



# Florida Residential Property Market Share

September 30, 2016 Report



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# Data Sources

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

- Quarterly data from fourth quarter 2002 through third quarter 2016
- 09/30/2016 data provided by the OIR on 11/28/2016. Any submissions/changes made after this date will not be reflected in this report.
- Commercial non-residential data is not reported in QUASR and is therefore not included in this analysis (As of 09/30/2016, CNR-M and CNR-W made up approximately 4% of Citizens' building counts)
- State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. Several exhibits reflect values for State Farm Florida as reported for fourth quarter 2013.
- During the 3<sup>rd</sup> quarter of 2010, State Farm resubmitted data for 1Q2009 through 2Q2010. The totals remained the same but the aggregate change was a reduction in the policies in personal lines and an increase in commercial lines. This analysis reflects updated data.

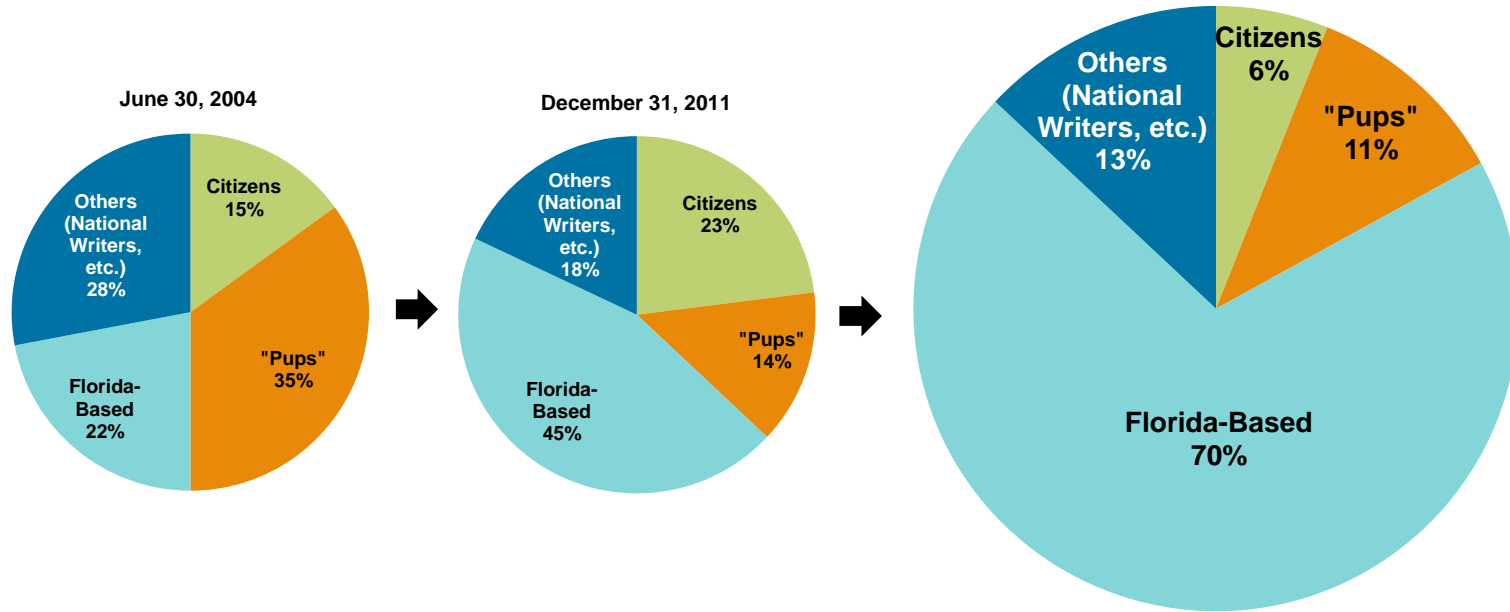
**SNL Financial data** – Reported to the National Association of Insurance Commissioners (NAIC) by insurance carriers and collected, standardized and disseminated by SNL

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

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

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

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



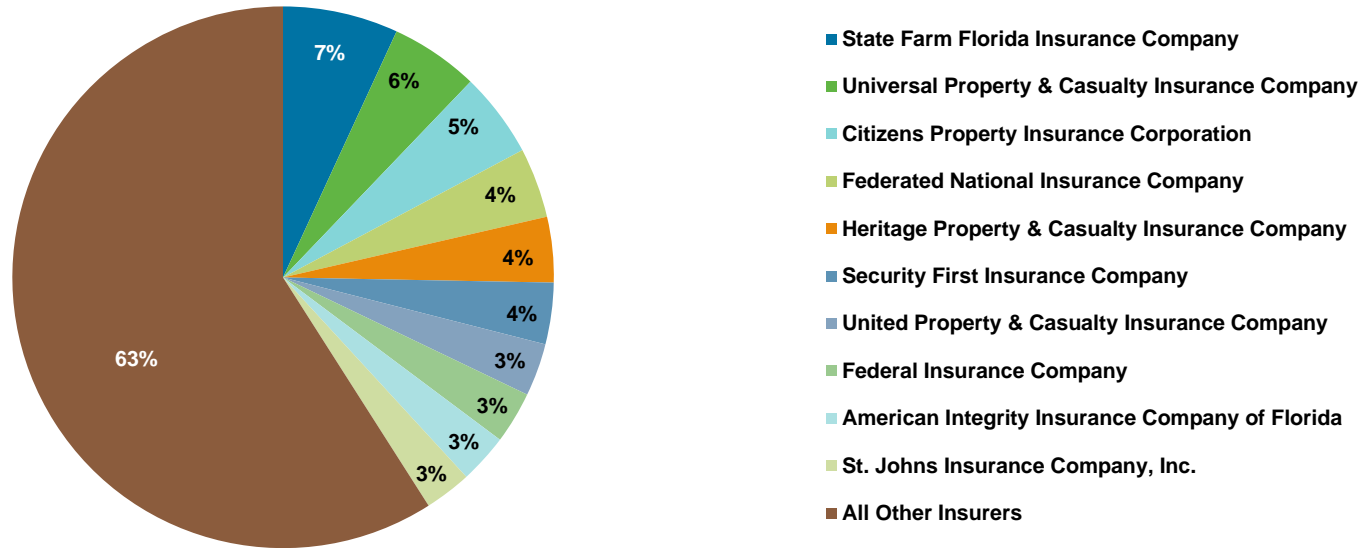
Insurer Category	Total Insured Value
Citizens	\$123,867,971,682
"Pups"	\$234,271,295,168
Florida-Based	\$1,529,536,242,811
Others	\$271,630,466,716
<b>Total</b>	<b>\$2,159,305,976,377</b>

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

**Notes:**

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

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



Insurers	As of 09/30/16	As of 12/31/15				
	Total Insured Value (\$000)	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
<i>State Farm Florida Insurance Company</i>	\$172,186,772	\$583,950	\$1,033,773	56%	69%	42%
Universal Property & Casualty Insurance Company	\$132,146,813	\$622,964	\$256,987	242%	75%	41%
Citizens Property Insurance Corporation	\$126,898,187	\$577,999	\$7,389,692	8%	113%	64%
Federated National Insurance Company	\$104,677,630	\$241,362	\$145,135	166%	90%	56%
Heritage Property & Casualty Insurance Company	\$97,770,128	\$391,728	\$216,423	181%	81%	45%
Security First Insurance Company	\$91,924,488	\$141,645	\$55,321	256%	96%	66%
United Property & Casualty Insurance Company	\$79,047,767	\$369,935	\$135,288	273%	93%	56%
Federal Insurance Company	\$77,517,939	\$7,338,204	\$13,278,705	55%	85%	54%
American Integrity Insurance Company of Florida	\$73,706,525	\$108,461	\$67,639	160%	84%	50%
St. Johns Insurance Company, Inc.	\$69,983,684	\$34,092	\$50,220	68%	97%	96%
All Other Insurers	\$1,478,279,758	-	-	-	-	-
<b>Total</b>	<b>\$2,331,952,920</b>	-	-	-	-	-

**Notes:**

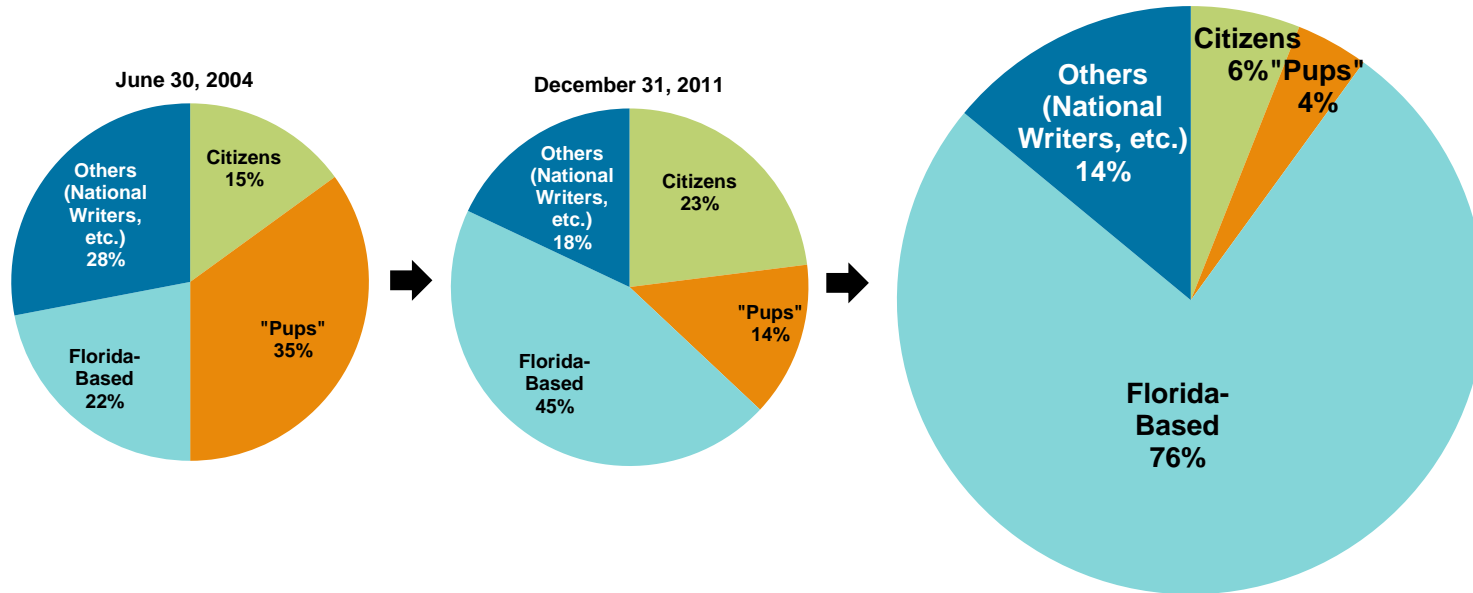
- 1) Includes admitted insurers (and Citizens) writing personal and commercial residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects Total Insured Value for State Farm Florida as reported on 12/31/13.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

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

Insurers	All Policies						Policies w/ Wind Coverage					
	Policies Inforce	Mkt Share	Total Insured Value	Mkt Share	Premiums Written	Mkt Share	Policies Inforce	Mkt Share	Total Insured Value	Mkt Share	Premiums Written	Mkt Share
State Farm Florida Insurance Company	389,109	6%	\$172,186,771,951	7%	\$655,530,740	6%	353,011	6%	\$153,554,899,421	7%	\$613,478,860	6%
Universal Property & Casualty Insurance Company	572,865	9%	132,146,812,546	6%	865,757,692	8%	555,287	9%	128,899,785,911	6%	851,834,422	8%
Citizens Property Insurance Corporation	479,195	7%	126,898,187,232	5%	913,057,290	9%	459,797	8%	123,867,971,682	6%	899,215,187	9%
Federated National Insurance Company	271,461	4%	104,677,630,091	4%	470,751,079	4%	260,696	4%	102,180,522,628	5%	463,320,685	5%
Heritage Property & Casualty Insurance Company	247,406	4%	97,770,127,638	4%	581,217,656	5%	239,140	4%	94,989,191,203	4%	571,118,137	6%
Security First Insurance Company	328,266	5%	91,924,488,285	4%	343,571,231	3%	322,048	5%	90,071,876,464	4%	339,401,551	3%
United Property & Casualty Insurance Company	184,465	3%	79,047,767,229	3%	328,832,895	3%	176,002	3%	75,127,459,953	3%	321,948,912	3%
Federal Insurance Company	33,102	1%	77,517,939,038	3%	191,287,021	2%	21,161	0%	57,477,572,203	3%	152,238,382	1%
American Integrity Insurance Company of Florida	229,098	4%	73,706,525,285	3%	252,432,488	2%	228,389	4%	73,551,514,452	3%	251,996,204	2%
St. Johns Insurance Company, Inc.	166,942	3%	69,983,684,208	3%	254,025,194	2%	165,867	3%	69,492,455,675	3%	253,103,914	2%
All Other Insurers	3,913,320	61%	1,478,279,758,468	63%	6,483,550,472	61%	3,638,740	60%	1,343,647,626,206	62%	6,158,809,266	60%
<b>Total</b>	<b>6,426,120</b>	<b>100%</b>	<b>\$2,331,952,920,021</b>	<b>100%</b>	<b>\$10,684,483,018</b>	<b>100%</b>	<b>6,067,127</b>	<b>100%</b>	<b>\$2,159,305,976,377</b>	<b>100%</b>	<b>\$10,262,986,660</b>	<b>100%</b>

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

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



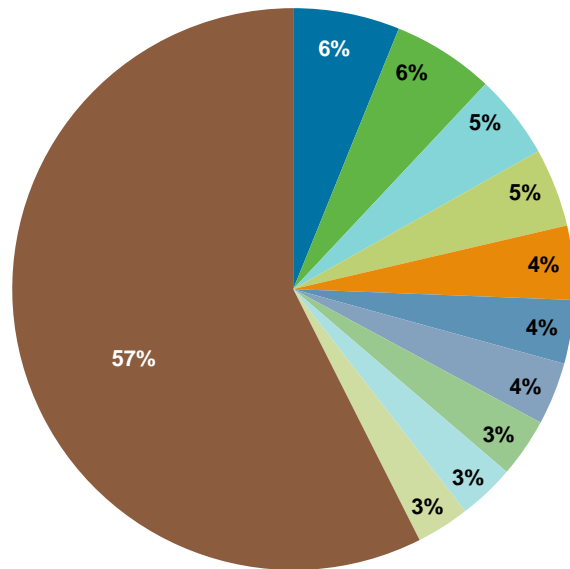
Insurer Category	Total Insured Value
Citizens	\$123,867,971,682
"Pups"	\$80,716,395,747
Florida-Based	\$1,529,536,242,811
Others	\$271,630,466,716
<b>Total</b>	<b>\$2,005,751,076,956</b>

