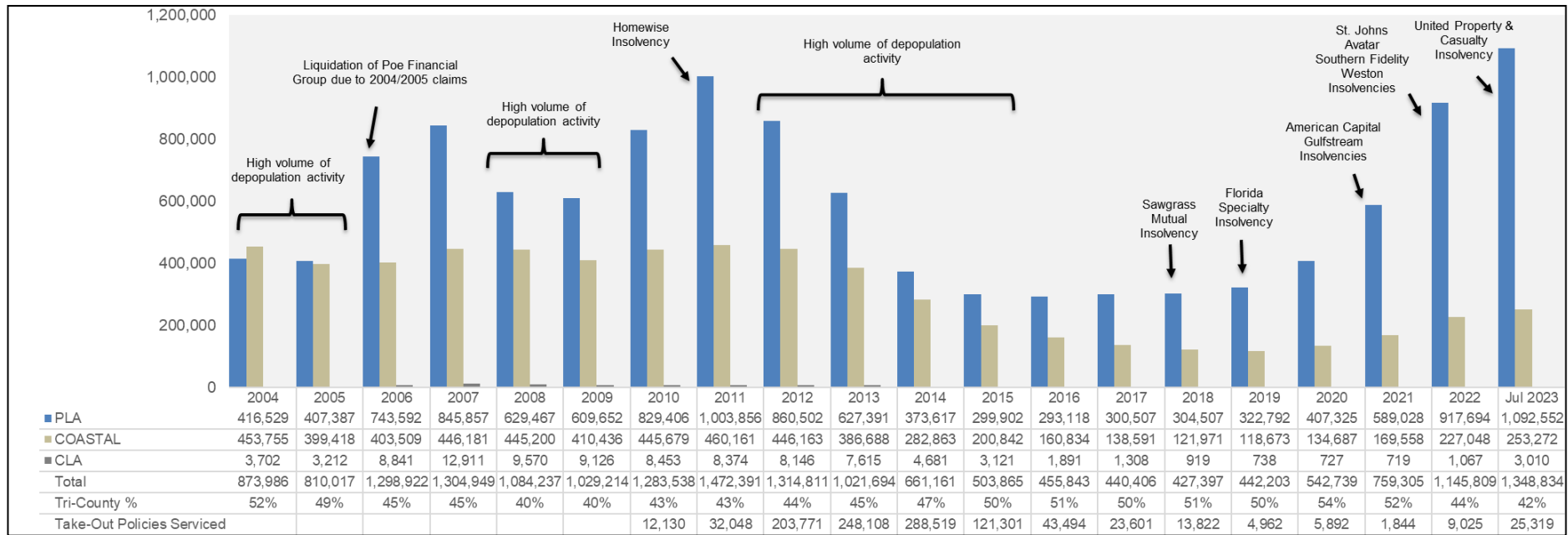


# Market Update

**Kelly Booten**, Chief Operating Officer



## Policies in Force by Year and Account

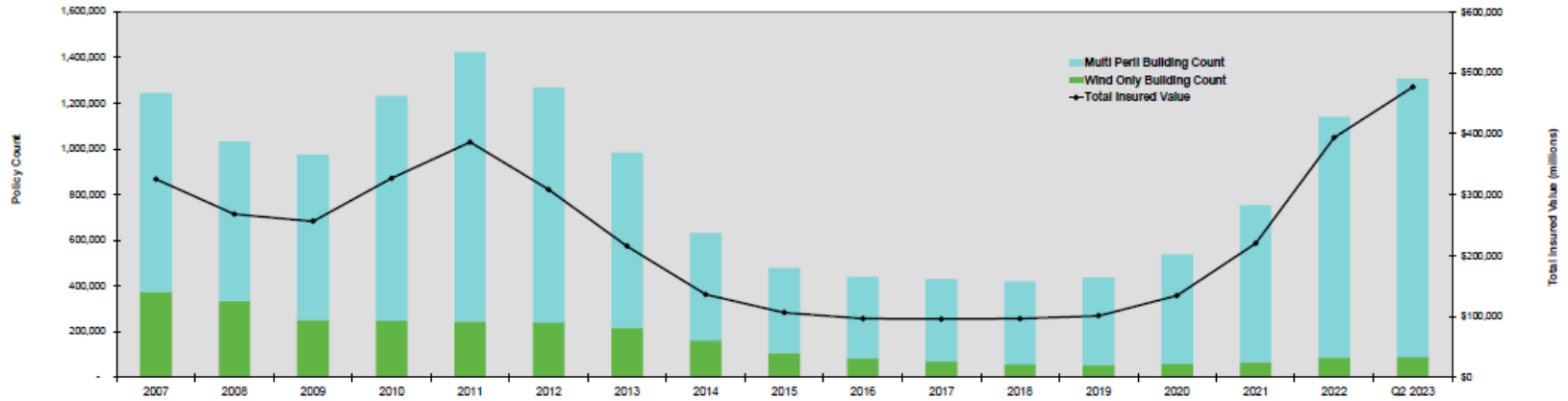


➤ Historical data for Take-Out Policies Serviced prior to 2010 are not available.

