



# Florida Residential Property Market Share

December 31, 2018 Report



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# Data Sources

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

- Quarterly data from fourth quarter 2002 through fourth quarter 2018
- 12/31/2018 data provided by the OIR on 04/18/19. Any submissions/changes made after this date will not be reflected in this report.
- A subset of insurers have begun submitting QUASR data as “Trade Secret” protected information. In these instances, and where data is available, we use the most recent quarter’s data as a proxy for the current quarter’s submission. The report that follows includes exhibits with and without these insurers to provide some level of information about the current status of the Florida Admitted Market. The heading on each exhibit indicates either “Includes Trade Secret Insurers” or “Excludes Trade Secret Insurers”. The following page includes a table identifying these insurers, the timing of the Trade Secret declaration, sample data elements used in our analyses and the percent of the total market they represent.
- Commercial non-residential data is not reported in QUASR and is therefore not included in this analysis (As of 12/31/2018, CNR-M and CNR-W made up approximately 1% of Citizens’ building counts)
- 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.
- Prior to 2017, Citizens reported inforce premium in QUASR. This corresponds to the annualized premium charged for the quarter-end exposure values. Beginning in 2017, Citizens reports premium charged during the policy term as premium in QUASR. The only difference from prior reporting would be from the relatively small number of policies having mid-term exposure and premium adjustments. There is generally less than a 0.1% difference between the two premium values in aggregate.

**S&P Global Market Intelligence (S&P)** – Reported to the National Association of Insurance Commissioners (NAIC) by insurance carriers and collected, standardized and disseminated by S&P.

- Annual financial statement data submitted by participating carriers.
- 12/31/2018 data extracted from S&P 06/10/2019. 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)

- Annual data from 2002 through 2018
- 12/31/2018 data extracted from FSLSO 05/24/2019. Any changes made after this date will not be reflected in this report.
- Surplus Lines insurance information is included on the total market exhibits only
- 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)

## Insurers Submitting QUASR Data under “Trade Secret” Protection

Insurer Name	Trade Secret Begin Date	Proxy Data Used in Exhibits Where Noted									
		Data as of Used	Personal Residential			Commercial Residential			Total Residential		
			Policies Inforce	Total Insured Value (millions)	Premiums Written (millions)	Policies Inforce	Total Insured Value (millions)	Premiums Written (millions)	Policies Inforce	Total Insured Value (millions)	Premiums Written (millions)
State Farm Florida Insurance Company	1Q 2014	4Q 2013	361,493	\$166,191	\$626	27,616	\$5,995	\$30	389,109	\$172,187	\$656
United Property & Casualty Insurance Company	1Q 2017	4Q 2016	187,027	\$76,868	\$318	385	\$3,511	\$14	187,412	\$80,379	\$332
Family Security Insurance Company *	1Q 2017	Not Available	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
American Coastal Insurance Company	1Q 2017	4Q 2016	-	\$0	\$0	4,363	\$47,477	\$250	4,363	\$47,477	\$250
<b>Total Trade Secret</b>			<b>548,520</b>	<b>\$243,059</b>	<b>\$944</b>	<b>32,364</b>	<b>\$56,984</b>	<b>\$293</b>	<b>580,884</b>	<b>\$300,043</b>	<b>\$1,237</b>
<b>Total Market at Current Quarter</b>			<b>6,615,224</b>	<b>\$2,278,643</b>	<b>\$10,426</b>	<b>56,061</b>	<b>\$158,567</b>	<b>\$806</b>	<b>6,671,285</b>	<b>\$2,437,210</b>	<b>\$11,232</b>
<b>% of Total under Trade Secret</b>			<b>8.3%</b>	<b>10.7%</b>	<b>9.1%</b>	<b>57.7%</b>	<b>35.9%</b>	<b>36.3%</b>	<b>8.7%</b>	<b>12.3%</b>	<b>11.0%</b>

\* Family Security Insurance Company filed QUASR data under "Trade Secret" protection at the time of their initial data filing so none of their data has ever been publicly available.

## Mapping of Citizens Policy Forms to QUASR Policy Types

QUASR Policy Types	Citizens Policy Forms
Personal Residential - Allied Lines - WIND ONLY DWELLINGS	DW-2
Personal Residential - Condominium Unit Owners	HO-6
Personal Residential - Condominium Unit Owners - WIND ONLY	HW-6
Personal Residential - Dwelling/Fire	DP-1, DP-3
Personal Residential - Dwelling/Fire - Mobile Homeowners	MDP-1
Personal Residential - Dwelling/Fire - Mobile Homeowners - WIND ONLY	MD-1
Personal Residential - Homeowners (Excl Tenant and Condo) - Owner Occupied	HO-3, HO-8
Personal Residential - Homeowners (Excl Tenant and Condo) - Owner Occupied - WIND ONLY	HW-2
Personal Residential - Mobile Homeowners	MHO-3
Personal Residential - Mobile Homeowners - WIND ONLY	MW-2
Personal Residential - Tenants	HO-4, MHO-4
Personal Residential - Tenants - WIND ONLY	HW-4, MHW-4
Personal Residential - Allied Lines	none
Personal Residential - Farmowners	none

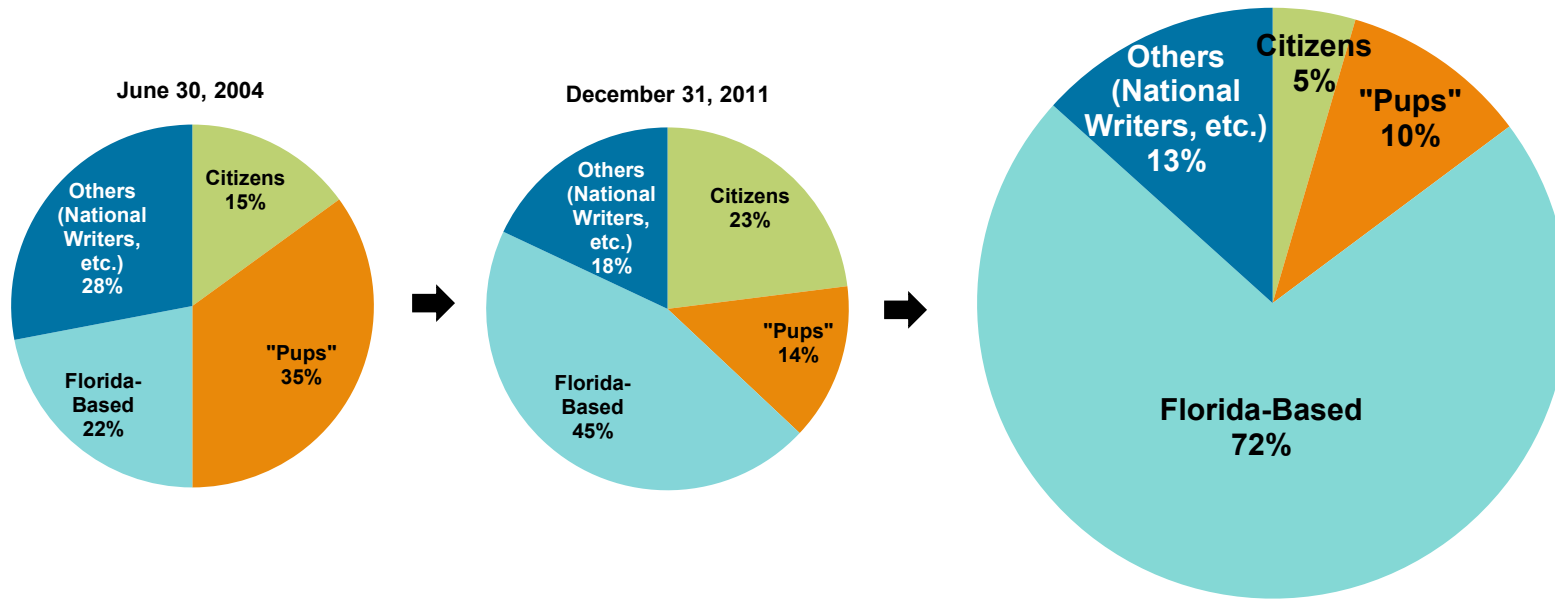
### Notes:

- 1) Commercial Residential is broken up by policy type but there are not unique Citizens policy forms
- 2) Commercial Non-Residential is not collected in QUASR

# **Personal & Commercial Residential**

**(Includes Trade Secret Insurers)**

**Market Share Based on Total Insured Value  
For Policies that Include Wind Coverage  
Florida Residential Property Insurance Market  
Includes Trade Secret Insurers  
QUASR Data as of December 31, 2018**



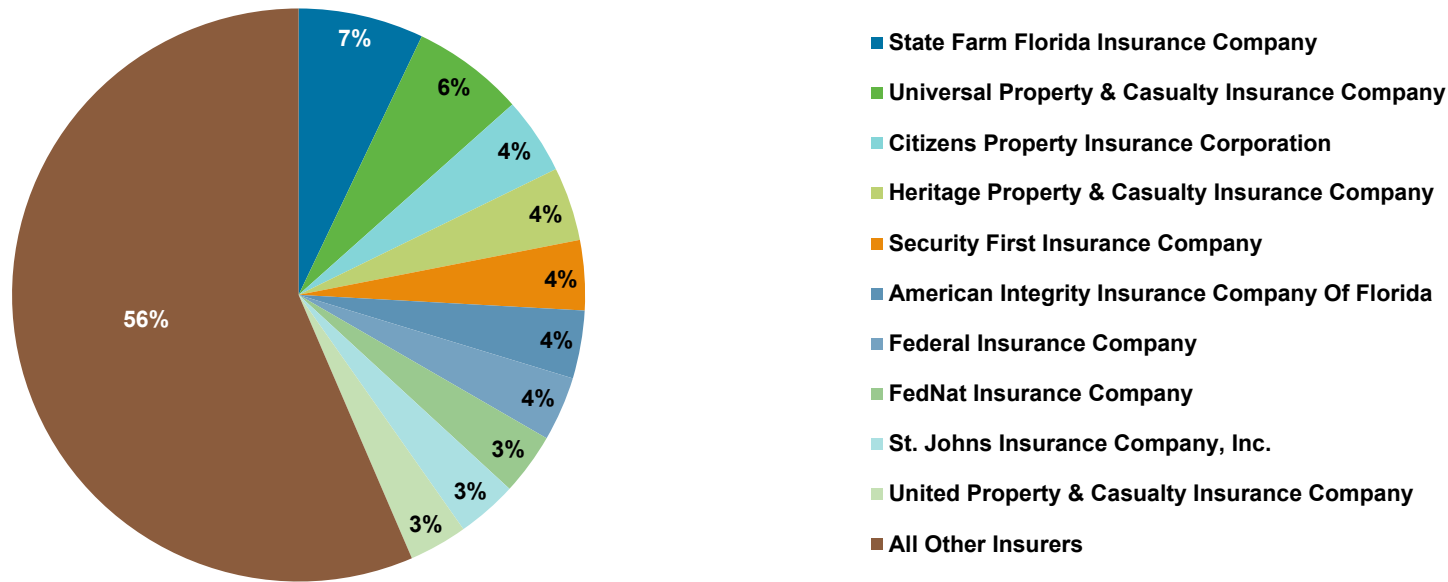
Insurer Category	Total Insured Value
Citizens	\$103,192,969,854
"Pups"	\$233,453,378,069
Florida-Based	\$1,636,341,498,386
Others	\$303,156,154,648
<b>Total</b>	<b>\$2,276,144,000,957</b>

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) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report
- 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 Trade Secret Insurers**



Insurers	As of 12/31/18	As of 12/31/18				
	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	\$172,186,772	\$635,874	\$853,486	75%	105%	77%
Universal Property & Casualty Insurance Company	\$154,731,839	\$824,860	\$291,438	283%	99%	63%
Citizens Property Insurance Corporation	\$106,165,846	\$615,962	\$6,230,729	10%	145%	111%
Heritage Property & Casualty Insurance Company	\$101,072,196	\$319,810	\$173,762	184%	122%	78%
Security First Insurance Company	\$96,466,280	\$74,246	\$89,585	83%	124%	90%
American Integrity Insurance Company Of Florida	\$93,126,020	\$132,463	\$74,658	177%	102%	80%
Federal Insurance Company	\$88,749,234	\$4,035,681	\$4,789,842	84%	88%	63%
FedNat Insurance Company	\$85,192,521	\$369,053	\$161,709	228%	98%	68%
St. Johns Insurance Company, Inc.	\$82,987,030	\$47,814	\$46,038	104%	131%	118%
United Property & Casualty Insurance Company	\$80,378,963	\$401,667	\$171,761	234%	109%	63%
All Other Insurers	\$1,376,153,423	-	-	-	-	-
<b>Total</b>	<b>\$2,437,210,123</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal and commercial residential property statewide
- 2) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report. All other values are as reported in 2018 annual statements.
- 3) Surplus lines companies are not included in the market share calculation
- 4) 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.
- 5) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 6) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 7) Some insurers write in multiple states. In 2017, Federal had approximately 6% 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 Trade Secret Insurers**  
**QUASR Data as of December 31, 2018**

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	637,482	10%	154,731,838,635	6%	1,025,227,218	9%	618,078	10%	151,075,484,495	7%	1,009,274,739	9%
Citizens Property Insurance Corporation	423,833	6%	106,165,846,145	4%	827,087,325	7%	406,031	6%	103,192,969,854	5%	812,788,049	8%
Heritage Property & Casualty Insurance Company	226,648	3%	101,072,195,600	4%	502,151,188	4%	220,786	3%	99,007,333,918	4%	495,185,563	5%
Security First Insurance Company	342,334	5%	96,466,279,939	4%	415,695,854	4%	336,301	5%	94,655,819,118	4%	411,073,084	4%
American Integrity Insurance Company Of Florida	282,021	4%	93,126,020,180	4%	313,159,782	3%	280,737	4%	92,832,967,205	4%	312,351,410	3%
Federal Insurance Company	33,332	0%	88,749,233,790	4%	220,064,623	2%	21,453	0%	66,665,961,412	3%	177,052,447	2%
FedNat Insurance Company	238,263	4%	85,192,521,310	3%	448,839,556	4%	227,724	4%	82,901,447,129	4%	440,204,307	4%
St. Johns Insurance Company, Inc.	186,785	3%	82,987,029,975	3%	302,572,162	3%	185,789	3%	82,503,212,070	4%	301,579,233	3%
United Property & Casualty Insurance Company	187,412	3%	80,378,962,519	3%	331,863,808	3%	179,070	3%	76,490,044,839	3%	325,124,831	3%
All Other Insurers	3,724,066	56%	1,376,153,423,078	56%	6,189,654,354	55%	3,515,415	55%	1,273,263,861,495	56%	5,929,330,684	55%
<b>Total</b>	<b>6,671,285</b>	<b>100%</b>	<b>\$2,437,210,123,122</b>	<b>100%</b>	<b>\$11,231,846,610</b>	<b>100%</b>	<b>6,344,395</b>	<b>100%</b>	<b>\$2,276,144,000,957</b>	<b>100%</b>	<b>\$10,827,443,206</b>	<b>100%</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing residential property statewide
- 2) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report
- 3) Market share percentages are rounded to the nearest whole number

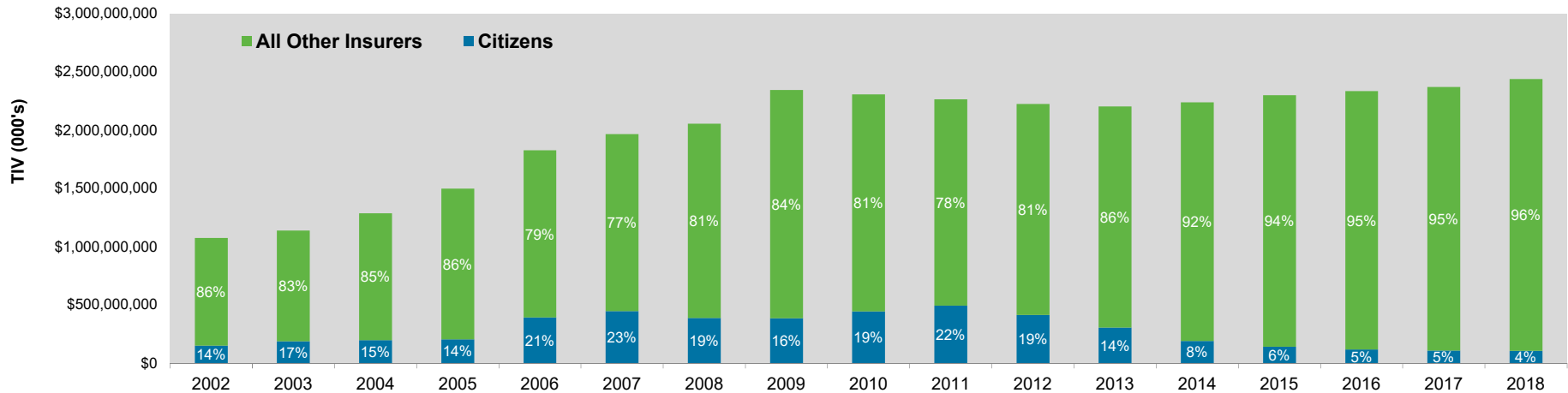
**Depopulation Insurers by Total Insured Value**  
**Florida Personal & Commercial Residential Property**  
**Includes Trade Secret Insurers**

Insurers	As of 12/31/18		As of 12/31/18				
	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	\$101,072,196	4%	\$319,810	\$173,762	184%	122%	78%
United Property & Casualty Insurance Company	\$80,378,963	3%	\$401,667	\$171,761	234%	109%	63%
Homeowners Choice Property & Casualty Insurance Company, Inc.	\$39,000,933	2%	\$189,973	\$149,076	127%	102%	63%
Southern Fidelity Property & Casualty, Inc.	\$19,195,333	1%	\$66,926	\$16,043	417%	125%	96%
National Specialty Insurance Company	\$18,039,277	1%	\$36,588	\$55,395	66%	84%	48%
Southern Fidelity Insurance Company	\$17,951,443	1%	\$113,223	\$77,636	146%	104%	66%
Avatar Property & Casualty Insurance Company	\$17,735,609	1%	\$52,668	\$19,636	268%	116%	71%
Safepoint Insurance Company	\$15,571,102	1%	\$67,927	\$45,567	149%	123%	80%
Southern Oak Insurance Company	\$13,594,066	1%	\$68,334	\$54,002	127%	103%	72%
Anchor Property And Casualty Insurance Company	\$11,374,690	0%	\$31,024	\$25,045	124%	175%	132%
Weston Insurance Company	\$2,463,235	0%	\$4,890	\$43,075	11%	139%	166%
Maison Insurance Company	\$2,463,235	0%	\$63,870	\$45,577	140%	98%	51%

**Notes:**

- 1) Includes insurers who participated in depopulation from 01/01/2016 to 12/31/2018
- 2) 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.
- 3) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 4) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 5) NM indicates "Not Meaningful"
- 6) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report

### Statewide Historical Trends Policies Inforce, Total Insured Value (TIV) & Premium Florida Personal & Commercial Residential Property Includes Trade Secret Insurers QUASR Data as of December 31, 2018

