurance Co	703	1588	963	569	633	481	665	750
n/a = Carriers	* Twin City Fire Insurance Company	1021	2153	2153	753	753	816	1041	1421
that do not have	United Farm Family Insurance Company	998	2259	1382	1006	1006	849	1006	1006
Rates	* United Services Automobile Association	594	830	783	560	573	514	578	578
available based	* Unitrin Auto and Home Insurance Co.	654	1502	827	627	714	534	648	669
on the criteria	* Unitrin Direct Property & Casualty Co	1392	2279	1951	1381	1674	1209	1478	2005
in the	* USAA Casualty Insurance Company	511	706	668	483	494	446	498	498
scenario, such	* USAA General Indemnity Company	996	1383	1330	937	962	851	972	966
as an at-fault	* Victoria Fire & Casualty Company	1873	3216	2766	1994	1847	1642	2023	1794
accident.	- · · ·								

## Scenario 8: Family Rate with Youthful driver

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	21st Century North America Ins Co	3255	5955	4852	3252	3464	2729	3320	3249
Baltimore	* Agency Insurance Company of MD, Inc.	3692	7982	5578	3677	3620	3036	3926	4000
Suburban	* Allied Property & Casualty Ins Company	1787	3771	2831	1715	1655	1519	1905	2078
area	* Allstate Indemnity Company	2772	5136	4502	2718	2706	2222	2734	3176
	* Allstate Property & Casualty Ins Co	3076	6496	4992	3164	3442	2732	3276	3560
	* Amco Insurance Company	1871	3950	2965	1797	1734	1591	1994	2177
	* American States Preferred Insurance Co	2423	4732	3436	2185	2581	1993	2426	2787
Rates	* Amica Mutual Insurance Company	2003	4144	2288	2001	2001	1930	2001	2001
Effective	Brethren Mutual Insurance Co.	1130	2901	1773	972	1017	972	1172	1130
as of	* Chartis Property Casualty Company	3540	4895	4044	3779	4159	2040	3779	3873
1/1/2011	* Chubb National Insurance Company	4410	6153	5550	4108	4232	3532	4522	4636
	* Cincinnati Insurance Company	2545	4472	3483	2074	2578	2018	2309	2582
	* Cumberland Insurance Company Inc	1629	3779	2897	1763	1763	1447	1763	1763
* Indicates	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
those companies	* Depositors Insurance Company	1740	3674	2757	1671	1612	1479	1855	2025
that consider	* Donegal Mutual Insurance Company	4257	10769	5252	2628	3087	2628	3888	4515
credit scores	* Elephant Insurance Company	3822	7349	5663	3726	3902	3259	4059	4118
in determining	* Encompass Home/Auto Insurance Co.	1829	4438	3067	1915	2231	1708	2230	2313
premiums.	* Erie Insurance Company	3900	5678	5414	3463	4048	3115	3902	3786
Refer to	* Erie Insurance Exchange	2980	4324	4127	2658	3097	2397	2993	2890
"Notes to	* Esurance Property & Casualty Ins Co	4154	7362	5984	4052	4156	3478	4444	4408
Rate Tables"	* Fireman's Fund Insurance Company	3631	6609	5910	3699	3482	3082	4886	4212
	* First Liberty Insurance Corporation	1956	3964	2974	2077	2213	1733	2156	2190
	* Foremost Insurance Company	4270	8778	6499	4210	4127	3473	4563	4643
n/a = Carriers	* Garrison Property and Casualty Ins Co	1844	2679	2520	1726	1773	1563	1794	1805
that do not have	GEICO General Insurance Company	2062	3866	3140	2045	2358	1862	2358	2141
Rates	GEICO Indemnity Company	3958	7342	5806	4187	4378	3613	4378	4234
available based	Government Employees Ins. Company	2062	3866	3140	2045	2358	1862	2358	2141
on the criteria	* Harleysville Preferred Insurance Co	4068	7667	2981	2851	2918	1776	2757	4068
in the	* Horace Mann Insurance Company	1601	2802	2076	1645	1458	1329	1748	1601
scenario, such	* IDS Property Casualty Insurance Co	2942	4734	3574	2784	3192	2498	2798	2784
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

## Scenario 8: Family Rate with Youthful driver

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	1491	3297	2399	1255	1916	1252	1627	1850
Baltimore	* Liberty Mutual Fire Insurance Co	2159	4356	3275	2298	2440	1915	2379	2419
Suburban	Maryland Automobile Insurance Fund	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
area	Metropolitan Casualty Insurance Co.	2535	5178	2597	1731	2645	1875	2542	1985
	Metropolitan Direct Property and Casualty	2624	4556	3968	2298	2794	1990	2794	2352
	Metropolitan Group Property and Casualty	2174	3016	2538	2052	2132	2062	2068	2132
	* Mutual Benefit Insurance Company	1323	3121	2018	1278	1616	1484	1252	1647
Rates	National General Assurance Company	3861	10020	6395	3354	3627	2575	4173	4563
Effective	* National Surety Corporation	2725	5096	4544	2788	2572	2266	3708	3198
as of	* Nationwide General Insurance Co.	2475	4511	3593	2270	2253	2121	2505	2610
1/1/2011	* Old Dominion Insurance Company	2348	5152	3578	2330	2274	1936	2524	2570
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	1754	4772	2610	1406	1732	1364	1718	1804
* Indicates	Penn National Insurance Company	3486	8658	4478	2772	3414	2452	3486	3486
those companies	Progressive Select Insurance Company	3436	6744	5064	3566	3541	3000	3800	3898
that consider	Progressive Specialty Insurance Co	4357	8855	6540	4531	4533	3783	4875	5002
credit scores	* Selective Ins. Co. of South Carolina	1998	3947	2524	1907	2439	1794	1901	1992
in determining	* State Automobile Mutual Insurance Co	3400	7470	4354	3625	3888	2576	4142	3913
premiums.	* State Farm Fire & Casualty Company	3160	4890	3892	3200	3716	2723	3359	3200
Refer to	* State Farm Mutual Automobile Ins. Co.	2255	3570	2815	2333	2722	1974	2453	2333
"Notes to	* Teachers Insurance Company	1207	2480	1644	1165	1246	982	1302	1207
Rate Tables"	* Titan Indemnity Company	7010	12921	10516	7308	6798	6125	7477	6666
	Travelers Commercial Insurance Co	2184	5158	3041	1703	1940	1442	2063	2322
	Travelers Home and Marine Insurance Co	2297	5426	3198	1791	2038	1515	2164	2440
n/a = Carriers	* Twin City Fire Insurance Company	2018	4386	4386	2041	2060	1530	1487	2852
that do not have	United Farm Family Insurance Company	3008	7254	4271	2924	2924	2455	2924	2924
Rates	* United Services Automobile Association	1838	2642	2481	1721	1758	1559	1780	1793
available based	* Unitrin Auto and Home Insurance Co.	1753	4224	2225	1680	1945	1402	1758	1806
on the criteria	* Unitrin Direct Property & Casualty Co	4977	6080	4913	4928	3929	2808	3596	4290
in the	* USAA Casualty Insurance Company	1731	2484	2337	1623	1661	1475	1681	1690
scenario, such	* USAA General Indemnity Company	3606	5194	4966	3372	3467	3024	3513	3523
as an at-fault	* Victoria Fire & Casualty Company	7010	12921	10516	7308	6798	6125	7477	6666
accident.									

## Scenario 9: Family Rate, No youthful drivers

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	21st Century North America Ins Co	1384	2828	2192	1418	1505	1193	1437	1398
Baltimore	* Agency Insurance Company of MD, Inc.	2008	4304	3076	2012	2000	1677	2140	2166
Suburban	* Allied Property & Casualty Ins Company	1258	2435	1877	1209	1186	1099	1323	1425
area	* Allstate Indemnity Company	1632	3116	2656	1596	1624	1324	1602	1864
	* Allstate Property & Casualty Ins Co	1482	3070	2318	1520	1642	1314	1524	1666
	* Amco Insurance Company	1318	2551	1966	1266	1242	1151	1385	1493
	* American States Preferred Insurance Co	1076	2039	1515	994	1148	913	1076	1224
Rates	* Amica Mutual Insurance Company	1281	2541	1467	1293	1293	1267	1293	1281
Effective	Brethren Mutual Insurance Co.	983	2577	1538	840	899	840	1006	983
as of	* Chartis Property Casualty Company	2093	2905	2390	2225	2520	1216	2225	2249
1/1/2011	* Chubb National Insurance Company	2115	2854	2670	1991	2070	1771	2159	2213
	* Cincinnati Insurance Company	1878	3231	2555	1561	1908	1518	1695	1909
	* Cumberland Insurance Company Inc	1549	3742	2879	1667	1667	1395	1667	1667
* Indicates	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
those companies	* Depositors Insurance Company	1226	2372	1828	1178	1155	1071	1288	1388
that consider	* Donegal Mutual Insurance Company	2851	6908	3423	1858	2110	1858	2632	3021
credit scores	* Elephant Insurance Company	1747	3404	2602	1721	1813	1527	1857	1875
in determining	* Encompass Home/Auto Insurance Co.	1079	2466	1678	1138	1271	1039	1251	1303
premiums.	* Erie Insurance Company	2012	2926	2776	1785	2089	1624	2024	1947
Refer to	* Erie Insurance Exchange	1439	2085	1977	1282	1497	1171	1447	1390
"Notes to	* Esurance Property & Casualty Ins Co	1606	2750	2314	1582	1630	1388	1706	1684
Rate Tables"	* Fireman's Fund Insurance Company	2259	4260	3690	2264	2207	1926	3061	2586
	* First Liberty Insurance Corporation	1272	2495	1907	1336	1422	1130	1379	1399
	* Foremost Insurance Company	1519	3074	2322	1523	1476	1270	1618	1641
n/a = Carriers	* Garrison Property and Casualty Ins Co	1260	1770	1663	1177	1224	1083	1229	1226
that do not have	GEICO General Insurance Company	941	1771	1424	940	1074	854	1074	979
Rates	GEICO Indemnity Company	2470	4768	3686	2598	2756	2263	2756	2627
available based	Government Employees Ins. Company	941	1771	1424	940	1074	854	1074	979
on the criteria	* Harleysville Preferred Insurance Co	1556	3063	1182	1093	1138	698	1070	1556
in the	* Horace Mann Insurance Company	1321	2230	1705	1370	1221	1127	1468	1321
scenario, such	* IDS Property Casualty Insurance Co	1374	2108	1634	1290	1462	1184	1280	1290
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

Maryland Insurance Administration

## Scenario 9: Family Rate, No youthful drivers

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	1234	2547	1907	1057	1544	1049	1334	1471
Baltimore	* Liberty Mutual Fire Insurance Co	1410	2777	2117	1485	1577	1257	1531	1555
Suburban	Maryland Automobile Insurance Fund	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
area	Metropolitan Casualty Insurance Co.	1384	2790	1374	961	1444	1035	1350	1086
	Metropolitan Direct Property and Casualty	1534	2658	2294	1348	1628	1176	1628	1364
	Metropolitan Group Property and Casualty	1346	2102	1684	1232	1302	1248	1242	1298
	* Mutual Benefit Insurance Company	849	1906	1253	813	1017	931	794	1039
Rates	National General Assurance Company	1915	4903	3144	1669	1801	1291	2066	2255
Effective	* National Surety Corporation	1635	3215	2757	1649	1574	1357	2253	1897
as of	* Nationwide General Insurance Co.	1687	2894	2340	1558	1556	1482	1704	1757
1/1/2011	* Old Dominion Insurance Company	1092	2392	1700	1096	1082	918	1186	1204
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	1136	2912	1592	928	1130	926	1096	1168
* Indicates	Penn National Insurance Company	1814	4302	2416	1506	1780	1340	1814	1814
those companies	Progressive Select Insurance Company	1687	3300	2544	1734	1747	1479	1835	1884
that consider	Progressive Specialty Insurance Co	1966	4020	3015	2034	2049	1705	2171	2227
credit scores	* Selective Ins. Co. of South Carolina	1005	1819	1215	965	1175	910	959	999
in determining	* State Automobile Mutual Insurance Co	925	820	1112	828	947	675	995	1020
premiums.	* State Farm Fire & Casualty Company	1904	3055	2422	1878	2156	1634	1949	1878
Refer to	* State Farm Mutual Automobile Ins. Co.	1443	2373	1862	1462	1688	1267	1517	1462
"Notes to	* Teachers Insurance Company	1010	1985	1357	967	1054	847	1101	1010
Rate Tables"	* Titan Indemnity Company	3416	6050	5024	3670	3421	3132	3668	3383
	Travelers Commercial Insurance Co	982	2225	1349	792	885	676	929	1051
	Travelers Home and Marine Insurance Co	1029	2339	1416	832	929	708	975	1105
n/a = Carriers	* Twin City Fire Insurance Company	2022	3970	3970	1930	1923	1469	1610	2599
that do not have	United Farm Family Insurance Company	2303	5521	3305	2249	2249	1922	2249	2249
Rates	* United Services Automobile Association	1266	1769	1660	1183	1226	1088	1231	1228
available based	* Unitrin Auto and Home Insurance Co.	1286	2996	1611	1228	1445	1053	1283	1303
on the criteria	* Unitrin Direct Property & Casualty Co	1781	2468	2321	1653	1473	1253	1539	1947
in the	* USAA Casualty Insurance Company	1204	1676	1575	1127	1169	1040	1174	1170
scenario, such	* USAA General Indemnity Company	2290	3194	3052	2133	2224	1939	2237	2214
as an at-fault	* Victoria Fire & Casualty Company	3416	6050	5024	3670	3421	3132	3668	3383
accident.									

## Scenario 10: Family Rate, No youthful drivers

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	21st Century North America Ins Co	1322	2799	2145	1347	1441	1129	1374	1342
Baltimore	* Agency Insurance Company of MD, Inc.	1916	3931	2875	1921	1912	1611	2035	2059
Suburban	* Allied Property & Casualty Ins Company	1191	2271	1759	1144	1123	1044	1248	1342
area	* Allstate Indemnity Company	1444	2778	2348	1412	1446	1178	1416	1642
	* Allstate Property & Casualty Ins Co	1362	2812	2118	1396	1508	1208	1394	1526
	* Amco Insurance Company	1248	2379	1842	1198	1176	1094	1306	1405
	* American States Preferred Insurance Co	1122	2148	1592	1037	1201	953	1125	1279
Rates	* Amica Mutual Insurance Company	1307	2635	1492	1313	1313	1279	1313	1304
Effective	* Atlantic States Insurance Company	1171	2732	1374	789	886	789	1081	1231
as of	Brethren Mutual Insurance Co.	647	1757	1027	546	601	546	669	647
1/1/2011	* Chartis Property Casualty Company	1759	2457	2009	1878	2087	1043	1878	1909
	* Chubb National Insurance Company	2233	3032	2823	2096	2172	1853	2279	2336
	* Cincinnati Insurance Company	1620	2810	2206	1331	1627	1294	1453	1647
* Indicates	* Cumberland Insurance Company Inc	1158	2880	2239	1245	1245	1040	1245	1245
those companies	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
that consider	* Depositors Insurance Company	1160	2212	1712	1114	1093	1017	1215	1307
credit scores	* Elephant Insurance Company	1746	3399	2601	1720	1810	1524	1856	1874
in determining	* Encompass Home/Auto Insurance Co.	1143	2597	1780	1205	1346	1095	1354	1382
premiums.	* Erie Insurance Company	1691	2464	2336	1487	1749	1353	1693	1628
Refer to	* Erie Insurance Exchange	1231	1797	1699	1086	1281	998	1240	1188
"Notes to	* Esurance Property & Casualty Ins Co	1676	2792	2374	1658	1696	1456	1774	1746
Rate Tables"	* Fireman's Fund Insurance Company	2404	4467	3872	2408	2371	2071	3237	2737
	* First Liberty Insurance Corporation	1036	2076	1571	1085	1160	913	1126	1144
	* Foremost Insurance Company	1640	3310	2505	1635	1594	1360	1751	1772
n/a = Carriers	* Garrison Property and Casualty Ins Co	1221	1708	1603	1139	1191	1052	1193	1187
that do not have	GEICO General Insurance Company	810	1521	1224	806	921	735	921	841
Rates	GEICO Indemnity Company	2651	5046	3924	2799	2949	2436	2949	2822
available based	Government Employees Ins. Company	810	1521	1224	806	921	735	921	841
on the criteria	* Harleysville Preferred Insurance Co	1255	2546	969	883	926	563	867	1255
in the	* Horace Mann Insurance Company	1161	1941	1477	1198	1075	986	1279	1161
scenario, such	* IDS Property Casualty Insurance Co	1400	2156	1666	1312	1498	1200	1306	1312
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.	· ·								

## Scenario 10: Family Rate, No youthful drivers

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	1136	2336	1741	974	1405	969	1219	1346
Baltimore	* Liberty Mutual Fire Insurance Co	1147	2306	1743	1208	1288	1019	1250	1272
Suburban	Maryland Automobile Insurance Fund	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
area	Metropolitan Casualty Insurance Co.	1464	2985	1477	1011	1535	1098	1452	1155
	Metropolitan Direct Property and Casualty	1204	2070	1786	1052	1264	918	1264	1060
	Metropolitan Group Property and Casualty	1134	1824	1442	1032	1090	1046	1042	1092
	* Mutual Benefit Insurance Company	855	1949	1278	819	1027	943	802	1055
Rates	National General Assurance Company	1866	4775	3062	1626	1755	1258	2013	2197
Effective	* National Surety Corporation	1755	3387	2908	1771	1712	1477	2401	2024
as of	* Nationwide General Insurance Co.	1711	2951	2380	1581	1580	1501	1727	1785
1/1/2011	* Old Dominion Insurance Company	1166	2566	1810	1164	1150	976	1262	1286
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	984	2604	1406	822	978	814	966	1014
* Indicates	Penn National Insurance Company	2126	5086	2800	1748	2086	1550	2126	2126
those companies	Progressive Select Insurance Company	1530	2783	2189	1593	1587	1360	1666	1698
that consider	Progressive Specialty Insurance Co	1856	3563	2727	1936	1938	1623	2048	2091
credit scores	* Selective Ins. Co. of South Carolina	890	1605	1076	856	1043	808	852	886
in determining	* State Automobile Mutual Insurance Co	1796	3796	2247	1451	1981	1361	2105	2035
premiums.	* State Farm Fire & Casualty Company	1719	2696	2169	1675	1919	1456	1740	1675
Refer to	* State Farm Mutual Automobile Ins. Co.	1291	2082	1656	1295	1494	1119	1346	1295
"Notes to	* Teachers Insurance Company	883	1724	1179	853	927	742	962	883
Rate Tables"	* Titan Indemnity Company	3858	6766	5668	4134	3821	3487	4136	3762
	Travelers Commercial Insurance Co	1176	2699	1629	947	1059	801	1112	1258
	Travelers Home and Marine Insurance Co	1234	2838	1709	992	1109	839	1168	1320
n/a = Carriers	* Twin City Fire Insurance Company	2335	5165	5165	2575	2637	1940	2172	3455
that do not have	United Farm Family Insurance Company	2081	5299	3018	2035	2035	1731	2035	2035
Rates	* United Services Automobile Association	1229	1710	1604	1146	1195	1058	1197	1191
available based	* Unitrin Auto and Home Insurance Co.	1230	2902	1532	1164	1390	1006	1228	1243
on the criteria	* Unitrin Direct Property & Casualty Co	1982	3524	2447	2352	1727	1470	1803	2209
in the	* USAA Casualty Insurance Company	1170	1621	1522	1092	1140	1012	1142	1135
scenario, such	* USAA General Indemnity Company	2229	3097	2955	2072	2173	1892	2180	2151
as an at-fault	* Victoria Fire & Casualty Company	3858	6766	5668	4134	3821	3487	4136	3762
accident.									

## Scenario 11: Family Rate, No youthful drivers

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	21st Century North America Ins Co	2171	3973	3230	2185	2314	1836	2215	2157
Baltimore	* Agency Insurance Company of MD, Inc.	2033	4276	3058	2053	2012	1708	2155	2200
Suburban	* Allied Property & Casualty Ins Company	1399	2801	2137	1352	1323	1216	1484	1615
area	* Allstate Indemnity Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Allstate Property & Casualty Ins Co	2650	5464	4208	2748	2968	2366	2738	3002
	* Amco Insurance Company	1465	2934	2238	1416	1385	1274	1554	1691
	* American States Preferred Insurance Co	1807	3557	2610	1660	1941	1516	1792	2073
Rates	* Amica Mutual Insurance Company	979	2010	1130	966	966	943	966	977
Effective	Brethren Mutual Insurance Co.	898	2261	1438	809	815	809	887	898
as of	* Chartis Property Casualty Company	2512	3486	2864	2677	2981	1447	2677	2735
1/1/2011	* Chubb National Insurance Company	1958	2699	2484	1834	1897	1606	2002	2054
	Cincinnati Insurance Company	1285	2246	1766	1058	1327	1032	1181	1309
	* Cumberland Insurance Company Inc	1642	3980	2963	1768	1768	1460	1768	1768
* Indicates	* Dairyland Insurance Company of WI	3083	7224	4562	2879	3358	2595	3546	3376
those companies	* Depositors Insurance Company	1362	2728	2080	1317	1288	1184	1445	1573
that consider	* Donegal Mutual Insurance Company	2478	5882	2966	1564	1811	1564	2261	2629
credit scores	* Elephant Insurance Company	2143	4229	3201	2102	2208	1870	2272	2293
in determining	* Encompass Home/Auto Insurance Co.	1322	3343	2293	1404	1616	1245	1631	1667
premiums.	Erie Insurance Company	2585	3733	3584	2311	2685	2086	2591	2506
Refer to	Erie Insurance Exchange	1424	2055	1970	1282	1482	1163	1432	1379
"Notes to	* Esurance Property & Casualty Ins Co	2208	3818	3152	2180	2220	1898	2338	2316
Rate Tables"	* Fireman's Fund Insurance Company	1541	3122	2671	1530	1457	1249	2149	1782
	* First Liberty Insurance Corporation	1672	3450	2577	1772	1890	1472	1836	1870
	* Foremost Insurance Company	2531	5260	3950	2521	2472	2095	2701	2742
n/a = Carriers	* Garrison Property and Casualty Ins Co	1658	2319	2179	1549	1603	1425	1612	1602
that do not have	GEICO General Insurance Company	577	1065	871	575	657	522	657	601
Rates	GEICO Indemnity Company	1642	3092	2436	1740	1823	1501	1823	1762
available based	Government Employees Ins. Company	577	1065	871	575	657	522	657	601
on the criteria	* Harleysville Preferred Insurance Co	1894	3653	1400	1324	1362	821	1285	1894
in the	* Horace Mann Insurance Company	1119	1827	1428	1153	1048	962	1245	1119
scenario, such	* IDS Property Casualty Insurance Co	1558	2540	1894	1494	1736	1348	1486	1494
as an at-fault accident.	Interstate Auto Insurance Company	3795	7979	4908	3575	3252	3252	3268	4361

## Scenario 11: Family Rate, No youthful drivers

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	1267	2772	2055	1068	1622	1049	1387	1538
Baltimore	* Liberty Mutual Fire Insurance Co	1853	3833	2864	1967	2101	1640	2040	2077
Suburban	Maryland Automobile Insurance Fund	3528	6564	4704	3528	3528	3528	3528	3528
area	Metropolitan Casualty Insurance Co.	1853	3811	1898	1292	1944	1389	1858	1462
	Metropolitan Direct Property and Casualty	1634	2826	2474	1430	1746	1232	1746	1474
	Metropolitan Group Property and Casualty	1554	2476	1956	1416	1506	1432	1438	1502
	Mutual Benefit Insurance Company	1258	2864	1874	1205	1507	1384	1183	1539
Rates	National General Assurance Company	1584	4034	2592	1383	1491	1072	1708	1863
Effective	* National Surety Corporation	1172	2475	2097	1167	1091	923	1662	1371
as of	* Nationwide General Insurance Co.	1744	3073	2477	1607	1608	1517	1754	1824
1/1/2011	* Old Dominion Insurance Company	1872	4174	2910	1888	1838	1578	2012	2052
	Paramount Insurance Company	2960	6652	4116	2960	2397	2962	2928	2960
	* Peninsula Insurance Company	2166	5664	3170	1682	2132	1640	2108	2256
* Indicates	Penn National Insurance Company	1672	3954	2138	1380	1640	1206	1672	1672
those companies	Progressive Select Insurance Company	2499	3632	2823	2145	2113	1841	2232	2288
that consider	Progressive Specialty Insurance Co	2245	4118	3163	2356	2321	1984	2463	2524
credit scores	* Selective Ins. Co. of South Carolina	899	1809	1140	853	1095	800	848	894
in determining	* State Automobile Mutual Insurance Co	1097	2413	1392	1036	1225	778	1298	1247
premiums.	* State Farm Fire & Casualty Company	1533	2625	2026	1604	1872	1370	1676	1604
Refer to	* State Farm Mutual Automobile Ins. Co.	1213	2096	1611	1284	1502	1096	1339	1284
"Notes to	* Teachers Insurance Company	849	1611	1139	818	899	713	937	849
Rate Tables"	* Titan Indemnity Company	3646	6532	5390	3926	3637	3264	3872	3655
	Travelers Commercial Insurance Co	1172	2689	1612	954	1067	810	1115	1254
	Travelers Home and Marine Insurance Co	1228	2827	1691	1000	1117	847	1169	1318
n/a = Carriers	* Twin City Fire Insurance Company	2865	6890	6890	3297	3492	2492	2456	4658
that do not have	United Farm Family Insurance Company	1693	3892	2379	1649	1649	1398	1649	1649
Rates	* United Services Automobile Association	1433	1992	1871	1339	1389	1234	1394	1384
available based	* Unitrin Auto and Home Insurance Co.	1226	2985	1546	1147	1368	954	1224	1265
on the criteria	* Unitrin Direct Property & Casualty Co	1927	3539	2713	2108	1948	1686	2034	2006
in the	* USAA Casualty Insurance Company	1580	2186	2054	1478	1525	1364	1534	1523
scenario, such	* USAA General Indemnity Company	2038	2765	2645	1910	1980	1757	1986	1963
as an at-fault	* Victoria Fire & Casualty Company	3646	6532	5390	3926	3637	3264	3872	3655
accident.									

