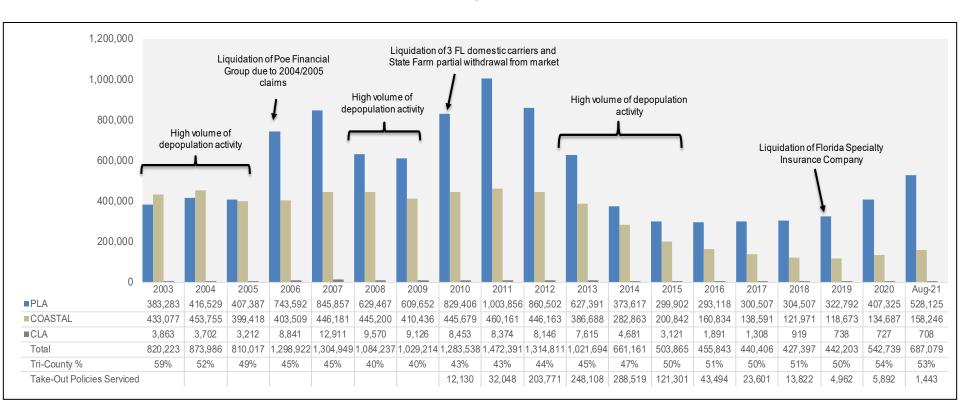
# Market Conditions Update

Kelly Booten, Chief Operating Officer





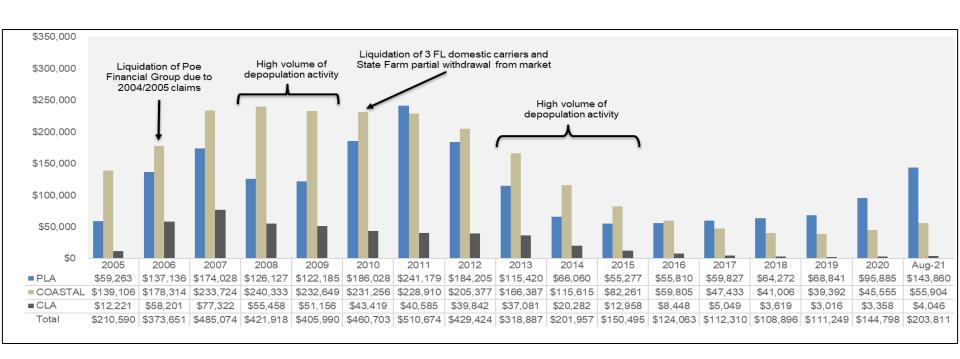
## Policies in Force by Year and Account



Note: Historical data by County prior to 2003 and for Take-Out Policies Serviced prior to 2010 are not available.



# **Exposure by Year and Account (in Millions)**

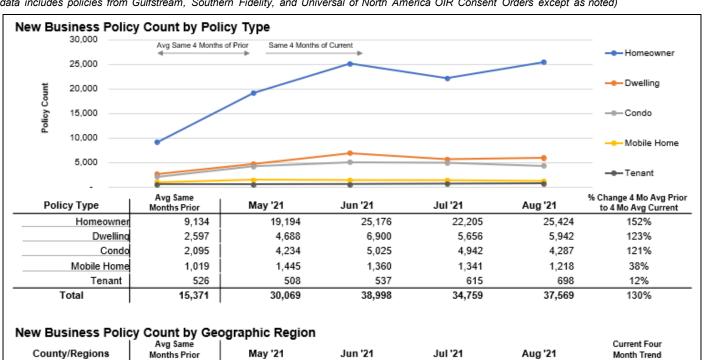




#### Citizens' New-Business Trend

#### (May '21 to Aug '21 Average Prior vs. Current) Personal Residential Policy Types

(June 2021 data includes policies from Gulfstream, Southern Fidelity, and Universal of North America OIR Consent Orders except as noted)