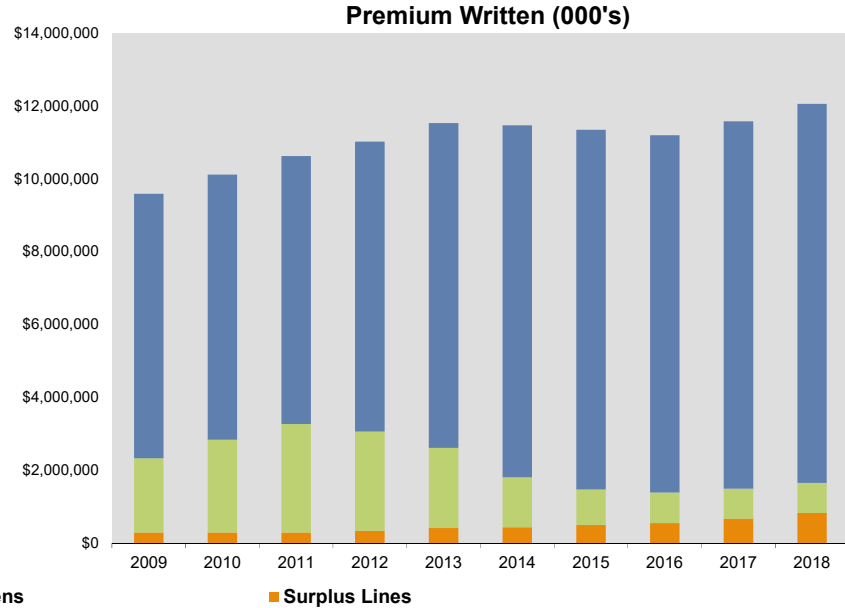
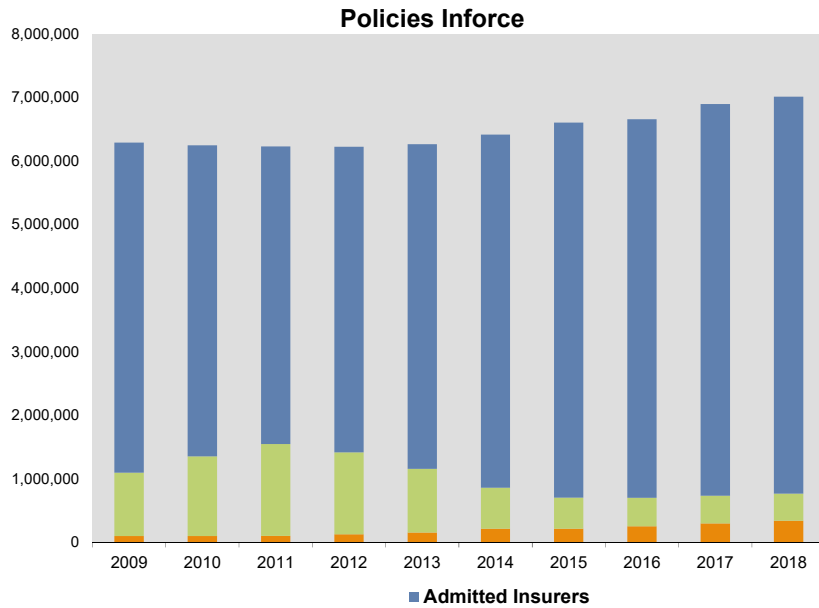


Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premiums Written (\$000)
2002	580,301	10%	\$151,452,983	14%	\$769,930	17%	5,118,476	90%	\$921,889,304	86%	\$3,867,560	83%	5,698,777	\$1,073,342,287	\$4,637,489
2003	792,573	14%	\$188,908,866	17%	\$1,070,488	20%	4,997,648	86%	\$948,555,125	83%	\$4,290,688	80%	5,790,221	\$1,137,463,991	\$5,361,177
2004	849,243	14%	\$196,625,753	15%	\$1,203,120	20%	5,090,735	86%	\$1,090,162,595	85%	\$4,924,626	80%	5,939,978	\$1,286,788,349	\$6,127,746
2005	833,797	13%	\$203,698,091	14%	\$1,406,739	19%	5,365,086	87%	\$1,294,047,458	86%	\$6,073,395	81%	6,198,883	\$1,497,745,549	\$7,480,134
2006	1,265,087	20%	\$391,987,775	21%	\$3,183,496	31%	4,970,014	80%	\$1,435,433,414	79%	\$7,227,336	69%	6,235,101	\$1,827,421,189	\$10,410,833
2007	1,267,024	21%	\$447,495,505	23%	\$3,162,971	30%	4,638,538	79%	\$1,518,014,586	77%	\$7,386,813	70%	5,905,562	\$1,965,510,091	\$10,549,783
2008	1,050,613	17%	\$387,715,198	19%	\$2,325,521	25%	5,003,670	83%	\$1,667,153,166	81%	\$7,047,950	75%	6,054,283	\$2,054,868,364	\$9,373,471
2009	996,869	16%	\$385,308,717	16%	\$2,037,250	22%	5,193,188	84%	\$1,959,285,757	84%	\$7,261,933	78%	6,190,057	\$2,344,594,474	\$9,299,183
2010	1,254,160	20%	\$443,597,812	19%	\$2,547,607	26%	4,895,045	80%	\$1,863,280,498	81%	\$7,277,626	74%	6,149,205	\$2,306,878,310	\$9,825,233
2011	1,443,936	24%	\$493,789,644	22%	\$2,977,454	29%	4,683,457	76%	\$1,770,573,397	78%	\$7,357,689	71%	6,127,393	\$2,264,363,041	\$10,335,142
2012	1,287,812	21%	\$413,097,288	19%	\$2,723,596	25%	4,808,294	79%	\$1,810,810,338	81%	\$7,957,524	75%	6,096,106	\$2,223,907,627	\$10,681,120
2013	1,000,249	16%	\$304,752,052	14%	\$2,198,956	20%	5,110,177	84%	\$1,898,921,631	86%	\$8,916,445	80%	6,110,426	\$2,203,673,683	\$11,115,401
2014	643,004	10%	\$189,632,207	8%	\$1,367,240	12%	5,555,725	90%	\$2,049,494,023	92%	\$9,664,656	88%	6,198,729	\$2,239,126,231	\$11,031,896
2015	488,476	8%	\$140,136,383	6%	\$971,002	9%	5,900,339	92%	\$2,158,775,282	94%	\$9,871,846	91%	6,388,815	\$2,298,911,666	\$10,842,848
2016	446,506	7%	\$117,530,713	5%	\$841,645	8%	5,956,673	93%	\$2,217,612,390	95%	\$9,805,856	92%	6,403,179	\$2,335,143,103	\$10,647,501
2017	434,919	7%	\$108,260,545	5%	\$823,072	8%	6,161,485	93%	\$2,260,833,545	95%	\$10,106,918	92%	6,596,404	\$2,369,094,090	\$10,929,989
2018	423,833	6%	\$106,165,846	4%	\$827,087	7%	6,247,452	94%	\$2,331,044,277	96%	\$10,404,759	93%	6,671,285	\$2,437,210,123	\$11,231,847

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal and/or commercial residential property statewide
- 2) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report

**Annual Total Market - Historical Trend**  
**Policies Inforce and Premium Historical Trends**  
**Florida Personal and Commercial Residential Property**  
**Includes Trade Secret Insurers**  
**2009 through 2018**



Year	Admitted Insurers		Citizens		Surplus Lines		Total Market	
	Policies Inforce	Premiums Written (000's)	Policies Inforce	Premiums Written (000's)	Policies Inforce	Premiums Written (000's)	Policies Inforce	Premiums Written (000's)
2009	5,193,188	\$7,261,933	996,869	\$2,037,250	100,321	\$287,546	6,290,378	\$9,586,729
2010	4,895,045	\$7,277,626	1,254,160	\$2,547,607	98,803	\$287,569	6,248,008	\$10,112,801
2011	4,683,457	\$7,357,689	1,443,936	\$2,977,454	102,266	\$288,288	6,229,659	\$10,623,431
2012	4,808,294	\$7,957,524	1,287,812	\$2,723,596	128,398	\$337,003	6,224,504	\$11,018,123
2013	5,110,177	\$8,916,445	1,000,249	\$2,198,956	155,440	\$409,659	6,265,866	\$11,525,060
2014	5,555,725	\$9,664,656	643,004	\$1,367,240	216,566	\$434,097	6,415,295	\$11,465,993
2015	5,900,339	\$9,871,846	488,476	\$971,002	214,616	\$497,624	6,603,431	\$11,340,472
2016	5,956,673	\$9,805,856	446,506	\$841,645	253,651	\$546,199	6,656,830	\$11,193,700
2017	6,161,835	\$10,084,734	434,919	\$823,072	299,745	\$668,614	6,896,499	\$11,576,420
2018	6,247,452	\$10,404,759	423,833	\$827,087	341,871	\$821,923	7,013,156	\$12,053,770

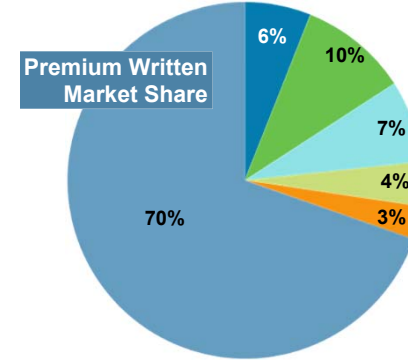
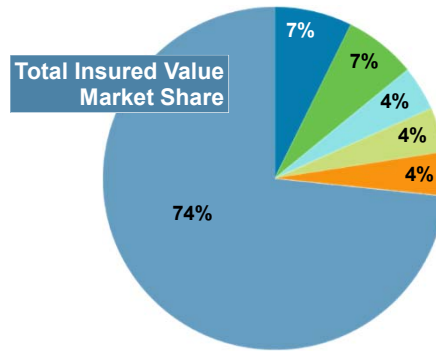
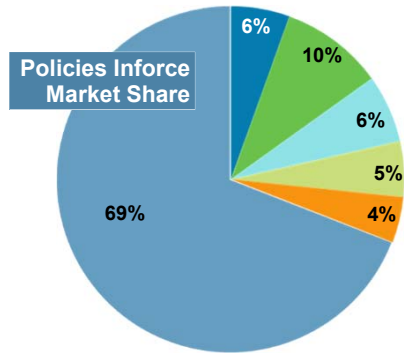
**Notes:**

- 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) Surplus Lines data reported to the FLSLO; insured value data is not reported and thus is excluded from this analysis
- 3) 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
- 4) 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)
- 5) Surplus Lines for commercial residential includes only Apartment and Condominium coverage codes
- 6) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share
- 7) Reports prior to 2Q 2010 included more surplus lines coverage types. This analysis reflects updated data for all periods.

# Personal Residential

**(Includes Trade Secret Insurers)**

**Top 20 Insurers by Total Insured Value  
Florida Personal Residential Property  
Includes Trade Secret Insurers  
QUASR Data as of December 31, 2018**



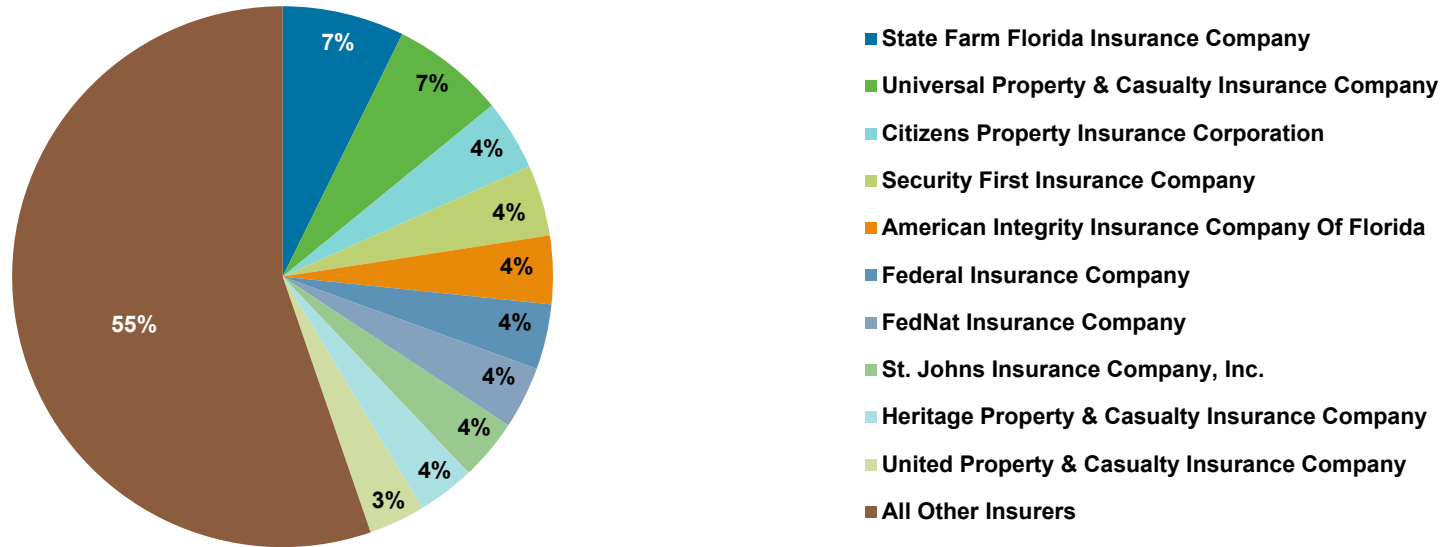
- State Farm Florida Insurance Company
- Universal Property & Casualty Insurance Company
- Citizens Property Insurance Corporation
- Security First Insurance Company
- American Integrity Insurance Company Of Florida
- All Other Insurers

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	5%	\$166,191,317,715	7%	\$625,980,431	6%
Universal Property & Casualty Insurance Company	637,482	10%	\$154,731,838,635	7%	\$1,025,227,218	10%
Citizens Property Insurance Corporation	420,612	6%	\$96,538,847,605	4%	\$782,555,853	8%
Security First Insurance Company	342,334	5%	\$96,466,279,939	4%	\$415,695,854	4%
American Integrity Insurance Company Of Florida	282,021	4%	\$93,126,020,180	4%	\$313,159,782	3%
Federal Insurance Company	33,318	1%	\$88,718,553,102	4%	\$219,967,411	2%
FedNat Insurance Company	238,263	4%	\$85,192,521,310	4%	\$448,839,556	4%
St. Johns Insurance Company, Inc.	186,785	3%	\$82,987,029,975	4%	\$302,572,162	3%
Heritage Property & Casualty Insurance Company	223,675	3%	\$78,033,997,854	3%	\$419,406,898	4%
United Property & Casualty Insurance Company	187,027	3%	\$76,867,935,589	3%	\$318,253,263	3%
First Protective Insurance Company	124,142	2%	\$70,778,154,803	3%	\$311,382,834	3%
Tower Hill Prime Insurance Company	136,136	2%	\$67,774,600,540	3%	\$233,174,146	2%
ASI Preferred Insurance Corp.	169,997	3%	\$62,776,753,135	3%	\$197,191,284	2%
United Services Automobile Association	121,500	2%	\$57,562,637,724	3%	\$245,479,491	2%
Olympus Insurance Company	89,865	1%	\$54,989,241,654	2%	\$158,270,922	2%
AIG Property Casualty Company	14,562	0%	\$54,400,985,207	2%	\$165,989,868	2%
Florida Peninsula Insurance Company	103,359	2%	\$39,438,483,355	2%	\$230,057,574	2%
Homeowners Choice Property & Casualty Insurance Company, Inc.	116,281	2%	\$39,000,933,296	2%	\$323,348,313	3%
People's Trust Insurance Company	117,204	2%	\$35,609,048,195	2%	\$222,526,215	2%
Privilege Underwriters Reciprocal Exchange	10,077	0%	\$33,212,933,946	1%	\$92,521,700	1%
All Other Insurers	2,699,091	41%	\$744,245,072,050	33%	\$3,373,907,077	32%
<b>Total</b>	<b>6,615,224</b>	<b>100%</b>	<b>\$2,278,643,185,809</b>	<b>100%</b>	<b>\$10,425,507,852</b>	<b>100%</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report
- 3) Any slight differences in market share %s in graph versus table are due to rounding

**Top 10 Insurers by Total Insured Value  
Florida Personal Residential Property  
Includes Trade Secret Insurers**



Insurers	As of 12/31/18		As of 12/31/18			
	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	\$635,874	\$853,486	75%	105%	77%
Universal Property & Casualty Insurance Company	\$154,731,839	\$824,860	\$291,438	283%	99%	63%
Citizens Property Insurance Corporation	\$96,538,848	\$615,962	\$6,230,729	10%	145%	111%
Security First Insurance Company	\$96,466,280	\$74,246	\$89,585	83%	124%	90%
American Integrity Insurance Company Of Florida	\$93,126,020	\$132,463	\$74,658	177%	102%	80%
Federal Insurance Company	\$88,718,553	\$4,035,681	\$4,789,842	84%	88%	63%
FedNat Insurance Company	\$85,192,521	\$369,053	\$161,709	228%	98%	68%
St. Johns Insurance Company, Inc.	\$82,987,030	\$47,814	\$46,038	104%	131%	118%
Heritage Property & Casualty Insurance Company	\$78,033,998	\$319,810	\$173,762	184%	122%	78%
United Property & Casualty Insurance Company	\$76,867,936	\$401,667	\$171,761	234%	109%	63%
All Other Insurers	\$1,259,788,844	-	-	-	-	-
<b>Total</b>	<b>\$2,278,643,186</b>	-	-	-	-	-

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report. All other values are as reported in 2018 annual statement.
- 3) Surplus lines companies are not included in the market share calculation
- 4) Total Insured Value indicates Florida Personal Residential business. All other values are on a total company basis as reported in NAIC annual statements.
- 5) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 6) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 7) Some insurers write in multiple states. In 2017, Federal had approximately 6% of its direct written premium in FL.

