



# Florida Residential Property Market Share

June 30, 2016 Report



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# Data Sources

**QUASR data** – Reported quarterly to the Florida Office of Insurance Regulation (OIR) from all admitted carriers relative to the Florida portion of their business

- Quarterly data from fourth quarter 2002 through second quarter 2016
- 06/30/2016 data provided by the OIR on 10/11/2016. Any submissions/changes made after this date will not be reflected in this report.
- Commercial non-residential data is not reported in QUASR and is therefore not included in this analysis (As of 06/30/2016, CNR-M and CNR-W made up approximately 4% of Citizens' building counts)
- State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. Several exhibits reflect values for State Farm Florida as reported for fourth quarter 2013.
- During the 3<sup>rd</sup> quarter of 2010, State Farm resubmitted data for 1Q2009 through 2Q2010. The totals remained the same but the aggregate change was a reduction in the policies in personal lines and an increase in commercial lines. This analysis reflects updated data.

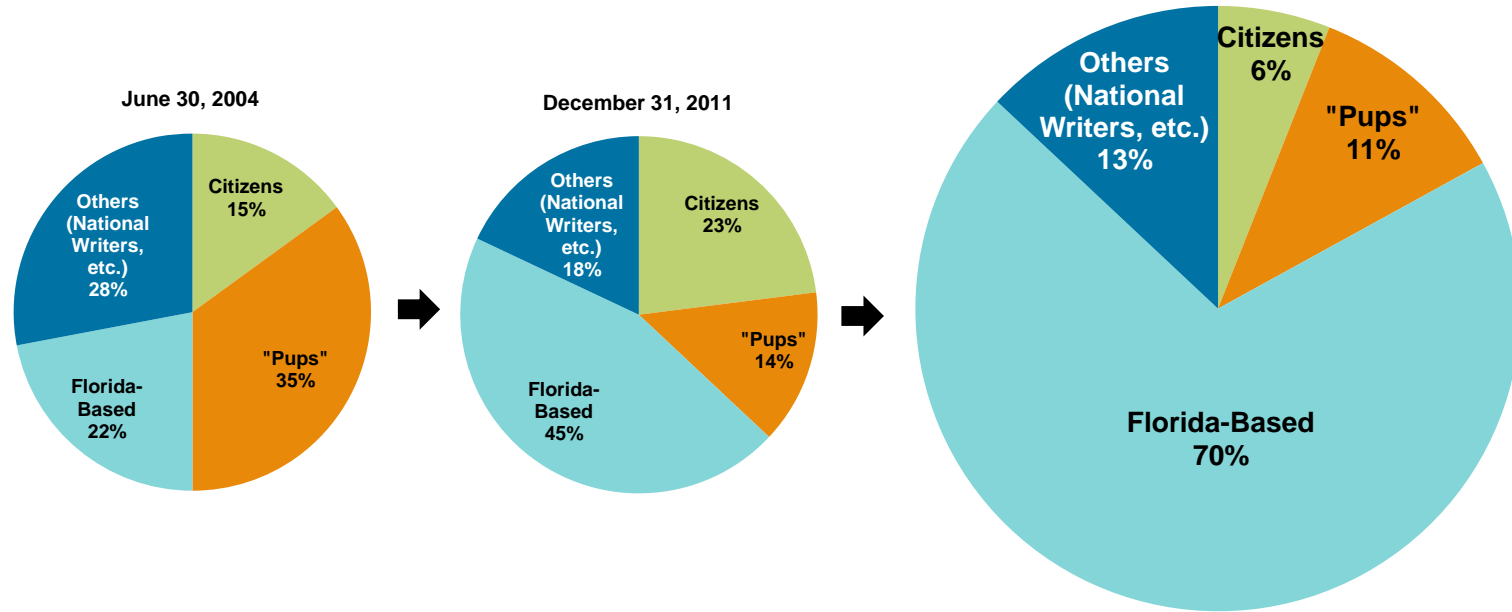
**SNL Financial data** – Reported to the National Association of Insurance Commissioners (NAIC) by insurance carriers and collected, standardized and disseminated by SNL

- Annual and quarterly financial statement data submitted by participating carriers.
- 12/31/2015 data extracted from SNL 04/25/2016. Any submissions/changes made after this date will not be reflected in this report.
- Data used in this report includes Net Written Premium, Surplus, Net Written Premium to Surplus Ratio, Combined Loss Ratio and Net Loss & LAE Ratio.
- Values included in this report are on a total company basis as reported in annual statements.
- Some insurers write business in multiple states. When using this data, consideration of what proportion of their business is in Florida should be taken when used in conjunction with QUASR data (QUASR data is reported for the Florida portion of their business). If known, this information is included in the footnotes for each exhibit.

**FSLSO Top Coverages Report data** – Reported quarterly to the Florida Surplus Lines Service Office (FSLSO)

- Quarterly data from first quarter 2002 through second quarter 2016
- Data has a strong seasonal cycle so it is aggregated to annual values for this analysis
- Insured value is not reported so analyses using FSLSO data are based on policy and premium data only
- Commercial non-residential cannot be separated from commercial residential and is therefore included in this analysis; to minimize this impact only Apartment and Condominium coverage codes are utilized.
- A subset of coverages that correspond to Citizens' lines of business are selected from all coverages reported (see notes on relevant exhibits as to which specific coverages are included in each)

**Market Share Based on Total Insured Value  
For Policies that Include Wind Coverage  
Florida Residential Property Insurance Market  
Includes State Farm Florida  
QUASR data as of June 30, 2016**



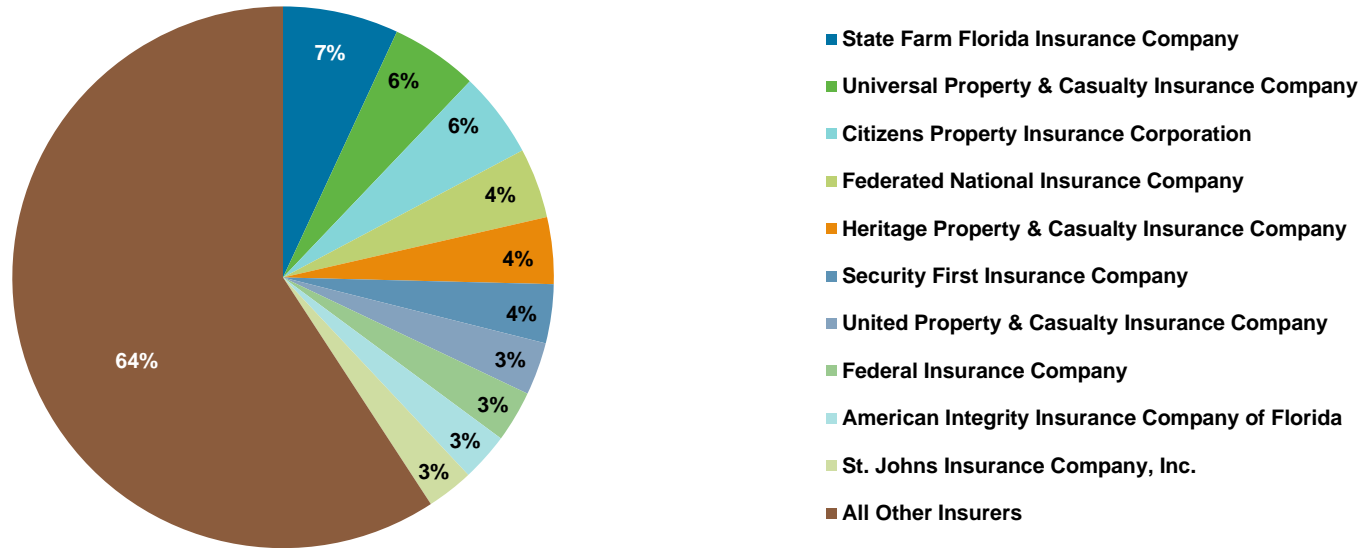
Insurer Category	Total Insured Value
Citizens	\$124,751,822,843
"Pups"	\$234,647,183,265
Florida-Based	\$1,514,097,776,452
Others	\$275,258,182,320
<b>Total</b>	<b>\$2,148,754,964,880</b>

The Florida Residential Property Insurance Admitted Market is divided into 4 major parts: (i) Citizens; (ii) Florida only subsidiaries "pups" of major national writers; (iii) Florida-based domestic companies; and (iv) non-domestic nationwide property writers, such as USAA, etc.

**Notes:**

- 1) Includes admitted insurers only
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.
- 3) Surplus lines companies are not included in the market share calculation
- 4) Based on total insured value for policies with wind coverage

**Top 10 Insurers by Total Insured Value  
Florida Personal & Commercial Residential Property  
Includes State Farm Florida**



Insurers	As of 06/30/16	As of 12/31/15				
	Total Insured Value (\$000)	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
<i>State Farm Florida Insurance Company</i>	\$172,186,772	\$583,950	\$1,033,773	56%	69%	42%
Universal Property & Casualty Insurance Company	\$130,152,647	\$622,964	\$256,987	242%	75%	41%
Citizens Property Insurance Corporation	\$127,777,984	\$577,999	\$7,389,692	8%	113%	64%
Federated National Insurance Company	\$104,369,486	\$241,362	\$145,135	166%	90%	56%
Heritage Property & Casualty Insurance Company	\$99,257,820	\$391,728	\$216,423	181%	81%	45%
Security First Insurance Company	\$88,135,215	\$141,645	\$55,321	256%	96%	66%
United Property & Casualty Insurance Company	\$78,431,452	\$369,935	\$135,288	273%	93%	56%
Federal Insurance Company	\$76,287,014	\$7,338,204	\$13,278,705	55%	85%	54%
American Integrity Insurance Company of Florida	\$71,984,721	\$108,461	\$67,639	160%	84%	50%
St. Johns Insurance Company, Inc.	\$69,622,838	\$34,092	\$50,220	68%	97%	96%
All Other Insurers	\$1,476,951,163	-	-	-	-	-
<b>Total</b>	<b>\$2,322,970,341</b>	-	-	-	-	-

**Notes:**

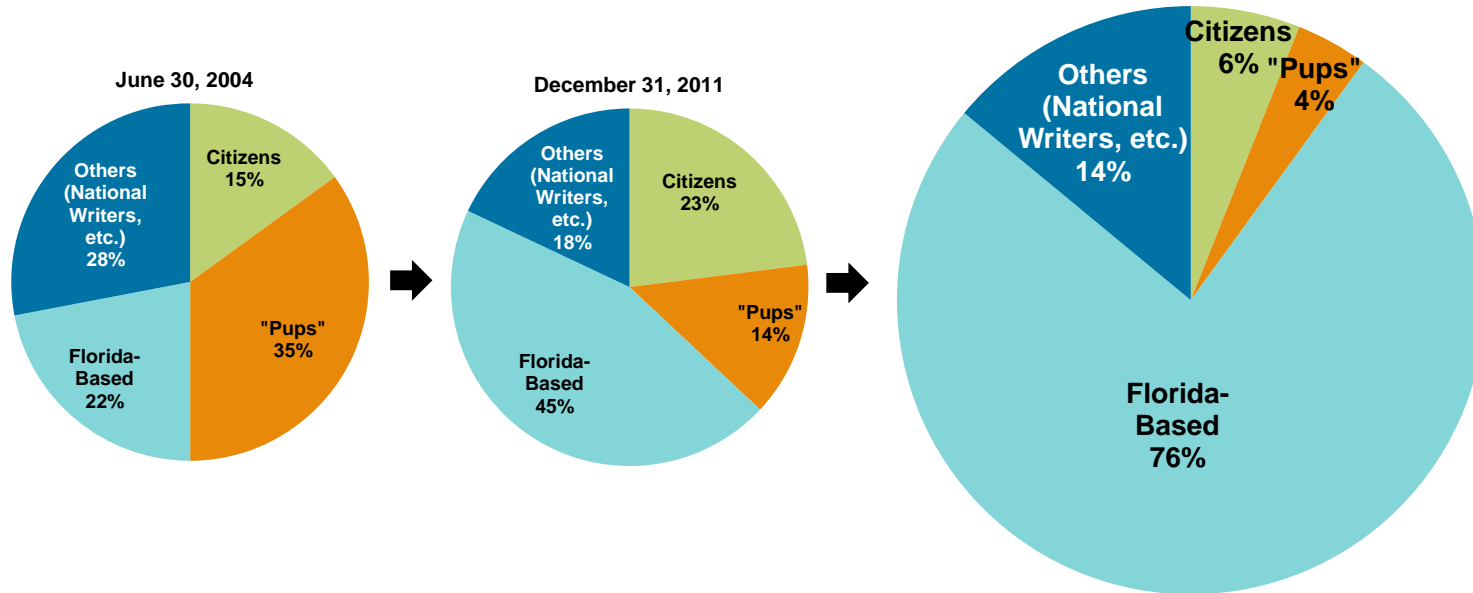
- 1) Includes admitted insurers (and Citizens) writing personal and commercial residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects Total Insured Value for State Farm Florida as reported on 12/31/13. All other values are as reported in 2015 annual statements.
- 3) Surplus lines companies are not included in the market share calculation
- 4) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 5) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 6) Total Insured Value indicates Florida Personal and Commercial Residential business. All other values are on a total company basis as reported in NAIC annual statements.
- 7) Some insurers write in multiple states. In 2015, Federal had approximately 8% of its direct written premium in FL.
- 8) Percentages in pie chart are rounded to the nearest whole number

**Top 10 Insurers by Total Insured Value**  
**Florida Personal & Commercial Residential Property**  
**Includes State Farm Florida**  
**QUASR data as of June 30, 2016**

Insurers	All Policies						Policies w/ Wind Coverage					
	Policies Inforce	Mkt Share	Total Insured Value	Mkt Share	Premiums Written	Mkt Share	Policies Inforce	Mkt Share	Total Insured Value	Mkt Share	Premiums Written	Mkt Share
State Farm Florida Insurance Company	389,109	6%	\$172,186,771,951	7%	\$655,530,740	6%	353,011	6%	\$153,554,899,421	7%	\$613,478,860	6%
Universal Property & Casualty Insurance Company	564,439	9%	130,152,647,171	6%	854,257,127	8%	547,360	9%	126,988,175,320	6%	840,678,058	8%
Citizens Property Insurance Corporation	475,761	7%	127,777,984,174	6%	910,801,268	8%	456,266	8%	124,751,822,843	6%	896,886,102	9%
Federated National Insurance Company	265,503	4%	104,369,486,118	4%	461,940,644	4%	255,292	4%	101,943,793,648	5%	454,927,480	4%
Heritage Property & Casualty Insurance Company	254,505	4%	99,257,820,177	4%	597,552,685	6%	245,851	4%	96,376,596,904	4%	586,981,020	6%
Security First Insurance Company	315,769	5%	88,135,215,154	4%	329,495,491	3%	309,764	5%	86,347,196,548	4%	325,463,138	3%
United Property & Casualty Insurance Company	184,650	3%	78,431,452,456	3%	343,144,484	3%	175,992	3%	74,462,667,350	3%	335,995,452	3%
Federal Insurance Company	33,014	1%	76,287,014,027	3%	189,686,992	2%	21,034	0%	56,421,435,479	3%	150,537,068	1%
American Integrity Insurance Company of Florida	221,982	3%	71,984,721,164	3%	247,600,827	2%	221,325	4%	71,840,957,759	3%	247,182,165	2%
St. Johns Insurance Company, Inc.	167,531	3%	69,622,837,768	3%	257,052,890	2%	166,446	3%	69,135,555,029	3%	256,165,758	2%
All Other Insurers	3,955,384	61%	1,476,951,162,878	64%	6,557,540,751	61%	3,677,321	61%	1,340,486,764,000	62%	6,227,025,805	60%
<b>Total</b>	<b>6,438,538</b>	<b>100%</b>	<b>\$2,322,970,341,087</b>	<b>100%</b>	<b>\$10,749,073,159</b>	<b>100%</b>	<b>6,076,651</b>	<b>100%</b>	<b>\$2,148,754,964,880</b>	<b>100%</b>	<b>\$10,321,842,046</b>	<b>100%</b>

- Notes:**
- 1) Includes admitted insurers (and Citizens) writing residential property statewide
  - 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

**Market Share Based on Total Insured Value  
For Policies that Include Wind Coverage  
Florida Residential Property Insurance Market  
Does Not Include State Farm Florida in Current Quarter  
QUASR data as of June 30, 2016**



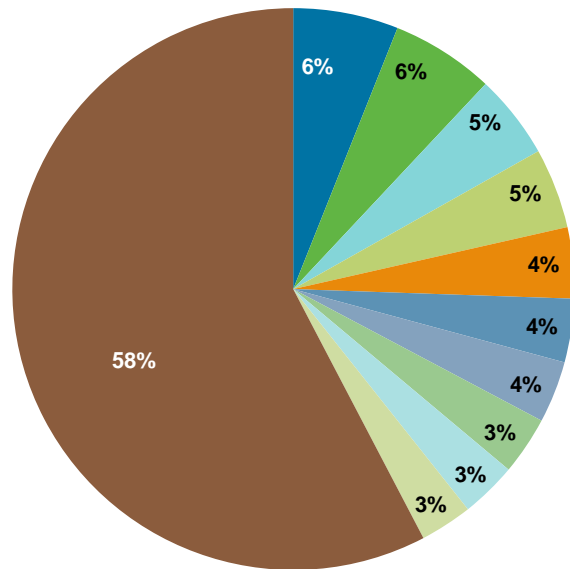
Insurer Category	Total Insured Value
Citizens	\$124,751,822,843
"Pups"	\$81,092,283,844
Florida-Based	\$1,514,097,776,452
Others	\$275,258,182,320
<b>Total</b>	<b>\$1,995,200,065,459</b>

The Florida Residential Property Insurance Admitted Market is divided into 4 major parts: (i) Citizens; (ii) Florida only subsidiaries "pups" of major national writers; (iii) Florida-based domestic companies; and (iv) non-domestic nationwide property writers, such as USAA, etc.

