

DELAWARE COMPENSATION RATING BUREAU, INC

Excess Loss Premium Factors  
Adjusted to Include Allocated Loss Adjustment Expenses

Average excess loss pure premium ratios by hazard group and loss limitation are derived in Exhibit 17b. Those same excess ratios are presented herein and adjusted to include allocated loss adjustment expenses and to express the resulting loss and ALAE as a portion of residual market rates.

Pages 1 and 2 show the calculation of excess ratios for hazard groups A through G.

DELAWARE  
 Excess Loss Factor Study  
 Excess Loss Premium Factors with Adjustment for ALAE

| Loss Limitation | DE Hazard Group Excess Loss Factors |            |            |            |            |            |            |                | ELF adjusted for LBA's |                 |                 |                 |                 |                 |        | ELF adjusted for LBA's & Risk Load |        |        |        |        |        |      |
|-----------------|-------------------------------------|------------|------------|------------|------------|------------|------------|----------------|------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|--------|------------------------------------|--------|--------|--------|--------|--------|------|
|                 | HG A                                | HG B       | HG C       | HG D       | HG E       | HG F       | HG G       | TCR            | HG A                   | HG B            | HG C            | HG D            | HG E            | HG F            | HG G   | HG A                               | HG B   | HG C   | HG D   | HG E   | HG F   | HG G |
|                 | (1)<br>Pg2                          | (2)<br>Pg3 | (3)<br>Pg4 | (4)<br>Pg5 | (5)<br>Pg6 | (6)<br>Pg7 | (7)<br>Pg8 | (8)<br>(1)*TCR | (9)<br>(1)*TCR         | (10)<br>(2)*TCR | (11)<br>(3)*TCR | (12)<br>(4)*TCR | (13)<br>(5)*TCR | (14)<br>(6)*TCR | (15)   | (16)                               | (17)   | (18)   | (19)   | (20)   | (21)   |      |
| \$10,000        | 0.860                               | 0.894      | 0.890      | 0.909      | 0.919      | 0.930      | 0.943      | 0.578          | 0.601                  | 0.598           | 0.611           | 0.617           | 0.625           | 0.634           | 0.583  | 0.606                              | 0.603  | 0.616  | 0.622  | 0.630  | 0.639  |      |
| \$15,000        | 0.825                               | 0.866      | 0.861      | 0.883      | 0.892      | 0.907      | 0.924      | 0.554          | 0.582                  | 0.579           | 0.593           | 0.599           | 0.609           | 0.621           | 0.559  | 0.587                              | 0.584  | 0.598  | 0.604  | 0.614  | 0.626  |      |
| \$20,000        | 0.797                               | 0.840      | 0.834      | 0.859      | 0.869      | 0.887      | 0.906      | 0.536          | 0.564                  | 0.560           | 0.577           | 0.584           | 0.596           | 0.609           | 0.541  | 0.569                              | 0.565  | 0.582  | 0.589  | 0.601  | 0.614  |      |
| \$25,000        | 0.770                               | 0.818      | 0.812      | 0.839      | 0.848      | 0.868      | 0.890      | 0.517          | 0.550                  | 0.546           | 0.564           | 0.570           | 0.583           | 0.598           | 0.522  | 0.555                              | 0.551  | 0.569  | 0.575  | 0.588  | 0.603  |      |
| \$30,000        | 0.748                               | 0.797      | 0.791      | 0.819      | 0.830      | 0.852      | 0.875      | 0.503          | 0.536                  | 0.531           | 0.550           | 0.558           | 0.572           | 0.588           | 0.508  | 0.541                              | 0.536  | 0.555  | 0.563  | 0.577  | 0.593  |      |
| \$35,000        | 0.726                               | 0.779      | 0.773      | 0.802      | 0.813      | 0.836      | 0.860      | 0.488          | 0.523                  | 0.519           | 0.539           | 0.546           | 0.562           | 0.578           | 0.493  | 0.528                              | 0.524  | 0.544  | 0.551  | 0.567  | 0.583  |      |