## Scenario 12: Family Rate, No youthful drivers

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	21st Century North America Ins Co	5005	8617	7119	5143	5334	4362	5134	4936
Baltimore	* Agency Insurance Company of MD, Inc.	4243	8404	6318	4301	4271	3645	4517	4529
Suburban	* Allied Property & Casualty Ins Company	2459	5323	3962	2352	2317	2086	2633	2895
area	* Allstate Indemnity Company	3548	6336	5492	3514	3612	3014	3472	4020
	* Allstate Property & Casualty Ins Co	4080	7962	6232	4310	4612	3758	4170	4552
	* Amco Insurance Company	2575	5574	4149	2463	2426	2185	2756	3033
	* American States Preferred Insurance Co	2922	5666	4233	2724	3172	2516	2904	3350
Rates	* Amica Mutual Insurance Company	3027	5896	3525	3081	3081	3040	3081	3028
Effective	Brethren Mutual Insurance Co.	1602	3798	2378	1481	1454	1481	1604	1602
as of	* Chartis Property Casualty Company	4533	6197	5176	4812	5606	2537	4812	4811
1/1/2011	* Chubb National Insurance Company	3592	4953	4480	3353	3506	2924	3678	3763
	* Cincinnati Insurance Company	2436	4117	3320	2079	2554	2022	2240	2479
	* Cumberland Insurance Company Inc	3141	7021	5297	3357	3357	2844	3357	3357
* Indicates	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
those companies	* Depositors Insurance Company	2395	5185	3858	2291	2256	2031	2564	2821
that consider	* Donegal Mutual Insurance Company	7947	17933	9102	5343	5784	5343	7330	8403
credit scores	* Elephant Insurance Company	6039	11159	8730	6030	6278	5341	6389	6454
in determining	* Encompass Home/Auto Insurance Co.	1650	4111	2812	1784	2027	1577	2046	2081
premiums.	* Erie Insurance Company	5983	8462	8130	5451	6320	5029	6078	5811
Refer to	* Erie Insurance Exchange	3279	4636	4447	3013	3475	2787	3350	3186
"Notes to	* Esurance Property & Casualty Ins Co	3334	5674	4784	3304	3372	2866	3548	3494
Rate Tables"	* Fireman's Fund Insurance Company	3893	6841	6047	3891	3887	3437	5141	4377
	* First Liberty Insurance Corporation	4697	8843	6872	5012	5265	4230	5108	5175
	* Foremost Insurance Company	3565	7230	5531	3545	3487	2958	3810	3844
n/a = Carriers	* Garrison Property and Casualty Ins Co	2270	3184	2974	2103	2225	1951	2216	2188
that do not have	GEICO General Insurance Company	1651	3018	2426	1684	1878	1537	1878	1731
Rates	GEICO Indemnity Company	3373	6216	4891	3603	3745	3149	3745	3592
available based	Government Employees Ins. Company	1651	3018	2426	1684	1878	1537	1878	1731
on the criteria	* Harleysville Preferred Insurance Co	3886	6119	2447	2335	2425	1503	2294	3386
in the	* Horace Mann Insurance Company	3686	5870	4647	3833	3503	3264	4232	3686
scenario, such	* IDS Property Casualty Insurance Co	1980	3154	2390	1894	2182	1724	1880	1894
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

## Scenario 12: Family Rate, No youthful drivers

	Insurance Company	21401 Anne Arundel	21218 Baltimore City	21117 Baltimore County	21157 Carroll	21921 Cecil	21701 Frederick	21014 Harford	21044 Howard
Greater	* Keystone Insurance Company	2301	5127	3834	1921	3086	1894	2600	2871
Baltimore	* Liberty Mutual Fire Insurance Co	5214	9827	7624	5560	5842	4699	5677	5751
Suburban	Maryland Automobile Insurance Fund	6063	10945	7973	6063	6063	6063	6063	6063
area	Metropolitan Casualty Insurance Co.	5495	10612	5317	3777	5755	4139	5285	4269
	Metropolitan Direct Property and Casualty	5316	9134	7890	4750	5632	4120	5632	4730
	Metropolitan Group Property and Casualty	5076	8288	6588	4648	4886	4728	4636	4816
	* Mutual Benefit Insurance Company	2527	5328	3602	2392	2913	2679	2324	2996
Rates	National General Assurance Company	2500	6441	4121	2175	2350	1677	2699	2949
Effective	* National Surety Corporation	2698	4918	4314	2724	2663	2326	3620	3078
as of	* Nationwide General Insurance Co.	3072	5701	4514	2794	2802	2625	3097	3221
1/1/2011	* Old Dominion Insurance Company	3534	7112	5270	3556	3446	3000	3790	3796
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	5344	12406	6816	3886	5378	3884	5020	5692
* Indicates	Penn National Insurance Company	2266	5062	2886	1874	2224	1664	2266	2266
those companies	Progressive Select Insurance Company	4464	8616	6697	4622	4632	3898	4868	4981
that consider	Progressive Specialty Insurance Co	4816	9543	7279	5009	5011	4172	5301	5422
credit scores	* Selective Ins. Co. of South Carolina	2243	4333	2774	2145	2681	1990	2124	2222
in determining	* State Automobile Mutual Insurance Co	3678	8085	4666	3617	4241	2887	4547	4200
premiums.	* State Farm Fire & Casualty Company	6250	10668	8243	6662	7717	5739	6904	6662
Refer to	* State Farm Mutual Automobile Ins. Co.	4255	7317	5634	4564	5301	3931	4728	4564
"Notes to	* Teachers Insurance Company	2767	5233	3687	2639	3051	2418	3137	2767
Rate Tables"	* Titan Indemnity Company	4750	8887	7207	5187	4796	4398	5122	4818
	Travelers Commercial Insurance Co	3145	7218	4340	2532	2829	2136	2968	3374
	Travelers Home and Marine Insurance Co	3299	7588	4563	2660	2970	2241	3115	3543
n/a = Carriers	* Twin City Fire Insurance Company	5696	12811	12811	6139	6239	4550	5008	8475
that do not have	United Farm Family Insurance Company	2092	5176	2994	2045	2045	1736	2045	2045
Rates	* United Services Automobile Association	2241	3144	2935	2073	2201	1923	2188	2156
available based	* Unitrin Auto and Home Insurance Co.	4257	9283	5485	4207	4551	3400	4189	4432
on the criteria	* Unitrin Direct Property & Casualty Co	2550	3986	3345	2514	2587	2018	2453	2426
in the	* USAA Casualty Insurance Company	2173	3023	2824	2015	2128	1874	2119	2091
scenario, such	* USAA General Indemnity Company	3137	4277	4053	2906	3088	2696	3069	3002
as an at-fault	* Victoria Fire & Casualty Company	4750	8887	7207	5187	4796	4398	5122	4818
accident.									

## Scenario 1: Young Single Male, Age 23

		21629	21613	21620	21617	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Queen Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	3265	3265	3265	3265	3265	3265	3265	3265
Shore	* Agency Insurance Company of MD, Inc.	1867	1867	1867	1867	1867	1867	2032	1867
(w/o Cecil)	* Allied Property & Casualty Ins Company	1105	1091	1128	1128	1098	1105	1089	1081
	* Allstate Indemnity Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Allstate Property & Casualty Ins Co	2658	2658	2564	2564	2658	2564	2658	2658
	* Amco Insurance Company	1157	1143	1181	1181	1150	1157	1140	1132
	* American States Preferred Insurance Co	2041	2041	2041	2041	2130	2041	2215	2066
Rates	* Amica Mutual Insurance Company	1343	1343	1343	1343	1343	1343	1343	1343
Effective	Brethren Mutual Insurance Co.	1309	1195	1309	1309	1195	1195	1195	1195
as of	* Chartis Property Casualty Company	2743	2743	2743	2743	2743	2743	2743	3136
1/1/2011	* Chubb National Insurance Company	2266	2266	2266	2266	2085	2266	2271	2147
	Cincinnati Insurance Company	1696	1705	1639	1711	1692	1654	1658	1610
	* Cumberland Insurance Company Inc	1821	1821	1821	1821	1821	1821	1821	1821
* Indicates	* Dairyland Insurance Company of WI	2774	3774	2750	2750	2774	2750	2802	2802
those companies	* Depositors Insurance Company	1076	1063	1098	1098	1069	1076	1060	1052
that consider	* Donegal Mutual Insurance Company	2005	2005	2005	2005	2005	2005	2005	2005
credit scores	* Elephant Insurance Company	1931	1943	1931	1931	1943	1931	2004	1943
in determining	* Encompass Home/Auto Insurance Co.	1368	1368	1368	1368	1368	1368	1368	1368
premiums.	Erie Insurance Company	2458	2458	2458	2458	2458	2458	2458	2458
Refer to	Erie Insurance Exchange	1541	1541	1541	1541	1541	1541	1541	1541
"Notes to	* Esurance Property & Casualty Ins Co	1914	1914	1914	1914	1914	1914	2058	1914
Rate Tables"	* Fireman's Fund Insurance Company	2417	2417	2569	2569	2417	2569	2417	2417
	* First Liberty Insurance Corporation	1574	1574	1653	1653	1574	1653	1574	1574
	* Foremost Insurance Company	2179	2179	2179	2179	2179	2179	2464	2179
n/a = Carriers	* Garrison Property and Casualty Ins Co	1165	1165	1165	1165	1289	1165	1289	1289
that do not have	GEICO General Insurance Company	690	755	690	690	755	690	755	755
Rates	GEICO Indemnity Company	1571	1731	1571	1571	1731	1571	1731	1731
available based	Government Employees Ins. Company	690	755	690	690	755	690	755	755
on the criteria	* Harleysville Preferred Insurance Co	1868	1868	1868	1868	1868	1868	1868	1868
in the	* Horace Mann Insurance Company	1720	1720	1720	1720	1720	1720	1720	1720
scenario, such	* IDS Property Casualty Insurance Co	1812	1862	1812	1812	1862	1812	1862	1862
as an at-fault	Interstate Auto Insurance Company	2423	2423	2423	2423	2423	2423	2813	2423
accident.									

## Scenario 1: Young Single Male, Age 23

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	1958	2179	1308	1787	1863	1268	1612	1341
Shore	* Liberty Mutual Fire Insurance Co	1750	1750	1833	1833	1750	1833	1750	1750
(w/o Cecil)	Maryland Automobile Insurance Fund	2071	2071	2071	2071	2071	2071	2071	2071
	Metropolitan Casualty Insurance Co.	1868	1868	1868	1868	1868	1868	1868	1868
	Metropolitan Direct Property and Casualty	1972	1972	1972	1972	1972	1972	1972	1972
	Metropolitan Group Property and Casualty	2160	2160	2160	2160	2160	2160	2160	2160
	Mutual Benefit Insurance Company	1559	1596	1964	1538	1617	1538	1783	1720
Rates	National General Assurance Company	1427	1427	1427	1427	1427	1427	1525	1427
Effective	* National Surety Corporation	1735	1735	1834	1834	1735	1834	1735	1735
as of	* Nationwide General Insurance Co.	1294	1306	1397	1397	1324	1294	1299	1245
1/1/2011	* Old Dominion Insurance Company	1708	1708	1708	1708	1708	1708	1888	1708
	Paramount Insurance Company	3030	3030	3030	3030	3021	3030	3021	3021
	* Peninsula Insurance Company	1568	1616	1568	1568	1990	1568	1906	1846
* Indicates	Penn National Insurance Company	1788	1788	1822	1822	1788	1788	1788	1788
those companies	Progressive Select Insurance Company	2219	2219	2219	2219	2219	2219	2359	2219
that consider	Progressive Specialty Insurance Co	2364	2364	2364	2364	2364	2364	2524	2364
credit scores	* Selective Ins. Co. of South Carolina	1406	1367	1196	1178	1284	1074	1198	1223
in determining	* State Automobile Mutual Insurance Co	1990	1990	1990	1990	1990	1990	1990	1990
premiums.	* State Farm Fire & Casualty Company	1912	2002	1912	1912	2002	1912	2002	2002
Refer to	* State Farm Mutual Automobile Ins. Co.	1547	1618	1547	1547	1618	1547	1618	1618
"Notes to	* Teachers Insurance Company	1347	1347	1347	1347	1347	1347	1347	1347
Rate Tables"	* Titan Indemnity Company	2639	3045	3053	3053	2809	2639	2681	2638
	Travelers Commercial Insurance Co	1484	1495	1251	1268	1330	1182	1401	1393
	Travelers Home and Marine Insurance Co	1557	1569	1311	1330	1395	1241	1471	1463
n/a = Carriers	* Twin City Fire Insurance Company	2082	2372	4171	2800	3082	3036	3706	4131
that do not have	United Farm Family Insurance Company	1366	1366	1366	1366	1366	1366	1366	1366
Rates	* United Services Automobile Association	970	970	970	970	1067	970	1067	1067
available based	* Unitrin Auto and Home Insurance Co.	1716	1716	1705	1716	1739	1716	1739	1739
on the criteria	* Unitrin Direct Property & Casualty Co	1618	1618	2146	2146	2146	2146	2320	2146
in the	* USAA Casualty Insurance Company	1115	1115	1115	1115	1227	1115	1227	1227
scenario, such	* USAA General Indemnity Company	1486	1486	1486	1486	1611	1486	1611	1611
as an at-fault	* Victoria Fire & Casualty Company	2639	3045	3053	3053	2809	2639	2681	2638
accident.									

## Scenario 2: Young Single Female, Age 23

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	3141	3141	3141	3141	3141	3141	3141	3141
Shore	* Agency Insurance Company of MD, Inc.	2060	2060	2060	2060	2060	2060	2279	2060
(w/o Cecil)	* Allied Property & Casualty Ins Company	1137	1124	1161	1161	1132	1137	1124	1114
	* Allstate Indemnity Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Allstate Property & Casualty Ins Co	2614	2614	2490	2490	2614	2490	2614	2614
	* Amco Insurance Company	1190	1177	1216	1216	1185	1190	1177	1166
	* American States Preferred Insurance Co	2637	2637	2637	2637	2757	2637	2859	2675
Rates	* Amica Mutual Insurance Company	1371	1371	1371	1371	1371	1371	1371	1371
Effective	Brethren Mutual Insurance Co.	1251	1139	1251	1251	1139	1139	1139	1139
as of	* Chartis Property Casualty Company	3162	3162	3162	3162	3162	3162	3162	3600
1/1/2011	* Chubb National Insurance Company	2272	2272	2272	2272	2078	2272	2274	2159
	Cincinnati Insurance Company	1545	1554	1492	1559	1544	1506	1509	1468
	* Cumberland Insurance Company Inc	1828	1828	1828	1828	1828	1828	1828	1828
* Indicates	* Dairyland Insurance Company of WI	2968	2968	2939	2939	2968	2939	2994	2994
those companies	* Depositors Insurance Company	1107	1094	1131	1131	1102	1107	1094	1085
that consider	* Donegal Mutual Insurance Company	1771	1771	1771	1771	1771	1771	1771	1771
credit scores	* Elephant Insurance Company	1968	1981	1968	1968	1981	1968	2053	1981
in determining	* Encompass Home/Auto Insurance Co.	1749	1749	1749	1749	1749	1749	1749	1749
premiums.	Erie Insurance Company	2411	2411	2411	2411	2411	2411	2411	2411
Refer to	Erie Insurance Exchange	1437	1437	1437	1437	1437	1437	1437	1437
"Notes to	* Esurance Property & Casualty Ins Co	2132	2132	2132	2132	2132	2132	2306	2132
Rate Tables"	* Fireman's Fund Insurance Company	2360	2360	2503	2503	2360	2503	2360	2360
	* First Liberty Insurance Corporation	1629	1629	1706	1706	1629	1706	1629	1629
	* Foremost Insurance Company	1941	1941	1941	1941	1941	1941	2186	1941
n/a = Carriers	* Garrison Property and Casualty Ins Co	1229	1229	1229	1229	1377	1229	1377	1377
that do not have	GEICO General Insurance Company	755	824	755	755	824	755	824	824
Rates	GEICO Indemnity Company	1620	1781	1620	1620	1781	1620	1781	1781
available based	Government Employees Ins. Company	755	824	755	755	824	755	824	824
on the criteria	* Harleysville Preferred Insurance Co	1674	1674	1674	1674	1674	1674	1674	1674
in the	* Horace Mann Insurance Company	1871	1871	1871	1871	1871	1871	1871	1871
scenario, such	* IDS Property Casualty Insurance Co	2042	2100	2042	2042	2100	2042	2100	2100
as an at-fault	Interstate Auto Insurance Company	2639	2639	2639	2639	2639	2639	3004	2639
accident.									

Maryland Insurance Administration

## Scenario 2: Young Single Female, Age 23

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	1260	1397	870	1164	1213	841	1047	886
Shore	* Liberty Mutual Fire Insurance Co	1807	1807	1893	1893	1807	1893	1807	1807
(w/o Cecil)	Maryland Automobile Insurance Fund	1517	1517	1517	1517	1517	1517	1517	1517
	Metropolitan Casualty Insurance Co.	2477	2477	2477	2477	2477	2477	2477	2477
	Metropolitan Direct Property and Casualty	2010	2010	2010	2010	2010	2010	2010	2010
	Metropolitan Group Property and Casualty	2218	2218	2218	2218	2218	2218	2218	2218
	Mutual Benefit Insurance Company	1687	1722	2139	1664	1762	1664	1944	1877
Rates	National General Assurance Company	1573	1573	1573	1573	1573	1573	1710	1573
Effective	* National Surety Corporation	1741	1735	1838	1838	1741	1838	1741	1741
as of	* Nationwide General Insurance Co.	1361	1375	1471	1471	1395	1361	1369	1310
1/1/2011	* Old Dominion Insurance Company	2174	2174	2174	2174	2174	2174	2416	2174
	Paramount Insurance Company	1715	1715	1715	1715	1712	1715	1712	1712
	* Peninsula Insurance Company	1552	1594	1552	1552	1948	1552	1862	1806
* Indicates	Penn National Insurance Company	1992	1992	2034	2034	1992	1992	1992	1992
those companies	Progressive Select Insurance Company	2426	2426	2426	2426	2426	2426	2613	2426
that consider	Progressive Specialty Insurance Co	2471	2471	2471	2471	2471	2471	2677	2471
credit scores	* Selective Ins. Co. of South Carolina	1430	1432	1233	1206	1315	1096	1215	1252
in determining	* State Automobile Mutual Insurance Co	2443	2443	2443	2443	2443	2443	2443	2443
premiums.	* State Farm Fire & Casualty Company	2203	2303	2203	2203	2303	2203	2303	2303
Refer to	* State Farm Mutual Automobile Ins. Co.	1546	1617	1546	1546	1617	1546	1617	1617
"Notes to	* Teachers Insurance Company	1470	1470	1470	1470	1470	1470	1470	1470
Rate Tables"	* Titan Indemnity Company	2706	3077	3117	3117	2873	2706	2783	2678
	Travelers Commercial Insurance Co	1355	1365	1145	1152	1211	1079	1283	1275
	Travelers Home and Marine Insurance Co	1420	1431	1200	1209	1271	1132	1347	1336
n/a = Carriers	* Twin City Fire Insurance Company	2802	3205	5640	3787	4162	4096	5001	5574
that do not have	United Farm Family Insurance Company	1477	1477	1477	1477	1477	1477	1477	1477
Rates	* United Services Automobile Association	1020	1020	1020	1020	1137	1020	1137	1137
available based	* Unitrin Auto and Home Insurance Co.	1597	1597	1588	1597	1606	1597	1606	1606
on the criteria	* Unitrin Direct Property & Casualty Co	2454	2454	2153	1831	1831	1831	1956	1831
in the	* USAA Casualty Insurance Company	1172	1172	1172	1172	1307	1172	1307	1307
scenario, such	* USAA General Indemnity Company	1543	1543	1543	1543	1697	1543	1697	1697
as an at-fault	* Victoria Fire & Casualty Company	2706	3077	3117	3117	2873	2706	2783	2678
accident.									

## Scenario 3: Young Single Male, Age 30

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	1220	1220	1220	1220	1220	1220	1220	1220
Shore	* Agency Insurance Company of MD, Inc.	1645	1645	1645	1645	1645	1645	1775	1645
(w/o Cecil)	* Allied Property & Casualty Ins Company	809	799	822	822	803	809	796	792
	* Allstate Indemnity Company	1256	1256	1392	1392	1256	1392	1256	1256
	* Allstate Property & Casualty Ins Co	1424	1424	1388	1388	1424	1388	1424	1424
	* Amco Insurance Company	847	837	861	861	840	847	833	829
	* American States Preferred Insurance Co	1146	1146	1146	1146	1203	1146	1233	1168
Rates	* Amica Mutual Insurance Company	764	764	764	764	764	764	764	764
Effective	* Atlantic States Insurance Company	905	905	905	905	905	905	905	905
as of	Brethren Mutual Insurance Co.	563	509	563	563	509	509	509	509
1/1/2011	* Chartis Property Casualty Company	1519	1519	1519	1519	1519	1519	1519	1733
	* Chubb National Insurance Company	1423	1423	1423	1423	1320	1423	1427	1353
	Cincinnati Insurance Company	995	999	962	1004	993	971	973	942
* Indicates	* Cumberland Insurance Company Inc	804	804	804	804	804	804	804	804
those companies	* Dairyland Insurance Company of WI	2179	2179	2155	2155	2179	2155	2190	2190
that consider	* Depositors Insurance Company	787	778	801	801	782	787	775	771
credit scores	* Elephant Insurance Company	1836	1844	1836	1836	1844	1836	1884	1844
in determining	* Encompass Home/Auto Insurance Co.	869	869	869	869	869	869	869	869
premiums.	Erie Insurance Company	1476	1476	1476	1476	1476	1476	1476	1476
Refer to	Erie Insurance Exchange	937	937	937	937	937	937	937	937
"Notes to	* Esurance Property & Casualty Ins Co	1500	1500	1500	1500	1500	1500	1594	1500
Rate Tables"	* Fireman's Fund Insurance Company	1736	1736	1849	1849	1736	1849	1736	1736
	* First Liberty Insurance Corporation	1153	1153	1207	1207	1153	1207	1153	1153
	* Foremost Insurance Company	1070	1070	1070	1070	1070	1070	1184	1070
n/a = Carriers	* Garrison Property and Casualty Ins Co	890	890	890	890	990	890	990	990
that do not have	GEICO General Insurance Company	549	597	549	549	597	549	597	597
Rates	GEICO Indemnity Company	1600	1748	1600	1600	1748	1600	1748	1748
available based	Government Employees Ins. Company	549	597	549	549	597	549	597	597
on the criteria	* Harleysville Preferred Insurance Co	1104	1104	1104	1104	1104	1104	1104	1104
in the	* Horace Mann Insurance Company	1483	1483	1483	1483	1483	1483	1483	1483
scenario, such	* IDS Property Casualty Insurance Co	1048	1072	1048	1048	1072	1048	1072	1072
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

## Scenario 3: Young Single Male, Age 30

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	1184	1291	820	1096	1133	804	974	843
Shore	* Liberty Mutual Fire Insurance Co	1281	1281	1342	1342	1281	1342	1281	1281
(w/o Cecil)	Maryland Automobile Insurance Fund	1682	1682	1682	1682	1682	1682	1682	1682
	Metropolitan Casualty Insurance Co.	1320	1320	1320	1320	1320	1320	1320	1320
	Metropolitan Direct Property and Casualty	1342	1342	1342	1342	1342	1342	1342	1342
	Metropolitan Group Property and Casualty	1204	1204	1204	1204	1204	1204	1204	1204
	Mutual Benefit Insurance Company	945	954	1212	929	996	929	1102	1067
Rates	National General Assurance Company	1481	1481	1481	1481	1481	1481	1581	1481
Effective	* National Surety Corporation	1225	1225	1297	1297	1225	1297	1225	1225
as of	* Nationwide General Insurance Co.	896	902	948	948	914	896	894	870
1/1/2011	* Old Dominion Insurance Company	1086	1086	1086	1086	1086	1086	1188	1086
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	586	596	586	586	708	586	686	666
* Indicates	Penn National Insurance Company	956	956	974	974	956	956	956	956
those companies	Progressive Select Insurance Company	1611	1611	1611	1611	1611	1611	1687	1611
that consider	Progressive Specialty Insurance Co	1535	1535	1535	1535	1535	1535	1633	1535
credit scores	* Selective Ins. Co. of South Carolina	945	936	823	808	872	741	814	834
in determining	* State Automobile Mutual Insurance Co	1366	1366	1366	1366	1366	1366	1366	1366
premiums.	* State Farm Fire & Casualty Company	1171	1218	1171	1171	1218	1171	1218	1218
Refer to	* State Farm Mutual Automobile Ins. Co.	933	970	933	933	970	933	970	970
"Notes to	* Teachers Insurance Company	1176	1176	1176	1176	1176	1176	1176	1176
Rate Tables"	* Titan Indemnity Company	2153	2473	2459	2459	2277	2153	2173	2151
	Travelers Commercial Insurance Co	748	755	636	648	675	603	707	704
	Travelers Home and Marine Insurance Co	783	788	666	677	708	630	740	736
n/a = Carriers	* Twin City Fire Insurance Company	1645	1852	3000	2137	2284	2237	2679	2966
that do not have	United Farm Family Insurance Company	1189	1189	1189	1189	1189	1189	1189	1189
Rates	* United Services Automobile Association	766	766	766	766	849	766	849	849
available based	* Unitrin Auto and Home Insurance Co.	1224	1224	1203	1224	1221	1224	1221	1221
on the criteria	* Unitrin Direct Property & Casualty Co	1404	1404	1804	1404	1404	1404	1907	1404
in the	* USAA Casualty Insurance Company	855	855	855	855	947	855	947	947
scenario, such	* USAA General Indemnity Company	1164	1164	1164	1164	1292	1164	1292	1292
as an at-fault	* Victoria Fire & Casualty Company	2153	2473	2459	2459	2277	2153	2173	2151
accident.									