**Notes:**

- 1) Includes admitted insurers only
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. For policies that include wind, they represented 353,011 (6%) policies, \$154B in TIV (7%) and \$613M in premium (6%) on 12/31/13.
- 3) Surplus lines companies are not included in the market share calculation
- 4) Based on total insured value for policies with wind coverage

**Top 10 Insurers by Total Insured Value  
Florida Personal & Commercial Residential Property  
Does Not Include State Farm Florida**



- Universal Property & Casualty Insurance Company
- Citizens Property Insurance Corporation
- Federated National Insurance Company
- Heritage Property & Casualty Insurance Company
- Security First Insurance Company
- United Property & Casualty Insurance Company
- Federal Insurance Company
- American Integrity Insurance Company of Florida
- St. Johns Insurance Company, Inc.
- Tower Hill Prime Insurance Company
- All Other Insurers

Insurers	As of 06/30/16	As of 12/31/15				
	Total Insured Value (\$000)	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
Universal Property & Casualty Insurance Company	\$130,152,647	\$622,964	\$256,987	242%	75%	41%
Citizens Property Insurance Corporation	\$127,777,984	\$577,999	\$7,389,692	8%	113%	64%
Federated National Insurance Company	\$104,369,486	\$241,362	\$145,135	166%	90%	56%
Heritage Property & Casualty Insurance Company	\$99,257,820	\$391,728	\$216,423	181%	81%	45%
Security First Insurance Company	\$88,135,215	\$141,645	\$55,321	256%	96%	66%
United Property & Casualty Insurance Company	\$78,431,452	\$369,935	\$135,288	273%	93%	56%
Federal Insurance Company	\$76,287,014	\$7,338,204	\$13,278,705	55%	85%	54%
American Integrity Insurance Company of Florida	\$71,984,721	\$108,461	\$67,639	160%	84%	50%
St. Johns Insurance Company, Inc.	\$69,622,838	\$34,092	\$50,220	68%	97%	96%
Tower Hill Prime Insurance Company	\$64,499,205	\$40,801	\$79,761	51%	121%	81%
All Other Insurers	\$1,240,265,186	-	-	-	-	-
<b>Total</b>	<b>\$2,150,783,569</b>	-	-	-	-	-

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal and commercial residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. They represented \$172B in TIV on 12/31/13.
- 3) Surplus lines companies are not included in the market share calculation
- 4) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 5) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 6) Total Insured Value indicates Florida Personal and Commercial Residential business. All other values are on a total company basis as reported in NAIC annual statements.
- 7) Some insurers write in multiple states. In 2015, Federal had approximately 8% of its direct written premium in FL.
- 8) Percentages in pie chart are rounded to the nearest whole number



**Top 10 Insurers by Total Insured Value**  
**Florida Personal & Commercial Residential Property**  
**Does Not Include State Farm Florida**  
 QUASR data as of June 30, 2016

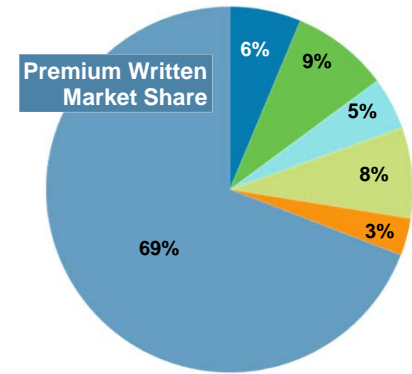
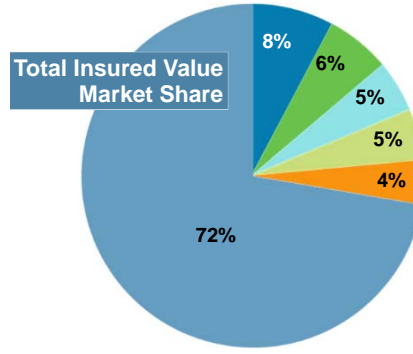
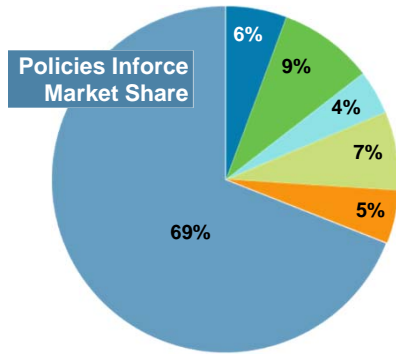
Insurers	All Policies						Policies w/ Wind Coverage					
	Policies Inforce	Mkt Share	Total Insured Value	Mkt Share	Premiums Written	Mkt Share	Policies Inforce	Mkt Share	Total Insured Value	Mkt Share	Premiums Written	Mkt Share
Universal Property & Casualty Insurance Company	564,439	9%	\$130,152,647,171	6%	\$854,257,127	8%	547,360	10%	\$126,988,175,320	6%	\$840,678,058	9%
Citizens Property Insurance Corporation	475,761	8%	127,777,984,174	6%	910,801,268	9%	456,266	8%	124,751,822,843	6%	896,886,102	9%
Federated National Insurance Company	265,503	4%	104,369,486,118	5%	461,940,644	5%	255,292	4%	101,943,793,648	5%	454,927,480	5%
Heritage Property & Casualty Insurance Company	254,505	4%	99,257,820,177	5%	597,552,685	6%	245,851	4%	96,376,596,904	5%	586,981,020	6%
Security First Insurance Company	315,769	5%	88,135,215,154	4%	329,495,491	3%	309,764	5%	86,347,196,548	4%	325,463,138	3%
United Property & Casualty Insurance Company	184,650	3%	78,431,452,456	4%	343,144,484	3%	175,992	3%	74,462,667,350	4%	335,995,452	3%
Federal Insurance Company	33,014	1%	76,287,014,027	4%	189,686,992	2%	21,034	0%	56,421,435,479	3%	150,537,068	2%
American Integrity Insurance Company of Florida	221,982	4%	71,984,721,164	3%	247,600,827	2%	221,325	4%	71,840,957,759	4%	247,182,165	3%
St. Johns Insurance Company, Inc.	167,531	3%	69,622,837,768	3%	257,052,890	3%	166,446	3%	69,135,555,029	3%	256,165,758	3%
Tower Hill Prime Insurance Company	144,141	2%	64,499,204,947	3%	239,174,432	2%	133,881	2%	59,062,672,130	3%	225,530,550	2%
All Other Insurers	3,422,134	57%	1,240,265,185,980	58%	5,662,835,579	56%	3,190,429	56%	1,127,869,192,449	57%	5,388,016,396	55%
<b>Total</b>	<b>6,049,429</b>	<b>100%</b>	<b>\$2,150,783,569,136</b>	<b>100%</b>	<b>\$10,093,542,419</b>	<b>100%</b>	<b>5,723,640</b>	<b>100%</b>	<b>\$1,995,200,065,459</b>	<b>100%</b>	<b>\$9,708,363,187</b>	<b>100%</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. They represented \$172B in TIV on 12/31/13.

# Personal Residential

**Top 20 Insurers by Total Insured Value  
Florida Personal Residential Property  
Includes State Farm Florida  
QUASR data as of June 30, 2016**



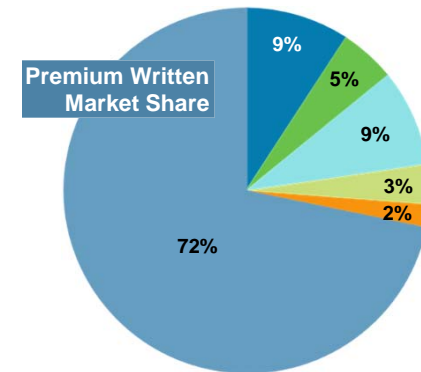
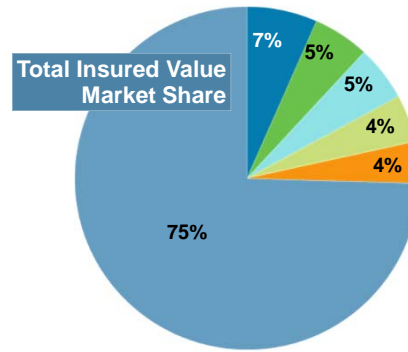
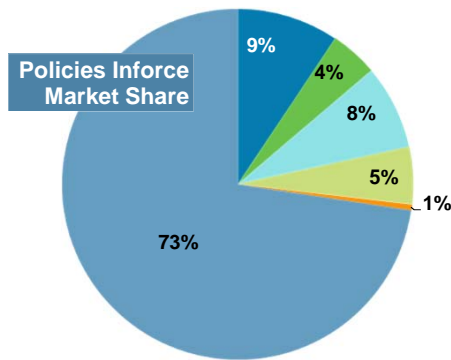
■ State Farm Florida Insurance Company  
■ Federated National Insurance Company  
■ Security First Insurance Company  
■ Universal Property & Casualty Insurance Company  
■ Citizens Property Insurance Corporation  
■ All Other Insurers

Insurers	Policies Inforce (1)	Policies Inforce Market Share % (2) = (1)/ Total(1)	Total Insured Value (TIV) for All Policies (3)	TIV Market Share % (4) = (3)/ Total(3)	Premiums Written (5)	Premium Market Share % (6) = (5)/ Total(5)
State Farm Florida Insurance Company	361,493	6%	\$166,191,317,715	8%	\$625,980,431	6%
Universal Property & Casualty Insurance Company	564,439	9%	\$130,152,647,171	6%	\$854,257,127	9%
Federated National Insurance Company	265,503	4%	\$104,369,486,118	5%	\$461,940,644	5%
Citizens Property Insurance Corporation	468,967	7%	\$103,343,776,851	5%	\$799,273,064	8%
Security First Insurance Company	315,769	5%	\$88,135,215,154	4%	\$329,495,491	3%
Federal Insurance Company	33,001	1%	\$76,260,257,148	4%	\$189,637,100	2%
United Property & Casualty Insurance Company	184,227	3%	\$75,056,195,420	4%	\$317,485,584	3%
Heritage Property & Casualty Insurance Company	250,883	4%	\$72,634,415,866	3%	\$472,094,786	5%
American Integrity Insurance Company of Florida	221,982	3%	\$71,984,721,164	3%	\$247,600,827	2%
St. Johns Insurance Company, Inc.	167,531	3%	\$69,622,837,768	3%	\$257,052,890	3%
Tower Hill Prime Insurance Company	142,501	2%	\$62,765,325,037	3%	\$227,212,369	2%
AIG Property Casualty Company	14,830	0%	\$56,617,033,904	3%	\$162,587,542	2%
First Protective Insurance Company	92,963	1%	\$56,063,905,992	3%	\$238,953,126	2%
United Services Automobile Association	123,746	2%	\$55,311,563,833	3%	\$271,109,581	3%
Homeowners Choice Property & Casualty Insurance Company, Inc.	151,450	2%	\$47,341,194,369	2%	\$374,658,524	4%
People's Trust Insurance Company	152,519	2%	\$45,474,099,448	2%	\$279,010,866	3%
Olympus Insurance Company	83,477	1%	\$45,285,422,782	2%	\$140,810,772	1%
ASI Preferred Insurance Corp.	120,037	2%	\$45,134,034,650	2%	\$141,594,574	1%
Florida Peninsula Insurance Company	117,322	2%	\$43,448,356,896	2%	\$257,285,003	3%
Ark Royal Insurance Company	97,554	2%	\$34,102,107,984	2%	\$115,146,039	1%
All Other Insurers	2,450,464	38%	\$690,799,286,870	32%	\$3,192,086,319	32%
<b>Total</b>	<b>6,380,658</b>	<b>100%</b>	<b>\$2,140,093,202,141</b>	<b>100%</b>	<b>\$9,955,272,660</b>	<b>100%</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.
- 3) Any slight differences in market share %s in graph versus table are due to rounding

**Top 20 Insurers by Total Insured Value**  
**Florida Personal Residential Property**  
**Does Not Include State Farm Florida**  
 QASR data as of June 30, 2016



■ Universal Property & Casualty Insurance Company      ■ Federated National Insurance Company  
■ Citizens Property Insurance Corporation                      ■ Security First Insurance Company  
■ Federal Insurance Company    ■ All Other Insurers

Insurers	Policies Inforce	Policies Inforce Market Share %	Total Insured Value (TIV) for All Policies	TIV Market Share %	Premiums Written	Premium Market Share %
	(1)	(2) = (1)/ Total(1)	(3)	(4) = (3)/ Total(3)	(5)	(6) = (5)/ Total(5)
Universal Property & Casualty Insurance Company	564,439	9%	\$130,152,647,171	7%	\$854,257,127	9%
Federated National Insurance Company	265,503	4%	\$104,369,486,118	5%	\$461,940,644	5%
Citizens Property Insurance Corporation	468,967	8%	\$103,343,776,851	5%	\$799,273,064	9%
Security First Insurance Company	315,769	5%	\$88,135,215,154	4%	\$329,495,491	4%
Federal Insurance Company	33,001	1%	\$76,260,257,148	4%	\$189,637,100	2%
United Property & Casualty Insurance Company	184,227	3%	\$75,056,195,420	4%	\$317,485,584	3%
Heritage Property & Casualty Insurance Company	250,883	4%	\$72,634,415,866	4%	\$472,094,786	5%
American Integrity Insurance Company of Florida	221,982	4%	\$71,984,721,164	4%	\$247,600,827	3%
St. Johns Insurance Company, Inc.	167,531	3%	\$69,622,837,768	4%	\$257,052,890	3%
Tower Hill Prime Insurance Company	142,501	2%	\$62,765,325,037	3%	\$227,212,369	2%
AIG Property Casualty Company	14,830	0%	\$56,617,033,904	3%	\$162,587,542	2%
First Protective Insurance Company	92,963	2%	\$56,063,905,992	3%	\$238,953,126	3%
United Services Automobile Association	123,746	2%	\$55,311,563,833	3%	\$271,109,581	3%
Homeowners Choice Property & Casualty Insurance Company, Inc.	151,450	3%	\$47,341,194,369	2%	\$374,658,524	4%
People's Trust Insurance Company	152,519	3%	\$45,474,099,448	2%	\$279,010,866	3%
Olympus Insurance Company	83,477	1%	\$45,285,422,782	2%	\$140,810,772	2%
ASI Preferred Insurance Corp.	120,037	2%	\$45,134,034,650	2%	\$141,594,574	2%
Florida Peninsula Insurance Company	117,322	2%	\$43,448,356,896	2%	\$257,285,003	3%
Ark Royal Insurance Company	97,554	2%	\$34,102,107,984	2%	\$115,146,039	1%
Florida Family Insurance Company	102,384	2%	\$32,608,448,519	2%	\$112,717,243	1%
All Other Insurers	2,348,080	39%	\$658,190,838,351	33%	\$3,079,369,076	33%
<b>Total</b>	<b>6,019,165</b>	<b>100%</b>	<b>\$1,973,901,884,426</b>	<b>100%</b>	<b>\$9,329,292,229</b>	<b>100%</b>

**Notes:**

- Includes admitted insurers (and Citizens) writing personal residential property statewide
- State Farm Florida filed QASR data as "trade secret" with the OIR beginning first quarter 2014. They represented 361,493 policies (6%), \$166B in TIV (8%) and \$626M in premium (6%) for personal residential on 12/31/13.
- Any slight differences in market share % in graph versus table are due to rounding

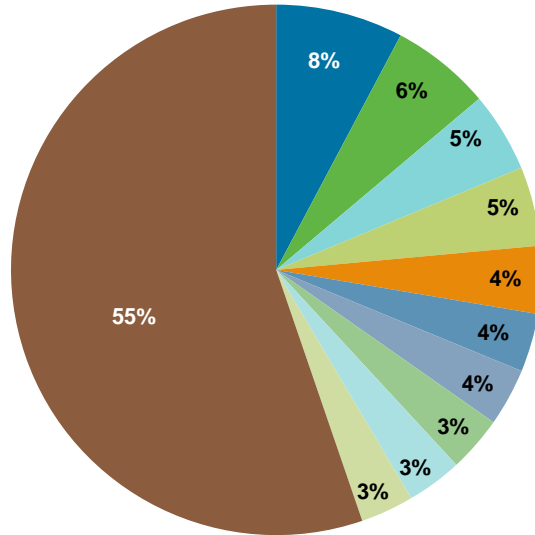
**Citizens Property Insurance Corporation**  
**Historic Top 20 Insurers by Total Insured Value**  
**Includes State Farm Florida**

Data reported to the Office of Insurance Regulation (OIR)