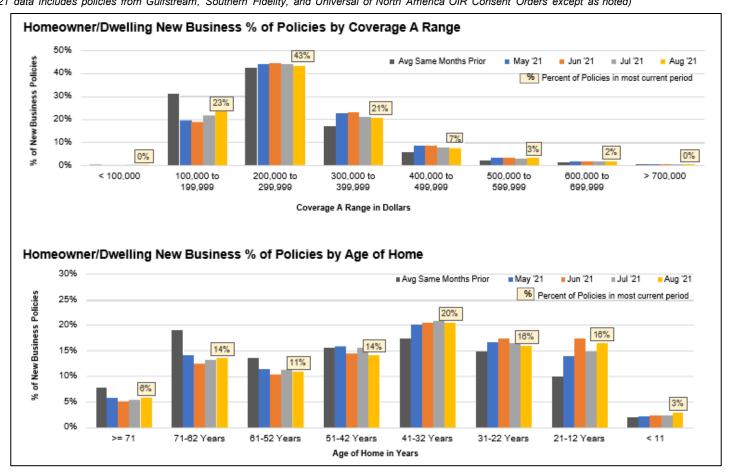
County/Regions	Avg Same Months Prior	May '21	Jun '21	Jul '21	Aug '21	Month Trend
South Florida	10,317	15,625	18,742	17,322	16,832	
Tampa Bay Area	2,043	5,073	6,116	5,640	6,280	
Southwest Florida	701	2,564	3,246	2,791	2,929	
Monroe County	317	473	517	459	457	
Orlando Area	478	1,690	2,713	2,452	2,715	
All Other Counties	1,515	4,644	7,664	6,095	8,356	
Total	15,371	30,069	38,998	34,759	37,569	
(red dot indicates the peak in the trend line)						



#### Citizens' New-Business Trend

#### (May '21 to Aug '21 Average Prior vs. Current) Personal Residential Policy Types

(June 2021 data includes policies from Gulfstream, Southern Fidelity, and Universal of North America OIR Consent Orders except as noted)

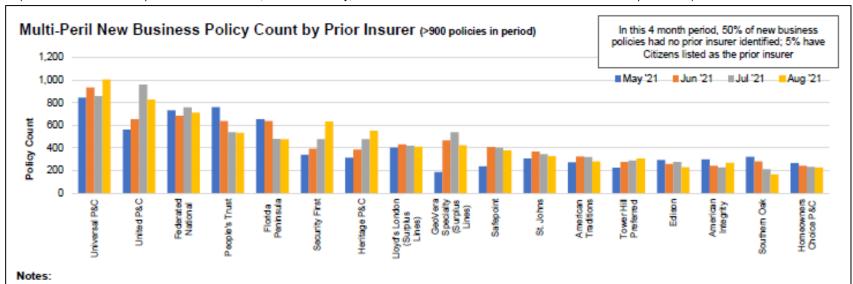




#### Citizens' New-Business Trend

#### (May '21 to Aug '21 Average Prior vs. Current) Personal Residential Policy Types

(June 2021 data includes policies from Gulfstream, Southern Fidelity, and Universal of North America OIR Consent Orders except as noted)



Policy types are defined as follows:

Homeowner - HO-3, HO-8, HW-2

Dwelling - DP-1 D, DP-3 D, DW-2

Condo - HO-6, HW-6, DP-1 C, DP-3 C

Mobile Home - MHO-3, MDP-1, MW-2, MD-1

Tenant - HO-4, HW-4, MHO-4, DP-1 T, DP-3 T

2. Regions are defined by county boundary as follows:

South Florida - Broward, Miami-Dade, Palm Beach

Tampa Bay Area - Hernando, Hillsborough, Pasco, Pinellas

Orlando Area - Lake, Orange, Osceola, Seminole, Sumter

Southwest Florida - Charlotte, Collier, Lee, Manatee, Sarasota

Monroe County - Monroe

All Other Counties - Remaining 49 Florida counties not otherwise grouped above

- 3. Prior Insurer list includes those with a multi-peril policy count greater than 900 in the current four month period; Citizens, "No Carrier Found"/"null" values and wind only policies are excluded from the graph. Wind only policies are excluded due to prior insurer information, specific to the current ex-wind policy or previous multi peril policy, which can create misleading results. Excludes Gulfstream, Southern Fidelity and Universal of North America which were listed as the prior carrier for 5,827 policies as of June 30th, 1,423 as of July 31st, and 5,237 as of August 31st.
- 4. New Business Written is the count of new bound submissions at the month end snapshot



# **Market Impacts**

- COVID
- Market Capacity Rate increases & eligibility changes
- Insolvencies, consent orders
  - Weston
  - American Capital
  - 45-day cancelations Gulf Stream, Universal Insurance Company of North America, Southern Fidelity
  - Gulfstream insolvency
- Commercial Condo Collapse (Commercial Lines & Personal Lines)