# Florida Residential Property Market Share

March 31, 2023 Report



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### **Data Sources**

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

- Quarterly data from fourth quarter 2002 through first quarter 2023
- 03/31/2023 data pulled by the OIR on 07/07/23. Any submissions/changes made after this date will not be reflected in this report.
- Several insurers in the market are submitting QUASR data as "Trade Secret" protected information. However, the OIR provides overall data by carrier and policy type.
- Commercial non-residential data is not reported in QUASR and is therefore not included in this analysis (As of 03/31/2023, CNR-M and CNR-W made up approximately 1% of Citizens' building counts)
- During the 3<sup>rd</sup> quarter of 2010, State Farm resubmitted data for 1Q2009 through 2Q2010. The totals remained the same but the aggregate change was a reduction in the policies in personal lines and an increase in commercial lines. This analysis reflects updated data.
- Prior to 2017, Citizens reported inforce premium in QUASR. This corresponds to the annualized premium charged for the quarter-end exposure values. Beginning in 2017, Citizens reports premium charged during the policy term as premium in QUASR. The only difference from prior reporting would be from the relatively small number of policies having mid-term exposure and premium adjustments. There is generally less than a 0.1% difference between the two premium values in aggregate.

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

- Annual data from 2002 through 2022
- 12/31/2022 data extracted from FSLSO 04/18/2023. Any changes made after this date will not be reflected in this report.
- Surplus Lines insurance information is included on the total market exhibits only
- Data has a strong seasonal cycle so it is aggregated to annual values for this analysis
- Insured value is not reported so analyses using FSLSO data are based on policy and premium data only
- Commercial non-residential cannot be separated from commercial residential and is therefore included in this analysis; to minimize this impact only Apartment and Condominium coverage codes are utilized.
- A subset of coverages that correspond to Citizens' lines of business is selected from all coverages reported (see notes on relevant exhibits as to which specific coverages are included in each)



### **Mapping of Citizens Policy Forms to QUASR Policy Types**

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

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



# Market Share for Residual Carriers Based on Earned Premium All Property Lines

| State                      | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|----------------------------|------|------|------|------|------|------|------|------|
| California                 | 1%   | 1%   | 1%   | 1%   | 1%   | 1%   | 1%   | 2%   |
| Florida                    | 9%   | 5%   | 4%   | 4%   | 4%   | 4%   | 4%   | 5%   |
| Louisiana                  | 4%   | 3%   | 3%   | 2%   | 1%   | 1%   | 1%   | 1%   |
| Massachusetts              | 7%   | 6%   | 7%   | 7%   | 6%   | 6%   | 6%   | 5%   |
| North Carolina FAIR Plan   | 2%   | 2%   | 2%   | 3%   | 3%   | 3%   | 3%   | 3%   |
| North Carolina Beach Plan  | 6%   | 7%   | 7%   | 8%   | 7%   | 6%   | 6%   | 6%   |
| Rhode Island               | 3%   | 4%   | 4%   | 4%   | 3%   | 3%   | 3%   | 3%   |
| Texas Windstorm Beach Plan | 4%   | 4%   | 4%   | 4%   | 4%   | 3%   | 2%   | 2%   |

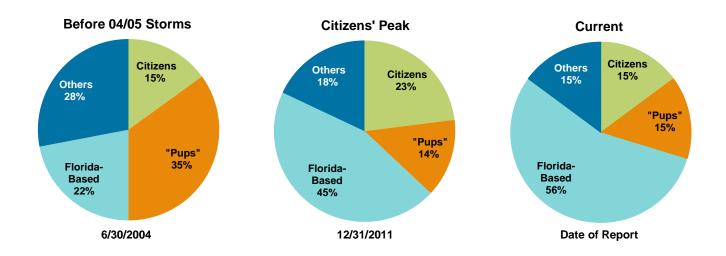
- 1) Taken from the Market Penetration Report from PIPSO
- 2) Market share based on earned premium as a percent of the total market
- 3) Includes states that have >1.0% market share in the latest year
- 4) Considerations for FL: 1,350 miles of coastline, unique litigation landscape, statutorily-required glidepath, reinsurance costs



# Personal & Commercial Residential



### Market Share Based on Total Insured Value For Policies that Include Wind Coverage Florida Residential Property Insurance Market Includes Trade Secret Insurers QUASR Data as of March 31, 2023



| Insurer Category | Total Insured Value |
|------------------|---------------------|
| Citizens         | \$466,791,652,620   |
| "Pups"           | \$476,817,949,753   |
| Florida-Based    | \$1,785,750,751,807 |
| Others           | \$474,900,812,142   |
| Total            | \$3,204,261,166,322 |

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.

- 1) Includes admitted insurers only
- 2) Surplus lines companies are not included in the market share calculation
- 3) Based on total insured value for policies with wind coverage
- 4) Percentages may not add up to 100% due to rounding



### **Data by Policy Type** Policies Inforce, Total Insured Value (TIV) & Premium Florida Personal & Commercial Residential Property

**Includes Trade Secret Data** QUASR Data as of March 31, 2023

|                      |                           |                     |               | Citizen        | S             |                                |               |                     |               | All Other Ins   | surers        |                                |               |                     | Total           |                                |
|----------------------|---------------------------|---------------------|---------------|----------------|---------------|--------------------------------|---------------|---------------------|---------------|-----------------|---------------|--------------------------------|---------------|---------------------|-----------------|--------------------------------|
|                      | Policy Type               | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000) | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000)  | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | TIV<br>(\$000)  | Premiums<br>Written<br>(\$000) |
|                      | Allied Lines              | 0                   | 0%            | \$0            | 0%            | \$0                            | 0%            | 48,451              | 100%          | \$16,493,018    | 100%          | \$112,566                      | 100%          | 48,451              | \$16,493,018    | \$112,566                      |
|                      | Condo Unit Owner          | 84,314              | 9%            | \$5,868,413    | 4%            | \$122,436                      | 9%            | 853,638             | 91%           | \$131,623,063   | 96%           | \$1,269,008                    | 91%           | 937,952             | \$137,491,476   | \$1,391,444                    |
|                      | Dwelling/Fire             | 251,725             | 35%           | \$67,550,047   | 29%           | \$496,678                      | 33%           | 458,364             | 65%           | \$163,445,220   | 71%           | \$1,018,768                    | 67%           | 710,089             | \$230,995,267   | \$1,515,446                    |
| Personal Multi Peril | Dwelling/Fire Mobile Home | 20,751              | 45%           | \$970,842      | 34%           | \$15,804                       | 37%           | 25,694              | 55%           | \$1,878,558     | 66%           | \$27,072                       | 63%           | 46,445              | \$2,849,400     | \$42,875                       |
| al Mul               | Farmowners                | 0                   | 0%            | \$0            | 0%            | \$0                            | 0%            | 2,189               | 100%          | \$1,767,345     | 100%          | \$12,147                       | 100%          | 2,189               | \$1,767,345     | \$12,147                       |
| erson                | Homeowners                | 719,347             | 18%           | \$315,646,494  | 12%           | \$2,340,755                    | 18%           | 3,367,466           | 82%           | \$2,360,528,648 | 88%           | \$10,467,352                   | 82%           | 4,086,813           | \$2,676,175,142 | \$12,808,107                   |
| <b>-</b>             | Mobile Homeowners         | 55,414              | 20%           | \$5,134,565    | 16%           | \$77,832                       | 20%           | 217,563             | 80%           | \$26,616,202    | 84%           | \$311,720                      | 80%           | 272,977             | \$31,750,767    | \$389,552                      |
|                      | Tenants                   | 11,421              | 1%            | \$282,614      | 1%            | \$2,426                        | 1%            | 1,109,290           | 99%           | \$33,457,537    | 99%           | \$221,208                      | 99%           | 1,120,711           | \$33,740,151    | \$223,634                      |
|                      | Subtotal                  | 1,142,972           | 16%           | \$395,452,975  | 13%           | \$3,055,931                    | 19%           | 6,082,655           | 84%           | \$2,735,809,592 | 87%           | \$13,439,841                   | 81%           | 7,225,627           | \$3,131,262,567 | \$16,495,772                   |
|                      | Allied Lines              | 11,541              | 100%          | \$5,446,084    | 100%          | \$42,532                       | 100%          | 0                   | 0%            | \$0             | 0%            | \$0                            | 0%            | 11,541              | \$5,446,084     | \$42,532                       |
|                      | Condo Unit Owner          | 18,322              | 83%           | \$3,169,921    | 85%           | \$24,535                       | 84%           | 3,805               | 17%           | \$560,055       | 15%           | \$4,641                        | 16%           | 22,127              | \$3,729,975     | \$29,176                       |
| Personal Wind Only   | Dwelling/Fire Mobile Home | 181                 | 100%          | \$8,106        | 100%          | \$418                          | 100%          | 0                   | 0%            | \$0             | 0%            | \$0                            | 0%            | 181                 | \$8,106         | \$418                          |
| al Win               | Homeowners                | 57,075              | 76%           | \$33,028,538   | 77%           | \$204,580                      | 72%           | 18,012              | 24%           | \$9,998,003     | 23%           | \$78,061                       | 28%           | 75,087              | \$43,026,541    | \$282,640                      |
| erson                | Mobile Homeowners         | 1,808               | 100%          | \$92,167       | 100%          | \$3,208                        | 100%          | 0                   | 0%            | \$0             | 0%            | \$0                            | 0%            | 1,808               | \$92,167        | \$3,208                        |
| <b>-</b>             | Tenants                   | 166                 | 91%           | \$18,433       | 92%           | \$105                          | 93%           | 17                  | 9%            | \$1,690         | 8%            | \$8                            | 7%            | 183                 | \$20,123        | \$112                          |
|                      | Subtotal                  | 89,093              | 80%           | \$41,763,249   | 80%           | \$275,377                      | 77%           | 21,834              | 20%           | \$10,559,748    | 20%           | \$82,709                       | 23%           | 110,927             | \$52,322,997    | \$358,086                      |
|                      | Commercial Residential    | 3,857               | 11%           | \$38,597,760   | 20%           | \$281,378                      | 22%           | 31,499              | 89%           | \$151,301,229   | 80%           | \$971,453                      | 78%           | 35,356              | \$189,898,988   | \$1,252,831                    |
|                      | Total                     | 1,235,922           | 17%           | \$475,813,984  | 14%           | \$3,612,687                    | 20%           | 6,135,988           | 83%           | \$2,897,670,568 | 86%           | \$14,494,002                   | 80%           | 7,371,910           | \$3,373,484,552 | \$18,106,689                   |