| \$40,000        | 0.707                               | 0.760      | 0.755      | 0.787      | 0.796      | 0.821      | 0.847      | 0.475          | 0.511                  | 0.507           | 0.529           | 0.535           | 0.552           | 0.569           | 0.480  | 0.516                              | 0.512  | 0.534  | 0.540  | 0.557  | 0.574  |      |
| \$50,000        | 0.672                               | 0.729      | 0.724      | 0.756      | 0.768      | 0.795      | 0.823      | 0.452          | 0.490                  | 0.486           | 0.508           | 0.516           | 0.534           | 0.553           | 0.457  | 0.495                              | 0.491  | 0.513  | 0.521  | 0.539  | 0.558  |      |
| \$75,000        | 0.605                               | 0.667      | 0.659      | 0.697      | 0.707      | 0.736      | 0.769      | 0.406          | 0.448                  | 0.443           | 0.468           | 0.475           | 0.495           | 0.517           | 0.411  | 0.453                              | 0.448  | 0.473  | 0.480  | 0.500  | 0.522  |      |
| \$100,000       | 0.551                               | 0.617      | 0.610      | 0.649      | 0.660      | 0.691      | 0.725      | 0.370          | 0.415                  | 0.410           | 0.436           | 0.443           | 0.464           | 0.487           | 0.375  | 0.420                              | 0.415  | 0.441  | 0.448  | 0.469  | 0.492  |      |
| \$125,000       | 0.508                               | 0.576      | 0.568      | 0.608      | 0.619      | 0.653      | 0.690      | 0.341          | 0.387                  | 0.382           | 0.409           | 0.416           | 0.439           | 0.464           | 0.346  | 0.392                              | 0.387  | 0.414  | 0.421  | 0.444  | 0.469  |      |
| \$150,000       | 0.472                               | 0.542      | 0.534      | 0.574      | 0.584      | 0.620      | 0.658      | 0.317          | 0.364                  | 0.359           | 0.386           | 0.392           | 0.417           | 0.442           | 0.322  | 0.369                              | 0.364  | 0.391  | 0.397  | 0.422  | 0.447  |      |
| \$175,000       | 0.442                               | 0.510      | 0.503      | 0.545      | 0.555      | 0.589      | 0.627      | 0.297          | 0.343                  | 0.338           | 0.366           | 0.373           | 0.396           | 0.421           | 0.302  | 0.348                              | 0.343  | 0.371  | 0.378  | 0.401  | 0.426  |      |
| \$200,000       | 0.414                               | 0.482      | 0.476      | 0.518      | 0.527      | 0.563      | 0.602      | 0.278          | 0.324                  | 0.320           | 0.348           | 0.354           | 0.378           | 0.404           | 0.283  | 0.329                              | 0.325  | 0.353  | 0.359  | 0.383  | 0.409  |      |
| \$225,000       | 0.387                               | 0.459      | 0.451      | 0.492      | 0.503      | 0.539      | 0.578      | 0.260          | 0.308                  | 0.303           | 0.331           | 0.338           | 0.362           | 0.388           | 0.265  | 0.313                              | 0.308  | 0.336  | 0.343  | 0.367  | 0.393  |      |
| \$250,000       | 0.363                               | 0.434      | 0.428      | 0.470      | 0.480      | 0.517      | 0.558      | 0.244          | 0.292                  | 0.288           | 0.316           | 0.323           | 0.347           | 0.375           | 0.249  | 0.297                              | 0.293  | 0.321  | 0.328  | 0.352  | 0.380  |      |
| \$275,000       | 0.341                               | 0.413      | 0.405      | 0.450      | 0.460      | 0.497      | 0.538      | 0.229          | 0.277                  | 0.272           | 0.302           | 0.309           | 0.334           | 0.361           | 0.234  | 0.282                              | 0.277  | 0.307  | 0.314  | 0.339  | 0.366  |      |