## Scenario 4: Young Single Female, Age 30

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	817	817	817	817	817	817	817	817
Shore	* Agency Insurance Company of MD, Inc.	1222	1222	1222	1222	1222	1222	1310	1222
(w/o Cecil)	* Allied Property & Casualty Ins Company	671	664	685	685	668	671	665	660
	* Allstate Indemnity Company	896	896	994	994	896	994	896	896
	* Allstate Property & Casualty Ins Co	980	980	956	956	980	956	980	980
	* Amco Insurance Company	703	696	717	717	700	703	696	691
	* American States Preferred Insurance Co	768	768	768	768	804	768	825	780
Rates	* Amica Mutual Insurance Company	781	781	781	781	781	781	781	781
Effective	* Atlantic States Insurance Company	603	603	603	603	603	603	603	603
as of	Brethren Mutual Insurance Co.	647	583	647	647	583	583	583	583
1/1/2011	* Chartis Property Casualty Company	1342	1342	1342	1342	1342	1342	1342	1521
	* Chubb National Insurance Company	1267	1267	1267	1267	1171	1267	1271	1211
	* Cincinnati Insurance Company	1002	1004	966	1009	999	977	979	951
* Indicates	* Cumberland Insurance Company Inc	717	717	717	717	717	717	717	717
those companies	* Dairyland Insurance Company of WI	2111	2111	2080	2080	2111	2080	2114	2114
that consider	* Depositors Insurance Company	654	647	667	667	651	654	647	643
credit scores	* Elephant Insurance Company	1041	1044	1041	1041	1044	1041	1073	1044
in determining	* Encompass Home/Auto Insurance Co.	715	715	715	715	715	715	715	715
premiums.	* Erie Insurance Company	990	990	990	990	990	990	990	990
Refer to	* Erie Insurance Exchange	796	796	796	796	796	796	796	796
"Notes to	* Esurance Property & Casualty Ins Co	1090	1090	1090	1090	1090	1090	1162	1090
Rate Tables"	* Fireman's Fund Insurance Company	1315	1315	1400	1400	1315	1400	1315	1315
	* First Liberty Insurance Corporation	806	806	845	845	806	845	806	806
	* Foremost Insurance Company	850	850	850	850	850	850	926	850
n/a = Carriers	* Garrison Property and Casualty Ins Co	605	605	605	605	675	605	675	675
that do not have	GEICO General Insurance Company	564	612	564	564	612	564	612	612
Rates	GEICO Indemnity Company	1595	1734	1595	1595	1734	1595	1734	1734
available based	Government Employees Ins. Company	564	612	564	564	612	564	612	612
on the criteria	* Harleysville Preferred Insurance Co	802	802	802	802	802	802	802	802
in the	* Horace Mann Insurance Company	1387	1387	1387	1387	1387	1387	1387	1387
scenario, such	* IDS Property Casualty Insurance Co	846	864	846	846	864	846	864	864
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

## Scenario 4: Young Single Female, Age 30

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	920	995	649	855	876	642	758	668
Shore	* Liberty Mutual Fire Insurance Co	894	894	938	938	894	938	894	894
(w/o Cecil)	Maryland Automobile Insurance Fund	2089	2089	2089	2089	2089	2089	2089	2089
	Metropolitan Casualty Insurance Co.	816	816	816	816	816	816	816	816
	Metropolitan Direct Property and Casualty	784	784	784	784	784	784	784	784
	Metropolitan Group Property and Casualty	772	772	772	772	772	772	772	772
	* Mutual Benefit Insurance Company	657	671	829	648	684	648	756	730
Rates	National General Assurance Company	1046	1046	1046	1046	1046	1046	1106	1046
Effective	* National Surety Corporation	950	950	1006	1006	950	1006	950	950
as of	* Nationwide General Insurance Co.	754	759	801	801	770	754	761	736
1/1/2011	* Old Dominion Insurance Company	722	722	722	722	722	722	790	722
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	454	462	454	454	536	454	518	508
* Indicates	Penn National Insurance Company	1016	1016	1038	1038	1016	1016	1016	1016
those companies	Progressive Select Insurance Company	1229	1229	1229	1229	1229	1229	1291	1229
that consider	Progressive Specialty Insurance Co	1187	1187	1187	1187	1187	1187	1265	1187
credit scores	* Selective Ins. Co. of South Carolina	748	733	646	636	691	588	645	658
in determining	* State Automobile Mutual Insurance Co	933	933	933	933	933	933	933	933
premiums.	* State Farm Fire & Casualty Company	938	977	938	938	977	938	977	977
Refer to	* State Farm Mutual Automobile Ins. Co.	741	772	741	741	772	741	772	772
"Notes to	* Teachers Insurance Company	1105	1105	1105	1105	1105	1105	1105	1105
Rate Tables"	* Titan Indemnity Company	1531	1726	1738	1738	1613	1531	1576	1517
	Travelers Commercial Insurance Co	560	566	479	482	505	455	533	531
	Travelers Home and Marine Insurance Co	587	594	502	504	528	475	558	554
n/a = Carriers	* Twin City Fire Insurance Company	845	947	1462	1068	1135	1110	1309	1439
that do not have	United Farm Family Insurance Company	1320	1320	1320	1320	1320	1320	1320	1320
Rates	* United Services Automobile Association	630	630	630	630	702	630	702	702
available based	* Unitrin Auto and Home Insurance Co.	799	799	787	799	794	799	794	794
on the criteria	* Unitrin Direct Property & Casualty Co	903	1579	903	903	903	903	955	903
in the	* USAA Casualty Insurance Company	584	584	584	584	649	584	649	649
scenario, such	* USAA General Indemnity Company	1086	1086	1086	1086	1229	1086	1229	1229
as an at-fault	* Victoria Fire & Casualty Company	1531	1726	1738	1738	1613	1531	1576	1517
accident.									

Scenario 5: Single Male Age 50									
		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	951	951	951	951	951	951	951	951
Shore	* Agency Insurance Company of MD, Inc.	1877	1877	1877	1877	1877	1877	1853	1877
(w/o Cecil)	* Allied Property & Casualty Ins Company	1005	993	1023	1023	999	1005	994	989
	* Allstate Indemnity Company	1240	1240	1368	1368	1240	1368	1240	1240
	* Allstate Property & Casualty Ins Co	1210	1210	1170	1170	1210	1170	1210	1210
	* Amco Insurance Company	1053	1040	1072	1072	1046	1053	1041	1036
	* American States Preferred Insurance Co	876	876	876	876	917	876	941	890
Rates	* Amica Mutual Insurance Company	804	804	804	804	804	804	804	804
Effective	Brethren Mutual Insurance Co.	769	693	769	769	693	693	693	693
as of	* Chartis Property Casualty Company	1294	1294	1294	1294	1294	1294	1294	1454
1/1/2011	* Chubb National Insurance Company	1702	1702	1702	1702	1600	1702	1716	1631
	* Cincinnati Insurance Company	1420	1427	1374	1434	1419	1386	1388	1350
	* Cumberland Insurance Company Inc	805	805	805	805	805	805	805	805
* Indicates	* Dairyland Insurance Company of WI	2176	2176	2163	2163	2176	2163	2203	2203
those companies	* Depositors Insurance Company	979	967	997	997	973	979	968	963
that consider	* Donegal Mutual Insurance Company	935	935	935	935	935	935	935	935
credit scores	* Elephant Insurance Company	1718	1724	1718	1718	1724	1718	1778	1724
in determining	* Encompass Home/Auto Insurance Co.	1238	1238	1238	1238	1238	1238	1238	1238
premiums.	* Erie Insurance Company	1744	1744	1744	1744	1744	1744	1744	1744
Refer to	* Erie Insurance Exchange	1118	1118	1118	1118	1118	1118	1118	1118
"Notes to	* Esurance Property & Casualty Ins Co	1560	1560	1560	1560	1560	1560	1666	1560
Rate Tables"	* Fireman's Fund Insurance Company	1922	1922	2046	2046	1922	2046	1922	1922
	* First Liberty Insurance Corporation	1078	1078	1133	1133	1078	1133	1078	1078
	* Foremost Insurance Company	1139	1139	1139	1139	1139	1139	1260	1139
n/a = Carriers	* Garrison Property and Casualty Ins Co	812	812	812	812	899	812	899	899
that do not have	GEICO General Insurance Company	656	707	656	656	707	656	707	707
Rates	GEICO Indemnity Company	2233	2424	2233	2233	2424	2233	2424	2424
available based	Government Employees Ins. Company	656	707	656	656	707	656	707	707
on the criteria	* Harleysville Preferred Insurance Co	950	950	950	950	950	950	950	950
in the	* Horace Mann Insurance Company	1265	1265	1265	1265	1265	1265	1265	1265
scenario, such	* IDS Property Casualty Insurance Co	1164	1196	1164	1164	1196	1164	1196	1196
as an at-fault accident.	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

## Scenario 5: Single Male Age 50

# Scenario 5: Single Male Age 50

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	1518	1630	1094	1431	1463	1089	1268	1131
Shore	* Liberty Mutual Fire Insurance Co	1198	1198	1258	1258	1198	1258	1198	1198
(w/o Cecil)	Maryland Automobile Insurance Fund	4386	4386	4386	4386	4386	4386	4386	4386
	Metropolitan Casualty Insurance Co.	1157	1157	1157	1157	1157	1157	1157	1157
	Metropolitan Direct Property and Casualty	1058	1058	1058	1058	1058	1058	1058	1058
	Metropolitan Group Property and Casualty	1320	1320	1320	1320	1320	1320	1320	1320
	* Mutual Benefit Insurance Company	727	738	947	719	782	719	863	840
Rates	National General Assurance Company	1323	1323	1323	1323	1323	1323	1634	1323
Effective	* National Surety Corporation	1376	1376	1456	1456	1376	1456	1376	1376
as of	* Nationwide General Insurance Co.	1313	1318	1391	1391	1330	1313	1322	1281
1/1/2011	* Old Dominion Insurance Company	750	758	768	774	776	780	854	786
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	678	688	678	678	788	678	764	746
* Indicates	Penn National Insurance Company	1158	1158	1186	1186	1158	1158	1158	1158
those companies	Progressive Select Insurance Company	1549	1549	1549	1549	1549	1549	1629	1549
that consider	Progressive Specialty Insurance Co	1563	1563	1563	1563	1563	1563	1670	1563
credit scores	* Selective Ins. Co. of South Carolina	902	904	796	781	838	721	780	801
in determining	* State Automobile Mutual Insurance Co	1320	1320	1320	1320	1320	1320	1320	1320
premiums.	* State Farm Fire & Casualty Company	1199	1246	1199	1199	1246	1199	1246	1246
Refer to	* State Farm Mutual Automobile Ins. Co.	938	975	938	938	975	938	975	975
"Notes to	* Teachers Insurance Company	1011	1011	1011	1011	1011	1011	1011	1011
Rate Tables"	* Titan Indemnity Company	2658	2865	2930	2930	2758	2658	2737	2582
	Travelers Commercial Insurance Co	816	823	690	703	737	653	770	763
	Travelers Home and Marine Insurance Co	855	863	724	737	770	682	806	803
n/a = Carriers	* Twin City Fire Insurance Company	1077	1153	1935	1386	1491	1451	1734	1919
that do not have	United Farm Family Insurance Company	1882	1882	1882	1882	1882	1882	1882	1882
Rates	* United Services Automobile Association	850	850	850	850	940	850	940	940
available based	* Unitrin Auto and Home Insurance Co.	929	929	918	929	941	929	941	941
on the criteria	* Unitrin Direct Property & Casualty Co	1198	1408	1787	1554	1554	1329	1410	1597
in the	* USAA Casualty Insurance Company	782	782	782	782	862	782	862	862
scenario, such	* USAA General Indemnity Company	1493	1493	1493	1493	1689	1493	1689	1689
as an at-fault	* Victoria Fire & Casualty Company	2658	2865	2930	2930	2758	2658	2737	2582
accident.									

## Scenario 6: Senior Citizen - Single Male Age 65

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	526	526	526	526	526	526	526	526
Shore	* Agency Insurance Company of MD, Inc.	949	949	949	949	949	949	1058	949
(w/o Cecil)	* Allied Property & Casualty Ins Company	576	569	588	588	574	576	572	567
	* Allstate Indemnity Company	536	536	588	588	536	588	536	536
	* Allstate Property & Casualty Ins Co	616	616	586	586	616	586	616	616
	* Amco Insurance Company	603	596	616	616	601	603	599	594
	* American States Preferred Insurance Co	701	701	701	701	733	701	760	703
Rates	* Amica Mutual Insurance Company	556	556	556	556	556	556	556	556
Effective	* Atlantic States Insurance Company	343	343	343	343	343	343	343	343
as of	Brethren Mutual Insurance Co.	320	292	320	320	292	292	292	292
1/1/2011	* Chartis Property Casualty Company	834	834	834	834	834	834	834	950
	* Chubb National Insurance Company	897	897	897	897	848	897	905	856
	* Cincinnati Insurance Company	617	621	596	621	617	601	603	586
* Indicates	* Cumberland Insurance Company Inc	401	401	401	401	401	401	401	401
those companies	* Dairyland Insurance Company of WI	1338	1338	1336	1336	1338	1336	1366	1366
that consider	* Depositors Insurance Company	561	554	573	573	559	561	557	553
credit scores	* Elephant Insurance Company	940	947	940	940	947	940	982	947
in determining	* Encompass Home/Auto Insurance Co.	647	647	647	647	647	647	647	647
premiums.	* Erie Insurance Company	752	752	752	752	752	752	752	752
Refer to	* Erie Insurance Exchange	525	525	525	525	525	525	525	525
"Notes to	* Esurance Property & Casualty Ins Co	836	836	836	836	836	836	890	836
Rate Tables"	* Fireman's Fund Insurance Company	438	438	454	454	438	454	438	438
	* First Liberty Insurance Corporation	593	593	619	619	593	619	593	593
	* Foremost Insurance Company	729	729	729	729	729	729	828	729
n/a = Carriers	* Garrison Property and Casualty Ins Co	395	395	395	395	441	395	441	441
that do not have	GEICO General Insurance Company	394	426	394	394	426	394	426	426
Rates	GEICO Indemnity Company	1120	1223	1120	1120	1223	1120	1223	1223
available based	Government Employees Ins. Company	394	426	394	394	426	394	426	426
on the criteria	* Harleysville Preferred Insurance Co	484	474	474	474	474	474	474	474
in the	* Horace Mann Insurance Company	1082	1082	1082	1082	1082	1082	1082	1082
scenario, such	* IDS Property Casualty Insurance Co	694	714	694	694	714	694	714	714
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

Maryland Insurance Administration

## Scenario 6: Senior Citizen - Single Male Age 65

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	631	665	461	599	609	467	530	479
Shore	* Liberty Mutual Fire Insurance Co	658	658	687	687	658	687	658	658
(w/o Cecil)	Maryland Automobile Insurance Fund	1631	1631	1631	1631	1631	1631	1631	1631
	Metropolitan Casualty Insurance Co.	532	532	532	532	532	532	532	532
	Metropolitan Direct Property and Casualty	446	446	446	446	446	446	446	446
	Metropolitan Group Property and Casualty	492	492	492	492	492	492	492	492
	* Mutual Benefit Insurance Company	431	440	574	427	472	427	520	508
Rates	National General Assurance Company	1008	1008	1008	1008	1008	1008	1103	1008
Effective	* National Surety Corporation	364	364	377	377	364	377	364	364
as of	* Nationwide General Insurance Co.	682	683	726	726	692	682	690	664
1/1/2011	* Old Dominion Insurance Company	476	476	476	476	476	476	536	476
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	338	344	338	338	394	338	386	376
* Indicates	Penn National Insurance Company	592	592	606	606	592	592	592	592
those companies	Progressive Select Insurance Company	919	919	919	919	919	919	992	919
that consider	Progressive Specialty Insurance Co	901	901	901	901	901	901	989	901
credit scores	* Selective Ins. Co. of South Carolina	532	523	460	453	493	419	463	472
in determining	* State Automobile Mutual Insurance Co	685	685	685	685	685	685	685	685
premiums.	* State Farm Fire & Casualty Company	608	633	608	608	633	608	633	633
Refer to	* State Farm Mutual Automobile Ins. Co.	471	491	471	471	491	471	491	491
"Notes to	* Teachers Insurance Company	864	864	864	864	864	864	864	864
Rate Tables"	* Titan Indemnity Company	1207	1316	1357	1357	1262	1207	1266	1177
	Travelers Commercial Insurance Co	537	540	456	461	483	436	514	508
	Travelers Home and Marine Insurance Co	562	564	478	480	506	456	537	530
n/a = Carriers	* Twin City Fire Insurance Company	472	516	571	571	614	607	708	571
that do not have	United Farm Family Insurance Company	729	729	729	729	729	729	729	729
Rates	* United Services Automobile Association	440	440	440	440	492	440	492	492
available based	* Unitrin Auto and Home Insurance Co.	570	570	561	570	575	570	575	575
on the criteria	* Unitrin Direct Property & Casualty Co	845	1165	845	1199	845	845	915	986
in the	* USAA Casualty Insurance Company	380	380	380	380	423	380	423	423
scenario, such	* USAA General Indemnity Company	726	726	726	726	829	726	829	829
as an at-fault	* Victoria Fire & Casualty Company	1207	1316	1357	1357	1262	1207	1266	1177
accident.									

## Scenario 7: Senior Citizen - Single Female Age 65

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	623	623	623	623	623	623	623	623
Shore	* Agency Insurance Company of MD, Inc.	1204	1204	1204	1204	1204	1204	1337	1204
(w/o Cecil)	* Allied Property & Casualty Ins Company	715	707	732	732	714	715	712	704
	* Allstate Indemnity Company	620	620	684	684	620	684	620	620
	* Allstate Property & Casualty Ins Co	712	712	678	678	712	678	712	712
	* Amco Insurance Company	749	740	766	766	747	749	746	738
	* American States Preferred Insurance Co	794	794	794	794	834	794	862	800
Rates	* Amica Mutual Insurance Company	698	698	698	698	698	698	698	698
Effective	Brethren Mutual Insurance Co.	419	431	419	419	431	431	431	431
as of	* Chartis Property Casualty Company	1153	1153	1153	1153	1153	1153	1153	1304
1/1/2011	* Chubb National Insurance Company	1056	1056	1056	1056	989	1056	1063	1009
	* Cincinnati Insurance Company	811	815	784	819	810	793	794	771
	* Cumberland Insurance Company Inc	512	512	512	512	512	512	512	512
* Indicates	* Dairyland Insurance Company of WI	1643	1643	1626	1626	1643	1626	1656	1656
those companies	* Depositors Insurance Company	696	688	712	712	695	696	694	686
that consider	* Donegal Mutual Insurance Company	524	524	524	524	524	524	524	524
credit scores	* Elephant Insurance Company	1055	1063	1055	1055	1063	1055	1099	1063
in determining	* Encompass Home/Auto Insurance Co.	800	800	800	800	800	800	800	800
premiums.	* Erie Insurance Company	894	894	894	894	894	894	894	894
Refer to	* Erie Insurance Exchange	627	627	627	627	627	627	627	627
"Notes to	* Esurance Property & Casualty Ins Co	954	954	954	954	954	954	1016	954
Rate Tables"	* Fireman's Fund Insurance Company	910	910	960	960	910	960	910	910
	* First Liberty Insurance Corporation	840	840	877	877	840	877	840	840
	* Foremost Insurance Company	1134	1134	1134	1134	1134	1134	1263	1134
n/a = Carriers	* Garrison Property and Casualty Ins Co	423	423	423	423	479	423	479	479
that do not have	GEICO General Insurance Company	471	510	471	471	510	471	510	510
Rates	GEICO Indemnity Company	1254	1365	1254	1254	1365	1254	1365	1365
available based	Government Employees Ins. Company	471	510	471	471	510	471	510	510
on the criteria	* Harleysville Preferred Insurance Co	680	680	680	680	680	68	680	680
in the	* Horace Mann Insurance Company	1192	1192	1192	1192	1192	1192	1192	1192
scenario, such	* IDS Property Casualty Insurance Co	806	828	806	806	828	806	828	828
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

## Scenario 7: Senior Citizen - Single Female Age 65

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	715	763	519	675	688	520	600	537
Shore	* Liberty Mutual Fire Insurance Co	930	930	977	977	930	977	930	930
(w/o Cecil)	Maryland Automobile Insurance Fund	1753	1753	1753	1753	1753	1753	1753	1753
	Metropolitan Casualty Insurance Co.	741	741	741	741	741	741	741	741
	Metropolitan Direct Property and Casualty	570	570	570	570	570	570	570	570
	Metropolitan Group Property and Casualty	634	634	634	634	634	634	634	634
	* Mutual Benefit Insurance Company	545	558	700	538	579	538	638	620
Rates	National General Assurance Company	1140	1140	1140	1140	1140	1140	1235	1140
Effective	* National Surety Corporation	658	658	689	689	658	689	658	658
as of	* Nationwide General Insurance Co.	838	841	899	899	857	838	850	813
1/1/2011	* Old Dominion Insurance Company	630	630	630	630	630	630	706	630
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	372	380	372	372	440	372	426	414
* Indicates	Penn National Insurance Company	750	750	764	764	750	750	750	750
those companies	Progressive Select Insurance Company	1118	1118	1118	1118	1118	1118	1200	1118
that consider	Progressive Specialty Insurance Co	1080	1080	1080	1080	1080	1080	1179	1080
credit scores	* Selective Ins. Co. of South Carolina	710	687	607	599	654	555	613	623
in determining	* State Automobile Mutual Insurance Co	894	894	894	894	894	894	894	894
premiums.	* State Farm Fire & Casualty Company	872	910	872	872	910	872	910	910
Refer to	* State Farm Mutual Automobile Ins. Co.	686	716	686	686	716	686	716	716
"Notes to	* Teachers Insurance Company	949	949	949	949	949	949	949	949
Rate Tables"	* Titan Indemnity Company	1523	1729	1748	1748	1613	1523	1577	1522
	Travelers Commercial Insurance Co	634	640	541	545	571	515	606	599
	Travelers Home and Marine Insurance Co	663	671	564	570	596	538	633	629
n/a = Carriers	* Twin City Fire Insurance Company	617	679	753	753	806	797	931	753
that do not have	United Farm Family Insurance Company	918	918	918	918	918	918	918	918
Rates	* United Services Automobile Association	468	468	468	468	530	468	530	530
available based	* Unitrin Auto and Home Insurance Co.	637	637	627	637	637	637	637	637
on the criteria	* Unitrin Direct Property & Casualty Co	1220	1220	1220	1656	1220	1715	1310	2367
in the	* USAA Casualty Insurance Company	407	407	407	407	458	407	458	458
scenario, such	* USAA General Indemnity Company	766	766	766	766	881	766	881	881
as an at-fault	* Victoria Fire & Casualty Company	1523	1729	1748	1748	1613	1523	1577	1522
accident.									

## Scenario 8: Family Rate with Youthful driver

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	2972	2972	2972	2972	2972	2972	2972	2972
Shore	* Agency Insurance Company of MD, Inc.	2963	2963	2963	2963	2963	2963	3330	2963
(w/o Cecil)	* Allied Property & Casualty Ins Company	1612	1587	1655	1655	1605	1612	1601	1583
	* Allstate Indemnity Company	2368	2368	2600	2600	2368	2600	2368	2368
	* Allstate Property & Casualty Ins Co	2738	2738	2570	2570	2738	2570	2738	2738
	* Amco Insurance Company	1688	1662	1734	1734	1681	1688	1677	1658
	* American States Preferred Insurance Co	2018	2018	2018	2018	2148	2018	2210	2036
Rates	* Amica Mutual Insurance Company	1824	1824	1824	1824	1824	1824	1824	1824
Effective	Brethren Mutual Insurance Co.	1130	1017	1130	1130	1017	1017	1017	1017
as of	* Chartis Property Casualty Company	3103	3103	3103	3103	3103	3103	3103	3566
1/1/2011	* Chubb National Insurance Company	3842	3842	3842	3842	3606	3842	3873	3630
	* Cincinnati Insurance Company	2218	2224	2141	2232	2214	2159	2166	2103
	* Cumberland Insurance Company Inc	1494	1494	1494	1494	1494	1494	1494	1494
* Indicates	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
those companies	* Depositors Insurance Company	1570	1545	1612	1612	1564	1570	1559	1542
that consider	* Donegal Mutual Insurance Company	2807	2807	2807	2807	2807	2807	2807	2807
credit scores	* Elephant Insurance Company	3442	3472	3442	3442	3472	3442	3596	3472
in determining	* Encompass Home/Auto Insurance Co.	1905	1905	1905	1905	1905	1905	1905	1905
premiums.	* Erie Insurance Company	3388	3388	3388	3388	3388	3388	3388	3388
Refer to	* Erie Insurance Exchange	2611	2611	2611	2611	2611	2611	2611	2611
"Notes to	* Esurance Property & Casualty Ins Co	3456	3456	3456	3456	3456	3456	3792	3456
Rate Tables"	* Fireman's Fund Insurance Company	3339	3339	3521	3521	3339	3521	3339	3339
	* First Liberty Insurance Corporation	1836	1836	1908	1908	1836	1908	1836	1836
	* Foremost Insurance Company	3380	3380	3380	3380	3380	3380	3836	3380
n/a = Carriers	* Garrison Property and Casualty Ins Co	1412	1412	1412	1412	1638	1412	1638	1638
that do not have	GEICO General Insurance Company	1862	2022	1862	1862	2022	1862	2022	2022
Rates	GEICO Indemnity Company	3511	3861	3511	3511	3861	3511	3861	3861
available based	Government Employees Ins. Company	1862	2022	1862	1862	2022	1862	2022	2022
on the criteria	* Harleysville Preferred Insurance Co	3051	3051	3051	3051	3051	3051	3051	3051
in the	* Horace Mann Insurance Company	1445	1445	1445	1445	1445	1445	1445	1445
scenario, such	* IDS Property Casualty Insurance Co	2472	2548	2472	2472	2548	2472	2548	2548
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

Maryland Insurance Administration

## Scenario 8: Family Rate with Youthful driver

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	1803	1902	1253	1685	1709	1267	1477	1298
Shore	* Liberty Mutual Fire Insurance Co	2029	2029	2109	2109	2029	2109	2029	2029
(w/o Cecil)	Maryland Automobile Insurance Fund	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Metropolitan Casualty Insurance Co.	2247	2247	2247	2247	2247	2247	2247	2247
	Metropolitan Direct Property and Casualty	2212	2212	2212	2212	2212	2212	2212	2212
	Metropolitan Group Property and Casualty	2124	2124	2124	2124	2124	2124	2124	2124
	* Mutual Benefit Insurance Company	1323	1344	1778	1313	1467	1313	1616	1581
Rates	National General Assurance Company	2575	2575	2575	2575	2575	2575	3198	2575
Effective	* National Surety Corporation	2438	2438	2556	2556	2438	2556	2438	2438
as of	* Nationwide General Insurance Co.	2074	2074	2253	2253	2113	2074	2111	2002
1/1/2011	* Old Dominion Insurance Company	1874	1882	1892	1898	1900	1904	2150	1910
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	1272	1302	1272	1272	1574	1272	1524	1480
* Indicates	Penn National Insurance Company	2784	2784	2832	2832	2784	2784	2784	2784
those companies	Progressive Select Insurance Company	2808	2808	2808	2808	2808	2808	3094	2808
that consider	Progressive Specialty Insurance Co	3347	3347	3347	3347	3347	3347	3714	3347
credit scores	* Selective Ins. Co. of South Carolina	2207	2110	1873	1853	2023	1722	1907	1932
in determining	* State Automobile Mutual Insurance Co	3054	3054	3054	3054	3054	3054	3054	3054
premiums.	* State Farm Fire & Casualty Company	2754	2883	2754	2754	2883	2754	2883	2883
Refer to	* State Farm Mutual Automobile Ins. Co.	1998	2095	1998	1998	2095	1998	2095	2095
"Notes to	* Teachers Insurance Company	1140	1140	1140	1140	1140	1140	1140	1140
Rate Tables"	* Titan Indemnity Company	5370	5971	6246	6246	5679	5370	5771	5227
	Travelers Commercial Insurance Co	2033	2035	1692	1710	1812	1618	1943	1904
	Travelers Home and Marine Insurance Co	2138	2136	1774	1795	1905	1698	2039	1998
n/a = Carriers	* Twin City Fire Insurance Company	1136	1293	1949	1398	1510	1486	1757	1927
that do not have	United Farm Family Insurance Company	2646	2646	2646	2646	2646	2646	2646	2646
Rates	* United Services Automobile Association	1413	1413	1413	1413	1630	1413	1630	1630
available based	* Unitrin Auto and Home Insurance Co.	1679	1679	1657	1679	1704	1679	1704	1704
on the criteria	* Unitrin Direct Property & Casualty Co	4186	3844	3776	3270	5297	2814	3079	3776
in the	* USAA Casualty Insurance Company	1335	1335	1335	1335	1537	1335	1537	1537
scenario, such	* USAA General Indemnity Company	2705	2705	2705	2705	3181	2705	3181	3181
as an at-fault	* Victoria Fire & Casualty Company	5370	5971	6246	6246	5679	5370	5771	5227
accident.									