## Clearinghouse Participating Insurers by Total Insured Value Florida Personal Residential Property Includes Trade Secret Insurers

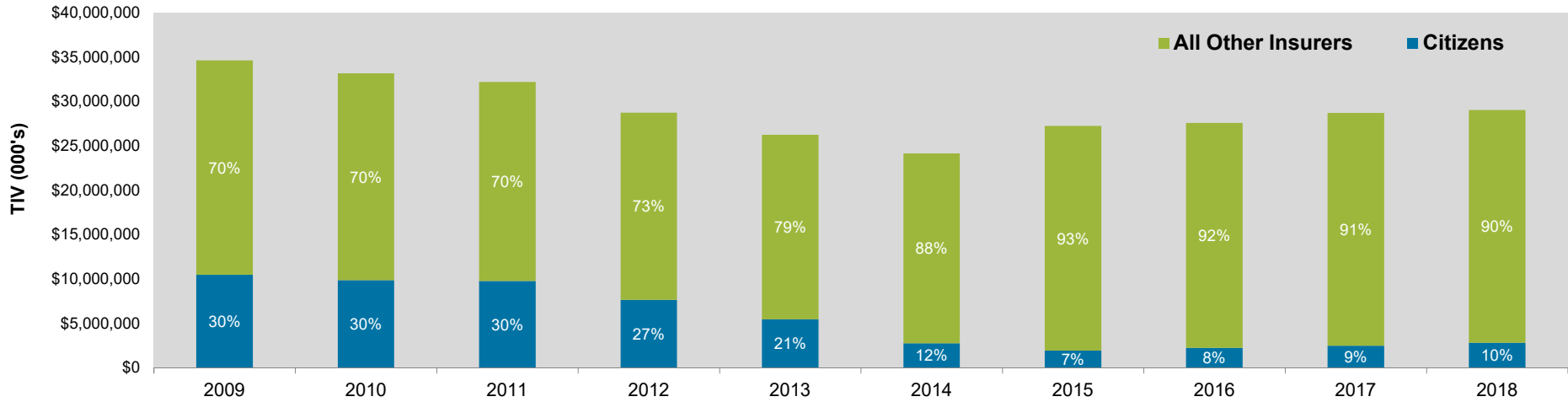
Insurers	As of 12/31/18		As of 12/31/18				
	Total Insured Value (\$000)	Total Insured Value Market Share	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
Heritage Property & Casualty Insurance Company	\$101,072,196	4%	\$319,810	\$173,762	184%	122%	78%
Security First Insurance Company	\$96,466,280	4%	\$74,246	\$89,585	83%	124%	90%
American Integrity Insurance Company Of Florida	\$93,126,020	4%	\$132,463	\$74,658	177%	102%	80%
FedNat Insurance Company	\$85,192,521	3%	\$369,053	\$161,709	228%	98%	68%
United Property & Casualty Insurance Company	\$80,378,963	3%	\$401,667	\$171,761	234%	109%	63%
Olympus Insurance Company	\$54,989,242	2%	\$6,049	\$30,060	20%	126%	273%
Florida Peninsula Insurance Company	\$39,438,483	2%	\$79,109	\$97,948	81%	119%	74%
People's Trust Insurance Company	\$35,609,048	1%	\$54,600	\$77,844	70%	86%	87%
Tower Hill Signature Insurance Company	\$31,277,161	1%	\$51,518	\$49,674	104%	96%	63%
Edison Insurance Company	\$26,182,848	1%	\$43,621	\$21,050	207%	112%	88%
Universal Insurance Company Of North America	\$22,002,417	1%	\$51,076	\$34,560	148%	103%	72%
American Traditions Insurance Company	\$20,925,993	1%	\$62,840	\$30,005	209%	110%	67%
Southern Fidelity Property & Casualty, Inc.	\$19,195,333	1%	\$66,926	\$16,043	417%	125%	96%
Southern Fidelity Insurance Company	\$17,951,443	1%	\$113,223	\$77,636	146%	104%	66%
Avatar Property & Casualty Insurance Company	\$17,735,609	1%	\$52,668	\$19,636	268%	116%	71%
Prepared Insurance Company	\$17,263,097	1%	\$22,293	\$21,088	106%	155%	109%
Safe Harbor Insurance Company	\$16,914,722	1%	\$54,422	\$25,274	215%	97%	59%
Southern Oak Insurance Company	\$13,594,066	1%	\$68,334	\$54,002	127%	103%	72%
Cypress Property & Casualty Insurance Company	\$12,668,926	1%	\$33,166	\$25,396	131%	110%	63%
Capitol Preferred Insurance Company, Inc.	\$10,800,637	0%	\$19,797	\$24,478	81%	122%	131%
Weston Insurance Company	\$7,919,261	0%	\$4,890	\$43,075	11%	139%	166%
First Community Insurance Company	\$6,062,633	0%	\$60,924	\$30,805	198%	117%	67%
Monarch National Insurance Company	\$2,925,261	0%	\$7,997	\$16,811	48%	190%	158%

**Notes:**

- 1) Includes insurers who participate or are scheduled to participate in the Clearinghouse
- 2) Total Insured Value indicates Florida Personal Residential business as reported in QUASR. All other values are on a total company basis as reported in NAIC annual statements.
- 3) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 4) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 5) NM indicates "Not Meaningful"
- 6) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report
- 7) Modern USA merged with American Traditions between 1Q and 2Q 2018. They are still listed with the Clearinghouse companies on www.Citizensfla.com but did not report QUASR data for 3Q or 4Q 2018.
- 8) American Integrity Insurance Company of Florida, Cypress Property & Casualty Insurance Company, Olympus Insurance Company, People's Trust Insurance Company, Prepared Insurance Company, Safepoint Insurance Company, Security First Insurance Company, Southern Fidelity Insurance Company, Southern Fidelity Property & Casualty, Inc, Tower Hill Signature Insurance Company, Universal Insurance Company of North America are included in the above table although they are not currently active in the Clearinghouse.



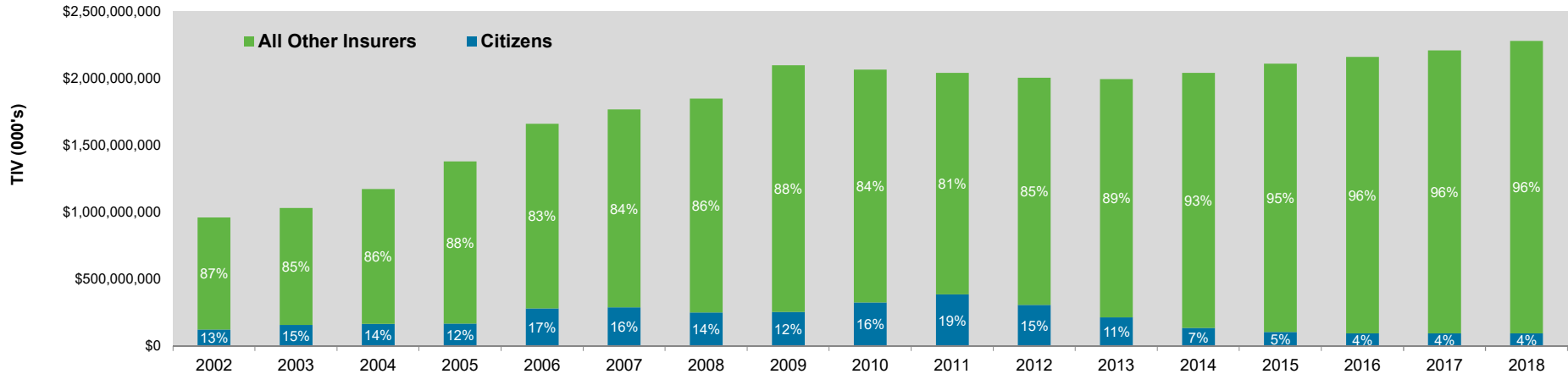
**Mobile Home Policy Types Historical Trends**  
**Policies Inforce, Total Insured Value (TIV) & Premium**  
**Florida Personal Residential Property**  
**Includes Trade Secret Insurers**  
**QUASR Data as of December 31, 2018**



Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premiums Written (\$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
2016	56,500	16%	\$2,251,288	8%	\$36,264	12%	289,391	84%	\$25,322,006	92%	\$269,810	88%	345,891	\$27,573,294	\$306,074
2017	57,619	17%	\$2,496,163	9%	\$40,780	13%	285,465	83%	\$26,207,734	91%	\$280,061	87%	343,084	\$28,703,897	\$320,841
2018	58,428	17%	\$2,824,173	10%	\$45,760	14%	280,583	83%	\$26,210,155	90%	\$281,690	86%	339,011	\$29,034,328	\$327,450

- Notes:**
- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
  - 2) In reporting data to QUASR, Citizens includes mobile home tenant policies in the Personal Residential - Tenants category per QUASR instructions. These policies are not reflected in the totals above.
  - 3) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report

**Statewide Historical Trends**  
**Policies Inforce, Total Insured Value (TIV) & Premium**  
**Florida Personal Residential Property**  
 Includes Trade Secret Insurers  
 QUASR Data as of December 31, 2018

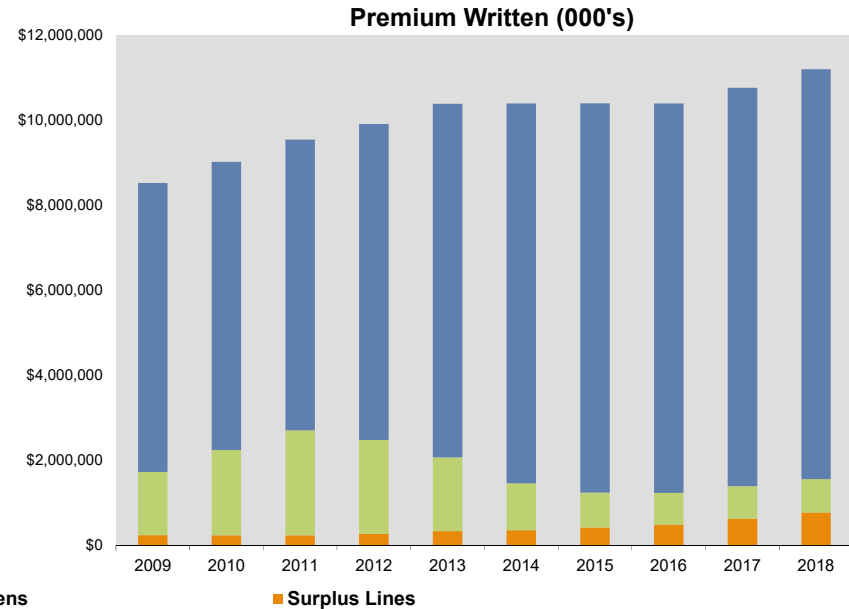
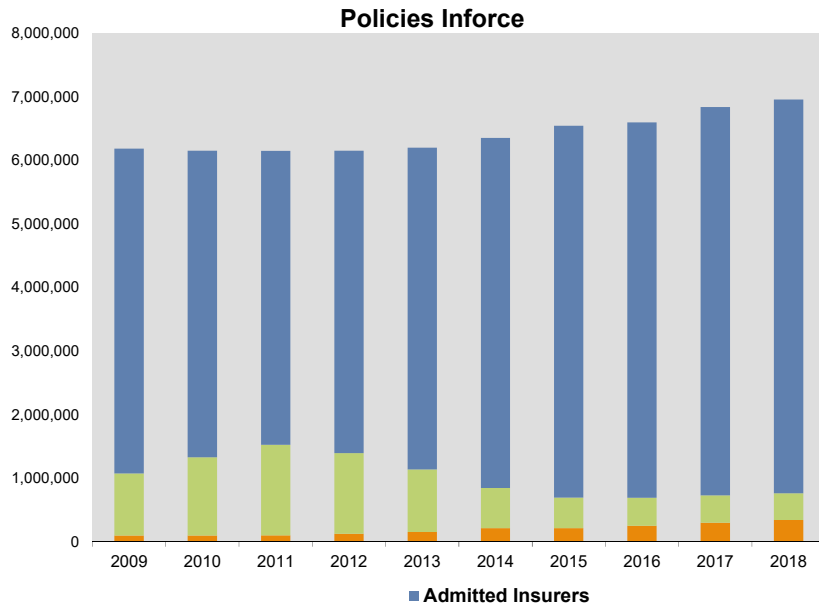


Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premiums Written (\$000)
2002	566,216	10%	\$123,857,595	13%	\$663,334	16%	5,086,856	90%	\$837,038,700	87%	\$3,595,201	84%	5,653,072	\$960,896,295	\$4,258,536
2003	775,595	14%	\$157,402,861	15%	\$941,473	19%	4,967,943	86%	\$874,696,686	85%	\$4,005,830	81%	5,743,538	\$1,032,099,547	\$4,947,303
2004	831,673	14%	\$166,490,064	14%	\$1,087,838	19%	5,057,184	86%	\$1,006,839,654	86%	\$4,582,880	81%	5,888,857	\$1,173,329,719	\$5,670,718
2005	816,317	13%	\$168,970,673	12%	\$1,263,825	18%	5,331,917	87%	\$1,209,722,280	88%	\$5,701,256	82%	6,148,234	\$1,378,692,952	\$6,965,081
2006	1,239,675	20%	\$281,665,084	17%	\$2,429,161	26%	4,947,386	80%	\$1,379,265,347	83%	\$6,865,371	74%	6,187,061	\$1,660,930,432	\$9,294,531
2007	1,239,276	21%	\$290,249,208	16%	\$2,250,497	24%	4,619,954	79%	\$1,476,770,831	84%	\$7,071,155	76%	5,859,230	\$1,767,020,039	\$9,321,652
2008	1,026,594	17%	\$251,501,368	14%	\$1,632,495	20%	4,983,736	83%	\$1,596,974,156	86%	\$6,656,769	80%	6,010,330	\$1,848,475,524	\$8,289,265
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
2016	440,577	7%	\$96,585,162	4%	\$746,850	8%	5,904,940	93%	\$2,063,727,790	96%	\$9,160,552	92%	6,345,517	\$2,160,312,951	\$9,907,402
2017	430,653	7%	\$95,560,880	4%	\$764,884	8%	6,109,512	93%	\$2,112,558,737	96%	\$9,369,461	92%	6,540,165	\$2,208,119,617	\$10,134,345
2018	420,612	6%	\$96,538,848	4%	\$782,556	8%	6,194,612	94%	\$2,182,104,338	96%	\$9,642,952	92%	6,615,224	\$2,278,643,186	\$10,425,508

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report

**Annual Total Market - Historical Trend**  
**Policies Inforce and Premium Historical Trends**  
**Florida Personal Residential Property**  
**Includes Trade Secret Insurers**  
**2009 through 2018**



Year	Admitted Insurers		Citizens		Surplus Lines		Total Market	
	Policies Inforce	Premiums Written (000's)	Policies Inforce	Premiums Written (000's)	Policies Inforce	Premiums Written (000's)	Policies Inforce	Premiums Written (000's)
2009	5,110,168	\$6,796,366	975,500	\$1,486,820	98,458	\$240,477	6,184,126	\$8,523,664
2010	4,822,896	\$6,782,374	1,232,397	\$2,005,579	96,567	\$235,215	6,151,860	\$9,023,168
2011	4,626,450	\$6,838,229	1,423,160	\$2,469,201	99,923	\$236,800	6,149,533	\$9,544,229
2012	4,758,497	\$7,435,553	1,268,071	\$2,206,326	125,599	\$271,092	6,152,167	\$9,912,971
2013	5,063,782	\$8,318,272	983,629	\$1,735,299	152,592	\$333,619	6,200,003	\$10,387,190
2014	5,507,092	\$8,935,274	631,378	\$1,105,259	213,768	\$355,262	6,352,238	\$10,395,795
2015	5,851,269	\$9,159,797	480,161	\$818,388	212,440	\$421,291	6,543,870	\$10,399,476
2016	5,904,940	\$9,160,552	440,577	\$746,850	251,608	\$486,244	6,597,125	\$10,393,646
2017	6,109,512	\$9,369,461	430,653	\$764,884	298,297	\$628,081	6,838,462	\$10,762,427
2018	6,194,612	\$9,642,952	420,612	\$782,556	340,401	\$775,482	6,955,625	\$11,200,990

**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) Surplus Lines data reported to the FLSLO; insured value data is not reported and thus is excluded from this analysis
- 3) 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
- 4) 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)
- 5) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share

## Florida Personal Residential Property Market Share Trend

### Historic Top 20 Insurers by Total Insured Value

Includes Trade Secret Insurers

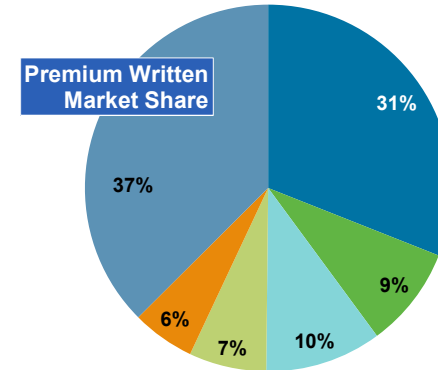
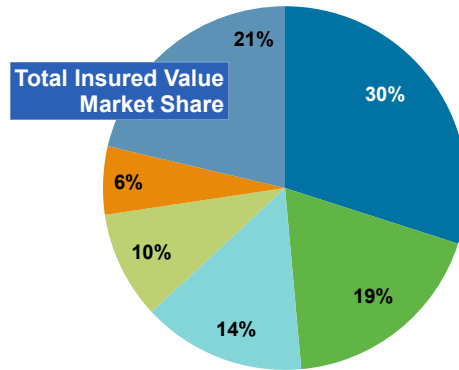
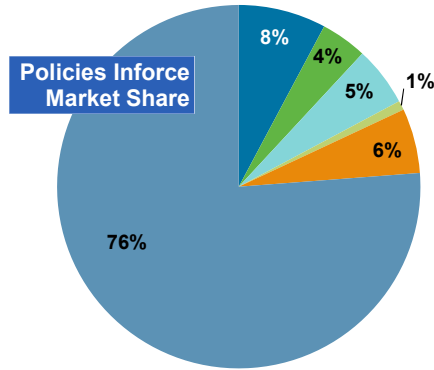
Personal Residential - Top 20 Rank by Total Insured Value																	
Insurer Name	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
AIG Property Casualty Company									13	11	13	14	13	13	14	16	
American Home Assurance Company						15	11	7	7								
American Integrity Insurance Company Of Florida											13	9	9	10	8	6	5
American Strategic Insurance Corp.	16	7	7	10	9	12	17	18									
Argus Fire & Casualty Insurance Company	18																
Progressive Property Insurance Company													19	20	20		
ASI Assurance Corp.					17	11	9	8	8	10	14						
ASI Preferred Insurance Corp.										17	15	15	17	18	16	15	13
Atlantic Preferred Insurance Company, Inc		15	8	8													
Castle Key Indemnity Company			13	18	15				14	16							
Castle Key Insurance Company	3	3	4	5	3		12	11	10	14	17						
<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>	<b>5</b>	<b>3</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	7	6
FedNat Insurance Company												10	4	4	3	4	7
First Floridian Auto and Home Insurance Company	8	8	9	9	13												
First Protective Insurance Company						19								15	12	12	11
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	18	17
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	9	8	9
Homeowners Choice Property & Casualty Insurance Company, Inc.										12	12	14	13	14	15	17	18
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															
Metromile Insurance Company	17	11	20														
Nationwide Insurance Company Of Florida	4	4	3	3	5	6	18	10									
Olympus Insurance Company										20		18	15	16	17	16	15
People's Trust Insurance Company													18	17	18	19	19
Privilege Underwriters Reciprocal Exchange																20	20
QualSure Insurance Corporation	12	17															
Security First Insurance Company									11	8	9	11	12	5	5	3	4
St. Johns Insurance Company, Inc.				17	10	5	4	5	5	5	5	6	7	9	10	10	8
State Farm Florida Insurance Company	1	1	1	1	1	1	1	1	2	2	2	2	1	1	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	11	12
Tower Hill Select Insurance Company					20	17	20		18	15	16	19					
Tower Hill Signature Insurance Company						8	10	16	13			17	20				
United Property & Casualty Insurance Company	20		14	13	16	16	13	9	12	9	8	4	5	6	7	9	10
United Services Automobile Association	5	5	5	4	4	4	5	4	4	4	4	7	11	12	14	13	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	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:** Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report

# **Commercial Residential**

**(Includes Trade Secret Insurers)**

**Top 20 Insurers by Total Insured Value  
Florida Commercial Residential Property  
Includes Trade Secret Insurers  
QUASR Data as of December 31, 2018**



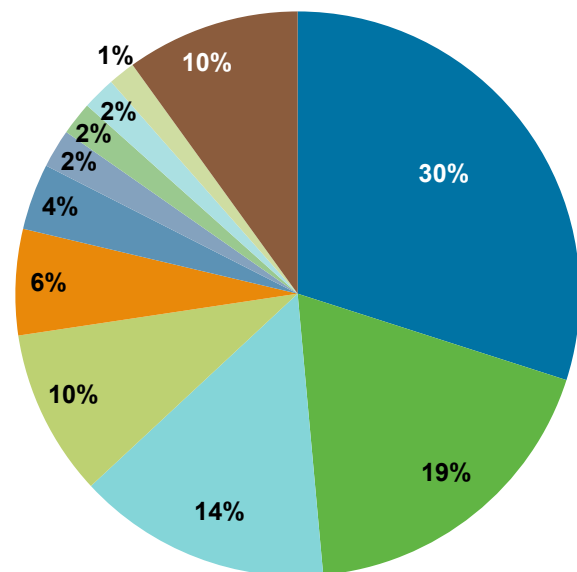
■ American Coastal Insurance Company  
■ Heritage Property & Casualty Insurance Company  
■ Citizens Property Insurance Corporation  
■ American Capital Assurance Corp  
■ QBE Insurance Corporation  
■ All Other Insurers