- I) Includes admitted insurers (and Citizens) writing personal residential property statewide
   Excludes the following policy types: Excess Private Flood & Primary Private Flood



# Top 10 Insurers by Total Insured Value Florida Personal & Commercial Residential Property Includes Trade Secret Insurers QUASR Data as of March 31, 2023

|   |           |       | All Policie         | es    |                  |       |           |       | Policies w/ Wind    | Coverag | je               |       |
|---|-----------|-------|---------------------|-------|------------------|-------|-----------|-------|---------------------|---------|------------------|-------|
| Insurers  | Policies  | Mkt   | Total Insured       | Mkt   | Premiums         | Mkt   | Policies  | Mkt   | Total Insured       | Mkt     | Premiums         | Mkt   |
|   | Inforce   | Share | Value               | Share | Written          | Share | Inforce   | Share | Value               | Share   | Written          | Share |
| Citizens Property Insurance Corporation         | 1,235,922 | 17%   | \$475,813,983,863   | 14%   | \$3,612,686,559  | 20%   | 1,202,793 | 17%   | \$466,791,652,620   | 15%     | \$3,568,918,999  | 20%   |
| State Farm Florida Insurance Company            | 600,944   | 8%    | 353,495,133,815     | 10%   | 1,016,897,467    | 6%    | 584,282   | 8%    | 339,842,171,822     | 11%     | 992,762,589      | 6%    |
| Universal Property & Casualty Insurance Company | 584,954   | 8%    | 192,852,111,179     | 6%    | 1,528,452,772    | 8%    | 569,817   | 8%    | 188,970,832,533     | 6%      | 1,508,235,731    | 9%    |
| First Protective Insurance Company              | 251,367   | 3%    | 165,338,426,918     | 5%    | 704,248,668      | 4%    | 249,235   | 4%    | 164,196,050,181     | 5%      | 701,593,669      | 4%    |
| Tower Hill Insurance Exchange                   | 275,554   | 4%    | 152,574,148,018     | 5%    | 685,606,939      | 4%    | 259,673   | 4%    | 142,142,278,167     | 4%      | 659,815,290      | 4%    |
| American Integrity Insurance Company of Florida | 278,800   | 4%    | 137,070,096,847     | 4%    | 575,358,303      | 3%    | 276,343   | 4%    | 136,074,902,175     | 4%      | 572,316,998      | 3%    |
| ASI Preferred Insurance Corp.                   | 275,964   | 4%    | 122,014,437,717     | 4%    | 536,654,577      | 3%    | 258,962   | 4%    | 114,490,752,842     | 4%      | 508,858,901      | 3%    |
| Federal Insurance Company                       | 31,020    | 0%    | 105,329,596,764     | 3%    | 334,763,287      | 2%    | 20,507    | 0%    | 80,937,257,000      | 3%      | 272,051,845      | 2%    |
| Heritage Property & Casualty Insurance Company  | 159,341   | 2%    | 103,625,844,556     | 3%    | 607,555,362      | 3%    | 156,031   | 2%    | 102,204,345,699     | 3%      | 602,175,662      | 3%    |
| United Services Automobile Association          | 153,348   | 2%    | 99,497,234,915      | 3%    | 340,641,059      | 2%    | 137,695   | 2%    | 88,344,925,945      | 3%      | 320,998,072      | 2%    |
| All Other Insurers                              | 3,524,696 | 48%   | 1,465,873,537,715   | 43%   | 8,163,823,682    | 45%   | 3,391,772 | 48%   | 1,380,265,997,338   | 43%     | 7,930,159,213    | 45%   |
| Total   | 7,371,910 | 100%  | \$3,373,484,552,307 | 100%  | \$18,106,688,675 | 100%  | 7,107,110 | 100%  | \$3,204,261,166,322 | 100%    | \$17,637,886,969 | 100%  |

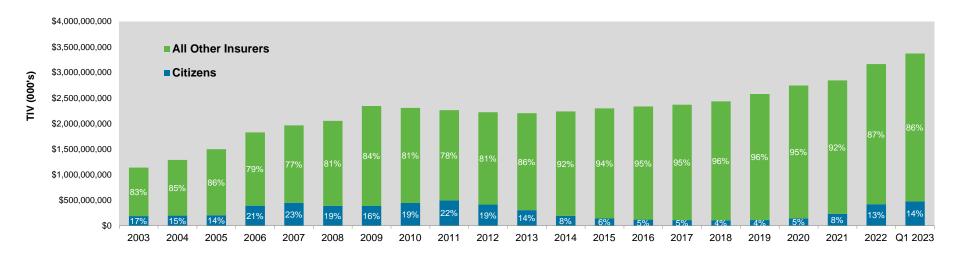
- 1) Includes admitted insurers (and Citizens) writing residential property statewide
- 2) Market share percentages are rounded to the nearest whole number



### **Statewide Historical Trends**

Policies Inforce, Total Insured Value (TIV) & Premium Florida Personal & Commercial Residential Property Includes Trade Secret Insurers