| \$300,000       | 0.319                               | 0.392      | 0.386      | 0.430      | 0.441      | 0.477      | 0.519      | 0.214          | 0.263                  | 0.259           | 0.289           | 0.296           | 0.320           | 0.349           | 0.219  | 0.268                              | 0.264  | 0.294  | 0.301  | 0.325  | 0.354  |      |
| \$325,000       | 0.298                               | 0.371      | 0.365      | 0.410      | 0.421      | 0.460      | 0.502      | 0.200          | 0.249                  | 0.245           | 0.275           | 0.283           | 0.309           | 0.337           | 0.205  | 0.254                              | 0.250  | 0.280  | 0.288  | 0.314  | 0.342  |      |
| \$350,000       | 0.279                               | 0.352      | 0.347      | 0.392      | 0.403      | 0.444      | 0.485      | 0.187          | 0.237                  | 0.233           | 0.263           | 0.271           | 0.298           | 0.326           | 0.192  | 0.242                              | 0.238  | 0.268  | 0.276  | 0.303  | 0.331  |      |
| \$375,000       | 0.261                               | 0.334      | 0.328      | 0.375      | 0.386      | 0.426      | 0.470      | 0.175          | 0.224                  | 0.220           | 0.252           | 0.259           | 0.286           | 0.316           | 0.180  | 0.229                              | 0.225  | 0.257  | 0.264  | 0.291  | 0.321  |      |
| \$400,000       | 0.242                               | 0.316      | 0.311      | 0.358      | 0.369      | 0.410      | 0.455      | 0.163          | 0.212                  | 0.209           | 0.241           | 0.248           | 0.275           | 0.306           | 0.168  | 0.217                              | 0.214  | 0.246  | 0.253  | 0.280  | 0.311  |      |
| \$425,000       | 0.226                               | 0.299      | 0.294      | 0.340      | 0.354      | 0.394      | 0.440      | 0.152          | 0.201                  | 0.198           | 0.228           | 0.238           | 0.265           | 0.296           | 0.157  | 0.206                              | 0.203  | 0.233  | 0.243  | 0.270  | 0.301  |      |
| \$450,000       | 0.210                               | 0.284      | 0.279      | 0.326      | 0.338      | 0.379      | 0.425      | 0.141          | 0.191                  | 0.187           | 0.219           | 0.227           | 0.255           | 0.286           | 0.146  | 0.196                              | 0.192  | 0.224  | 0.232  | 0.260  | 0.291  |      |
| \$475,000       | 0.197                               | 0.269      | 0.264      | 0.310      | 0.322      | 0.364      | 0.411      | 0.132          | 0.181                  | 0.177           | 0.208           | 0.216           | 0.245           | 0.276           | 0.137  | 0.186                              | 0.182  | 0.213  | 0.221  | 0.250  | 0.281  |      |
| \$500,000       | 0.183                               | 0.256      | 0.249      | 0.297      | 0.308      | 0.351      | 0.397      | 0.123          | 0.172                  | 0.167           | 0.200           | 0.207           | 0.236           | 0.267           | 0.128  | 0.177                              | 0.172  | 0.205  | 0.212  | 0.241  | 0.272  |      |
| \$600,000       | 0.140                               | 0.208      | 0.201      | 0.246      | 0.257      | 0.299      | 0.346      | 0.094          | 0.140                  | 0.135           | 0.165           | 0.173           | 0.201           | 0.232           | 0.099  | 0.145                              | 0.140  | 0.170  | 0.178  | 0.206  | 0.237  |      |
| \$700,000       | 0.108                               | 0.171      | 0.163      | 0.205      | 0.215      | 0.255      | 0.303      | 0.073          | 0.115                  | 0.110           | 0.138           | 0.144           | 0.171           | 0.204           | 0.078  | 0.120                              | 0.115  | 0.143  | 0.149  | 0.176  | 0.209  |      |
| \$800,000       | 0.081                               | 0.143      | 0.133      | 0.173      | 0.180      | 0.220      | 0.266      | 0.054          | 0.096                  | 0.089           | 0.116           | 0.121           | 0.148           | 0.179           | 0.059  | 0.101                              | 0.094  | 0.121  | 0.126  | 0.153  | 0.184  |      |