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

**Notes:**

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

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



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

Insurers	As of 09/30/16	As of 12/31/15				
	Total Insured Value (\$000)	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
Universal Property & Casualty Insurance Company	\$132,146,813	\$622,964	\$256,987	242%	75%	41%
Citizens Property Insurance Corporation	\$126,898,187	\$577,999	\$7,389,692	8%	113%	64%
Federated National Insurance Company	\$104,677,630	\$241,362	\$145,135	166%	90%	56%
Heritage Property & Casualty Insurance Company	\$97,770,128	\$391,728	\$216,423	181%	81%	45%
Security First Insurance Company	\$91,924,488	\$141,645	\$55,321	256%	96%	66%
United Property & Casualty Insurance Company	\$79,047,767	\$369,935	\$135,288	273%	93%	56%
Federal Insurance Company	\$77,517,939	\$7,338,204	\$13,278,705	55%	85%	54%
American Integrity Insurance Company of Florida	\$73,706,525	\$108,461	\$67,639	160%	84%	50%
St. Johns Insurance Company, Inc.	\$69,983,684	\$34,092	\$50,220	68%	97%	96%
Tower Hill Prime Insurance Company	\$65,971,745	\$40,801	\$79,761	51%	121%	81%
All Other Insurers	\$1,240,121,242	-	-	-	-	-
<b>Total</b>	<b>\$2,159,766,148</b>	-	-	-	-	-

**Notes:**

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



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

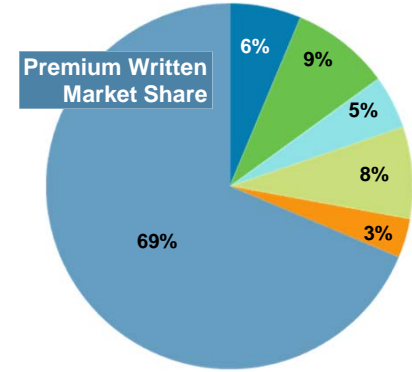
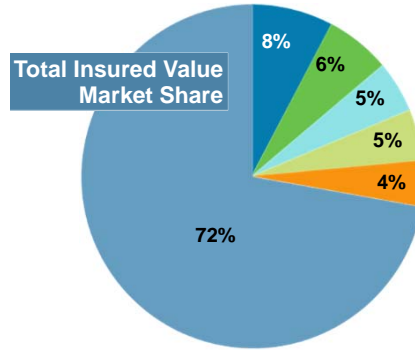
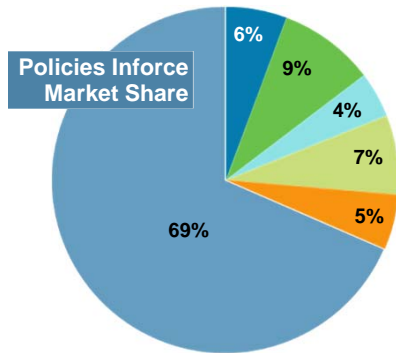
Insurers	All Policies						Policies w/ Wind Coverage					
	Policies Inforce	Mkt Share	Total Insured Value	Mkt Share	Premiums Written	Mkt Share	Policies Inforce	Mkt Share	Total Insured Value	Mkt Share	Premiums Written	Mkt Share
Universal Property & Casualty Insurance Company	572,865	9%	\$132,146,812,546	6%	\$865,757,692	9%	555,287	10%	\$128,899,785,911	6%	\$851,834,422	9%
Citizens Property Insurance Corporation	479,195	8%	126,898,187,232	6%	913,057,290	9%	459,797	8%	123,867,971,682	6%	899,215,187	9%
Federated National Insurance Company	271,461	4%	104,677,630,091	5%	470,751,079	5%	260,696	5%	102,180,522,628	5%	463,320,685	5%
Heritage Property & Casualty Insurance Company	247,406	4%	97,770,127,638	5%	581,217,656	6%	239,140	4%	94,989,191,203	5%	571,118,137	6%
Security First Insurance Company	328,266	5%	91,924,488,285	4%	343,571,231	3%	322,048	6%	90,071,876,464	4%	339,401,551	4%
United Property & Casualty Insurance Company	184,465	3%	79,047,767,229	4%	328,832,895	3%	176,002	3%	75,127,459,953	4%	321,948,912	3%
Federal Insurance Company	33,102	1%	77,517,939,038	4%	191,287,021	2%	21,161	0%	57,477,572,203	3%	152,238,382	2%
American Integrity Insurance Company of Florida	229,098	4%	73,706,525,285	3%	252,432,488	3%	228,389	4%	73,551,514,452	4%	251,996,204	3%
St. Johns Insurance Company, Inc.	166,942	3%	69,983,684,208	3%	254,025,194	3%	165,867	3%	69,492,455,675	3%	253,103,914	3%
Tower Hill Prime Insurance Company	144,638	2%	65,971,744,507	3%	240,375,329	2%	134,775	2%	60,659,996,802	3%	227,208,412	2%
All Other Insurers	3,379,573	56%	1,240,121,242,010	57%	5,587,644,403	56%	3,150,954	55%	1,129,432,729,983	56%	5,318,121,993	55%
<b>Total</b>	<b>6,037,011</b>	<b>100%</b>	<b>\$2,159,766,148,070</b>	<b>100%</b>	<b>\$10,028,952,278</b>	<b>100%</b>	<b>5,714,116</b>	<b>100%</b>	<b>\$2,005,751,076,956</b>	<b>100%</b>	<b>\$9,649,507,800</b>	<b>100%</b>

**Notes:**

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

# Personal Residential

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



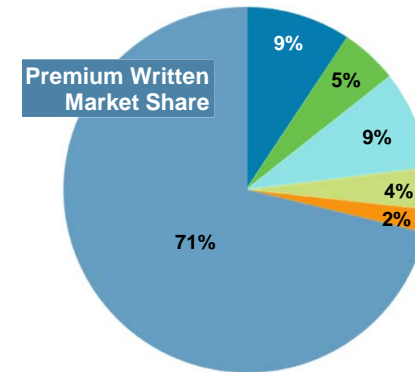
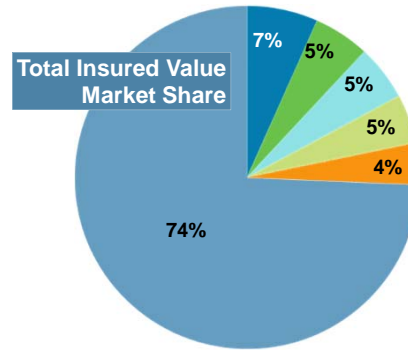
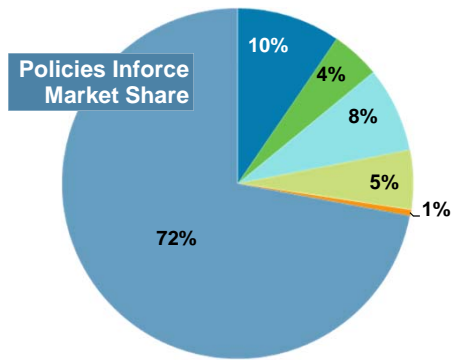
■ State Farm Florida Insurance Company  
■ Universal Property & Casualty Insurance Company  
■ Federated National Insurance Company  
■ Citizens Property Insurance Corporation  
■ Security First Insurance Company  
■ All Other Insurers

Insurers	Policies Inforce	Policies Inforce Market Share %	Total Insured Value (TIV) for All Policies	TIV Market Share %	Premiums Written	Premium Market Share %
	(1)	(2) = (1)/ Total(1)	(3)	(4) = (3)/ Total(3)	(5)	(6) = (5)/ Total(5)
State Farm Florida Insurance Company	361,493	6%	\$166,191,317,715	8%	\$625,980,431	6%
Universal Property & Casualty Insurance Company	572,865	9%	\$132,146,812,546	6%	\$865,757,692	9%
Federated National Insurance Company	271,461	4%	\$104,677,630,091	5%	\$470,751,079	5%
Citizens Property Insurance Corporation	472,849	7%	\$104,277,275,478	5%	\$810,406,987	8%
Security First Insurance Company	328,266	5%	\$91,924,488,285	4%	\$343,571,231	3%
Federal Insurance Company	33,089	1%	\$77,491,575,915	4%	\$191,238,929	2%
United Property & Casualty Insurance Company	184,076	3%	\$75,696,402,365	4%	\$315,303,236	3%
American Integrity Insurance Company of Florida	229,098	4%	\$73,706,525,285	3%	\$252,432,488	3%
Heritage Property & Casualty Insurance Company	243,874	4%	\$71,506,652,360	3%	\$458,826,920	5%
St. Johns Insurance Company, Inc.	166,942	3%	\$69,983,684,208	3%	\$254,025,194	3%
Tower Hill Prime Insurance Company	142,693	2%	\$63,829,582,330	3%	\$226,176,536	2%
First Protective Insurance Company	99,458	2%	\$59,381,198,451	3%	\$252,250,196	3%
AIG Property Casualty Company	14,867	0%	\$56,741,575,908	3%	\$165,436,508	2%
United Services Automobile Association	124,004	2%	\$55,002,612,628	3%	\$266,165,015	3%
People's Trust Insurance Company	150,077	2%	\$47,801,422,575	2%	\$272,874,102	3%
Homeowners Choice Property & Casualty Insurance Company, Inc.	146,260	2%	\$46,000,295,784	2%	\$360,401,608	4%
ASI Preferred Insurance Corp.	122,263	2%	\$45,861,231,220	2%	\$143,392,391	1%
Olympus Insurance Company	82,791	1%	\$45,557,370,053	2%	\$137,503,937	1%
Florida Peninsula Insurance Company	117,720	2%	\$43,681,164,567	2%	\$254,957,779	3%
Ark Royal Insurance Company	96,058	2%	\$33,633,631,596	2%	\$113,113,581	1%
All Other Insurers	2,408,142	38%	\$689,811,394,574	32%	\$3,161,836,209	32%
<b>Total</b>	<b>6,368,346</b>	<b>100%</b>	<b>\$2,154,903,843,935</b>	<b>100%</b>	<b>\$9,942,402,049</b>	<b>100%</b>

**Notes:**

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

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



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

Insurers	Policies Inforce	Policies Inforce Market Share %	Total Insured Value (TIV) for All Policies	TIV Market Share %	Premiums Written	Premium Market Share %
	(1)	(2) = (1)/ Total(1)	(3)	(4) = (3)/ Total(3)	(5)	(6) = (5)/ Total(5)
Universal Property & Casualty Insurance Company	572,865	10%	\$132,146,812,546	7%	\$865,757,692	9%
Federated National Insurance Company	271,461	5%	\$104,677,630,091	5%	\$470,751,079	5%
Citizens Property Insurance Corporation	472,849	8%	\$104,277,275,478	5%	\$810,406,987	9%
Security First Insurance Company	328,266	5%	\$91,924,488,285	5%	\$343,571,231	4%
Federal Insurance Company	33,089	1%	\$77,491,575,915	4%	\$191,238,929	2%
United Property & Casualty Insurance Company	184,076	3%	\$75,696,402,365	4%	\$315,303,236	3%
American Integrity Insurance Company of Florida	229,098	4%	\$73,706,525,285	4%	\$252,432,488	3%
Heritage Property & Casualty Insurance Company	243,874	4%	\$71,506,652,360	4%	\$458,826,920	5%
St. Johns Insurance Company, Inc.	166,942	3%	\$69,983,684,208	4%	\$254,025,194	3%
Tower Hill Prime Insurance Company	142,693	2%	\$63,829,582,330	3%	\$226,176,536	2%
First Protective Insurance Company	99,458	2%	\$59,381,198,451	3%	\$252,250,196	3%
AIG Property Casualty Company	14,867	0%	\$56,741,575,908	3%	\$165,436,508	2%
United Services Automobile Association	124,004	2%	\$55,002,612,628	3%	\$266,165,015	3%
People's Trust Insurance Company	150,077	2%	\$47,801,422,575	2%	\$272,874,102	3%
Homeowners Choice Property & Casualty Insurance Company, Inc.	146,260	2%	\$46,000,295,784	2%	\$360,401,608	4%
ASI Preferred Insurance Corp.	122,263	2%	\$45,861,231,220	2%	\$143,392,391	2%
Olympus Insurance Company	82,791	1%	\$45,557,370,053	2%	\$137,503,937	1%
Florida Peninsula Insurance Company	117,720	2%	\$43,681,164,567	2%	\$254,957,779	3%
Ark Royal Insurance Company	96,058	2%	\$33,633,631,596	2%	\$113,113,581	1%
Florida Family Insurance Company	100,333	2%	\$32,243,771,610	2%	\$110,296,146	1%
All Other Insurers	2,307,809	38%	\$657,567,622,965	33%	\$3,051,540,063	33%
<b>Total</b>	<b>6,006,853</b>	<b>100%</b>	<b>\$1,988,712,526,220</b>	<b>100%</b>	<b>\$9,316,421,618</b>	<b>100%</b>

**Notes:**

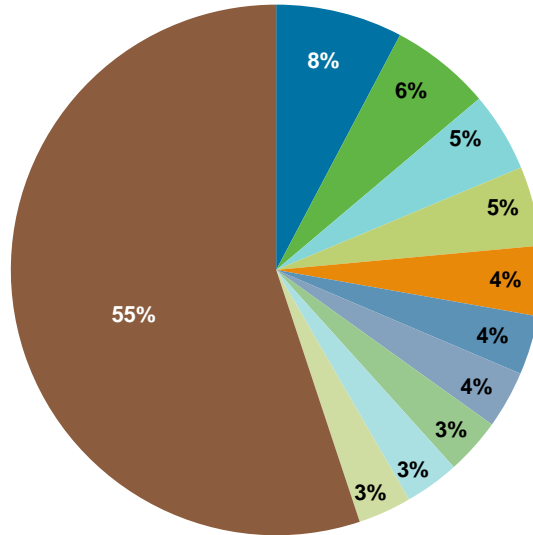
- Includes admitted insurers (and Citizens) writing personal residential property statewide
- State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. They represented 361,493 policies (6%), \$166B in TIV (8%) and \$626M in premium (6%) for personal residential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