## Scenario 9: Family Rate, No youthful drivers

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	1297	1297	1297	1297	1297	1297	1297	1297
Shore	* Agency Insurance Company of MD, Inc.	1694	1694	1694	1694	1694	1694	1862	1694
(w/o Cecil)	* Allied Property & Casualty Ins Company	1164	1150	1186	1186	1158	1164	1153	1145
	* Allstate Indemnity Company	1402	1402	1542	1542	1402	1542	1402	1402
	* Allstate Property & Casualty Ins Co	1324	1324	1274	1274	1324	1274	1324	1324
	* Amco Insurance Company	1219	1204	1242	1242	1212	1219	1207	1199
	* American States Preferred Insurance Co	940	940	940	940	988	940	1014	954
Rates	* Amica Mutual Insurance Company	1192	1192	1192	1192	1192	1192	1192	1192
Effective	Brethren Mutual Insurance Co.	983	899	983	983	899	899	899	899
as of	* Chartis Property Casualty Company	1867	1867	1867	1867	1867	1867	1867	2107
1/1/2011	* Chubb National Insurance Company	1904	1904	1904	1904	1790	1904	1914	1835
	* Cincinnati Insurance Company	1643	1650	1591	1656	1641	1604	1609	1562
	* Cumberland Insurance Company Inc	1445	1445	1445	1445	1445	1445	1445	1445
* Indicates	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
those companies	* Depositors Insurance Company	1133	1120	1155	1155	1128	1133	1123	1115
that consider	* Donegal Mutual Insurance Company	1948	1948	1948	1948	1948	1948	1948	1948
credit scores	* Elephant Insurance Company	1643	1648	1643	1643	1648	1643	1696	1648
in determining	* Encompass Home/Auto Insurance Co.	1127	1127	1127	1127	1127	1127	1127	1127
premiums.	* Erie Insurance Company	1771	1771	1771	1771	1771	1771	1771	1771
Refer to	* Erie Insurance Exchange	1282	1282	1282	1282	1282	1282	1282	1282
"Notes to	* Esurance Property & Casualty Ins Co	1426	1426	1426	1426	1426	1426	1530	1426
Rate Tables"	* Fireman's Fund Insurance Company	2108	2108	2236	2236	2108	2236	2108	2108
	* First Liberty Insurance Corporation	1198	1198	1254	1254	1198	1254	1198	1198
	* Foremost Insurance Company	1273	1273	1273	1273	1273	1273	1408	1273
n/a = Carriers	* Garrison Property and Casualty Ins Co	1002	1002	1002	1002	1124	1002	1124	1124
that do not have	GEICO General Insurance Company	863	933	863	863	933	863	933	933
Rates	GEICO Indemnity Company	2275	2457	2275	2275	2457	2275	2457	2457
available based	Government Employees Ins. Company	863	933	863	863	933	863	933	933
on the criteria	* Harleysville Preferred Insurance Co	1232	1232	1232	1232	1232	1232	1232	1232
in the	* Horace Mann Insurance Company	1215	1215	1215	1215	1215	1215	1215	1215
scenario, such	* IDS Property Casualty Insurance Co	1178	1202	1178	1178	1202	1178	1202	1202
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

Maryland Insurance Administration

## Scenario 9: Family Rate, No youthful drivers

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	1463	1565	1074	1383	1411	1069	1229	1106
Shore	* Liberty Mutual Fire Insurance Co	1328	1328	1391	1391	1328	1391	1328	1328
(w/o Cecil)	Maryland Automobile Insurance Fund	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Metropolitan Casualty Insurance Co.	1227	1227	1227	1227	1227	1227	1227	1227
	Metropolitan Direct Property and Casualty	1304	1304	1304	1304	1304	1304	1304	1304
	Metropolitan Group Property and Casualty	1310	1310	1310	1310	1310	1310	1310	1310
	* Mutual Benefit Insurance Company	849	864	1106	842	917	842	1017	988
Rates	National General Assurance Company	1291	1291	1291	1291	1291	1291	1593	1291
Effective	* National Surety Corporation	1469	1469	1547	1547	1469	1547	1469	1469
as of	* Nationwide General Insurance Co.	1469	1475	1556	1556	1494	1469	1477	1433
1/1/2011	* Old Dominion Insurance Company	922	930	940	946	948	952	1052	958
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	868	882	868	868	1024	868	988	962
* Indicates	Penn National Insurance Company	1540	1540	1570	1570	1540	1540	1540	1540
those companies	Progressive Select Insurance Company	1474	1474	1474	1474	1474	1474	1565	1474
that consider	Progressive Specialty Insurance Co	1595	1595	1595	1595	1595	1595	1723	1595
credit scores	* Selective Ins. Co. of South Carolina	1101	1111	985	966	1030	895	965	990
in determining	* State Automobile Mutual Insurance Co	775	775	775	775	775	775	775	775
premiums.	* State Farm Fire & Casualty Company	1651	1718	1651	1651	1718	1651	1718	1718
Refer to	* State Farm Mutual Automobile Ins. Co.	1282	1335	1282	1282	1335	1282	1335	1335
"Notes to	* Teachers Insurance Company	972	972	972	972	972	972	972	972
Rate Tables"	* Titan Indemnity Company	2945	3255	3292	3292	3086	2945	3028	2913
	Travelers Commercial Insurance Co	957	963	807	815	857	766	904	898
	Travelers Home and Marine Insurance Co	1004	1012	845	859	902	801	951	943
n/a = Carriers	* Twin City Fire Insurance Company	1123	1253	1827	1389	1453	1420	1659	1815
that do not have	United Farm Family Insurance Company	2063	2063	2063	2063	2063	2063	2063	2063
Rates	* United Services Automobile Association	1008	1008	1008	1008	1129	1008	1129	1129
available based	* Unitrin Auto and Home Insurance Co.	1260	1260	1237	1260	1252	1260	1252	1252
on the criteria	* Unitrin Direct Property & Casualty Co	1302	1302	1436	1436	1436	1302	1879	1495
in the	* USAA Casualty Insurance Company	963	963	963	963	1075	963	1075	1075
scenario, such	* USAA General Indemnity Company	1770	1770	1770	1770	2027	1770	2027	2027
as an at-fault	* Victoria Fire & Casualty Company	2945	3255	3292	3292	3086	2945	3028	2913
accident.									

Maryland Insurance Administration

## Scenario 10: Family Rate, No youthful drivers

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	1228	1228	1228	1228	1228	1228	1228	1228
Shore	* Agency Insurance Company of MD, Inc.	1631	1631	1631	1631	1631	1631	1782	1631
(w/o Cecil)	* Allied Property & Casualty Ins Company	1102	1089	1123	1123	1097	1102	1092	1085
	* Allstate Indemnity Company	1248	1248	1374	1374	1248	1374	1248	1248
	* Allstate Property & Casualty Ins Co	1224	1224	1184	1184	1224	1184	1224	1224
	* Amco Insurance Company	1154	1141	1176	1176	1148	1154	1144	1137
	* American States Preferred Insurance Co	981	981	981	981	1033	981	1059	997
Rates	* Amica Mutual Insurance Company	1206	1206	1206	1206	1206	1206	1206	1206
Effective	* Atlantic States Insurance Company	828	828	828	828	828	828	828	828
as of	Brethren Mutual Insurance Co.	647	601	647	647	601	601	601	601
1/1/2011	* Chartis Property Casualty Company	1564	1564	1564	1564	1564	1564	1564	1776
	* Chubb National Insurance Company	1995	1995	1995	1995	1884	1995	2008	1913
	* Cincinnati Insurance Company	1405	1413	1363	1418	1403	1374	1378	1338
* Indicates	* Cumberland Insurance Company Inc	1074	1074	1074	1074	1074	1074	1074	1074
those companies	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
that consider	* Depositors Insurance Company	1073	1061	1093	1093	1068	1073	1064	1057
credit scores	* Elephant Insurance Company	1635	1640	1635	1635	1640	1635	1689	1640
in determining	* Encompass Home/Auto Insurance Co.	1195	1195	1195	1195	1195	1195	1195	1195
premiums.	* Erie Insurance Company	1477	1477	1477	1477	1477	1477	1477	1477
Refer to	* Erie Insurance Exchange	1086	1086	1086	1086	1086	1086	1086	1086
"Notes to	* Esurance Property & Casualty Ins Co	1492	1492	1492	1492	1492	1492	1598	1492
Rate Tables"	* Fireman's Fund Insurance Company	2266	2266	2411	2411	2266	2411	2266	2266
	* First Liberty Insurance Corporation	972	972	1011	1011	972	1011	972	972
	* Foremost Insurance Company	1355	1355	1355	1355	1355	1355	1504	1355
n/a = Carriers	* Garrison Property and Casualty Ins Co	978	978	978	978	1090	978	1090	1090
that do not have	GEICO General Insurance Company	739	799	739	739	799	739	799	799
Rates	GEICO Indemnity Company	2428	2630	2428	2428	2630	2428	2630	2630
available based	Government Employees Ins. Company	739	799	739	739	799	739	799	799
on the criteria	* Harleysville Preferred Insurance Co	985	985	985	985	985	985	985	985
in the	* Horace Mann Insurance Company	1070	1070	1070	1070	1070	1070	1070	1070
scenario, such	* IDS Property Casualty Insurance Co	1198	1226	1198	1198	1226	1198	1226	1226
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

## Scenario 10: Family Rate, No youthful drivers

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	1332	1408	983	1265	1286	991	1123	1016
Shore	* Liberty Mutual Fire Insurance Co	1077	1077	1124	1124	1077	1124	1077	1077
(w/o Cecil)	Maryland Automobile Insurance Fund	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Metropolitan Casualty Insurance Co.	1300	1300	1300	1300	1300	1300	1300	1300
	Metropolitan Direct Property and Casualty	1016	1016	1016	1016	1016	1016	1016	1016
	Metropolitan Group Property and Casualty	1102	1102	1102	1102	1102	1102	1102	1102
	* Mutual Benefit Insurance Company	855	873	1124	845	932	845	1027	1001
Rates	National General Assurance Company	1258	1258	1258	1258	1258	1258	1553	1258
Effective	* National Surety Corporation	1598	1598	1689	1689	1598	1689	1598	1598
as of	* Nationwide General Insurance Co.	1489	1494	1580	1580	1513	1489	1500	1451
1/1/2011	* Old Dominion Insurance Company	974	982	992	998	1000	1004	1118	1010
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	766	778	766	766	900	766	876	854
* Indicates	Penn National Insurance Company	1774	1774	1810	1810	1774	1774	1774	1774
those companies	Progressive Select Insurance Company	1346	1346	1346	1346	1346	1346	1423	1346
that consider	Progressive Specialty Insurance Co	1520	1520	1520	1520	1520	1520	1631	1520
credit scores	* Selective Ins. Co. of South Carolina	969	962	859	846	907	791	856	873
in determining	* State Automobile Mutual Insurance Co	1597	1597	1597	1597	1597	1597	1597	1597
premiums.	* State Farm Fire & Casualty Company	1468	1527	1468	1468	1527	1468	1527	1527
Refer to	* State Farm Mutual Automobile Ins. Co.	1132	1179	1132	1132	1179	1132	1179	1179
"Notes to	* Teachers Insurance Company	854	854	854	854	854	854	854	854
Rate Tables"	* Titan Indemnity Company	3244	3624	3670	3670	3418	3244	3344	3228
	Travelers Commercial Insurance Co	1135	1142	954	965	1015	907	1075	1065
	Travelers Home and Marine Insurance Co	1191	1199	1002	1010	1066	951	1126	1116
n/a = Carriers	* Twin City Fire Insurance Company	1406	1617	2526	1821	1949	1907	2269	2507
that do not have	United Farm Family Insurance Company	1859	1859	1859	1859	1859	1859	1859	1859
Rates	* United Services Automobile Association	985	985	985	985	1096	985	1096	1096
available based	* Unitrin Auto and Home Insurance Co.	1198	1198	1175	1198	1194	1198	1194	1194
on the criteria	* Unitrin Direct Property & Casualty Co	1526	1936	1526	1526	1526	1771	1891	1663
in the	* USAA Casualty Insurance Company	942	942	942	942	1045	942	1045	1045
scenario, such	* USAA General Indemnity Company	1734	1734	1734	1734	1974	1734	1974	1974
as an at-fault	* Victoria Fire & Casualty Company	3244	3624	3670	3670	3418	3244	3344	3228
accident.									

## Scenario 11: Family Rate, No youthful drivers

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	1997	1997	1997	1997	1997	1997	1997	1997
Shore	* Agency Insurance Company of MD, Inc.	1710	1710	1710	1710	1710	1710	1883	1710
(w/o Cecil)	* Allied Property & Casualty Ins Company	1297	1284	1323	1323	1291	1297	1283	1274
	* Allstate Indemnity Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Allstate Property & Casualty Ins Co	2390	2390	2298	2298	2390	2298	2390	2390
	* Amco Insurance Company	1358	1344	1385	1385	1352	1358	1343	1334
	* American States Preferred Insurance Co	1569	1569	1569	1569	1633	1569	1699	1583
Rates	* Amica Mutual Insurance Company	903	903	903	903	903	903	903	903
Effective	Brethren Mutual Insurance Co.	898	815	898	898	815	815	815	815
as of	* Chartis Property Casualty Company	2205	2205	2205	2205	2205	2205	2205	2522
1/1/2011	* Chubb National Insurance Company	1736	1736	1736	1736	1634	1736	1747	1657
	Cincinnati Insurance Company	1132	1138	1093	1140	1131	1102	1105	1075
	* Cumberland Insurance Company Inc	1496	1496	1496	1496	1496	1496	1496	1496
* Indicates	* Dairyland Insurance Company of WI	2683	2683	2668	2668	2683	2668	2722	2722
those companies	* Depositors Insurance Company	1263	1250	1288	1288	1257	1263	1249	1241
that consider	* Donegal Mutual Insurance Company	1658	1658	1658	1658	1658	1658	1658	1658
credit scores	* Elephant Insurance Company	1992	1995	1992	1992	1995	1992	2063	1995
in determining	* Encompass Home/Auto Insurance Co.	1380	1380	1380	1380	1380	1380	1380	1380
premiums.	Erie Insurance Company	2257	2257	2257	2257	2257	2257	2257	2257
Refer to	Erie Insurance Exchange	1256	1256	1256	1256	1256	1256	1256	1256
"Notes to	* Esurance Property & Casualty Ins Co	1942	1942	1942	1942	1942	1942	2090	1942
Rate Tables"	* Fireman's Fund Insurance Company	1375	1375	1452	1452	1375	1452	1375	1375
	* First Liberty Insurance Corporation	1568	1568	1635	1635	1568	1635	1568	1568
	* Foremost Insurance Company	2105	2105	2105	2105	2105	2105	2333	2105
n/a = Carriers	* Garrison Property and Casualty Ins Co	1312	1312	1312	1312	1469	1312	1469	1469
that do not have	GEICO General Insurance Company	515	563	515	515	563	515	563	563
Rates	GEICO Indemnity Company	1471	1613	1471	1471	1613	1471	1613	1613
available based	Government Employees Ins. Company	515	563	515	515	563	515	563	563
on the criteria	* Harleysville Preferred Insurance Co	1441	1441	144	1441	1441	1441	1411	1441
in the	* Horace Mann Insurance Company	1043	1043	1043	1043	1043	1043	1043	1043
scenario, such	* IDS Property Casualty Insurance Co	1352	1388	1352	1352	1388	1352	1388	1388
as an at-fault	Interstate Auto Insurance Company	2519	3075	2519	2519	2519	2519	2941	2519
accident.									

## Scenario 11: Family Rate, No youthful drivers

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	1519	1638	1073	1425	1471	1073	1276	1109
Shore	* Liberty Mutual Fire Insurance Co	1742	1742	1816	1816	1742	1816	1742	1742
(w/o Cecil)	Maryland Automobile Insurance Fund	2681	2681	2681	2681	2681	2681	2681	2681
	Metropolitan Casualty Insurance Co.	1649	1649	1649	1649	1649	1649	1649	1649
	Metropolitan Direct Property and Casualty	1390	1390	1390	1390	1390	1390	1390	1390
	Metropolitan Group Property and Casualty	1506	1506	1506	1506	1506	1506	1506	1506
	Mutual Benefit Insurance Company	1258	1283	1662	1251	1368	1251	1507	1461
Rates	National General Assurance Company	1072	1072	1072	1072	1072	1072	1321	1072
Effective	* National Surety Corporation	1010	1010	1059	1059	1010	1059	1010	1010
as of	* Nationwide General Insurance Co.	1508	1521	1608	1608	1537	1508	1518	1466
1/1/2011	* Old Dominion Insurance Company	1580	1588	1598	1604	1606	1610	1776	1616
	Paramount Insurance Company	2397	2397	2397	2397	2393	2397	2393	2393
	* Peninsula Insurance Company	1522	1566	1522	1522	1900	1522	1840	1782
* Indicates	Penn National Insurance Company	1394	1394	1424	1424	1394	1394	1394	1394
those companies	Progressive Select Insurance Company	1798	1798	1798	1798	1798	1798	1925	1798
that consider	Progressive Specialty Insurance Co	1863	1863	1863	1863	1863	1863	2000	1863
credit scores	* Selective Ins. Co. of South Carolina	998	974	854	840	916	771	853	870
in determining	* State Automobile Mutual Insurance Co	929	929	929	929	929	929	929	929
premiums.	* State Farm Fire & Casualty Company	1390	1455	1390	1390	1455	1390	1455	1455
Refer to	* State Farm Mutual Automobile Ins. Co.	1115	1165	1115	1115	1165	1115	1165	1165
"Notes to	* Teachers Insurance Company	823	823	823	823	823	823	823	823
Rate Tables"	* Titan Indemnity Company	3178	3443	3500	3500	3306	3178	3253	3081
	Travelers Commercial Insurance Co	1151	1158	979	984	1035	918	1094	1086
	Travelers Home and Marine Insurance Co	1210	1215	1028	1028	1083	962	1145	1136
n/a = Carriers	* Twin City Fire Insurance Company	1777	2034	3259	2258	2480	2412	2882	3187
that do not have	United Farm Family Insurance Company	1502	1502	1502	1502	1502	1502	1502	1502
Rates	* United Services Automobile Association	1143	1143	1143	1143	1272	1143	1272	1272
available based	* Unitrin Auto and Home Insurance Co.	1152	1152	1151	1152	1195	1152	1195	1195
on the criteria	* Unitrin Direct Property & Casualty Co	1734	1904	1904	1734	1734	2250	2108	1734
in the	* USAA Casualty Insurance Company	1257	1257	1257	1257	1399	1257	1399	1399
scenario, such	* USAA General Indemnity Company	1628	1628	1628	1628	1794	1628	1794	1794
as an at-fault	* Victoria Fire & Casualty Company	3178	3443	3500	3500	3306	3178	3253	3081
accident.									

## Scenario 12: Family Rate, No youthful drivers

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	21st Century North America Ins Co	4745	4745	4745	4745	4745	4745	4745	4745
Shore	* Agency Insurance Company of MD, Inc.	3751	3751	3751	3751	3751	3751	4028	3751
(w/o Cecil)	* Allied Property & Casualty Ins Company	2270	2239	2317	2317	2252	2270	2232	2217
	* Allstate Indemnity Company	3200	3200	3542	3542	3200	3542	3200	3200
	* Allstate Property & Casualty Ins Co	3868	3868	3800	3800	3868	3800	3868	3868
	* Amco Insurance Company	2377	2345	2426	2426	2358	2377	2336	2323
	* American States Preferred Insurance Co	2611	2611	2611	2611	2747	2611	2817	2667
Rates	* Amica Mutual Insurance Company	2848	2848	2848	2848	2848	2848	2848	2848
Effective	Brethren Mutual Insurance Co.	1602	1454	1602	1602	1454	1454	1454	1454
as of	* Chartis Property Casualty Company	4040	4040	4040	4040	4040	4040	4040	4551
1/1/2011	* Chubb National Insurance Company	3197	3197	3197	3197	2915	3197	3197	3062
	* Cincinnati Insurance Company	2176	2189	2105	2195	2174	2123	2128	2066
	* Cumberland Insurance Company Inc	2956	2956	2956	2956	2956	2956	2956	2956
* Indicates	* Dairyland Insurance Company of WI	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
those companies	* Depositors Insurance Company	2210	2181	2256	2256	2193	2210	2173	2160
that consider	* Donegal Mutual Insurance Company	5468	5468	5468	5468	5468	5468	5468	5468
credit scores	* Elephant Insurance Company	5765	5788	5765	5765	5788	5765	5928	5788
in determining	* Encompass Home/Auto Insurance Co.	1769	1769	1769	1769	1769	1769	1769	1769
premiums.	* Erie Insurance Company	5507	5507	5507	5507	5507	5507	5507	5507
Refer to	* Erie Insurance Exchange	3059	3059	3059	3059	3059	3059	3059	3059
"Notes to	* Esurance Property & Casualty Ins Co	2934	2934	2934	2934	2934	2934	3154	2934
Rate Tables"	* Fireman's Fund Insurance Company	3784	3784	4050	4050	3784	4050	3784	3784
	* First Liberty Insurance Corporation	4445	4445	4680	4680	4445	4680	4445	4445
	* Foremost Insurance Company	2977	2977	2977	2977	2977	2977	3284	2977
n/a = Carriers	* Garrison Property and Casualty Ins Co	1812	1812	1812	1812	2005	1812	2005	2005
that do not have	GEICO General Insurance Company	1559	1675	1559	1559	1675	1559	1675	1675
Rates	GEICO Indemnity Company	3135	3396	3135	3135	3396	3135	3396	3396
available based	Government Employees Ins. Company	1559	1675	1559	1559	1675	1559	1675	1675
on the criteria	* Harleysville Preferred Insurance Co	2723	2723	2723	2723	2723	2723	2723	2723
in the	* Horace Mann Insurance Company	3471	3471	3471	3471	3471	3471	3471	3471
scenario, such	* IDS Property Casualty Insurance Co	1720	1758	1720	1720	1758	1720	1758	1758
as an at-fault	Interstate Auto Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
accident.									

## Scenario 12: Family Rate, No youthful drivers

		21629	21613	21620	21617 Queen	21853	21601	21804	21811
	Insurance Company	Caroline	Dorchester	Kent	Anne's	Somerset	Talbot	Wicomico	Worcester
Eastern	* Keystone Insurance Company	2875	3213	1999	2664	2769	1921	2364	2044
Shore	* Liberty Mutual Fire Insurance Co	4933	4933	5196	5196	4933	5196	4933	4933
(w/o Cecil)	Maryland Automobile Insurance Fund	4686	4686	4686	4686	4686	4686	4686	4686
	Metropolitan Casualty Insurance Co.	4964	4964	4964	4964	4964	4964	4964	4964
	Metropolitan Direct Property and Casualty	4568	4568	4568	4568	4568	4568	4568	4568
	Metropolitan Group Property and Casualty	5008	5008	5008	5008	5008	5008	5008	5008
	* Mutual Benefit Insurance Company	2527	2580	3192	2497	2631	2497	2913	2808
Rates	National General Assurance Company	1677	1677	1677	1677	1677	1677	2076	1677
Effective	* National Surety Corporation	2524	2524	2684	2684	2524	2684	2524	2524
as of	* Nationwide General Insurance Co.	2619	2641	2802	2802	2677	2619	2618	2534
1/1/2011	* Old Dominion Insurance Company	3018	3026	3036	3042	3044	3048	3326	3054
	Paramount Insurance Company	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* Peninsula Insurance Company	3638	3698	3638	3638	4312	3638	4156	4070
* Indicates	Penn National Insurance Company	1934	1934	1970	1970	1934	1934	1934	1934
those companies	Progressive Select Insurance Company	3879	3879	3879	3879	3879	3879	4111	3879
that consider	Progressive Specialty Insurance Co	3929	3929	3929	3929	3929	3929	4208	3929
credit scores	* Selective Ins. Co. of South Carolina	2510	2597	2241	2179	2325	1969	2145	2227
in determining	* State Automobile Mutual Insurance Co	3458	3458	3458	3458	3458	3458	3458	3458
premiums.	* State Farm Fire & Casualty Company	5764	6020	5764	5764	6020	5764	6020	6020
Refer to	* State Farm Mutual Automobile Ins. Co.	3960	4133	3960	3960	4133	3960	4133	4133
"Notes to	* Teachers Insurance Company	2747	2747	2747	2747	2747	2747	2747	2747
Rate Tables"	* Titan Indemnity Company	4210	4625	4668	4668	4392	4210	4314	4134
	Travelers Commercial Insurance Co	3040	3068	2565	2592	2723	2420	2878	2855
	Travelers Home and Marine Insurance Co	3194	3219	2690	2718	2857	2541	3019	2999
n/a = Carriers	* Twin City Fire Insurance Company	3277	3741	5968	4262	4541	4424	5288	5855
that do not have	United Farm Family Insurance Company	1861	1861	1861	1861	1861	1861	1861	1861
Rates	* United Services Automobile Association	1793	1793	1793	1793	1979	1793	1979	1979
available based	* Unitrin Auto and Home Insurance Co.	4280	4280	4235	4280	4196	4280	4196	4196
on the criteria	* Unitrin Direct Property & Casualty Co	2094	2094	2290	2459	2094	2094	2228	2094
in the	* USAA Casualty Insurance Company	1743	1743	1743	1743	1919	1743	1919	1919
scenario, such	* USAA General Indemnity Company	2514	2514	2514	2514	2758	2514	2758	2758
as an at-fault	* Victoria Fire & Casualty Company	4210	4625	4668	4668	4392	4210	4314	4134
accident.									