# Personal Lines

# Building Count and Total Insured Value (TIV) Trends

## Personal Lines by Multi Peril and Wind Only (Data as of June 30, 2023)

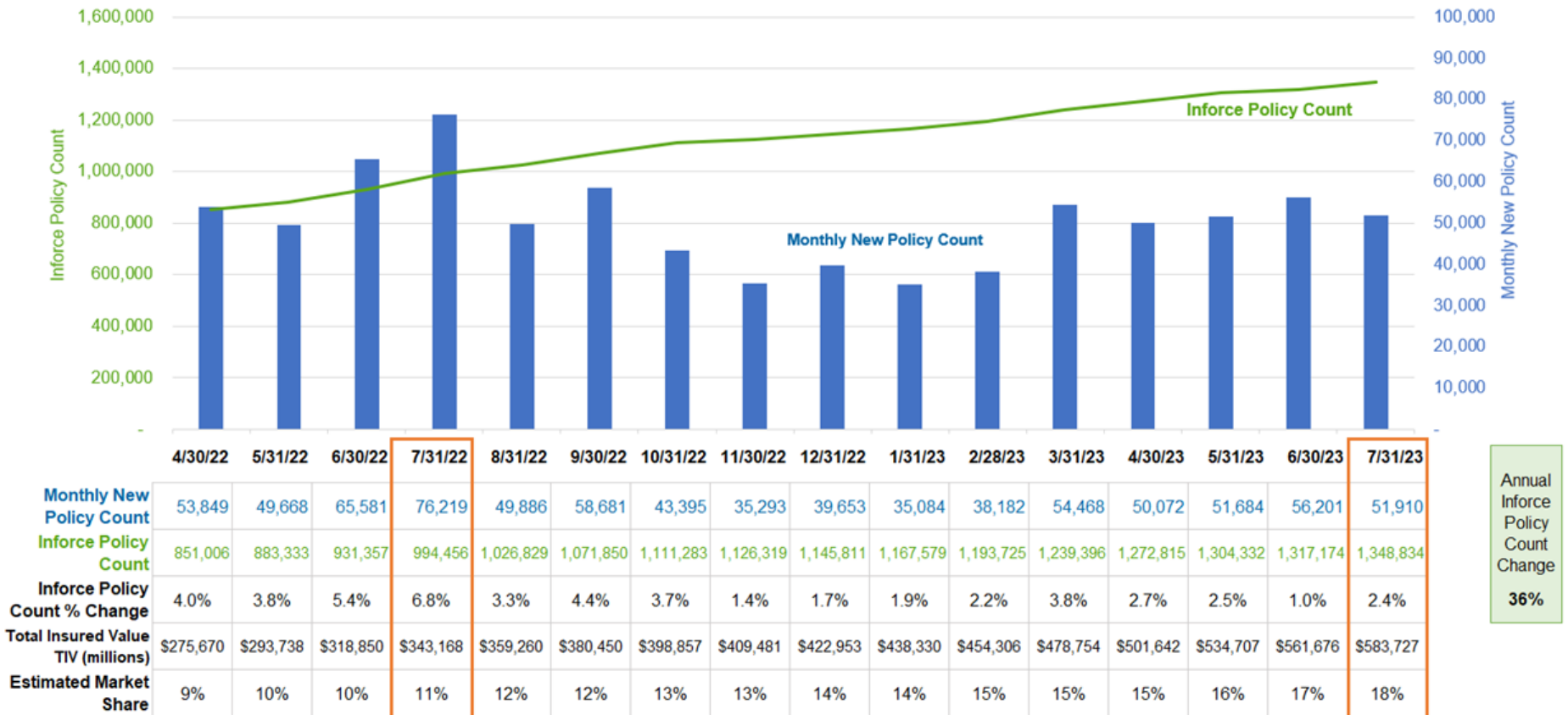


	Multi Peril				Wind Only				Total			
	Policy Count	Building Count	Premium (millions)	TIV (millions)	Policy Count	Building Count	Premium (millions)	TIV (millions)	Policy Count	Building Count	Premium (millions)	TIV (millions)
2007	870,533	870,533	\$1,507	\$190,522	368,785	374,336	\$729	\$134,791	1,239,298	1,244,869	\$2,235	\$325,313
2008	697,139	697,139	\$1,051	\$142,319	329,475	334,846	\$561	\$125,437	1,026,614	1,031,985	\$1,612	\$267,755
2009	724,213	724,213	\$1,045	\$148,840	251,287	251,599	\$441	\$107,353	975,500	975,812	\$1,488	\$256,193
2010	984,089	984,089	\$1,564	\$221,956	248,328	248,328	\$441	\$104,757	1,232,397	1,232,397	\$2,006	\$326,713
2011	1,177,854	1,177,854	\$2,010	\$281,868	245,506	245,506	\$459	\$104,268	1,423,180	1,423,180	\$2,469	\$385,937
2012	1,028,572	1,028,572	\$1,756	\$219,314	239,499	239,499	\$450	\$89,020	1,268,071	1,268,071	\$2,206	\$308,334
2013	766,386	766,386	\$1,303	\$141,697	217,243	217,243	\$432	\$73,709	983,629	983,629	\$1,735	\$215,406
2014	469,646	469,646	\$797	\$83,385	161,732	161,732	\$308	\$52,739	631,378	631,378	\$1,105	\$136,124
2015	373,415	373,415	\$594	\$68,091	106,746	106,746	\$225	\$38,322	480,161	480,161	\$818	\$106,413
2016	357,207	357,207	\$570	\$66,943	83,370	83,370	\$177	\$29,642	440,577	440,577	\$747	\$96,585
2017	361,054	361,054	\$612	\$70,792	69,599	69,599	\$152	\$24,768	430,653	430,653	\$765	\$95,561
2018	363,003	363,003	\$652	\$75,142	57,609	57,609	\$130	\$21,397	420,612	420,612	\$782	\$96,539
2019	380,495	380,495	\$683	\$79,613	56,220	56,220	\$130	\$21,481	436,715	436,715	\$813	\$101,093
2020	479,052	479,052	\$982	\$110,828	58,435	58,435	\$146	\$23,563	537,487	537,487	\$1,128	\$134,191
2021	687,133	687,133	\$1,559	\$191,132	67,342	67,342	\$179	\$28,785	754,475	754,475	\$1,738	\$219,917
2022	1,052,084	1,052,084	\$2,739	\$353,141	87,310	87,310	\$262	\$40,321	1,139,374	1,139,374	\$3,001	\$393,462
Q2 2023	1,217,080	1,217,080	\$3,360	\$433,547	90,038	90,038	\$289	\$43,008	1,307,098	1,307,098	\$3,649	\$476,556
% Change from 2022 to Q2 2023	15.7%	15.7%	22.6%	22.8%	3.1%	3.1%	10.6%	6.7%	14.7%	14.7%	21.6%	21.1%

**Notes:**

- 1) Total Insured Value for personal residential DP-1/MDP-1/MD-1 policies includes only Coverages A and C, which is the liability for these policy types as provided in the Rating Manual. All other personal residential policy forms include Coverages A, B, C and D.
- 2) Excludes takeout policies