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

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

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

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



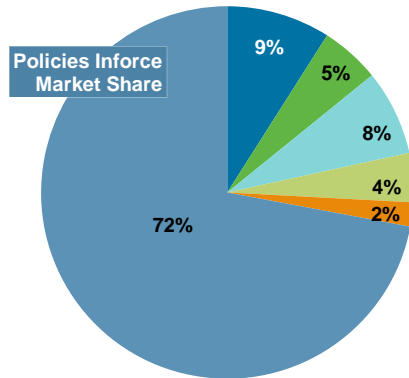
- State Farm Florida Insurance Company
- Universal Property & Casualty Insurance Company
- Federated National Insurance Company
- Citizens Property Insurance Corporation
- Security First Insurance Company
- Federal Insurance Company
- United Property & Casualty Insurance Company
- American Integrity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

Insurers	As of 09/30/16		As of 12/31/15			
	Total Insured Value (\$000)	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
<i>State Farm Florida Insurance Company</i>	\$166,191,318	\$583,950	\$1,033,773	56%	69%	42%
Universal Property & Casualty Insurance Company	\$132,146,813	\$622,964	\$256,987	242%	75%	41%
Federated National Insurance Company	\$104,677,630	\$241,362	\$145,135	166%	90%	56%
Citizens Property Insurance Corporation	\$104,277,275	\$577,999	\$7,389,692	8%	113%	64%
Security First Insurance Company	\$91,924,488	\$141,645	\$55,321	256%	96%	66%
Federal Insurance Company	\$77,491,576	\$7,338,204	\$13,278,705	55%	85%	54%
United Property & Casualty Insurance Company	\$75,696,402	\$369,935	\$135,288	273%	93%	56%
American Integrity Insurance Company of Florida	\$73,706,525	\$108,461	\$67,639	160%	84%	50%
Heritage Property & Casualty Insurance Company	\$71,506,652	\$391,728	\$216,423	181%	81%	45%
St. Johns Insurance Company, Inc.	\$69,983,684	\$34,092	\$50,220	68%	97%	96%
All Other Insurers	\$1,187,301,480	-	-	-	-	-
<b>Total</b>	<b>\$2,154,903,844</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

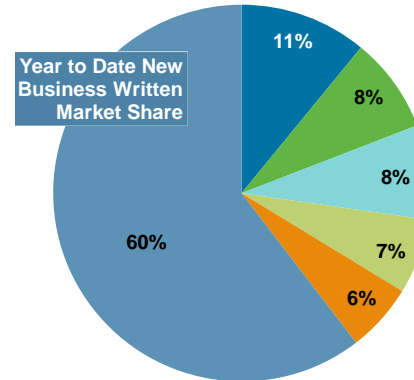
**Notes:**

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

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



■ Universal Property & Casualty Insurance Company  
 ■ Citizens Property Insurance Corporation  
 ■ American Bankers Insurance Company of Florida



■ Security First Insurance Company  
 ■ Federated National Insurance Company  
 ■ All Other Insurers

Insurers	Year to Date New Business Written	Policies Inforce	Total Insured Value for All Policies	Premiums Written
Universal Property & Casualty Insurance Company	117,829	572,865	\$132,146,812,546	\$865,757,692
Security First Insurance Company	88,196	328,266	\$91,924,488,285	\$343,571,231
Citizens Property Insurance Corporation	87,627	472,849	\$104,277,275,478	\$810,406,987
Federated National Insurance Company	69,510	271,461	\$104,677,630,091	\$470,751,079
American Bankers Insurance Company of Florida	63,289	133,281	\$2,944,165,747	\$29,802,793
American Integrity Insurance Company of Florida	44,614	229,098	\$73,706,525,285	\$252,432,488
American Modern Insurance Company of Florida, Inc.	35,047	60,533	\$2,614,140,000	\$25,945,549
First Protective Insurance Company	30,257	99,458	\$59,381,198,451	\$252,250,196
Castle Key Indemnity Company	28,429	100,634	\$16,068,686,992	\$72,898,093
People's Trust Insurance Company	26,283	150,077	\$47,801,422,575	\$272,874,102
ASI Preferred Insurance Corp.	24,952	122,263	\$45,861,231,220	\$143,392,391
United Property & Casualty Insurance Company	20,544	184,076	\$75,696,402,365	\$315,303,236
Tower Hill Prime Insurance Company	20,358	142,693	\$63,829,582,330	\$226,176,536
St. Johns Insurance Company, Inc.	19,373	166,942	\$69,983,684,208	\$254,025,194
Edison Insurance Company	18,496	22,674	\$10,103,837,257	\$35,821,498
Florida Peninsula Insurance Company	17,818	117,720	\$43,681,164,567	\$254,957,779
Heritage Property & Casualty Insurance Company	17,760	243,874	\$71,506,652,360	\$458,826,920
United Services Automobile Association	16,642	124,004	\$55,002,612,628	\$266,165,015
Praetorian Insurance Company	14,800	25,244	\$332,621,500	\$4,334,498
Cypress Property & Casualty Insurance Company	14,532	68,363	\$14,023,401,396	\$71,274,986
All Other Insurers	300,427	2,731,971	\$1,069,340,308,653	\$4,515,433,786
<b>Total</b>	<b>1,076,783</b>	<b>6,368,346</b>	<b>\$2,154,903,843,935</b>	<b>\$9,942,402,049</b>

**Notes:**

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



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

Top 10 Insurers by Total Insured Value (TIV)			
Prior Analysis 06/30/16		Current Analysis 09/30/16	
Insurer Name	TIV Market Share	Insurer Name	TIV Market Share
<i>State Farm Florida Insurance Company</i>	8%	<i>State Farm Florida Insurance Company</i>	8%
Universal Property & Casualty Insurance Company	6%	Universal Property & Casualty Insurance Company	6%
Federated National Insurance Company	5%	Federated National Insurance Company	5%
Citizens Property Insurance Corporation	5%	Citizens Property Insurance Corporation	5%
Security First Insurance Company	4%	Security First Insurance Company	4%
Federal Insurance Company	4%	Federal Insurance Company	4%
United Property & Casualty Insurance Company	4%	United Property & Casualty Insurance Company	4%
Heritage Property & Casualty Insurance Company	3%	American Integrity Insurance Company of Florida	3%
American Integrity Insurance Company of Florida	3%	Heritage Property & Casualty Insurance Company	3%
St. Johns Insurance Company, Inc.	3%	St. Johns Insurance Company, Inc.	3%

Top 10 Insurers by New Business			
Prior Analysis 06/30/16		Current Analysis 09/30/16	
Insurer Name	# New Policies Market Share	Insurer Name	# New Policies Market Share
Universal Property & Casualty Insurance Company	11%	Universal Property & Casualty Insurance Company	11%
American Bankers Insurance Company of Florida	9%	Security First Insurance Company	8%
Security First Insurance Company	8%	Citizens Property Insurance Corporation	8%
Citizens Property Insurance Corporation	8%	Federated National Insurance Company	6%
Federated National Insurance Company	7%	American Bankers Insurance Company of Florida	6%
American Integrity Insurance Company of Florida	4%	American Integrity Insurance Company of Florida	4%
First Protective Insurance Company	3%	American Modern Insurance Company of Florida, Inc.	3%
American Modern Insurance Company of Florida, Inc.	3%	First Protective Insurance Company	3%
Castle Key Indemnity Company	3%	Castle Key Indemnity Company	3%
People's Trust Insurance Company	2%	People's Trust Insurance Company	2%

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



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

County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Alachua	\$109,660,335	0%	\$22,142,048,189	100%
Baker	\$14,041,117	1%	\$1,680,362,573	99%
Bay	\$469,389,983	2%	\$18,687,447,791	98%
Bradford	\$13,808,390	1%	\$1,511,486,918	99%
Brevard	\$1,171,459,299	2%	\$66,136,903,240	98%
<b>Broward</b>	<b>\$15,673,447,502</b>	<b>10%</b>	<b>\$144,405,462,769</b>	<b>90%</b>
Calhoun	\$5,427,787	1%	\$650,316,055	99%
Charlotte	\$659,532,097	2%	\$25,742,122,836	98%
Citrus	\$150,522,114	1%	\$18,786,593,894	99%
Clay	\$57,612,125	0%	\$23,567,866,774	100%
Collier	\$1,326,869,947	2%	\$75,668,141,390	98%
Columbia	\$25,595,579	1%	\$4,519,349,473	99%
Desoto	\$13,807,633	1%	\$1,947,964,060	99%
Dixie	\$23,703,727	4%	\$623,241,235	96%
Duval	\$388,841,475	0%	\$91,686,018,587	100%
Escambia	\$1,346,495,481	4%	\$29,394,464,302	96%
Flagler	\$221,980,364	1%	\$17,532,882,336	99%
<b>Franklin</b>	<b>\$238,210,110</b>	<b>11%</b>	<b>\$1,993,599,563</b>	<b>89%</b>
Gadsden	\$32,645,770	1%	\$2,798,827,718	99%
Gilchrist	\$23,278,811	2%	\$980,962,408	98%
Glades	\$6,021,290	1%	\$529,288,919	99%
Gulf	\$115,158,520	6%	\$1,870,191,436	94%
Hamilton	\$3,741,620	1%	\$545,086,234	99%
Hardee	\$4,408,377	0%	\$1,274,006,700	100%
Hendry	\$25,588,071	2%	\$1,573,861,085	98%
<b>Hernando</b>	<b>\$3,771,208,722</b>	<b>20%</b>	<b>\$15,300,709,429</b>	<b>80%</b>
Highlands	\$29,075,620	0%	\$10,085,406,941	100%
Hillsborough	\$3,850,966,497	3%	\$119,503,200,627	97%
Holmes	\$6,010,780	1%	\$967,273,454	99%
Indian River	\$361,188,860	1%	\$23,953,203,050	99%
Jackson	\$25,921,055	1%	\$2,916,026,552	99%
Jefferson	\$12,816,810	1%	\$1,135,207,180	99%
Lafayette	\$3,541,726	1%	\$359,676,891	99%
Lake	\$95,206,225	0%	\$41,774,691,106	100%

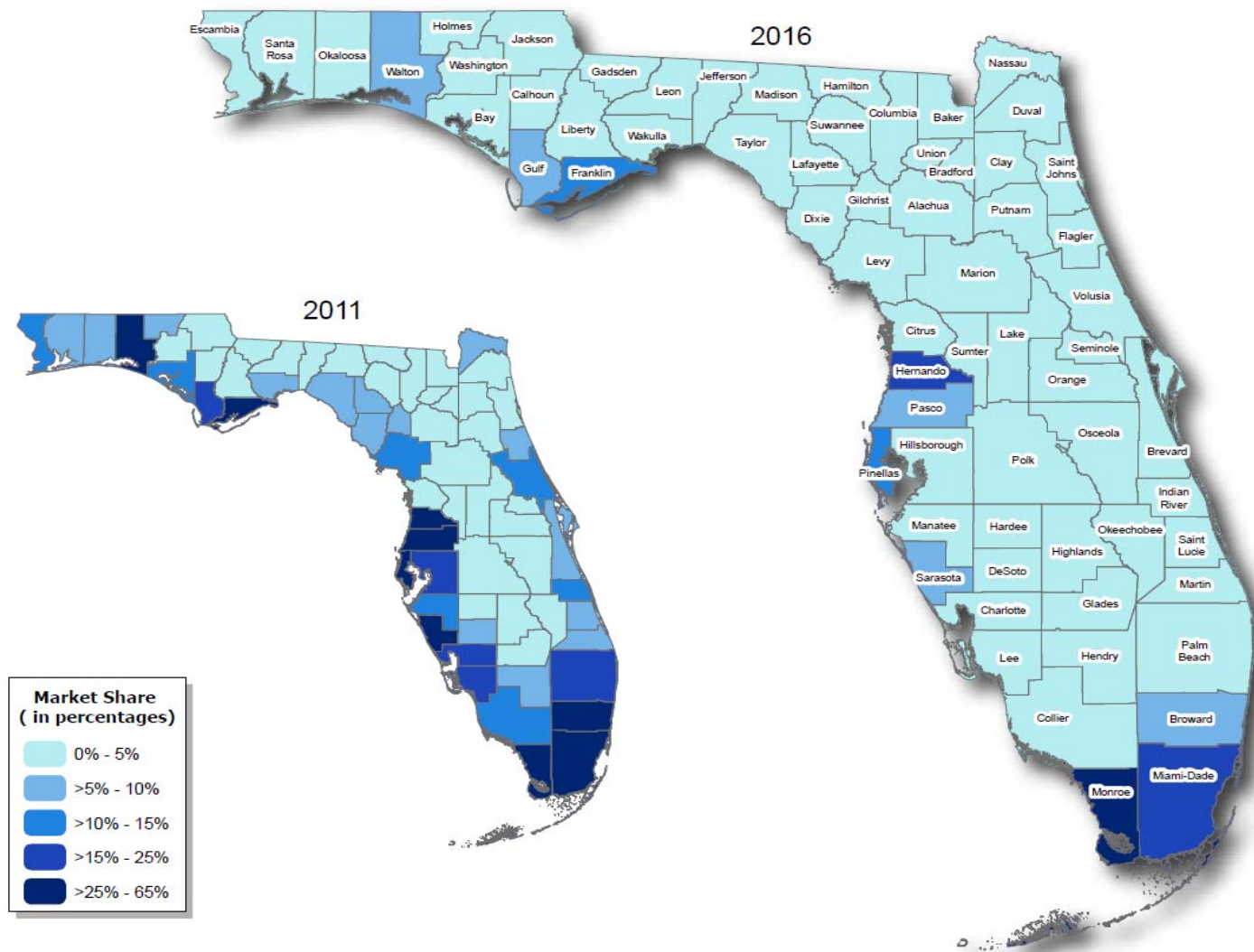
County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Lee	\$2,530,926,738	3%	\$98,446,701,433	97%
Leon	\$75,504,554	0%	\$28,395,025,358	100%
Levy	\$95,873,980	4%	\$2,520,862,556	96%
Liberty	\$3,248,530	1%	\$342,061,596	99%
Madison	\$12,500,859	1%	\$972,137,733	99%
Manatee	\$1,075,157,938	2%	\$43,458,483,516	98%
Marion	\$116,061,878	0%	\$37,347,574,954	100%
Martin	\$215,212,976	1%	\$24,462,518,774	99%
<b>Miami-Dade</b>	<b>\$27,623,566,164</b>	<b>17%</b>	<b>\$132,142,277,784</b>	<b>83%</b>
<b>Monroe</b>	<b>\$6,371,065,520</b>	<b>32%</b>	<b>\$13,598,378,208</b>	<b>68%</b>
Nassau	\$148,070,998	1%	\$11,474,936,932	99%
Okaloosa	\$248,019,795	1%	\$23,789,249,887	99%
Okeechobee	\$12,010,012	0%	\$2,512,556,624	100%
Orange	\$239,562,489	0%	\$131,661,512,936	100%
Osceola	\$80,554,944	0%	\$32,799,318,669	100%
Palm Beach	\$9,963,335,213	5%	\$192,930,099,841	95%
Pasco	\$4,202,065,414	9%	\$44,230,964,821	91%
<b>Pinellas</b>	<b>\$12,798,365,995</b>	<b>15%</b>	<b>\$74,461,589,804</b>	<b>85%</b>
Polk	\$146,106,790	0%	\$59,912,551,731	100%
Putnam	\$41,050,601	1%	\$4,625,258,147	99%
Saint Johns	\$305,970,047	1%	\$39,272,610,441	99%
Saint Lucie	\$330,202,703	1%	\$33,378,455,703	99%
Santa Rosa	\$373,650,407	2%	\$20,472,509,559	98%
Sarasota	\$4,880,552,340	7%	\$66,638,556,009	93%
Seminole	\$84,135,117	0%	\$55,862,852,941	100%
Sumter	\$20,539,815	0%	\$19,897,950,232	100%
Suwannee	\$16,976,715	1%	\$2,216,825,615	99%
Taylor	\$33,249,765	3%	\$1,192,861,523	97%
Union	\$3,038,880	1%	\$575,715,755	99%
Volusia	\$1,148,917,777	2%	\$61,114,028,496	98%
Wakulla	\$48,987,220	2%	\$2,562,780,726	98%
Walton	\$745,589,538	5%	\$13,681,319,494	95%
Washington	\$10,019,947	1%	\$1,432,148,947	99%
<b>Total</b>	<b>\$104,277,275,478</b>	<b>5%</b>	<b>\$2,050,626,568,457</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.
- State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.