# **Insurance Company Phone Numbers and Websites**

Note: If there is no phone number shown for an insurance company, look in the Yellow Pages for an agent, agency or broker in your area. You may also find information in the company's website. Agents and agencies sell coverage on the company's behalf. Brokers will locate coverage on your behalf.

21st Century North America Ins Co	800-807-9458	www.21st.com
Agency Insurance Company of MD, Inc.	800-492-5629	www.aiconline.com
Allied Property & Casualty Ins Company	800-982-0756	www.alliedinsurance.com
Allstate Indemnity Company	800-255-7828	www.allstate.com
Allstate Property & Casualty Ins Co	800-255-7828	www.allstate.com
Amco Insurance Company	800-982-0756	www.alliedinsurance.com
American States Preferred Insurance Co	800-841-5914	www.safeco.com
Amica Mutual Insurance Company	800-242-6422	www.amica.com
Armed Forces Insurance Exchange	n/a	www.afi.org
Atlantic States Insurance Company	800-877-0600	www.donegalgroup.com
Brethren Mutual Insurance Company	800-621-4264	www.bmic.com
Chartis Property Casualty Company	See Yellow Pages	www.chartisinsurance.com
Chubb National Insurance Company	800-252-4680	www.chubb.com/personal/home.jsp
Cincinnati Insurance Company	See Yellow Pages	www.cinfin.com/contact_us/home.asp
Cumberland Insurance Company Inc	800-782-8636	www.cumberlandgroup.com
Dairyland Insurance Company of WI	800-334-0090	freeport_custsrv@sentry.com
Depositors Insurance Company	800-982-0756	www.alliedinsurance.com
Donegal Mutual Insurance Company	800-877-0600	www.donegalgroup.com
Elephant Insurance Company	800-218-7865	www.elephant.com
Encompass Home/Auto Insurance Co.	800-588-7400	www.encompassinsurance.com
Erie Insurance Company	800-458-0811	www.erieinsurance.com
Erie Insurance Exchange	800-458-0811	www.erieinsurance.com
Esurance Property & Casualty Ins Co	800-ESURANCE	www.esurance.com
Fireman's Fund Insurance Company	800-227-1700	www.ffic.com
First Liberty Insurance Corporation	800-837-5254	www.libertymutual.com
Foremost Insurance Company	800-237-2060	www.foremost.com
Garrison Property and Casualty Company	800-531-8722	www.usaa.com
GEICO General Insurance Company	800-841-3000	www.geico.com
GEICO Indemnity Company	800-841-3000	www.geico.com
Government Employees Ins. Company	800-841-3000	www.geico.com
Harleysville Preferred Insurance Co	See Yellow Pages	www.HarleysvilleGroup.com
Horace Mann Insurance Company	800-999-1030	www.horacemann.com
IDS Property Casualty Insurance Co	800-842-3344	www.ameriprise.com/autohome
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Maryland Insurance Administration

800-492-6116 Toll Free

www.mdinsurance.state.md.us

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#### **Insurance Company Phone Numbers and Websites**

Note: If there is no phone number shown for an insurance company, look in the Yellow Pages for an agent, agency or broker in your area. You may also find information in the company's website. Agents and agencies sell coverage on the company's behalf. Brokers will locate coverage on your behalf.

Interstate Auto Insurance Company	877-358-1905	www.iaico.com
Keystone Insurance Company	866-222-4968	www.AAA.com
Liberty Mutual Fire Insurance Co	800-837-5254	www.libertymutual.com
Maryland Automobile Insurance Fund	800-445-1117	www.emaif.com
Metropolitan Casualty Insurance Co.	800-422-4272	www.metlife.com
Metropolitan Direct Property and Casualty	800-422-4272	www.metlife.com
Metropolitan Group Property and Casualty	800-422-4272	www.metlife.com
Mutual Benefit Insurance Company	800-283-3531	www.mutualbenefitgroup.com
National General Assurance Company	800-325-1190	www.gmacinsurance.com
National Surety Corporation	800-227-1700	www.ffic.com
Nationwide General Insurance Co.	877-669-6877	www.Nationwide.com
Old Dominion Insurance Company	800-226-0875	www.msagroup.com
Paramount Insurance Company	See Yellow Pages	www.paramountinsurancemd.com
Peninsula Insurance Company	800-492-1205	www.peninsulainsurance.com
Penn National Insurance Company	800-766-2245	www.PennNationalInsurance.com
Progressive Select Insurance Co	800-776-4737	www.progressive.com
Progressive Specialty Insurance Co	See Yellow Pages	www.progressiveagent.com
Selective Ins. Co. of South Carolina	800-727-9656	www.selective.com
State Automobile Mutual Insurance Co	800-444-9950	www.stateauto.com
State Farm Fire & Casualty Company	See Yellow Pages	www.statefarm.com
State Farm Mutual Automobile Ins. Co.	See Yellow Pages	www.statefarm.com
Teachers Insurance Company	800-999-1030	www.horacemann.com
Titan Indemnity Company	877-669-6877	www.Nationwide.com
Travelers Commercial Insurance Co	888-695-4625	www.travelers.com
Travelers Home and Marine Insurance Co	888-695-4625	www.travelers.com
Twin City Fire Insurance Company	888-413-8970	www.thehartford.com
United Farm Family Insurance Company	800-843-3277	www.farmfamily.com
United Services Automobile Association	800-531-8722	www.usaa.com
Unitrin Auto and Home Insurance Co.	877-252-7878	www.eKemper.com
Unitrin Direct Property & Casualty Co	800-437-8394	www.unitrindirect.com
USAA Casualty Insurance Company	800-531-8722	www.usaa.com
USAA General Indemnity Company	800-531-8722	www.usaa.com
Victoria Fire & Casualty Company	877-669-6877	www.Nationwide.com

Maryland Insurance Administration

800-492-6116 Toll Free

www.mdinsurance.state.md.us

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## <u>Coverages Offered by Company (or group of companies)</u>

Some insurers offer various coverage by different companies within their insurance group.

Y = Coverage is offered (\*though some limitations may apply)

A = Coverage may be available through an affiliated program

				Motorcycle and	RV &			Personal	
Group	Insurance Company(ies)	Home	Auto	Scooter	Trailers	ATV	Boats	Watercraft	Notes
Agency	Agency Insurance Co. of MD		Y	Y					
AIG	Chartis Property Casualty Company	Y	Y	Y	Y	Y			
	Allstate Indemnity Company		Y		Y				
Allstate	Allstate Insurance Company	Y*							*Renter/Condo Only
Allslate	Allstate Property and Casualty	Y*	Y	Y		Y	Y	Y	*Home policies only
	Encompass Home/Auto Ins. Co.	Y	Y	Y	Y	Y	Y	Y	
AMIG	American Family Home	Y*		Y		Y			*Renters Only
AIVIIG	American Modern Home				Y		Y	Y	
AMICA	Amica Mutual Insurance Company	Y	Y		Y	Y*	Y		*Snowmobiles only
Armed Forces	Armed Forces Insurance Exchange	Y	Y						
Anneu Forces	Armed Forces Insurance Agency	А	Α	А	А	Α	Α	А	
ARX Holding Group	American Strategic Insurance Company	Y							
Balboa	Balboa Insurance Company	Y*							*Home & Renter's Only
Brethren Mutual	Brethren Mutual Insurance Company	Y	Y						
	Chubb National Insurance Company	Y	Y	Y	Y	Y			
Chubb	Federal Insurnace Company	Y		Y	Y	Y	Y	Y	
	Vigilant Insurance Company	Y		Y	Y	Y	Y	Y	
Cincinnati	Cincinnati Insurance Company	Y	Y	Y	Y	Y	Y	Y	
Companion	Companion Property & Casualty Ins Co	Y*							*Condo Only
Cumberland	Cumberland Ins. Group Inc		Y						
Cumpenano	Cumberland Mutual Fire Ins. Co.	Y							
	Atlantic States Insurance Company		Y						
Donegal	Donegal Mutual Insurance Company	Y	Y						
-	Peninsula Insurance Company	Y	Y						
Elephant Insurance	Elephant Insurance Company		Y						
	Erie Insurance Company		Y						
Erie	Erie Insurance Exchange	Y	Y						

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## **Coverages Offered by Company (or group of companies)**

Some insurers offer various coverage by different companies within their insurance group.

Y = Coverage is offered (\*though some limitations may apply)

A = Coverage may be available through an affiliated program

				Motorcycle	RV &			Personal	
Group	Insurance Company(ies)	Home	Auto	and Scooter	Trailers	ATV	Boats	Watercraft	Notes
· ·	Esurance Property & Casualty Ins Co		Y	0000101		,,,,,	Douto		
Esurance	Esurance Insurance Services, Inc.	Α	A	A		A	Α	А	
Everett Cash	Everett Cash Mutual Insurance Co.	Y							
Farm Family	United Farm Family Insurance Company	Y	Y						
Farmers Mut of Salem	Farmers Mutual Fire of Salem County	Y							
Firemente Fund	Fireman's Fund Insurance Company	Y	Y	Y	Y	Y	Y	Y	
Fireman's Fund	National Surety Company		Y						
Frederick Mutual	Frederick Mutual Insurance Company	Y							
	GEICO		Y		Y	Y			
GEICO	GEICO General Ins Co		Y		Y	Y			
GEICO	GEICO Indemnity Company		Y	Y	Y	Y			
	SkiSafe AXIS / Agent GEICO						Y	Y	
GMAC	National General Assurance Co.		Y	Y	Y	Y			
	Harleysville Mutual Insurance Co						Y		
Harleysville	Harleysville Preferred Insurance Co		Y		Y				
	Harleysville Worcester Insurance Company	Y				Y*			*Home policy required
Hartford	Sentinel Insurance Company	Y	Y	A	Y	Α	Α	A	
Homesite	Homesite Insurance Company	Y							
	Horace Mann Insurace Company	Y	Y		Y*		Y		*Trailers Only
Horace Mann	Horace Mann Property & Casualty Co		Y						
	Teachers Insurance Company	Y	Y						
IDS	IDS Property Casualty Insurance Co	Y	Y						
Interstate	Interstate Auto Insurance Co.	Y*	Y	Y					*Renters Only
Keystone	Keystone Insurance Company	Y	Y	А	Y				

## **Coverages Offered by Company (or group of companies)**

Some insurers offer various coverage by different companies within their insurance group.

#### Y = Coverage is offered (\*though some limitations may apply)

A = Coverage may be available through an affiliated program

				Motorcycle and	RV &			Personal	
Group	Insurance Company(ies)	Home	Auto	Scooter	Trailers	ATV	Boats	Watercraft	Notes
	American States Preferred Insurance Co		Y		Y				
	First Liberty Insurance Corporation		Y	Y	Y	Y			
Liberty Mutual	Liberty Mutual Fire Insurance Company	Y	Y	Y	Y	Y	Y	Y	
Liberty Mutual	Liberty Insurance Corporation	Y					Y	Y	
	Safeco Insurance Company of America	Y					Y	Y	
	Safeco Insurance Company of Illinois			Y		Y			
Lititz	Lititz Mutual Insurance Company	Y							
MAIF	Maryland Automobile Insurance Fund		Y						
Markel	Markel American Insurance Company	Y*		Y		Y	Y	Y	*Renters Only
	Metropolitan Casualty Insurance Co		Y	Y	Y				
MetLife	Metropolitan Direct Property & Casualty		Y		Y				
Mellie	Metropolitan Group Property & Casualty	Y	Y	Y	Y				
	Metropolitan Property & Casualty Ins Co	Y					Y	Y	
MSA Group	NGM Insurance Company	Y					Y*		*Home policy required
NISA Gloup	Old Dominion Insurance Company		Y		Y*				*Auto policy required
Mutual Benefit	Mutual Benefit Insurance Company	Y	Y						
National Interstate	National Interstate Insurance Company				Y				
	Triumphe Casualty Company				Y				
	Allied Property & Casualty Insurance Co.	Y	Y				Y	Y	
	Amco Insurance Company		Y	Y	Y	Y	Y	Y	
	Depositors Insurance Company		Y	Y	Y	Y	Y	Y	
	Nationwide General Insurance Co.		Y						
Nationwide	Nationwide Insurance Co. America			Y	Y	Y			
	Nationwide Mutual Fire Ins. Co.	Y*							* Renter/Condo Only
	Nationwide P&C Company	Y					Y	Y	
	Titan Indemnity Company		Y						
	Victoria Fire & Casualty Company		Y						

## **Coverages Offered by Company (or group of companies)**

Some insurers offer various coverage by different companies within their insurance group.

#### Y = Coverage is offered (\*though some limitations may apply)

A = Coverage may be available through an affiliated program

				Motorcycle and	RV &			Personal	
Group	Insurance Company(ies)	Home	Auto	Scooter	Trailers	ATV	Boats	Watercraft	Notes
Paramount	Paramount Insurance Company		Y						
Penn National	Penn National Insurance Co.	Y	Y		Y		Y		
	Progressive Advanced Insurance Co			Y	Y	Y	Y	Y	
Progressive	Progressive American Insurance Co			Y	Y	Y	Y	Y	
Tiogressive	Progressive Select Insurance Company		Y						
	Progressive Specialty Insurance Co		Y						
Selective	Selective Ins. Co. of South Carolina	Y	Y						
Sentry	Dairyland Insurance Company		Y	Y					
State Auto	State Auto Property & Casualty	Y	Y	Y	Y	Y	Y	Y	
State Auto	State Auto Mutual		Y	Y	Y	Y			
State Farm	State Farm Fire and Casualty Co.	Y	Y	Y	Y		Y	Y	
	State Farm Mutual Automobile Ins. Co.		Y	Y	Y	Y			
Travelers	Travelers Home and Marine Insurance Co	Y	Y	Y	Y	Y	Y	Y	
Travelers	Travelers Commercial Insurance Comapny	Y	Y	Y	Y	Y	Y	Y	
Unitrin	Unitrin Auto and Home Ins. Co.	Y	Y		Y		Y	Y	
onam	Unitrin Direct Property & Casualty Ins Co		Y						
	Garrison Property and Casualty Ins Co.	Y	Y		Y	Y			
USAA	United Services Automobile Association	Y	Y		Y	Y			
0344	USAA Casualty Insurance Company	Y	Y		Y	Y			
	USAA General Indemnity Company	Y	Y		Y	Y			
Westminster American	Westminster American Insurance Co	Y							
Windsor Mt. Joy	Windsor Mt. Joy Mutual Insurance Co	Y					Y	Y	
	Empire Fire and Marine Insurance Co.	Y*							*Home policies only
Zurich	Fidelity & Deposit Insuranca Co. of MD	Y*							*Home policies only
Zunon	Foremost Insurance Company			Y	Y	Y	Y	Y	
	21st Century North America Ins Co		Y						

### How to File A Complaint

Consumers may contact the Maryland Insurance Administration to file a complaint against an insurance company, agent or broker.

Complaints must be received in writing or filed on-line using the agency's website, *www.mdinsurance.state.md.us.* Under *Consumer Information,* the public will find a link entitled *File A Complaint.* This page describes the process and provides instructions for filing a complaint.

Please provide as much detail as possible, including copies of relevant documents. A trained, professional investigator will handle your complaint. The investigator will contact the company/agent/broker and try to resolve the issue. Meanwhile, you will be advised of the steps being taken on your behalf. Complaint files are not closed until the Maryland Insurance Administration has made a determination regarding the complaint.

<u>General Information</u> <u>410-468-2000 or 800-492-6116</u> TTY 1-800-735-2258 E-mail: miaweb@mdinsurance.state.md.us Website: www.mdinsurance.state.md.us

Complaints Fax: 410-468-2307 (or 2334)

## **Rapid Response Program**

The Insurance Administration has a Rapid Response Program to help consumers resolve property and casualty claims (including claims made under automobile, homeowners and commercial lines policies) quickly and without having to file a formal written complaint.

The Rapid Response Program puts individuals having difficulty resolving certain claims in touch with special representatives at participating companies in an effort to help address problems directly and quickly. For more information about this Program, contact us at 410-468-2340 or 800-492-6116 ext. 2340. Participation in the Rapid Response Program is voluntary and does not affect your right to file a formal complaint.

## Michigan – Static Rate Comparison Example (Homeowners)

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**INSURANCE FACTS** *For Michigan Consumers* 

## 2008 Buyers' Guide to Home & Renters Insurance

Toll-Free Consumer Assistance Line 877-999-6442

Department of Labor and Economic Growth Office of Financial and Insurance Regulation www.michigan.gov/ofir

### **Dear Home Insurance Consumer:**

Access to affordable home insurance is important for all Michigan consumers. Each year the Michigan Office of Financial and Insurance Regulation (OFIR) conducts a survey of home insurance companies to find out what they charge for different policies around the state. This rate survey is designed to show how much rates can vary from company to company and to help you find the coverage you want at the best possible rate.

Companies represented in this guide are only those that are subject to Michigan's Essential Insurance Act, which was passed by the legislature in 1979. This Act is designed to make home insurance available to all eligible Michigan citizens at reasonable rates and allows companies to set their own rates without the prior approval of the Commissioner of the Office of Financial and Insurance Regulation. Accordingly, a company can change its rates quickly to respond to the demands of the marketplace.

The rates provided in this survey reflect the rates charged by an insurer on July 1, 2008. A particular insurer may have increased or decreased rates since that date. The rates in the survey do not include any discounts the company may offer, so be sure to ask your agent about any discounts for which you might be eligible when shopping for home insurance. Please refer to page 9 of the survey to see an example of how discounts may affect rates. A listing of discounts offered by several companies is also provided in the survey on pages 10 and 11.

Because there are varying factors that affect what you pay for your insurance, it is not possible to show a rate for every situation. Instead, we have chosen four examples to represent various insurance purchasers, and asked insurance companies to provide a rate for each example in the territories listed. By reviewing the rates for the example which most closely fits your insurance needs, and using the worksheets at the end of the survey, you will be able to get a general idea of the price you would be charged by various companies.

The single best suggestion that I can give you as a consumer is to take the time to shop around! Consumers are always amazed at how much money they may be able to save if they take the time to pick up the phone and obtain quotes from a handful of companies. This guide is designed to assist you in making that process as easy as possible.

I hope you will use this guide as a tool when shopping for home insurance. Also, take the time to ask your agent specific questions regarding the policy you want. If you believe you have been unfairly denied coverage while shopping for insurance, we want to know about it. Please call us toll free at 877-999-6442 or file a formal, written complaint with this office.

Sincerely,

Ken Ross, Commissioner Office of Financial and Insurance Regulation

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- Page 12 ...... Extra Coverages You Can Purchase
- Page 14 ..... How To Use The Survey
- Page 15 ...... Summary of Coverages for Examples

The Michigan Home and Renters Insurance Survey:

- Page 16..... *Example One*: HO-6 (Condominium Policy)
- Page 19......Example Two: Market Value/Repair Cost Policy
- Page 21 ..... Example Three: HO-3
- Page 24 ...... Example Four: HO-4 (Renter's Policy)
- Page 27-29...... Home Insurance Worksheets

This consumer's guide is a publication prepared by the Michigan Office of Financial and Insurance Regulation. You can view more publications by visiting the Office of Financial and Insurance Regulation web site at <a href="http://www.michigan.gov/ofir">http://www.michigan.gov/ofir</a>. Any insurance consumer who needs help with an insurance problem or who feels he or she is not being treated fairly by an insurer, please call **1-877-999-6442.** 

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## WHO CAN USE THIS SURVEY?

The Buyers' Guide is a survey of rates for four sample households *eligible* for home insurance under the law. You are eligible for home insurance if you live in and rent or own one of the following:

 $\sqrt{a}$  house  $\sqrt{a}$  condominium  $\sqrt{a}$  cooperative unit  $\sqrt{a}$  rented room or an apartment

You are also eligible if you own and live in a dwelling having more than one but not more than four separate living units (such as a duplex).

#### What About Coverage For ...

**Mobile Homes?** Policies are similar to those for conventional homes, but have additional provisions specific to mobile homes. For example, they usually include the cost of moving your home to avoid damage from flood, windstorms and other specified perils.

**Farms or ranches?** Policies are similar to those of homeowners but include special additions for farm or ranch buildings and equipment.

**Travel trailers, camping trailers, motor homes?** They are insured under automobile or special policies.

## **INSURANCE ELIGIBILITY**

If you are eligible under the law you cannot be denied insurance solely because of the age of your house, its location, or the type of neighborhood you live in. However, you may be considered *''ineligible''* and can be turned down for insurance if:

- ✓ Within the past 5 years, you have been found guilty of a crime (or an attempt to commit a crime) of arson, the use of explosives, or destroying property.
- ✓ Taxes on the property you want to insure are over 2 years past due.
- ✓ The property you want to insure is used for illegal or dangerous purposes.
- ✓ You refuse to buy the minimum required amount of coverage for the type of policy you want to buy.

- ✓ If your home has a physical condition which presents an extreme likelihood of a significant loss.
- ✓ Within the past 2 years your home insurance has been canceled because of non-payment of premium. This can be overlooked if you pay the entire premium on the policy you are buying in advance.
- ✓ A company requires you to be a member of a group, club or organization and you choose not to join.
- ✓ Within the past 5 years, you have been denied payment of a claim because there was evidence of arson or fraud on your part.

You may be considered "ineligible" for insurance if the value of the property you want to insure does not meet the minimum requirements for the type of policy you want to buy.

#### REPAIR COST POLICY

The law requires that if you want to buy a policy of this type through the regular market, the insured value of your home must be at least \$15,000.

#### REPLACEMENT COST POLICY

The law requires that if you want to buy a policy of this type through the regular market, the insured value of your home must be at least \$35,000.

## **COMPANY GUIDELINES (UNDERWRITING)**

Insurance companies also use guidelines, called *underwriting rules*, to help decide if they will insure or continue to insure you even if you are "eligible" by law. The underwriting rules that companies may use are also specified in Michigan law. Each company's rules may be different, but each company must apply its rules in the same way to everyone. These rules may be based on factors such as how well your property is kept up and the amount and/or kind of insurance claims you have made in the past.

## **INSURANCE INELIGIBILITY**

If you find that you are ineligible for home insurance or that you do not meet a company's underwriting rules, you may want to ask your agent to apply to the **Michigan Basic Property Insurance Association (MBPIA).** The MBPIA was created to provide property insurance to persons who cannot find insurance in the regular market.

If you qualify, you can get an insurance policy through the MBPIA. An MBPIA policy provides basically the same types of coverages as an HO-2 or HO-3 policy from regular companies (see Example 2 and 3).

#### ANY LICENSED AGENT CAN HELP YOU OBTAIN INSURANCE THROUGH MBPIA.

## **RATING TERRITORIES**

The location of your home can make a difference in what you pay for home insurance in two ways:

- 1) The law allows insurance companies to divide the state into *rating territories*. Each company defines its territories differently. For this rate survey, cities or locations were chosen to represent the different parts of the state.
- 2) Your area's *fire protection class* also has an effect on your home insurance rate. Fire protection class is a rating based on the availability and type of fire protection in an area. Class 1 is the most protected area and Class 10 is an unprotected area. The fire protection class of each area is shown in parentheses with sample premium chart abbreviations following:

Cheboygan (7) CHE	Lansing (3) LAN
Clare (6) CLA	Livonia (4) LIV
Dearborn (3) DEA	Marquette (5) MAR
Detroit (2) DET	Saginaw (3) SAG
Flint (3) FLI	Southfield (4) SFLD
Grand Rapids (3) GRA	Traverse City (5) TCTY
Kalamazoo (3) KAL	Warren (4) WAR

Use the rates for the part of the state and fire protection class that most closely resembles the area in which you live.

Michigan Office of Financial and Insurance Regulation - Home Guide

## DEFINITIONS

**Homeowner Policies** – property insurance policies that provide a package of coverage such as property damage protection, liability insurance, coverage for additional living expenses, etc.

- The different types of homeowner policies are typically identified by a form number such as a "Homeowners Form 2" or an "HO-3" (please see the box at the bottom of this page).
- Depending on the form, coverage for the building, its contents or both is provided against "all risks" or against "named perils."
- Settlements are made, up to the selected limits of the policy, on a "replacement cost," "repair cost," or "actual cash value" basis.

All Risk – coverage against "all risks" means that losses are covered for any reason except for those few specifically excluded in the policy. Those risks excluded could be items such as flood, war, collapse, and water and sewer backup.

**Named Perils** – coverage against "named perils" means that only losses from the perils listed in the policy are covered. These include fire, theft, smoke, lightning, riot, explosion, wind, falling objects, vandalism, etc.

**Replacement Cost** – the cost necessary to replace, repair or rebuild damaged property to its original condition with materials of the same kind and quality. For example, a hardwood floor would be repaired or replaced with the same kind of wood.