Personal Residential - Top 20 Rank by Total Insured Value Based on QUASR data reported to the OIR																
Insurer Name	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2Q 2016	
AIG PROPERTY CASUALTY COMPANY												13	14	13	12	
ALLSTATE FLORIDIAN INDEMNITY COMPANY			13	18	15											
ALLSTATE FLORIDIAN INSURANCE COMPANY	3	3	4	5	3		12									
AMERICAN HOME ASSURANCE COMPANY						15	11	7	7							
AMERICAN INTEGRITY INSURANCE COMPANY OF FLORIDA											13	9	9	10	9	
AMERICAN STRATEGIC INSURANCE CORP.	16	7	7	10	9	12	17	18								
ARGUS FIRE & CASUALTY INSURANCE COMPANY	18															
ARK ROYAL INSURANCE COMPANY													19	20	20	
ASI ASSURANCE CORP.					17	11	9	8	8	10	14					
ASI PREFERRED INSURANCE CORP.										17	15	15	17	18	18	
ATLANTIC PREFERRED INSURANCE COMPANY, INC.		15	8	8												
AXA RE PROPERTY AND CASUALTY INSURANCE COMPANY	17	11	20													
CASTLE KEY INDEMNITY COMPANY									14	16						
CASTLE KEY INSURANCE COMPANY								11	10	14	17					
CHARTIS PROPERTY CASUALTY COMPANY										13	11					
<b>CITIZENS PROPERTY INSURANCE CORPORATION</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	
CLARENDON NATIONAL INSURANCE COMPANY	6															
CLARENDON SELECT INSURANCE COMPANY	9	12	11													
CYPRESS PROPERTY & CASUALTY INSURANCE COMPANY		20														
FEDERAL INSURANCE COMPANY	14	13	15	15	11	10	8	6	6	6	6	5	6	8	6	
FEDERATED NATIONAL INSURANCE COMPANY												10	4	4	3	
FIRST FLORIDIAN AUTO AND HOME INSURANCE COMPANY	8	8	9	9	13											
FIRST PROTECTIVE INSURANCE COMPANY						19								15	13	
FLORIDA FAMILY INSURANCE COMPANY											18	20				
FLORIDA FARM BUREAU CASUALTY INSURANCE COMPANY	19	18														
FLORIDA PENINSULA INSURANCE COMPANY						20	19	20	20	11	10	12	16	19	19	
FLORIDA PREFERRED PROPERTY INSURANCE COMPANY			12	7												
HARTFORD INSURANCE COMPANY OF THE MIDWEST	10	10	16	19	18	18										
HERITAGE PROPERTY & CASUALTY INSURANCE COMPANY												16	8	7	8	
HOMEOWNERS CHOICE PROPERTY & CASUALTY INSURANCE COMPANY, INC.										12	12	14	13	14	15	
HOMEWISE PREFERRED INSURANCE COMPANY							6	13								
LIBERTY MUTUAL FIRE INSURANCE COMPANY	7	6	6	6	7	7	7	12	17							
LM PROPERTY AND CASUALTY INSURANCE COMPANY	13	16														
NATIONWIDE INSURANCE COMPANY OF FLORIDA	4	4	3	3	5	6	18	10								
OLYMPUS INSURANCE COMPANY										20		18	15	16	17	
PEOPLE'S TRUST INSURANCE COMPANY													18	17	16	
QUALSURE INSURANCE CORPORATION	12	17														
ROYAL PALM INSURANCE COMPANY						8	10	16	13							
SECURITY FIRST INSURANCE COMPANY									11	8	9	11	12	5	5	
ST. JOHNS INSURANCE COMPANY, INC.				17	10	5	4	5	5	5	5	6	7	9	10	
STATE FARM FLORIDA INSURANCE COMPANY	1	1	1	1	1	1	1	1	2	2	2	2	1	1	1	
SUNSHINE STATE INSURANCE COMPANY								14	16							
TOWER HILL PREFERRED INSURANCE COMPANY		19	17	14	19				19	19	20					
TOWER HILL PRIME INSURANCE COMPANY			18	12	14	14	14	15	9	7	7	8	10	11	11	
TOWER HILL SELECT INSURANCE COMPANY					20	17	20		18	15	16	19				
TOWER HILL SIGNATURE INSURANCE COMPANY												17	20			
UNITED PROPERTY & CASUALTY INSURANCE COMPANY	20		14	13	16	16	13	9	12	9	8	4	5	6	7	
UNITED SERVICES AUTOMOBILE ASSOCIATION	5	5	5	4	4	4	5	4	4	4	4	7	11	12	14	
UNIVERSAL INSURANCE COMPANY OF NORTH AMERICA				20	8	9	15	19								
UNIVERSAL PROPERTY & CASUALTY INSURANCE COMPANY					6	3	3	3	3	3	3	3	3	2	2	
USAA CASUALTY INSURANCE COMPANY	11	9	10	11	12	13	16	17	15	18	19					
VANGUARD FIRE AND CASUALTY COMPANY	15	14	19	16												

Note: State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported on 12/31/13.

**Top 10 Insurers by Total Insured Value  
Florida Personal Residential Property  
Includes State Farm Florida**



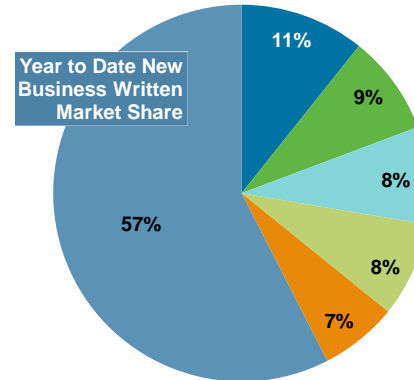
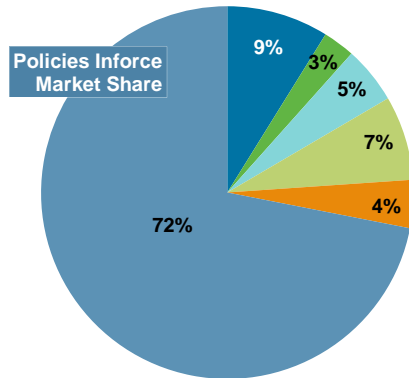
- State Farm Florida Insurance Company
- Universal Property & Casualty Insurance Company
- Federated National Insurance Company
- Citizens Property Insurance Corporation
- Security First Insurance Company
- Federal Insurance Company
- United Property & Casualty Insurance Company
- Heritage Property & Casualty Insurance Company
- American Integrity Insurance Company of Florida
- St. Johns Insurance Company, Inc.
- All Other Insurers

Insurers	As of 06/30/16		As of 12/31/15			
	Total Insured Value (\$000)	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
State Farm Florida Insurance Company	\$166,191,318	\$583,950	\$1,033,773	56%	69%	42%
Universal Property & Casualty Insurance Company	\$130,152,647	\$622,964	\$256,987	242%	75%	41%
Federated National Insurance Company	\$104,369,486	\$241,362	\$145,135	166%	90%	56%
Citizens Property Insurance Corporation	\$103,343,777	\$577,999	\$7,389,692	8%	113%	64%
Security First Insurance Company	\$88,135,215	\$141,645	\$55,321	256%	96%	66%
Federal Insurance Company	\$76,260,257	\$7,338,204	\$13,278,705	55%	85%	54%
United Property & Casualty Insurance Company	\$75,056,195	\$369,935	\$135,288	273%	93%	56%
Heritage Property & Casualty Insurance Company	\$72,634,416	\$391,728	\$216,423	181%	81%	45%
American Integrity Insurance Company of Florida	\$71,984,721	\$108,461	\$67,639	160%	84%	50%
St. Johns Insurance Company, Inc.	\$69,622,838	\$34,092	\$50,220	68%	97%	96%
All Other Insurers	\$1,182,342,332	-	-	-	-	-
<b>Total</b>	<b>\$2,140,093,202</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects Total Insured Value for State Farm Florida as reported for fourth quarter 2013. All other values are as reported in 2015 annual statement.
- 3) Surplus lines companies are not included in the market share calculation
- 4) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 5) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 6) Total Insured Value indicates Florida Personal Residential business. All other values are on a total company basis as reported in NAIC annual statements.
- 7) Some insurers write in multiple states. In 2015, Federal had approximately 8% of its direct written premium in FL.

**Year to Date - Top 20 Insurers by New Business Written**  
**Florida Personal Residential Property**  
**Includes State Farm Florida**  
 QUASR data as of June 30, 2016



■ Universal Property & Casualty Insurance Company  
■ Security First Insurance Company  
■ Federated National Insurance Company

■ American Bankers Insurance Company of Florida  
■ Citizens Property Insurance Corporation  
■ All Other Insurers

Insurers	Year to Date New Business Written	Policies Inforce	Total Insured Value for All Policies	Premiums Written
Universal Property & Casualty Insurance Company	77,295	564,439	\$130,152,647,171	\$854,257,127
American Bankers Insurance Company of Florida	61,669	175,723	\$3,762,908,616	\$37,753,189
Security First Insurance Company	60,284	315,769	\$88,135,215,154	\$329,495,491
Citizens Property Insurance Corporation	58,749	468,967	\$103,343,776,851	\$799,273,064
Federated National Insurance Company	47,907	265,503	\$104,369,486,118	\$461,940,644
American Integrity Insurance Company of Florida	27,651	221,982	\$71,984,721,164	\$247,600,827
First Protective Insurance Company	19,295	92,963	\$56,063,905,992	\$238,953,126
American Modern Insurance Company of Florida, Inc.	18,393	58,514	\$1,255,065,000	\$12,570,799
Castle Key Indemnity Company	18,173	101,892	\$16,518,533,275	\$73,632,580
People's Trust Insurance Company	17,943	152,519	\$45,474,099,448	\$279,010,866
ASI Preferred Insurance Corp.	15,745	120,037	\$45,134,034,650	\$141,594,574
Tower Hill Prime Insurance Company	14,081	142,501	\$62,765,325,037	\$227,212,369
Heritage Property & Casualty Insurance Company	13,840	250,883	\$72,634,415,866	\$472,094,786
St. Johns Insurance Company, Inc.	13,039	167,531	\$69,622,837,768	\$257,052,890
United Property & Casualty Insurance Company	12,882	184,227	\$75,056,195,420	\$317,485,584
Florida Peninsula Insurance Company	11,493	117,322	\$43,448,356,896	\$257,285,003
United Services Automobile Association	10,255	123,746	\$55,311,563,833	\$271,109,581
Safe Harbor Insurance Company	10,094	77,172	\$14,679,311,326	\$69,072,763
Edison Insurance Company	9,805	15,133	\$6,790,269,251	\$24,773,928
Universal Insurance Company of North America	8,884	55,994	\$17,813,108,655	\$82,236,005
All Other Insurers	192,765	2,707,841	\$1,055,777,424,650	\$4,500,867,463
<b>Total</b>	<b>720,242</b>	<b>6,380,658</b>	<b>\$2,140,093,202,141</b>	<b>\$9,955,272,660</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for 4Q2013.
- 3) New business does not include assumed policies



**Change in Market Share**  
**Florida Personal Residential Property**  
**Includes State Farm Florida**

Top 10 Insurers by Total Insured Value (TIV)			
Prior Analysis 03/31/16		Current Analysis 06/30/16	
Insurer Name	TIV Market Share	Insurer Name	TIV Market Share
<i>State Farm Florida Insurance Company</i>	8%	<i>State Farm Florida Insurance Company</i>	8%
Universal Property & Casualty Insurance Company	6%	Universal Property & Casualty Insurance Company	6%
Citizens Property Insurance Corporation	5%	Federated National Insurance Company	5%
Federated National Insurance Company	5%	Citizens Property Insurance Corporation	5%
Security First Insurance Company	4%	Security First Insurance Company	4%
Heritage Property & Casualty Insurance Company	4%	Federal Insurance Company	4%
Federal Insurance Company	4%	United Property & Casualty Insurance Company	4%
United Property & Casualty Insurance Company	4%	Heritage Property & Casualty Insurance Company	3%
American Integrity Insurance Company of Florida	3%	American Integrity Insurance Company of Florida	3%
St. Johns Insurance Company, Inc.	3%	St. Johns Insurance Company, Inc.	3%

Top 10 Insurers by New Business			
Prior Analysis 03/31/16		Current Analysis 06/30/16	
Insurer Name	# New Policies Market Share	Insurer Name	# New Policies Market Share
Universal Property & Casualty Insurance Company	11%	Universal Property & Casualty Insurance Company	11%
American Bankers Insurance Company of Florida	9%	American Bankers Insurance Company of Florida	9%
Security First Insurance Company	9%	Security First Insurance Company	8%
Citizens Property Insurance Corporation	8%	Citizens Property Insurance Corporation	8%
Federated National Insurance Company	7%	Federated National Insurance Company	7%
American Integrity Insurance Company of Florida	4%	American Integrity Insurance Company of Florida	4%
People's Trust Insurance Company	3%	First Protective Insurance Company	3%
Castle Key Indemnity Company	2%	American Modern Insurance Company of Florida, Inc.	3%
First Protective Insurance Company	2%	Castle Key Indemnity Company	3%
Heritage Property & Casualty Insurance Company	2%	People's Trust Insurance Company	2%

**Note:** State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.



**Citizens' Market Share by County**  
**Florida Personal Residential Property**  
**Includes State Farm Florida**  
**QUASR data as of June 30, 2016**

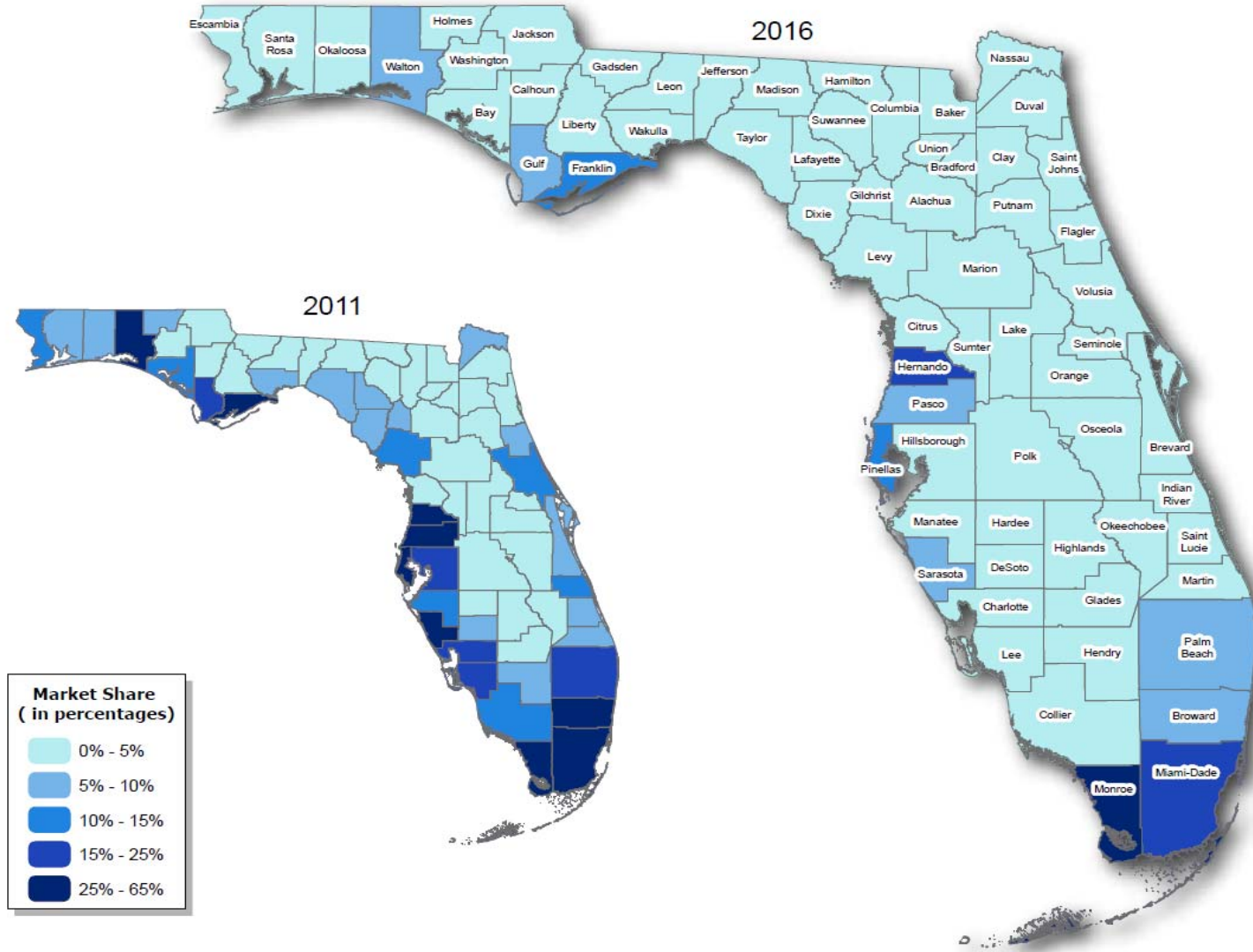
County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Alachua	\$110,113,145	0%	\$22,015,760,819	100%
Baker	\$12,196,267	1%	\$1,666,821,367	99%
Bay	\$462,932,228	2%	\$18,505,711,851	98%
Bradford	\$12,993,780	1%	\$1,504,191,619	99%
Brevard	\$1,134,275,519	2%	\$65,602,563,192	98%
<b>Broward</b>	<b>\$15,315,487,040</b>	<b>10%</b>	<b>\$143,927,379,049</b>	<b>90%</b>
Calhoun	\$5,357,027	1%	\$643,022,088	99%
Charlotte	\$648,140,533	2%	\$25,442,020,723	98%
Citrus	\$140,489,771	1%	\$18,682,916,963	99%
Clay	\$52,670,475	0%	\$23,372,665,403	100%
Collier	\$1,342,875,710	2%	\$74,817,925,414	98%
Columbia	\$24,215,639	1%	\$4,512,735,326	99%
Desoto	\$12,991,613	1%	\$1,925,623,738	99%
Dixie	\$22,687,197	4%	\$621,622,409	96%
Duval	\$383,393,775	0%	\$90,955,720,910	100%
Escambia	\$1,344,672,121	4%	\$29,305,051,202	96%
Flagler	\$230,061,344	1%	\$17,375,583,355	99%
<b>Franklin</b>	<b>\$241,433,130</b>	<b>11%</b>	<b>\$2,006,219,400</b>	<b>89%</b>
Gadsden	\$29,685,990	1%	\$2,799,448,215	99%
Gilchrist	\$23,527,581	2%	\$973,386,358	98%
Glades	\$6,107,430	1%	\$521,326,111	99%
Gulf	\$116,345,780	6%	\$1,872,562,157	94%
Hamilton	\$3,869,590	1%	\$542,563,523	99%
Hardee	\$4,275,107	0%	\$1,272,336,017	100%
Hendry	\$25,570,641	2%	\$1,557,245,089	98%
<b>Hernando</b>	<b>\$3,796,251,967</b>	<b>20%</b>	<b>\$15,199,729,471</b>	<b>80%</b>
Highlands	\$27,093,640	0%	\$10,042,094,977	100%
Hillsborough	\$3,744,393,078	3%	\$118,392,285,338	97%
Holmes	\$5,389,330	1%	\$962,455,285	99%
Indian River	\$360,530,880	1%	\$23,795,192,151	99%
Jackson	\$25,138,165	1%	\$2,899,727,048	99%
Jefferson	\$11,898,650	1%	\$1,123,602,011	99%
Lafayette	\$3,584,566	1%	\$360,173,326	99%
Lake	\$88,862,405	0%	\$41,528,002,687	100%