# Citizens' Personal Lines

## Change in Citizens' Market Share Based on Total Insured Value 2011 vs 3Q2016



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

Insurers	As of 09/30/16		As of 12/31/15				
	Total Insured Value (\$000)	Total Insured Value Market Share	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
Federated National Insurance Company	\$104,677,630	5%	\$241,362	\$145,135	166%	90%	56%
Heritage Property & Casualty Insurance Company	\$97,770,128	5%	\$391,728	\$216,423	181%	81%	45%
Security First Insurance Company	\$91,924,488	4%	\$141,645	\$55,321	256%	96%	66%
United Property & Casualty Insurance Company	\$79,047,767	4%	\$369,935	\$135,288	273%	93%	56%
American Integrity Insurance Company of Florida	\$73,706,525	3%	\$108,461	\$67,639	160%	84%	50%
People's Trust Insurance Company	\$47,801,423	2%	\$131,366	\$87,916	149%	105%	74%
Olympus Insurance Company	\$45,557,370	2%	-\$23,618	\$30,329	-78%	NM	NM
Florida Peninsula Insurance Company	\$43,681,165	2%	\$115,376	\$127,902	90%	81%	44%
Tower Hill Signature Insurance Company	\$30,677,524	1%	\$42,947	\$52,589	82%	94%	63%
Universal Insurance Company Of North America	\$19,180,692	1%	\$52,834	\$37,043	143%	107%	77%
Prepared Insurance Company	\$16,775,086	1%	\$42,410	\$20,019	212%	105%	67%
Southern Fidelity Property & Casualty, Inc.	\$16,026,375	1%	\$63,350	\$30,293	209%	97%	54%
Southern Fidelity Insurance Company	\$15,744,782	1%	\$106,934	\$86,851	123%	94%	47%
Safe Harbor Insurance Company	\$14,916,978	1%	\$49,972	\$23,125	216%	85%	49%
Cypress Property & Casualty Insurance Company	\$14,477,243	1%	\$61,841	\$32,153	192%	97%	46%
Southern Oak Insurance Company	\$11,684,097	1%	\$68,066	\$49,776	137%	84%	53%
American Traditions Insurance Company	\$11,160,238	1%	\$26,996	\$20,735	130%	97%	55%
Edison Insurance Company	\$10,103,837	0%	\$7,335	\$20,151	36%	61%	55%
Capitol Preferred Insurance Company, Inc.	\$9,516,702	0%	\$12,978	\$26,059	50%	72%	114%
Modern USA Insurance Company	\$9,312,475	0%	\$25,561	\$16,001	160%	98%	56%
First Community Insurance Company	\$7,339,509	0%	\$45,970	\$40,460	114%	103%	46%
Avatar Property & Casualty Insurance Company	\$5,328,509	0%	\$21,545	\$23,776	91%	79%	35%
Monarch National Insurance Company	\$1,825,765	0%	\$2,073	\$30,813	7%	82%	44%

**Notes:**

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

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

Insurers	As of 09/30/16		As of 12/31/15				
	Total Insured Value (\$000)	Total Insured Value Market Share	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
Heritage Property & Casualty Insurance Company	\$97,770,128	5%	\$391,728	\$216,423	181%	81%	45%
United Property & Casualty Insurance Company	\$79,047,767	4%	\$369,935	\$135,288	273%	93%	56%
Homeowners Choice Property & Casualty Insurance Company, Inc.	\$46,000,296	2%	\$215,816	\$194,893	111%	82%	37%
Olympus Insurance Company	\$45,557,370	2%	-\$23,618	\$30,329	-78%	NM	NM
Prepared Insurance Company	\$16,775,086	1%	\$42,410	\$20,019	212%	105%	67%
Cypress Property & Casualty Insurance Company	\$14,477,243	1%	\$61,841	\$32,153	192%	97%	46%
Safepoint Insurance Company	\$13,609,450	1%	\$41,708	\$41,745	100%	92%	68%
Southern Oak Insurance Company	\$11,684,097	1%	\$68,066	\$49,776	137%	84%	53%
Weston Insurance Company	\$11,124,394	1%	\$723	\$46,370	2%	-357%	116%
Anchor Property And Casualty Insurance Company	\$7,668,723	0%	\$53,981	\$26,639	203%	74%	52%
First Community Insurance Company	\$7,339,509	0%	\$45,970	\$40,460	114%	103%	46%
Avatar Property & Casualty Insurance Company	\$5,328,509	0%	\$21,545	\$23,776	91%	79%	35%
Mount Beacon Insurance Company	\$3,218,747	0%	\$27,521	\$25,551	108%	95%	86%
National Specialty Insurance Company	\$2,095,895	0%	\$24,967	\$46,019	54%	87%	0%
American Colonial Insurance Company	\$1,080,153	0%	\$16,601	\$22,523	74%	99%	58%

**Notes:**

- 1) Includes insurers who participated in depopulation from 01/01/2015 to 09/30/2016
- 2) Net Loss and LAE Ratio = (Net Incurred Claims and Claim Adjustment Expenses)/ Net Earned Premiums
- 3) Combined Loss Ratio = Net Loss & LAE Ratio plus Expense Ratio (Underwriting Expense/Net Premiums Written)
- 4) Total Insured Value indicates Florida Personal and Commercial Residential business as reported in QUASR. All other values are on a total company basis as reported in NAIC annual statements.
- 5) NM indicates "Not Meaningful"
- 6) Market Share % based on total that includes 4Q2013 State Farm data

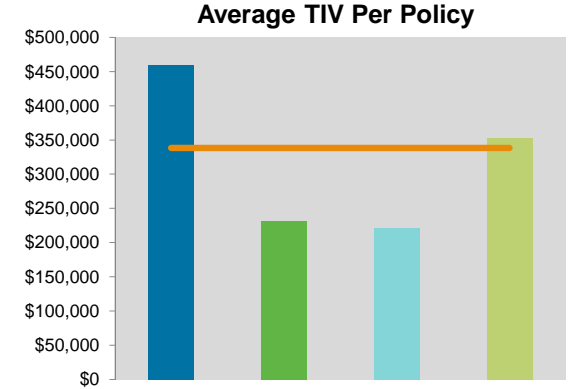
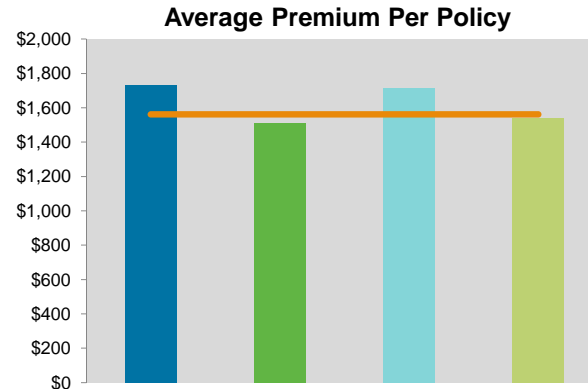
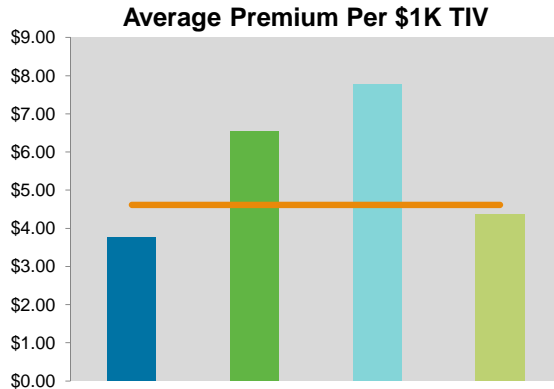
**Top 20 New Business Writers  
Florida Personal Residential Property**

Insurers	As of 09/30/16	As of 12/31/15				
	Total Insured Value (\$000)	Net Written Premium (\$000)	Surplus (\$000)	Net Written Premium to Surplus	Combined Loss Ratio	Net Loss & LAE Ratio
Universal Property & Casualty Insurance Company	\$132,146,813	\$622,964	\$256,987	242%	75%	41%
Security First Insurance Company	\$91,924,488	\$141,645	\$55,321	256%	96%	66%
Citizens Property Insurance Corporation	\$104,277,275	\$577,999	\$7,389,692	8%	113%	64%
Federated National Insurance Company	\$104,677,630	\$241,362	\$145,135	166%	90%	56%
American Bankers Insurance Company of Florida	\$2,944,166	\$867,543	\$483,249	180%	81%	40%
American Integrity Insurance Company of Florida	\$73,706,525	\$108,461	\$67,639	160%	84%	50%
American Modern Insurance Company of Florida, Inc.	\$2,614,140	\$15,586	\$9,415	166%	95%	48%
First Protective Insurance Company	\$59,381,198	\$136,047	\$57,137	238%	94%	55%
Castle Key Indemnity Company	\$16,068,687	\$0	\$5,873	0%	NM	NM
People's Trust Insurance Company	\$47,801,423	\$131,366	\$87,916	149%	105%	74%
ASI Preferred Insurance Corp.	\$45,861,231	\$51,904	\$33,396	155%	64%	29%
United Property & Casualty Insurance Company	\$75,696,402	\$369,935	\$135,288	273%	93%	56%
Tower Hill Prime Insurance Company	\$63,829,582	\$40,801	\$79,761	51%	121%	81%
St. Johns Insurance Company, Inc.	\$69,983,684	\$34,092	\$50,220	68%	97%	96%
Edison Insurance Company	\$10,103,837	\$7,335	\$20,151	36%	61%	55%
Florida Peninsula Insurance Company	\$43,681,165	\$115,376	\$127,902	90%	81%	44%
Heritage Property & Casualty Insurance Company	\$71,506,652	\$391,728	\$216,423	181%	81%	45%
United Services Automobile Association	\$55,002,613	\$6,812,724	\$24,363,646	28%	106%	79%
Praetorian Insurance Company	\$332,622	\$300,693	\$243,929	123%	102%	64%
Cypress Property & Casualty Insurance Company	\$14,023,401	\$61,841	\$32,153	192%	97%	46%

**Notes:**

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

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



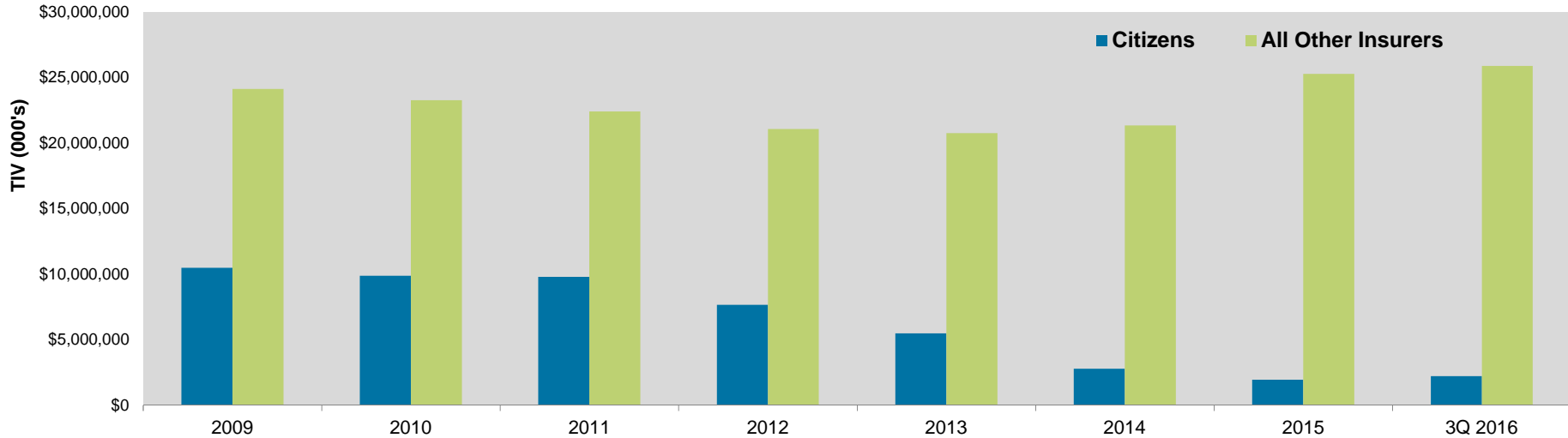
Insurers	Policies Inforce	Premium (\$000)	TIV (\$000)	Average Premium Per \$1,000 TIV	Average Premium Per Policy	Average TIV Per Policy
State Farm Florida Insurance Company	361,493	\$625,980	\$166,191,318	\$3.77	\$1,732	\$459,736
Universal Property & Casualty Insurance Company	572,865	\$865,758	\$132,146,813	\$6.55	\$1,511	\$230,677
Citizens Property Insurance Company	472,849	\$810,407	\$104,277,275	\$7.77	\$1,714	\$220,530
All Other Insurers	4,961,139	\$7,640,257	\$1,752,288,438	\$4.36	\$1,540	\$353,203
Total Market	6,368,346	\$9,942,402	\$2,154,903,844	\$4.61	\$1,561	\$338,377