| \$900,000       | 0.064                               | 0.120      | 0.109      | 0.148      | 0.153      | 0.190      | 0.235      | 0.043          | 0.081                  | 0.073           | 0.099           | 0.103           | 0.128           | 0.158           | 0.048  | 0.086                              | 0.078  | 0.104  | 0.108  | 0.133  | 0.163  |      |
| \$1,000,000     | 0.0503                              | 0.1033     | 0.0915     | 0.1264     | 0.1308     | 0.1663     | 0.2084     | 0.0338         | 0.0694                 | 0.0615          | 0.0849          | 0.0879          | 0.1117          | 0.1400          | 0.0388 | 0.0744                             | 0.0665 | 0.0899 | 0.0929 | 0.1167 | 0.1450 |      |
| \$2,000,000     | 0.0285                              | 0.0596     | 0.0536     | 0.0762     | 0.0797     | 0.1071     | 0.1394     | 0.0191         | 0.0400                 | 0.0360          | 0.0512          | 0.0536          | 0.0720          | 0.0937          | 0.0241 | 0.0450                             | 0.0410 | 0.0562 | 0.0586 | 0.0770 | 0.0987 |      |
| \$3,000,000     | 0.0206                              | 0.0435     | 0.0392     | 0.0566     | 0.0595     | 0.0825     | 0.1100     | 0.0138         | 0.0292                 | 0.0263          | 0.0380          | 0.0400          | 0.0554          | 0.0739          | 0.0188 | 0.0342                             | 0.0313 | 0.0430 | 0.0450 | 0.0604 | 0.0789 |      |
| \$4,000,000     | 0.0165                              | 0.0348     | 0.0316     | 0.0458     | 0.0484     | 0.0682     | 0.0923     | 0.0111         | 0.0234                 | 0.0212          | 0.0308          | 0.0325          | 0.0458          | 0.0620          | 0.0161 | 0.0284                             | 0.0262 | 0.0358 | 0.0375 | 0.0508 | 0.0670 |      |
| \$5,000,000     | 0.0138                              | 0.0294     | 0.0266     | 0.0388     | 0.0411     | 0.0585     | 0.0804     | 0.0093         | 0.0198                 | 0.0179          | 0.0261          | 0.0276          | 0.0393          | 0.0540          | 0.0140 | 0.0248                             | 0.0229 | 0.0311 | 0.0326 | 0.0443 | 0.0590 |      |
| \$6,000,000     | 0.0120                              | 0.0255     | 0.0231     | 0.0339     | 0.0358     | 0.0516     | 0.0715     | 0.0081         | 0.0171                 | 0.0155          | 0.0228          | 0.0241          | 0.0347          | 0.0480          | 0.0122 | 0.0221                             | 0.0205 | 0.0278 | 0.0291 | 0.0397 | 0.0530 |      |
| \$7,000,000     | 0.0106                              | 0.0223     | 0.0206     | 0.0301     | 0.0320     | 0.0462     | 0.0646     | 0.0071         | 0.0150                 | 0.0138          | 0.0202          | 0.0215          | 0.0310          | 0.0434          | 0.0107 | 0.0200                             | 0.0188 | 0.0252 | 0.0265 | 0.0360 | 0.0484 |      |
| \$8,000,000     | 0.0093                              | 0.0201     | 0.0183     | 0.0270     | 0.0290     | 0.0421     | 0.0590     | 0.0062         | 0.0135                 | 0.0123          | 0.0181          | 0.0195          | 0.0283          | 0.0396          | 0.0093 | 0.0185                             | 0.0173 | 0.0231 | 0.0245 | 0.0333 | 0.0446 |      |
| \$9,000,000     | 0.0084                              | 0.0180     | 0.0167     | 0.0245     | 0.0264     | 0.0386     | 0.0542     | 0.0056         | 0.0121                 | 0.0112          | 0.0165          | 0.0177          | 0.0259          | 0.0364          | 0.0084 | 0.0171                             | 0.0162 | 0.0215 | 0.0227 | 0.0309 | 0.0414 |      |
| \$10,000,000    | 0.0074                              | 0.0163     | 0.0152     | 0.0225     | 0.0243     | 0.0358     | 0.0502     | 0.0050         | 0.0110                 | 0.0102          | 0.0151          | 0.0163          | 0.0241          | 0.0337          | 0.0075 | 0.0160                             | 0.0152 | 0.0201 | 0.0213 | 0.0291 | 0.0387 |      |

\* Excess ratios for loss limits above \$1,000,000 are calculated by applying the relativities from Exhibit III to the excess ratios at \$1,000,000.