County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Lee	\$2,514,401,726	3%	\$97,492,469,595	97%
Leon	\$74,402,734	0%	\$28,262,710,939	100%
Levy	\$93,719,570	4%	\$2,510,950,443	96%
Liberty	\$3,085,670	1%	\$338,418,564	99%
Madison	\$12,588,669	1%	\$964,599,041	99%
Manatee	\$1,075,202,836	2%	\$43,051,629,363	98%
Marion	\$113,272,733	0%	\$37,157,134,452	100%
Martin	\$206,760,851	1%	\$24,301,293,175	99%
<b>Miami-Dade</b>	<b>\$27,282,751,922</b>	<b>17%</b>	<b>\$131,926,058,500</b>	<b>83%</b>
<b>Monroe</b>	<b>\$6,454,342,546</b>	<b>32%</b>	<b>\$13,741,627,755</b>	<b>68%</b>
Nassau	\$143,955,168	1%	\$11,308,874,829	99%
Okaloosa	\$248,880,205	1%	\$23,682,620,721	99%
Okeechobee	\$12,059,802	0%	\$2,489,325,942	100%
Orange	\$230,982,294	0%	\$130,741,557,807	100%
Osceola	\$78,268,804	0%	\$32,351,995,848	100%
Palm Beach	\$9,964,697,685	5%	\$192,037,431,040	95%
Pasco	\$4,222,133,766	9%	\$43,866,862,365	91%
<b>Pinellas</b>	<b>\$12,666,166,051</b>	<b>15%</b>	<b>\$74,002,516,257</b>	<b>85%</b>
Polk	\$141,545,082	0%	\$59,353,648,552	100%
Putnam	\$39,658,651	1%	\$4,598,818,433	99%
Saint Johns	\$298,828,175	1%	\$38,816,402,286	99%
Saint Lucie	\$313,085,211	1%	\$32,940,322,479	99%
Santa Rosa	\$381,680,377	2%	\$20,318,789,193	98%
Sarasota	\$4,875,733,846	7%	\$66,266,447,670	93%
Seminole	\$83,278,267	0%	\$55,504,032,804	100%
Sumter	\$19,923,415	0%	\$19,744,873,042	100%
Suwannee	\$16,935,335	1%	\$2,205,013,116	99%
Taylor	\$31,766,450	3%	\$1,184,242,148	97%
Union	\$3,058,530	1%	\$571,794,394	99%
Volusia	\$1,133,869,651	2%	\$60,671,997,084	98%
Wakulla	\$50,689,610	2%	\$2,547,369,772	98%
Walton	\$775,525,608	5%	\$13,640,417,600	95%
Washington	\$11,014,497	1%	\$1,431,515,489	99%
<b>Total</b>	<b>\$103,343,776,851</b>	<b>5%</b>	<b>\$2,036,749,425,290</b>	<b>95%</b>

**Notes:**

- 1) Counties are bolded when Citizens' market share is 10% or greater in that county
- 2) Market share is based on all policies, not just those that include wind. For Monroe county, Citizens carries the wind portion for most of the policies.
- 3) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

## Citizens' Personal Lines Change in Citizens' Market Share Based on Total Insured Value 2011 vs 2Q2016



**Clearinghouse Participating Insurers by Total Insured Value  
Florida Personal & Commercial Residential Property**

Insurers	As of 06/30/16		As of 12/31/15				
	Total Insured Value (\$000)	Total Insured Value Market Share	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
Federated National Insurance Company	\$104,369,486	5%	\$241,362	\$145,135	166%	90%	56%
Heritage Property & Casualty Insurance Company	\$99,257,820	5%	\$391,728	\$216,423	181%	81%	45%
Security First Insurance Company	\$88,135,215	4%	\$141,645	\$55,321	256%	96%	66%
United Property & Casualty Insurance Company	\$78,431,452	4%	\$369,935	\$135,288	273%	93%	56%
American Integrity Insurance Company of Florida	\$71,984,721	3%	\$108,461	\$67,639	160%	84%	50%
People's Trust Insurance Company	\$45,474,099	2%	\$131,366	\$87,916	149%	105%	74%
Olympus Insurance Company	\$45,285,423	2%	-\$23,618	\$30,329	-78%	NM	NM
Florida Peninsula Insurance Company	\$43,448,357	2%	\$115,376	\$127,902	90%	81%	44%
Tower Hill Signature Insurance Company	\$31,103,297	1%	\$42,947	\$52,589	82%	94%	63%
Universal Insurance Company of North America	\$18,427,499	1%	\$52,834	\$37,043	143%	107%	77%
Prepared Insurance Company	\$17,232,179	1%	\$42,410	\$20,019	212%	105%	67%
Southern Fidelity Insurance Company	\$15,939,937	1%	\$106,934	\$86,851	123%	94%	47%
Southern Fidelity Property & Casualty, Inc.	\$15,710,137	1%	\$63,350	\$30,293	209%	97%	54%
Cypress Property & Casualty Insurance Company	\$14,981,272	1%	\$61,841	\$32,153	192%	97%	46%
Safe Harbor Insurance Company	\$14,679,311	1%	\$49,972	\$23,125	216%	85%	49%
Southern Oak Insurance Company	\$11,617,918	1%	\$68,066	\$49,776	137%	84%	53%
American Traditions Insurance Company	\$10,903,544	1%	\$26,996	\$20,735	130%	97%	55%
Capitol Preferred Insurance Company, Inc.	\$9,672,573	0%	\$12,978	\$26,059	50%	72%	114%
Modern USA Insurance Company	\$9,008,309	0%	\$25,561	\$16,001	160%	98%	56%
First Community Insurance Company	\$7,466,944	0%	\$45,970	\$40,460	114%	103%	46%
Edison Insurance Company	\$6,790,269	0%	\$7,335	\$20,151	36%	61%	55%
Avatar Property & Casualty Insurance Company	\$5,496,182	0%	\$21,545	\$23,776	91%	79%	35%
Monarch National Insurance Company	\$1,109,447	0%	\$2,073	\$30,813	7%	82%	44%

**Notes:**

- 1) Includes insurers who participate or are scheduled to participate in the Clearinghouse
- 2) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 3) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 4) Total Insured Value indicates Florida Personal and Commercial Residential business as reported in QUASR. All other values are on a total company basis as reported in NAIC annual statements.
- 5) NM indicates "Not Meaningful"
- 6) Market Share % based on total that includes 4Q2013 State Farm data

**Depopulation Insurers by Total Insured Value  
Florida Personal & Commercial Residential Property**

Insurers	As of 06/30/16		As of 12/31/15				
	Total Insured Value (\$000)	Total Insured Value Market Share	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
Heritage Property & Casualty Insurance Company	\$99,257,820	5%	\$391,728	\$216,423	181%	81%	45%
United Property & Casualty Insurance Company	\$78,431,452	4%	\$369,935	\$135,288	273%	93%	56%
Homeowners Choice Property & Casualty Insurance Company, Inc.	\$47,341,194	2%	\$215,816	\$194,893	111%	82%	37%
Olympus Insurance Company	\$45,285,423	2%	-\$23,618	\$30,329	-78%	NM	NM
Prepared Insurance Company	\$17,232,179	1%	\$42,410	\$20,019	212%	105%	67%
Cypress Property & Casualty Insurance Company	\$14,981,272	1%	\$61,841	\$32,153	192%	97%	46%
Safepoint Insurance Company	\$13,711,547	1%	\$41,708	\$41,745	100%	92%	68%
Weston Insurance Company	\$12,082,574	1%	\$723	\$46,370	2%	-357%	116%
Southern Oak Insurance Company	\$11,617,918	1%	\$68,066	\$49,776	137%	84%	53%
First Community Insurance Company	\$7,466,944	0%	\$45,970	\$40,460	114%	103%	46%
Anchor Property and Casualty Insurance Company	\$7,413,772	0%	\$53,981	\$26,639	203%	74%	52%
Avatar Property & Casualty Insurance Company	\$5,496,182	0%	\$21,545	\$23,776	91%	79%	35%
Mount Beacon Insurance Company	\$3,623,365	0%	\$27,521	\$25,551	108%	95%	86%
National Specialty Insurance Company	\$2,782,678	0%	\$24,967	\$46,019	54%	87%	0%
American Colonial Insurance Company	\$1,113,877	0%	\$16,601	\$22,523	74%	99%	58%

**Notes:**

- 1) Includes insurers who participated in depopulation from 01/01/2015 to 06/30/2016
- 2) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 3) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 4) Total Insured Value indicates Florida Personal and Commercial Residential business as reported in QUASR. All other values are on a total company basis as reported in NAIC annual statements.
- 5) NM indicates "Not Meaningful"
- 6) Market Share % based on total that includes 4Q2013 State Farm data

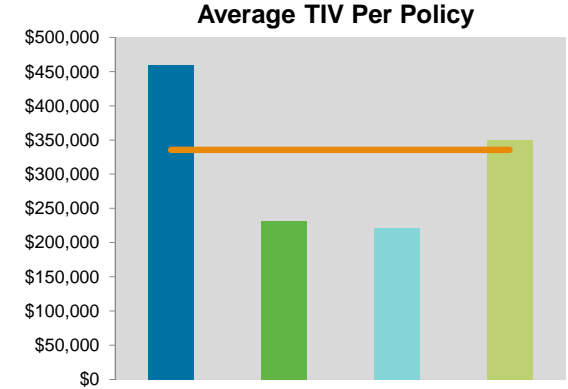
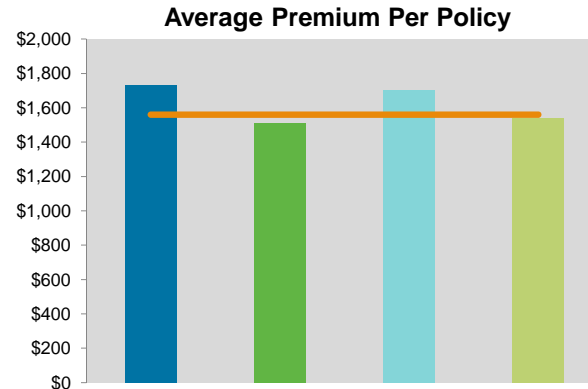
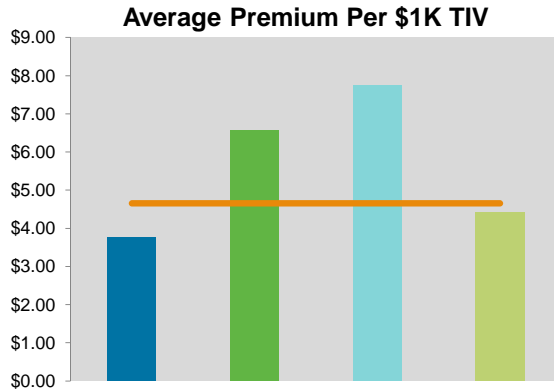
**Top 20 New Business Writers  
Florida Personal Residential Property**

Insurers	As of 06/30/16	As of 12/31/15				
	Total Insured Value (\$000)	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
Universal Property & Casualty Insurance Company	\$130,152,647	\$622,964	\$256,987	242%	75%	41%
American Bankers Insurance Company of Florida	\$3,762,909	\$867,543	\$483,249	180%	81%	40%
Security First Insurance Company	\$88,135,215	\$141,645	\$55,321	256%	96%	66%
Citizens Property Insurance Corporation	\$103,343,777	\$577,999	\$7,389,692	8%	113%	64%
Federated National Insurance Company	\$104,369,486	\$241,362	\$145,135	166%	90%	56%
American Integrity Insurance Company of Florida	\$71,984,721	\$108,461	\$67,639	160%	84%	50%
First Protective Insurance Company	\$56,063,906	\$136,047	\$57,137	238%	94%	55%
American Modern Insurance Company of Florida, Inc.	\$1,255,065	\$15,586	\$9,415	166%	95%	48%
Castle Key Indemnity Company	\$16,518,533	\$0	\$5,873	0%	NM	NM
People's Trust Insurance Company	\$45,474,099	\$131,366	\$87,916	149%	105%	74%
ASI Preferred Insurance Corp.	\$45,134,035	\$51,904	\$33,396	155%	64%	29%
Tower Hill Prime Insurance Company	\$62,765,325	\$40,801	\$79,761	51%	121%	81%
Heritage Property & Casualty Insurance Company	\$72,634,416	\$391,728	\$216,423	181%	81%	45%
St. Johns Insurance Company, Inc.	\$69,622,838	\$34,092	\$50,220	68%	97%	96%
United Property & Casualty Insurance Company	\$75,056,195	\$369,935	\$135,288	273%	93%	56%
Florida Peninsula Insurance Company	\$43,448,357	\$115,376	\$127,902	90%	81%	44%
United Services Automobile Association	\$55,311,564	\$6,812,724	\$24,363,646	28%	106%	79%
Safe Harbor Insurance Company	\$14,679,311	\$49,972	\$23,125	216%	85%	49%
Edison Insurance Company	\$6,790,269	\$7,335	\$20,151	36%	61%	55%
Universal Insurance Company of North America	\$17,813,109	\$52,834	\$37,043	143%	107%	77%

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Top new business writers determined by number of policies written
- 3) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 4) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 5) Total Insured Value indicates Florida Personal and Commercial Residential business as reported in QUASR. All other values are on a total company basis as reported in NAIC annual statements.
- 6) NM indicates "Not Meaningful"

**Average Premium and Total Insured Value (TIV) Per Policy**  
**Includes State Farm Florida**  
 QUASR data as of June 30, 2016  
 Policies Inforce, Premium and Total Insured Value  
 Personal Residential



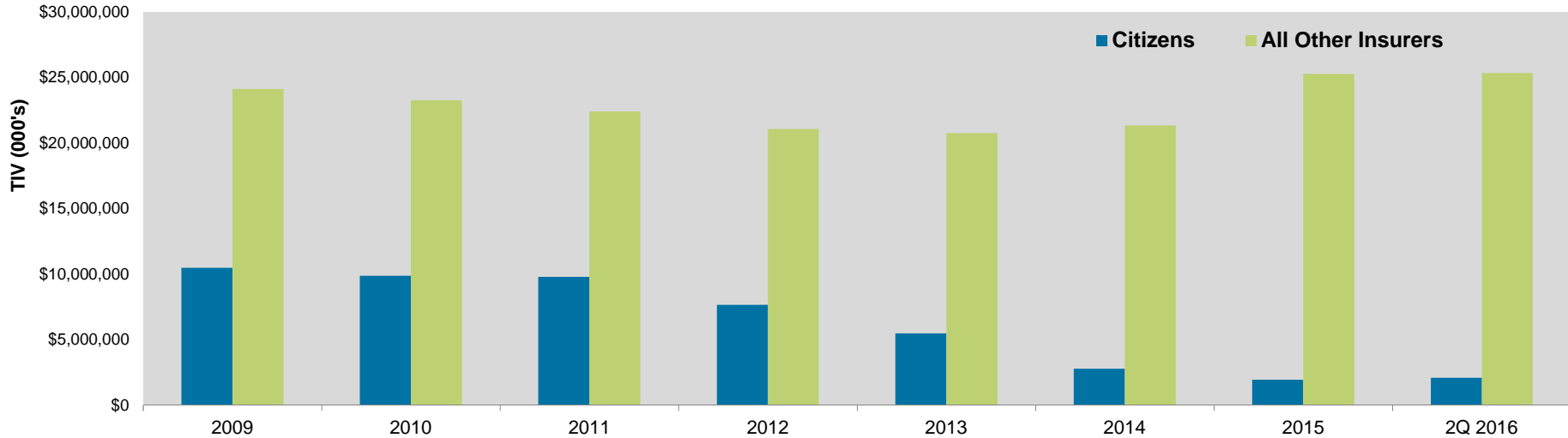
Insurers	Policies Inforce	Premium (\$000)	TIV (\$000)	Average Premium Per \$1,000 TIV	Average Premium Per Policy	Average TIV Per Policy
State Farm Florida Insurance Company	361,493	\$625,980	\$166,191,318	\$3.77	\$1,732	\$459,736
Universal Property & Casualty Insurance Company	564,439	\$854,257	\$130,152,647	\$6.56	\$1,513	\$230,588
Citizens Property Insurance Company	468,967	\$799,273	\$103,343,777	\$7.73	\$1,704	\$220,365
All Other Insurers	4,985,759	\$7,675,762	\$1,740,405,460	\$4.41	\$1,540	\$349,075
Total Market	6,380,658	\$9,955,273	\$2,140,093,202	\$4.65	\$1,560	\$335,403