**Notes:**

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

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

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



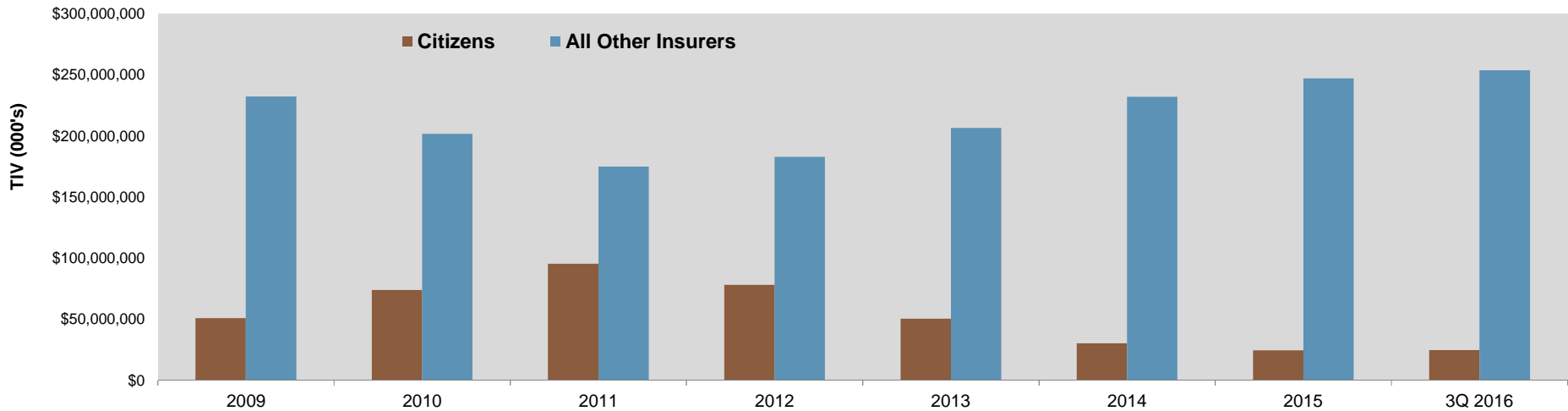
Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premium (\$000)
2009	173,895	41%	\$10,484,897	30%	\$161,916	41%	252,281	59%	\$24,148,322	70%	\$233,300	59%	426,176	\$34,633,220	\$395,216
2010	166,613	41%	\$9,880,752	30%	\$156,278	40%	244,450	59%	\$23,282,860	70%	\$230,733	60%	411,063	\$33,163,612	\$387,011
2011	166,967	42%	\$9,792,363	30%	\$161,827	41%	233,303	58%	\$22,426,304	70%	\$228,429	59%	400,270	\$32,218,667	\$390,256
2012	145,725	39%	\$7,663,538	27%	\$135,581	38%	223,502	61%	\$21,081,554	73%	\$225,761	62%	369,227	\$28,745,093	\$361,343
2013	124,749	36%	\$5,479,406	21%	\$106,266	32%	218,642	64%	\$20,777,333	79%	\$225,631	68%	343,391	\$26,256,739	\$331,898
2014	78,646	26%	\$2,777,156	12%	\$51,929	19%	225,134	74%	\$21,367,547	88%	\$225,606	81%	303,780	\$24,144,702	\$277,535
2015	53,144	15%	\$1,944,918	7%	\$33,125	11%	297,144	85%	\$25,304,955	93%	\$275,814	89%	350,288	\$27,249,874	\$308,939
3Q 2016	56,035	16%	\$2,210,517	8%	\$35,900	11%	291,060	84%	\$25,906,504	92%	\$277,225	89%	347,095	\$28,117,021	\$313,125

**Notes:**

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



**Hernando, Hillsborough, Pasco & Pinellas Counties**  
**Includes State Farm Florida**  
**QUASR data as of September 30, 2016**  
**Policies Inforce, Total Insured Value (TIV) & Premium Historical Trends**  
**Personal Residential**



Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premium (\$000)
2009	219,000	25%	\$50,847,144	18%	\$281,586	22%	673,326	75%	\$232,057,283	82%	\$1,002,106	78%	892,326	\$282,904,427	\$1,283,692
2010	296,116	33%	\$73,856,774	27%	\$396,317	30%	588,293	67%	\$201,478,803	73%	\$915,214	70%	884,409	\$275,335,577	\$1,311,531
2011	359,532	41%	\$95,223,257	35%	\$526,347	39%	520,755	59%	\$174,665,001	65%	\$824,621	61%	880,287	\$269,888,258	\$1,350,968
2012	325,791	37%	\$78,004,034	30%	\$449,469	35%	554,255	63%	\$182,731,011	70%	\$850,141	65%	880,046	\$260,735,045	\$1,299,610
2013	237,566	27%	\$50,289,899	20%	\$338,237	25%	645,422	73%	\$206,391,840	80%	\$998,864	75%	882,988	\$256,681,739	\$1,337,100
2014	145,721	16%	\$30,245,652	12%	\$215,777	16%	752,686	84%	\$231,824,020	88%	\$1,149,084	84%	898,407	\$262,069,673	\$1,364,862
2015	113,375	12%	\$24,542,024	9%	\$154,691	12%	818,376	88%	\$246,812,547	91%	\$1,179,264	88%	931,751	\$271,354,571	\$1,333,955
3Q 2016	112,626	12%	\$24,622,607	9%	\$144,933	11%	826,594	88%	\$253,496,465	91%	\$1,168,645	89%	939,220	\$278,119,071	\$1,313,578

**Notes:**

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

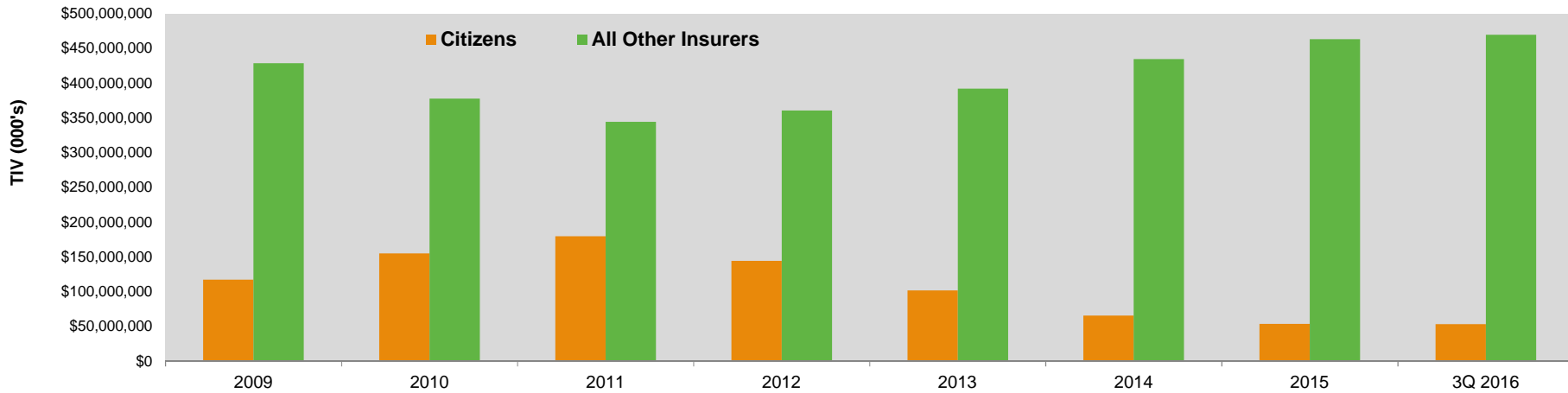


## Broward, Miami-Dade & Palm Beach Counties

Includes State Farm Florida

QUASR data as of September 30, 2016

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



Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premium (\$000)
2009	385,468	26%	\$117,223,764	21%	\$737,981	27%	1,109,970	74%	\$428,660,162	79%	\$1,956,884	73%	1,495,438	\$545,883,927	\$2,694,865
2010	522,564	36%	\$154,935,986	29%	\$1,078,345	37%	945,506	64%	\$377,871,099	71%	\$1,819,383	63%	1,468,070	\$532,807,086	\$2,897,728
2011	604,912	41%	\$179,669,284	34%	\$1,317,122	43%	858,383	59%	\$344,213,110	66%	\$1,771,031	57%	1,463,295	\$523,882,394	\$3,088,153
2012	553,644	38%	\$144,106,381	29%	\$1,237,440	38%	899,706	62%	\$360,400,897	71%	\$2,013,747	62%	1,453,350	\$504,507,278	\$3,251,187
2013	437,681	30%	\$101,856,467	21%	\$980,585	29%	1,014,804	70%	\$391,941,038	79%	\$2,427,377	71%	1,452,485	\$493,797,506	\$3,407,962
2014	291,698	20%	\$65,578,738	13%	\$634,901	19%	1,164,371	80%	\$434,663,854	87%	\$2,745,142	81%	1,456,069	\$500,242,591	\$3,380,043
2015	236,029	16%	\$53,519,775	10%	\$489,666	15%	1,261,276	84%	\$463,137,236	90%	\$2,885,985	85%	1,497,305	\$516,657,012	\$3,375,651
3Q 2016	235,506	16%	\$53,260,349	10%	\$499,835	15%	1,253,718	84%	\$469,477,840	90%	\$2,867,202	85%	1,489,224	\$522,738,189	\$3,367,037

**Notes:**

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

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

Citizens												
	Policies Wind	% of Total	Policies ExWind	% of Total	Premium Wind (\$000)	% of Total	Premium ExWind (\$000)	% of Total	TIV Wind (\$000)	% of Total	TIV ExWind (\$000)	% of Total
2009	23,172	90%	779	3%	\$48,583	88%	\$596	2%	\$9,475,108	88%	\$92,339	1%
2010	23,370	91%	788	3%	\$53,233	90%	\$530	2%	\$9,543,638	90%	\$90,977	1%
2011	23,393	92%	804	3%	\$56,568	90%	\$567	2%	\$9,539,157	90%	\$101,774	1%
2012	22,676	91%	705	3%	\$59,876	89%	\$489	2%	\$8,607,726	87%	\$83,338	1%
2013	21,884	90%	579	2%	\$61,275	86%	\$358	1%	\$7,864,169	84%	\$62,365	1%
2014	19,944	84%	371	2%	\$57,432	78%	\$189	1%	\$7,106,491	76%	\$39,049	0%
2015	18,266	78%	289	1%	\$54,547	73%	\$121	0%	\$6,768,512	72%	\$28,311	0%
3Q 2016	17,264	76%	269	1%	\$52,808	70%	\$111	0%	\$6,343,096	68%	\$27,970	0%

All Other Insurers												
	Policies Wind	% of Total	Policies ExWind	% of Total	Premium Wind (\$000)	% of Total	Premium ExWind (\$000)	% of Total	TIV Wind (\$000)	% of Total	TIV ExWind (\$000)	% of Total
2009	2,606	10%	26,118	97%	\$6,519	12%	\$25,611	98%	\$1,240,680	12%	\$12,649,306	99%
2010	2,286	9%	25,629	97%	\$6,091	10%	\$25,232	98%	\$1,085,560	10%	\$12,860,424	99%
2011	2,165	8%	25,153	97%	\$6,009	10%	\$25,356	98%	\$1,031,466	10%	\$12,701,483	99%
2012	2,181	9%	24,639	97%	\$7,338	11%	\$26,001	98%	\$1,277,722	13%	\$12,145,817	99%
2013	2,498	10%	24,153	98%	\$9,874	14%	\$26,198	99%	\$1,527,576	16%	\$11,864,224	99%
2014	3,926	16%	22,504	98%	\$15,745	22%	\$25,890	99%	\$2,239,974	24%	\$11,175,741	100%
2015	5,070	22%	22,090	99%	\$19,976	27%	\$25,237	100%	\$2,689,890	28%	\$11,077,906	100%
3Q 2016	5,399	24%	21,094	99%	\$22,970	30%	\$23,825	100%	\$2,998,223	32%	\$10,600,155	100%