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	4,363	8%	\$47,477,421,667	30%	\$249,827,190	31%
American Capital Assurance Corp	2,304	4%	\$29,517,235,252	19%	\$72,017,525	9%
Heritage Property & Casualty Insurance Company	2,973	5%	\$23,038,197,746	15%	\$82,744,290	10%
QBE Insurance Corporation	471	1%	\$15,147,781,935	10%	\$55,131,444	7%
Citizens Property Insurance Corporation	3,221	6%	\$9,626,998,540	6%	\$44,531,472	6%
State Farm Florida Insurance Company	27,616	49%	\$5,995,454,236	4%	\$29,550,309	4%
United Property & Casualty Insurance Company	385	1%	\$3,511,026,930	2%	\$13,610,545	2%
Everest National Insurance Company	598	1%	\$3,025,241,869	2%	\$166,255,265	21%
Tower Hill Prime Insurance Company	2,446	4%	\$3,025,206,247	2%	\$18,500,854	2%
State National Insurance Company Inc.	115	0%	\$2,455,433,561	2%	\$10,460,806	1%
Weston Insurance Company	1,081	2%	\$2,140,979,560	1%	\$13,820,538	2%
United Fire & Indemnity Company	123	0%	\$1,844,716,029	1%	\$4,846,046	1%
Philadelphia Indemnity Insurance Company	251	0%	\$1,606,606,955	1%	\$4,771,959	1%
Cypress Property & Casualty Insurance Company	15	0%	\$1,325,432,136	1%	\$2,755,904	0%
Service Insurance Company	165	0%	\$1,318,583,000	1%	\$3,510,472	0%
Factory Mutual Insurance Company	22	0%	\$1,244,844,016	1%	\$589,980	0%
Centauri Specialty Insurance Company	166	0%	\$1,005,718,682	1%	\$3,167,441	0%
Travelers Property Casualty Company Of America	54	0%	\$558,449,804	0%	\$1,905,094	0%
The Travelers Indemnity Company	36	0%	\$519,438,930	0%	\$2,116,158	0%
Affiliated FM Insurance Company	23	0%	\$460,301,677	0%	\$1,070,987	0%
All Other Insurers	9,633	17%	\$3,721,868,542	2%	\$25,154,480	3%
<b>Total</b>	<b>56,061</b>	<b>100%</b>	<b>\$158,566,937,313</b>	<b>100%</b>	<b>\$806,338,758</b>	<b>100%</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
- 2) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share
- 3) Any slight differences in market share %s in graph versus table are due to rounding

**Top 10 Insurers by Total Insured Value**  
**Florida Commercial Residential Property**  
**Includes Trade Secret Insurers**  
**QUASR Data as of December 31, 2018**



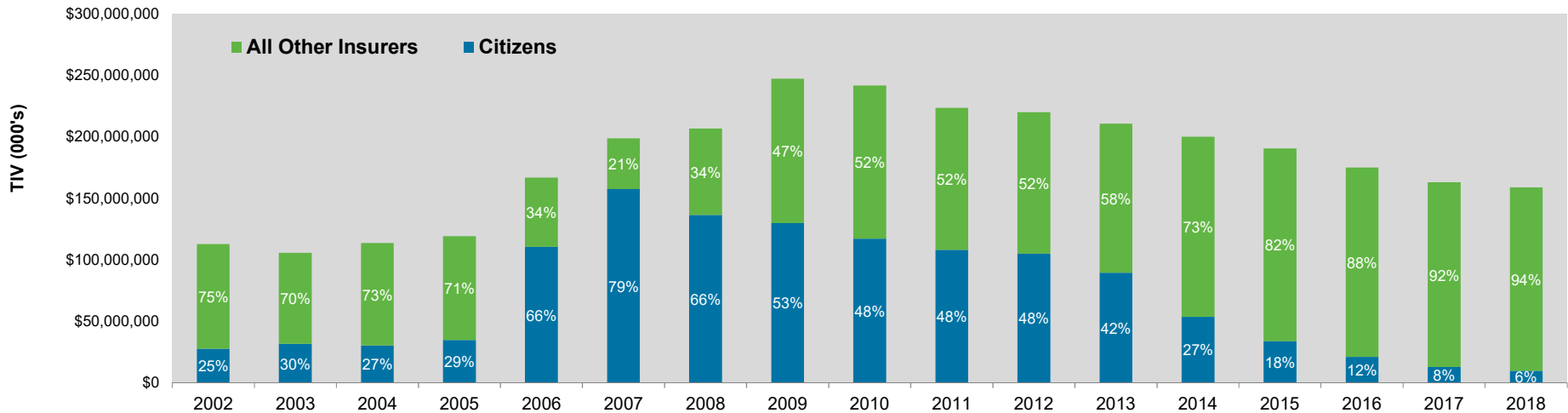
- American Coastal Insurance Company
- American Capital Assurance Corp
- Heritage Property & Casualty Insurance Company
- QBE Insurance Corporation
- Citizens Property Insurance Corporation
- State Farm Florida Insurance Company
- United Property & Casualty Insurance Company
- Everest National Insurance Company
- Tower Hill Prime Insurance Company
- State National Insurance Company Inc.
- All Other Insurers

Insurers	As of 12/31/18		As of 12/31/18			
	Total Insured Value (\$000)	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
American Coastal Insurance Company	\$47,477,422	\$145,868	\$129,413	113%	84%	37%
American Capital Assurance Corp	\$29,517,235	\$43,215	\$61,056	71%	115%	61%
Heritage Property & Casualty Insurance Company	\$23,038,198	\$319,810	\$173,762	184%	122%	78%
QBE Insurance Corporation	\$15,147,782	\$1,048,862	\$740,651	142%	98%	67%
Citizens Property Insurance Corporation	\$9,626,999	\$615,962	\$6,230,729	10%	145%	111%
State Farm Florida Insurance Company	\$5,995,454	\$635,874	\$853,486	75%	105%	77%
United Property & Casualty Insurance Company	\$3,511,027	\$401,667	\$171,761	234%	109%	63%
Everest National Insurance Company	\$3,025,242	\$0	\$183,764	NM	NM	NM
Tower Hill Prime Insurance Company	\$3,025,206	\$79,317	\$118,799	67%	106%	86%
State National Insurance Company Inc.	\$2,455,434	\$64,028	\$394,378	16%	84%	48%
All Other Insurers	\$15,746,939	-	-	-	-	-
<b>Total</b>	<b>\$158,566,937</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
- 2) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share
- 3) Surplus lines companies are not included in the market share calculation

### Statewide Trend Historical Trends Policies Inforce, Total Insured Value (TIV) & Premium Florida Commercial Residential Property Includes Trade Secret Insurers QUASR Data as of December 31, 2018

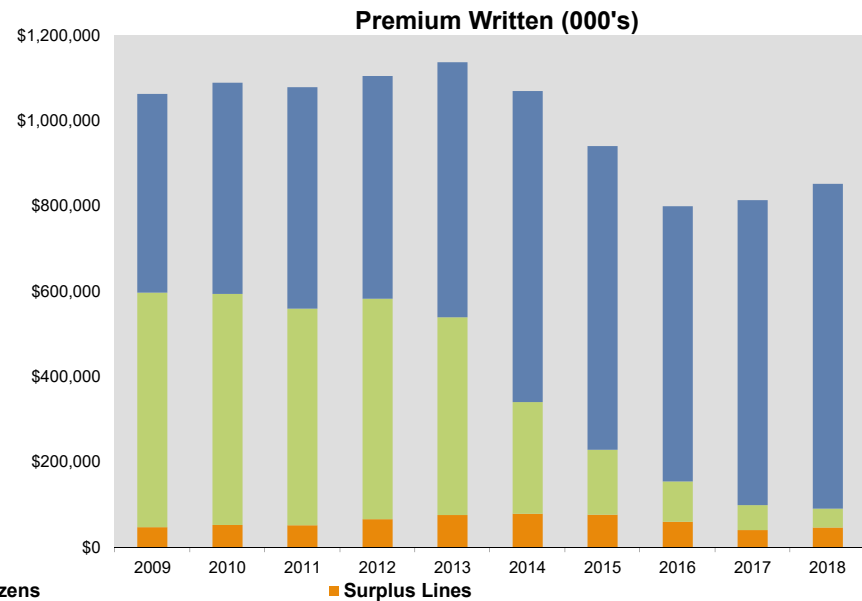
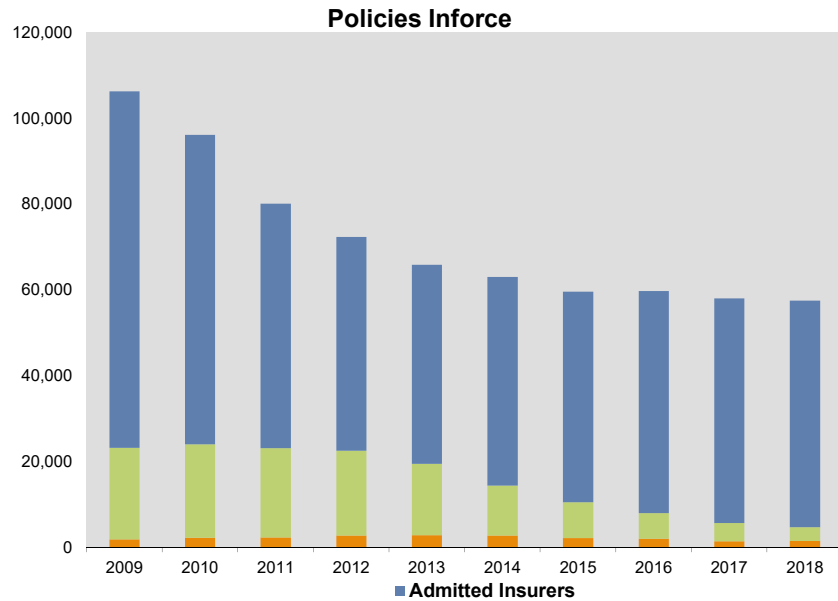


Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premiums Written (\$000)
2002	14,085	31%	\$27,595,388	25%	\$106,595	28%	31,620	69%	\$84,850,604	75%	\$272,358	72%	45,705	\$112,445,992	\$378,954
2003	16,978	36%	\$31,506,005	30%	\$129,015	31%	29,705	64%	\$73,858,439	70%	\$284,858	69%	46,683	\$105,364,444	\$413,873
2004	17,570	34%	\$30,135,689	27%	\$115,283	25%	33,551	66%	\$83,322,941	73%	\$341,746	75%	51,121	\$113,458,630	\$457,028
2005	17,480	35%	\$34,727,418	29%	\$142,914	28%	33,169	65%	\$84,325,178	71%	\$372,139	72%	50,649	\$119,052,596	\$515,053
2006	25,412	53%	\$110,322,690	66%	\$754,336	68%	22,628	47%	\$56,168,067	34%	\$361,965	32%	48,040	\$166,490,757	\$1,116,301
2007	27,748	60%	\$157,246,297	79%	\$912,474	74%	18,584	40%	\$41,243,754	21%	\$315,658	26%	46,332	\$198,490,052	\$1,228,131
2008	24,019	55%	\$136,213,830	66%	\$693,025	64%	19,934	45%	\$70,179,010	34%	\$391,181	36%	43,953	\$206,392,840	\$1,084,206
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
2016	5,929	10%	\$20,945,551	12%	\$94,795	13%	51,733	90%	\$153,884,601	88%	\$645,304	87%	57,662	\$174,830,152	\$740,099
2017	4,266	8%	\$12,699,665	8%	\$58,188	8%	52,323	92%	\$149,971,568	92%	\$715,272	92%	56,589	\$162,671,233	\$773,460
2018	3,221	6%	\$9,626,999	6%	\$44,531	6%	52,840	94%	\$148,939,939	94%	\$761,807	94%	56,061	\$158,566,937	\$806,339

- Notes:**
- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
  - 2) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share
  - 3) 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.



**Annual Total Market - Historical Trend**  
**Policies Inforce and Premium Historical Trends**  
**Florida Commercial Residential Property**  
**Includes Trade Secret Insurers**  
**2009 through 2018**



Year	Admitted Insurers		Citizens		Surplus Lines		Total Market	
	Policies Inforce	Premiums Written (000's)	Policies Inforce	Premiums Written (000's)	Policies Inforce	Premiums Written (000's)	Policies Inforce	Premiums Written (000's)
2009	83,020	\$465,567	21,369	\$550,430	1,863	\$47,069	106,252	\$1,063,066
2010	72,149	\$495,251	21,763	\$542,028	2,236	\$52,354	96,148	\$1,089,633
2011	57,007	\$519,460	20,776	\$508,253	2,343	\$51,489	80,126	\$1,079,201
2012	49,797	\$521,971	19,741	\$517,270	2,799	\$65,911	72,337	\$1,105,152
2013	46,395	\$598,174	16,620	\$463,656	2,848	\$76,040	65,863	\$1,137,869
2014	48,633	\$729,382	11,626	\$261,981	2,798	\$78,835	63,057	\$1,070,198
2015	49,070	\$712,049	8,315	\$152,614	2,176	\$76,333	59,561	\$940,996
2016	51,733	\$645,304	5,929	\$94,795	2,043	\$59,955	59,705	\$800,054
2017	52,323	\$715,272	4,266	\$58,188	1,448	\$40,533	58,037	\$813,993
2018	52,840	\$761,807	3,221	\$44,531	1,470	\$46,441	57,531	\$852,780

**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) Surplus Lines data reported to the FLSLO; insured value data is not reported and thus is excluded from this analysis
- 3) Surplus Lines for commercial residential includes only Apartment and Condominium coverage codes
- 4) Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share
- 5) Reports prior to 2Q 2010 included more surplus lines coverage types. This analysis reflects updated data for all periods.

## Florida Commercial Residential Property Market Share Trend

### Historic Top 20 Insurers by Total Insured Value

Includes Trade Secret Insurers

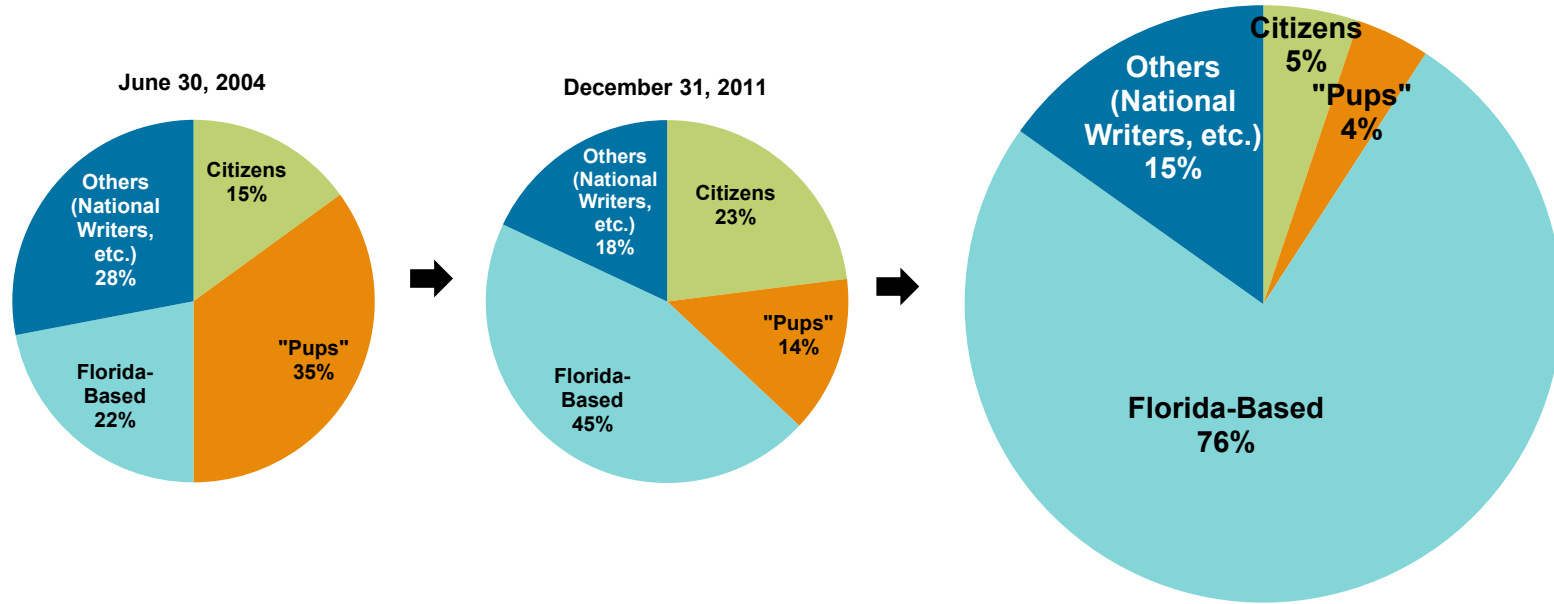
Commercial Residential - Top 20 Rank by Total Insured Value																	
Insurers	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Ace American Insurance Company		12	18	11	8	9											
Affiliated FM Insurance Company								20	19	18	18	20				16	20
Allianz Global Risk US Insurance Company	3	7	7	10			15	16	17	13							
Allstate Insurance Company	6	4	4	4	5		19										
American Capital Assurance Corp					13	3	4	4	4	4	4	4	3	3	3	2	2
American Coastal Insurance Company						5	2	3	2	2	2	2	2	1	1	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	17	
Bankers Insurance Company	12	11	11	18													
Capacity Insurance Company	9	8	10	8	9	11	13	17									
Centauri Specialty Insurance Company							16										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>	<b>5</b>	<b>5</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																20	14
Everest National Insurance Company															9	7	8
Factory Mutual Insurance Company										20	15	14	13	14	15	15	16
Federal Insurance Company			19	19													
FedNat 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	3	3
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	14	13
Phoenix Insurance Company		19			16	17											
QBE Insurance Corporation		2	3	2	2	2	3	2	3	3	3	3	4	5	5	4	4
QualiSure Insurance Corporation	16																
Service Insurance Company			15		6	6	7	9	9	8	8	8	9	11	13	13	15
Southern Family Insurance Company	5	3	2	3													
St. Paul Fire & Marine Insurance Company								19									
State Farm Florida Insurance Company	4	6	6	5	4	8	9	5	5	5	5	6	7	8	6	6	6
State National Insurance Company Inc.																8	10
Sunshine State Insurance Company								14	12	10	11	9					
The Travelers Indemnity Company										16	19	17	15	17	20	19	19
TIG Insurance Company	10	18															
Tower Hill Prime Insurance Company														18	12	10	9
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	19	18	18
Twin City Fire Insurance Company						20											
United Fire & Indemnity Company																	12
United Property & Casualty Insurance Company														10	10	12	7
United States Fire Insurance Company					19	16								7	7	9	
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	11	11
XL Specialty Insurance Company			14	15													
Zurich American Insurance Company			8		20		12										
Zurich American Insurance Company Of Illinois	15	10	12	14	15	12											

Note: Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share

# **Personal & Commercial Residential**

**(Excludes Trade Secret Insurers)**

**Market Share Based on Total Insured Value  
For Policies that Include Wind Coverage  
Florida Residential Property Insurance Market  
Excludes Trade Secret Insurers in Current Quarter  
QUASR Data as of December 31, 2018**