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.
- 3) Exhibit includes carrier specific data for those with greater than 5% market share by TIV and Citizens

**Mobile Home Market**  
**Includes State Farm Florida**  
**QUASR data as of June 30, 2016**

**Policies Inforce, Total Insured Value (TIV) & Premium Historical Trends**  
**Personal Residential**



Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premium (\$000)
2009	173,895	41%	\$10,484,897	30%	\$161,916	41%	252,281	59%	\$24,148,322	70%	\$233,300	59%	426,176	\$34,633,220	\$395,216
2010	166,613	41%	\$9,880,752	30%	\$156,278	40%	244,450	59%	\$23,282,860	70%	\$230,733	60%	411,063	\$33,163,612	\$387,011
2011	166,967	42%	\$9,792,363	30%	\$161,827	41%	233,303	58%	\$22,426,304	70%	\$228,429	59%	400,270	\$32,218,667	\$390,256
2012	145,725	39%	\$7,663,538	27%	\$135,581	38%	223,502	61%	\$21,081,554	73%	\$225,761	62%	369,227	\$28,745,093	\$361,343
2013	124,749	36%	\$5,479,406	21%	\$106,266	32%	218,642	64%	\$20,777,333	79%	\$225,631	68%	343,391	\$26,256,739	\$331,898
2014	78,646	26%	\$2,777,156	12%	\$51,929	19%	225,134	74%	\$21,367,547	88%	\$225,606	81%	303,780	\$24,144,702	\$277,535
2015	53,144	15%	\$1,944,918	7%	\$33,125	11%	297,144	85%	\$25,304,955	93%	\$275,814	89%	350,288	\$27,249,874	\$308,939
2Q 2016	54,419	16%	\$2,103,007	8%	\$34,365	11%	293,621	84%	\$25,350,167	92%	\$272,377	89%	348,040	\$27,453,174	\$306,741

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

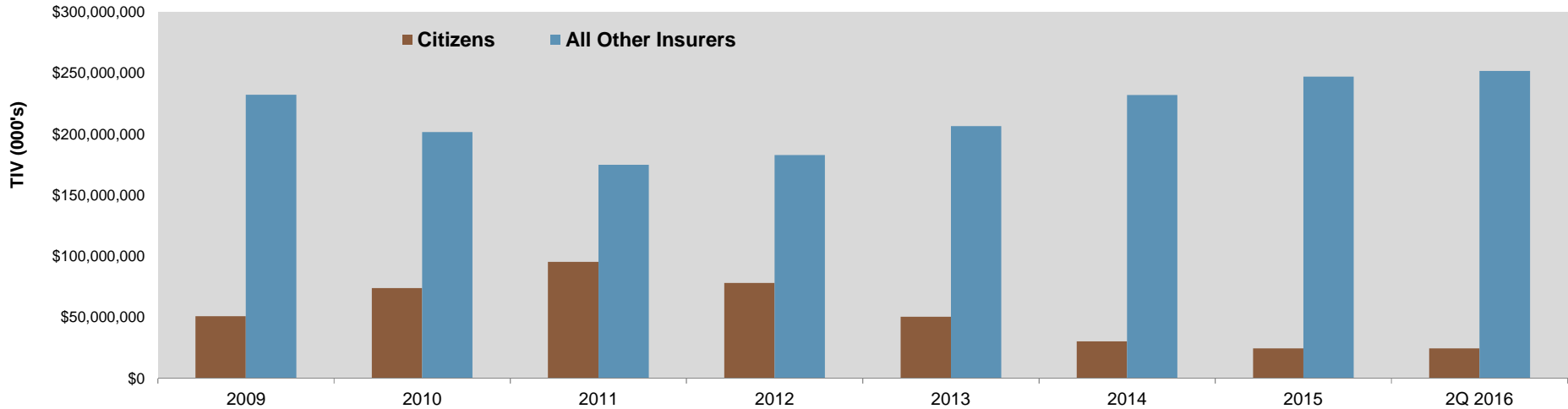


## Hernando, Hillsborough, Pasco & Pinellas Counties

Includes State Farm Florida

QUASR data as of June 30, 2016

### Policies Inforce, Total Insured Value (TIV) & Premium Historical Trends Personal Residential



Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premium (\$000)
2009	219,000	25%	\$50,847,144	18%	\$281,586	22%	673,326	75%	\$232,057,283	82%	\$1,002,106	78%	892,326	\$282,904,427	\$1,283,692
2010	296,116	33%	\$73,856,774	27%	\$396,317	30%	588,293	67%	\$201,478,803	73%	\$915,214	70%	884,409	\$275,335,577	\$1,311,531
2011	359,532	41%	\$95,223,257	35%	\$526,347	39%	520,755	59%	\$174,665,001	65%	\$824,621	61%	880,287	\$269,888,258	\$1,350,968
2012	325,791	37%	\$78,004,034	30%	\$449,469	35%	554,255	63%	\$182,731,011	70%	\$850,141	65%	880,046	\$260,735,045	\$1,299,610
2013	237,566	27%	\$50,289,899	20%	\$338,237	25%	645,422	73%	\$206,391,840	80%	\$998,864	75%	882,988	\$256,681,739	\$1,337,100
2014	145,721	16%	\$30,245,652	12%	\$215,777	16%	752,686	84%	\$231,824,020	88%	\$1,149,084	84%	898,407	\$262,069,673	\$1,364,862
2015	113,375	12%	\$24,542,024	9%	\$154,691	12%	818,376	88%	\$246,812,547	91%	\$1,179,264	88%	931,751	\$271,354,571	\$1,333,955
2Q 2016	111,768	12%	\$24,428,945	9%	\$146,552	11%	829,211	88%	\$251,461,393	91%	\$1,173,014	89%	940,979	\$275,890,338	\$1,319,566

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

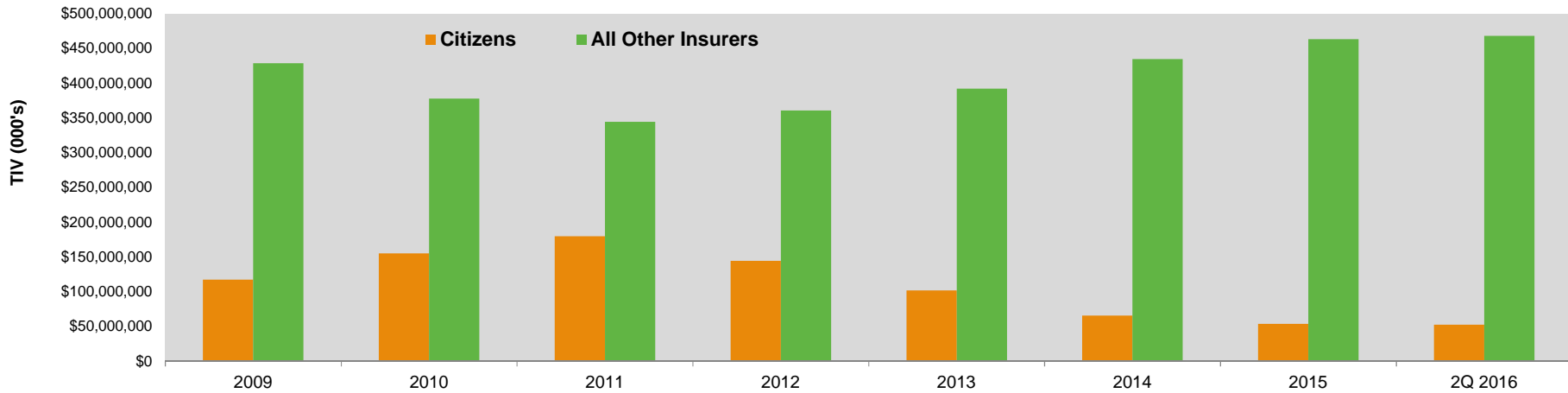


### Broward, Miami-Dade & Palm Beach Counties

**Includes State Farm Florida**

QUASR data as of June 30, 2016

#### Policies Inforce, Total Insured Value (TIV) & Premium Historical Trends Personal Residential



Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premium (\$000)
2009	385,468	26%	\$117,223,764	21%	\$737,981	27%	1,109,970	74%	\$428,660,162	79%	\$1,956,884	73%	1,495,438	\$545,883,927	\$2,694,865
2010	522,564	36%	\$154,935,986	29%	\$1,078,345	37%	945,506	64%	\$377,871,099	71%	\$1,819,383	63%	1,468,070	\$532,807,086	\$2,897,728
2011	604,912	41%	\$179,669,284	34%	\$1,317,122	43%	858,383	59%	\$344,213,110	66%	\$1,771,031	57%	1,463,295	\$523,882,394	\$3,088,153
2012	553,644	38%	\$144,106,381	29%	\$1,237,440	38%	899,706	62%	\$360,400,897	71%	\$2,013,747	62%	1,453,350	\$504,507,278	\$3,251,187
2013	437,681	30%	\$101,856,467	21%	\$980,585	29%	1,014,804	70%	\$391,941,038	79%	\$2,427,377	71%	1,452,485	\$493,797,506	\$3,407,962
2014	291,698	20%	\$65,578,738	13%	\$634,901	19%	1,164,371	80%	\$434,663,854	87%	\$2,745,142	81%	1,456,069	\$500,242,591	\$3,380,043
2015	236,029	16%	\$53,519,775	10%	\$489,666	15%	1,261,276	84%	\$463,137,236	90%	\$2,885,985	85%	1,497,305	\$516,657,012	\$3,375,651
2Q 2016	233,241	16%	\$52,562,937	10%	\$489,400	14%	1,266,038	84%	\$467,890,869	90%	\$2,886,590	86%	1,499,279	\$520,453,805	\$3,375,990

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

**Market Share in Monroe County**  
**Includes State Farm Florida**  
**QUASR data as of June 30, 2016**  
**Personal Residential**

Citizens												
	Policies Wind	% of Total	Policies ExWind	% of Total	Premium Wind (\$000)	% of Total	Premium ExWind (\$000)	% of Total	TIV Wind (\$000)	% of Total	TIV ExWind (\$000)	% of Total
2009	23,172	90%	779	3%	\$48,583	88%	\$596	2%	\$9,475,108	88%	\$92,339	1%
2010	23,370	91%	788	3%	\$53,233	90%	\$530	2%	\$9,543,638	90%	\$90,977	1%
2011	23,393	92%	804	3%	\$56,568	90%	\$567	2%	\$9,539,157	90%	\$101,774	1%
2012	22,676	91%	705	3%	\$59,876	89%	\$489	2%	\$8,607,726	87%	\$83,338	1%
2013	21,884	90%	579	2%	\$61,275	86%	\$358	1%	\$7,864,169	84%	\$62,365	1%
2014	19,944	84%	371	2%	\$57,432	78%	\$189	1%	\$7,106,491	76%	\$39,049	0%
2015	18,266	78%	289	1%	\$54,547	73%	\$121	0%	\$6,768,512	72%	\$28,311	0%
2Q 2016	17,399	76%	271	1%	\$52,321	69%	\$114	0%	\$6,426,174	68%	\$28,169	0%

All Other Insurers												
	Policies Wind	% of Total	Policies ExWind	% of Total	Premium Wind (\$000)	% of Total	Premium ExWind (\$000)	% of Total	TIV Wind (\$000)	% of Total	TIV ExWind (\$000)	% of Total
2009	2,606	10%	26,118	97%	\$6,519	12%	\$25,611	98%	\$1,240,680	12%	\$12,649,306	99%
2010	2,286	9%	25,629	97%	\$6,091	10%	\$25,232	98%	\$1,085,560	10%	\$12,860,424	99%
2011	2,165	8%	25,153	97%	\$6,009	10%	\$25,356	98%	\$1,031,466	10%	\$12,701,483	99%
2012	2,181	9%	24,639	97%	\$7,338	11%	\$26,001	98%	\$1,277,722	13%	\$12,145,817	99%
2013	2,498	10%	24,153	98%	\$9,874	14%	\$26,198	99%	\$1,527,576	16%	\$11,864,224	99%
2014	3,926	16%	22,504	98%	\$15,745	22%	\$25,890	99%	\$2,239,974	24%	\$11,175,741	100%
2015	5,070	22%	22,090	99%	\$19,976	27%	\$25,237	100%	\$2,689,890	28%	\$11,077,906	100%
2Q 2016	5,510	24%	21,353	99%	\$23,271	31%	\$24,524	100%	\$2,968,036	32%	\$10,773,592	100%

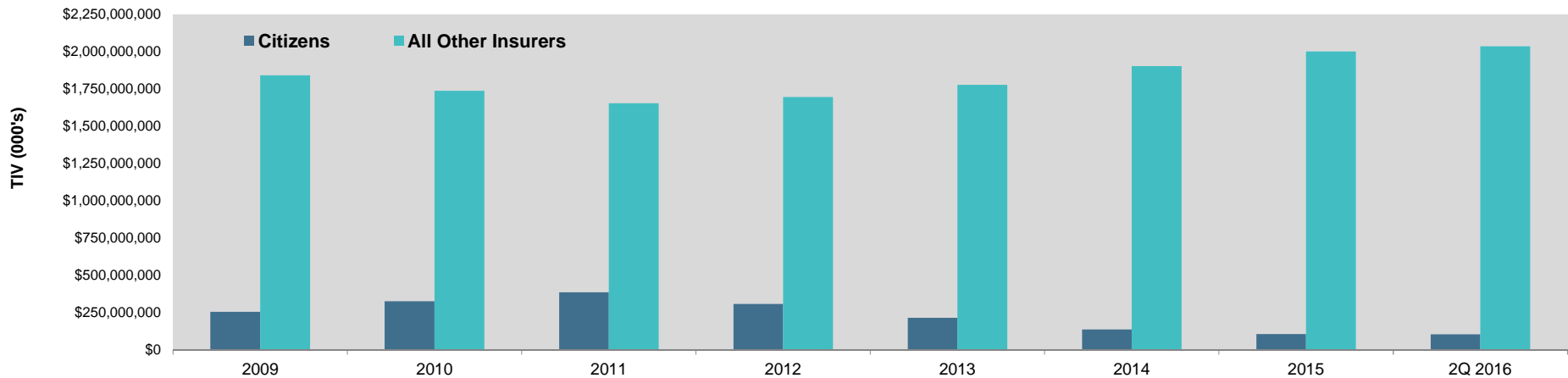
Total Market						
	Policies Wind	Policies ExWind	Premium Wind (\$000)	Premium ExWind (\$000)	TIV Wind (\$000)	TIV ExWind (\$000)
2009	25,778	26,897	\$55,102	\$26,207	\$10,715,788	\$12,741,646
2010	25,656	26,417	\$59,324	\$25,762	\$10,629,197	\$12,951,402
2011	25,558	25,957	\$62,577	\$25,923	\$10,570,623	\$12,803,257
2012	24,857	25,344	\$67,214	\$26,489	\$9,885,448	\$12,229,155
2013	24,382	24,732	\$71,149	\$26,556	\$9,391,745	\$11,926,589
2014	23,870	22,875	\$73,178	\$26,079	\$9,346,464	\$11,214,790
2015	23,336	22,379	\$74,523	\$25,358	\$9,458,402	\$11,106,217
2Q 2016	22,909	21,624	\$75,593	\$24,639	\$9,394,209	\$10,801,761

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) TIV is the Total Insured Value
- 3) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