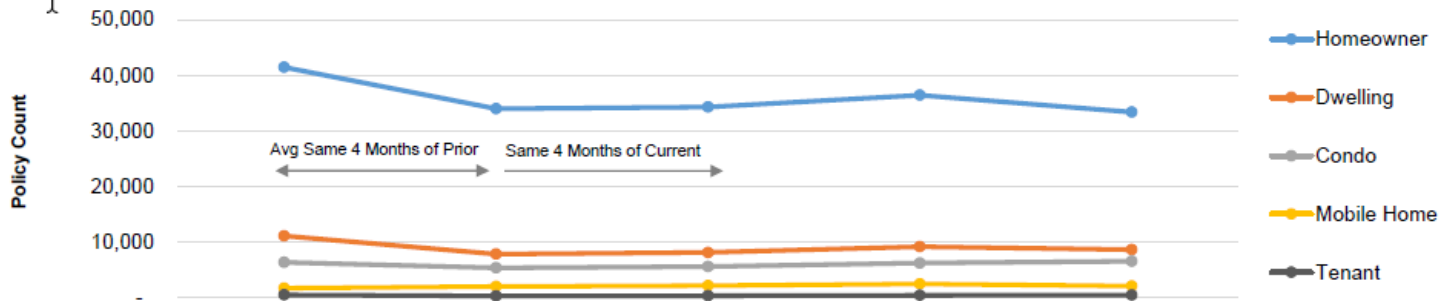
## Monthly Policy Data Residential Policy Types



Note: Market share based TIV; only includes policies with wind coverage; CNR and surplus lines not included; based on QUASR reports from 3/31/22, 9/30/22, 12/31/22, 03/31/23 - other values estimated.






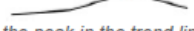

## Personal Residential Policy Types (Mar '23 to Jun '23 Average Prior vs. Current)

New Business Policy Count by Policy Type



Policy Type	Avg Same Months Prior Year	04-30-23	05-31-23	06-30-23	07-31-23	% Change 4 Mo Avg Prior to 4 Mo Avg Current
Homeowner	41,491	34,002	34,335	36,457	33,404	-17%
Dwelling	11,133	7,856	8,139	9,196	8,653	-24%
Condo	6,358	5,387	5,603	6,227	6,547	-7%
Mobile Home	1,721	2,024	2,187	2,481	2,096	28%
Tenant	505	333	357	420	469	-22%
<b>Grand Total</b>	<b>61,209</b>	<b>49,602</b>	<b>50,621</b>	<b>54,781</b>	<b>51,169</b>	<b>-16%</b>

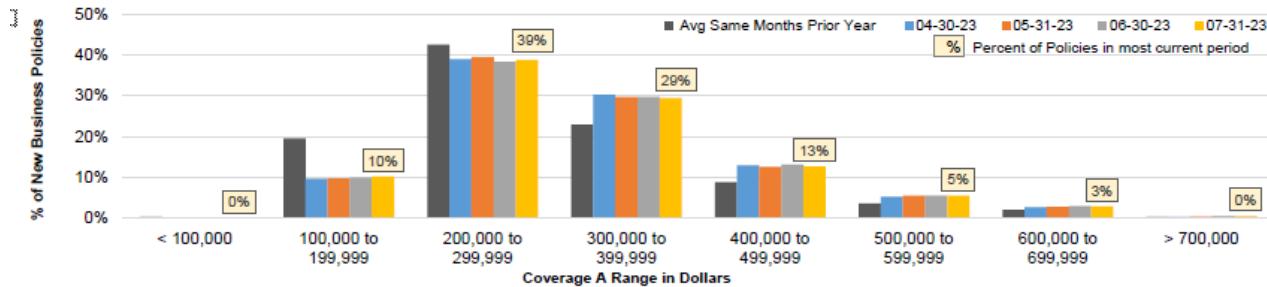
New Business Policy Count by Geographic Region

County/Regions	Avg Same Months Prior Year	04-30-23	05-31-23	06-30-23	07-31-23	Current Four Month Trend
Southeast Coast	21,881	14,583	16,314	17,605	16,833	
Tampa Bay Area	11,736	8,416	8,532	8,880	8,349	
North/Central East Coast	9,436	8,103	8,198	8,702	7,907	
Southwest Coast	5,935	7,173	5,689	5,910	5,321	
SOLO	5,290	5,691	5,910	6,629	6,167	
All Other	6,931	5,636	5,978	7,055	6,592	
<b>Grand Total</b>	<b>61,209</b>	<b>49,602</b>	<b>50,621</b>	<b>54,781</b>	<b>51,169</b>	

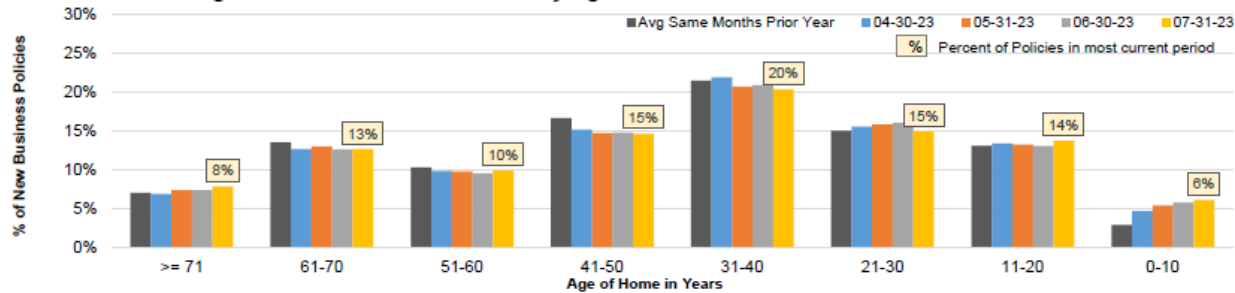
(red dot indicates the peak in the trend line)

## Personal Residential Policy Types (Mar '23 to Jun '23 Average Prior vs. Current)

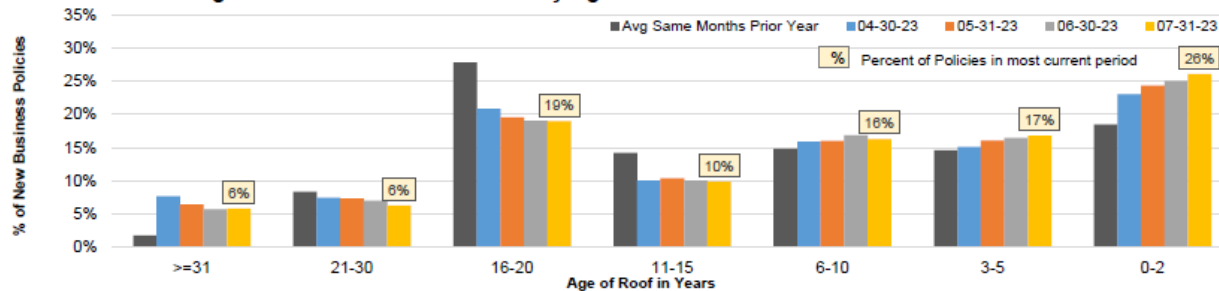
Homeowner/Dwelling New Business % of Policies by Coverage A Range



