

CASE STUDY

Skylight Presence and Risk Segmentation



Skylights present several risk factors to homes, including water damage, heat gain, and an increased possibility of accidents.

Data analysis indicates that properties with skylights could experience a **19% higher claims frequency** and **8% greater claims severity** compared to homes without them.

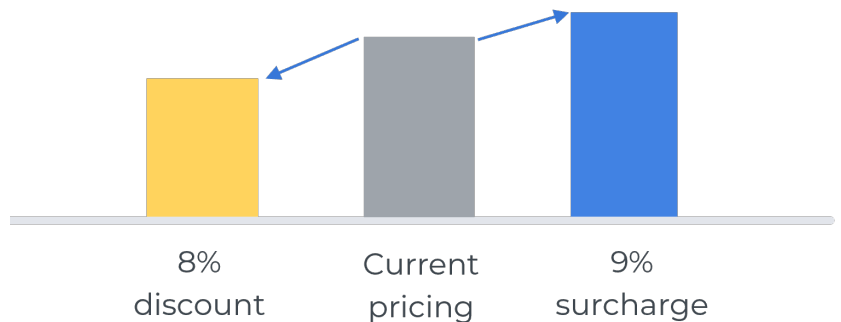
ACTIONABLE OUTCOMES

Using Home Factors, HOA was able to improve both risk management and policyholder satisfaction, achieving a balance between competitive pricing and portfolio stability. As a result, HOA was able to implement targeted policy segmentation:

- **46% of policyholders** without skylights qualify for an **8% premium discount**, reflecting reduced associated risks.
- **34% of policyholders** with skylights incur a **9% surcharge**, aligning pricing with the higher likelihood and severity of claims.

Presence of Skylight

Could indicate a ~19% higher claims frequency and 8% greater claims severity



46% of Policyholders
WITHOUT skylights

34% of Policyholders
WITH skylights