QUASR Data as of March 31, 2023

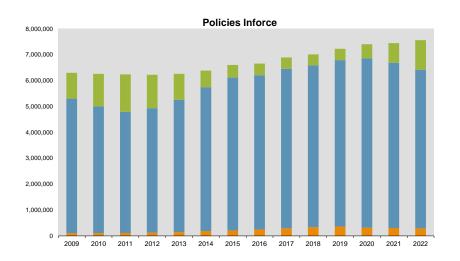


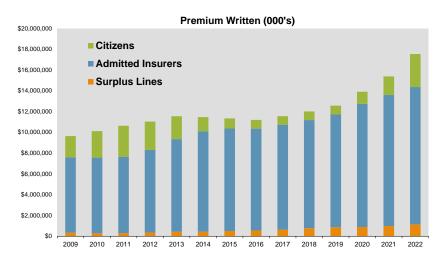
|         |                     |               | Citizen        | ıs            |                                |               |                     |               | All Other Ins   | surers        | ;                              |               |                     | Total           |                                |
|---------|---------------------|---------------|----------------|---------------|--------------------------------|---------------|---------------------|---------------|-----------------|---------------|--------------------------------|---------------|---------------------|-----------------|--------------------------------|
| Year    | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000) | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000)  | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | TIV<br>(\$000)  | Premiums<br>Written<br>(\$000) |
| 2003    | 792,573             | 14%           | \$188,908,866  | 17%           | \$1,070,488                    | 20%           | 4,997,648           | 86%           | \$948,555,125   | 83%           | \$4,290,688                    | 80%           | 5,790,221           | \$1,137,463,991 | \$5,361,177                    |
| 2004    | 849,243             | 14%           | \$196,625,753  | 15%           | \$1,203,120                    | 20%           | 5,090,735           | 86%           | \$1,090,162,595 | 85%           | \$4,924,626                    | 80%           | 5,939,978           | \$1,286,788,349 | \$6,127,746                    |
| 2005    | 833,797             | 13%           | \$203,698,091  | 14%           | \$1,406,739                    | 19%           | 5,365,086           | 87%           | \$1,294,047,458 | 86%           | \$6,073,395                    | 81%           | 6,198,883           | \$1,497,745,549 | \$7,480,134                    |
| 2006    | 1,265,087           | 20%           | \$391,987,775  | 21%           | \$3,183,496                    | 31%           | 4,970,014           | 80%           | \$1,435,433,414 | 79%           | \$7,227,336                    | 69%           | 6,235,101           | \$1,827,421,189 | \$10,410,833                   |
| 2007    | 1,267,024           | 21%           | \$447,495,505  | 23%           | \$3,162,971                    | 30%           | 4,638,538           | 79%           | \$1,518,014,586 | 77%           | \$7,386,813                    | 70%           | 5,905,562           | \$1,965,510,091 | \$10,549,783                   |
| 2008    | 1,050,613           | 17%           | \$387,715,198  | 19%           | \$2,325,521                    | 25%           | 5,003,670           | 83%           | \$1,667,153,166 | 81%           | \$7,047,950                    | 75%           | 6,054,283           | \$2,054,868,364 | \$9,373,471                    |
| 2009    | 996,869             | 16%           | \$385,308,717  | 16%           | \$2,037,250                    | 22%           | 5,193,188           | 84%           | \$1,959,285,757 | 84%           | \$7,261,933                    | 78%           | 6,190,057           | \$2,344,594,474 | \$9,299,183                    |
| 2010    | 1,254,160           | 20%           | \$443,597,812  | 19%           | \$2,547,607                    | 26%           | 4,895,045           | 80%           | \$1,863,280,498 | 81%           | \$7,277,626                    | 74%           | 6,149,205           | \$2,306,878,310 | \$9,825,233                    |
| 2011    | 1,443,936           | 24%           | \$493,789,644  | 22%           | \$2,977,454                    | 29%           | 4,683,457           | 76%           | \$1,770,573,397 | 78%           | \$7,357,689                    | 71%           | 6,127,393           | \$2,264,363,041 | \$10,335,142                   |
| 2012    | 1,287,812           | 21%           | \$413,097,288  | 19%           | \$2,723,596                    | 25%           | 4,808,294           | 79%           | \$1,810,810,338 | 81%           | \$7,957,524                    | 75%           | 6,096,106           | \$2,223,907,627 | \$10,681,120                   |
| 2013    | 1,000,249           | 16%           | \$304,752,052  | 14%           | \$2,198,956                    | 20%           | 5,110,177           | 84%           | \$1,898,921,631 | 86%           | \$8,916,445                    | 80%           | 6,110,426           | \$2,203,673,683 | \$11,115,401                   |
| 2014    | 643,004             | 10%           | \$189,632,207  | 8%            | \$1,367,240                    | 12%           | 5,555,725           | 90%           | \$2,049,494,023 | 92%           | \$9,664,656                    | 88%           | 6,198,729           | \$2,239,126,231 | \$11,031,896                   |
| 2015    | 488,476             | 8%            | \$140,136,383  | 6%            | \$971,002                      | 9%            | 5,900,339           | 92%           | \$2,158,775,282 | 94%           | \$9,871,846                    | 91%           | 6,388,815           | \$2,298,911,666 | \$10,842,848                   |
| 2016    | 446,506             | 7%            | \$117,530,713  | 5%            | \$841,645                      | 8%            | 5,956,673           | 93%           | \$2,217,612,390 | 95%           | \$9,805,856                    | 92%           | 6,403,179           | \$2,335,143,103 | \$10,647,501                   |
| 2017    | 434,919             | 7%            | \$108,260,545  | 5%            | \$823,072                      | 8%            | 6,161,485           | 93%           | \$2,260,833,545 | 95%           | \$10,106,918                   | 92%           | 6,596,404           | \$2,369,094,090 | \$10,929,989                   |
| 2018    | 423,833             | 6%            | \$106,165,846  | 4%            | \$827,087                      | 7%            | 6,247,452           | 94%           | \$2,331,044,277 | 96%           | \$10,404,759                   | 93%           | 6,671,285           | \$2,437,210,123 | \$11,231,847                   |
| 2019    | 439,356             | 6%            | \$109,020,493  | 4%            | \$850,455                      | 7%            | 6,422,441           | 94%           | \$2,470,751,531 | 96%           | \$10,848,861                   | 93%           | 6,861,797           | \$2,579,772,024 | \$11,699,316                   |
| 2020    | 540,053             | 8%            | \$142,647,373  | 5%            | \$1,170,212                    | 9%            | 6,543,260           | 92%           | \$2,604,093,975 | 95%           | \$11,849,530                   | 91%           | 7,083,313           | \$2,746,741,348 | \$13,019,742                   |
| 2021    | 756,915             | 11%           | \$230,481,166  | 8%            | \$1,792,409                    | 12%           | 6,383,855           | 89%           | \$2,614,543,119 | 92%           | \$12,610,387                   | 88%           | 7,140,770           | \$2,845,024,286 | \$14,402,795                   |
| 2022    | 1,142,626           | 16%           | \$420,411,538  | 13%           | \$3,183,254                    | 19%           | 6,123,422           | 84%           | \$2,745,921,956 | 87%           | \$13,220,524                   | 81%           | 7,266,048           | \$3,166,333,494 | \$16,403,778                   |
| Q1 2023 | 1,235,922           | 17%           | \$475,813,984  | 14%           | \$3,612,687                    | 20%           | 6,135,988           | 83%           | \$2,897,670,568 | 86%           | \$14,494,002                   | 80%           | 7,371,910           | \$3,373,484,552 | \$18,106,689                   |

- 1) Includes admitted insurers (and Citizens) writing personal and/or commercial residential property statewide
- 2) For 2014-18, estimates for insurers submitting data under "Trade Secret" protection are used. For 2019 and later, Actual Total Market data is used.
- 3) 2002 data removed 1Q 2023