Homeowner/Dwelling New Business % of Policies by Age of Home



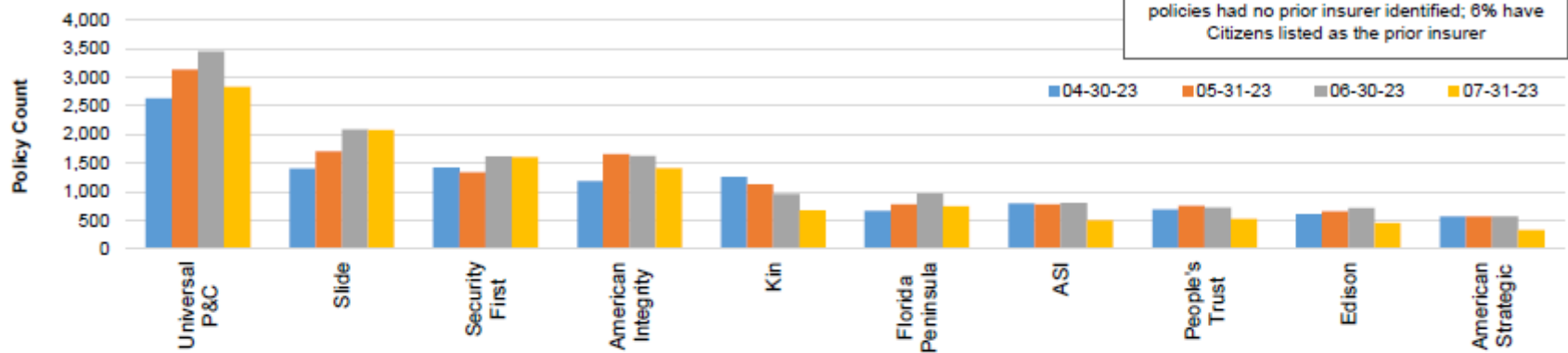
Homeowner/Dwelling New Business % of Policies by Age of Roof





## Personal Residential Policy Types (Mar '23 to Jun '23 Average Prior vs. Current)

**Multi-Peril New Business Policy Count by Prior Insurer (top 10 in period)**



**Notes:**

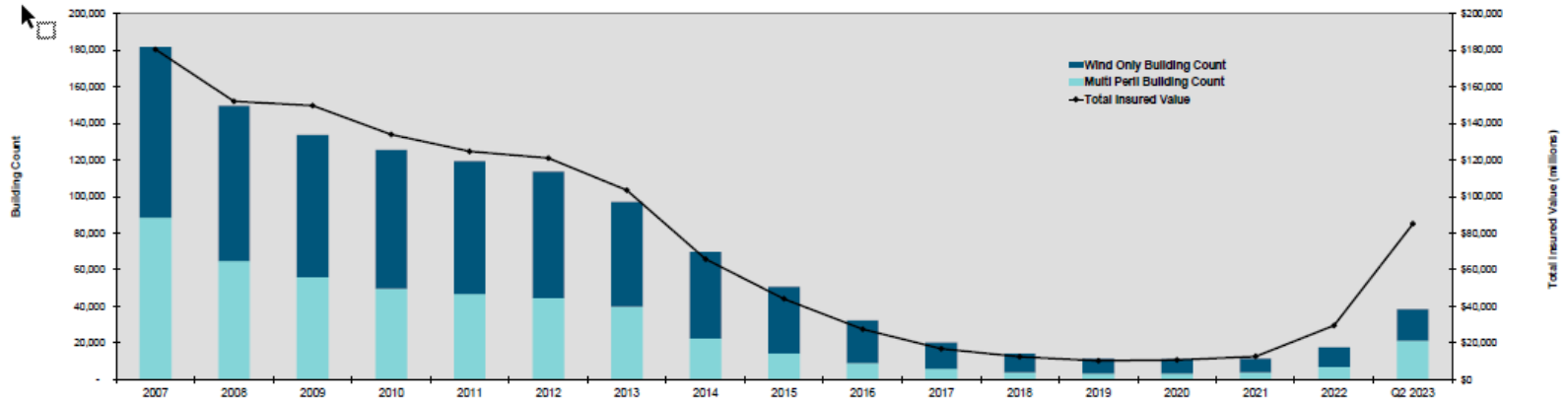
- New Business Written is the count of new bound submissions at the month end snapshot
- Policy types are defined as follows:
  - Homeowner - HO-3, HO-8, HW-2
  - Dwelling - DP-1 D, DP-3 D, DW-2
  - Condo - HO-6, HW-6, DP-1 C, DP-3 C
  - Mobile Home - MHO-3, MDP-1, MW-2, MD-1
  - Tenant - HO-4, HW-4, MHO-4, DP-1 T, DP-3 T
- Regions are defined by county boundary as follows:
  - Southeast Coast - Broward, Miami-Dade, Palm Beach, Monroe
  - Tampa Bay Area - Hernando, Hillsborough, Pasco, Pinellas
  - North/Central East Coast - Nassau, Duval, Saint Johns, Flagler, Volusia
  - Brevard, Indian River, Saint Lucie, Martin
  - Southwest Coast - Charlotte, Collier, Lee, Manatee, Sarasota
  - SOLO - Lake, Orange, Osceola, Seminole
  - All Other Counties - Remaining 41 Florida counties not otherwise grouped above
- Age of Roof is based on "Roof Update Year" where available. When it is not, "Dwelling Year Built" is used as a proxy for the age.
- Prior Insurer list includes the top 10 by policy count with a multi-peril policy 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 United P&C which was listed as the prior carrier for 4,805 policies as of April 30th.