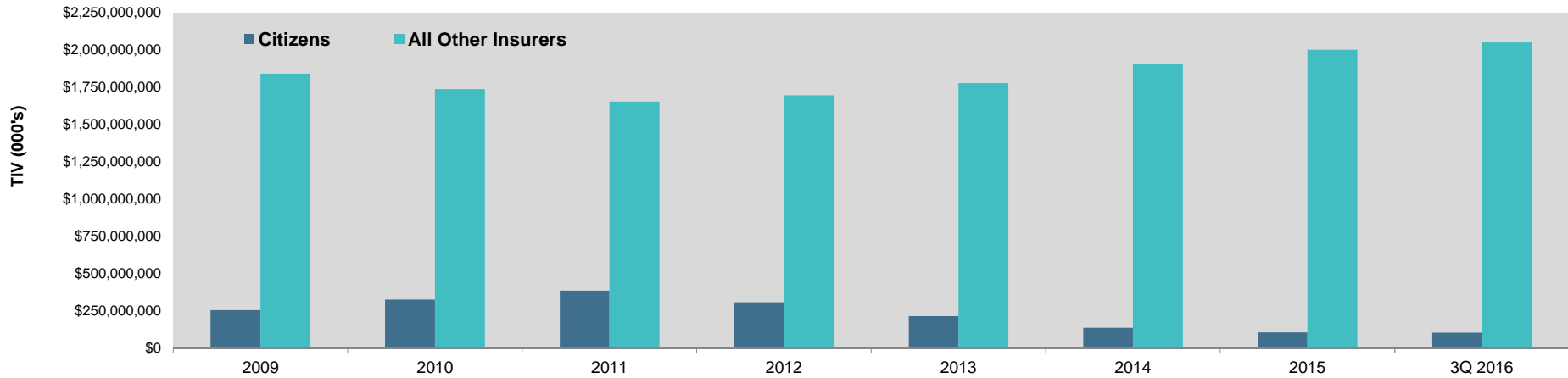
Total Market						
	Policies Wind	Policies ExWind	Premium Wind (\$000)	Premium ExWind (\$000)	TIV Wind (\$000)	TIV ExWind (\$000)
2009	25,778	26,897	\$55,102	\$26,207	\$10,715,788	\$12,741,646
2010	25,656	26,417	\$59,324	\$25,762	\$10,629,197	\$12,951,402
2011	25,558	25,957	\$62,577	\$25,923	\$10,570,623	\$12,803,257
2012	24,857	25,344	\$67,214	\$26,489	\$9,885,448	\$12,229,155
2013	24,382	24,732	\$71,149	\$26,556	\$9,391,745	\$11,926,589
2014	23,870	22,875	\$73,178	\$26,079	\$9,346,464	\$11,214,790
2015	23,336	22,379	\$74,523	\$25,358	\$9,458,402	\$11,106,217
3Q 2016	22,663	21,363	\$75,778	\$23,935	\$9,341,319	\$10,628,125

**Notes:**

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

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

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



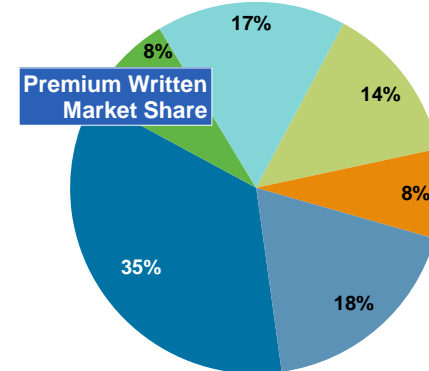
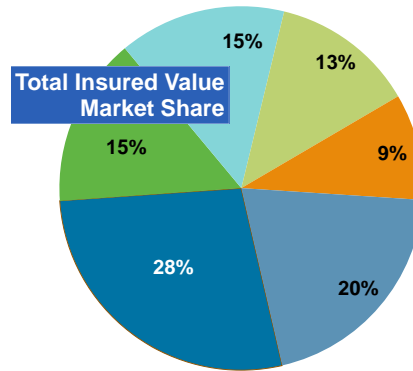
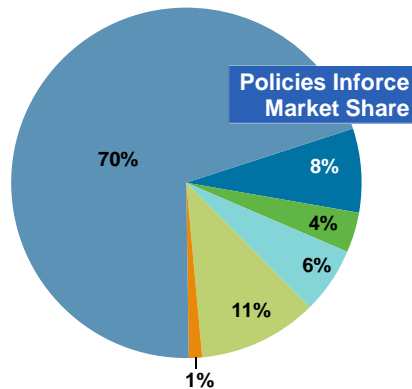
Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premium (\$000)
2009	975,500	16%	\$255,739,746	12%	\$1,486,820	18%	5,110,168	84%	\$1,842,082,106	88%	\$6,796,366	82%	6,085,668	\$2,097,821,852	\$8,283,186
2010	1,232,397	20%	\$326,713,170	16%	\$2,005,579	23%	4,822,896	80%	\$1,738,750,447	84%	\$6,782,374	77%	6,055,293	\$2,065,463,617	\$8,787,953
2011	1,423,160	24%	\$385,936,723	19%	\$2,469,201	27%	4,626,450	76%	\$1,655,230,421	81%	\$6,838,229	73%	6,049,610	\$2,041,167,144	\$9,307,430
2012	1,268,071	21%	\$308,333,785	15%	\$2,206,326	23%	4,758,497	79%	\$1,695,939,740	85%	\$7,435,553	77%	6,026,568	\$2,004,273,525	\$9,641,880
2013	983,629	16%	\$215,405,611	11%	\$1,735,299	17%	5,063,782	84%	\$1,777,886,847	89%	\$8,318,272	83%	6,047,411	\$1,993,292,458	\$10,053,571
2014	631,378	10%	\$136,124,128	7%	\$1,105,259	11%	5,507,092	90%	\$1,903,287,291	93%	\$8,935,274	89%	6,138,470	\$2,039,411,419	\$10,040,533
2015	480,161	8%	\$106,413,416	5%	\$818,388	8%	5,851,269	92%	\$2,002,398,538	95%	\$9,159,797	92%	6,331,430	\$2,108,811,954	\$9,978,185
3Q 2016	472,849	7%	\$104,277,275	5%	\$810,407	8%	5,895,497	93%	\$2,050,626,568	95%	\$9,131,995	92%	6,368,346	\$2,154,903,844	\$9,942,402

**Notes:**

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

# Commercial Residential

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



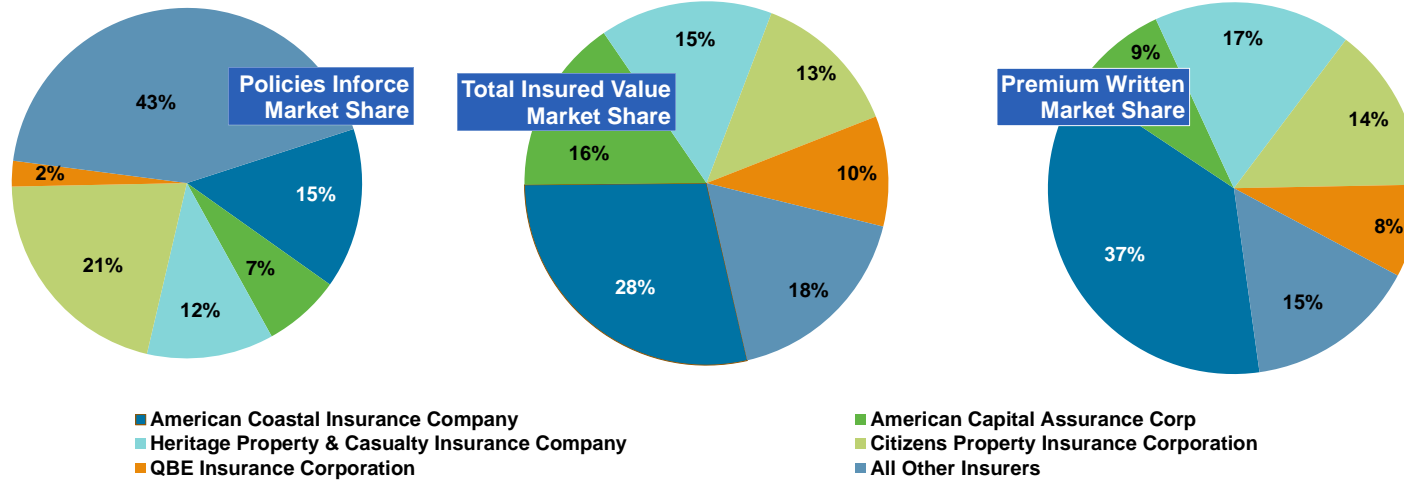
■ American Coastal Insurance Company  
■ Heritage Property & Casualty Insurance Company  
■ QBE Insurance Corporation  
■ American Capital Assurance Corp  
■ Citizens Property Insurance Corporation  
■ All Other Insurers

Carrier	Policies Inforce	Policies Inforce Market Share %	Total Insured Value (TIV) for All Policies	TIV Market Share %	Premiums Written	Premium Market Share %
	(1)	(2) = (1)/ Total(1)	(3)	(4) = (3)/ Total(3)	(5)	(6) = (5)/ Total(5)
American Coastal Insurance Company	4,469	8%	\$48,701,682,944	28%	\$260,537,561	35%
American Capital Assurance Corp	2,149	4%	\$26,679,716,298	15%	\$62,515,518	8%
Heritage Property & Casualty Insurance Company	3,532	6%	\$26,263,475,278	15%	\$122,390,736	16%
Citizens Property Insurance Corporation	6,346	11%	\$22,620,911,754	13%	\$102,650,303	14%
QBE Insurance Corporation	711	1%	\$16,753,050,250	9%	\$57,727,591	8%
United States Fire Insurance Company	21	0%	\$7,665,308,121	4%	\$166,548	0%
State Farm Florida Insurance Company	27,616	48%	\$5,995,454,236	3%	\$29,550,309	4%
Weston Insurance Company	1,626	3%	\$4,731,455,851	3%	\$28,391,888	4%
United Property & Casualty Insurance Company	389	1%	\$3,351,364,864	2%	\$13,529,659	2%
Philadelphia Indemnity Insurance Company	369	1%	\$2,815,895,497	2%	\$8,201,751	1%
Tower Hill Prime Insurance Company	1,945	3%	\$2,142,162,177	1%	\$14,198,793	2%
Service Insurance Company	226	0%	\$1,683,685,000	1%	\$5,341,554	1%
Avatar Property & Casualty Insurance Company	160	0%	\$1,158,698,286	1%	\$5,019,494	1%
Factory Mutual Insurance Company	21	0%	\$682,656,081	0%	\$211,574	0%
Old Dominion Insurance Company	286	0%	\$610,971,900	0%	\$1,969,591	0%
Universal Insurance Company of North America	84	0%	\$562,190,775	0%	\$1,648,211	0%
First Community Insurance Company	1,302	2%	\$513,220,325	0%	\$2,729,959	0%
The Travelers Indemnity Company	39	0%	\$466,094,584	0%	\$2,090,157	0%
Travelers Property Casualty Company of America	66	0%	\$457,481,998	0%	\$2,255,817	0%
Cypress Property & Casualty Insurance Company	18	0%	\$453,841,534	0%	\$1,465,821	0%
All Other Insurers	6,399	11%	\$2,739,758,333	2%	\$19,488,134	3%
<b>Total</b>	<b>57,774</b>	<b>100%</b>	<b>\$177,049,076,086</b>	<b>100%</b>	<b>\$742,080,969</b>	<b>100%</b>

**Notes:**

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

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



Insurer	Policies Inforce (1)	Policies Inforce Market Share % (2) = (1)/ Total(1)	Total Insured Value (TIV) for All Policies (3)	TIV Market Share % (4) = (3)/ Total(3)	Premiums Written (5)	Premium Market Share % (6) = (5)/ Total(5)
American Coastal Insurance Company	4,469	15%	\$48,701,682,944	28%	\$260,537,561	37%
American Capital Assurance Corp	2,149	7%	\$26,679,716,298	16%	\$62,515,518	9%
Heritage Property & Casualty Insurance Company	3,532	12%	\$26,263,475,278	15%	\$122,390,736	17%
Citizens Property Insurance Corporation	6,346	21%	\$22,620,911,754	13%	\$102,650,303	14%
QBE Insurance Corporation	711	2%	\$16,753,050,250	10%	\$57,727,591	8%
United States Fire Insurance Company	21	0%	\$7,665,308,121	4%	\$166,548	0%
Weston Insurance Company	1,626	5%	\$4,731,455,851	3%	\$28,391,888	4%
United Property & Casualty Insurance Company	389	1%	\$3,351,364,864	2%	\$13,529,659	2%
Philadelphia Indemnity Insurance Company	369	1%	\$2,815,895,497	2%	\$8,201,751	1%
Tower Hill Prime Insurance Company	1,945	6%	\$2,142,162,177	1%	\$14,198,793	2%
Service Insurance Company	226	1%	\$1,683,685,000	1%	\$5,341,554	1%
Avatar Property & Casualty Insurance Company	160	1%	\$1,158,698,286	1%	\$5,019,494	1%
Factory Mutual Insurance Company	21	0%	\$682,656,081	0%	\$211,574	0%
Old Dominion Insurance Company	286	1%	\$610,971,900	0%	\$1,969,591	0%
Universal Insurance Company of North America	84	0%	\$562,190,775	0%	\$1,648,211	0%
First Community Insurance Company	1,302	4%	\$513,220,325	0%	\$2,729,959	0%
The Travelers Indemnity Company	39	0%	\$466,094,584	0%	\$2,090,157	0%
Travelers Property Casualty Company of America	66	0%	\$457,481,998	0%	\$2,255,817	0%
Cypress Property & Casualty Insurance Company	18	0%	\$453,841,534	0%	\$1,465,821	0%
Affiliated FM Insurance Company	15	0%	\$246,641,562	0%	\$629,021	0%
All Other Insurers	6,384	21%	\$2,493,116,771	1%	\$18,859,113	3%
<b>Total</b>	<b>30,158</b>	<b>100%</b>	<b>\$171,053,621,850</b>	<b>100%</b>	<b>\$712,530,660</b>	<b>100%</b>

**Notes:**

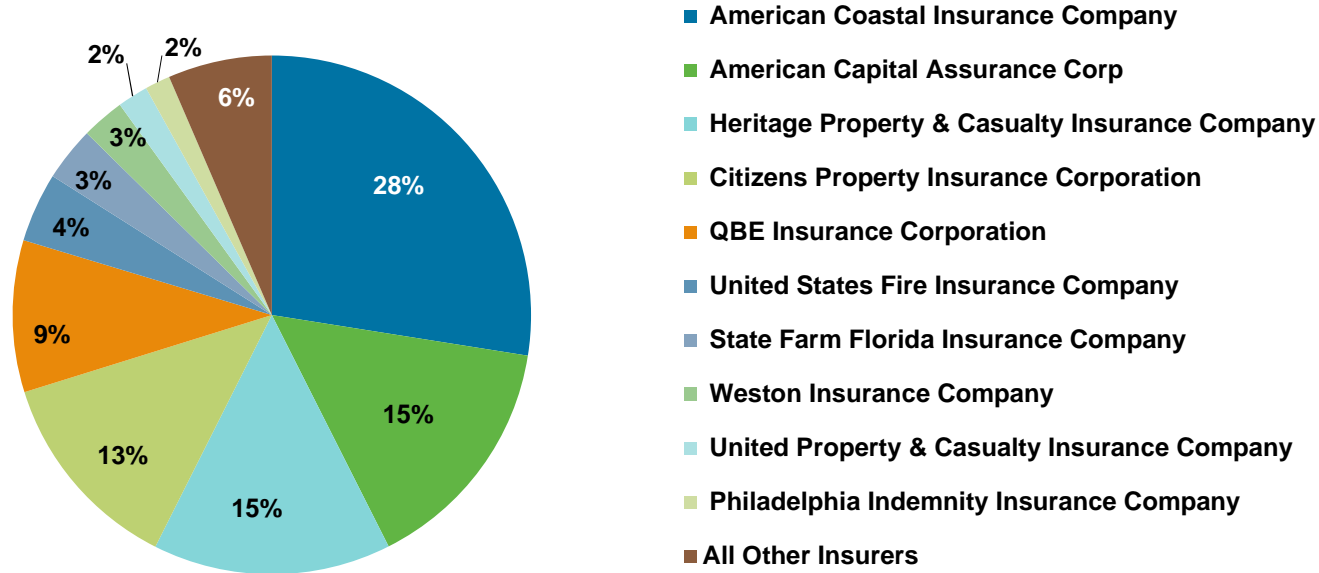
- 1) Includes admitted carriers (and Citizens) writing commercial residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. They represented 27,616 policies (44%), \$6.0B in TIV (3%) and \$29.6M in premium (3%) for commercial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