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





|      |                     | Citiz         | ens                            |               | Ad                  | mitted        | Insurers                       |               | ;                   | Surplus       | Lines                          |               | Total I             | /larket                        |
|------|---------------------|---------------|--------------------------------|---------------|---------------------|---------------|--------------------------------|---------------|---------------------|---------------|--------------------------------|---------------|---------------------|--------------------------------|
| Year | Policies<br>Inforce | % of<br>Total | Premiums<br>Written<br>(000's) | % of<br>Total | Policies<br>Inforce | % of<br>Total | Premiums<br>Written<br>(000's) | % of<br>Total | Policies<br>Inforce | % of<br>Total | Premiums<br>Written<br>(000's) | % of<br>Total | Policies<br>Inforce | Premiums<br>Written<br>(000's) |
| 2009 | 996,869             | 16%           | \$2,037,250                    | 21%           | 5,193,188           | 82%           | \$7,261,933                    | 75%           | 109,741             | 2%            | \$339,975                      | 4%            | 6,299,798           | \$9,639,158                    |
| 2010 | 1,254,160           | 20%           | \$2,547,607                    | 25%           | 4,895,045           | 78%           | \$7,277,626                    | 72%           | 111,060             | 2%            | \$287,544                      | 3%            | 6,260,265           | \$10,112,777                   |
| 2011 | 1,443,936           | 23%           | \$2,977,454                    | 28%           | 4,683,457           | 75%           | \$7,357,689                    | 69%           | 113,472             | 2%            | \$296,708                      | 3%            | 6,240,865           | \$10,631,850                   |
| 2012 | 1,287,812           | 21%           | \$2,723,596                    | 25%           | 4,808,294           | 77%           | \$7,957,524                    | 72%           | 127,308             | 2%            | \$351,624                      | 3%            | 6,223,414           | \$11,032,744                   |
| 2013 | 1,000,249           | 16%           | \$2,198,956                    | 19%           | 5,110,177           | 82%           | \$8,916,445                    | 77%           | 151,165             | 2%            | \$432,512                      | 4%            | 6,261,591           | \$11,547,913                   |
| 2014 | 643,004             | 10%           | \$1,367,240                    | 12%           | 5,555,725           | 87%           | \$9,664,656                    | 84%           | 190,062             | 3%            | \$434,097                      | 4%            | 6,388,791           | \$11,465,993                   |
| 2015 | 488,476             | 7%            | \$971,002                      | 9%            | 5,900,339           | 89%           | \$9,871,846                    | 87%           | 214,132             | 3%            | \$497,624                      | 4%            | 6,602,947           | \$11,340,472                   |
| 2016 | 446,506             | 7%            | \$841,645                      | 8%            | 5,956,673           | 89%           | \$9,805,856                    | 88%           | 253,174             | 4%            | \$546,199                      | 5%            | 6,656,353           | \$11,193,700                   |
| 2017 | 434,919             | 6%            | \$823,072                      | 7%            | 6,161,485           | 89%           | \$10,106,918                   | 87%           | 297,525             | 4%            | \$628,081                      | 5%            | 6,893,929           | \$11,558,071                   |
| 2018 | 423,833             | 6%            | \$827,087                      | 7%            | 6,247,452           | 89%           | \$10,404,759                   | 87%           | 340,350             | 5%            | \$775,482                      | 6%            | 7,011,635           | \$12,007,328                   |
| 2019 | 439,356             | 6%            | \$850,455                      | 7%            | 6,422,441           | 89%           | \$10,848,861                   | 86%           | 366,916             | 5%            | \$865,974                      | 7%            | 7,228,713           | \$12,565,290                   |
| 2020 | 540,053             | 7%            | \$1,170,212                    | 8%            | 6,543,260           | 88%           | \$11,849,530                   | 85%           | 321,767             | 4%            | \$882,349                      | 6%            | 7,405,080           | \$13,902,091                   |
| 2021 | 756,915             | 10%           | \$1,792,409                    | 12%           | 6,383,855           | 86%           | \$12,610,387                   | 82%           | 307,821             | 4%            | \$978,792                      | 6%            | 7,448,591           | \$15,381,587                   |
| 2022 | 1,142,626           | 15%           | \$3,183,254                    | 18%           | 6,123,422           | 81%           | \$13,220,524                   | 75%           | 294,445             | 4%            | \$1,137,622                    | 6%            | 7,560,493           | \$17,541,400                   |

- 1) Admitted insurer information is as reported to the Florida Office of Insurance Regulation (QUASR data) for the 4th quarter of each calendar year

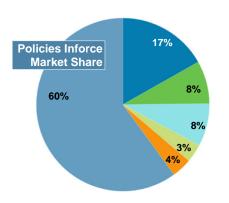
- 1) Admitted insurer information is as reported to the Florida Office or insurance Regulation (QOASR data) for the 4rt quarter of each calendar year 2) Surplus Lines data reported to the FSLSO; insured value data is not reported and thus is excluded from this analysis 3) Surplus Lines for personal residential include HO-3, HO-4, HO-6, HO-8(starting in 2014), Dwelling, Dwelling Builders Risk, Mobile Home, and Windstorm 4) Surplus Lines policy growth in 2014 largely due to the inclusion of HO-8 (18,843) and increase in number of dwelling property policies (30,839 increase)
- 5) Surplus Lines for commercial residential includes only Apartment and Condominium coverage codes
- 6) For 2014-2018, estimates for insurers submitting data under Trade Secret\* protection are used. For 2019 and later, Actual Total Market data is used 7) Reports prior to 2Q 2010 included more surplus lines coverage types. This analysis reflects updated data for all periods.

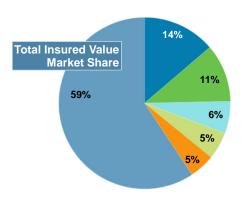


# Personal Residential



### Top 20 Insurers by Total Insured Value Florida Personal Residential Property Includes Trade Secret Insurers QUASR Data as of March 31, 2023







- Citizens Property Insurance Corporation
- Universal Property & Casualty Insurance Company
- Tower Hill Insurance Exchange

- State Farm Florida Insurance Company
- First Protective Insurance Company
- All Other Insurers

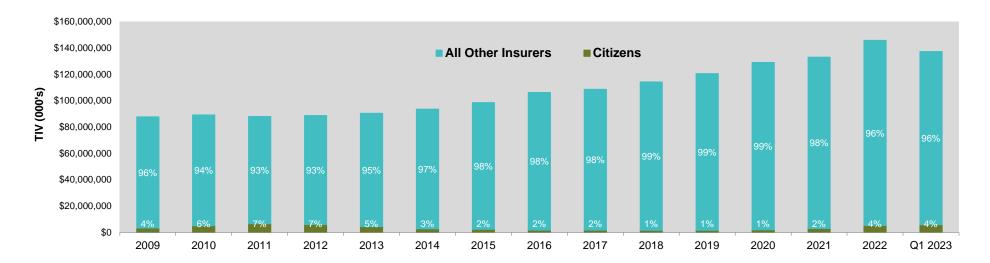
| Insurers  | Policies<br>Inforce | Policies Inforce<br>Market Share % | Total Insured Value<br>(TIV) for All Policies | TIV Market Share %  | Premiums<br>Written | Premium Market<br>Share % |
|---|---------------------|------------------------------------|---|---------------------|---------------------|---------------------------|
|   | (1)                 | (2) = (1)/ Total(1)                | (3)   | (4) = (3)/ Total(3) | (5)                 | (6) = (5)/ Total(5)       |
| Citizens Property Insurance Corporation         | 1,232,065           | 17%                                | \$437,216,223,992                             | 14%                 | \$3,331,308,519     | 20%                       |
| State Farm Florida Insurance Company            | 588,005             | 8%                                 | \$348,079,961,472                             | 11%                 | \$999,127,970       | 6%                        |
| Universal Property & Casualty Insurance Company | 584,954             | 8%                                 | \$192,852,111,179                             | 6%                  | \$1,528,452,772     | 9%                        |
| First Protective Insurance Company              | 251,367             | 3%                                 | \$165,338,426,918                             | 5%                  | \$704,248,668       | 4%                        |
| Tower Hill Insurance Exchange                   | 275,554             | 4%                                 | \$152,574,148,018                             | 5%                  | \$685,606,939       | 4%                        |
| American Integrity Insurance Company of Florida | 278,800             | 4%                                 | \$137,070,096,847                             | 4%                  | \$575,358,303       | 3%                        |
| ASI Preferred Insurance Corp.                   | 275,964             | 4%                                 | \$122,014,437,717                             | 4%                  | \$536,654,577       | 3%                        |
| Federal Insurance Company                       | 31,020              | 0%                                 | \$105,329,596,764                             | 3%                  | \$334,763,287       | 2%                        |
| United Services Automobile Association          | 153,348             | 2%                                 | \$99,497,234,915                              | 3%                  | \$340,641,059       | 2%                        |
| Slide Insurance Company                         | 161,167             | 2%                                 | \$82,902,167,038                              | 3%                  | \$563,309,883       | 3%                        |
| Castle Key Indemnity Company                    | 282,349             | 4%                                 | \$72,938,503,573                              | 2%                  | \$403,294,249       | 2%                        |
| Heritage Property & Casualty Insurance Company  | 156,617             | 2%                                 | \$68,958,778,892                              | 2%                  | \$419,815,799       | 2%                        |
| Olympus Insurance Company                       | 80,572              | 1%                                 | \$68,213,014,089                              | 2%                  | \$318,487,492       | 2%                        |
| Edison Insurance Company                        | 102,709             | 1%                                 | \$59,382,272,606                              | 2%                  | \$376,619,428       | 2%                        |
| Security First Insurance Company                | 154,613             | 2%                                 | \$54,029,678,492                              | 2%                  | \$424,008,789       | 3%                        |
| Privilege Underwriters Reciprocal Exchange      | 11,450              | 0%                                 | \$50,898,933,001                              | 2%                  | \$192,997,522       | 1%                        |
| Truck Insurance Exchange                        | 91,648              | 1%                                 | \$50,726,949,394                              | 2%                  | \$155,677,500       | 1%                        |
| American Strategic Insurance Corp.              | 90,083              | 1%                                 | \$48,257,030,779                              | 2%                  | \$129,770,995       | 1%                        |
| Southern Oak Insurance Company                  | 95,862              | 1%                                 | \$46,465,432,484                              | 1%                  | \$201,626,266       | 1%                        |
| Kin Interinsurance Network                      | 97,753              | 1%                                 | \$43,618,373,816                              | 1%                  | \$240,312,371       | 1%                        |
| All Other Insurers                              | 2,340,654           | 32%                                | \$777,222,191,840                             | 24%                 | \$4,391,775,725     | 26%                       |
| Total   | 7,336,554           | 100%                               | \$3,183,585,563,826                           | 100%                | \$16,853,858,112    | 100%                      |