# Commercial Lines

# Building Count and Total Insured Value (TIV) Trends

## Commercial Lines by Multi Peril and Wind Only (Data as of June 30, 2023)



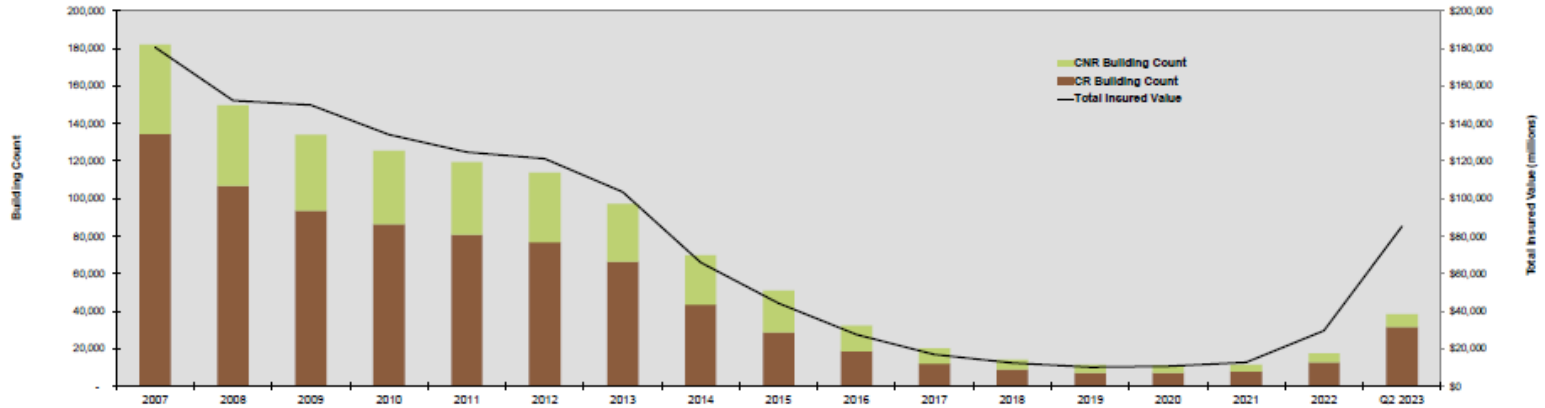
	Multi Peril				Wind Only				Total			
	Policy Count	Building Count	Premium (millions)	TIV (millions)	Policy Count	Building Count	Premium (millions)	TIV (millions)	Policy Count	Building Count	Premium (millions)	TIV (millions)
2007	11,161	88,523	\$519	\$76,304	54,490	93,406	\$455	\$104,265	65,651	181,929	\$974	\$180,569
2008	9,252	64,725	\$366	\$61,041	49,371	84,883	\$405	\$91,088	57,623	149,608	\$771	\$152,129
2009	10,028	55,982	\$318	\$65,024	43,686	77,895	\$325	\$84,774	53,714	133,877	\$643	\$149,797
2010	9,461	49,712	\$307	\$58,209	41,680	75,833	\$324	\$75,781	51,141	125,545	\$631	\$133,990
2011	9,470	46,898	\$294	\$55,496	39,761	72,440	\$309	\$69,242	49,231	119,338	\$603	\$124,738
2012	9,246	44,536	\$291	\$53,503	37,494	69,204	\$324	\$67,588	46,740	113,740	\$615	\$121,091
2013	8,752	39,981	\$285	\$50,134	29,313	57,050	\$273	\$53,348	38,065	97,031	\$557	\$103,482
2014	5,537	22,482	\$146	\$28,070	24,246	47,266	\$205	\$37,764	29,783	69,748	\$350	\$65,833
2015	3,720	14,356	\$75	\$16,555	19,984	38,493	\$156	\$27,527	23,704	50,849	\$231	\$44,082
2016	2,316	9,098	\$46	\$10,618	12,950	23,059	\$104	\$16,860	15,266	32,157	\$150	\$27,478
2017	1,587	5,817	\$26	\$6,276	8,166	14,310	\$70	\$10,473	9,753	20,127	\$96	\$16,749
2018	1,120	3,952	\$19	\$4,500	5,665	10,155	\$53	\$7,858	6,785	14,107	\$72	\$12,357
2019	894	3,208	\$15	\$3,660	4,594	8,140	\$48	\$6,495	5,488	11,348	\$61	\$10,155
2020	879	3,339	\$17	\$4,008	4,373	7,890	\$50	\$6,599	5,252	11,229	\$66	\$10,808
2021	869	3,791	\$21	\$5,066	3,961	7,623	\$57	\$7,520	4,830	11,414	\$78	\$12,586
2022	1,230	6,911	\$70	\$12,651	5,207	10,568	\$148	\$16,840	6,437	17,479	\$218	\$29,491
Q2 2023	2,950	21,147	\$234	\$34,284	7,126	17,155	\$488	\$50,836	10,076	38,302	\$723	\$85,120
% Change from 2022 to Q2 2023	139.8%	206.0%	235.6%	171.0%	36.9%	62.3%	229.5%	201.9%	56.5%	119.1%	231.4%	188.6%

**Notes:**

- 1) Commercial policy forms include building coverage, other structure coverage, and business personal property. Commercial non-residential multi-peril policies no longer include business income/extra expense beginning with June 2012 renewals and May 2012 new business.
- 2) Excludes takeout policies
- 3) Within the commercial data, commercial non-residential wind-only (CIW) counts are policy counts; building counts are unavailable. The product was phased out during 2009, with no policies remaining in force as of 12/31/09. The commercial non-residential multi-peril program was introduced in November 2008.