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

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

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

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



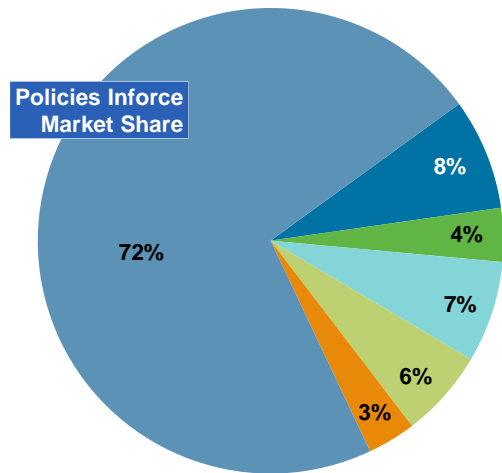
Insurers	Total Insured Value
American Coastal Insurance Company	\$48,701,682,944
American Capital Assurance Corp	\$26,679,716,298
Heritage Property & Casualty Insurance Company	\$26,263,475,278
Citizens Property Insurance Corporation	\$22,620,911,754
QBE Insurance Corporation	\$16,753,050,250
United States Fire Insurance Company	\$7,665,308,121
<i>State Farm Florida Insurance Company</i>	\$5,995,454,236
Weston Insurance Company	\$4,731,455,851
United Property & Casualty Insurance Company	\$3,351,364,864
Philadelphia Indemnity Insurance Company	\$2,815,895,497
All Other Insurers	\$11,470,760,993
<b>Total</b>	<b>\$177,049,076,086</b>

**Notes:**

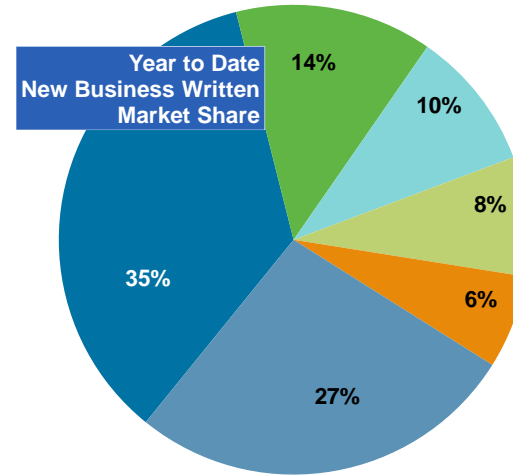
- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.
- 3) Surplus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



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



■ American Coastal Insurance Company  
 ■ Foremost Insurance Company  
 ■ Tower Hill Prime Insurance Company



■ American Capital Assurance Corp  
 ■ Heritage Property & Casualty Insurance Company  
 ■ All Other Insurers

Carrier	Year to Date New Business Written	Policies Inforce	Total Insured Value for All Policies	Premiums Written
American Coastal Insurance Company	3,385	4,469	\$48,701,682,944	\$260,537,561
American Capital Assurance Corp	1,307	2,149	\$26,679,716,298	\$62,515,518
Foremost Insurance Company	927	4,072	\$193,294,269	\$2,756,380
Heritage Property & Casualty Insurance Company	789	3,532	\$26,263,475,278	\$122,390,736
Tower Hill Prime Insurance Company	620	1,945	\$2,142,162,177	\$14,198,793
First Community Insurance Company	449	1,302	\$513,220,325	\$2,729,959
State Farm Florida Insurance Company	393	27,616	\$5,995,454,236	\$29,550,309
Weston Insurance Company	370	1,626	\$4,731,455,851	\$28,391,888
Citizens Property Insurance Corporation	341	6,346	\$22,620,911,754	\$102,650,303
Avatar Property & Casualty Insurance Company	144	160	\$1,158,698,286	\$5,019,494
All Other Insurers	886	4,557	\$38,049,004,668	\$111,340,028
<b>Total</b>	<b>9,611</b>	<b>57,774</b>	<b>\$177,049,076,086</b>	<b>\$742,080,969</b>

**Notes:**

- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
- 2) State Farm Florida filed QUASR data as "trade secret" with the OIR beginning first quarter 2014. This exhibit reflects values for State Farm Florida as reported for fourth quarter 2013.
- 3) New business does not include assumed policies
- 4) American Coastal also non-renewed 3,471 commercial residential policies in the first three quarters of 2016 combined

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

Top 10 Insurers by Total Insured Value (TIV)			
Prior Analysis 06/30/16		Current Analysis 09/30/16	
Insurer Name	TIV Market Share	Insurer Name	TIV Market Share
American Coastal Insurance Company	27%	American Coastal Insurance Company	28%
Heritage Property & Casualty Insurance Company	15%	American Capital Assurance Corp	15%
American Capital Assurance Corp	14%	Heritage Property & Casualty Insurance Company	15%
Citizens Property Insurance Corporation	13%	Citizens Property Insurance Corporation	13%
QBE Insurance Corporation	9%	QBE Insurance Corporation	9%
United States Fire Insurance Company	4%	United States Fire Insurance Company	4%
<i>State Farm Florida Insurance Company</i>	3%	<i>State Farm Florida Insurance Company</i>	3%
Weston Insurance Company	3%	Weston Insurance Company	3%
Everest National Insurance Company	2%	United Property & Casualty Insurance Company	2%
United Property & Casualty Insurance Company	2%	Philadelphia Indemnity Insurance Company	2%

Top 10 Insurers by New Business			
Prior Analysis 06/30/16		Current Analysis 09/30/16	
Insurer Name	# New Policies Market Share	Insurer Name	# New Policies Market Share
American Coastal Insurance Company	41%	American Coastal Insurance Company	35%
American Capital Assurance Corp	11%	American Capital Assurance Corp	14%
Heritage Property & Casualty Insurance Company	9%	Foremost Insurance Company	10%
Foremost Insurance Company	7%	Heritage Property & Casualty Insurance Company	8%
First Community Insurance Company	6%	Tower Hill Prime Insurance Company	6%
Tower Hill Prime Insurance Company	4%	First Community Insurance Company	5%
<i>State Farm Florida Insurance Company</i>	4%	<i>State Farm Florida Insurance Company</i>	4%
Citizens Property Insurance Corporation	4%	Weston Insurance Company	4%
Weston Insurance Company	3%	Citizens Property Insurance Corporation	4%
Avatar Property & Casualty Insurance Company	2%	Avatar Property & Casualty Insurance Company	1%

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

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

County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Alachua	\$2,555,400	0%	\$1,041,498,392	100%
Baker	\$0	0%	\$15,705,515	100%
<b>Bay</b>	<b>\$64,041,700</b>	<b>21%</b>	<b>\$242,954,573</b>	<b>79%</b>
Bradford	\$0	0%	\$13,584,137	100%
Brevard	\$389,433,800	12%	\$2,996,107,790	88%
Broward	\$4,116,967,118	14%	\$26,085,920,582	86%
Calhoun	\$0	0%	\$4,131,250	100%
Charlotte	\$173,787,000	10%	\$1,637,326,146	90%
Citrus	\$1,122,200	0%	\$270,794,863	100%
Clay	\$0	0%	\$490,922,023	100%
Collier	\$750,984,160	7%	\$9,951,780,772	93%
Columbia	\$0	0%	\$38,486,569	100%
Desoto	\$0	0%	\$62,945,671	100%
Dixie	\$0	0%	\$13,281,930	100%
Duval	\$16,367,600	1%	\$3,166,709,205	99%
<b>Escambia</b>	<b>\$121,833,700</b>	<b>20%</b>	<b>\$486,015,544</b>	<b>80%</b>
Flagler	\$0	0%	\$593,082,563	100%
<b>Franklin</b>	<b>\$6,394,000</b>	<b>58%</b>	<b>\$4,712,181</b>	<b>42%</b>
Gadsden	\$0	0%	\$23,534,639	100%
Gilchrist	\$0	0%	\$2,093,370	100%
Glades	\$0	0%	\$3,021,989	100%
Gulf	\$1,867,000	13%	\$12,704,762	87%
Hamilton	\$0	0%	\$2,708,070	100%
Hardee	\$0	0%	\$13,400,243	100%
Hendry	\$0	0%	\$14,184,934	100%
Hernando	\$6,324,500	6%	\$99,478,271	94%
Highlands	\$562,300	0%	\$232,257,588	100%
Hillsborough	\$244,831,400	3%	\$6,864,291,055	97%
Holmes	\$0	0%	\$6,362,014	100%
<b>Indian River</b>	<b>\$252,726,800</b>	<b>21%</b>	<b>\$929,588,260</b>	<b>79%</b>
Jackson	\$0	0%	\$69,483,762	100%
Jefferson	\$0	0%	\$16,261,584	100%
Lafayette	\$0	0%	\$2,150,955	100%
Lake	\$0	0%	\$677,586,418	100%

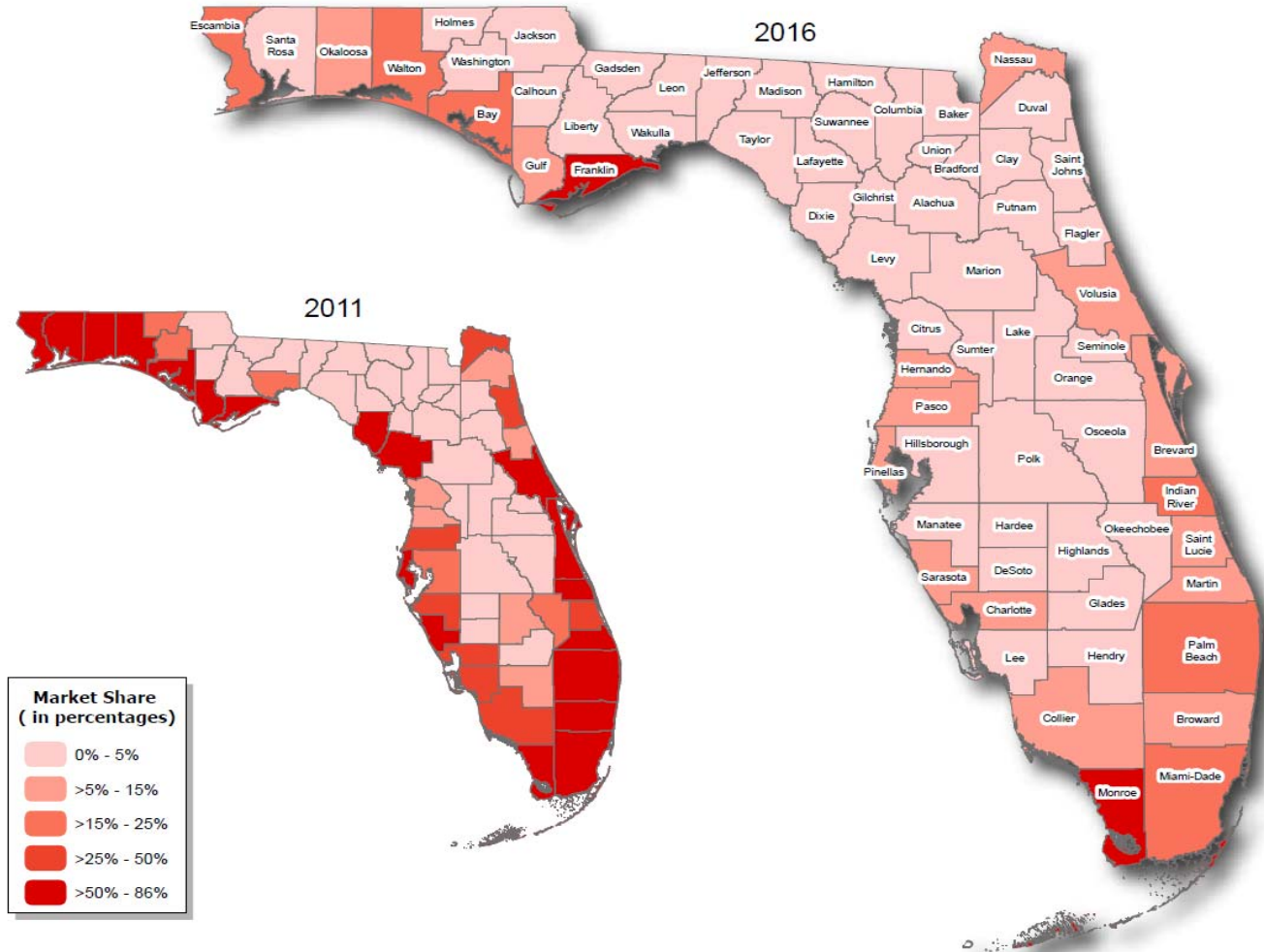
County	Citizens		All Other Insurers	
	Total Insured Value	Market Share	Total Insured Value	Market Share
Lee	\$516,172,200	4%	\$11,049,089,574	96%
Leon	\$15,699,500	2%	\$916,517,892	98%
Levy	\$0	0%	\$9,457,357	100%
Liberty	\$0	0%	\$2,144,480	100%
Madison	\$0	0%	\$12,657,039	100%
Manatee	\$174,119,580	4%	\$3,998,915,975	96%
Marion	\$3,379,200	1%	\$500,959,766	99%
Martin	\$209,866,197	14%	\$1,280,109,201	86%
<b>Miami-Dade</b>	<b>\$6,928,786,768</b>	<b>23%</b>	<b>\$23,232,797,535</b>	<b>77%</b>
<b>Monroe</b>	<b>\$766,591,385</b>	<b>57%</b>	<b>\$578,320,373</b>	<b>43%</b>
Nassau	\$16,151,200	6%	\$259,443,817	94%
Okaloosa	\$96,342,800	14%	\$607,462,296	86%
Okeechobee	\$0	0%	\$45,526,024	100%
Orange	\$124,694,900	2%	\$6,697,338,763	98%
Osceola	\$16,211,300	1%	\$1,646,760,479	99%
Palm Beach	\$4,568,862,835	19%	\$19,762,008,011	81%
Pasco	\$119,515,900	9%	\$1,184,737,921	91%
Pinellas	\$1,776,604,202	12%	\$12,705,027,205	88%
Polk	\$8,327,400	1%	\$1,432,051,078	99%
Putnam	\$0	0%	\$47,749,061	100%
Saint Johns	\$3,141,900	0%	\$980,073,895	100%
Saint Lucie	\$191,614,350	10%	\$1,794,760,232	90%
Santa Rosa	\$437,000	0%	\$133,553,771	100%
Sarasota	\$690,934,049	11%	\$5,688,336,844	89%
Seminole	\$9,111,500	1%	\$1,678,929,739	99%
Sumter	\$0	0%	\$86,113,094	100%
Suwannee	\$0	0%	\$34,119,225	100%
Taylor	\$0	0%	\$19,067,348	100%
Union	\$0	0%	\$2,775,869	100%
Volusia	\$155,555,310	9%	\$1,651,508,605	91%
Wakulla	\$0	0%	\$21,672,150	100%
<b>Walton</b>	<b>\$78,993,600</b>	<b>22%</b>	<b>\$273,806,193</b>	<b>78%</b>
Washington	\$0	0%	\$9,305,900	100%
<b>Total</b>	<b>\$22,620,911,754</b>	<b>13%</b>	<b>\$154,428,164,332</b>	<b>87%</b>