**Statewide Trend**  
**Includes State Farm Florida**  
**QUASR data as of June 30, 2016**

**Policies Inforce, Total Insured Value (TIV) & Premium Historical Trends**  
**Personal Residential**



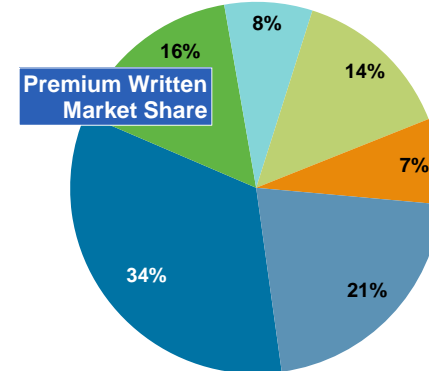
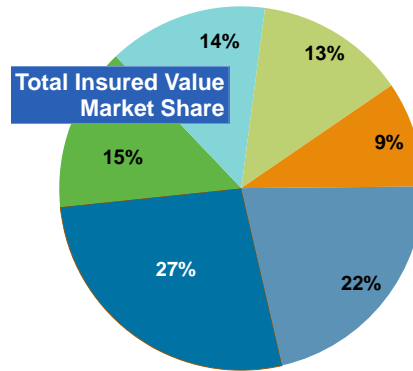
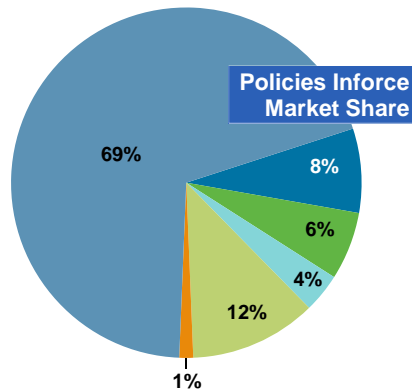
Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premium (\$000)
2009	975,500	16%	\$255,739,746	12%	\$1,486,820	18%	5,110,168	84%	\$1,842,082,106	88%	\$6,796,366	82%	6,085,668	\$2,097,821,852	\$8,283,186
2010	1,232,397	20%	\$326,713,170	16%	\$2,005,579	23%	4,822,896	80%	\$1,738,750,447	84%	\$6,782,374	77%	6,055,293	\$2,065,463,617	\$8,787,953
2011	1,423,160	24%	\$385,936,723	19%	\$2,469,201	27%	4,626,450	76%	\$1,655,230,421	81%	\$6,838,229	73%	6,049,610	\$2,041,167,144	\$9,307,430
2012	1,268,071	21%	\$308,333,785	15%	\$2,206,326	23%	4,758,497	79%	\$1,695,939,740	85%	\$7,435,553	77%	6,026,568	\$2,004,273,525	\$9,641,880
2013	983,629	16%	\$215,405,611	11%	\$1,735,299	17%	5,063,782	84%	\$1,777,886,847	89%	\$8,318,272	83%	6,047,411	\$1,993,292,458	\$10,053,571
2014	631,378	10%	\$136,124,128	7%	\$1,105,259	11%	5,507,092	90%	\$1,903,287,291	93%	\$8,935,274	89%	6,138,470	\$2,039,411,419	\$10,040,533
2015	480,161	8%	\$106,413,416	5%	\$818,388	8%	5,851,269	92%	\$2,002,398,538	95%	\$9,159,797	92%	6,331,430	\$2,108,811,954	\$9,978,185
2Q 2016	468,967	7%	\$103,343,777	5%	\$799,273	8%	5,911,691	93%	\$2,036,749,425	95%	\$9,156,000	92%	6,380,658	\$2,140,093,202	\$9,955,273

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

# Commercial Residential

**Top 20 Insurers by Total Insured Value  
Florida Commercial Residential Property  
Includes State Farm Florida  
QUASR data as of June 30, 2016**



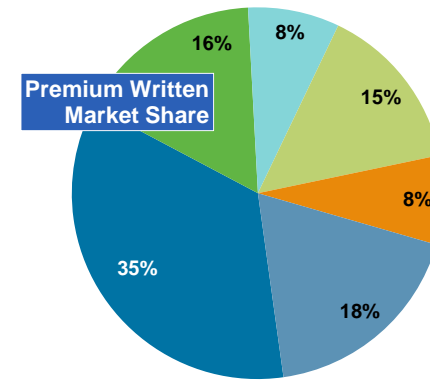
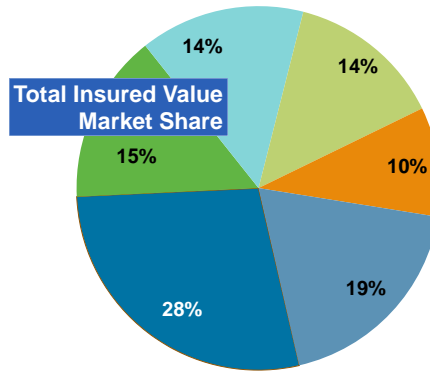
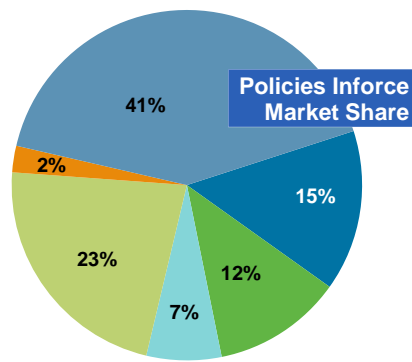
- American Coastal Insurance Company
- American Capital Assurance Corp
- QBE Insurance Corporation
- Heritage Property & Casualty Insurance Company
- Citizens Property Insurance Corporation
- All Other Insurers

Carrier	Policies Inforce	Policies Inforce Market Share %	Total Insured Value (TIV) for All Policies	TIV Market Share %	Premiums Written	Premium Market Share %
	(1)	(2) = (1)/ Total(1)	(3)	(4) = (3)/ Total(3)	(5)	(6) = (5)/ Total(5)
American Coastal Insurance Company	4,496	8%	\$49,297,874,743	27%	\$267,289,869	34%
Heritage Property & Casualty Insurance Company	3,622	6%	\$26,623,404,311	15%	\$125,457,899	16%
American Capital Assurance Corp	2,092	4%	\$25,937,997,850	14%	\$60,793,450	8%
Citizens Property Insurance Corporation	6,794	12%	\$24,434,207,323	13%	\$111,528,204	14%
QBE Insurance Corporation	738	1%	\$17,198,836,708	9%	\$59,242,935	7%
United States Fire Insurance Company	19	0%	\$6,971,043,560	4%	\$166,895	0%
State Farm Florida Insurance Company	27,616	48%	\$5,995,454,236	3%	\$29,550,309	4%
Weston Insurance Company	1,792	3%	\$5,434,555,755	3%	\$31,700,650	4%
Everest National Insurance Company	123	0%	\$3,612,800,037	2%	\$20,046,188	3%
United Property & Casualty Insurance Company	423	1%	\$3,375,257,036	2%	\$25,658,900	3%
Philadelphia Indemnity Insurance Company	388	1%	\$2,868,573,268	2%	\$8,325,826	1%
Tower Hill Prime Insurance Company	1,640	3%	\$1,733,879,910	1%	\$11,962,063	2%
Service Insurance Company	226	0%	\$1,728,589,000	1%	\$5,600,790	1%
Avatar Property & Casualty Insurance Company	162	0%	\$1,208,834,264	1%	\$5,137,079	1%
Factory Mutual Insurance Company	19	0%	\$734,430,828	0%	\$306,582	0%
Old Dominion Insurance Company	295	1%	\$636,613,200	0%	\$2,034,992	0%
Universal Insurance Company of North America	90	0%	\$614,389,849	0%	\$1,798,667	0%
First Community Insurance Company	1,338	2%	\$520,846,550	0%	\$2,771,822	0%
Cypress Property & Casualty Insurance Company	18	0%	\$505,355,295	0%	\$1,580,246	0%
The Travelers Indemnity Company	39	0%	\$478,811,898	0%	\$1,886,981	0%
All Other Insurers	5,950	10%	\$2,965,383,325	2%	\$20,960,152	3%
<b>Total</b>	<b>57,880</b>	<b>100%</b>	<b>\$182,877,138,946</b>	<b>100%</b>	<b>\$793,800,499</b>	<b>100%</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.
- 3) United States Fire Ins Co data presented as reported by the OIR
- 4) Any slight differences in market share %s in graph versus table are due to rounding

**Top 20 Insurers by Total Insured Value  
Florida Commercial Residential Property  
Does Not Include State Farm Florida  
QUASR data as of June 30, 2016**



■ American Coastal Insurance Company  
■ American Capital Assurance Corp  
■ QBE Insurance Corporation

■ Heritage Property & Casualty Insurance Company  
■ Citizens Property Insurance Corporation  
■ All Other Insurers

Insurer	Policies Inforce (1)	Policies Inforce Market Share % (2) = (1)/ Total(1)	Total Insured Value (TIV) for All Policies (3)	TIV Market Share % (4) = (3)/ Total(3)	Premiums Written (5)	Premium Market Share % (6) = (5)/ Total(5)
American Coastal Insurance Company	4,496	15%	\$49,297,874,743	28%	\$267,289,869	35%
Heritage Property & Casualty Insurance Company	3,622	12%	\$26,623,404,311	15%	\$125,457,899	16%
American Capital Assurance Corp	2,092	7%	\$25,937,997,850	15%	\$60,793,450	8%
Citizens Property Insurance Corporation	6,794	22%	\$24,434,207,323	14%	\$111,528,204	15%
QBE Insurance Corporation	738	2%	\$17,198,836,708	10%	\$59,242,935	8%
United States Fire Insurance Company	19	0%	\$6,971,043,560	4%	\$166,895	0%
Weston Insurance Company	1,792	6%	\$5,434,555,755	3%	\$31,700,650	4%
Everest National Insurance Company	123	0%	\$3,612,800,037	2%	\$20,046,188	3%
United Property & Casualty Insurance Company	423	1%	\$3,375,257,036	2%	\$25,658,900	3%
Philadelphia Indemnity Insurance Company	388	1%	\$2,868,573,268	2%	\$8,325,826	1%
Tower Hill Prime Insurance Company	1,640	5%	\$1,733,879,910	1%	\$11,962,063	2%
Service Insurance Company	226	1%	\$1,728,589,000	1%	\$5,600,790	1%
Avatar Property & Casualty Insurance Company	162	1%	\$1,208,834,264	1%	\$5,137,079	1%
Factory Mutual Insurance Company	19	0%	\$734,430,828	0%	\$306,582	0%
Old Dominion Insurance Company	295	1%	\$636,613,200	0%	\$2,034,992	0%
Universal Insurance Company of North America	90	0%	\$614,389,849	0%	\$1,798,667	0%
First Community Insurance Company	1,338	4%	\$520,846,550	0%	\$2,771,822	0%
Cypress Property & Casualty Insurance Company	18	0%	\$505,355,295	0%	\$1,580,246	0%
The Travelers Indemnity Company	39	0%	\$478,811,898	0%	\$1,886,981	0%
Travelers Property Casualty Company of America	61	0%	\$462,550,312	0%	\$2,156,673	0%
All Other Insurers	5,889	19%	\$2,502,833,013	1%	\$18,803,479	2%
<b>Total</b>	<b>30,264</b>	<b>100%</b>	<b>\$176,881,684,710</b>	<b>100%</b>	<b>\$764,250,191</b>	<b>100%</b>

**Notes:**

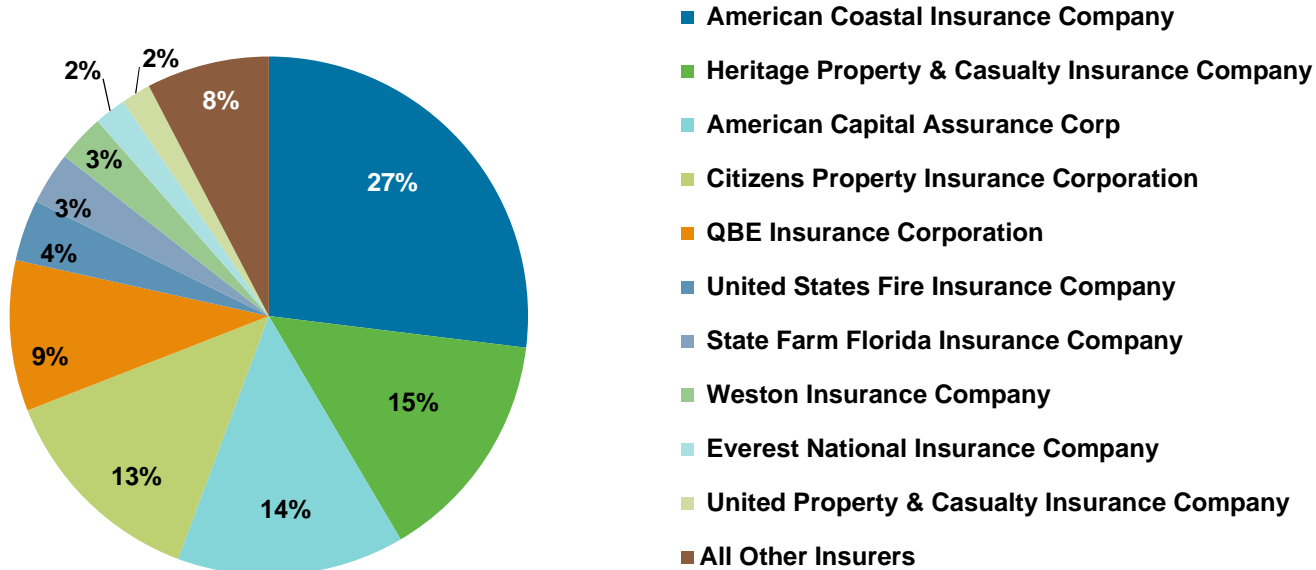
- 1) Includes admitted carriers (and Citizens) writing commercial residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. They represented 27,616 policies (44%), \$6.0B in TIV (3%) and \$29.6M in premium (3%) for commercial residential on 12/31/13.
- 3) United States Fire Ins Co data presented as reported by the OIR
- 4) Any slight differences in market share %s in graph versus table are due to rounding

**Citizens Property Insurance Corporation**  
**Historic Top 20 Insurers by Total Insured Value**  
**Includes State Farm Florida**  
 Data reported to the Office of Insurance Regulation (OIR)

Commercial Residential - Top 20 Rank by Total Insured Value Based on QUASR data reported to the OIR															
Insurers	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2Q 2016
ACE AMERICAN INSURANCE COMPANY															
AFFILIATED FM INSURANCE COMPANY		12	18	11	8	9									
ALLIANZ GLOBAL RISKS US INSURANCE COMPANY	3	7	7	10			15	16	19	18	18	20			
ALLSTATE INSURANCE COMPANY	6	4	4	4	5		19								
AMERICAN CAPITAL ASSURANCE CORP					13	3	4	4	4	4	4	4	3	3	3
AMERICAN COASTAL INSURANCE COMPANY						5	2	3	2	2	2	2	2	1	1
AMERICAN ECONOMY INSURANCE COMPANY		14	17												
AMERICAN KEYSTONE INSURANCE COMPANY							6								
AMERICAN STRATEGIC INSURANCE CORP.				7	3	4	5	6	6	6	6				
AMERICAN ZURICH INSURANCE COMPANY		17													
ARCH INSURANCE COMPANY									7	15	12				
ASSURANCE COMPANY OF AMERICA	19														
AVATAR PROPERTY & CASUALTY INSURANCE COMPANY															14
BANKERS INSURANCE COMPANY	12	11	11	18											
CAPACITY INSURANCE COMPANY	9	8	10	8	9	11	13	17							
CHARTER OAK FIRE INSURANCE COMPANY	17														
CINCINNATI INDEMNITY COMPANY													20		
CINCINNATI INSURANCE COMPANY		13	9	9	7	7	8	10	13	11	14	15	18		
<b>CITIZENS PROPERTY INSURANCE CORPORATION</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>4</b>
COMMONWEALTH INSURANCE COMPANY OF AMERICA				12											
CONTINENTAL CASUALTY COMPANY								15	16	19	20	18	17		
COTTON STATES MUTUAL INSURANCE COMPANY						18	18								
CYPRESS PROPERTY & CASUALTY INSURANCE COMPANY															19
EVEREST NATIONAL INSURANCE COMPANY															9
FACTORY MUTUAL INSURANCE COMPANY										20	15	14	13	14	15
FEDERAL INSURANCE COMPANY			19	19											
FEDERATED NATIONAL INSURANCE COMPANY									20						
FIDELITY AND CASUALTY COMPANY OF NEW YORK	13														
FIRST COMMUNITY INSURANCE COMPANY								18	18	17	16	13	12	16	18
FIRST HOME INSURANCE COMPANY								13	10						
FIRST NATIONAL INSURANCE COMPANY OF AMERICA														20	
FOREMOST INSURANCE COMPANY													19		
GRANADA INSURANCE COMPANY				13	12	15									
GREAT AMERICAN INSURANCE COMPANY						19	17								
HANOVER INSURANCE COMPANY (THE)	20	16	20		14							19	16	19	
HARTFORD FIRE INSURANCE COMPANY					11	10	20								
HARTFORD INSURANCE COMPANY OF THE SOUTHEAST					18										
HERITAGE PROPERTY & CASUALTY INSURANCE COMPANY													5	4	2
ICAT SPECIALTY INSURANCE COMPANY							16								
INDEMNITY INSURANCE COMPANY OF NORTH AMERICA							11								
INSURANCE COMPANY OF THE WEST								11							
INSURANCE CORPORATION OF NEW YORK	2														
NATIONWIDE MUTUAL FIRE INSURANCE COMPANY	7	5	5	6	10	14									
NATIONWIDE MUTUAL INSURANCE COMPANY	8	9	13	16											
NOVA CASUALTY COMPANY									15		9	12			
OLD DOMINION INSURANCE COMPANY	14	20						12	14	12	13	11	10	12	16
PHILADELPHIA INDEMNITY INSURANCE COMPANY				17				7	8	7	7	7	8	9	11
PHOENIX INSURANCE COMPANY		19			16	17									
QBE INSURANCE CORPORATION		2	3	2	2	2	3	2	3	3	3	3	4	5	5
QUALSURE INSURANCE CORPORATION	16														
SERVICE INSURANCE COMPANY			15		6	6	7	9	9	8	8	8	9	11	13
SOUTHERN FAMILY INSURANCE COMPANY	5	3	2	3											
ST. PAUL FIRE & MARINE INSURANCE COMPANY								19							
<b>STATE FARM FLORIDA INSURANCE COMPANY</b>	<b>4</b>	<b>6</b>	<b>6</b>	<b>5</b>	<b>4</b>	<b>8</b>	<b>9</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>7</b>
SUNSHINE STATE INSURANCE COMPANY								14	12	10	11	9			
THE TRAVELERS INDEMNITY COMPANY															20
TIG INSURANCE COMPANY	10	18													
TOWER HILL PRIME INSURANCE COMPANY														18	12
TRAVELERS INDEMNITY COMPANY										16	19	17	15	17	
TRAVELERS INDEMNITY COMPANY OF AMERICA					17	13	14								
TRAVELERS INDEMNITY COMPANY OF CONNECTICUT	11	15	16	20											
TRAVELERS PROPERTY CASUALTY COMPANY OF AMERICA										14	17	16	14	15	
TWIN CITY FIRE INSURANCE COMPANY						20									
UNITED PROPERTY & CASUALTY INSURANCE COMPANY														10	10
UNITED STATES FIRE INSURANCE COMPANY					19	16								7	6
UNIVERSAL INSURANCE COMPANY OF NORTH AMERICA							10	8	11	9	10	10	11	13	17
WESTFIELD INSURANCE COMPANY	18														
WESTON INSURANCE COMPANY												5	6	6	8
XL SPECIALTY INSURANCE COMPANY			14	15											
ZURICH AMERICAN INSURANCE COMPANY			8												
ZURICH AMERICAN INSURANCE COMPANY OF ILLINOIS	15	10	12	14	15	12									