# Building Count and Total Insured Value (TIV) Trends

## Commercial Lines by Residential and Non-Residential (Data as of June 30, 2023)

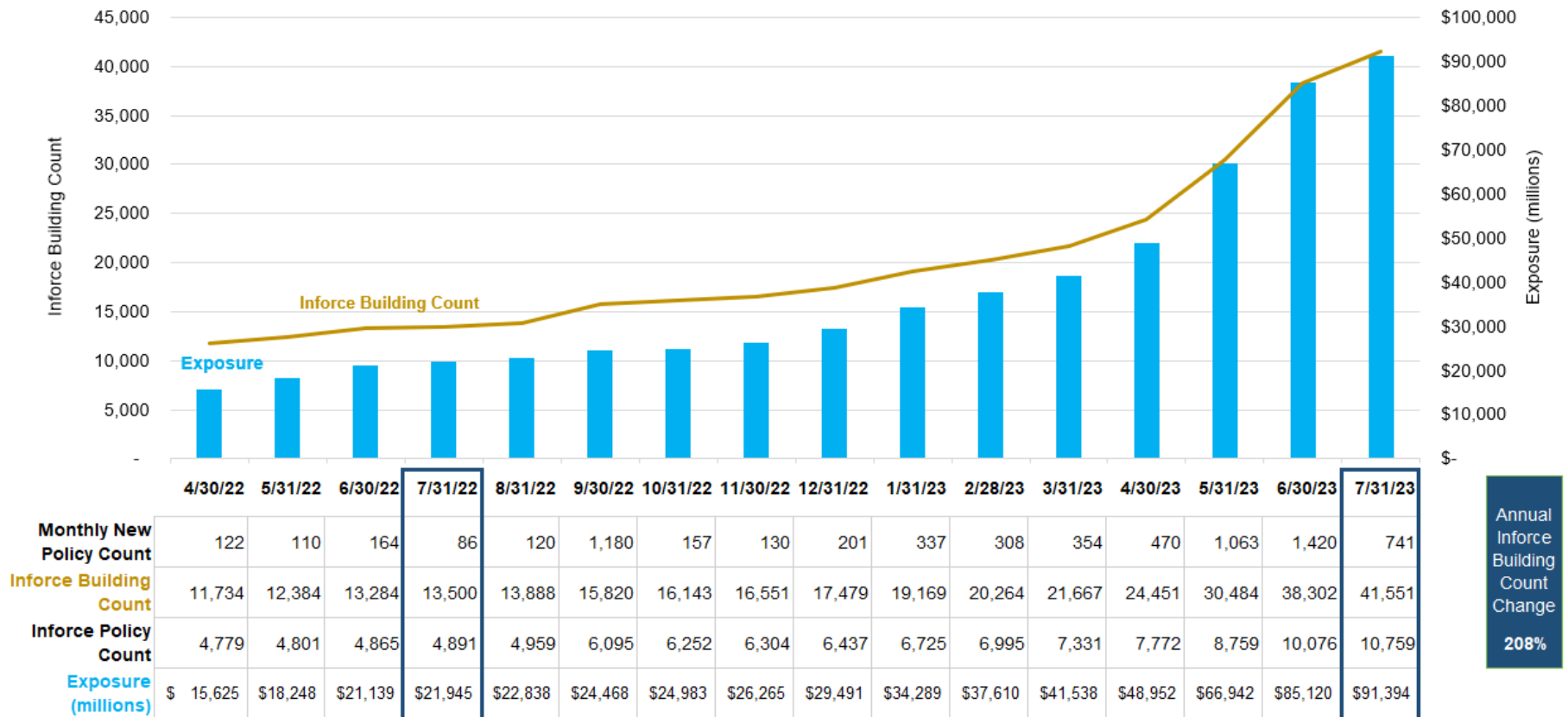


	Commercial Residential				Commercial Non-Residential				Total			
	Policy Count	Building Count	Premium (millions)	TIV (millions)	Policy Count	Building Count	Premium (millions)	TIV (millions)	Policy Count	Building Count	Premium (millions)	TIV (millions)
2007	28,504	134,280	\$889	\$159,885	37,147	47,669	\$104	\$20,683	65,651	181,929	\$974	\$180,569
2008	24,697	106,620	\$684	\$134,130	32,926	42,988	\$87	\$17,998	57,623	149,608	\$771	\$152,129
2009	23,404	93,534	\$561	\$132,325	30,310	40,343	\$82	\$17,473	53,714	133,877	\$643	\$149,797
2010	21,783	86,301	\$542	\$118,885	29,378	39,244	\$89	\$17,105	51,141	125,545	\$631	\$133,990
2011	20,776	80,824	\$508	\$107,853	28,455	38,514	\$94	\$16,885	49,231	119,338	\$603	\$124,738
2012	19,741	76,803	\$517	\$104,764	26,999	36,837	\$97	\$16,327	46,740	113,740	\$615	\$121,091
2013	16,620	66,341	\$464	\$89,346	21,445	30,690	\$93	\$14,135	38,065	97,031	\$557	\$103,482
2014	11,626	43,347	\$282	\$53,508	18,157	26,401	\$88	\$12,325	29,783	69,748	\$350	\$65,833
2015	8,315	28,615	\$153	\$33,723	15,389	22,234	\$79	\$10,359	23,704	50,849	\$231	\$44,082
2016	5,929	18,478	\$95	\$20,946	9,337	13,679	\$56	\$6,532	15,266	32,157	\$150	\$27,478
2017	4,266	11,978	\$58	\$12,700	5,487	8,149	\$38	\$4,049	9,753	20,127	\$96	\$16,749
2018	3,221	8,837	\$45	\$9,627	3,564	5,270	\$28	\$2,730	6,785	14,107	\$72	\$12,357
2019	2,641	7,121	\$37	\$7,927	2,847	4,227	\$24	\$2,228	5,488	11,348	\$61	\$10,155
2020	2,566	7,155	\$41	\$8,457	2,686	4,074	\$25	\$2,151	5,252	11,229	\$66	\$10,608
2021	2,440	7,674	\$53	\$10,564	2,390	3,740	\$25	\$2,021	4,830	11,414	\$78	\$12,586
2022	3,252	12,695	\$183	\$26,949	3,185	4,784	\$35	\$2,542	6,437	17,479	\$218	\$29,491
Q2 2023	5,786	31,480	\$662	\$80,864	4,290	6,822	\$61	\$4,257	10,076	38,302	\$723	\$85,120
% Change from 2007 to Q2 2023	77.9%	148.0%	262.4%	200.1%	34.7%	42.6%	71.6%	67.5%	56.5%	119.1%	231.4%	188.6%

**Notes:**

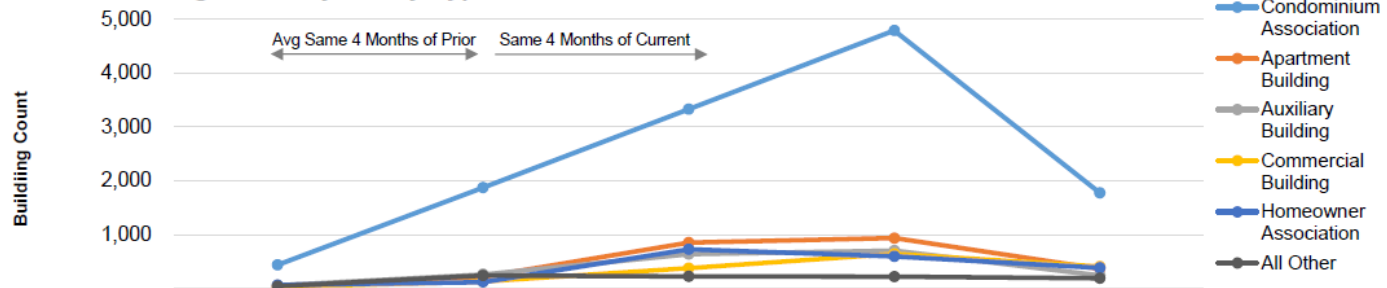
- Commercial policy forms include building coverage, other structure coverage, and business personal property. Commercial non-residential multi-peril policies no longer include business income/extra expense beginning with June 2012 renewals and May 2012 new business.
- Excludes takeout policies
- Within the commercial data, commercial non-residential wind-only (CIW) counts are policy counts; building counts are unavailable. The product was phased out during 2009, with no policies remaining in force as of 12/31/09. The commercial non-residential multi-peril program was introduced in November 2008.

