

Beacon: Fixed Annuity Sales Fall

U.S. sales of fixed annuities fell to about \$22 billion in the third quarter, down 21% from the total for the third quarter of 2008.

Beacon Research, Evanston, Ill., has reported those figures in a summary of results from a survey of FA issuers.

Although FA sales were down in the third quarter, sales for the first three quarters totaled \$84.5 billion, up 16% from the total for the first three quarters of 2008.

Sales of indexed annuities increased to \$7.3 billion in the third quarter, up 6% from the total for the third quarter of 2008.

When compared with results for the third quarter of 2008, sales for the latest quarter were down 37% for market-value-adjusted annuities, 30% for book value annuities and 16% for income annuities.