DELAWARE  
EXCESS LOSS FACTOR STUDY  
PROPOSED EFFECTIVE DATE: 12/1/18  
Excess Loss Premium Factors with Adjustment for ALAE

| Per Accident Limit | 2018 Excess Loss Factors* |        |        |        |        |        |        | 2017 Excess Loss Factors |        |        |        |        |        |        | Percentage Change |       |       |        |        |        |        |
|--------------------|---------------------------|--------|--------|--------|--------|--------|--------|--------------------------|--------|--------|--------|--------|--------|--------|-------------------|-------|-------|--------|--------|--------|--------|
|                    | A                         | B      | C      | D      | E      | F      | G      | A                        | B      | C      | D      | E      | F      | G      | A                 | B     | C     | D      | E      | F      | G      |
| \$10,000           | 0.583                     | 0.606  | 0.603  | 0.616  | 0.622  | 0.630  | 0.639  | 0.576                    | 0.599  | 0.596  | 0.611  | 0.617  | 0.627  | 0.636  | 1.2%              | 1.2%  | 1.2%  | 0.8%   | 0.8%   | 0.5%   | 0.5%   |
| \$15,000           | 0.559                     | 0.587  | 0.584  | 0.598  | 0.604  | 0.614  | 0.626  | 0.552                    | 0.581  | 0.576  | 0.594  | 0.601  | 0.613  | 0.625  | 1.3%              | 1.0%  | 1.4%  | 0.7%   | 0.5%   | 0.2%   | 0.2%   |
| \$20,000           | 0.541                     | 0.569  | 0.565  | 0.582  | 0.589  | 0.601  | 0.614  | 0.531                    | 0.564  | 0.558  | 0.579  | 0.587  | 0.600  | 0.615  | 1.9%              | 0.9%  | 1.3%  | 0.5%   | 0.3%   | 0.2%   | -0.2%  |
| \$25,000           | 0.522                     | 0.555  | 0.551  | 0.569  | 0.575  | 0.588  | 0.603  | 0.513                    | 0.548  | 0.544  | 0.566  | 0.574  | 0.589  | 0.605  | 1.8%              | 1.3%  | 1.3%  | 0.5%   | 0.2%   | -0.2%  | -0.3%  |
| \$30,000           | 0.508                     | 0.541  | 0.536  | 0.555  | 0.563  | 0.577  | 0.593  | 0.498                    | 0.535  | 0.530  | 0.554  | 0.562  | 0.579  | 0.596  | 2.0%              | 1.1%  | 1.1%  | 0.2%   | 0.2%   | -0.3%  | -0.5%  |
| \$35,000           | 0.493                     | 0.528  | 0.524  | 0.545  | 0.551  | 0.567  | 0.583  | 0.482                    | 0.523  | 0.516  | 0.543  | 0.551  | 0.569  | 0.588  | 2.3%              | 1.0%  | 1.6%  | 0.4%   | 0.0%   | -0.4%  | -0.9%  |
| \$40,000           | 0.480                     | 0.516  | 0.512  | 0.534  | 0.540  | 0.557  | 0.574  | 0.470                    | 0.510  | 0.505  | 0.532  | 0.540  | 0.560  | 0.579  | 2.1%              | 1.2%  | 1.4%  | 0.4%   | 0.0%   | -0.5%  | -0.9%  |