**Repair Cost** – the cost necessary to replace, repair or rebuild damaged property to a condition similar to what it was before the damage, using modern materials. For example, plaster walls may be replaced with drywall. The maximum amount the insured is able to collect may not be enough to repair or replace the property to its original condition.

Actual Cash Value (ACV) – the current replacement value of property less depreciation.

In this survey, examples are provided that would be covered under the following types of policies: an HO-6 = condominium (example 1, page 16). a "market value" or "repair cost" policy (example 2, page 19). an HO-3 = all risk (example 3, page 21). an HO-4 = renters (example 4, page 24).

Please refer to the examples for a detailed explanation of these types of policies.

## SHOPPING FOR COVERAGE

## **Information You'll Need**

To get an accurate quote, you will usually need this information:

✓ Coverage and limits you want ✓ Description of your home ✓ Loss history ✓ Square footage ✓ Fire and security devices  $\checkmark$  Distance from the nearest fire department and hydrant **Questions to Ask**  $\checkmark$  How much would I save if I increase my deductible? ✓ What is not covered? ✓ Is my coverage replacement cost or repair cost? Does coverage include water damage or sewer back-up?  $\checkmark$  Does the policy cover my jewelry, antiques, or special collections? ✓ What other special coverages are available?  $\checkmark$  What proof do I need in case of a loss?  $\checkmark$  What discounts might I be eligible for?

Michigan Office of Financial and Insurance Regulation - Home Guide

Page 4

## EXPLANATION OF HOME INSURANCE COVERAGE TYPES

Policy forms described in this survey include the following kinds of coverages:

#### **Dwelling** (Coverage A)

Protects against loss to the structure of the dwelling. Except for the market value or repair cost policy described in Example 2 (see page 19), a loss which occurs to an insured dwelling is typically settled on a *replacement cost basis*.

#### Appurtenant Structures (Coverage B)

Other structures on the property, such as a detached garage, are covered for up to 10 percent of the dwelling amount.

#### **Contents** (Coverage C)

This coverage protects against loss to personal property in amounts which vary, depending on the policy form. Covered loss of personal property is usually settled on an *actual cash value basis*. However, many companies now offer replacement cost on personal property.

#### • Off-Premises Loss

There is also protection against loss to personal property while away from the premises, such as property left in a car or hotel room. The maximum paid under this coverage is equal to 10 percent of the contents coverage amount.

#### • Special Items

There are special limits on coverage for certain items such as money, jewelry, computers, or furs. These limits vary by company and do not increase the total amount of coverage under the policy.

#### Additional Living Expenses (Coverage D)

This coverage pays for additional living expenses which may be incurred because of the loss to the property.

For example, if your home is partially destroyed by fire and you must live in a hotel temporarily, this coverage will pay you the difference between what it costs you to live in your home and what it costs you to live in a hotel.

The limit of coverage for the loss of use of your home varies by company and may be based either on a percentage of total coverage or a specified length of time (e.g., six months).

#### Liability (Coverage E)

This coverage provides protection against lawsuits, for example, from someone being injured on your property. In addition, the coverage will pay to defend you if you are sued.

The basic amount of coverage depends on the type of policy purchased, but extra coverage may be purchased for an additional premium.

#### Medical Payments (Coverage F)

This coverage pays for immediate care, such as first aid, ambulance charge, etc., for someone who is hurt on your property. The amount of coverage offered depends on the company.

#### **Property of Others (Coverage G)**

Depending on the company, up to \$500 in replacement cost coverage is provided for physical damage to the property of others that is caused by the insured.

## Loss Assessment (Condominiums Only)

This coverage generally pays up to \$1,000 for a condominium owner's share of a loss assessment charged by the corporation or association of property owners, when the assessment is made as a result of loss to property owned by all members collectively.

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## Things You Can Do To Help With **Future Home Insurance Claims**

#### Don't make a tragedy worse.

The Jones family returned from a night out to find their 3-bedroom home had burned down. Their policy burned down with it and they had no proof of what their home contained. Trying to reconstruct the contents, as well as the value of all the items in their home, only intensified their nightmare. To this day, they are certain they did not recover nearly what they were due.

Don't let this happen to you.

Take steps now to facilitate the processing of any future claims:

✓ Make a written inventory of the contents of your home and, if possible, a room-by-room videotape (include closet interiors).

Take photos of the outside of your home from several angles.

✓ Obtain appraisals of special valuables such as antiques, jewelry, stamps, coins, and other collections.

Keep your policy in a safe deposit box along with the photos and appraisals or put them in a secondary location – for example, your office or a relative's or friend's home.

Update your records periodically – at least once every three to four years.

## HOW TO REDUCE YOUR PREMIUM

The rates in this survey have been determined using only the rating factors specified in each example. However, there are ways to further reduce your premium.

#### **Increased Deductibles**

Increasing your deductible can make a significant difference in the cost of our policy. Choose the largest deductible your budget can handle.

#### **Safety Features**

Many companies offer discounts for installing smoke detectors, fire extinguishers, and safety devices such as central station burglar and fire alarms and heavy duty locks to name a few. If your home has any safety features, check with your agent about the discount options available.

#### **Group Discounts**

Several companies also offer home insurance at reduced rates to members of qualified groups, organizations, and trade or business associations. Members of credit unions and employees of certain businesses may also be eligible for group insurance rates. If you are a member of one of these types of groups, ask your agent if you qualify for group home insurance.

#### **Senior Citizens**

Many companies offer a discount on home insurance to senior citizens over 55 years of age. If you qualify, check with your agent to see if this discount is available from your company.

#### **Construction Discounts**

A discount may be given if you have updated the mechanical systems in your home such as the plumbing, heating, electrical systems or if you have recently installed a new roof. Some companies also give discounts if your home is constructed with fire resistive materials.

#### **Multi-Policy Discounts**

Some companies offer a discount on all policies you purchase from them if you purchase more than one. For example, if you buy a home and auto policy from the same company, you will receive a discount on both policies. Other companies offer the discounts on other types of policies.

#### **Renewal or Valued Policyholder Discounts**

A person can receive a discount if they stay with the same company for a number of years. The discount is based on the number of years you have held a policy with that company, as well as how many claims may have been filed during that time. Each company that offers this discount may use different criteria. You will need to ask questions of the agent to determine if the company you purchase a policy from will use this discount.

#### Age of Dwelling or New Home Discounts

Many companies have a discount program based on the age of the home, starting with new until the home is 10 to 20 years old, depending on the company.

#### **Credit Scoring Discount**

This discount is often the largest discount available to policyholders and it is based on the credit history of the primary policyholder. Companies use various names for this discount, including Blue Ribbon Discount, Advantage Credit, Budgetwise Discount, Financial Stability Rating, Prime Discount, Insurance Score, Financial Responsibility Rate Factor, Account Credit, VIP Discount, as well as other names. If you have a good financial credit rating, you will want to be sure to ask the agent about any credit score discounts that would be available to you.

#### **Miscellaneous Discounts**

There are many other types of discounts offered by one or two companies, such as the Paid in Full Discount if you pay the whole premium up front, the Prior Carrier Discount if you have been previously insured with another company, the Married Discount if you are married, the Mortgage Paid in Full Discount if your home no longer has a mortgage, a Claim Free Discount based on the number of claims you have filed during a certain period, a Non-Smoker Discount, and Payroll Deduction Discount.

This list of discounts is certainly not a comprehensive list. Companies are adding new discounts to their programs all the time. Be sure to ask for a list of those that are offered from each company you are considering buying a policy from. However, most companies have a cap on the total amount of discounts that a person can use to reduce their premiums. For example, if you qualify for several discounts that amount to over 90% of the premium, the company may cap your total to 50% of the premium.

We have provided a list of the major discounts offered on pages 10-11 listed by company and by the amount of discount that may be given.

Remember: Insurance companies can develop any type of discount for any group they feel may experience reduced losses or expenses. It is critical when shopping for home insurance to ask for all the discounts the company offers.

# Discount amounts vary depending on the insurance company so SHOP AROUND!

Michigan Office of Financial and Insurance Regulation – Home Guide

## HOW DISCOUNTS AFFECT YOUR PREMIUM

In the example below, a standard base rate has been chosen from one company in our consumer guide. All consumer guide rates are base rates, without discounts applied. This rate represents what a person in Detroit may have to pay for an HO-3 policy, which is found in example 3 of the guide, if they do not qualify for any discounts.

Once all the discounts are applied separately to the base rate, our example shows how dramatically the premium has changed. In this particular example, the mature discount is applied after each discount has been applied and that total deducted. You may not qualify for each of the discounts offered in this example, or your particular insurance company may not offer all of these discounts. Some offer more discounts. The example simply illustrates how important it is for each homeowner to shop for coverage with several different companies, and inquire about all discounts for which they may qualify with a company.

Base Premium		\$1510
Smoke Detector Discount	2%	-30
Deadbolt Lock Discount	2%	-30
Fire Extinguisher Discount	2%	-30
New Home Discount (New)	20%	-302
Auto/Home Multi-policy Discount	17%	-257
Life/Home Multi-policy Discount	5%	-76
Insurance Score 7	6%	<u>-91</u>
Subtotal premium		\$694
Mature 55-64 Discount	3%	<u>-21</u>
Final Premium		\$673

This particular company offers several levels of discounts for a new home. For example, a 2 year old home still has a discount, but it is somewhat lower each year, until the home reaches 10 years of age at which time the discount will end.

The Insurance Score discount is the amount of discount given for the insureds credit score. A score of "7" is a medium range discount. This company has scores ranging from "0" to "10." However, each company uses a different scoring methodology for the credit score and you will need to ask what your score is and what discount is available.

Home Insurance Discounts

Company	Multi-Policy	New Home		Construction		Group			CLAIMS
AIG Centennial Ins Co		2-16%	<b>Devices</b> 2-10%		Homeowner		Score	Smoker	FREE
Allied Property & Cas. Ins. Co	5-17%	1-30%	2-10%	0.15	20%	8%	9-52%		5.6-47.2%
	5-17% 25%	0-37%	2-10% 0-15%	0.15		<u> </u>	9-52% 0-71%		5.6-47.2% 10%
Allstate Indemnity Co									
Allstate Insurance Co	25%		0-15%			5%			10%
Allstate Property & Cas Co	20%	0-37%	0-6%	0-24%	8%	5%	0-70%		0-76%
American Fire &^ Cas. Ins. Co	5.4004	0.000/	3-13%			10-20%			= - /
The American Insurance Co.	5-10%	2-20%	2-30%	<u> </u>					5%
American International Underwrit		2-16%	2-10%	2-16%					
American Reliable Ins Co.			2-5%	3-5%	5%				5%
American Security Ins Co.		2-20%	3-5%		 				2%
Amica Mutual Ins. Co.	10-18%		0-13%	0.15			0-79%		
Armed Forces Ins Exchange		2-20%	2-13%	14-15%					
Associated Indemnity Corp.		2-20%	2-30%						
Auto Club Group Ins. Co.	10-20%	2-43%	2-8%		10-22%	2%	10-44%		2.5-10%
Auto-Owners Ins. Co.	5-20%	1-22%	3-12%	0.1	10-34%		4-38%		
Automobile Ins Co of Hartford,CT	10%	3-23%	2-8%	0.15					
Badger Mutual Ins. Co.	<b></b>		2-5%						
Central Mutual Ins Co	10-15%	variable	2-13%						5%
Cincinnati Insurance Co.		5-20%	0.05		10%				10-20%
Citizens Insurance Co of America	15%	0-44%	2-10%				1-57%	0.1	
Depositors Ins Co.	0-66.1%	0-60%	0-30.2%		0-50%		0-77.7%		
Electric Insurance Co.	15%	2-25%	10-13%						
EMCASCO	25%	5-32%	2-15%		15%		25-50%		
Employers Mutual Cas. Co.	25%		2-15%		15%		25-50%		
Encompass Property & Cas.	25%	up to 44%	up to 15%	up to 20%	0-30%	15%	p to 89.3%	0.01	
Farm Bureau Gen Ins Co of MI	15%		2-15%	3-30%			5-20%	0.05	5-10%
Farmers Insurance Exchange	5-15%		0-50%			5%		0-5%	
Federal Insurance Co		3-21%	2-12%						5%
Fidelity & Deposit Of Maryland		2-20%	2-13%	2-20%					
Fire Insurance Exhange	5-15%		2-25%		4-24%	3%		0.01	
First American P & C Co.	5%		2-13%						
Frankenmuth Mutual Ins Co	15%		2-15%		15-20%	5-30%	15-38%		10-15%
Fremont Insurance Co	15%		up to 21%		10 20 %	15%	15-48%	0.05	
Grange Insurance Co of Michigan	17%		2-5%	2-40%			5-70%	0.00	28%
Great Northern Ins. Co.		3-21%	0-12%						5%
Hamilton Mutual Ins. Co.	25%		2-15%	0.10	15%		25-50%		570
Harleysville Lake States Ins.	15%		8-13%		5-10%	5-15%			5-10%
Hartford Accident & Indemnity	15%	3-20%	up to 20%			0-10%	17-55%		5-10%

Michigan Office of Financial and Insurance Regulation -- Home Guide

#### Home Insurance Discounts

Company	Multi-Policy	New Home	Protective	Construction		Group	: :		CLAIMS
			Devices		Homeowner		Score	Smoker	FREE
		0.000/1							
Hartford Casualty Ins Co	15%	3-20%	up to 20%						
Hartford Ins Co of the Midwest	15%		up to 20%						0-37%
Hastings Mutual Ins. Co.	10-15%		5-10%		19%		5-42%	2%	
Home-Owners Ins. Co.	5-20%		3-10%		134%		4-38%		
Homesite Group Inc.		up to 30%	up to 10%		10%		up to 5%		up to 21%
Horace Mann Ins Co	up to 20%	up to 20%	5%				up to 68%		up to 9%
IDS Property Casualty	5-10%	variable	2-15%		5%				
Liberty Mutual Fire Ins. Co.	2-10%	3-10%	1-16%	3-27%		5-10%	0-69%		0-68%
MemberSelect Ins Co	5-22%	0.4-35%	1-5%		10-20%		11-74%		.3-92%
Merastar Insurance Co.	20%	4-32%	2-5%		0.05		20-45%		
Merchants Mutual Ins. Co.	15%	5-20%	2-23%	0.05	15%		[T	2%	0.05
Metropolitan Prop. & Cas.	10%	0-32%	5-15%	15%	0.1				5-10%
Michigan Insurance Co.	17%	1-40%	3-15%	0.07	2-7%	variable		5%	10-17%
Michigan Millers Mutual Ins Co	20%	2-40%	Up to 20%		15-25%	8-23%	5-42%	0.02	
MutualAid eXchange			2-5%	0.15					
Nationwide Mutual Fire Ins Co	18%	0-33%	2-15%	0-33%	0.15		0-54%		
Nationwide Prop & Cas Ins Co	20%	0-20%	0-15%	0-41%	0-15%		0-63%		0-20%
Ohio Casualty Ins. Co			3-13%			10-20%			
Pacific Indemnity Ins Co		3-21%	2-10%	0.15					0.05
Pioneer State Mutual	15%	1-20%	2-20%		0.2	0.02	0-44%	0.04	0.05
Safeco of America	15%	0-30%	2-7%				0-90%		
Secura Insurance	5%		2-10%				0-56%	0.05	
Secura Supreme Ins Co	25%		2-10%				0-56%	5%	
State Auto Insurance Co.	19%	3-25%	3-13%	15%	0.05	17-20%	26-72%		
State Farm Fire & Casualty Co	15%	1-25%	2-15%	1-38%					68-73%
Tokio Marine & Fire Ins. Co.			2-13%						
Travelers Indemnity Co of Amer.	10%	3-23%	2-8%	0.15					
Twin City Fire Ins Co	15%	3-20%	up to 20%	15%	0.05				
United Services Auto Assoc.		4-31%	2-15%				(#- 		
USAA Casualty Ins. Co.		4-31%	2-15%						
Vigilant Insurance Co		3-21%	2-10%	0.15					0.05
West American Ins Co	15%		3-13%			10-20%			
Westfield Insurance Co	10-20%	2-25%	2-10%		15%				up to 15%

## EXTRA COVERAGES YOU CAN PURCHASE

There are many additional coverages available that aren't included in the examples. Some additional coverages you may wish to consider are:

#### **Additional Replacement Cost Coverage**

Additional replacement cost coverage for the dwelling may be purchased as additional coverage under certain types of homeowners policies. Under this coverage, the company guarantees that you will be protected for the full replacement cost of the house, even if that amount is higher than the policy limit. Some companies refer to this coverage as "extra expense" coverage or "guaranteed replacement cost" coverage. Check with the agent to find out the specific limits of this additional coverage.

#### **Debris Removal**

If debris removal expense plus damage to property is more than the limit of coverage selected, an additional 5 percent of the coverage limit may be available for debris removal.

#### **Tree Removal**

This coverage will pay to have damaged trees removed; the standard limit is \$500. Many companies require the tree to have actually fallen or caused damage to other property due to a covered peril before they provide the coverage.

#### **Trees, Shrubs and Other Plants**

This coverage will pay the cost to replace damaged trees, shrubs and other plants; the standard limit is \$500 per item up to an aggregate limit.

#### **Fire Department Service Charge**

This coverage pays this expense when applicable; the standard limit is \$500.

#### Credit Card, Fund Transfer Card Forgery, and Counterfeit Money

This coverage protects against the fraudulent use of credit cards or fund transfer (money machine) cards or reimburses you if you accidentally receive counterfeit money; the standard limit is \$500.

#### **Ordinance and Law Coverage**

This coverage can be very important if you own a home that is not relatively new. It provides extra coverage if your home is partially damaged and cannot be rebuilt to its original condition because of changes in the local building codes. The insurance company **will not** pay for the upgrades unless you have this additional coverage. The standard limit is 10% of the total dwelling coverage amount, but some companies will allow you to purchase larger amounts.

#### **Personal Property Floaters**

This coverage provides extra insurance, up to the value of the insured property, for items that exceed the amount listed for such property in your regular policy. You may need to purchase this additional coverage for items such as expensive jewelry, cameras, collections, laptop computers, or rare antiques. Most insurers require you to have such items appraised to determine their value at the time you purchase the insurance.

#### **Flood Insurance**

Your regular home insurance policy does not contain coverage for flood damage to your home and contents. You must purchase an additional flood insurance policy from your home insurance company or the federal government to get this coverage. Your agent should be able to advise you about how to purchase this coverage, as well as the amount of coverage you need.

## HOW TO USE THE SURVEY

- Step 1 Determine which city most accurately represents the area in which you live, both in terms of fire protection class and location in the state.
- Step 2 Read the description of the four examples in the survey and choose the one which best describes your household.
- Step 3 Look at the premiums for the example you have chosen under the territory which best represents your area.
- Step 4 Compare these premiums with what you are paying for your insurance. If some are lower than your current rate, it may be an indication that you need to start shopping!
- Step 5 When you have chosen some companies to compare, check your phone pages. You should be able to find several different agents or companies to call for quotes. While not all companies have offices in all areas of the state, keep in mind that some independent agents represent several different companies.

The companies in this rate comparison are a representative sample of companies subject to the provisions of the Essential Insurance Act (EIA). There are a few companies in the state that are *exempt* from the EIA due to size or to the limited amount of home insurance business written in Michigan. Exempt companies are not included in this comparison because their rating and underwriting practices may be dramatically different from companies that are subject to the EIA. Likewise, insurers who write "group" insurance policies are also not subject to EIA and are not included in this rate survey.

## **THE SAMPLE HOUSEHOLDS**

- → There are four sample households in this survey.
- → The summary on page 15 outlines the various coverages and limits provided under each type of policy.
- → Annual premiums for the policy described in each example are listed, by territory, on the pages following the example.
- → Read each example. This will acquaint you with several different kinds of policies and coverages, and some of the rules that pertain to them.
- → Knowing about the insurance products that are available can help you buy a policy tailored to your own needs.

### SUMMARY OF COVERAGES FOR SURVEY SAMPLE HOUSEHOLDS

	Example 1	Example 2	Example 3	Example 4
Dwelling	Condominium	Single Family House	Single Family House	Rental Unit
Form	HO-6	Market Value (Repair Cost)	HO-3	HO-4
Policy Limit	\$50,000	\$50,000	\$100,000	\$40,000
Deductible	\$250	\$250	\$250	\$250
Covered Loss Types			All Risks (with	
Dwelling:	Named Perils	Named Perils	specific exclusions)	N/A
Contents:	Named Perils	Named Perils	Named Perils	Named Perils
Settlement Basis				
Dwelling:	Replacement Cost	Repair Cost	Replacement Cost	N/A
Contents:	Actual Cash Value	Actual Cash Value	Actual Cash Value	Actual Cash Value
Coverage Amounts	(Insured's Option or			
Dwelling	10% Policy Limit)	(100% Market Value)	(Policy Limit)	N/A
(Coverage A):	\$5,000	\$50,000	\$100,000	
Appurtenant				
Structures	N/A①	(10% Policy Limit)	(10% Policy Limit)	N/A①
(Coverage B):		\$5,000	\$10,000	
Contents	(Policy Limit)	(50% Policy Limit)	(50% Policy Limit)	(Policy Limit)
(Coverage C):	\$50,000	\$25,000	\$50,000	\$40,000
Off Premises	(10% Contents Limit)	(10% Contents Limit)	(10% Contents Limit)	(10% Contents Limit)
Loss:	\$5,000	\$2,500	\$5,000	\$4,000
Special Items				
(Cash,Furs,Jewels):	Specified in Policy	Specified in Policy	Specified in Policy	Specified in Policy
Additional Living	Varies by company;	Varies by company;	Varies by company;	Varies by company;
Expenses	may either be a % of	may either be a % of	may either be a % of	may either be a % of
(Coverage D):	policy limit or	policy limit or	policy limit or	policy limit or
	specified length of	specified length of	specified length of	specified length of
	time (e.g. 6 months).	time (e.g. 6 months).	time (e.g. 6 months).	time (e.g. 6 months).
Liability	\$100,000 Basic	\$100,000 Basic	\$200,000 Basic	\$100,000 Basic
(Coverage E):	policy limit; varies by	policy limit; varies by	policy limit; varies by	policy limit; varies by
	company. Higher	company. Higher	company. Higher	company. Higher
	limit available for	limit available for	limit available for	limit available for
	additional premium.	additional premium.	additional premium.	additional premium.
Medical Payments (Coverage F):	\$1,000/person	\$1,000/person	\$1,000/person	\$1,000/person
Property of Others	Up to \$500 in	Up to \$500 in	Up to \$500 in	Up to \$500 in
(Coverage G):	replacement cost.	replacement cost.	replacement cost.	replacement cost.

 Coverage not included in policy; may be purchased for added premium.

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## EXAMPLE ONE A condominium insured for \$50,000 under a Homeowners Form 6 or an "HO-6" policy

An HO-6 is a condominium policy. It provides coverages similar to a renter's policy (see example 4) since the limit chosen is based on the value of the owner's personal property or contents. An HO-6, however, also provides coverage for that part of the *dwelling* that belongs to the condominium owner. This includes alterations, appliances, fixtures and improvements that are part of the building or are contained within the building.

An HO-6 also covers property that is the condominium owner's responsibility to insure under a corporation or association of property owners agreement. In this type of policy both the dwelling and the contents are covered against *named perils*.

Following a covered loss to the contents, settlement is made on the basis of *actual cash value*. A loss to the dwelling is made on a *replacement cost basis*.

The amount of coverage on the face of this policy is \$50,000. However, the amounts in coverages A and D through G (see page 5) are provided *in addition to* the amount that would be paid for loss of the contents.

If the insured in this example suffers a loss of \$50,000 to personal property, and \$5,000 to the part of the dwelling that the insured owns, he or she could collect \$55,000 plus additional living expenses, if necessary.