Note: State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

**Top 10 Insurers by Total Insured Value  
Florida Commercial Residential Property  
Includes State Farm Florida  
QUASR data as of June 30, 2016**



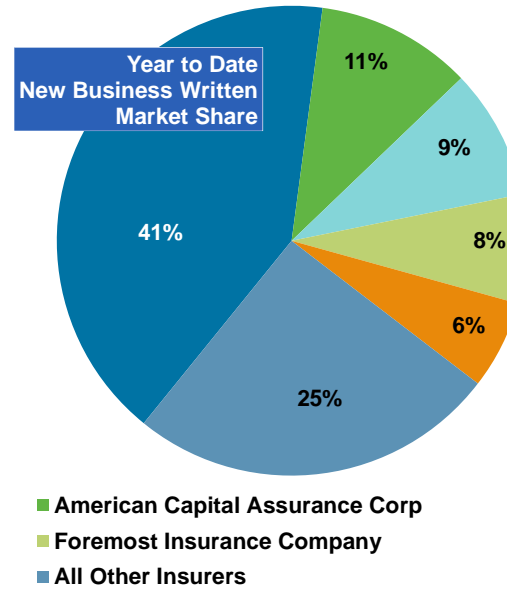
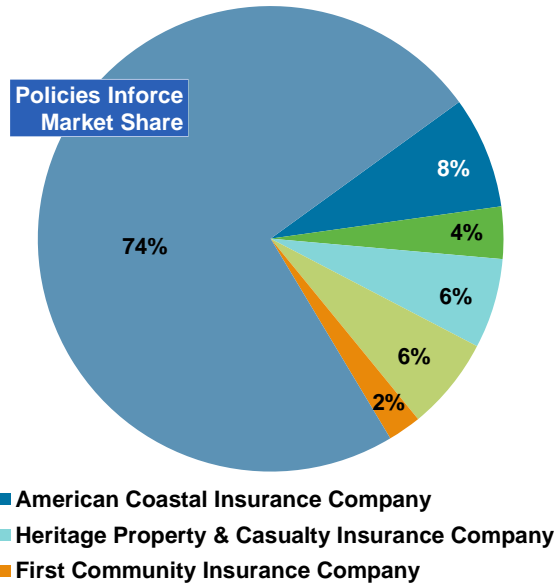
Insurers	Total Insured Value
American Coastal Insurance Company	\$49,297,874,743
Heritage Property & Casualty Insurance Company	\$26,623,404,311
American Capital Assurance Corp	\$25,937,997,850
Citizens Property Insurance Corporation	\$24,434,207,323
QBE Insurance Corporation	\$17,198,836,708
United States Fire Insurance Company	\$6,971,043,560
State Farm Florida Insurance Company	\$5,995,454,236
Weston Insurance Company	\$5,434,555,755
Everest National Insurance Company	\$3,612,800,037
United Property & Casualty Insurance Company	\$3,375,257,036
All Other Insurers	\$13,995,707,387
<b>Total</b>	<b>\$182,877,138,946</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.
- 3) Surplus lines companies are not included in the market share calculation



**Year to Date - Top 10 Insurers by New Business Written  
Florida Commercial Residential Property  
Includes State Farm Florida  
QUASR data as of June 30, 2016**



Carrier	Year to Date New Business Written	Policies Inforce	Total Insured Value for All Policies	Premiums Written
American Coastal Insurance Company	2,768	4,496	\$49,297,874,743	\$267,289,869
American Capital Assurance Corp	719	2,092	\$25,937,997,850	\$60,793,450
Heritage Property & Casualty Insurance Company	603	3,622	\$26,623,404,311	\$125,457,899
Foremost Insurance Company	501	3,733	\$174,198,886	\$2,541,047
First Community Insurance Company	410	1,338	\$520,846,550	\$2,771,822
Tower Hill Prime Insurance Company	289	1,640	\$1,733,879,910	\$11,962,063
State Farm Florida Insurance Company	262	27,616	\$5,995,454,236	\$29,550,309
Citizens Property Insurance Corporation	252	6,794	\$24,434,207,323	\$111,528,204
Weston Insurance Company	194	1,792	\$5,434,555,755	\$31,700,650
Avatar Property & Casualty Insurance Company	138	162	\$1,208,834,264	\$5,137,079
All Other Insurers	569	4,595	\$41,515,885,118	\$145,068,107
<b>Total</b>	<b>6,705</b>	<b>57,880</b>	<b>\$182,877,138,946</b>	<b>\$793,800,499</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.
- 3) New business does not include assumed policies
- 4) American Coastal also non-renewed 2,846 commercial residential policies in Q1 and Q2 2016 combined

**Change in Market Share**  
**Florida Commercial Residential Property**  
**Includes State Farm Florida**

Top 10 Insurers by Total Insured Value (TIV)			
Prior Analysis 03/31/16		Current Analysis 06/30/16	
Insurer Name	TIV Market Share	Insurer Name	TIV Market Share
American Coastal Insurance Company	28%	American Coastal Insurance Company	27%
Citizens Property Insurance Corporation	15%	Heritage Property & Casualty Insurance Company	15%
Heritage Property & Casualty Insurance Company	14%	American Capital Assurance Corp	14%
American Capital Assurance Corp	14%	Citizens Property Insurance Corporation	13%
QBE Insurance Corporation	9%	QBE Insurance Corporation	9%
Weston Insurance Company	4%	United States Fire Insurance Company	4%
United States Fire Insurance Company	4%	<i>State Farm Florida Insurance Company</i>	3%
<i>State Farm Florida Insurance Company</i>	3%	Weston Insurance Company	3%
Philadelphia Indemnity Insurance Company	2%	Everest National Insurance Company	2%
United Property & Casualty Insurance Company	2%	United Property & Casualty Insurance Company	2%

Top 10 Insurers by New Business			
Prior Analysis 03/31/16		Current Analysis 06/30/16	
Insurer Name	# New Policies Market Share	Insurer Name	# New Policies Market Share
American Coastal Insurance Company	42%	American Coastal Insurance Company	41%
First Community Insurance Company	12%	American Capital Assurance Corp	11%
Heritage Property & Casualty Insurance Company	11%	Heritage Property & Casualty Insurance Company	9%
American Capital Assurance Corp	10%	Foremost Insurance Company	7%
Citizens Property Insurance Corporation	5%	First Community Insurance Company	6%
<i>State Farm Florida Insurance Company</i>	4%	Tower Hill Prime Insurance Company	4%
Foremost Insurance Company	3%	<i>State Farm Florida Insurance Company</i>	4%
Weston Insurance Company	2%	Citizens Property Insurance Corporation	4%
United Property & Casualty Insurance Company	2%	Weston Insurance Company	3%
Avatar Property & Casualty Insurance Company	2%	Avatar Property & Casualty Insurance Company	2%

**Note:** State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

**Citizens' Market Share by County**  
**Florida Commercial Residential Property**  
**Includes State Farm Florida**  
**QUASR data as of June 30, 2016**

County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Alachua	\$3,054,500	0%	\$1,048,748,979	100%
Baker	\$0	0%	\$15,589,015	100%
<b>Bay</b>	<b>\$72,746,750</b>	<b>20%</b>	<b>\$282,191,109</b>	<b>80%</b>
Bradford	\$0	0%	\$13,650,137	100%
Brevard	\$468,345,700	13%	\$3,040,814,720	87%
Broward	\$4,402,454,083	14%	\$27,029,025,530	86%
Calhoun	\$0	0%	\$4,024,250	100%
Charlotte	\$206,997,300	11%	\$1,662,452,130	89%
Citrus	\$1,122,200	0%	\$296,284,990	100%
Clay	\$0	0%	\$484,264,913	100%
Collier	\$779,994,860	7%	\$9,880,905,440	93%
Columbia	\$0	0%	\$38,326,569	100%
Desoto	\$0	0%	\$60,433,021	100%
Dixie	\$0	0%	\$13,291,930	100%
Duval	\$16,632,200	1%	\$3,067,735,381	99%
<b>Escambia</b>	<b>\$132,400,600</b>	<b>21%</b>	<b>\$502,501,025</b>	<b>79%</b>
Flagler	\$0	0%	\$543,573,017	100%
<b>Franklin</b>	<b>\$6,928,000</b>	<b>60%</b>	<b>\$4,712,181</b>	<b>40%</b>
Gadsden	\$0	0%	\$23,509,001	100%
Gilchrist	\$0	0%	\$2,141,860	100%
Glades	\$0	0%	\$2,719,289	100%
Gulf	\$2,326,000	16%	\$12,435,333	84%
Hamilton	\$0	0%	\$2,625,070	100%
Hardee	\$0	0%	\$14,461,579	100%
Hendry	\$0	0%	\$11,796,484	100%
Hernando	\$6,324,500	6%	\$99,966,166	94%
Highlands	\$562,300	0%	\$228,930,915	100%
Hillsborough	\$276,332,200	4%	\$6,737,870,572	96%
Holmes	\$0	0%	\$6,323,114	100%
<b>Indian River</b>	<b>\$251,648,650</b>	<b>20%</b>	<b>\$987,186,907</b>	<b>80%</b>
Jackson	\$0	0%	\$69,314,762	100%
Jefferson	\$0	0%	\$17,286,849	100%
Lafayette	\$0	0%	\$2,144,955	100%
Lake	\$0	0%	\$662,426,569	100%

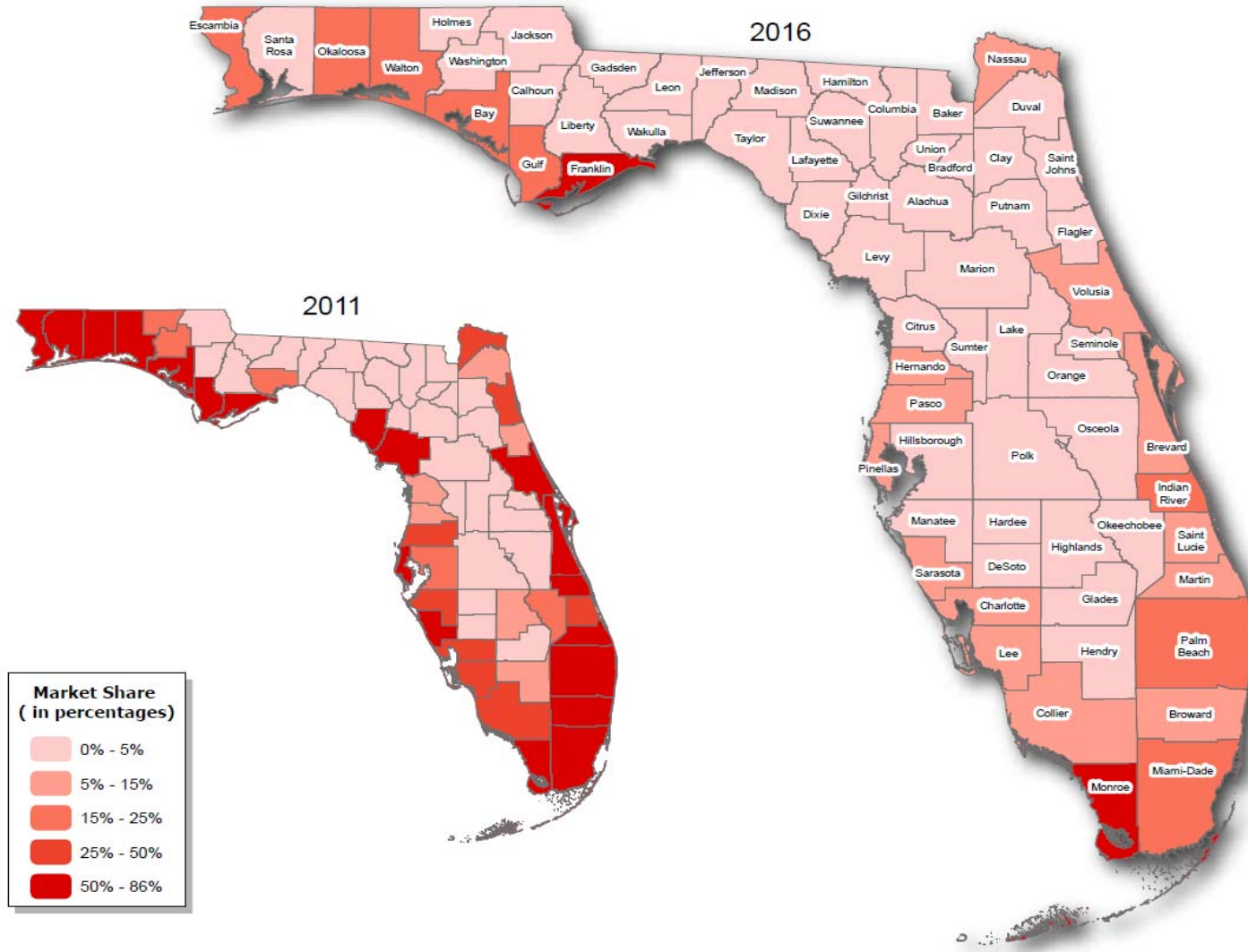
County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Lee	\$575,203,400	5%	\$10,913,594,961	95%
Leon	\$15,596,400	2%	\$969,026,684	98%
Levy	\$0	0%	\$9,452,657	100%
Liberty	\$0	0%	\$2,144,480	100%
Madison	\$0	0%	\$7,361,170	100%
Manatee	\$185,041,580	4%	\$4,046,170,431	96%
Marion	\$3,379,200	1%	\$454,052,302	99%
Martin	\$209,013,690	13%	\$1,395,273,091	87%
<b>Miami-Dade</b>	<b>\$7,281,512,679</b>	<b>22%</b>	<b>\$25,405,169,793</b>	<b>78%</b>
<b>Monroe</b>	<b>\$889,950,785</b>	<b>64%</b>	<b>\$490,564,517</b>	<b>36%</b>
Nassau	\$16,758,600	6%	\$261,635,978	94%
Okaloosa	\$120,514,400	16%	\$630,380,288	84%
Okeechobee	\$0	0%	\$44,840,169	100%
Orange	\$148,767,000	2%	\$6,659,160,643	98%
Osceola	\$16,565,400	1%	\$1,589,245,057	99%
<b>Palm Beach</b>	<b>\$5,039,087,035</b>	<b>20%</b>	<b>\$20,454,597,003</b>	<b>80%</b>
Pasco	\$129,682,500	10%	\$1,190,828,397	90%
Pinellas	\$1,901,702,702	13%	\$12,861,584,892	87%
Polk	\$8,327,400	1%	\$1,402,355,887	99%
Putnam	\$0	0%	\$46,863,478	100%
Saint Johns	\$8,507,900	1%	\$988,427,363	99%
Saint Lucie	\$191,453,150	10%	\$1,810,894,405	90%
Santa Rosa	\$437,000	0%	\$142,881,914	100%
Sarasota	\$751,442,149	11%	\$5,944,412,273	89%
Seminole	\$8,312,900	0%	\$1,707,466,572	100%
Sumter	\$0	0%	\$82,866,335	100%
Suwannee	\$0	0%	\$32,265,875	100%
Taylor	\$0	0%	\$18,095,774	100%
Union	\$0	0%	\$2,775,469	100%
Volusia	\$220,323,510	11%	\$1,700,649,249	89%
Wakulla	\$0	0%	\$20,963,143	100%
<b>Walton</b>	<b>\$84,758,100</b>	<b>24%</b>	<b>\$274,975,265</b>	<b>76%</b>
Washington	\$0	0%	\$12,292,346	100%
<b>Total</b>	<b>\$24,434,207,323</b>	<b>13%</b>	<b>\$158,442,931,623</b>	<b>87%</b>

**Notes:**

- 1) Counties are bolded when Citizens' market share is 20% or greater in that county
- 2) Market share is based on all policies, not just those that include wind. For Monroe county, Citizens carries the wind portion for most of the policies.
- 3) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