| \$50,000           | 0.457                     | 0.495  | 0.491  | 0.513  | 0.521  | 0.539  | 0.558  | 0.446                    | 0.489  | 0.484  | 0.513  | 0.522  | 0.544  | 0.564  | 2.5%              | 1.2%  | 1.4%  | 0.0%   | -0.2%  | -0.9%  | -1.1%  |
| \$75,000           | 0.411                     | 0.453  | 0.448  | 0.473  | 0.480  | 0.500  | 0.522  | 0.398                    | 0.446  | 0.440  | 0.473  | 0.482  | 0.507  | 0.532  | 3.3%              | 1.6%  | 1.8%  | 0.0%   | -0.4%  | -1.4%  | -1.9%  |
| \$100,000          | 0.375                     | 0.420  | 0.415  | 0.441  | 0.448  | 0.469  | 0.492  | 0.364                    | 0.414  | 0.406  | 0.442  | 0.450  | 0.478  | 0.504  | 3.0%              | 1.4%  | 2.2%  | -0.2%  | -0.4%  | -1.9%  | -2.4%  |
| \$125,000          | 0.346                     | 0.392  | 0.387  | 0.414  | 0.421  | 0.444  | 0.469  | 0.336                    | 0.387  | 0.380  | 0.416  | 0.424  | 0.452  | 0.480  | 3.0%              | 1.3%  | 1.8%  | -0.5%  | -0.7%  | -1.8%  | -2.3%  |
| \$150,000          | 0.322                     | 0.369  | 0.364  | 0.391  | 0.397  | 0.422  | 0.447  | 0.312                    | 0.363  | 0.357  | 0.393  | 0.402  | 0.431  | 0.460  | 3.2%              | 1.7%  | 2.0%  | -0.5%  | -1.2%  | -2.1%  | -2.8%  |
| \$175,000          | 0.302                     | 0.348  | 0.343  | 0.371  | 0.378  | 0.401  | 0.426  | 0.292                    | 0.345  | 0.337  | 0.374  | 0.382  | 0.412  | 0.442  | 3.4%              | 0.9%  | 1.8%  | -0.8%  | -1.0%  | -2.7%  | -3.6%  |
| \$200,000          | 0.283                     | 0.329  | 0.325  | 0.353  | 0.359  | 0.383  | 0.409  | 0.274                    | 0.327  | 0.319  | 0.356  | 0.365  | 0.394  | 0.425  | 3.3%              | 0.6%  | 1.9%  | -0.8%  | -1.6%  | -2.8%  | -3.8%  |
| \$225,000          | 0.265                     | 0.313  | 0.308  | 0.336  | 0.343  | 0.367  | 0.393  | 0.257                    | 0.312  | 0.304  | 0.342  | 0.350  | 0.380  | 0.411  | 3.1%              | 0.3%  | 1.3%  | -1.8%  | -2.0%  | -3.4%  | -4.4%  |
| \$250,000          | 0.249                     | 0.297  | 0.293  | 0.321  | 0.328  | 0.352  | 0.380  | 0.241                    | 0.296  | 0.289  | 0.328  | 0.336  | 0.367  | 0.398  | 3.3%              | 0.3%  | 1.4%  | -2.1%  | -2.4%  | -4.1%  | -5.2%  |
| \$275,000          | 0.234                     | 0.282  | 0.277  | 0.307  | 0.314  | 0.339  | 0.366  | 0.226                    | 0.281  | 0.276  | 0.315  | 0.323  | 0.354  | 0.386  | 3.5%              | 0.4%  | 0.4%  | -2.5%  | -2.8%  | -4.2%  | -5.5%  |
| \$300,000          | 0.219                     | 0.268  | 0.264  | 0.294  | 0.301  | 0.325  | 0.354  | 0.212                    | 0.267  | 0.263  | 0.303  | 0.311  | 0.342  | 0.374  | 3.3%              | 0.4%  | 0.4%  | -3.0%  | -3.2%  | -5.0%  | -5.3%  |