Cheboygan (7) CHEClare (6)CLADearborn (3) DEADetroit (2)DETFlint (3)FLIGrand Rapids (3) GRAKalamazoo (3)KAL

Lansing (3) LAN Livonia (4) LIV Marquette (5) MAR Saginaw (3) SAG Southfield (4) SFLD Traverse City (5) TCTY Warren (4) WAR

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#### Example 1

Companies	CHE	CLA	DEA	DET	FLI	GRA	KAL	LAN	LIV	MAR	SAG	SFLD	тстү	WAR
Allied Property & Cas. Ins #	622	692	974	1144	770	654	627	648	864	557	803	879	618	873
Allstate Indemnity Co.**#	354	556	990	990	354	354	354	354	354	354	556	990	556	990
Allstate Insurance Co # **	340	534	950	950	340	340	340	340	340	340	534	950	534	950
AIG Centennial Ins. Co.	558	520	520	520	520	520	520	520	520	520	520	520	520	520
AIU International Underwriting	558	520	520	520	520	520	520	520	520	520	520	520	520	520
American Fire & Cas Co	187	187	254	378	314	206	206	206	254	242	254	264	187	314
American Insurance Co	330	330	330	398	330	330	330	330	398	330	330	398	330	330
Amica Mutual Ins Co	473	473	638	735	563	460	460	473	547	473	500	563	460	518
Armed Forces Ins Exchange##	137	126	123	132	113	99	100	97	123	107	100	127	126	107
Associated Indemnity Corp	297	297	297	358	297	297	297	297	358	297	297	358	297	297
Auto Club Group Ins Co **#	283	283	395	600	536	283	310	477	366	283	536	536	283	447
Auto Owners Insurance Co**	294	294	344	483	412	294	300	303	303	294	344	344	294	412
Automobile Ins Co of Hartford	193	187	212	268	177	177	177	177	212	187	177	177	187	177
Badger Mutual Insurance Co	269	269	347	469	347	269	269	269	269	269	269	269	269	269
Central Mutual Insurance Co	237	224	290	368	296	218	218	224	224	224	256	370	218	231
Cincinnati Insurance Company	129	127	125	132	132	125	125	125	125	127	125	125	127	125
Citizens Ins Co of America	324	329	473	551	500	286	300	310	321	348	428	623	318	342
Civic Property & Casualty Co.	566	566	815	964	566	500	559	507	645	507	629	566	566	566
Depositors Insurance Co***	332	339	436	461	377	318	330	341	410	332	350	422	334	431
Electric Insurance Co	170	155	164	245	245	155	155	155	164	155	155	164	155	164
Emcasco Insurance Co ***	381	350	350	493	403	350	350	350	409	350	350	350	350	350
Employers Mut Cas Ins Co ***	381	350	350	493	403	350	350	350	409	350	350	350	350	350
Encompass Property & Casualty	714	514	613	901	550	509	509	509	599	527	509	613	527	613
Farm Bureau General Ins of MI	276	242	453	688	571	300	309	260	212	242	453	526	188	314
Federal Insurance Co	325	325	399	399	325	325	325	325	399	325	325	325	325	325
Fire Insurance Exchange+++ ###	608	608	585	888	585	534	585	585	923	608	585	608	608	608
Frankenmuth Mutual Ins Co	202	210	488	488	381	228	218	230	218	202	308	488	202	381
Fremont Mutual Ins Co	171	189	225	442	324	189	216	189	225	152	207	234	171	225
Grange Ins. Co. of Michigan	699	638	785	1206	828	586	586	586	586	732	586	586	733	697
Great Northern Ins Co	188	188	230	230	188	188	188	188	230	188	188	188	188	188
Hamilton Mutual Ins. Co.***#	381	350	350	493	403	350	350	350	409	350	350	350	350	350
Harleysville Lake States Ins Co	240	234	456	727	418	287	278	300	234	216	418	409	227	409
Hartford Casualty Ins Co	188	188	241	267	267	188	188	188	241	188	241	188	188	241
Hartford Ins Co of the Midwest	190	190	249	276	276	190	190	190	249	190	249	190	190	249
Hastings Mutual Ins. Co***	154	140	181	227	227	140	140	140	140	140	181	181	140	181
Homesite Ins Co/Midwest	249	234	619	537	235	254	262	273	286	266	395	727	260	537
Home Owners Insurance Co**	270	270	316	445	379	270	276	279	279	270	316	316	270	379
Horace Mann Insurance Co***	142	142	195	349	142	117	117	116	131	134	136	150	133	157
IDS Property Casualty	178	178	245	373	276	169	169	245	208	178	276	291	178	208
Liberty Mutual Fire Ins Co	224	220	340	340	269	219	223	223	215	220	260	367	220	226
MemberSelect Ins Co.	414	467	520	602	467	414	414	451	414	414	602	602	451	602
Merastar Insurance Co.	217	255	461	445	351	217	217	217	273	217	338	461	338	445
Merchants Mutual Ins. Co.*	164	148	214	343	227	148	141	148	169	148	169	204	131	162
Metropolitan Property & Cas Ins	204	180	321	379	350	180	199	224	209	199	319	282	180	304
Michigan Insurance Co	118	106	260	380	212	140	140	140	156	106	204	260	118	174
Michigan Millers Mut Ins Co	195	187	260	293	187	195	187	187	206	187	218	260	187	260
MutualAid eXchange	179	179	248	248	179	179	179	179	248	179	179	179	179	179
Nationwide Mutual Fire Ins Co #	831	776	1222	1396	746	776	776	776	779	776	776	1222	776	1222
Ohio Casualty Insurance Co	201	201	273	407	338	220	220	220	273	259	273	285	201	338
Pacific Indemnity Co	227	227	277	277	227	227	227	227	277	227	227	227	227	227
,														

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#### Example 1 (continued)

Companies	CHE	CLA	DEA	DET	FLI	GRA	KAL	LAN	LIV	MAR	SAG	SFLD	тстү	WAR
Pioneer State Mutual Ins Co	242	248	362	501	415	256	242	339	238	235	363	238	235	238
Safeco Ins Co of America***	306	278	326	438	668	276	278	278	326	278	440	278	278	438
Secura Mutual Ins Co	362	443	680	1026	453	453	430	453	500	515	453	628	352	628
Secura Supreme Ins. Co.	282	341	525	795	349	349	331	349	385	397	349	485	270	485
Sentry Insurance Company***	154	154	206	206	206	148	148	148	186	154	148	186	154	206
State Auto Mutual Insurance Co	281	281	319	408	332	281	318	313	319	331	309	362	313	318
State Farm Fire & Casualty***	1277	1277	2524	2524	1702	1278	1392	1392	1047	1277	1653	2524	1277	1378
Teachers Ins Co	119	119	162	292	119	98	98	98	109	112	114	126	112	115
Tokio Marine & Fire Ins Co	162	149	196	353	246	170	226	216	198	248	210	325	147	228
Travelers Indemnity Co of Amer	193	187	212	268	177	177	177	177	212	187	177	177	187	177
Twin City Fire Insurance Co	188	188	241	267	267	188	188	188	241	188	241	188	188	241
United Services Auto Assoc##	170	155	163	172	160	155	239	239	154	202	239	170	155	172
USAA Casualty Ins Co ##	196	178	186	197	182	178	272	272	175	230	272	175	178	197
Vigilant Insurance Co.	325	325	399	399	325	325	325	325	399	325	325	325	325	325
Westfield Insurance Co	312	312	350	312	312	312	312	350	312	312	312	312	312	312
West American Ins Co	201	201	273	407	338	220	220	220	273	259	273	285	201	338

\*May reflect variation in liability limit.

\*\*May reflect variation in medical payment limit.

\*\*\*May reflect variation in deductible amount.

### Only writes new business for condo and renters

## Only writes military, retired military, and family.

# No longer accepts new business.

+++ Part of Farmers Ins. Group

## EXAMPLE TWO

A single-family house with a market value of \$50,000 and a replacement cost of \$100,000, insured under a "Market Value" or "Repair Cost" policy

This type of policy provides an amount of coverage on the dwelling that is *limited to 100 percent of the value of the home on the open market*. In this example that amount would be \$50,000. Under a market value policy, both the dwelling and contents are covered against *named perils*.

A covered loss to the dwelling is settled on a *repair cost* basis up to the maximum limit of the policy. This is why it is sometimes referred to as a "repair cost policy." Covered property losses are settled on the basis of *actual cash value*.

The replacement cost of the home in this example is \$100,000. An insured may not want or need to purchase \$100,000 of coverage on a house with a market value of only \$50,000. For this reason, a market value policy may be a more reasonable option than a replacement cost policy.

Also, some insurers do not want to insure a home on a replacement cost basis when the replacement cost is considerably larger than the market value of the property. This is because in the event of a total or near-total loss the policyholder could receive a settlement amount much greater than the home's actual worth. *If an insurer does not offer a replacement cost policy for this reason, the insurer must offer a market value policy.* 

The amount of coverage on the face of this policy is \$50,000. However, the amounts in coverages B through G (see page 5) are provided *in addition to* the amount that would be paid for loss to the building. If the insured suffers a loss of \$50,000 to the building, \$15,000 to the contents and \$3,500 to the garage, he or she could collect \$68,500.

For an increased premium some companies offer a market value policy that is similar to a Homeowners Form 3 or an HO-3 policy (see Example 3). The dwelling is then covered against *"all risks."* 

Cheboygan (7) CHEClare (6)CLADearborn (3)DEADetroit (2)DETFlint (3)FLI

Grand Rapids (3) GRA Kalamazoo (3) KAL Lansing (3) LAN Livonia (4) LIV Marquette (5) MAR Saginaw (3) SAG Southfield (4) SFLD Traverse City (5) TCTY Warren (4) WAR

#### Example 2

Companies	CHE	CLA	DEA	DET	FLI	GRA	KAL	LAN	LIV	MAR	SAG	SFLD	тстү	WAR
Allstate Indemnity Co #** ***	1370	1392	3298	2578	1401	1220	1220	1158	1336	1243	1318	3298	1489	2578
Allstate Insurance Co # ** ***	1274	1247	2755	2169	1281	1152	1217	1140	1152	1217	1235	2755	1390	2169
Allstate Property & Cas Co** ***	3322	3379	7772	6532	4452	3174	3069	2759	3495	3301	3022	4452	3231	3661
American Fire & Cas. Ins. Co.	731	686	1230	2225	1171	1049	845	963	814	1230	1110	1099	730	1352
Auto Club Group Ins Co ** #	549	787	946	2176	1554	613	649	764	629	610	905	1377	637	994
Auto Owners Ins Co**	754	768	1097	1996	1349	769	815	848	739	711	956	1026	622	1185
Badger Mutual Insurance Co	602	602	974	1388	974	602	602	602	602	602	602	602	602	602
Central Mutual Insurance Co	589	575	931	1745	977	571	614	630	675	579	850	1238	561	695
Citizens Ins Co of America	1207	1120	2463	3458	2515	1170	1326	1467	1505	1047	2141	2978	1070	1623
Civic Property & Casualty Co.	1621	1563	2021	2698	1857	1191	1062	1065	1158	1238	1435	1730	1563	1479
Emcasco Insurance Co ***	736	669	880	3100	2182	767	596	738	611	489	1113	880	471	1892
Employers Mut Cas Ins Co ***	736	669	880	3100	2182	767	596	738	611	489	1113	880	471	1892
Farm Bureau General Ins MI*	908	809	1371	2473	1680	908	1037	847	646	719	1371	1603	621	973
Farmers Insurance Exchange***	1918	1792	2050	2489	1725	1678	1692	1588	1667	1716	1715	2074	1857	1621
Fire Insurance Exhange+++ #	2253	2594	2809	5679	2884	1395	2570	1837	1626	1386	2368	1883	2068	1988
Frankenmuth Mutual Ins Co	714	742	1735	2604	1392	850	714	873	764	714	1172	1735	714	1397
Fremont Mutual Ins Co	814	860	1082	2156	1574	903	1037	903	1030	690	993	1073	775	1030
Grange Ins. Co. of Michigan	5719	4834	13064	15579	5629	3746	3968	4218	5020	5301	5394	5020	5301	5228
Hamilton Mutual Ins. Co.*** #	736	669	880	3100	2182	767	596	738	611	489	1113	880	471	1892
Harleysville LakeStates Ins Co	1158	1027	2196	3515	2507	1121	1433	1497	944	601	1512	1973	571	1973
Hartford Accident & Indemnity	385	385	439	832	533	279	316	391	439	422	464	391	385	399
Hartford Casualty Ins Co	511	511	583	1106	708	370	419	519	583	560	616	519	511	530
Hartford Ins Co of the Midwest	527	438	645	1285	871	431	424	467	645	484	597	564	438	496
Hastings Mutual Insurance Co***	487	442	794	1329	865	487	429	429	531	442	575	794	385	794
Home Owners Ins Co**	693	706	1010	1836	1241	708	750	779	681	653	880	944	572	1090
Horace Mann Insurance Co***	1395	1166	1846	4742	1510	1056	987	926	1238	1206	1698	1143	1219	1328
IDS Property Casualty	398	488	688	964	806	394	358	384	372	424	573	788	433	407
Metropolitan Prop & Cas Ins	794	635	1214	1589	1094	677	695	723	743	602	917	1061	635	966
Michigan Insurance Co	758	692	1652	2380	1336	896	896	896	982	692	1298	1652	750	1100
Michigan Millers Mut Ins Co	650	756	1403	2904	1275	827	752	752	876	654	1216	1059	538	1168
Ohio Casualty Insurance Co	786	736	1322	2393	1259	1127	908	1033	875	1322	1191	1181	785	1454
Pioneer State Mutual Ins Co	525	485	767	1097	1006	522	493	803	485	462	864	485	462	485
Secura Mutual Ins Co	1379	1614	2938	5036	1775	1857	1614	1775	1864	1864	1775	2491	1292	2491
Sentry Insurance Company***	359	356	575	749	581	409	404	407	454	357	408	526	354	501
State Farm Fire & Casualty Co***	3845	3838	5190	6290	4274	2285	2436	2368	2119	2936	5178	4786	2726	3443
Teachers Ins Co	1189	994	1573	4033	1231	897	842	790	1061	793	1378	976	1039	1130
Twin City Fire Ins Co	511	511	583	1106	708	370	419	519	583	560	616	519	511	530
West American Ins Co	786	736	1322	2393	1259	1127	908	1033	875	1322	1191	1181	785	1454
Westfield Insurance Co	581	655	922	2052	1133	606	691	684	744	761	875	991	485	827

\*May reflect variation in liability limit.

\*\*May reflect variation in medical payments limit.

\*\*\*May reflect variation in deductible amount.

# No longer accepts new business.

+++ Part of Farmers Ins. Group

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## EXAMPLE THREE

## A single-family house insured for \$100,000 under a Homeowners Form 3 or an "HO-3" policy

Under an HO-3, the dwelling is covered against *all risks* or perils except those specifically excluded in the policy and the contents are covered against *named perils*. A loss to the dwelling is settled on a *replacement cost* basis. Personal property losses are settled on the basis of *actual cash value*.

Because an HO-3 provides coverage against all types of risks to the dwelling except for those specifically excluded in the policy, it is sometimes considered to be a "deluxe" policy. Depending on the company, the policy may have some special added coverages or limits. In order to purchase this type of policy, the insurer may require an insured to purchase an amount of coverage equal to at least 70 percent of the homes full replacement cost.

The amount of coverage on the face of this policy is \$100,000. However, the amounts in coverages B through G (see page 5) are provided *in addition to* the amount that would be paid for loss to the dwelling.

If the insured in this example suffers a loss of \$100,000 to the dwelling, \$40,000 to the contents and \$7,000 to an unattached garage, he or she could collect \$147,000 plus additional living expenses, if necessary.

Cheboygan (7) CHEClare (6)CLADearborn (3)DEADetroit (2)DETFlint (3)FLIGrand Rapids (3)GRAKalamazoo (3)KAL

Lansing (3) LAN Livonia (4) LIV Marquette (5) MAR Saginaw (3) SAG Southfield (4) SFLD Traverse City (5) TCTY Warren (4) WAR

Michigan Office of Financial and Insurance Regulation – Home Guide

#### Example 3

Companies	CHE	CLA	DEA	DET	FLI	GRA	KAL	LAN	LIV	MAR	SAG	SFLD	тстү	WAR
Allied Property & Cas. Ins. Co. ##	1524	1904	2395	3942	2170	1435	1728	1455	1968	1706	2171	2391	1347	2424
Allstate Indemnity Co ## ** ***	1545	1568	3654	2866	1577	1380	1380	1312	1506	1405	1486	3654	1674	2866
Allstate Insurance Co ## ** ***	1439	1409	3061	2418	1446	1305	1376	1293	1305	1376	1396	3061	1566	2418
Allstate Property & Cas Co** ***	5106	5193	11896	10003	6829	4879	4720	4247	5369	5074	4649	6829	4966	5624
AIG Centennial Ins. Co.	766	694	750	1052	595	595	595	595	750	694	595	741	709	750
AIU International Underwriting Ins	766	694	750	1052	595	595	595	595	750	694	595	741	709	750
American Bankers Ins Co Florida	1467	1467	2081	2081	1467	1467	1467	1467	2081	1467	1467	1467	1467	1467
American Fire & Cas Co	892	837	1494	2691	1422	1275	1030	1171	992	1494	1348	1335	891	1640
American Reliable Ins Co***	816	816	2295	2295	1187	816	816	816	2295	816	1187	1187	816	1187
American Security Ins Co	1159	1159	1273	1273	1273	1159	1159	1159	1273	1159	1159	1159	1159	1159
Amica Mutual Insurance Co***	1972	1878	3871	6064	3493	1896	1990	2101	1876	1813	2438	3050	1819	2308
Armed Forces Ins Exchange###	559	532	608	733	580	652	686	580	608	543	580	410	532	580
American Insurance Co.	1080	1080	988	1482	690	690	690	690	1040	1116	690	1121	988	1040
Associated Indemnity Corp	927	927	852	1258	607	607	607	607	895	957	607	961	852	895
Auto Club Group Ins Co** ##	766	1095	1315	3379	2155	855	904	1064	877	853	1259	1908	888	1382
Auto Owners Insurance Co**	771	786	1117	2018	1370	787	834	865	757	728	975	1045	640	1204
Automobile Ins Co of Hartford	795	752	902	1500	893	755	725	601	902	725	782	792	752	808
Badger Mutual Ins Co	716	716	1151	1635	1151	716	716	716	716	716	716	716	716	716
Central Mutual Insurance Co	868	848	1343	2507	1405	840	840	927	994	856	1235	1769	827	1022
Cincinnati Insurance Company	422	574	856	1601	991	455	551	559	615	615	600	561	380	524
Citizens Ins Co of America	1465	1359	2983	4432	3046	1420	1609	1779	1825	1272	2594	3607	1299	1968
Civic Property & Casualty Co.	1983	1913	2469	3292	1367	1462	1305	1309	1800	1519	1758	1627	1913	1582
Depositors Insurance Co***	1601	1812	2285	3812	2212	1416	1582	1586	2140	1394	2142	2328	1418	2261
Electric Insurance Co	514	468	450	561	656	468	468	416	450	476	617	450	468	450
Emcasco Insurance Co ***	842	767	1005	3518	2479	877	623	845	701	563	1269	1005	543	2151
Employers Mut Cas Co ***	842	767	1005	3518	2479	877	623	845	701	563	1269	1005	543	2151
Encompass Property & Casualty	2690	2379	2367	6069	1504	1216	1216	1216	1440	1542	1216	2367	1542	2367
Farm Bureau General Ins of MI	731	630	1081	1885	1288	731	758	624	514	559	1081	1230	456	769
Farmers Insurance Exchange	2306	2174	2474	3031	2102	2036	2052	1917	2019	2096	2100	2541	2239	1962
Federal Insurance Co	1026	1026	1169	1653	839	839	839	839	1169	1298	955	1298	1026	1169
Fidelity & Dep. Co. of Maryland***	688	681	1242	1179	931	736	780	650	683	632	864	902	681	855
Fire Insurance Exchange+++ ##	2863	3293	3566	7200	3662	1776	3264	2336	2069	1765	3008	2394	2629	2527
First America P & C Ins Co	628	599	772	1351	975	599	599	599	599	705	705	888	599	656
Frankenmuth Mutual Ins Co	736	766	1769	2648	1422	874	736	899	788	736	1201	1769	736	1428
Fremont Mutual Ins Co	726	763	961	1898	1390	804	921	804	911	615	882	949	689	911
Grange Ins. Co. of Michigan	4670	3942	10641	12685	4596	3066	3247	3450			4406	4102		
Great Northern Ins Co	545	545	618	867	449	449	449	449	618	685	508	685	545	618
Hamilton Mutual Ins. Co.*** ##	842	767	1005	3518	2479	877	623	845	701	563	1269	1005	543	2151
Harleysville LakeStates Ins Co	1473	1306	2782	4445	3174	1425	1818	1900	1201	768	1918	2500	731	2500
Hartford Accident & Indemnity	506	506	574	1077	695	372	416	514	574	553	605	513	506	523
Hartford Casualty Ins Co	667	667	757	1426	918	488	547	677	757	729	798	676	667	689
Hartford Ins Co of the Midwest	702	588	859	1696	1156	580	570	625	859	648	798	753	588	664
Hastings Mutual Ins Co***	556	556	987	1493	976	556	539	539	663	556	653	987	485	987
Homesite Ins Co/Midwest	496	502	1617	968	509	505	515	522	484	531	968	1736	561	968
Home Owners Insurance Co**	710	724	1029	1858	1261	725	769	797	698	671	899	963	591	1109
Horace Mann Insurance Co ***	1678	1402	2223	5717	1817	1269	1186	1112	1489	1451	2045	1375	1466	1597
IDS Property Casualty	681	831	1165	2183	1360	675	616	657	637	723	974	1329	739	697
Liberty Mutual Fire Ins Co	2536	1954	2686	5248	2294	1792	1875	1830	1762	2020	2388	3516	1954	2019
MemberSelect Ins Co	849	1165	1700	1901	1230	780	825	697	1113	512	1454	1460	788	1302
Merastar Insurance Co.	693	935	1405	1570	990	634	634	634	553	634	946	1405	946	1156
Merchants Mutual Ins. Co.	687	935 626	848	1570	1036	495	489	495	542	698	755	683	940 470	720
	007	020	0-0	10/1	1000	-30	-03	-30	072	030	700	000	-10	120

Michigan Office of Financial and Insurance Regulation -- Home Guide

#### Example 3 (continued)

Companies	CHE	CLA	DEA	DET	FLI	GRA	KAL	LAN	LIV	MAR	SAG	SFLD	тстү	WAR
Metropolitan Prop & Cas Ins	788	635	1193	1557	1079	675	693	719	740	603	908	1047	635	955
Michigan Insurance Co	752	690	1628	2346	1320	886	886	886	972	690	1280	1628	746	1088
Michigan Millers Mut Ins Co	614	715	1325	2744	1204	781	710	710	825	619	1147	1001	507	1101
MutualAid eXchange	361	361	498	592	445	361	361	361	498	319	361	436	361	361
Nationwide Mutual Fire Ins Co ##	3110	2712	4929	7790	2787	2428	2712	2428	2301	2652	2512	4929	2652	3918
Nationwide Prop & Cas Ins Co	2710	2541	3903	5359	2669	1939	2440	2475	2561	2406	2694	3078	1761	3211
Ohio Casualty Insurance Co	959	898	1604	2893	1528	1370	1106	1257	1066	1604	1447	1434	957	1762
Pacific Indemnity Co	749	749	853	1202	616	616	616	616	853	946	699	946	749	853
Pioneer State Mutual Ins Co	612	565	941	1363	1253	609	576	991	565	539	1079	565	539	565
Safeco Ins Co of America***	1510	1375	2049	3496	2617	1584	1638	1504	1846	1763	1933	2112	1375	1777
Secura Mutual Ins Co	1154	1348	2442	4177	1481	1549	1348	1481	1555	1555	1481	2072	1082	2072
Secura Supreme Ins. Co.	1103	1236	2381	4072	1444	1386	1315	1359	1516	1516	1444	2021	993	2021
Sentry Insurance Company***	454	454	728	946	728	520	520	520	582	454	520	667	454	636
State Auto Mutual Insurance Co	1856	1578	1824	4068	2728	1391	1549	1592	1478	1654	2033	1801	1578	1688
State Farm Fire & Casualty++ ***	7244	7229	9776	11843	8051	4308	4594	4467	3998	5534	9752	9015	5138	6487
Teachers Ins Co	1430	1195	1894	4862	1480	1077	1012	949	1275	952	1657	1173	1250	1359
Tokio Marine & Fire Ins Co	614	565	754	1735	1164	619	573	689	761	597	963	724	560	724
Traverlers Indemnity of America	795	752	902	1500	893	755	725	601	902	725	782	792	752	808
Twin City Fire Insurance Co	667	667	757	1426	918	488	547	677	757	729	798	676	667	689
United Serv Auto Assoc ###	540	493	516	544	504	493	750	750	487	635	750	538	493	544
USAA Casualty Ins Co ###	583	532	556	587	544	532	809	809	524	685	809	581	532	587
Vigilant Insurance Co.	1026	1026	1169	1653	839	839	839	839	1169	1298	955	1298	1026	1169
West American Ins Co	959	898	1604	2893	1528	1370	1106	1257	1066	1604	1447	1434	957	1762
Westfield Insurance Co	741	835	1168	2583	1430	774	880	870	944	966	1108	1256	622	1045

\*May reflect variation in liability limit.

\*\*May reflect variation in medical payment limit.

\*\*\*May reflect variation in deductible amount.

++Does not offer HO-3; rate is for more comprehensive HO-W policy.

## Does not accept new business.

### Only writes military, retired military, and family.

+++ Part of Farmers Ins. Group

## EXAMPLE FOUR

A rental unit in a duplex, a rented house, an apartment, or dormitory insured under a Homeowners Form 4 or an "HO-4" policy

A person who doesn't own the building, but wants liability protection and comprehensive protection against loss to personal property in a rented living space can be insured under an HO-4 policy.

An HO-4 does not provide coverage on the building or appurtenant structures, but provides other coverages similar to a homeowners policy. Personal property is covered against *named perils* and personal property losses are settled on the basis of *actual cash value*.

The amount of coverage on the face of the policy is \$40,000. The amounts in coverages B through G (see page 5) are provided *in addition to* the amount that would be paid for loss to the contents.

For example, if the insured suffers a loss of \$20,000 to his or her personal property, he or she could collect \$20,000 plus an amount necessary, up to the policy limit, for additional living expenses.