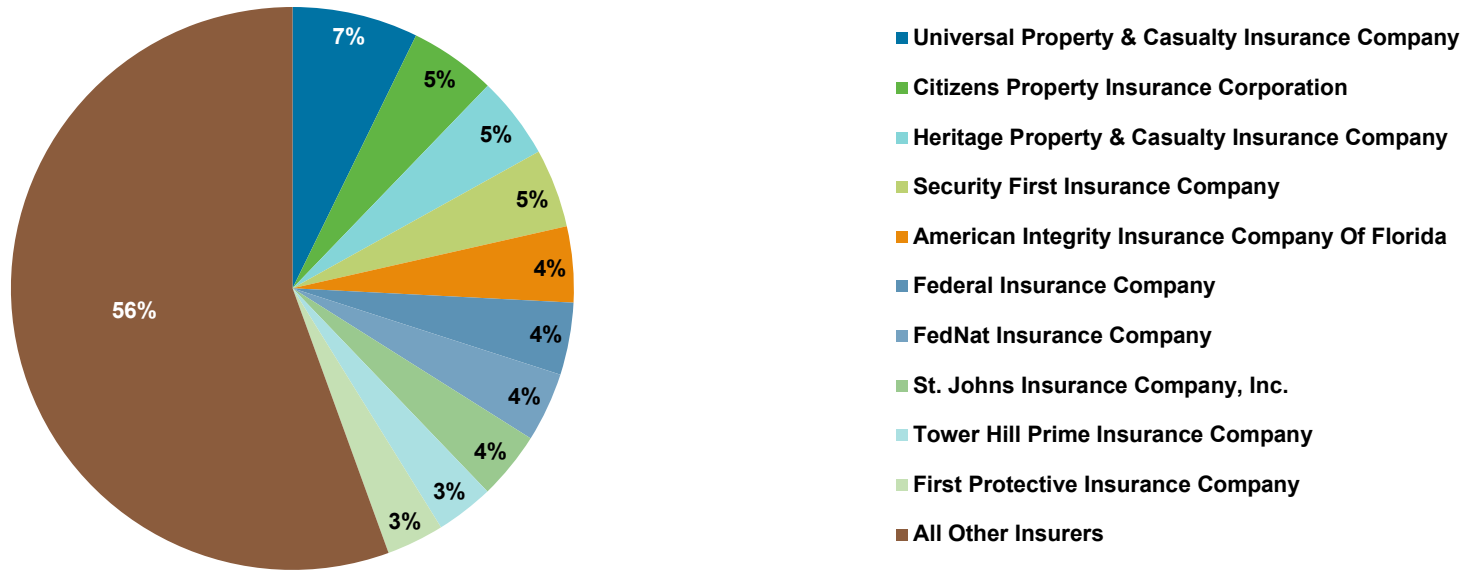
Insurer Category	Total Insured Value
Citizens	\$103,192,969,854
"Pups"	\$79,898,478,648
Florida-Based	\$1,512,374,031,880
Others	\$303,156,154,648
<b>Total</b>	<b>\$1,998,621,635,030</b>

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) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report
- 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  
Excludes Trade Secret Insurers**



Insurers	As of 12/31/18		As of 12/31/18			
	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	\$154,731,839	\$824,860	\$291,438	283%	99%	63%
Citizens Property Insurance Corporation	\$106,165,846	\$615,962	\$6,230,729	10%	145%	111%
Heritage Property & Casualty Insurance Company	\$101,072,196	\$319,810	\$173,762	184%	122%	78%
Security First Insurance Company	\$96,466,280	\$74,246	\$89,585	83%	124%	90%
American Integrity Insurance Company Of Florida	\$93,126,020	\$132,463	\$74,658	177%	102%	80%
Federal Insurance Company	\$88,749,234	\$4,035,681	\$4,789,842	84%	88%	63%
FedNat Insurance Company	\$85,192,521	\$369,053	\$161,709	228%	98%	68%
St. Johns Insurance Company, Inc.	\$82,987,030	\$47,814	\$46,038	104%	131%	118%
Tower Hill Prime Insurance Company	\$70,799,807	\$79,317	\$118,799	67%	106%	86%
First Protective Insurance Company	\$70,778,155	\$56,393	\$64,080	88%	122%	34%
All Other Insurers	\$1,187,098,040	-	-	-	-	-
<b>Total</b>	<b>\$2,137,166,967</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal and commercial residential property statewide
- 2) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report
- 3) Surplus lines companies are not included in the market share calculation
- 4) 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.
- 5) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 6) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 7) Some insurers write in multiple states. In 2018, Federal had approximately 6% of its direct written premium in FL.
- 8) Percentages in pie chart are rounded to the nearest whole number

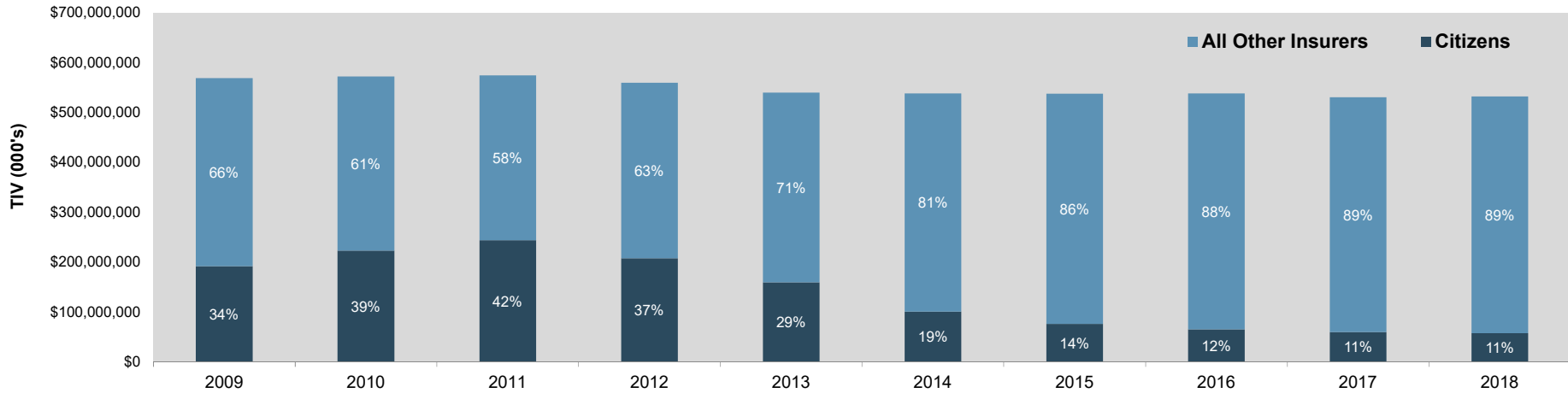
**Top 10 Insurers by Total Insured Value**  
**Florida Personal & Commercial Residential Property**  
**Excludes Trade Secret Insurers**  
**QUASR Data as of December 31, 2018**

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	637,482	10%	\$154,731,838,635	7%	\$1,025,227,218	10%	618,078	11%	\$151,075,484,495	8%	\$1,009,274,739	10%
Citizens Property Insurance Corporation	423,833	7%	106,165,846,145	5%	827,087,325	8%	406,031	7%	103,192,969,854	5%	812,788,049	8%
Heritage Property & Casualty Insurance Company	226,648	4%	101,072,195,600	5%	502,151,188	5%	220,786	4%	99,007,333,918	5%	495,185,563	5%
Security First Insurance Company	342,334	6%	96,466,279,939	5%	415,695,854	4%	336,301	6%	94,655,819,118	5%	411,073,084	4%
American Integrity Insurance Company Of Florida	282,021	5%	93,126,020,180	4%	313,159,782	3%	280,737	5%	92,832,967,205	5%	312,351,410	3%
Federal Insurance Company	33,332	1%	88,749,233,790	4%	220,064,623	2%	21,453	0%	66,665,961,412	3%	177,052,447	2%
FedNat Insurance Company	238,263	4%	85,192,521,310	4%	448,839,556	4%	227,724	4%	82,901,447,129	4%	440,204,307	5%
St. Johns Insurance Company, Inc.	186,785	3%	82,987,029,975	4%	302,572,162	3%	185,789	3%	82,503,212,070	4%	301,579,233	3%
Tower Hill Prime Insurance Company	138,582	2%	70,799,806,787	3%	251,675,000	3%	131,520	2%	66,464,028,522	3%	240,631,889	2%
First Protective Insurance Company	124,142	2%	70,778,154,803	3%	311,382,834	3%	123,528	2%	70,290,240,309	4%	310,295,414	3%
All Other Insurers	3,456,979	57%	1,187,098,039,821	56%	5,376,769,331	54%	3,256,004	56%	1,089,032,170,997	54%	5,128,576,191	53%
<b>Total</b>	<b>6,090,401</b>	<b>100%</b>	<b>\$2,137,166,966,985</b>	<b>100%</b>	<b>\$9,994,624,872</b>	<b>100%</b>	<b>5,807,951</b>	<b>100%</b>	<b>\$1,998,621,635,030</b>	<b>100%</b>	<b>\$9,639,012,326</b>	<b>100%</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing residential property statewide
- 2) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report
- 3) Market share percentages are rounded to the nearest whole number

**Palm Beach, Broward, & Miami-Dade Counties Historical Trends  
Policies Inforce, Total Insured Value (TIV) & Premium  
Florida Personal & Commercial Residential Property  
Excludes Trade Secret Insurers  
QUASR Data as of December 31, 2018**



Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premiums Written (\$000)
2009	398,320	30%	\$191,204,917	34%	\$1,074,801	38%	950,535	70%	\$377,375,912	66%	\$1,784,507	62%	1,348,855	\$568,580,828	\$2,859,308
2010	535,421	39%	\$222,684,405	39%	\$1,416,126	46%	823,901	61%	\$349,203,227	61%	\$1,664,168	54%	1,359,322	\$571,887,632	\$3,080,293
2011	617,247	44%	\$243,279,881	42%	\$1,637,613	50%	772,161	56%	\$331,201,790	58%	\$1,655,404	50%	1,389,408	\$574,481,671	\$3,293,017
2012	565,465	41%	\$207,247,961	37%	\$1,572,129	45%	824,491	59%	\$352,003,830	63%	\$1,916,612	55%	1,389,956	\$559,251,791	\$3,488,741
2013	448,311	33%	\$159,083,197	29%	\$1,295,789	36%	925,504	67%	\$380,757,809	71%	\$2,313,625	64%	1,373,815	\$539,841,006	\$3,609,413
2014	299,786	22%	\$100,559,735	19%	\$815,013	23%	1,072,076	78%	\$437,784,192	81%	\$2,719,564	77%	1,371,862	\$538,343,927	\$3,534,576
2015	242,066	17%	\$75,517,832	14%	\$593,213	17%	1,164,626	83%	\$462,300,263	86%	\$2,824,766	83%	1,406,692	\$537,818,096	\$3,417,979
2016	224,911	16%	\$64,447,694	12%	\$535,807	16%	1,163,458	84%	\$473,582,137	88%	\$2,837,793	84%	1,388,369	\$538,029,831	\$3,373,601
2017	221,879	16%	\$59,270,471	11%	\$536,894	15%	1,197,220	84%	\$471,130,852	89%	\$2,967,702	85%	1,419,099	\$530,401,322	\$3,504,596
2018	214,913	15%	\$56,782,328	11%	\$542,015	15%	1,203,458	85%	\$475,509,290	89%	\$3,056,942	85%	1,418,371	\$532,291,618	\$3,598,957

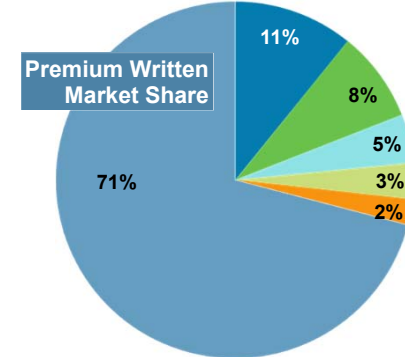
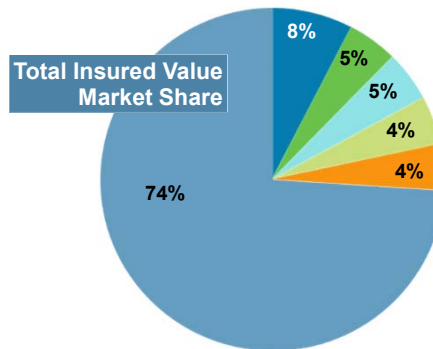
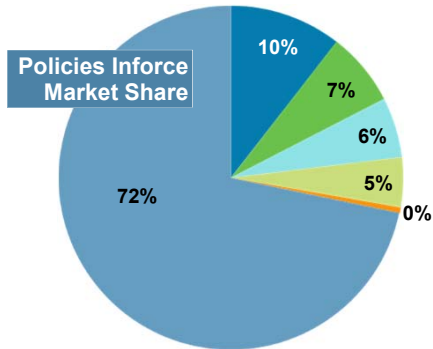
- Notes:**
- 1) Includes admitted insurers (and Citizens) writing personal and/or commercial residential property statewide
  - 2) Insurers submitting data as "Trade Secret" are excluded from all periods; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report

# Personal Residential

**(Excludes Trade Secret Insurers)**



### Top 20 Insurers by Total Insured Value Florida Personal Residential Property Excludes Trade Secret Insurers QUASR Data as of December 31, 2018



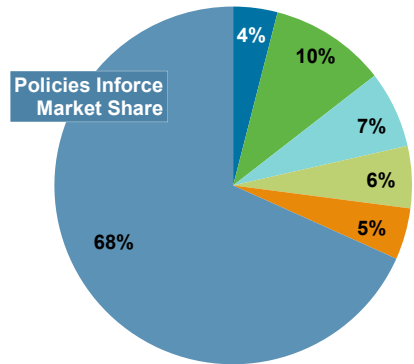
- Universal Property & Casualty Insurance Company
- Security First Insurance Company
- Federal Insurance Company
- Citizens Property Insurance Corporation
- American Integrity Insurance Company Of Florida
- All Other Insurers

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)
Universal Property & Casualty Insurance Company	637,482	11%	\$154,731,838,635	8%	\$1,025,227,218	11%
Citizens Property Insurance Corporation	420,612	7%	\$96,538,847,605	5%	\$782,555,853	8%
Security First Insurance Company	342,334	6%	\$96,466,279,939	5%	\$415,695,854	4%
American Integrity Insurance Company Of Florida	282,021	5%	\$93,126,020,180	5%	\$313,159,782	3%
Federal Insurance Company	33,318	1%	\$88,718,553,102	4%	\$219,967,411	2%
FedNat Insurance Company	238,263	4%	\$85,192,521,310	4%	\$448,839,556	5%
St. Johns Insurance Company, Inc.	186,785	3%	\$82,987,029,975	4%	\$302,572,162	3%
Heritage Property & Casualty Insurance Company	223,675	4%	\$78,033,997,854	4%	\$419,406,898	4%
First Protective Insurance Company	124,142	2%	\$70,778,154,803	3%	\$311,382,834	3%
Tower Hill Prime Insurance Company	136,136	2%	\$67,774,600,540	3%	\$233,174,146	2%
ASI Preferred Insurance Corp.	169,997	3%	\$62,776,753,135	3%	\$197,191,284	2%
United Services Automobile Association	121,500	2%	\$57,562,637,724	3%	\$245,479,491	3%
Olympus Insurance Company	89,865	1%	\$54,989,241,654	3%	\$158,270,922	2%
AIG Property Casualty Company	14,562	0%	\$54,400,985,207	3%	\$165,989,868	2%
Florida Peninsula Insurance Company	103,359	2%	\$39,438,483,355	2%	\$230,057,574	2%
Homeowners Choice Property & Casualty Insurance Company, Inc.	116,281	2%	\$39,000,933,296	2%	\$323,348,313	3%
People's Trust Insurance Company	117,204	2%	\$35,609,048,195	2%	\$222,526,215	2%
Privilege Underwriters Reciprocal Exchange	10,077	0%	\$33,212,933,946	2%	\$92,521,700	1%
Tower Hill Signature Insurance Company	76,799	1%	\$31,277,160,554	2%	\$132,831,648	1%
American Strategic Insurance Corp.	76,145	1%	\$30,725,452,205	2%	\$82,493,810	1%
All Other Insurers	2,546,147	42%	\$682,242,459,291	34%	\$3,158,581,619	33%
<b>Total</b>	<b>6,066,704</b>	<b>100%</b>	<b>\$2,035,583,932,505</b>	<b>100%</b>	<b>\$9,481,274,158</b>	<b>100%</b>

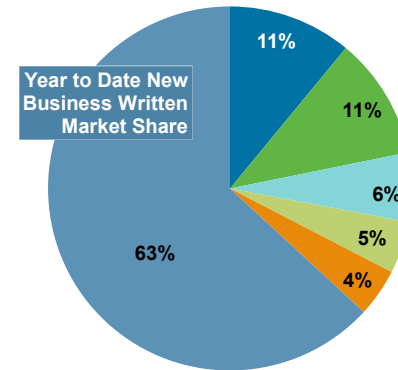
**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report
- 3) Any slight differences in market share %s in graph versus table are due to rounding

**Year to Date - Top 20 Insurers by New Business Written**  
**Florida Personal Residential Property**  
**Excludes Trade Secret Insurers**  
**QUASR Data as of December 31, 2018**



■ American Bankers Insurance Company Of Florida  
 ■ Citizens Property Insurance Corporation  
 ■ American Integrity Insurance Company Of Florida



■ Universal Property & Casualty Insurance Company  
 ■ Security First Insurance Company  
 ■ All Other Insurers

Insurers	Year to Date New Business Written	Policies Inforce	Total Insured Value for All Policies	Premiums Written
American Bankers Insurance Company Of Florida	163,912	241,718	\$4,650,855,140	\$46,480,802
Universal Property & Casualty Insurance Company	161,948	637,482	\$154,731,838,635	\$1,025,227,218
Citizens Property Insurance Corporation	91,588	420,612	\$96,538,847,605	\$782,555,853
Security First Insurance Company	69,274	342,334	\$96,466,279,939	\$415,695,854
American Integrity Insurance Company Of Florida	63,995	282,021	\$93,126,020,180	\$313,159,782
American Modern Insurance Company Of Florida, Inc.	57,686	77,289	\$1,486,985,000	\$13,857,731
ASI Preferred Insurance Corp.	53,871	169,997	\$62,776,753,135	\$197,191,284
FedNat Insurance Company	51,000	238,263	\$85,192,521,310	\$448,839,556
Castle Key Indemnity Company	43,487	104,575	\$15,135,104,421	\$69,944,724
St. Johns Insurance Company, Inc.	42,820	186,785	\$82,987,029,975	\$302,572,162
Florida Specialty Insurance Company	36,881	92,963	\$21,007,012,042	\$94,669,575
People's Trust Insurance Company	33,363	117,204	\$35,609,048,195	\$222,526,215
National Specialty Insurance Company	33,300	40,902	\$18,039,277,485	\$77,524,112
First Protective Insurance Company	33,234	124,142	\$70,778,154,803	\$311,382,834
Homesite Insurance Company	28,515	41,495	\$1,353,562,994	\$11,886,061
Heritage Property & Casualty Insurance Company	28,238	223,675	\$78,033,997,854	\$419,406,898
Cypress Property & Casualty Insurance Company	27,944	68,304	\$11,343,493,384	\$50,184,914
Olympus Insurance Company	26,181	89,865	\$54,989,241,654	\$158,270,922
Edison Insurance Company	21,343	56,515	\$26,182,848,131	\$92,822,020
United Services Automobile Association	20,748	121,500	\$57,562,637,724	\$245,479,491
All Other Insurers	404,664	2,389,063	\$967,592,422,899	\$4,181,596,150
<b>Total</b>	<b>1,493,992</b>	<b>6,066,704</b>	<b>\$2,035,583,932,505</b>	<b>\$9,481,274,158</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report
- 3) New business does not include assumed policies