## Citizens' Commercial Residential Lines

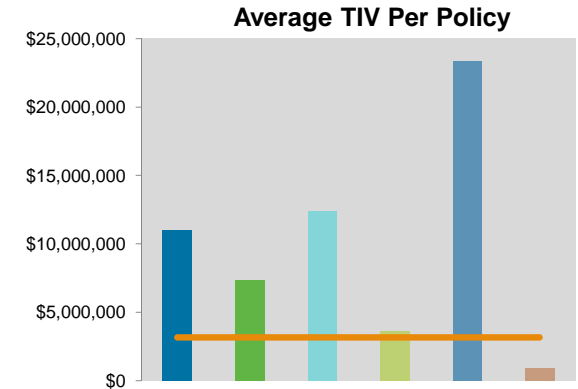
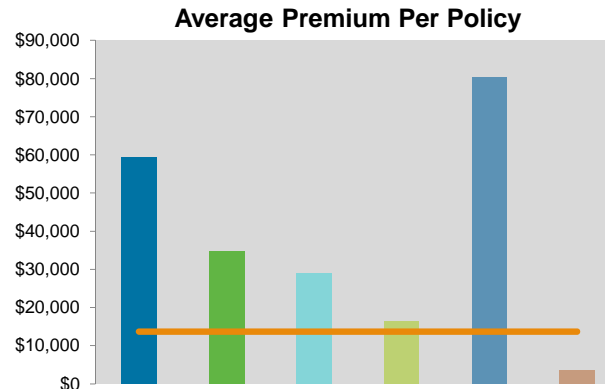
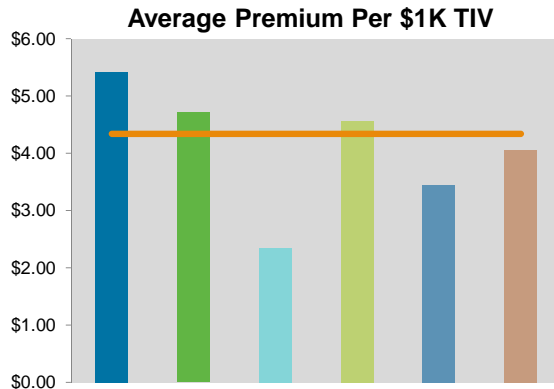
### Change in Citizens' Market Share Based on Total Insured Value 2011 vs 2Q2016



**Average Premium and Total Insured Value (TIV) Per Policy**

**Includes State Farm Florida**  
**QUASR data as of June 30, 2016**

**Policies Inforce, Premium and Total Insured Value**  
**Commercial Residential**



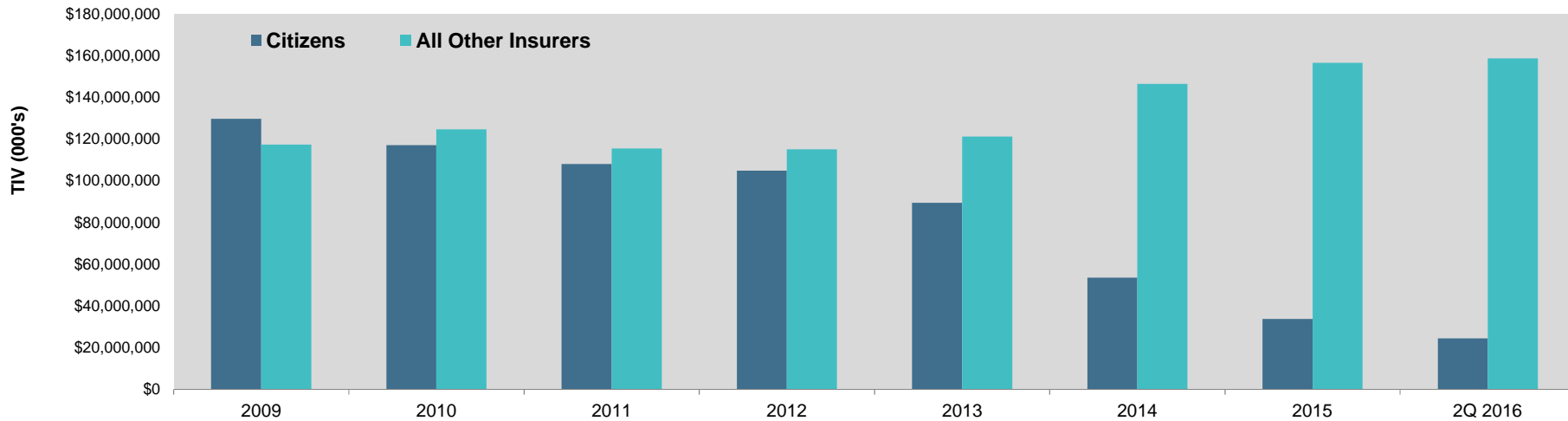
Insurers	Policies Inforce	Premium (\$000)	TIV (\$000)	Average Premium Per \$1,000 TIV	Average Premium Per Policy	Average TIV Per Policy
American Coastal Insurance Company	4,496	\$267,289,869	\$49,297,874,743	5.42	\$59,451	\$10,964,830
Heritage Property & Casualty Insurance Company	3,622	\$125,457,899	\$26,623,404,311	4.71	\$34,638	\$7,350,471
American Capital Assurance Corp	2,092	\$60,793,450	\$25,937,997,850	2.34	\$29,060	\$12,398,661
Citizens Property Insurance Corporation	6,794	\$111,528,204	\$24,434,207,323	4.56	\$16,416	\$3,596,439
QBE Insurance Corporation	738	\$59,242,935	\$17,198,836,708	3.44	\$80,275	\$23,304,657
All Other Insurers	38,346	\$137,787,492	\$33,950,262,256	4.06	\$3,593	\$885,366
Total Market	57,880	\$793,800,499	\$182,877,138,946	4.34	\$13,715	\$3,159,591

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.
- 3) Exhibit includes insurer specific data for those with greater than 5% market share by TIV

**Statewide Trend**  
**Includes State Farm Florida**  
**QUASR data as of June 30, 2016**

**Policies Inforce, Total Insured Value (TIV) & Premium Historical Trends**  
**Commercial Residential**



Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premium (\$000)
2009	21,369	20%	\$129,568,971	53%	\$550,430	54%	83,020	80%	\$117,203,651	47%	\$465,567	46%	104,389	\$246,772,622	\$1,015,997
2010	21,763	23%	\$116,884,642	48%	\$542,028	52%	72,149	77%	\$124,530,051	52%	\$495,251	48%	93,912	\$241,414,692	\$1,037,279
2011	20,776	27%	\$107,852,921	48%	\$508,253	49%	57,007	73%	\$115,342,976	52%	\$519,460	51%	77,783	\$223,195,897	\$1,027,713
2012	19,741	28%	\$104,763,503	48%	\$517,270	50%	49,797	72%	\$114,870,599	52%	\$521,971	50%	69,538	\$219,634,102	\$1,039,241
2013	16,620	26%	\$89,346,440	42%	\$463,656	44%	46,395	74%	\$121,034,784	58%	\$598,174	56%	63,015	\$210,381,225	\$1,061,830
2014	11,626	19%	\$53,508,079	27%	\$261,981	26%	48,633	81%	\$146,206,732	73%	\$729,382	74%	60,259	\$199,714,811	\$991,363
2015	8,315	14%	\$33,722,967	18%	\$152,614	18%	49,070	86%	\$156,376,744	82%	\$712,049	82%	57,385	\$190,099,712	\$864,664
2Q 2016	6,794	12%	\$24,434,207	13%	\$111,528	14%	51,086	88%	\$158,442,932	87%	\$682,272	86%	57,880	\$182,877,139	\$793,800

- Notes:**
- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
  - 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

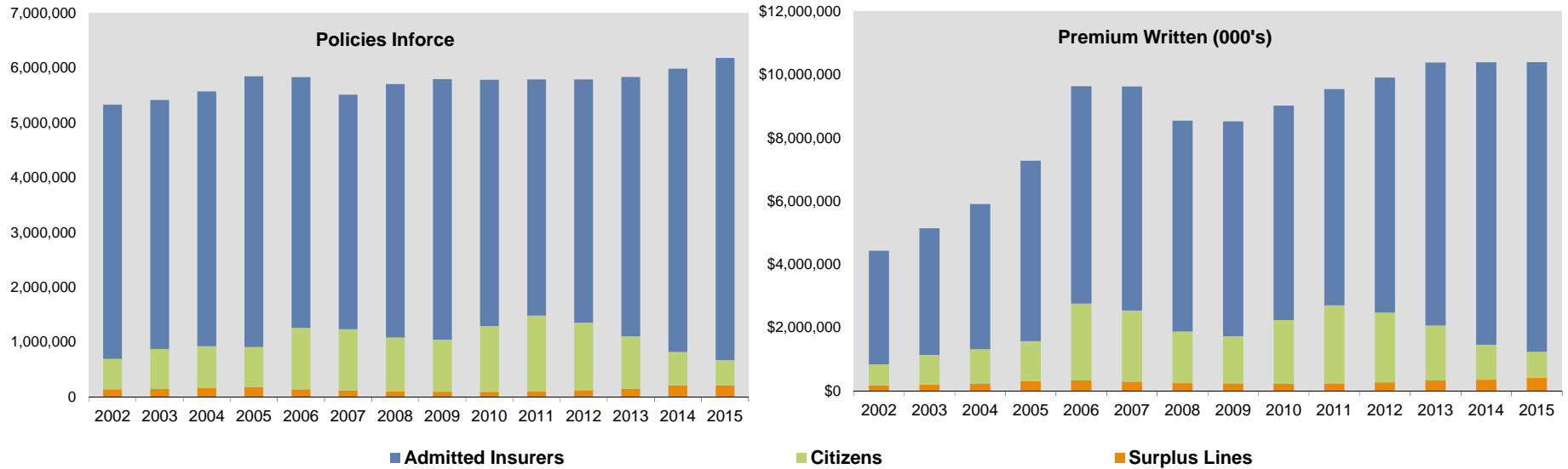
# **Annual Total Market Historical Analysis**

## **Personal and Commercial Residential**



## Annual Total Market - Historical Analysis 2002 through 2015

### Policies Inforce and Premium Historical Trends Florida Personal Residential Property



Year	Admitted Insurers		Citizens		Surplus Lines		Total Market	
	Policies Inforce	Premium (000's)	Policies Inforce	Premium (000's)	Policies Inforce	Premium (000's)	Policies Inforce	Premium (000's)
2002	4,633,859	\$3,596,369	552,111	\$663,334	143,904	\$176,805	5,329,874	\$4,436,508
2003	4,537,905	\$4,008,152	728,610	\$941,473	147,460	\$197,945	5,413,975	\$5,147,570
2004	4,644,014	\$4,587,292	764,818	\$1,087,838	161,740	\$233,174	5,570,572	\$5,908,303
2005	4,933,086	\$5,708,223	730,617	\$1,263,825	182,867	\$308,771	5,846,570	\$7,280,819
2006	4,569,835	\$6,874,161	1,120,479	\$2,429,161	141,820	\$334,130	5,832,134	\$9,637,452
2007	4,274,854	\$7,083,591	1,119,753	\$2,250,497	117,160	\$295,243	5,511,767	\$9,629,331
2008	4,617,600	\$6,669,675	980,620	\$1,632,495	106,753	\$245,531	5,704,973	\$8,547,701
2009	4,747,492	\$6,796,366	947,525	\$1,486,820	98,458	\$240,477	5,793,475	\$8,523,664
2010	4,485,598	\$6,782,374	1,199,263	\$2,005,579	96,567	\$235,215	5,781,428	\$9,023,168
2011	4,302,229	\$6,838,229	1,386,317	\$2,469,201	99,923	\$236,800	5,788,469	\$9,544,229
2012	4,433,159	\$7,435,553	1,230,528	\$2,206,326	125,599	\$271,092	5,789,286	\$9,912,971
2013	4,723,207	\$8,318,272	956,877	\$1,735,299	152,592	\$333,619	5,832,676	\$10,387,190
2014	5,161,213	\$8,935,274	609,148	\$1,105,259	213,768	\$355,262	5,984,129	\$10,395,795
2015	5,507,409	\$9,159,797	460,489	\$818,388	212,440	\$421,291	6,180,338	\$10,399,476

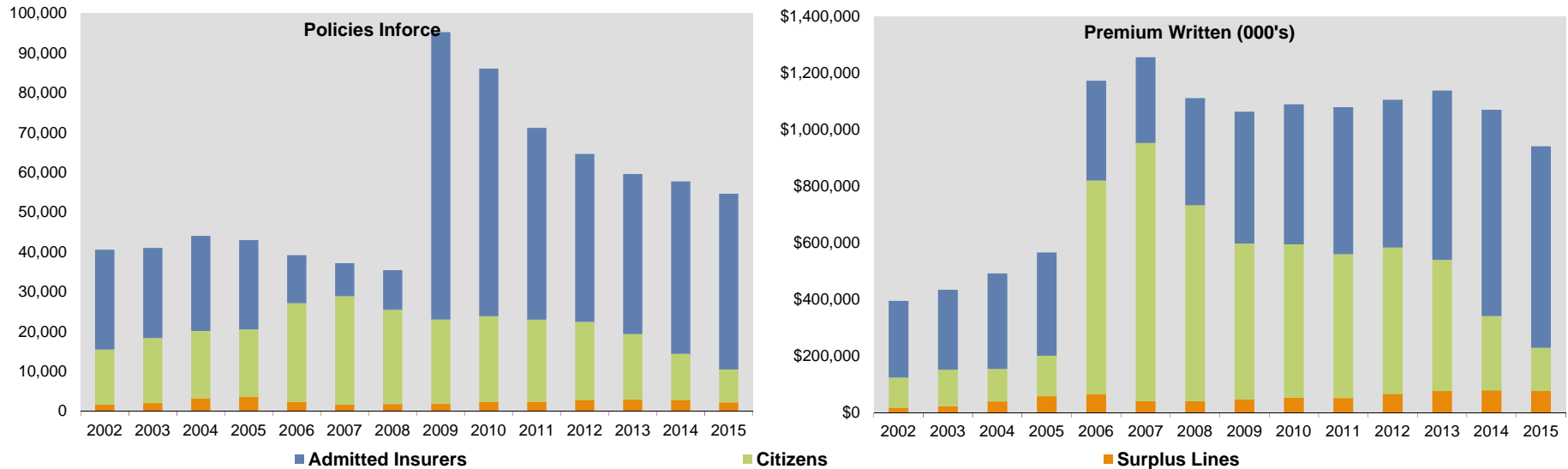
**Notes:**

- 1) Admitted insurer information is as reported to the Florida Office of Insurance Regulation (QUASR data) for the 4th quarter of each calendar year
- 2) For Citizens and the admitted market, policies inforce exclude ex-wind policies due to changes in QUASR reporting requirements over time
- 3) Surplus Lines data reported to the FLSO as of 04/26/2016; insured value data is not reported and thus is excluded from this analysis
- 4) Surplus Lines for personal residential include HO-3, HO-4, HO-6, HO-8 (starting in 2014), Dwelling, Dwelling Builders Risk, Mobile Home, and Windstorm
- 5) Surplus Lines policy growth in 2014 largely due to the inclusion of HO-8 (18,843) and increase in number of dwelling property policies (30,839 increase)
- 6) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.



## Annual Total Market - Historical Analysis 2002 through 2015

### Policies Inforce and Premium Historical Trends Florida Commercial Residential Property



Year	Admitted Insurers		Citizens		Surplus Lines		Total Market	
	Policies Inforce	Premium (000's)	Policies Inforce	Premium (000's)	Policies Inforce	Premium (000's)	Policies Inforce	Premium (000's)
2002	25,114	\$271,191	13,800	\$106,595	1,632	\$17,125	40,546	\$394,912
2003	22,649	\$282,537	16,349	\$129,015	2,000	\$22,572	40,998	\$434,123
2004	23,890	\$337,334	16,936	\$115,283	3,195	\$39,221	44,021	\$491,838
2005	22,457	\$365,172	16,958	\$142,914	3,550	\$57,755	42,965	\$565,841
2006	12,093	\$353,175	24,794	\$754,336	2,291	\$65,414	39,178	\$1,172,925
2007	8,302	\$303,222	27,279	\$912,474	1,578	\$39,982	37,159	\$1,255,677
2008	9,946	\$378,275	23,708	\$693,025	1,738	\$39,695	35,392	\$1,110,995
2009	72,224	\$465,567	21,146	\$550,430	1,863	\$47,069	95,233	\$1,063,066
2010	62,236	\$495,251	21,577	\$542,028	2,236	\$52,354	86,049	\$1,089,633
2011	48,188	\$519,460	20,618	\$508,253	2,343	\$51,489	71,149	\$1,079,201
2012	42,198	\$521,971	19,598	\$517,270	2,799	\$65,911	64,595	\$1,105,152
2013	40,230	\$598,174	16,488	\$463,656	2,848	\$76,040	59,566	\$1,137,869
2014	43,369	\$729,382	11,560	\$261,981	2,798	\$78,835	57,727	\$1,070,198
2015	44,182	\$712,049	8,261	\$152,614	2,176	\$76,333	54,619	\$940,996

- Notes:**
- 1) Admitted insurer information is as reported to the Florida Office of Insurance Regulation (QUASR data) for the 4th quarter of each calendar year
  - 2) For Citizens and the admitted market, policies inforce exclude ex-wind policies due to changes in QUASR reporting requirements over time
  - 3) Surplus Lines data reported to the FLSO as of 04/26/2016; insured value data is not reported and thus is excluded from this analysis
  - 4) Surplus Lines for commercial residential includes only Apartment and Condominium coverage codes
  - 5) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.
  - 6) Starting in 2009, State Farm changed how their data was allocated. The aggregate was the same but it resulted in a reduction in personal lines and an increase in commercial lines.
  - 7) Reports prior to 2Q 2010 included more surplus lines of coverage. This analysis reflects updated data for all periods