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Any slight differences in market share %s in graph versus table are due to rounding



## Condominium Owner Multi Peril Policy Types Historical Trends Policies Inforce, Total Insured Value (TIV) & Premium Florida Personal Residential Property

Includes Trade Secret Insurers QUASR Data as of March 31, 2023



|         |                     |               | Citizei        | าร            |                                |               |                     |               | All Other In   | surer         | S                              |               |                     | Total          |                                |
|---------|---------------------|---------------|----------------|---------------|--------------------------------|---------------|---------------------|---------------|----------------|---------------|--------------------------------|---------------|---------------------|----------------|--------------------------------|
| Year    | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000) | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000) | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | TIV<br>(\$000) | Premiums<br>Written<br>(\$000) |
| 2009    | 62,448              | 8%            | \$3,334,053    | 4%            | \$40,302                       | 7%            | 737,846             | 92%           | \$84,549,742   | 96%           | \$516,319                      | 93%           | 800,294             | \$87,883,796   | \$556,620                      |
| 2010    | 88,461              | 11%           | \$4,938,402    | 6%            | \$60,915                       | 10%           | 713,049             | 89%           | \$84,381,623   | 94%           | \$536,730                      | 90%           | 801,510             | \$89,320,025   | \$597,646                      |
| 2011    | 112,755             | 14%           | \$6,538,074    | 7%            | \$76,034                       | 12%           | 672,783             | 86%           | \$81,522,844   | 93%           | \$542,608                      | 88%           | 785,538             | \$88,060,919   | \$618,642                      |
| 2012    | 106,161             | 14%           | \$5,948,782    | 7%            | \$76,447                       | 11%           | 673,240             | 86%           | \$82,868,254   | 93%           | \$594,913                      | 89%           | 779,401             | \$88,817,036   | \$671,361                      |
| 2013    | 89,298              | 11%           | \$4,361,986    | 5%            | \$62,916                       | 9%            | 693,811             | 89%           | \$86,115,444   | 95%           | \$656,393                      | 91%           | 783,109             | \$90,477,430   | \$719,309                      |
| 2014    | 53,429              | 7%            | \$2,676,912    | 3%            | \$41,996                       | 6%            | 741,125             | 93%           | \$90,965,599   | 97%           | \$693,426                      | 94%           | 794,554             | \$93,642,511   | \$735,422                      |
| 2015    | 44,525              | 5%            | \$2,281,262    | 2%            | \$34,236                       | 5%            | 778,622             | 95%           | \$96,408,344   | 98%           | \$723,236                      | 95%           | 823,147             | \$98,689,606   | \$757,472                      |
| 2016    | 36,556              | 4%            | \$1,759,576    | 2%            | \$28,057                       | 4%            | 809,554             | 96%           | \$104,628,929  | 98%           | \$758,302                      | 96%           | 846,110             | \$106,388,505  | \$786,359                      |
| 2017    | 33,954              | 4%            | \$1,645,732    | 2%            | \$27,665                       | 3%            | 820,462             | 96%           | \$107,116,056  | 98%           | \$784,339                      | 97%           | 854,416             | \$108,761,787  | \$812,004                      |
| 2018    | 33,222              | 4%            | \$1,591,782    | 1%            | \$28,215                       | 3%            | 832,359             | 96%           | \$112,745,157  | 99%           | \$823,590                      | 97%           | 865,581             | \$114,336,939  | \$851,805                      |
| 2019    | 33,460              | 4%            | \$1,597,129    | 1%            | \$28,866                       | 3%            | 852,017             | 96%           | \$119,129,466  | 99%           | \$889,278                      | 97%           | 885,477             | \$120,726,595  | \$918,143                      |
| 2020    | 39,318              | 4%            | \$1,920,687    | 1%            | \$37,915                       | 4%            | 881,545             | 96%           | \$127,278,266  | 99%           | \$979,330                      | 96%           | 920,863             | \$129,198,953  | \$1,017,245                    |
| 2021    | 51,304              | 6%            | \$2,968,408    | 2%            | \$58,745                       | 5%            | 868,825             | 94%           | \$130,201,630  | 98%           | \$1,073,866                    | 95%           | 920,129             | \$133,170,039  | \$1,132,611                    |
| 2022    | 76,755              | 8%            | \$5,167,532    | 4%            | \$106,476                      | 8%            | 855,401             | 92%           | \$140,736,986  | 96%           | \$1,216,601                    | 92%           | 932,156             | \$145,904,518  | \$1,323,077                    |
| Q1 2023 | 84,314              | 9%            | \$5,868,413    | 4%            | \$122,436                      | 9%            | 853,638             | 91%           | \$131,623,063  | 96%           | \$1,269,008                    | 91%           | 937,952             | \$137,491,476  | \$1,391,444                    |

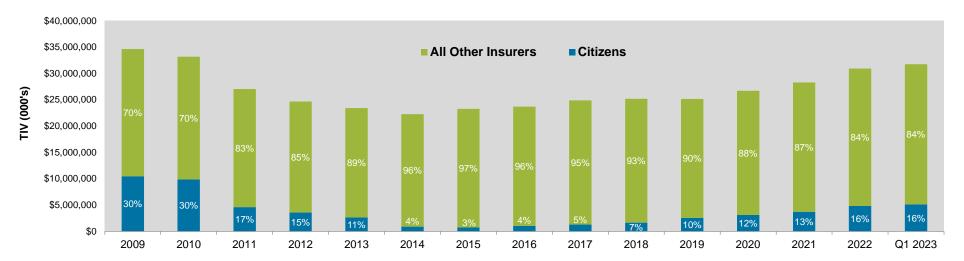
- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Only includes QUASR policy type Personal Residential Condominium Unit Owners. Does not include Wind Only policies.
- 3) For 2014-18, estimates for insurers submitting data under "Trade Secret" are used. For 2019 and later, Actual Total Market data is used.