## Top 20 New Business Writers

### Florida Personal Residential Property

Excludes Trade Secret Insurers

Insurers	As of 12/31/18		As of 12/31/18				
	Total Insured Value for All Policies (\$000)	Total Insured Value Market Share	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
American Bankers Insurance Company Of Florida	\$4,650,855	0%	\$1,197,403	\$637,151	188%	86%	50%
Universal Property & Casualty Insurance Company	\$154,731,839	8%	\$824,860	\$291,438	283%	99%	63%
Citizens Property Insurance Corporation	\$96,538,848	5%	\$615,962	\$6,230,729	10%	145%	111%
Security First Insurance Company	\$96,466,280	5%	\$74,246	\$89,585	83%	124%	90%
American Integrity Insurance Company Of Florida	\$93,126,020	5%	\$132,463	\$74,658	177%	102%	80%
American Modern Insurance Company Of Florida, Inc.	\$1,486,985	0%	\$11,723	\$15,012	78%	110%	62%
ASI Preferred Insurance Corp.	\$62,776,753	3%	\$44,951	\$43,393	104%	109%	57%
FedNat Insurance Company	\$85,192,521	4%	\$369,053	\$161,709	228%	98%	68%
Castle Key Indemnity Company	\$15,135,104	1%	\$0	\$11,199	NM	NM	NM
St. Johns Insurance Company, Inc.	\$82,987,030	4%	\$47,814	\$46,038	104%	131%	118%
Florida Specialty Insurance Company	\$21,007,012	1%	-\$6,422	\$16,610	-39%	NM	105%
People's Trust Insurance Company	\$35,609,048	2%	\$54,600	\$77,844	70%	86%	87%
National Specialty Insurance Company	\$18,039,277	1%	\$36,588	\$55,395	66%	84%	48%
First Protective Insurance Company	\$70,778,155	3%	\$56,393	\$64,080	88%	122%	34%
Homesite Insurance Company	\$1,353,563	0%	\$0	\$88,706	NM	NM	NM
Heritage Property & Casualty Insurance Company	\$78,033,998	4%	\$319,810	\$173,762	184%	122%	78%
Cypress Property & Casualty Insurance Company	\$11,343,493	1%	\$33,166	\$25,396	131%	110%	63%
Olympus Insurance Company	\$54,989,242	3%	\$6,049	\$30,060	20%	126%	273%
Edison Insurance Company	\$26,182,848	1%	\$43,621	\$21,050	207%	112%	88%
United Services Automobile Association	\$57,562,638	3%	\$8,021,615	\$27,600,684	29%	112%	88%

#### Notes:

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Top new business writers determined by number of policies written. Insurers listed in descending order by new business policy count.
- 3) Total Insured Value indicates Florida Personal Residential business as reported in QUASR for all policies, not just new business issued in the quarter. All other values are on a total company basis as reported in NAIC annual statements.
- 4) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 5) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/Net Earned Premiums
- 6) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report
- 7) NM indicates "Not Meaningful"

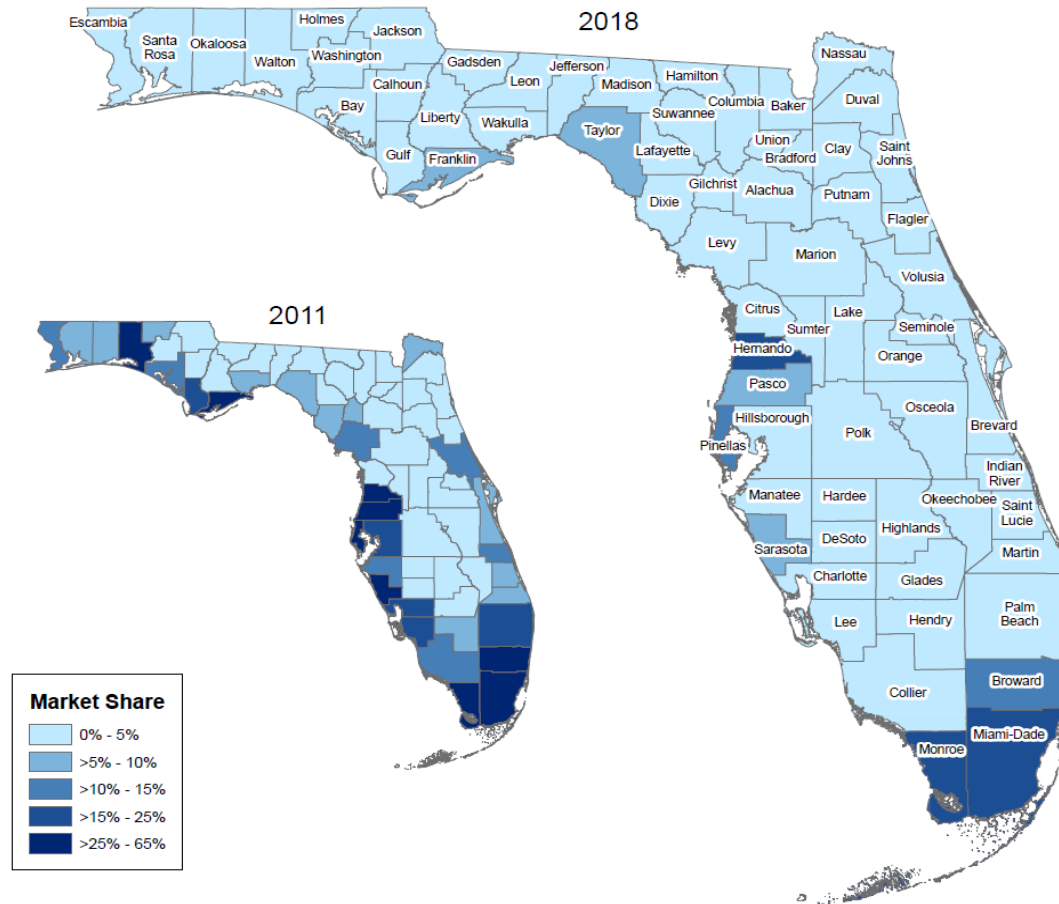
## Change in Market Share Florida Personal Residential Property Excludes Trade Secret Insurers

Top 10 Insurers by Total Insured Value (TIV)			
Prior Report 09/30/18		Current Report 12/31/18	
Insurer Name	TIV Market Share	Insurer Name	TIV Market Share
Universal Property & Casualty Insurance Company	8%	Universal Property & Casualty Insurance Company	8%
Citizens Property Insurance Corporation	5%	Citizens Property Insurance Corporation	5%
Security First Insurance Company	5%	Security First Insurance Company	5%
American Integrity Insurance Company Of Florida	5%	American Integrity Insurance Company Of Florida	5%
Federal Insurance Company	4%	Federal Insurance Company	4%
FedNat Insurance Company	4%	FedNat Insurance Company	4%
St. Johns Insurance Company, Inc.	4%	St. Johns Insurance Company, Inc.	4%
Heritage Property & Casualty Insurance Company	4%	Heritage Property & Casualty Insurance Company	4%
First Protective Insurance Company	3%	First Protective Insurance Company	3%
Tower Hill Prime Insurance Company	3%	Tower Hill Prime Insurance Company	3%

Top 10 Insurers by New Business			
Prior Report 09/30/18		Current Report 12/31/18	
Insurer Name	# New Policies Market Share	Insurer Name	# New Policies Market Share
Universal Property & Casualty Insurance Company	11%	American Bankers Insurance Company Of Florida	11%
American Bankers Insurance Company Of Florida	11%	Universal Property & Casualty Insurance Company	11%
Citizens Property Insurance Corporation	6%	Citizens Property Insurance Corporation	6%
Security First Insurance Company	5%	Security First Insurance Company	5%
American Integrity Insurance Company Of Florida	4%	American Integrity Insurance Company Of Florida	4%
American Modern Insurance Company Of Florida, Inc.	4%	American Modern Insurance Company Of Florida, Inc.	4%
ASI Preferred Insurance Corp.	4%	ASI Preferred Insurance Corp.	4%
FedNat Insurance Company	3%	FedNat Insurance Company	3%
Castle Key Indemnity Company	3%	Castle Key Indemnity Company	3%
St. Johns Insurance Company, Inc.	3%	St. Johns Insurance Company, Inc.	3%

**Note:** Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report

# Citizens' Personal Residential Property Lines Change in Citizens' Market Share Based on Total Insured Value Excludes Trade Secret Insurers 2011 vs 2018



**Note:** Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share Report

**Citizens' Market Share by County**  
**Florida Personal Residential Property**  
**Excludes Trade Secret Insurers**  
**QUASR Data as of December 31, 2018**

County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Alachua	\$122,082,450	1%	\$20,505,200,452	99%
Baker	\$17,105,353	1%	\$1,332,386,092	99%
Bay	\$360,421,242	2%	\$18,780,612,384	98%
Bradford	\$17,805,240	1%	\$1,209,372,947	99%
Brevard	\$1,394,849,335	2%	\$58,853,425,522	98%
<b>Broward</b>	<b>\$16,044,022,597</b>	<b>11%</b>	<b>\$130,285,356,545</b>	<b>89%</b>
Calhoun	\$6,379,907	1%	\$598,617,506	99%
Charlotte	\$745,801,330	3%	\$23,162,068,694	97%
Citrus	\$228,576,692	1%	\$17,501,677,198	99%
Clay	\$80,294,614	0%	\$20,006,285,994	100%
Collier	\$796,831,625	1%	\$78,080,155,442	99%
Columbia	\$27,894,042	1%	\$3,719,674,672	99%
Desoto	\$19,464,710	1%	\$1,595,951,339	99%
Dixie	\$28,716,776	4%	\$610,368,456	96%
Duval	\$375,031,087	0%	\$77,877,379,405	100%
Escambia	\$895,186,447	3%	\$27,724,405,584	97%
Flagler	\$159,348,663	1%	\$17,147,689,802	99%
Franklin	\$161,632,545	8%	\$1,775,932,648	92%
Gadsden	\$46,211,890	2%	\$2,466,625,001	98%
Gilchrist	\$25,963,148	3%	\$932,083,736	97%
Glades	\$8,232,180	2%	\$446,447,698	98%
Gulf	\$85,275,268	4%	\$1,857,719,157	96%
Hamilton	\$3,132,720	1%	\$504,912,577	99%
Hardee	\$5,386,292	1%	\$1,001,546,918	99%
Hendry	\$27,505,253	2%	\$1,358,152,463	98%
<b>Hernando</b>	<b>\$3,685,774,497</b>	<b>20%</b>	<b>\$15,080,685,201</b>	<b>80%</b>
Highlands	\$38,079,466	0%	\$9,037,120,087	100%
Hillsborough	\$4,550,826,691	4%	\$115,372,704,507	96%
Holmes	\$6,750,155	1%	\$948,217,498	99%
Indian River	\$273,700,154	1%	\$23,201,260,969	99%
Jackson	\$30,650,160	1%	\$2,380,439,068	99%
Jefferson	\$15,249,800	2%	\$849,287,884	98%
Lafayette	\$4,835,596	1%	\$354,656,549	99%
Lake	\$148,447,856	0%	\$40,094,333,687	100%

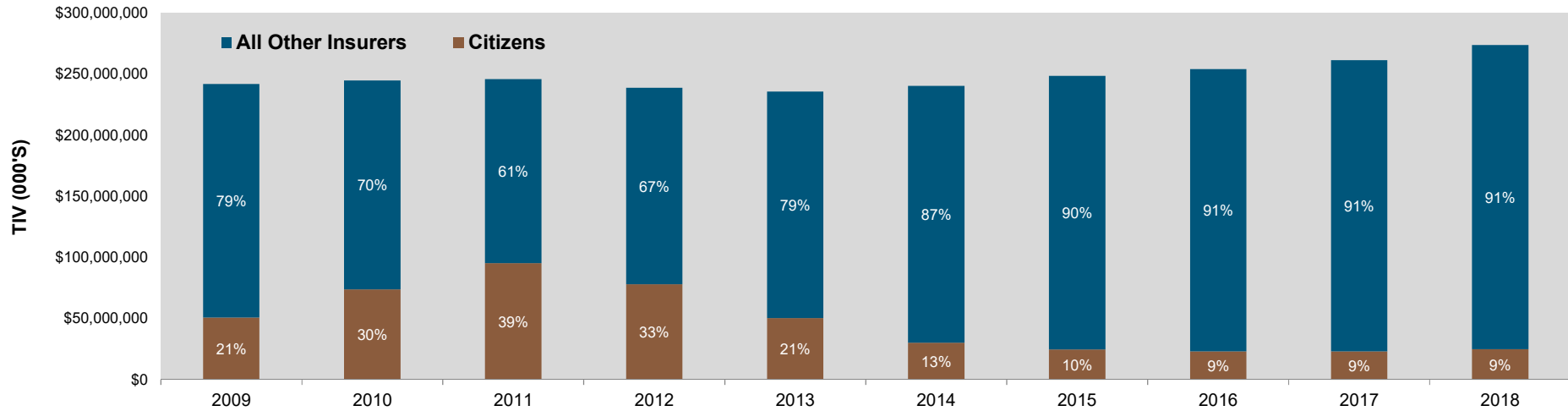
County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Lee	\$1,843,196,733	2%	\$91,628,382,742	98%
Leon	\$88,377,303	0%	\$23,101,573,530	100%
Levy	\$96,545,369	4%	\$2,405,766,803	96%
Liberty	\$3,345,470	1%	\$323,479,736	99%
Madison	\$11,509,219	1%	\$903,425,709	99%
Manatee	\$1,064,625,438	2%	\$44,207,973,076	98%
Marion	\$142,961,972	0%	\$35,979,778,734	100%
Martin	\$207,268,404	1%	\$24,132,518,874	99%
<b>Miami-Dade</b>	<b>\$26,257,939,043</b>	<b>18%</b>	<b>\$120,469,009,902</b>	<b>82%</b>
<b>Monroe</b>	<b>\$4,720,974,164</b>	<b>25%</b>	<b>\$14,391,405,949</b>	<b>75%</b>
Nassau	\$118,970,618	1%	\$11,922,370,072	99%
Okaloosa	\$170,838,475	1%	\$23,788,891,986	99%
Okeechobee	\$16,305,627	1%	\$2,164,086,010	99%
Orange	\$299,180,449	0%	\$124,858,751,537	100%
Osceola	\$99,771,175	0%	\$33,480,631,689	100%
Palm Beach	\$8,078,278,917	4%	\$190,201,719,702	96%
Pasco	\$3,533,534,504	7%	\$45,050,516,381	93%
<b>Pinellas</b>	<b>\$12,997,089,175</b>	<b>15%</b>	<b>\$73,400,316,182</b>	<b>85%</b>
Polk	\$170,772,857	0%	\$55,303,963,942	100%
Putnam	\$44,733,041	1%	\$3,564,663,323	99%
Saint Johns	\$266,215,650	1%	\$42,054,453,440	99%
Saint Lucie	\$409,336,833	1%	\$29,010,915,992	99%
Santa Rosa	\$271,903,765	1%	\$20,762,380,777	99%
Sarasota	\$3,502,007,140	5%	\$63,588,182,628	95%
Seminole	\$121,825,010	0%	\$48,637,555,029	100%
Sumter	\$28,142,225	0%	\$21,124,296,736	100%
Suwannee	\$19,379,485	1%	\$2,010,308,762	99%
Taylor	\$44,239,140	5%	\$789,144,688	95%
Union	\$4,671,450	1%	\$535,393,068	99%
Volusia	\$952,846,176	2%	\$54,719,190,078	98%
Wakulla	\$37,446,465	1%	\$2,634,983,133	99%
Walton	\$463,983,072	3%	\$13,865,202,143	97%
Washington	\$13,167,460	1%	\$1,381,098,867	99%
<b>Total</b>	<b>\$96,538,847,605</b>	<b>5%</b>	<b>\$1,939,045,084,900</b>	<b>95%</b>

**Notes:**

- Counties are bolded when Citizens' market share is 10% or greater in that county
- 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.
- Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report



**Hernando, Hillsborough, Pasco & Pinellas Counties Historical Trends  
Policies Inforce, Total Insured Value (TIV) & Premium  
Florida Personal Residential Property  
Excludes Trade Secret Insurers  
QUASR Data as of December 31, 2018**

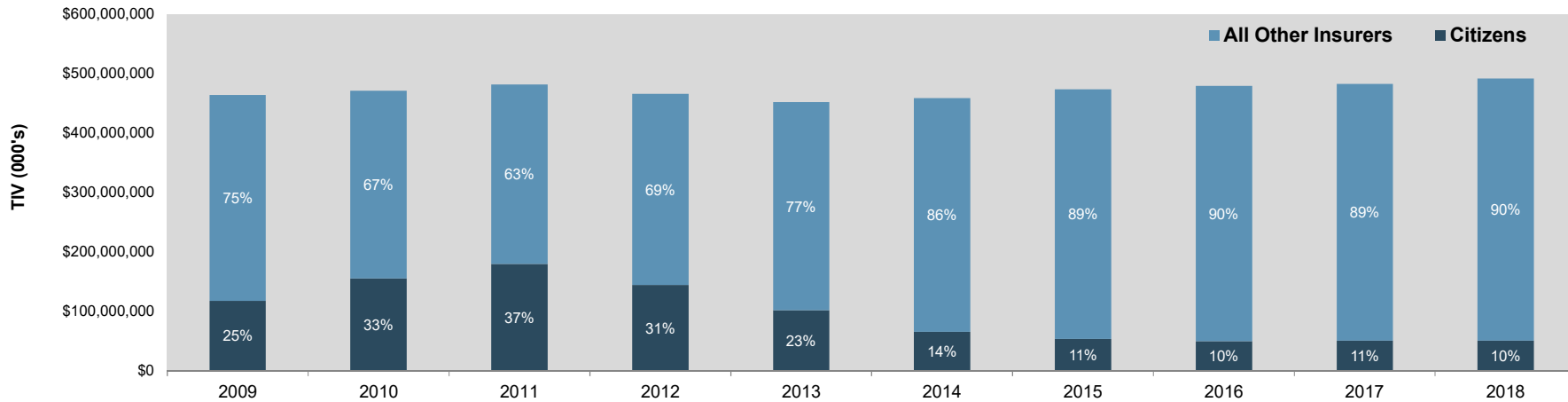


Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premiums Written (\$000)
2009	219,000	28%	\$50,847,144	21%	\$281,586	36%	576,980	72%	\$190,826,808	79%	\$828,116	75%	795,980	\$241,673,952	\$1,109,702
2010	296,116	36%	\$73,856,774	30%	\$396,317	44%	515,432	64%	\$170,759,615	70%	\$754,769	66%	811,548	\$244,616,389	\$1,151,086
2011	359,532	44%	\$95,223,257	39%	\$526,347	47%	464,666	56%	\$150,561,935	61%	\$695,931	57%	824,198	\$245,785,192	\$1,222,278
2012	325,791	39%	\$78,004,034	33%	\$449,469	43%	505,856	61%	\$160,539,576	67%	\$750,144	63%	831,647	\$238,543,610	\$1,199,612
2013	237,566	28%	\$50,289,899	21%	\$338,237	33%	598,712	72%	\$185,321,645	79%	\$907,121	73%	836,278	\$235,611,545	\$1,245,358
2014	145,721	17%	\$30,245,652	13%	\$215,777	21%	701,697	83%	\$209,823,112	87%	\$1,050,301	83%	847,418	\$240,068,765	\$1,266,078
2015	113,375	13%	\$24,542,024	10%	\$154,691	16%	764,747	87%	\$223,794,933	90%	\$1,079,347	87%	878,122	\$248,336,956	\$1,234,038
2016	105,871	12%	\$23,177,184	9%	\$132,293	15%	771,918	88%	\$230,774,965	91%	\$1,070,264	89%	877,789	\$253,952,149	\$1,202,558
2017	103,950	11%	\$23,037,375	9%	\$128,670	14%	813,014	89%	\$238,152,346	91%	\$1,091,629	89%	916,964	\$261,189,721	\$1,220,299
2018	104,615	11%	\$24,767,225	9%	\$132,477	14%	826,842	89%	\$248,904,222	91%	\$1,110,933	89%	931,457	\$273,671,447	\$1,243,410