| \$325,000          | 0.205                     | 0.255  | 0.250  | 0.280  | 0.288  | 0.314  | 0.342  | 0.197                    | 0.254  | 0.251  | 0.290  | 0.299  | 0.331  | 0.363  | 4.1%              | 0.4%  | -0.4% | -3.4%  | -3.7%  | -5.1%  | -5.8%  |
| \$350,000          | 0.192                     | 0.242  | 0.238  | 0.268  | 0.276  | 0.302  | 0.331  | 0.185                    | 0.241  | 0.238  | 0.279  | 0.288  | 0.321  | 0.353  | 3.8%              | 0.4%  | 0.0%  | -3.9%  | -4.2%  | -5.9%  | -6.2%  |
| \$375,000          | 0.180                     | 0.229  | 0.225  | 0.256  | 0.264  | 0.291  | 0.321  | 0.173                    | 0.230  | 0.226  | 0.267  | 0.278  | 0.311  | 0.344  | 4.0%              | -0.4% | -0.4% | -4.1%  | -5.0%  | -6.4%  | -6.7%  |
| \$400,000          | 0.168                     | 0.217  | 0.214  | 0.245  | 0.253  | 0.281  | 0.311  | 0.161                    | 0.218  | 0.215  | 0.257  | 0.267  | 0.302  | 0.335  | 4.3%              | -0.5% | -0.5% | -4.7%  | -5.2%  | -7.0%  | -7.2%  |
| \$425,000          | 0.157                     | 0.206  | 0.203  | 0.233  | 0.243  | 0.270  | 0.301  | 0.151                    | 0.208  | 0.204  | 0.246  | 0.257  | 0.292  | 0.326  | 4.0%              | -1.0% | -0.5% | -5.3%  | -5.4%  | -7.5%  | -7.7%  |
| \$450,000          | 0.146                     | 0.196  | 0.192  | 0.223  | 0.232  | 0.260  | 0.291  | 0.141                    | 0.198  | 0.193  | 0.236  | 0.247  | 0.283  | 0.317  | 3.5%              | -1.0% | -0.5% | -5.5%  | -6.1%  | -8.1%  | -8.2%  |
| \$475,000          | 0.137                     | 0.186  | 0.182  | 0.214  | 0.222  | 0.250  | 0.281  | 0.133                    | 0.189  | 0.184  | 0.226  | 0.238  | 0.273  | 0.309  | 3.0%              | -1.6% | -1.1% | -5.3%  | -6.7%  | -8.4%  | -9.1%  |
| \$500,000          | 0.128                     | 0.177  | 0.172  | 0.205  | 0.212  | 0.241  | 0.272  | 0.124                    | 0.179  | 0.175  | 0.217  | 0.229  | 0.265  | 0.301  | 3.2%              | -1.1% | -1.7% | -5.5%  | -7.4%  | -9.1%  | -9.6%  |
| \$600,000          | 0.099                     | 0.145  | 0.140  | 0.170  | 0.178  | 0.206  | 0.237  | 0.096                    | 0.149  | 0.143  | 0.185  | 0.195  | 0.233  | 0.269  | 3.1%              | -2.7% | -2.1% | -8.1%  | -8.7%  | -11.6% | -11.9% |
| \$700,000          | 0.078                     | 0.120  | 0.115  | 0.143  | 0.149  | 0.176  | 0.209  | 0.075                    | 0.125  | 0.118  | 0.158  | 0.168  | 0.204  | 0.241  | 4.0%              | -4.0% | -2.5% | -9.5%  | -11.3% | -13.7% | -13.3% |
| \$800,000          | 0.059                     | 0.101  | 0.094  | 0.121  | 0.126  | 0.153  | 0.184  | 0.060                    | 0.107  | 0.098  | 0.135  | 0.144  | 0.179  | 0.217  | -1.7%             | -5.6% | -4.1% | -10.4% | -12.5% | -14.5% | -15.2% |