### Mobile Homeowner Multi Peril Policy Type Historical Trends Policies Inforce, Total Insured Value (TIV) & Premium Florida Personal Residential Property

Includes Trade Secret Insurers

QUASR Data as of March 31, 2023



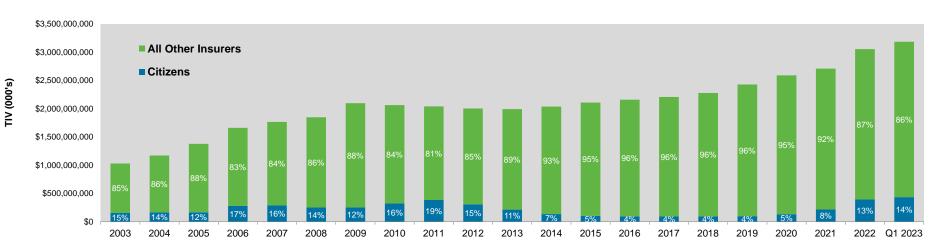
|         |                     |               | Citize         | ns            |                                |               |                     |               | All Other In   | surer         | 'S                             |               |                     | Total          |                                |
|---------|---------------------|---------------|----------------|---------------|--------------------------------|---------------|---------------------|---------------|----------------|---------------|--------------------------------|---------------|---------------------|----------------|--------------------------------|
| Year    | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000) | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000) | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | TIV<br>(\$000) | Premiums<br>Written<br>(\$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    | 62,398              | 21%           | \$4,627,904    | 17%           | \$90,100                       | 28%           | 233,303             | 79%           | \$22,426,304   | 83%           | \$228,429                      | 72%           | 295,701             | \$27,054,207   | \$318,529                      |
| 2012    | 56,364              | 20%           | \$3,581,171    | 15%           | \$76,754                       | 25%           | 223,502             | 80%           | \$21,081,554   | 85%           | \$225,761                      | 75%           | 279,866             | \$24,662,725   | \$302,516                      |
| 2013    | 51,264              | 19%           | \$2,661,304    | 11%           | \$61,628                       | 21%           | 218,642             | 81%           | \$20,777,333   | 89%           | \$225,631                      | 79%           | 269,906             | \$23,438,637   | \$287,259                      |
| 2014    | 20,111              | 8%            | \$913,196      | 4%            | \$20,412                       | 8%            | 225,134             | 92%           | \$21,367,547   | 96%           | \$225,606                      | 92%           | 245,245             | \$22,280,743   | \$246,018                      |
| 2015    | 16,005              | 6%            | \$746,361      | 3%            | \$14,805                       | 6%            | 245,874             | 94%           | \$22,537,799   | 97%           | \$245,940                      | 94%           | 261,879             | \$23,284,160   | \$260,745                      |
| 2016    | 21,089              | 8%            | \$1,054,987    | 4%            | \$19,027                       | 7%            | 241,419             | 92%           | \$22,639,521   | 96%           | \$241,838                      | 93%           | 262,508             | \$23,694,509   | \$260,865                      |
| 2017    | 24,278              | 9%            | \$1,311,381    | 5%            | \$23,403                       | 8%            | 239,711             | 91%           | \$23,573,578   | 95%           | \$253,391                      | 92%           | 263,989             | \$24,884,959   | \$276,794                      |
| 2018    | 27,657              | 10%           | \$1,662,412    | 7%            | \$28,296                       | 10%           | 237,479             | 90%           | \$23,537,639   | 93%           | \$253,462                      | 90%           | 265,136             | \$25,200,052   | \$281,758                      |
| 2019    | 38,224              | 15%           | \$2,583,742    | 10%           | \$40,850                       | 14%           | 220,278             | 85%           | \$22,585,567   | 90%           | \$248,584                      | 86%           | 258,502             | \$25,169,309   | \$289,434                      |
| 2020    | 43,417              | 16%           | \$3,120,336    | 12%           | \$47,397                       | 15%           | 223,292             | 84%           | \$23,599,230   | 88%           | \$264,386                      | 85%           | 266,709             | \$26,719,566   | \$311,783                      |
| 2021    | 47,198              | 18%           | \$3,748,415    | 13%           | \$55,685                       | 16%           | 221,819             | 82%           | \$24,530,643   | 87%           | \$286,079                      | 84%           | 269,017             | \$28,279,058   | \$341,764                      |
| 2022    | 53,657              | 20%           | \$4,841,314    | 16%           | \$72,612                       | 19%           | 219,499             | 80%           | \$26,085,086   | 84%           | \$304,332                      | 81%           | 273,156             | \$30,926,400   | \$376,945                      |
| Q1 2023 | 55,414              | 20%           | \$5,134,565    | 16%           | \$77,832                       | 20%           | 217,563             | 80%           | \$26,616,202   | 84%           | \$311,720                      | 80%           | 272,977             | \$31,750,767   | \$389,552                      |

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) Only includes QUASR Policy Type Personal Residential Mobile Homeowner. Does not include wind only policies.
- 3) For 2014-18, estimates for insurers submitting data under "Trade Secret" are used. For 2019 and later, Actual Total Market data is used.