Cheboygan (7) CHEClare (6)CLADearborn (3)DEADetroit (2)DETFlint (3)FLIGrand Rapids (3) GRAKalamazoo (3)KAL

Lansing (3) LAN Livonia (4) LIV Marquette (5) MAR Saginaw (3) SAG Southfield (4) SFLD Traverse City (5) TCTY Warren (4) WAR

Michigan Office of Financial and Insurance Regulation – Home Guide

#### Example 4

Companies	CHE	CLA	DEA	DET	FLI	GRA	KAL	LAN	LIV	MAR	SAG	SFLD	тстү	WAR
Allied Property & Casualty Ins. Co.#	810	907	1269	1490	1003	852	817	842	1126	725	1044	1144	804	1139
Allstate Indemnity Co # **	591	934	1663	1663	591	591	591	591	591	591	934	1663	934	1663
Allstate Insurance Co # **	577	910	1622	1622	577	577	577	577	577	577	910	1622	910	1622
AIG Centennial Ins. Co.	580	540	611	652	540	540	540	540	611	540	540	611	540	611
AIU International Underwriting Ins	580	540	611	652	540	540	540	540	611	540	540	611	540	611
American Bankers Ins Co Florida	325	325	325	325	325	325	325	325	325	325	325	325	325	325
American Fire & Cas Co	204	204	277	415	344	225	225	225	277	262	277	289	204	344
American Insurance Co.	458	458	458	555	458	458	458	458	458	458	458	458	458	458
Amica Mutual Ins Co	514	514	636	843	611	514	539	561	607	514	600	611	539	501
Auto Club Group Ins Co ** #	258	258	326	1050	648	258	284	395	297	258	648	648	258	533
Auto Owners Insurance Co**	226	219	267	439	338	228	228	228	228	219	267	267	219	320
Automobile Ins Co of Hartford	251	244	277	345	231	231	231	231	277	244	231	231	241	231
Badger Mutual Insurance Co	286	286	368	498	368	286	286	286	286	286	286	286	286	286
Central Mutual Insurance Co	302	283	385	495	361	294	300	283	317	289	317	484	277	317
Cincinnati Insurance Company	225	218	207	234	234	207	207	207	207	218	207	207	218	207
Citizen's Ins. Co. of America	359	364	527	614	558	318	333	344	359	384	476	696	354	379
Civic Property & Casualty Co.	699	699	1007	1191	699	618	691	626	796	626	777	699	699	699
Depositors Insurance Co***	663	699	885	1012	741	636	669	698	806	663	733	881	672	884
Electric Insurance Co	203	185	215	324	324	185	185	185	215	185	185	215	185	215
Emcasco Insurance Co ***	469	430	417	596	504	417	417	417	510	426	417	422	426	422
Employers Mut Cas Ins Co ***	469	430	417	596	504	417	417	417	510	426	417	422	426	422
Encompass Property & Casualty	979	701	838	1238	751	695	695	695	818	719	695	838	719	838
Farm Bureau Gen of MI	336	292	533	881	728	367	379	324	255	272	533	670	231	378
Federal Insurance Co	308	308	377	377	308	308	308	308	377	308	308	308	308	308
Fire Insurance Exchange+++ ###	816	816	785	1195	785	716	785	785	1242	816	785	816	816	816
First American P & C Ins Co	429	390	425	461	390	390	390	390	425	390	390	390	390	390
Frankenmuth Mutual Ins Co	275	280	650	650	497	300	282	305	282	275	406	650	275	497
Fremont Mutual Ins Co	220	243	290	572	419	243	278	243	290	196	267	302	220	290
Grange Ins. Co. of Michigan	790	719	887	1366	936	660	660	660	660	828	660	660	828	789
Great Northern Ins Co	177	177	216	216	177	177	177	177	216	177	177	177	177	177
Hamilton Mutual Ins. Co.*** #	469	430	417	596	504	417	417	417	510	426	417	422	426	422
Harleysville LakeStates Ins Co	452	439	748	1194	678	485	448	485	437	367	678	673	388	673
Hartford Casualty Ins Co	230	230	295	326	326	230	230	230	295	230	295	230	230	295
Hartford Ins Co of the Midwest	232	232	304	337	337	232	232	232	304	232	304	232	232	304
Hastings Mutual Ins Co***	244	221	287	359	359	221	221	221	221	221	287	287	221	287
Homesite Ins Co/Midwest	334	317	768	672	319	341	350	364	378	354	505	894	347	672
Home-Owners Insurance Co**	208	202	246	404	311	210	210	210	210	202	246	246	202	294
Horace Mann Insurance Co ***	223	223	305	549	223	183	183	182	205	210	213	235	209	215
IDS Property Casualty	204	204	255	813	416	194	194	255	215	204	416	439	204	215
Liberty Mutual Fire Ins Co	257	259	422	455	308	246	267	267	226	259	306	422	259	269
MemberSelect Ins Co	327	383	423	1048	383	327	327	347	310	327	685	806	375	685
Merastar Insurance Co.	255	305	587	566	439	255	255	255	332	255	421	587	421	566
Merchants Mutual Ins. Co.*	225	204	300	547	361	230	219	230	246			252	198	273
Metropolitan Prop & Cas Ins	252	190	393	464	429	220	243	273	255	243	390	346	220	371
Michigan Insurance Co	164	150	358	520	290	194	194	194	212	150	282	358	160	240
Michigan Millers Mut Ins Co	341	325	459	522	325	341	325	325	366		387	459	325	459
MutualAid eXchange	163	163	227	227	163	163	163	163	227	163	163	163	163	163

### Example 4 (continued)

Companies	CHE	CLA	DEA	DET	FLI	GRA	KAL	LAN	LIV	MAR	SAG	SFLD	тстү	WAR
Netional Fire las Os #	4000	4404	0500	0004	40.40	4404	4404	4404	4040	4404	4404	0500	4404	0500
Nationwide Mutual Fire Ins Co #	1268	1181	2582	2964	1243	1181	1181	1181	1243	1181	1181	2582	1181	2582
Ohio Casualty Insurance Co	220	220	298	444	369	241	241	241	298	283	298	310	220	369
Pacific Indemnity Co	215	215	262	262	215	215	215	215	262	215	215	215	215	215
Pioneer State Mutual Ins Co	277	283	414	574	475	293	276	387	272	269	415	272	269	272
Safeco Ins Co of America***	466	424	239	1008	345	194	371	412	457	404	591	597	424	513
Secura Mutual Ins Co	424	518	794	1197	530	530	503	530	584	602	530	734	412	734
Secura Supreme Ins. Co.	316	395	607	918	404	404	383	404	446	460	404	561	313	561
Sentry Insurance Company***	160	160	213	213	213	153	153	153	192	160	153	192	160	213
State Auto Mutual Insurance Co	337	276	358	426	378	297	276	311	358	292	316	302	302	337
State Farm Fire & Casualty***	1195	1195	2538	2538	1592	1172	1280	1280	1009	1195	1576	2538	1195	1364
Teachers Ins Co	187	187	254	459	187	153	153	153	171	175	179	198	175	180
Tokio Marine & Fire Ins Co	196	180	284	981	448	219	176	238	286	215	249	229	178	282
Traverlers Indemnity Co of America	251	244	277	345	231	231	231	231	277	244	231	231	241	231
Twin City Fire Insurance Co	230	230	295	326	326	230	230	230	295	230	295	230	230	295
United Serv Auto Assoc ##	383	384	344	344	385	407	385	385	344	383	385	344	383	344
USAA Casualty Ins Co ##	437	437	391	391	439	465	439	439	391	437	439	391	437	391
Vigilant Insurance Co.	308	308	377	377	308	308	308	308	377	308	308	308	308	308
West American Ins Co	220	220	298	444	369	241	241	241	298	283	298	310	220	369
Westfield Insurance Co	315	315	354	354	315	315	315	315	354	315	315	315	315	315

\*May reflect variation in limits and/or liability limits.

\*\*May reflect variation in medical payment limit.

\*\*\*May reflect variation in deductible amount.

## Only writes military, retired military, and family.

### Only writes new business for condo and renters

+++ Part of Farmers Ins. Group

<sup>#</sup> Does not accept new business.

# **INSURANCE WORKSHEET FOR HOMEOWNERS**

Use this chart to compare the quotes you receive from insurers and to explore the options available to you. All of the coverages listed below would usually be available in a home insurance replacement cost policy and would not result in higher premiums. To accurately compare policies, you will need to indicate what each company includes for each of the coverages in their policy limits. For example, Company A may have a \$500 standard deductible, while Company B may have a \$1000 deductible for the same total premium. To make accurate comparisons you will need to make sure all values are equal or decide which items you are willing to pay more for if you increase the limit.

Coverage (HO-2 or HO-3)	Company A	Company B	Company C	Company D
Home Repair Cost (HO-2) or				
Replacement Cost (HO-3)				
policy limit.				
Personal Liability				
Deductible				
The following items are usual	y included in the	e policy for no ac	ditional cost bu	it amount of
coverage varies from company			y be able to pur	chase higher
limits for an additional premi	um in some categ	gories.		
Appurtenant Structures				
(unattached garage,				
outbuildings, etc.)				
Contents*				
Off Premises Contents				
Additional Living Expense				
Medical Payments				
Property of Others				
Annual Premium:				

\* An HO-3 may have either replacement cost or actual cash value settlement options for contents. An HO-2 usually has only an actual cash value settlement. In order to make a complete comparison among policies be sure to identify which settlement option the issuer uses for contents. Replacement cost content policies <u>may be</u> somewhat more expensive.

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# **INSURANCE WORKSHEET FOR HOMEOWNERS** (CONTINUED)

The chart below lists optional coverages that you can usually purchase for a fee with your home insurance policy. You will have to determine what coverage is most appropriate for your particular lifestyle.

Please see Page 12 for a description of these coverages.

Coverage	Company A	Company B	Company C	Company D
Guaranteed Replacement Cost	\$	\$	\$	\$
Ordinance and Law Coverage	\$	\$	\$	\$
Debris Removal	\$	\$	\$	\$
Credit Card, Fund Transfer,	\$	\$	\$	\$
Counterfeit Money				
Sewer and Drain Backup	\$	\$	\$	\$
Scheduled Personal Property	\$	\$	\$	\$
Tree Removal	\$	\$	\$	\$
Trees, Shrubs and Other Plants	\$	\$	\$	\$
Fire Department Service	\$	\$	\$	\$
Charge				
Other				
Additional Premium:	\$	\$	\$	\$

# INSURANCE WORKSHEET FOR CONDOMINIUM OWNERS (HO-6) AND RENTERS (HO-4)

Coverage (HO-4 or HO-6)	Company A	Company B	Company C	Company D
Dwelling Coverage (HO-6				
only)				
Contents (Replacement Cost or				
Actual Cash Value)				
Personal Liability Amount				
Standard Deductible Amount				
Off Premises Contents				
Additional Living Expense				
Medical Payments				
Property of Others				
Loss Assessment (HO-6 only)				
Discounts Offered by				
CompanyList each discount				
for which you qualify and the				
amount it will reduce your				
premium.				
These are additional coverage				
policy. Each option will add p		<b>L V</b>		
determine what coverage is me		or your particul	ar lifestyle. Ple	ase see Page 12
for a description of these cover	ages.			
Credit Card, Fund Transfer,				1
Counterfeit Money				
Scheduled Personal Property				
Others				
Omers				
A 1D :				
Annual Premium:				<u> </u>

# Electronic Version Helpinsure.com

## Electronic Example – <u>www.healthinsure.com</u>

1. Where You Live							
Your County DLANCO							
Your County BLANCO	<b>_</b>						
Your Zip 78635	<b>_</b>						
70035							
2. About Yourself							
2. About Fourseir							
Gender?	Marital Status?	Age?	Credit Rating?				
Male 🔘	Single 💽	Under Age 25 🔘	Good Credit				
Female	Married C	Age 25-65	Average				
remaie (•	Married IO						
		Age 66 & Older 🛛 🔿	Bad Credit 🔽				
			se with better than average credit scores;				
"Average Credit" for those with avera	age scores; and "Bad Credit" for th	ose with the worst credit scores. Se	ome insurance companies may adjust their				
offers of coverage based on your sco	ore. Insurers who use credit scores	to determine your premium charge	e less if you have good credit.				
3. Coverage Limits							
30/60/25 🔿							
50/100/50							
100/300/100							
100/300/100							
Neter U20/00/05II is also when a family		620.000 for a shi inima da sa sa					
			up to a total of \$60,000 per accident, and \$25,000				
			cond number is the total amount for injuries per				
	dollar limit for property damage. Th	ne coverage limits are the most an i	insurance company will pay, regardless of the				
actual costs.							
1 One on Treat							
4. Car or Truck							
Vehicle?	How Do You Use Your Auto?	3-Year Driving Record?					
venicle?	How Do You Use Your Auto?	3-Tear Driving Record?					
Car 间	Only For Pleasure 🛛 🔿	No Violations 🛛 🔿					
Truck	To & From Work	1 At-Fault Accident					
		1 Speeding Ticket 🔘 🔿					
Note: The sample annual rate estimat	es are based on a 2007 Toyota Cam	ry and a 2007 Ford E150 truck. Chor	ose the type of vehicle most similar to the one				
you drive.		.,					
,							
Submit							
Get Sample Rates Reset							

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Helping Texans with their auto and residential property insurance needs. A free service of the Texas Department of Insurance and Office of Public Insurance Counsel.

Start Auto Homeowners/Condo/Renters Market Connection Learning Center Help

#### Sample Rates for Your Driver Profile

Sample Rate Data Last Updated: 06/01/2011

PLEASE NOTE: The sample rates are estimates given to TDI by the companies listed. Your actual premium will be based on your individual circumstances and could be higher or lower than the sample rates shown. To get an exact premium quote, contact the company or an agent directly. Some companies may require you to meet eligibility requirements. Sample rates are provided for informational purposes only. TDI does not endorse any product, service, or company.

The top 25 insurer groups by national premium volume were required to submit sample rates. Some companies submitted data voluntarily. There may be other companies that sell auto insurance in your area that are not listed here.

#### Your Selected Profile

County & ZIP Code	Your Auto	How You Use	Marital Status	Gender	Age	Driving Record	Credit Rating	Coverage Limits
BLANCO 78635	Car	To & From Work	Single	Female	Age 25 - 64	1 At-Fault Accident	Average	100/300/100

Note: You may sort this list by selecting an underlined column heading. See the key below for an explanation of the column headings. To view policy comparison information choose one to three companies in the "Select to Compare" column below.

one to three companies in the "Select to Compare" column below.

<u>Company Name</u>	Select to Compare	Annual Sample Rate	<u>A.M. Best</u> <u>Rating</u>	<u>Complaint</u> Index	Rate Change 12 months	Rate Change 24 months	Rate Change 36 months
21ST CENTURY CENTENNIAL INSURANCE COMPANY		\$744	A	1.3942	-7.69%	47.04%	35.78%
AAA TEXAS COUNTY MUTUAL INSURANCE COMPANY		\$506	A+	2.0625	3.48%	2.23%	2.23%
ALLSTATE COUNTY MUTUAL INSURANCE COMPANY		\$754	A+	.8349	-3.13%	57.53%	57.53%
ALLSTATE FIRE AND CASUALTY INSURANCE COMPANY		\$486	A+	1.1610	.21%	-4.89%	-16.5%
AMICA MUTUAL INSURANCE COMPANY		\$436	A++	.9483	9%	n/a	n/a
CHARTER GENERAL AGENCY (MGA for UNITRIN COUNTY MUTUAL INSURANCE COMPANY)		\$1017	A-	1.6909	14.66%	13.89%	66.19%
CHARTIS PROPERTY CASUALTY COMPANY		\$1761	A	.0000	45.42%	62.46%	67.57%
Criterion (GEICO) (MGA for COLONIAL COUNTY MUTUAL INSURANCE COMPANY)		\$702	A+	1.6382	-9.3%	-3.03%	41%
ENCOMPASS INDEMNITY COMPANY		\$966	A+	5.6451	2.11%	8.9%	48.6%
ESURANCE INSURANCE COMPANY		\$1390	A+	.0000	1.46%	3.11%	.02%
Esurance (MGA for HOME STATE COUNTY MUTUAL INSURANCE COMPANY)		\$1292		1.5761	1.41%	3.52%	5.9%
FARM BUREAU COUNTY MUTUAL INSURANCE COMPANY OF TEXAS		\$623	A	.7131	2.98%	.65%	.65%
FARMERS TEXAS COUNTY MUTUAL INSURANCE COMPANY		\$558	A	.5906	27.4%	-38.27%	-2.79%
FIREMAN'S FUND INSURANCE COMPANY		\$668	A	.0000	45.85%	45.85%	n/a
GARRISON PROPERTY AND CASUALTY INSURANCE COMPANY		\$353		.4272	0%	2%	n/a
GEICO INDEMNITY COMPANY		\$685	A++	1.3585	-8.67%	-2.42%	-6.42%
GOVERNMENT EMPLOYEES INSURANCE COMPANY		\$430	A++	.7142	-23.49%	-21.39%	-16.01%
HARTFORD FIRE GENERAL AGENCY PROGRAM (MGA for SOUTHERN COUNTY MUTUAL INSURA		\$514	A-	1.9128	45.01%	45.01%	45.01%
Hartford Underwriters General Agency (MGA for SOUTHERN COUNTY MUTUAL INSURAN		\$573	A-	1.9128	0%	n/a	n/a
Hartford of Texas General Agency (MGA for SOUTHERN COUNTY MUTUAL INSURANCE C		\$597	A-	1.9128	0%	n/a	n/a

#### Kev

#### Select to Compare

Select up to three companies to compare rates and view detailed policy information.

#### Annual Sample Rate

The sample rate is an estimate for an auto liability insurance policy based on the information you provided. Collision and comprehensive are NOT included.

#### A.M. Best Rating

The rating indicates the financial strength and operating performance of each company. Reprinted by permission. A++ and A+ mean superior; A and Amean excellent; B++ and B+ mean very good; B and B- mean fair; C++ and C+ mean marginal; C and C- mean weak; and NR means the company was not rated by A.M. Best.

#### Complaint Index

The complaint index shows how consumer complaints filed against a company compare to the average for other companies selling the same type of insurance. The average index is 1.00. A complaint index less than 1.00 indicates that a company received fewer complaints than average, and an index greater than 1.00 indicates that a company received more complaints than average

#### Rate Change - Previous Months

The rate change is the percentage amount an insurer has changed its sample rates for this profile in the previous periods

#### Company Name - MGA

Some auto insurance is sold through an MGA or managing general agency, an agency that markets and services auto policies. In these instances, the name of the county mutual insurance company that issues the policy is listed also. The complaint index and A.M. Best rating refer to the performance of the county mutual insurance company issuing the policy. A county mutual insurance company may issue policies for several MGAs.

#### **Compare Rates and Policy Information**

- Create Your Own Shopping Worksheet 1. Using the check box in the "Select to Compare" column, select the companies you'd like to compare rates and detailed policy information for. You may select up to three.
  - 2. Customize your worksheet. By default, all of the following items will appear on your worksheet. If you do not want to view a particular item, select the check box to not display it.

Discounts Offered by Companies	~
Summary of Policy	

Coverages Detailed Explanation of

Policy Coverages

Create Worksheet Reset

#### Your Auto Insurance Worksheet and Report

#### Shopping Worksheet - Compare Companies and Coverages

PLEASE NOTE: The sample rates are estimates given to TDI by the companies listed. Your actual premium will be based on your individual circumstances and could be higher or lower than the sample rates shown. To get an exact premium guote, contact the company or an agent directly. Some companies may require you to meet eligibility requirements. Sample rates are provided for informational purposes only. TDI does not endorse any product, service, or company.

The top 25 insurer groups by national premium volume were required to submit sample rates. Some companies submitted data voluntarily. There may be other companies that sell auto insurance in your area that are not listed here.

Also available as separate downloads:

- All discounts/ all companies (PDF)
- Insurance credit scoring information
- Company information chart (PDF)

Print this worksheet or copy/paste it into Word. Use the worksheet to record your shopping notes

Company	Policy Type	My quote?	Discounts available?	Other notes
21ST CENTURY CENTENNIAL INSURANCE COMPANY Phone: 877-310-5687 Web: www.21st.com	AU TX01A 0706			
AAA TEXAS COUNTY MUTUAL INSURANCE COMPANY Phone: 866-487-4222 Web: www.aaa-texas.com	Texas PAP			

### **Compare Policy Coverages**

Minimum Texas Auto Liability Insurance Coverages

- The minimum auto liability required by law covers you, your family members, and others driving your car, when found at fault in an accident.
- The imminute allocation of the coverage required by tax covers you, your hanny memory and others any your car, when round a round in account.
  The lowest amount of coverage required by Texas law is \$30,000 for the injury or death of one person, \$60,000 for the injury or death of two or more people, and \$25,000 for property damage. This is commonly called 30/60/25 coverage.
  If you are still paying on your car, your lender will require you to carry collision and comprehensive insurance in addition to liability coverage. These sample rates are for liability coverage only.

### **Compare Policy Coverages**

Simple Grid

Coverages	21ST CENTURY CENTENNIAL INSURANCE COMPANY (AU TX01A 0706)	AAA TEXAS COUNTY MUTUAL INSURANCE COMPANY (Texas PAP)
Permissive Driver	Yes	Yes
Any person using the car	Yes with restrictions	Yes. With restrictions
Option to Exclude Named Driver	Yes by endorsement only	Yes. By endorsement only
Additional Vehicle	Yes with restrictions	Yes. With restrictions
Replacement Vehicle	Yes with restrictions	Yes. With restrictions
Temporary Substitute Vehicle	Yes with restrictions	Yes. With restrictions
Vehicles Owned or Used by Family Member	No with exceptions	No. With exceptions
Trailers	Yes	Yes
Motorcycles	No.	No. Covers vehicles with 4+ wheels
Loss of Use	Yes, applies only to property of others	Yes. Applies only to property of others
Liability Coverage Outside Texas	Covered in all 50 states	Covered in all 50 states
Liability Coverage Outside US	Puerto Rico and Canada only.	Puerto Rico and Canada only

\*See Detailed Grid for Conditions or Exclusions

## Compare Policy Coverages Full Detail Grid

Coverages	21ST CENTURY CENTENNIAL INSURANCE COMPANY (AU TX01A 0706)	AAA TEXAS COUNTY MUTUAL INSURANCE COMPANY (Texas PAP)
Permissive Driver	Yes	Yes.
Any person using the car	Yes. However, if that person is not a family member they must have a reasonable belief that they are entitled to drive the car in order for coverage to apply.	Yes. However, if that person is not a family member they must have a reasonable belief that they are entitled to drive the car in order for coverage to apply.
Option to Exclude Named Driver	Yes. This option is available of endorsement only.	Yes. This option is available by endorsement only.
	Yes. However, you must notify the company within 30 days or the vehicle will not be covered. If your current car does not have collision or comprehensive coverage, the company will provide these coverages for the newly-acquired car for four days. If there is a loss under these used you notify the company during those four days, a \$500 deductible will apply for any loss. Also, the newly acquired car must be insurable under the company's published guidelines.	Yes. However, you must notify the company within 30 days or the vehicle will not be covered.
Vehicle	Yes. However, you must notify the company within 30 days or the vehicle will not be covered. If your current car does not have collision or comprehensive coverage, the company will provide these coverages for the newly-acquired car for four days. If there is a loss under these coverages before you notify the company during those four days, a \$500 deductible will apply for any loss. Also, the newly acquired car must be insurable under the company's published guidelines.	Yes. The replacement vehicle will have the same liability coverage as the vehicle it replaced. Please note: for additional coverage, you must contact the company.
	Yes, only if substituted because a covered vehicle is out of regular use due to breakdown, repair, servicing, loss, destruction.	Yes. Only if substituted because a covered vehicle is out of regular use due to: 1) Breakdown 2) Repair 3) Servicing 4) Loss 5) Destruction.
Vehicles Owned or Used by Family Member	No. However, if you or your spouse use the vehicle, you are covered after insurance on the vehicle pays.	No. However, if you or your spouse use the vehicle, you are covered after insurance on the vehicle pays.
Trailers	Yes	Yes.
Motorcycles	No. Your liability policy only covers vehicles with at least four wheels. Please note: some companies sell different policies specifically designed to cover motorcycles.	No. Your liability policy only covers vehicles with at least 4 wheels. Please note: some companies sell different policies specifically designed to cover motorcycles.
	Yes. Loss of use applies only to the property of others damaged by you or other persons covered under the policy.	Yes. Loss of use applies only to the property of others damaged by you or other persons covered under the policy.
Liability Coverage Outside Texas	Yes the vehicle is covered in all 50 states.	Yes. The vehicle is covered in all 50 states. Please note: if the required minimum liability limits are greater in another state, this policy will cover you up to those higher limits.
	Yes the vehicle is covered in Puerto Rico and Canada. Please note: if the required minimum liability limits are greater in Puerto Rico or Canada, this policy will cover you up to those higher limits. Limited coverage in Mexico is available by endorsement.	Yes. The vehicle is covered in Puerto Rico and Canada. Please note: If the required minimum liability limits are greater in Puerto Rico or Canada, this policy will cover you up to those higher limits.

# **Appendix C**

### Auto Insurance:

Basic Information http://www2.iii.org/individuals/autoinsurance/

Facts and Statistics http://www.iii.org/facts\_statistics/auto-insurance.html

## Homeowner's and Renter's Insurance:

Basic Information http://www2.iii.org/individuals/homeownersandrentersinsurance/

Facts and Statistics http://www.iii.org/facts\_statistics/homeowners-and-renters-insurance.html

# **Appendix D**

# **Quick Links to Consumer Guides**

## Appendix D

Quick links to state insurance department on-line consumer guides.

	NAIC State Web Map					
State	Const	umer Guide Link				
Alabama	Auto Insurance	Homeowner's Insurance				
Alaska	Auto Insurance	Homeowner's Insurance				
Arizona	Auto Insurance	Homeowner's Insurance				
Arkansas	Auto Insurance	Homeowner's Insurance				
California	Auto Insurance	Homeowner's Insurance				
Colorado	Auto Insurance	Homeowner's Insurance				
Connecticut	Auto Insurance	Homeowner's Insurance				
Delaware	Auto Insurance	Homeowner's Insurance				
Florida	Auto Insurance	Homeowner's Insurance				
Georgia	Auto Insurance	Homeowner's Insurance				
Hawaii	Auto Insurance	Homeowner's Insurance				
Idaho	Auto Insurance	Homeowner's Insurance				
Illinois	Auto Insurance	Homeowner's Insurance				
Indiana	Auto Insurance	Homeowner's Insurance				
lowa	Auto and He	omeowner's Insurance				
Kansas	Auto Insurance	Homeowner's Insurance				
Kentucky	Auto and H	omeowner's Insurance				
Louisiana	Auto Insurance	Homeowner's Insurance				
Maine	Auto Insurance	Homeowner's Insurance				
Maryland	Auto Insurance	Homeowner's Insurance				
Massachusetts	Auto Insurance	Homeowner's Insurance				
Michigan	Auto Insurance	Homeowner's Insurance				
Minnesota	Auto Insurance	Homeowner's Insurance				
Mississippi	Auto Insurance	Homeowner's Insurance				
Missouri	Auto Insurance	Homeowner's Insurance				
Montana	Auto Insurance	Homeowner's Insurance				
Nebraska	Gene	eral Information				
Nevada	Auto Insurance	Homeowner's Insurance				
New Hampshire	Auto Insurance	Homeowner's Insurance				

New Jersey	Auto Insurance Homeowner's Insurance
New Mexico	Consumer Information
New York	Auto Insurance Homeowner's Insurance
North Carolina	Auto Insurance Homeowner's Insurance
North Dakota	Auto Insurance Homeowner's Insurance
Ohio	Auto Insurance Homeowner's Insurance
Oklahoma	Auto Insurance Homeowner's Insurance
Oregon	Auto Insurance Homeowner's Insurance
Pennsylvania	Auto Insurance Homeowner's Insurance
Rhode Island	Auto Insurance Homeowner's Insurance
South Carolina	Auto Insurance Homeowner's Insurance
South Dakota	Auto Insurance Homeowner's Insurance
Tennessee	Auto Insurance Homeowner's Insurance
Texas	Auto Insurance Homeowner's Insurance
Utah	Auto Insurance Homeowner's Insurance
Vermont	Auto Insurance Homeowner's Insurance
Virginia	Auto Insurance Homeowner's Insurance
Washington	Auto Insurance Homeowner's Insurance
West Virginia	Consumer Services
Wisconsin	Auto Insurance Homeowner's Insurance
Wyoming	Auto Insurance Homeowner's Insurance