



# 2021 LISA MEMBER'S ANNUAL MARKET DATA COLLECTION SURVEY

The Life Insurance Settlement Association's (LISA) goal is to deliver relevant, useful data to its membership, to capital markets and to consumers/advisors.

Summary transaction data from 23 LISA Member Life Settlement Providers was collected through a secure, online portal that aggregated responses and allowed LISA members to anonymously submit data during March and April.

LISA advances the highest standards of practice and professional development for the life settlement industry and educates consumers and advisors about a life settlement as an alternative to lapse or surrender of a life insurance policy.



[www.lisa.org](http://www.lisa.org)

#lifesettlements

## \$750M

paid to consumers from LISA Members for the sale of their unwanted life insurance policies.

## 7.8x

higher than the cash surrender values offered by the life insurance carrier.

## \$660M

more than the amount consumers would have received if their life insurance policies had lapsed or been surrendered.

## \$4.0B

in total face value purchased by LISA Member companies.

## >3,000

life settlement transactions completed by LISA Members.

## \$1.33M

average amount of net death benefit per policy sold.