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

Includes Trade Secret Data QUASR Data as of March 31, 2023

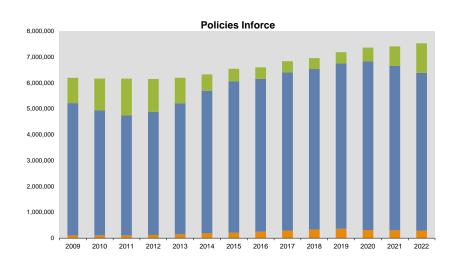


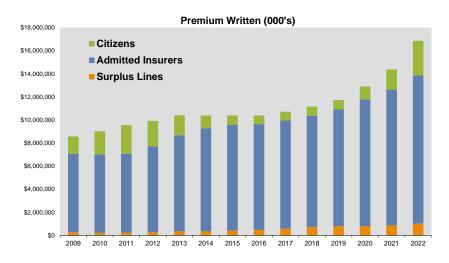
|         |                     |               | Citizen        | S             |                                |               |                     |               | All Other In:   | surers        |                                |               |                     | Total           |                                |
|---------|---------------------|---------------|----------------|---------------|--------------------------------|---------------|---------------------|---------------|-----------------|---------------|--------------------------------|---------------|---------------------|-----------------|--------------------------------|
| Year    | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000) | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000)  | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | TIV<br>(\$000)  | Premiums<br>Written<br>(\$000) |
| 2003    | 775,595             | 14%           | \$157,402,861  | 15%           | \$941,473                      | 19%           | 4,967,943           | 86%           | \$874,696,686   | 85%           | \$4,005,830                    | 81%           | 5,743,538           | \$1,032,099,547 | \$4,947,303                    |
| 2004    | 831,673             | 14%           | \$166,490,064  | 14%           | \$1,087,838                    | 19%           | 5,057,184           | 86%           | \$1,006,839,654 | 86%           | \$4,582,880                    | 81%           | 5,888,857           | \$1,173,329,719 | \$5,670,718                    |
| 2005    | 816,317             | 13%           | \$168,970,673  | 12%           | \$1,263,825                    | 18%           | 5,331,917           | 87%           | \$1,209,722,280 | 88%           | \$5,701,256                    | 82%           | 6,148,234           | \$1,378,692,952 | \$6,965,081                    |
| 2006    | 1,239,675           | 20%           | \$281,665,084  | 17%           | \$2,429,161                    | 26%           | 4,947,386           | 80%           | \$1,379,265,347 | 83%           | \$6,865,371                    | 74%           | 6,187,061           | \$1,660,930,432 | \$9,294,531                    |
| 2007    | 1,239,276           | 21%           | \$290,249,208  | 16%           | \$2,250,497                    | 24%           | 4,619,954           | 79%           | \$1,476,770,831 | 84%           | \$7,071,155                    | 76%           | 5,859,230           | \$1,767,020,039 | \$9,321,652                    |
| 2008    | 1,026,594           | 17%           | \$251,501,368  | 14%           | \$1,632,495                    | 20%           | 4,983,736           | 83%           | \$1,596,974,156 | 86%           | \$6,656,769                    | 80%           | 6,010,330           | \$1,848,475,524 | \$8,289,265                    |
| 2009    | 975,500             | 16%           | \$255,739,746  | 12%           | \$1,486,820                    | 18%           | 5,110,168           | 84%           | \$1,842,082,106 | 88%           | \$6,796,366                    | 82%           | 6,085,668           | \$2,097,821,852 | \$8,283,186                    |
| 2010    | 1,232,397           | 20%           | \$326,713,170  | 16%           | \$2,005,579                    | 23%           | 4,822,896           | 80%           | \$1,738,750,447 | 84%           | \$6,782,374                    | 77%           | 6,055,293           | \$2,065,463,617 | \$8,787,953                    |
| 2011    | 1,423,160           | 24%           | \$385,936,723  | 19%           | \$2,469,201                    | 27%           | 4,626,450           | 76%           | \$1,655,230,421 | 81%           | \$6,838,229                    | 73%           | 6,049,610           | \$2,041,167,144 | \$9,307,430                    |
| 2012    | 1,268,071           | 21%           | \$308,333,785  | 15%           | \$2,206,326                    | 23%           | 4,758,497           | 79%           | \$1,695,939,740 | 85%           | \$7,435,553                    | 77%           | 6,026,568           | \$2,004,273,525 | \$9,641,880                    |
| 2013    | 983,629             | 16%           | \$215,405,611  | 11%           | \$1,735,299                    | 17%           | 5,063,782           | 84%           | \$1,777,886,847 | 89%           | \$8,318,272                    | 83%           | 6,047,411           | \$1,993,292,458 | \$10,053,571                   |
| 2014    | 631,378             | 10%           | \$136,124,128  | 7%            | \$1,105,259                    | 11%           | 5,507,092           | 90%           | \$1,903,287,291 | 93%           | \$8,935,274                    | 89%           | 6,138,470           | \$2,039,411,419 | \$10,040,533                   |
| 2015    | 480,161             | 8%            | \$106,413,416  | 5%            | \$818,388                      | 8%            | 5,851,269           | 92%           | \$2,002,398,538 | 95%           | \$9,159,797                    | 92%           | 6,331,430           | \$2,108,811,954 | \$9,978,185                    |
| 2016    | 440,577             | 7%            | \$96,585,162   | 4%            | \$746,850                      | 8%            | 5,904,940           | 93%           | \$2,063,727,790 | 96%           | \$9,160,552                    | 92%           | 6,345,517           | \$2,160,312,951 | \$9,907,402                    |
| 2017    | 430,653             | 7%            | \$95,560,880   | 4%            | \$764,884                      | 8%            | 6,109,512           | 93%           | \$2,112,558,737 | 96%           | \$9,369,461                    | 92%           | 6,540,165           | \$2,208,119,617 | \$10,134,345                   |
| 2018    | 420,612             | 6%            | \$96,538,848   | 4%            | \$782,556                      | 8%            | 6,194,612           | 94%           | \$2,182,104,338 | 96%           | \$9,642,952                    | 92%           | 6,615,224           | \$2,278,643,186 | \$10,425,508                   |
| 2019    | 436,715             | 6%            | \$101,093,282  | 4%            | \$813,629                      | 7%            | 6,385,035           | 94%           | \$2,327,839,051 | 96%           | \$10,101,838                   | 93%           | 6,821,750           | \$2,428,932,333 | \$10,915,467                   |
| 2020    | 537,487             | 8%            | \$134,190,611  | 5%            | \$1,128,791                    | 9%            | 6,504,234           | 92%           | \$2,457,086,092 | 95%           | \$10,959,423                   | 91%           | 7,041,721           | \$2,591,276,703 | \$12,088,214                   |
| 2021    | 754,475             | 11%           | \$219,916,743  | 8%            | \$1,739,046                    | 13%           | 6,348,379           | 89%           | \$2,489,682,646 | 92%           | \$11,748,213                   | 87%           | 7,102,854           | \$2,709,599,388 | \$13,487,259                   |
| 2022    | 1,139,374           | 16%           | \$393,462,384  | 13%           | \$3,000,748                    | 19%           | 6,096,452           | 84%           | \$2,662,563,266 | 87%           | \$12,832,254                   | 81%           | 7,235,826           | \$3,056,025,650 | \$15,833,003                   |
| Q1 2023 | 1,232,065           | 17%           | \$437,216,224  | 14%           | \$3,331,309                    | 20%           | 6,104,489           | 83%           | \$2,746,369,340 | 86%           | \$13,522,550                   | 80%           | 7,336,554           | \$3,183,585,564 | \$16,853,858                   |

- 1) Includes admitted insurers (and Citizens) writing personal residential property statewide
- 2) For 2014-18, estimates for insurers submitting data under "Trade Secret" protection are used. For 2019 and later, Actual Total Market data is used.
- 3) 2002 data removed 1Q 2023



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





|      |                     | ens           | Ad                             | mitted        | Insurers            |               |                                | Surplus       | Total I             | Total Market  |                                |               |                     |                                |
|------|---------------------|---------------|--------------------------------|---------------|---------------------|---------------|--------------------------------|---------------|---------------------|---------------|--------------------------------|---------------|---------------------|--------------------------------|
| Year | Policies<br>Inforce | % of<br>Total | Premiums<br>Written<br>(000's) | % of<br>Total | Policies<br>Inforce | % of<br>Total | Premiums<br>Written<br>(000's) | % of<br>Total | Policies<br>Inforce | % of<br>Total | Premiums<br>Written<br>(000's) | % of<br>Total | Policies<br>Inforce | Premiums<br>Written<br>(000's) |
| 2009 | 975,500             | 16%           | \$1,486,820                    | 17%           | 5,110,168           | 83%           | \$6,796,366                    | 79%           | 107,895             | 2%            | \$292,819                      | 3%            | 6,193,563           | \$8,576,005                    |
| 2010 | 1,232,397           | 20%           | \$2,005,579                    | 22%           | 4,822,896           | 78%           | \$6,782,374                    | 75%           | 108,827             | 2%            | \$234,294                      | 3%            | 6,164,120           | \$9,022,247                    |
| 2011 | 1,423,160           | 23%           | \$2,469,201                    | 26%           | 4,626,450           | 75%           | \$6,838,229                    | 72%           | 111,267             | 2%            | \$245,419                      | 3%            | 6,160,877           | \$9,552,848                    |
| 2012 | 1,268,071           | 21%           | \$2,206,326                    | 22%           | 4,758,497           | 77%           | \$7,435,553                    | 75%           | 124,861             | 2%            | \$285,556                      | 3%            | 6,151,429           | \$9,927,435                    |
| 2013 | 983,629             | 16%           | \$1,735,299                    | 17%           | 5,063,782           | 82%           | \$8,318,272                    | 80%           | 148,820             | 2%            | \$356,472                      | 3%            | 6,196,231           | \$10,410,043                   |
| 2014 | 631,378             | 10%           | \$1,105,259                    | 11%           | 5,507,092           | 87%           | \$8,935,274                    | 86%           | 187,730             | 3%            | \$355,262                      | 3%            | 6,326,200           | \$10,395,795                   |
| 2015 | 480,161             | 7%            | \$818,388                      | 8%            | 5,851,269           | 89%           | \$9,159,797                    | 88%           | 211,957             | 3%            | \$421,291                      | 4%            | 6,543,387           | \$10,399,476                   |
| 2016 | 440,577             | 7%            | \$746,850                      | 7%            | 5,904,940           | 90%           | \$9,160,552                    | 88%           | 251,137             | 4%            | \$486,244                      | 5%            | 6,596,654           | \$10,393,646                   |
| 2017 | 430,653             | 6%            | \$764,884                      | 7%            | 6,109,512           | 89%           | \$9,369,461                    | 87%           | 296,080             | 4%            | \$587,548                      | 5%            | 6,836,245           | \$10,721,893                   |
| 2018 | 420,612             | 6%            | \$782,556                      | 7%            | 6,194,612           | 89%           | \$9,642,952                    | 86%           | 338,882             | 5%            | \$729,040                      | 7%            | 6,954,106           | \$11,154,548                   |
| 2019 | 436,715             | 6%            | \$813,629                      | 7%            | 6,385,035           | 89%           | \$10,101,838                   | 86%           | 364,017             | 5%            | \$812,321                      | 7%            | 7,185,767           | \$11,727,789                   |
| 2020 | 537,487             | 7%            | \$1,128,791                    | 9%            | 6,504,234           | 88%           | \$10,959,423                   | 85%           | 317,805             | 4%            | \$815,168                      | 6%            | 7,359,526           | \$12,903,382                   |
| 2021 | 754,475             | 10%           | \$1,739,046                    | 12%           | 6,348,379           | 86%           | \$11,748,213                   | 82%           | 304,275             | 4%            | \$887,460                      | 6%            | 7,407,129           | \$14,374,719                   |
| 2022 | 1,139,374           | 15%           | \$3,000,748                    | 18%           | 6,096,452           | 81%           | \$12,832,254                   | 76%           | 291,254             | 4%            | \$1,027,549                    | 6%            | 7,527,080           | \$16,860,552                   |