## Monthly Policy Data Commercial Policy Types



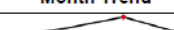






## Commercial Policy Types (Apr '23 to Jul '23 Average Prior vs. Current)

**New Business Building Count by Policy Type**



Policy Type	Avg Same Months Prior Year	04-30-23	05-31-23	06-30-23	07-31-23	4 Mo Avg Current minus 4 Mo Avg Prior
Condominium Association	438	1,873	3,331	4,791	1,777	2,505
Apartment Building	20	220	854	937	367	575
Auxiliary Building	62	263	642	705	244	402
Commercial Building	30	133	382	645	409	362
Homeowner Association	66	122	732	597	385	393
All Other	41	244	226	222	191	180
<b>Total</b>	<b>657</b>	<b>2,855</b>	<b>6,167</b>	<b>7,897</b>	<b>3,373</b>	<b>4,416</b>

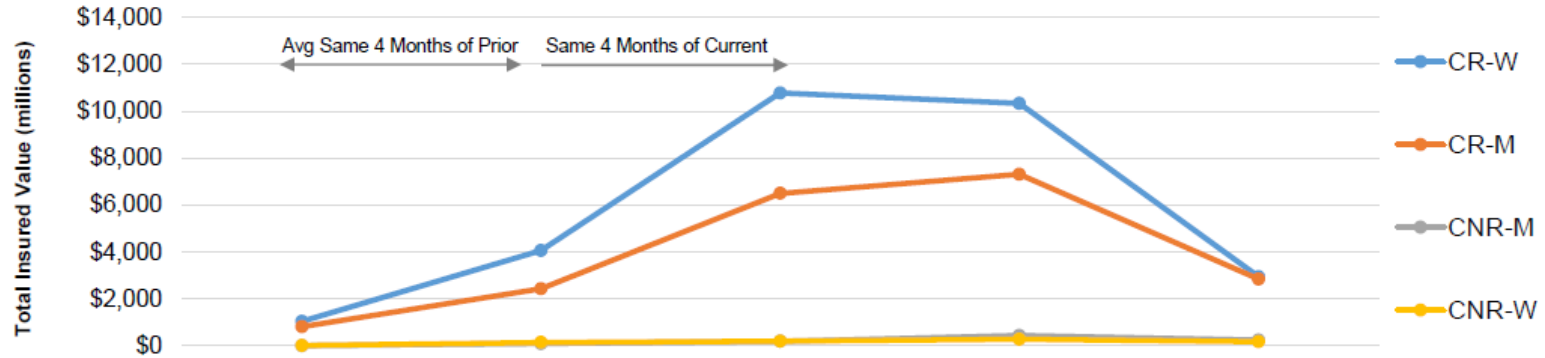
**New Business Building Count by Geographic Region**

County/Regions	Avg Same Months Prior Year	04-30-23	05-31-23	06-30-23	07-31-23	Current Four Month Trend
Southeast Coast	401	1,568	2,790	4,344	2,127	
Tampa Bay Area	67	227	1,095	745	255	
North/Central East Coast	62	278	1,115	886	280	
Southwest Coast	101	225	773	1,243	296	
SOLO	0	11	55	319	191	
All Other	24	546	339	360	224	
<b>Total</b>	<b>655</b>	<b>2,855</b>	<b>6,167</b>	<b>7,897</b>	<b>3,373</b>	

*(red dot indicates the peak in the trend line)*

## Commercial Policy Types (Apr '23 to Jul '23 Average Prior vs. Current)

**New Business Total Insured Value (\$000,000) by Product**

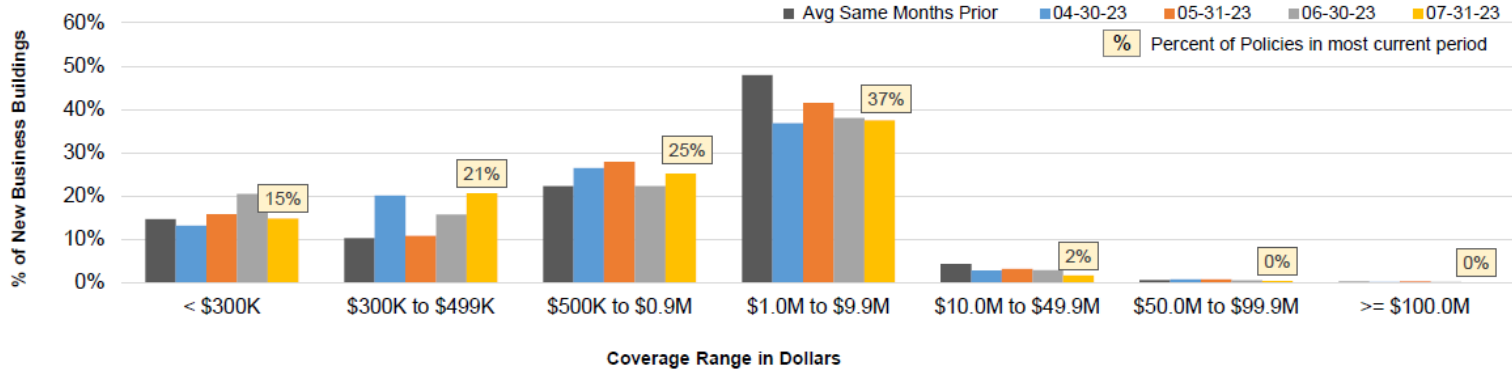


Product Type	Avg Same Months Prior Year	04-30-23	05-31-23	06-30-23	07-31-23	4 Mo Avg Current minus 4 Mo Avg Prior
CR-W	\$1,053	\$4,067	\$10,777	\$10,335	\$2,952	\$5,980
CR-M	\$816	\$2,445	\$6,503	\$7,311	\$2,848	\$3,960
CNR-M	\$12	\$102	\$203	\$448	\$253	\$239
CNR-W	\$20	\$157	\$210	\$290	\$187	\$191
<b>Total</b>	<b>\$1,902</b>	<b>\$6,771</b>	<b>\$17,693</b>	<b>\$18,384</b>	<b>\$6,240</b>	<b>\$10,370</b>