**Notes:**

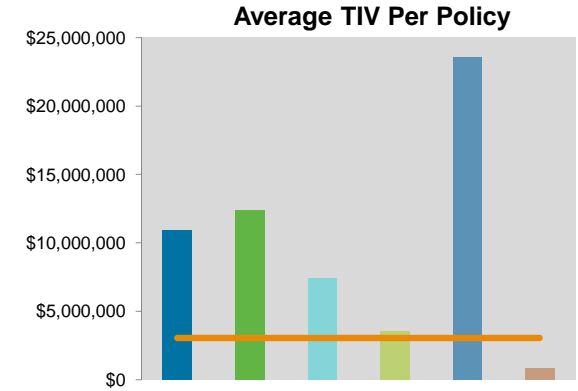
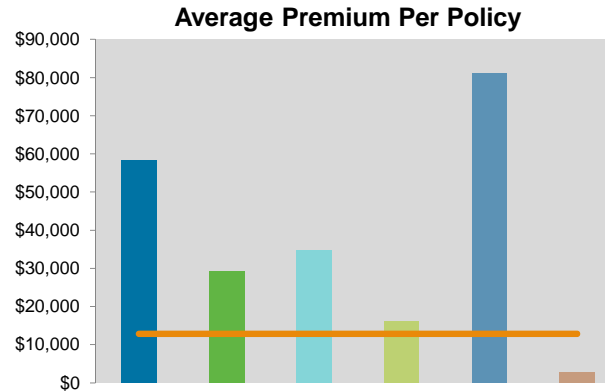
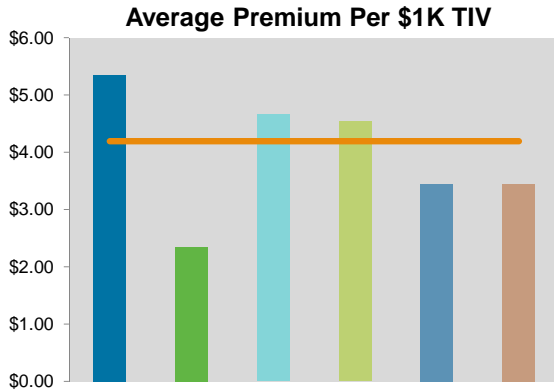
- 1) Counties are bolded when Citizens' market share is 20% or greater in that county
- 2) Market share is based on all policies, not just those that include wind. For Monroe county, Citizens carries the wind portion for most of the policies.
- 3) State Farm Florida filed QUASR data as "trade secret"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

# Citizens' Commercial Residential Lines

## Change in Citizens' Market Share Based on Total Insured Value 2011 vs 3Q2016



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



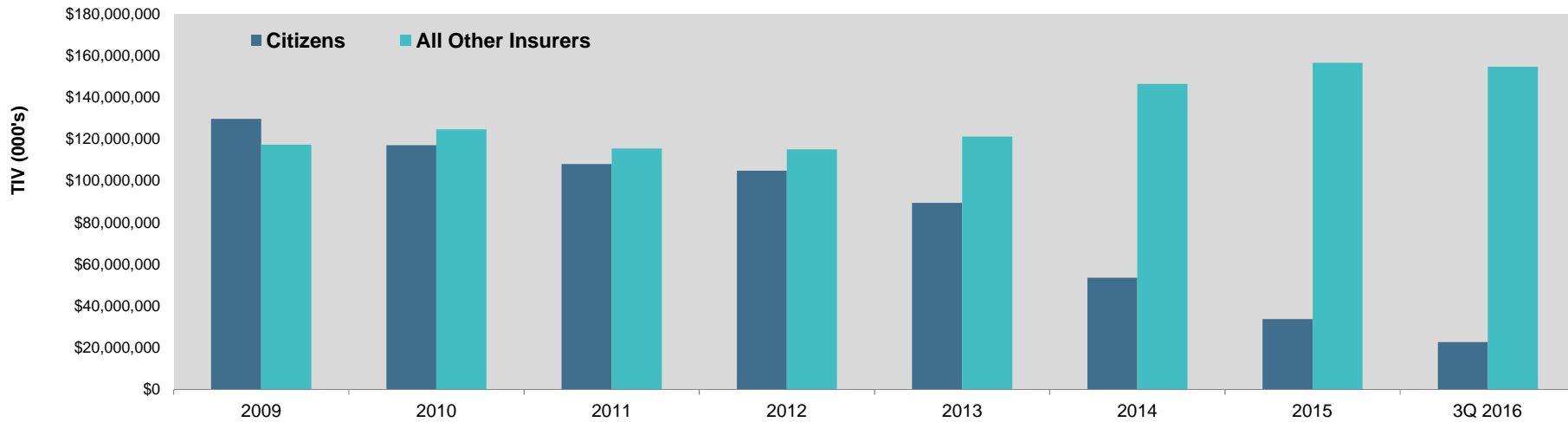
Insurers	Policies Inforce	Premium (\$000)	TIV (\$000)	Average Premium Per \$1,000 TIV	Average Premium Per Policy	Average TIV Per Policy
American Coastal Insurance Company	4,469	\$260,537,561	\$48,701,682,944	5.35	\$58,299	\$10,897,669
American Capital Assurance Corp	2,149	\$62,515,518	\$26,679,716,298	2.34	\$29,091	\$12,414,945
Heritage Property & Casualty Insurance Company	3,532	\$122,390,736	\$26,263,475,278	4.66	\$34,652	\$7,435,865
Citizens Property Insurance Corporation	6,346	\$102,650,303	\$22,620,911,754	4.54	\$16,176	\$3,564,594
QBE Insurance Corporation	711	\$57,727,591	\$16,753,050,250	3.45	\$81,192	\$23,562,659
All Other Insurers	38,941	\$107,867,372	\$31,298,783,711	3.45	\$2,770	\$803,749
Total Market	57,774	\$742,080,969	\$177,049,076,086	4.19	\$12,845	\$3,064,511

**Notes:**

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

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

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



Year	Citizens						All Other Insurers						Total		
	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	% of Total	TIV (\$000)	% of Total	Premium (\$000)	% of Total	Policies Inforce	TIV (\$000)	Premium (\$000)
2009	21,369	20%	\$129,568,971	53%	\$550,430	54%	83,020	80%	\$117,203,651	47%	\$465,567	46%	104,389	\$246,772,622	\$1,015,997
2010	21,763	23%	\$116,884,642	48%	\$542,028	52%	72,149	77%	\$124,530,051	52%	\$495,251	48%	93,912	\$241,414,692	\$1,037,279
2011	20,776	27%	\$107,852,921	48%	\$508,253	49%	57,007	73%	\$115,342,976	52%	\$519,460	51%	77,783	\$223,195,897	\$1,027,713
2012	19,741	28%	\$104,763,503	48%	\$517,270	50%	49,797	72%	\$114,870,599	52%	\$521,971	50%	69,538	\$219,634,102	\$1,039,241
2013	16,620	26%	\$89,346,440	42%	\$463,656	44%	46,395	74%	\$121,034,784	58%	\$598,174	56%	63,015	\$210,381,225	\$1,061,830
2014	11,626	19%	\$53,508,079	27%	\$261,981	26%	48,633	81%	\$146,206,732	73%	\$729,382	74%	60,259	\$199,714,811	\$991,363
2015	8,315	14%	\$33,722,967	18%	\$152,614	18%	49,070	86%	\$156,376,744	82%	\$712,049	82%	57,385	\$190,099,712	\$864,664
3Q 2016	6,346	11%	\$22,620,912	13%	\$102,650	14%	51,428	89%	\$154,428,164	87%	\$639,431	86%	57,774	\$177,049,076	\$742,081

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

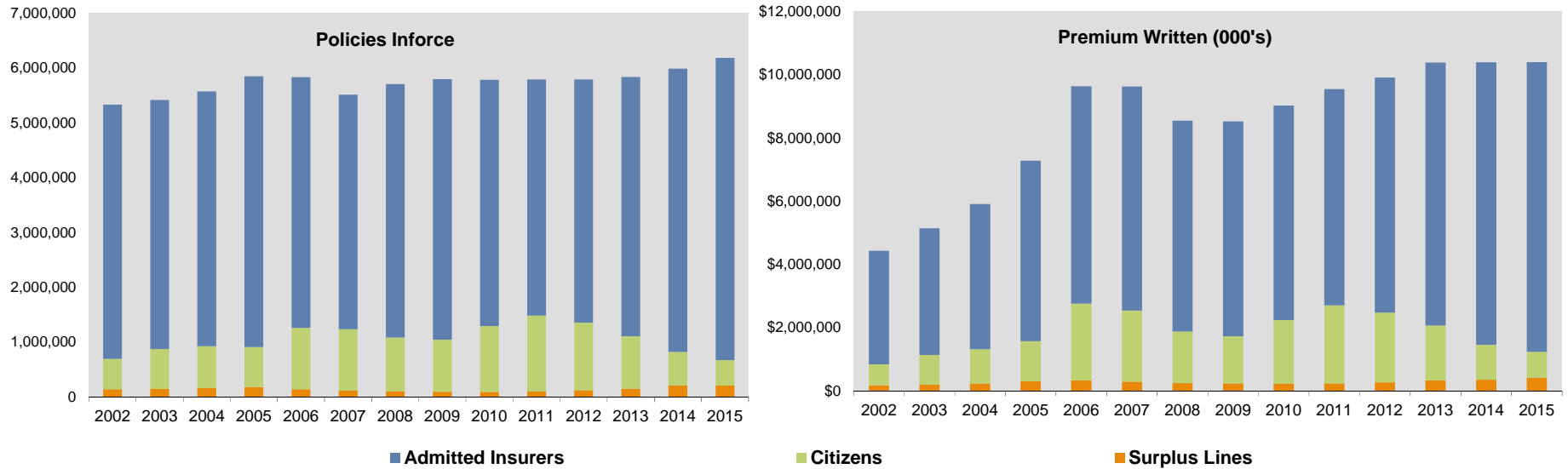
# **Annual Total Market Historical Analysis**

## **Personal and Commercial Residential**



## Annual Total Market - Historical Analysis 2002 through 2015

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



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

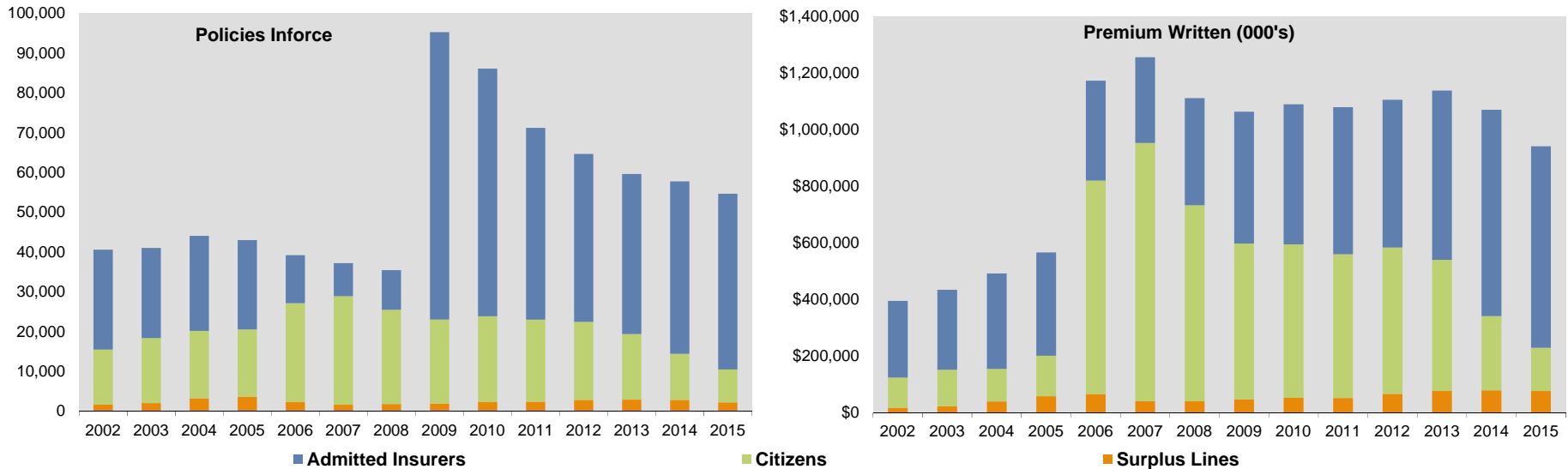
**Notes:**

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



## Annual Total Market - Historical Analysis 2002 through 2015

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



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

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