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Insurers submitting data as "Trade Secret" are excluded from all periods; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report

**Palm Beach, Broward, & Miami-Dade Counties Historical Trends  
Policies Inforce, Total Insured Value (TIV) & Premium  
Florida Personal Residential Property  
Excludes Trade Secret Insurers  
QUASR Data as of December 31, 2018**

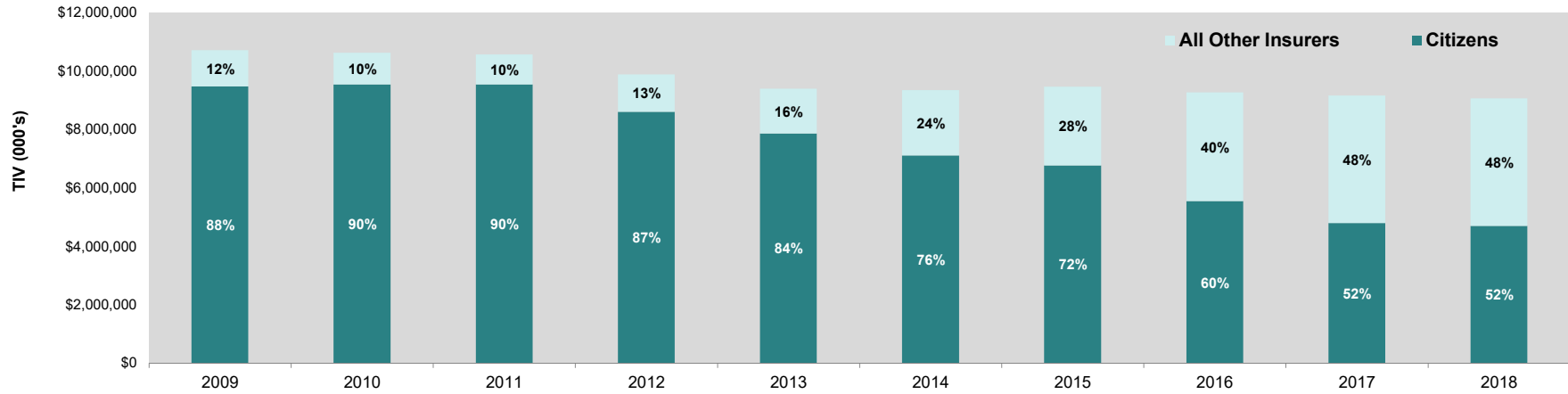


Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premiums Written (\$000)
2009	385,468	29%	\$117,223,764	25%	\$737,981	31%	945,695	71%	\$346,396,918	75%	\$1,666,339	69%	1,331,163	\$463,620,682	\$2,404,320
2010	522,564	39%	\$154,935,986	33%	\$1,078,345	41%	819,096	61%	\$315,864,177	67%	\$1,533,016	59%	1,341,660	\$470,800,164	\$2,611,361
2011	604,912	44%	\$179,669,284	37%	\$1,317,122	46%	767,477	56%	\$301,475,930	63%	\$1,532,105	54%	1,372,389	\$481,145,214	\$2,849,227
2012	553,644	40%	\$144,106,381	31%	\$1,237,440	41%	820,449	60%	\$321,518,507	69%	\$1,799,787	59%	1,374,093	\$465,624,888	\$3,037,228
2013	437,681	32%	\$101,856,467	23%	\$980,585	31%	922,174	68%	\$349,901,428	77%	\$2,180,379	69%	1,359,855	\$451,757,896	\$3,160,964
2014	291,698	21%	\$65,578,738	14%	\$634,901	20%	1,068,024	79%	\$393,042,331	86%	\$2,504,185	80%	1,359,722	\$458,621,068	\$3,139,086
2015	236,029	17%	\$53,519,775	11%	\$489,666	16%	1,160,389	83%	\$419,832,169	89%	\$2,645,151	84%	1,396,418	\$473,351,944	\$3,134,817
2016	220,428	16%	\$49,868,189	10%	\$468,051	15%	1,158,837	84%	\$429,143,024	90%	\$2,654,540	85%	1,379,265	\$479,011,213	\$3,122,592
2017	218,612	15%	\$50,682,890	11%	\$495,749	16%	1,193,022	85%	\$431,648,551	89%	\$2,686,057	84%	1,411,634	\$482,331,441	\$3,181,805
2018	212,447	15%	\$50,380,241	10%	\$511,503	16%	1,199,539	85%	\$440,956,086	90%	\$2,772,118	84%	1,411,986	\$491,336,327	\$3,283,621

- Notes:**
- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
  - 2) Insurers submitting data as "Trade Secret" are excluded from all periods; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report



**Monroe County Historical Trends**  
**Policies Inforce, Total Insured Value (TIV) & Premium**  
**Florida Personal Residential Property Policies that Include Wind Coverage**  
**Excludes Trade Secret Insurers**  
**QUASR Data as of December 31, 2018**

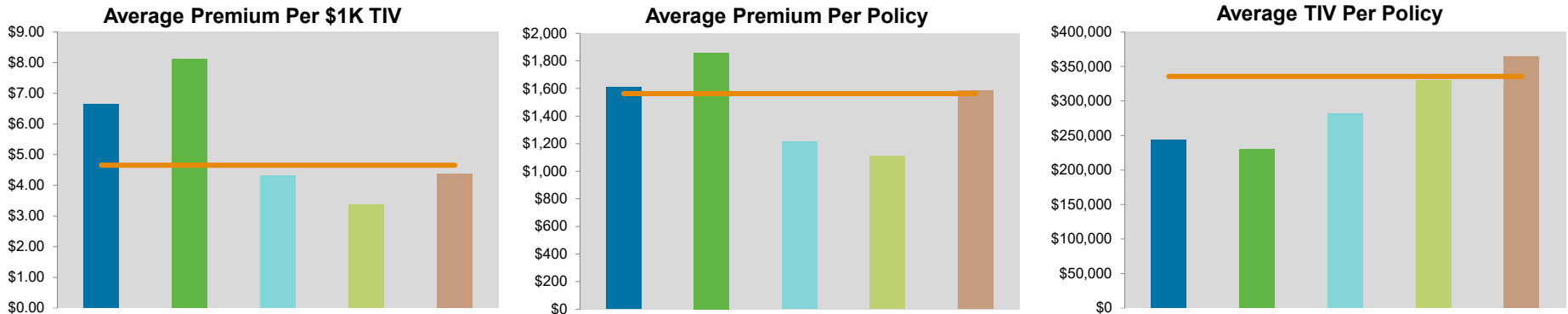


Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premiums Written (\$000)
2009	23,172	90%	\$9,475,108	88%	\$48,583	88%	2,605	10%	\$1,240,653	12%	\$6,518	12%	25,777	\$10,715,761	\$55,101
2010	23,370	91%	\$9,543,638	90%	\$53,233	90%	2,285	9%	\$1,085,533	10%	\$6,091	10%	25,655	\$10,629,171	\$59,323
2011	23,393	92%	\$9,539,157	90%	\$56,568	90%	2,164	8%	\$1,031,439	10%	\$6,008	10%	25,557	\$10,570,595	\$62,576
2012	22,676	91%	\$8,607,726	87%	\$59,876	89%	2,181	9%	\$1,277,722	13%	\$7,338	11%	24,857	\$9,885,448	\$67,214
2013	21,884	90%	\$7,864,169	84%	\$61,275	86%	2,498	10%	\$1,527,576	16%	\$9,874	14%	24,382	\$9,391,745	\$71,149
2014	19,944	84%	\$7,106,491	76%	\$57,432	78%	3,926	16%	\$2,239,974	24%	\$15,745	22%	23,870	\$9,346,464	\$73,178
2015	18,266	78%	\$6,768,512	72%	\$54,547	73%	5,070	22%	\$2,689,890	28%	\$19,976	27%	23,336	\$9,458,402	\$74,523
2016	15,378	69%	\$5,542,329	60%	\$45,217	61%	6,961	31%	\$3,728,855	40%	\$29,488	39%	22,339	\$9,271,184	\$74,705
2017	13,402	60%	\$4,787,609	52%	\$41,128	54%	8,773	40%	\$4,376,876	48%	\$34,556	46%	22,175	\$9,164,485	\$75,684
2018	12,606	59%	\$4,693,697	52%	\$39,715	54%	8,705	41%	\$4,372,214	48%	\$33,235	46%	21,311	\$9,065,911	\$72,950

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Insurers submitting data as "Trade Secret" are excluded from all periods; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report

**Average Premium and Total Insured Value (TIV) Per Policy**  
**Policies Inforce, Premium and Total Insured Value**  
**Florida Personal Residential Property**  
**Excludes Trade Secret Insurers**  
**QUASR Data as of December 31, 2018**



Insurers	Policies Inforce	Premiums Written (\$000)	TIV (\$000)	Average Premium Per \$1,000 TIV	Average Premium Per Policy	Average TIV Per Policy
Universal Property & Casualty Insurance Company	637,482	\$1,025,227	\$154,731,839	\$6.63	\$1,608	\$242,723
Citizens Property Insurance Corporation	420,612	\$782,556	\$96,538,848	\$8.11	\$1,861	\$229,520
Security First Insurance Company	342,334	\$415,696	\$96,466,280	\$4.31	\$1,214	\$281,790
American Integrity Insurance Company Of Florida	282,021	\$313,160	\$93,126,020	\$3.36	\$1,110	\$330,210
All Other Insurers	4,384,255	\$6,944,635	\$1,594,720,946	\$4.35	\$1,584	\$363,738
<b>Total Market</b>	<b>6,066,704</b>	<b>\$9,481,274</b>	<b>\$2,035,583,933</b>	<b>\$4.66</b>	<b>\$1,563</b>	<b>\$335,534</b>

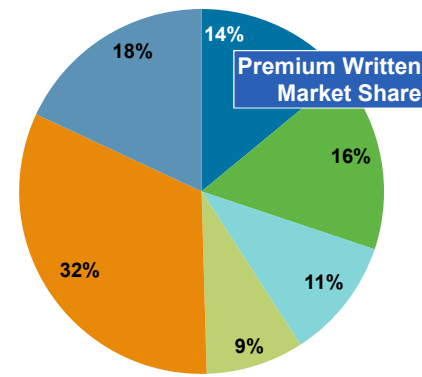
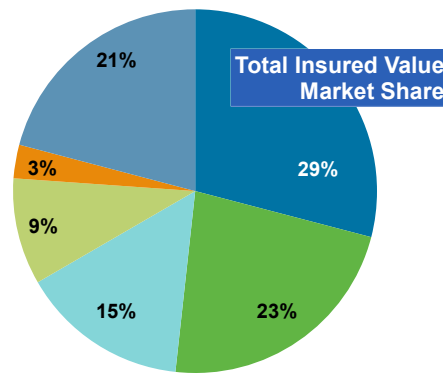
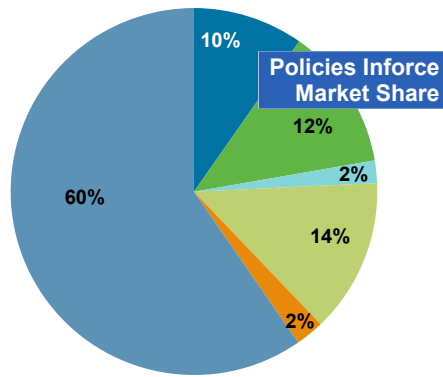
**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report
- 3) Exhibit includes carrier specific data for those with greater than 5% market share by TIV and Citizens

# **Commercial Residential**

**(Excludes Trade Secret Insurers)**

**Top 20 Insurers by Total Insured Value  
Florida Commercial Residential Property  
Excludes Trade Secret Insurers  
QUASR Data as of December 31, 2018**



■ American Capital Assurance Corp  
■ QBE Insurance Corporation  
■ Everest National Insurance Company

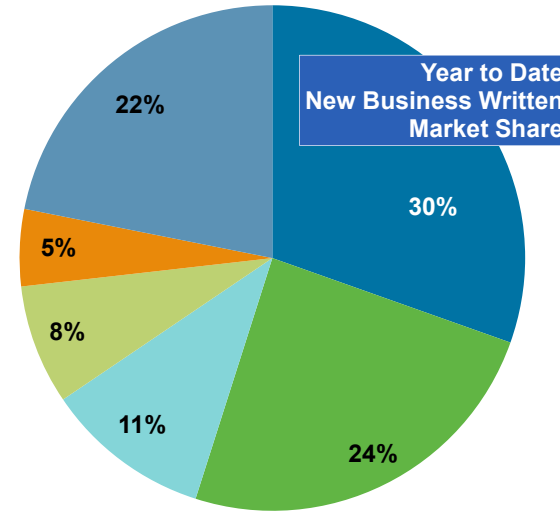
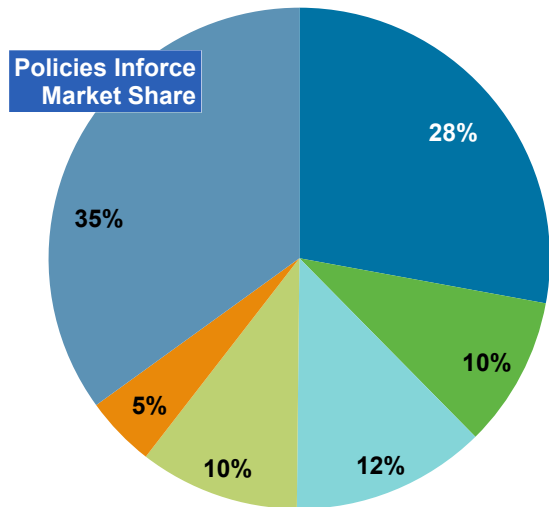
■ Heritage Property & Casualty Insurance Company  
■ Citizens Property Insurance Corporation  
■ All Other Insurers

Insurer	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 Capital Assurance Corp	2,304	10%	\$29,517,235,252	29%	\$72,017,525	14%
Heritage Property & Casualty Insurance Company	2,973	13%	\$23,038,197,746	23%	\$82,744,290	16%
QBE Insurance Corporation	471	2%	\$15,147,781,935	15%	\$55,131,444	11%
Citizens Property Insurance Corporation	3,221	14%	\$9,626,998,540	9%	\$44,531,472	9%
Everest National Insurance Company	598	3%	\$3,025,241,869	3%	\$166,255,265	32%
Tower Hill Prime Insurance Company	2,446	10%	\$3,025,206,247	3%	\$18,500,854	4%
State National Insurance Company Inc.	115	0%	\$2,455,433,561	2%	\$10,460,806	2%
Weston Insurance Company	1,081	5%	\$2,140,979,560	2%	\$13,820,538	3%
United Fire & Indemnity Company	123	1%	\$1,844,716,029	2%	\$4,846,046	1%
Philadelphia Indemnity Insurance Company	251	1%	\$1,606,606,955	2%	\$4,771,959	1%
Cypress Property & Casualty Insurance Company	15	0%	\$1,325,432,136	1%	\$2,755,904	1%
Service Insurance Company	165	1%	\$1,318,583,000	1%	\$3,510,472	1%
Factory Mutual Insurance Company	22	0%	\$1,244,844,016	1%	\$589,980	0%
Centauri Specialty Insurance Company	166	1%	\$1,005,718,682	1%	\$3,167,441	1%
Travelers Property Casualty Company Of America	54	0%	\$558,449,804	1%	\$1,905,094	0%
The Travelers Indemnity Company	36	0%	\$519,438,930	1%	\$2,116,158	0%
Affiliated FM Insurance Company	23	0%	\$460,301,677	0%	\$1,070,987	0%
Avatar Property & Casualty Insurance Company	71	0%	\$445,431,075	0%	\$2,000,828	0%
First Community Insurance Company	1,011	4%	\$420,446,795	0%	\$1,845,253	0%
American Platinum Property And Casualty Insurance Company	29	0%	\$354,868,176	0%	\$1,223,504	0%
All Other Insurers	8,522	36%	\$2,501,122,496	2%	\$20,084,895	4%
<b>Total</b>	<b>23,697</b>	<b>100%</b>	<b>\$101,583,034,480</b>	<b>100%</b>	<b>\$513,350,714</b>	<b>100%</b>

**Notes:**

- 1) Includes admitted carriers (and Citizens) writing commercial residential property statewide
- 2) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report
- 3) Any slight differences in market share %s in graph versus table are due to rounding

**Year to Date - Top 10 Insurers by New Business Written**  
**Florida Commercial Residential Property**  
**Excludes Trade Secret Insurers**  
**QUASR Data as of December 31, 2018**



- Foremost Insurance Company
- Heritage Property & Casualty Insurance Company
- Weston Insurance Company
- American Capital Assurance Corp
- Tower Hill Prime Insurance Company
- All Other Insurers

Carrier	Year to Date New Business Written	Policies Inforce	Total Insured Value for All Policies	Premiums Written
Foremost Insurance Company	1,948	6,608	\$337,147,932	\$4,414,874
American Capital Assurance Corp	1,566	2,304	\$29,517,235,252	\$72,017,525
Heritage Property & Casualty Insurance Company	679	2,973	\$23,038,197,746	\$82,744,290
Tower Hill Prime Insurance Company	491	2,446	\$3,025,206,247	\$18,500,854
Weston Insurance Company	314	1,081	\$2,140,979,560	\$13,820,538
Citizens Property Insurance Corporation	150	3,221	\$9,626,998,540	\$44,531,472
Everest National Insurance Company	142	598	\$3,025,241,869	\$166,255,265
First Community Insurance Company	134	1,011	\$420,446,795	\$1,845,253
Avatar Property & Casualty Insurance Company	133	71	\$445,431,075	\$2,000,828
United Fire & Indemnity Company	123	123	\$1,844,716,029	\$4,846,046
All Other Insurers	719	3,261	\$28,161,433,436	\$102,373,770
<b>Total</b>	<b>6,399</b>	<b>23,697</b>	<b>\$101,583,034,480</b>	<b>\$513,350,714</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
- 2) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report
- 3) New business does not include assumed policies

## Top 10 New Business Writers

### Florida Commercial Residential Property

Excludes Trade Secret Insurers

Insurers	As of 12/31/18		As of 12/31/18				
	Total Insured Value for All Policies (\$000)	Total Insured Value Market Share	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
Foremost Insurance Company	\$337,148	0%	\$0	\$1,203,335	NM	NM	NM
American Capital Assurance Corp	\$29,517,235	29%	\$43,215	\$61,056	71%	115%	61%
Heritage Property & Casualty Insurance Company	\$23,038,198	23%	\$319,810	\$173,762	184%	122%	78%
Tower Hill Prime Insurance Company	\$3,025,206	3%	\$79,317	\$118,799	67%	106%	86%
Weston Insurance Company	\$2,140,980	2%	\$4,890	\$43,075	11%	139%	166%
Citizens Property Insurance Corporation	\$9,626,999	9%	\$615,962	\$6,230,729	10%	145%	111%
Everest National Insurance Company	\$3,025,242	3%	\$0	\$183,764	NM	NM	NM
First Community Insurance Company	\$420,447	0%	\$60,924	\$30,805	198%	117%	67%
Avatar Property & Casualty Insurance Company	\$445,431	0%	\$52,668	\$19,636	268%	116%	71%
United Fire & Indemnity Company	\$1,844,716	2%	\$21,233	\$19,136	111%	104%	71%