| \$900,000          | 0.048                     | 0.086  | 0.078  | 0.104  | 0.108  | 0.133  | 0.163  | 0.049                    | 0.092  | 0.082  | 0.118  | 0.125  | 0.159  | 0.195  | -2.0%             | -6.5% | -4.9% | -11.9% | -13.6% | -16.4% | -16.4% |
| \$1,000,000        | 0.0388                    | 0.0744 | 0.0665 | 0.0899 | 0.0929 | 0.1167 | 0.1450 | 0.0393                   | 0.0800 | 0.0696 | 0.1023 | 0.1086 | 0.1413 | 0.1763 | -1.3%             | -7.0% | -4.5% | -12.1% | -14.5% | -17.4% | -17.8% |
| \$2,000,000        | 0.0241                    | 0.0450 | 0.0410 | 0.0562 | 0.0586 | 0.0770 | 0.0987 | 0.0244                   | 0.0483 | 0.0428 | 0.0637 | 0.0681 | 0.0927 | 0.1196 | -1.2%             | -6.8% | -4.2% | -11.8% | -14.0% | -16.9% | -17.5% |
| \$3,000,000        | 0.0188                    | 0.0342 | 0.0313 | 0.0430 | 0.0450 | 0.0604 | 0.0789 | 0.0190                   | 0.0366 | 0.0326 | 0.0486 | 0.0521 | 0.0726 | 0.0955 | -1.1%             | -6.6% | -4.0% | -11.5% | -13.6% | -16.8% | -17.4% |
| \$4,000,000        | 0.0161                    | 0.0284 | 0.0262 | 0.0358 | 0.0375 | 0.0508 | 0.0670 | 0.0163                   | 0.0303 | 0.0273 | 0.0402 | 0.0433 | 0.0609 | 0.0809 | -1.2%             | -6.3% | -4.0% | -10.9% | -13.4% | -16.6% | -17.2% |
| \$5,000,000        | 0.0140                    | 0.0248 | 0.0229 | 0.0311 | 0.0326 | 0.0443 | 0.0590 | 0.0143                   | 0.0264 | 0.0238 | 0.0349 | 0.0376 | 0.0530 | 0.0711 | -2.1%             | -6.1% | -3.8% | -10.9% | -13.3% | -16.4% | -17.0% |
| \$6,000,000        | 0.0122                    | 0.0221 | 0.0205 | 0.0278 | 0.0291 | 0.0397 | 0.0530 | 0.0123                   | 0.0235 | 0.0213 | 0.0311 | 0.0334 | 0.0473 | 0.0638 | -0.8%             | -6.0% | -3.8% | -10.6% | -12.9% | -16.1% | -16.9% |
| \$7,000,000        | 0.0107                    | 0.0200 | 0.0188 | 0.0252 | 0.0265 | 0.0360 | 0.0484 | 0.0109                   | 0.0212 | 0.0195 | 0.0282 | 0.0304 | 0.0429 | 0.0581 | -1.8%             | -5.7% | -3.6% | -10.6% | -12.8% | -16.1% | -16.7% |
| \$8,000,000        | 0.0093                    | 0.0185 | 0.0173 | 0.0231 | 0.0245 | 0.0333 | 0.0446 | 0.0095                   | 0.0196 | 0.0179 | 0.0258 | 0.0280 | 0.0395 | 0.0535 | -2.1%             | -5.6% | -3.4% | -10.5% | -12.5% | -15.7% | -16.6% |
| \$9,000,000        | 0.0084                    | 0.0171 | 0.0162 | 0.0215 | 0.0227 | 0.0309 | 0.0414 | 0.0086                   | 0.0180 | 0.0168 | 0.0239 | 0.0260 | 0.0366 | 0.0495 | -2.3%             | -5.0% | -3.6% | -10.0% | -12.7% | -15.6% | -16.4% |
| \$10,000,000       | 0.0075                    | 0.0160 | 0.0152 | 0.0201 | 0.0213 | 0.0291 | 0.0387 | 0.0077                   | 0.0168 | 0.0157 | 0.0223 | 0.0243 | 0.0343 | 0.0463 | -2.6%             | -4.8% | -3.2% | -9.9%  | -12.3% | -15.2% | -16.4% |

\* Adjusted