

# Middle Market Recent Success Guide - Hawaii

## Target Attributes

- ✓ Well-Maintained properties
- ✓ Favorable loss history
- ✓ No history of litigation or PA involvement
- ✓ Adequate valuation

## Target Classes

### Primary

- ✓ Apartments (1990 & newer)
- ✓ Real Estate
- ✓ Offices
- ✓ Retail / Shopping Centers
- ✓ Restaurants
- ✓ Hospitals / Healthcare
- ✓ Medical Offices
- ✓ Assisted Living

### Secondary

- ✓ Churches
- ✓ Hospitality
- ✓ Education
- ✓ Warehouses

## Recent Bound Accounts

Class	State	County	Year Built	Construction	Participation	Limit	Layer	Attachment Point	TIV
Apartments	HI	Maui	1989	Frame	50%	\$5M	Primary	-	\$50M - \$100M
Apartments	HI	Maui	2018	Frame	50%	\$5M	Primary	-	\$25M - \$50M
Apartments	HI	Kauai	1978	Frame	50%	\$5M	Primary	-	\$100M - \$250M
Hospitality	HI	Maui	1994	RC	100%	\$5M	Excess	\$5M	\$250M \$500M
Condominium	HI	Honolulu	2007	Frame	20%	\$5M	Primary	-	\$100M - \$250M
Apartments	HI	Kauai	1980	Frame	50%	\$5M	Primary	-	\$25M - \$50M
Condominium	HI	Honolulu	2002	Frame	50%	\$5M	Primary	-	\$100M - \$250M
Apartments	HI	Hawaii	1992	Frame	50%	\$5M	Primary	-	\$50M - \$100M
Apartments	HI	Honolulu	1971	Frame	50%	\$5M	Primary	-	\$25M - \$50M
Apartments	HI	Honolulu	1987	Frame	50%	\$5M	Primary	-	\$100M - \$250M
Condominium	HI	Honolulu	1986	Frame	50%	\$5M	Primary	-	\$25M - \$50M