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Top new business writers determined by number of policies written. Insurers listed in descending order by new business policy count.
- 3) Total Insured Value indicates Florida Personal Residential business as reported in QUASR for all policies, not just new business issued in the quarter. All other values are on a total company basis as reported in NAIC annual statements.
- 4) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 5) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/Net Earned Premiums
- 6) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report
- 7) NM indicates "Not Meaningful"

## Change in Market Share Florida Commercial Residential Property Excludes Trade Secret Insurers

Top 10 Insurers by Total Insured Value (TIV)			
Prior Report 09/30/18		Current Report 12/31/18	
Insurer Name	TIV Market Share	Insurer Name	TIV Market Share
American Capital Assurance Corp	28%	American Capital Assurance Corp	29%
Heritage Property & Casualty Insurance Company	23%	Heritage Property & Casualty Insurance Company	23%
QBE Insurance Corporation	14%	QBE Insurance Corporation	15%
Citizens Property Insurance Corporation	10%	Citizens Property Insurance Corporation	9%
Everest National Insurance Company	4%	Everest National Insurance Company	3%
Tower Hill Prime Insurance Company	3%	Tower Hill Prime Insurance Company	3%
State National Insurance Company Inc.	2%	State National Insurance Company Inc.	2%
Weston Insurance Company	2%	Weston Insurance Company	2%
Cypress Property & Casualty Insurance Company	2%	United Fire & Indemnity Company	2%
Philadelphia Indemnity Insurance Company	2%	Philadelphia Indemnity Insurance Company	2%

Top 10 Insurers by New Business			
Prior Report 09/30/18		Current Report 12/31/18	
Insurer Name	# New Policies Market Share	Insurer Name	# New Policies Market Share
Foremost Insurance Company	28%	Foremost Insurance Company	30%
American Capital Assurance Corp	28%	American Capital Assurance Corp	24%
Heritage Property & Casualty Insurance Company	11%	Heritage Property & Casualty Insurance Company	11%
Tower Hill Prime Insurance Company	7%	Tower Hill Prime Insurance Company	8%
Weston Insurance Company	5%	Weston Insurance Company	5%
Everest National Insurance Company	3%	Citizens Property Insurance Corporation	2%
Avatar Property & Casualty Insurance Company	2%	Everest National Insurance Company	2%
Citizens Property Insurance Corporation	2%	First Community Insurance Company	2%
First Community Insurance Company	2%	Avatar Property & Casualty Insurance Company	2%
Main Street America Protection Insurance Company	2%	United Fire & Indemnity Company	2%

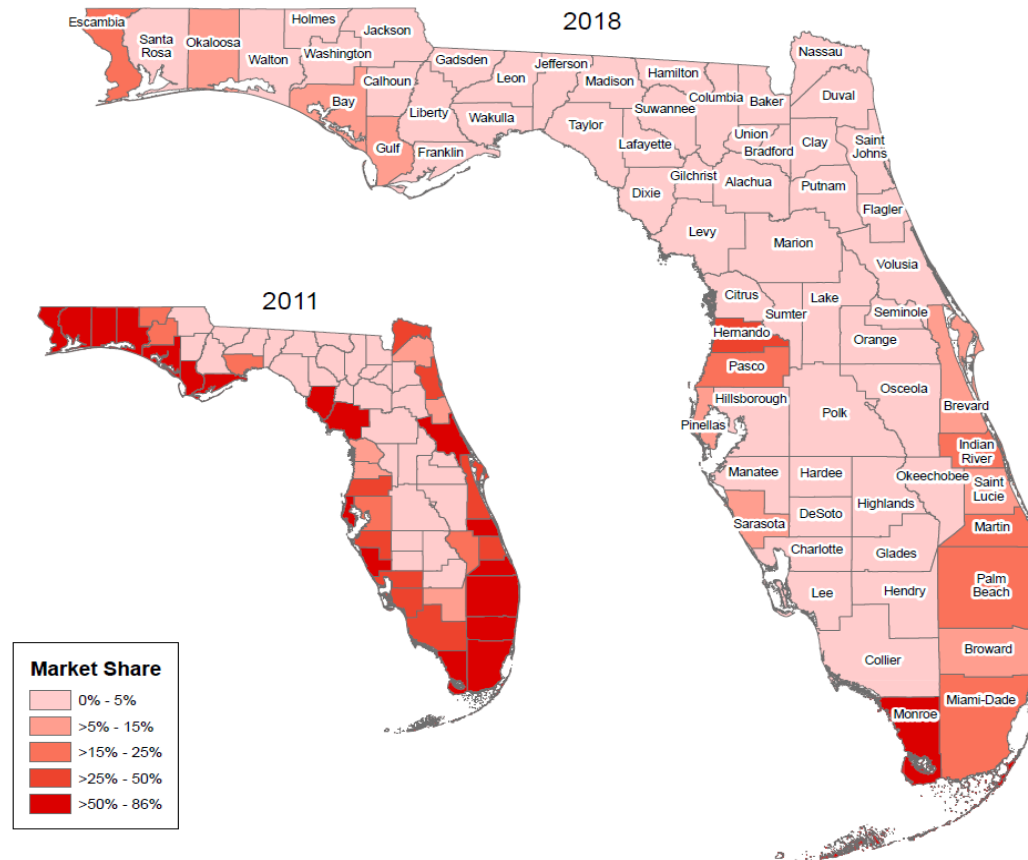
**Note:** Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report

# Citizens' Commercial Residential Property Lines

## Change in Citizens' Market Share Based on Total Insured Value

### Excludes Trade Secret Insurers

#### 2011 vs 2018



**Note:** Estimates for insurers submitting data under "Trade Secret" protection are detailed in the Data Sources section of the Corporate Analytics Market Share



**Citizens' Market Share by County**  
**Florida Commercial Residential Property**  
**Excludes Trade Secret Insurers**  
**QUASR Data as of December 31, 2018**

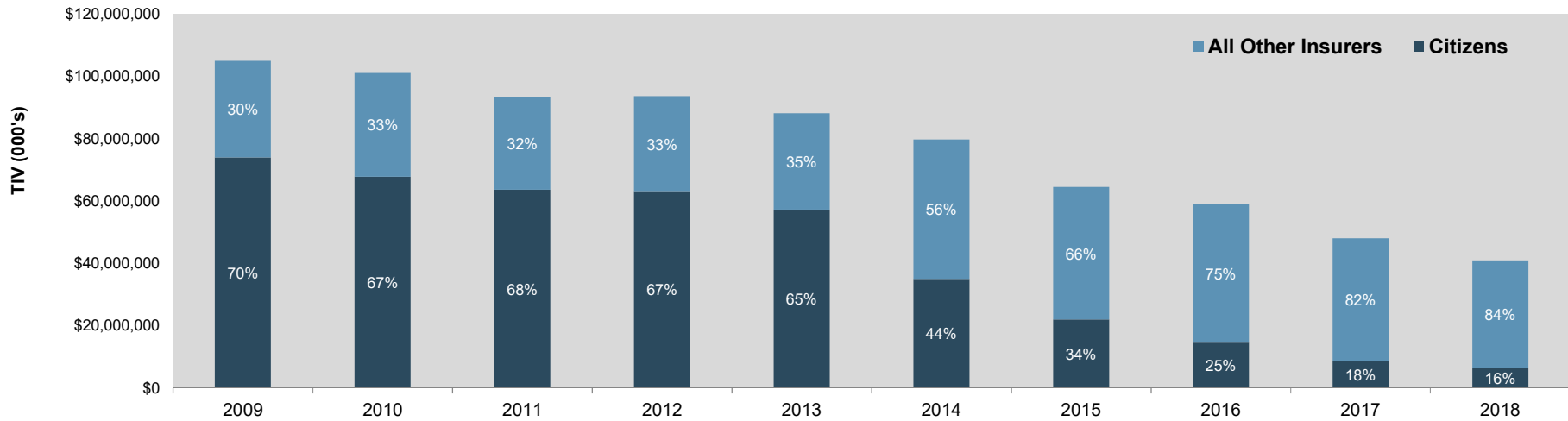
County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Alachua	\$3,264,000	0%	\$835,969,470	100%
Baker	\$0	0%	\$4,516,097	100%
Bay	\$13,378,000	7%	\$184,985,137	93%
Bradford	\$0	0%	\$14,622,272	100%
<b>Brevard</b>	<b>\$209,651,100</b>	<b>11%</b>	<b>\$1,623,821,241</b>	<b>89%</b>
<b>Broward</b>	<b>\$1,484,658,874</b>	<b>12%</b>	<b>\$11,320,525,314</b>	<b>88%</b>
Calhoun	\$0	0%	\$2,492,000	100%
Charlotte	\$27,804,400	2%	\$1,247,683,153	98%
Citrus	\$1,161,800	2%	\$72,774,925	98%
Clay	\$0	0%	\$247,079,838	100%
Collier	\$405,706,140	5%	\$7,621,194,938	95%
Columbia	\$0	0%	\$10,541,939	100%
Desoto	\$0	0%	\$52,048,800	100%
Dixie	\$0	0%	\$19,798,842	100%
Duval	\$14,099,100	1%	\$2,666,672,223	99%
<b>Escambia</b>	<b>\$38,906,800</b>	<b>16%</b>	<b>\$199,640,533</b>	<b>84%</b>
Flagler	\$0	0%	\$623,918,413	100%
Franklin	\$0	0%	\$7,928,100	100%
Gadsden	\$0	0%	\$12,537,978	100%
Gilchrist	\$0	0%	\$1,191,700	100%
Glades	\$0	0%	\$4,826,450	100%
<b>Gulf</b>	<b>\$814,000</b>	<b>11%</b>	<b>\$6,449,650</b>	<b>89%</b>
Hamilton	\$0	0%	\$2,555,465	100%
Hardee	\$0	0%	\$9,807,847	100%
Hendry	\$0	0%	\$15,212,756	100%
<b>Hernando</b>	<b>\$6,755,800</b>	<b>32%</b>	<b>\$14,608,807</b>	<b>68%</b>
Highlands	\$0	0%	\$172,530,297	100%
Hillsborough	\$113,449,400	3%	\$3,929,214,121	97%
Holmes	\$0	0%	\$8,343,788	100%
<b>Indian River</b>	<b>\$68,153,800</b>	<b>18%</b>	<b>\$315,496,276</b>	<b>82%</b>
Jackson	\$0	0%	\$30,308,180	100%
Jefferson	\$0	0%	\$4,868,406	100%
Lafayette	\$0	0%	\$2,369,200	100%
Lake	\$0	0%	\$577,513,027	100%

County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Lee	\$284,710,300	3%	\$9,247,263,938	97%
Leon	\$4,962,000	1%	\$589,547,024	99%
Levy	\$0	0%	\$3,988,300	100%
Liberty	\$0	0%	\$794,900	100%
Madison	\$0	0%	\$3,204,150	100%
Manatee	\$40,387,200	1%	\$3,305,769,089	99%
Marion	\$42,800	0%	\$314,655,734	100%
<b>Martin</b>	<b>\$119,839,510</b>	<b>21%</b>	<b>\$446,124,537</b>	<b>79%</b>
<b>Miami-Dade</b>	<b>\$3,464,079,336</b>	<b>17%</b>	<b>\$17,209,272,569</b>	<b>83%</b>
<b>Monroe</b>	<b>\$466,679,785</b>	<b>70%</b>	<b>\$203,094,141</b>	<b>30%</b>
Nassau	\$391,000	0%	\$317,117,420	100%
<b>Okaloosa</b>	<b>\$25,741,700</b>	<b>12%</b>	<b>\$193,942,371</b>	<b>88%</b>
Okeechobee	\$0	0%	\$36,616,382	100%
Orange	\$52,614,500	1%	\$4,824,102,456	99%
Osceola	\$22,648,200	1%	\$1,906,322,054	99%
<b>Palm Beach</b>	<b>\$1,453,349,402</b>	<b>19%</b>	<b>\$6,023,405,838</b>	<b>81%</b>
<b>Pasco</b>	<b>\$85,497,700</b>	<b>16%</b>	<b>\$437,250,458</b>	<b>84%</b>
<b>Pinellas</b>	<b>\$785,443,000</b>	<b>12%</b>	<b>\$5,996,640,957</b>	<b>88%</b>
Polk	\$0	0%	\$845,039,304	100%
Putnam	\$0	0%	\$44,913,427	100%
Saint Johns	\$3,684,900	0%	\$1,156,182,578	100%
<b>Saint Lucie</b>	<b>\$62,679,950</b>	<b>10%</b>	<b>\$582,344,945</b>	<b>90%</b>
Santa Rosa	\$440,000	2%	\$18,380,146	98%
Sarasota	\$308,376,543	9%	\$3,293,158,327	91%
Seminole	\$0	0%	\$1,329,788,055	100%
Sumter	\$0	0%	\$45,800,717	100%
Suwannee	\$0	0%	\$26,008,332	100%
Taylor	\$0	0%	\$7,270,911	100%
Union	\$0	0%	\$2,336,644	100%
Volusia	\$50,259,500	4%	\$1,357,583,168	96%
Wakulla	\$0	0%	\$15,507,365	100%
Walton	\$7,368,000	2%	\$303,498,622	98%
Washington	\$0	0%	\$5,063,899	100%
<b>Total</b>	<b>\$9,626,998,540</b>	<b>9%</b>	<b>\$91,956,035,940</b>	<b>91%</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) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report

**Palm Beach, Broward, & Miami-Dade Counties Historical Trends  
Policies Inforce, Total Insured Value (TIV) & Premium  
Florida Commercial Residential Property  
Excludes Trade Secret Insurers  
QUASR Data as of December 31, 2018**

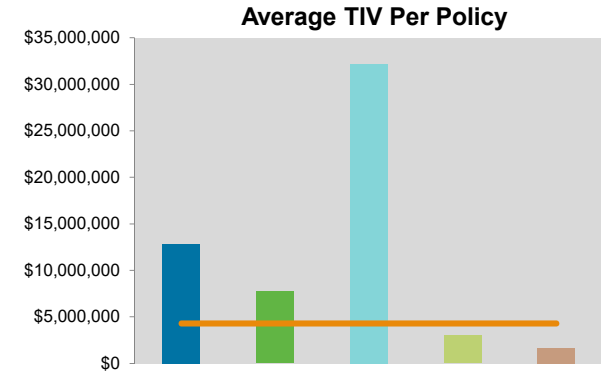
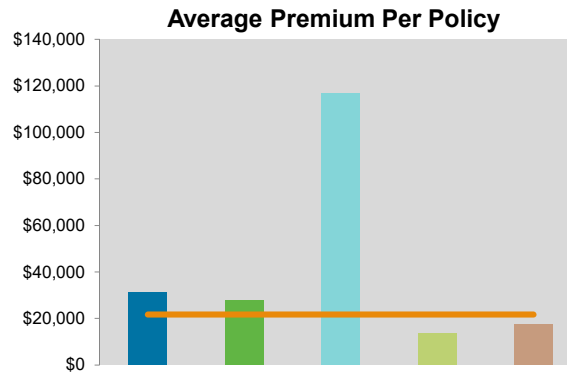
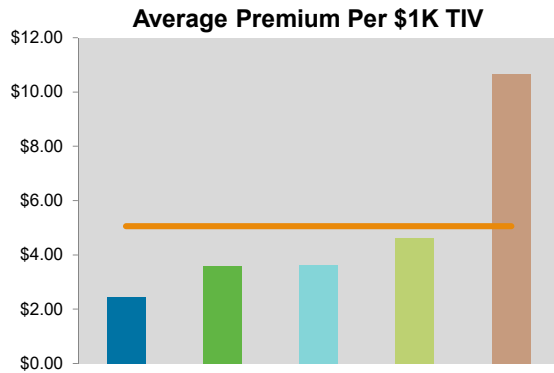


Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premiums Written (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premiums Written (\$000)
2009	12,852	73%	\$73,981,152	70%	\$336,820	74%	4,840	27%	\$30,978,994	30%	\$118,168	26%	17,692	\$104,960,146	\$454,988
2010	12,857	73%	\$67,748,418	67%	\$337,781	72%	4,805	27%	\$33,339,050	33%	\$131,152	28%	17,662	\$101,087,468	\$468,932
2011	12,335	72%	\$63,610,597	68%	\$320,491	72%	4,684	28%	\$29,725,860	32%	\$123,300	28%	17,019	\$93,336,457	\$443,791
2012	11,821	75%	\$63,141,580	67%	\$334,689	74%	4,042	25%	\$30,485,322	33%	\$116,825	26%	15,863	\$93,626,903	\$451,514
2013	10,630	76%	\$57,226,730	65%	\$315,204	70%	3,330	24%	\$30,856,381	35%	\$133,245	30%	13,960	\$88,083,111	\$448,449
2014	8,088	67%	\$34,980,997	44%	\$180,112	46%	4,052	33%	\$44,741,861	56%	\$215,379	54%	12,140	\$79,722,858	\$395,491
2015	6,037	59%	\$21,998,057	34%	\$103,547	37%	4,237	41%	\$42,468,095	66%	\$179,615	63%	10,274	\$64,466,152	\$283,163
2016	4,483	49%	\$14,579,505	25%	\$67,756	27%	4,621	51%	\$44,439,113	75%	\$183,253	73%	9,104	\$59,018,618	\$251,009
2017	3,267	44%	\$8,587,581	18%	\$41,145	13%	4,198	56%	\$39,482,300	82%	\$281,645	87%	7,465	\$48,069,881	\$322,791
2018	2,466	39%	\$6,402,088	16%	\$30,513	10%	3,919	61%	\$34,553,204	84%	\$284,824	90%	6,385	\$40,955,291	\$315,337

- Notes:**
- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
  - 2) Insurers submitting data as "Trade Secret" are excluded from all periods; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report

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

**Policies Inforce, Premium and Total Insured Value  
Florida Commercial Residential Property**  
Excludes Trade Secret Insurers  
QUASR Data as of December 31, 2018



Insurers	Policies Inforce	Premiums Written (\$000)	TIV (\$000)	Average Premium Per \$1,000 TIV	Average Premium Per Policy	Average TIV Per Policy
American Capital Assurance Corp	2,304	\$72,018	\$29,517,235	\$2.44	\$31,258	\$12,811,300
Heritage Property & Casualty Insurance Company	2,973	\$82,744	\$23,038,198	\$3.59	\$27,832	\$7,749,142
QBE Insurance Corporation	471	\$55,131	\$15,147,782	\$3.64	\$117,052	\$32,160,896
Citizens Property Insurance Corporation	3,221	\$44,531	\$9,626,999	\$4.63	\$13,825	\$2,988,823
All Other Insurers	14,728	\$258,926	\$24,252,821	\$10.68	\$17,581	\$1,646,715
<b>Total Market</b>	<b>23,697</b>	<b>\$513,351</b>	<b>\$101,583,034</b>	<b>\$5.05</b>	<b>\$21,663</b>	<b>\$4,286,747</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
- 2) Insurers submitting data as "Trade Secret" are excluded; more information can be found in the Data Sources section of the Corporate Analytics Market Share Report
- 3) Exhibit includes insurer specific data for those with greater than 5% market share by TIV