## Commercial Policy Types (Apr '23 to Jul '23 Average Prior vs. Current)

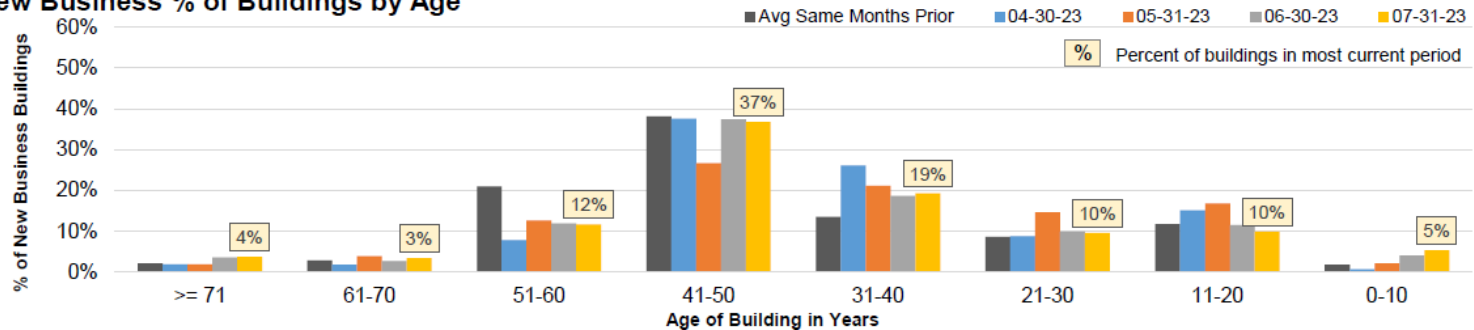
### New Business % of Buildings by Coverage Range



### New Business A-Rated Building Count

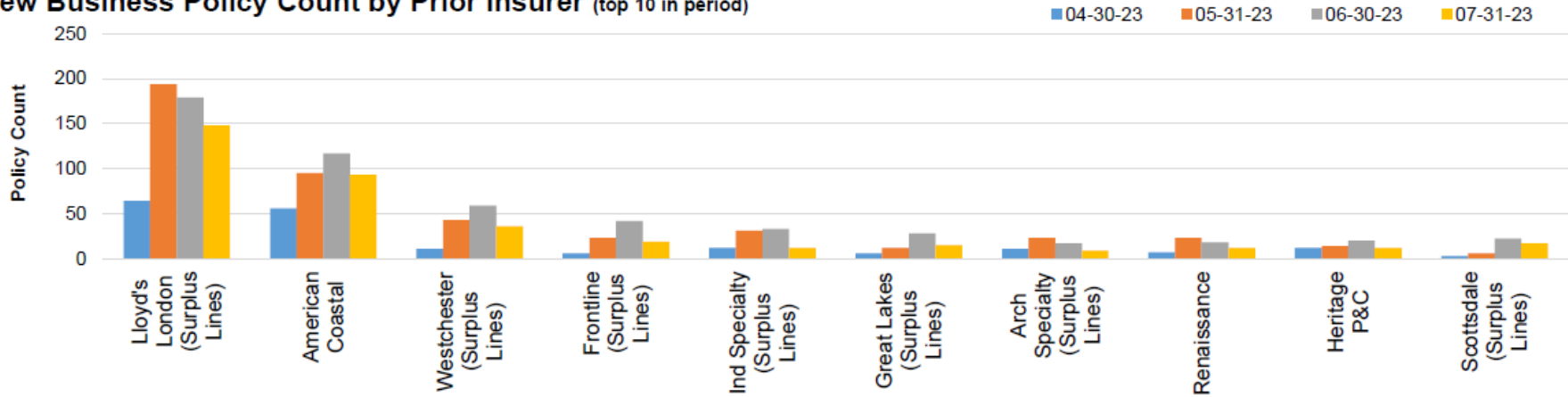
	Avg Same Months Prior Year	04-30-23	05-31-23	06-30-23	07-31-23	4 Mo Avg Current minus 4 Mo Avg Prior
CR-W	20	82	199	209	47	115
CR-M	12	19	58	64	20	28
<b>Total</b>	<b>32</b>	<b>101</b>	<b>257</b>	<b>273</b>	<b>67</b>	<b>143</b>

### New Business % of Buildings by Age



## Commercial Policy Types (Apr '23 to Jul '23 Average Prior vs. Current)

**New Business Policy Count by Prior Insurer (top 10 in period)**



**Notes:**

1. New Business Written is the count of new bound submissions at the month end snapshot
2. Building counts do not include special items such as pools, light poles, etc.
3. For Policy Type, Auxiliary Buildings includes clubhouses, guard houses, etc. and All Other includes Commercial Condos, Hotel, Nursing Home, etc.
4. Regions are defined by county boundary as follows:
  - Southeast Coast - Broward, Miami-Dade, Palm Beach, Monroe
  - Tampa Bay Area - Hernando, Hillsborough, Pasco, Pinellas
  - North/Central East Coast - Nassau, Duval, Saint Johns, Flagler, Volusia
  - Brevard, Indian River, Saint Lucie, Martin
  - Southwest Coast - Charlotte, Collier, Lee, Manatee, Sarasota
  - SOLO - Lake, Orange, Osceola, Seminole
  - All Other Counties - Remaining 41 Florida counties not otherwise grouped above
5. Commercial Product Types:
  - CR-W = Commercial Residential Wind Only
  - CR-M = Commercial Residential Multiperil
  - CNR-M = Commercial Non-Residential Multiperil
  - CNR-W = Commercial Non-Residential Wind Only
6. Prior Insurer list includes the top 10 by policy count; Citizens and "No Carrier Found"/"null" values are excluded from the graph.