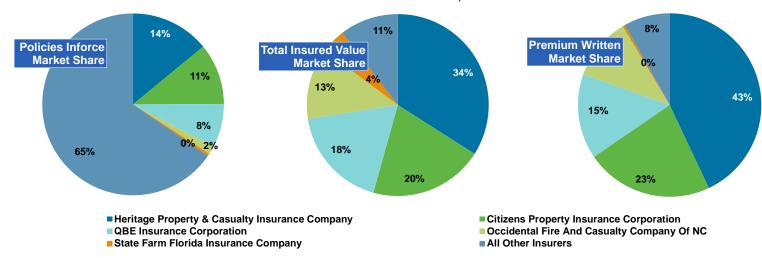
- 1) Admitted insurer information is as reported to the Florida Office of Insurance Regulation (QUASR data) for the 4th quarter of each calendar year
- 2) Surplus Lines data reported to the FSLSO; insured value data is not reported and thus is excluded from this analysis
- 3) Surplus Lines for personal residential include HO-3, HO-4, HO-6, HO-8(starting in 2014), Dwelling, Dwelling Builders Risk, Mobile Home, and Windstorm 4) Surplus Lines policy growth in 2014 largely due to the inclusion of HO-8 (18,843) and increase in number of dwelling property policies (30,839 increase)
- 5) For 2014-2018, estimates for insurers submitting data under "Trade Secret" protection are used. For 2019 and later, Actual Total Market data is used.



# Commercial Residential



### Top 20 Insurers by Total Insured Value Florida Commercial Residential Property Includes Trade Secret Insurers QUASR Data as of March 31, 2023



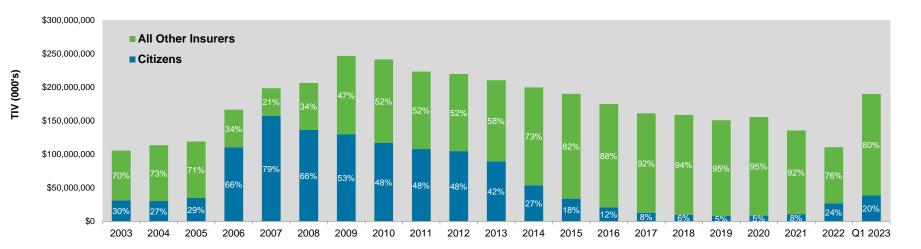
| Carrier   | Policies<br>Inforce | Policies Inforce<br>Market Share % | Total Insured Value (TIV) for All Policies | TIV Market Share %  | Premiums<br>Written | Premium Market<br>Share % |  |
|---|---------------------|------------------------------------|--|---------------------|---------------------|---------------------------|--|
|   | (1)                 | (2) = (1)/ Total(1)                | (3)  | (4) = (3)/ Total(3) | (5)                 | (6) = (5)/ Total(5)       |  |
| Heritage Property & Casualty Insurance Company    | 4,963               | 14%                                | \$64,553,550,537                           | 34%                 | \$538,607,354       | 43%                       |  |
| Citizens Property Insurance Corporation           | 3,857               | 11%                                | \$38,597,759,871                           | 20%                 | \$281,378,040       | 22%                       |  |
| QBE Insurance Corporation                         | 2,724               | 8%                                 | \$34,667,065,664                           | 18%                 | \$187,739,563       | 15%                       |  |
| Occidental Fire And Casualty Company Of NC        | 535                 | 2%                                 | \$23,965,022,153                           | 13%                 | \$137,945,449       | 11%                       |  |
| State Farm Florida Insurance Company              | 157                 | 0%                                 | \$8,314,002,000                            | 4%                  | \$5,100,419         | 0%                        |  |
| Centauri Specialty Insurance Company              | 12,939              | 37%                                | \$5,415,172,343                            | 3%                  | \$17,769,497        | 1%                        |  |
| Cypress Property & Casualty Insurance Company     | 255                 | 1%                                 | \$3,771,206,768                            | 2%                  | \$20,693,670        | 2%                        |  |
| Philadelphia Indemnity Insurance Company          | 159                 | 0%                                 | \$2,476,258,699                            | 1%                  | \$17,454,984        | 1%                        |  |
| Tower Hill Prime Insurance Company                | 165                 | 0%                                 | \$1,839,688,124                            | 1%                  | \$8,416,448         | 1%                        |  |
| Factory Mutual Insurance Company                  | 18                  | 0%                                 | \$1,190,055,687                            | 1%                  | \$624,994           | 0%                        |  |
| Travelers Property Casualty Company Of America    | 13                  | 0%                                 | \$1,042,431,717                            | 1%                  | \$1,617,734         | 0%                        |  |
| Affiliated Fm Insurance Company                   | 1,049               | 3%                                 | \$838,140,859                              | 0%                  | \$6,786,602         | 1%                        |  |
| Foremost Insurance Company                        | 61                  | 0%                                 | \$699,297,809                              | 0%                  | \$4,441,624         | 0%                        |  |
| The Travelers Indemnity Company                   | 6,770               | 19%                                | \$406,339,673                              | 0%                  | \$5,112,900         | 0%                        |  |
| First Community Insurance Company                 | 32                  | 0%                                 | \$293,879,450                              | 0%                  | \$2,565,709         | 0%                        |  |
| American Platinum Property And Casualty Insurance | 456                 | 1%                                 | \$243,962,534                              | 0%                  | \$1,207,289         | 0%                        |  |
| Hartford Fire Insurance Company                   | 9                   | 0%                                 | \$183,790,806                              | 0%                  | \$108,851           | 0%                        |  |
| Church Mutual Insurance Company, S.I.             | 32                  | 0%                                 | \$153,815,000                              | 0%                  | \$413,945           | 0%                        |  |
| Continental Insurance Company                     | 291                 | 1%                                 | \$139,000,948                              | 0%                  | \$5,565,678         | 0%                        |  |
| Guideone Elite Insurance Company                  | 19                  | 0%                                 | \$129,522,572                              | 0%                  | \$645,454           | 0%                        |  |
| All Other Insurers                                | 852                 | 2%                                 | \$979,025,267                              | 1%                  | \$8,634,359         | 1%                        |  |
| Total   | 35,356              | 100%                               | \$189,898,988,481                          | 100%                | \$1,252,830,563     | 100%                      |  |

- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
- 2) Any slight differences in market share %s in graph versus table are due to rounding
- 3) QUASR data is unaudited by the OIR. St. Paul submitted a TIV of \$64B but it appears it should be \$64M.



### Statewide Trend Historical Trends Policies Inforce, Total Insured Value (TIV) & Premium Florida Commercial Residential Property

Includes Trade Secret Data QUASR Data as of March 31, 2023

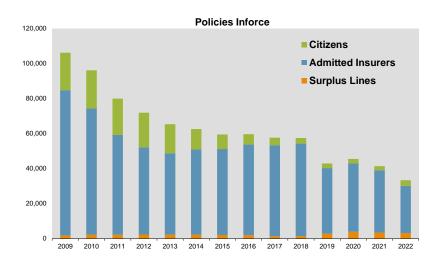


|         |                     |               | Citizen        | ıs            |                                |               |                     |               | All Other In   |               | Total                          |               |                     |                |                                |
|---------|---------------------|---------------|----------------|---------------|--------------------------------|---------------|---------------------|---------------|----------------|---------------|--------------------------------|---------------|---------------------|----------------|--------------------------------|
| Year    | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000) | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | % of<br>Total | TIV<br>(\$000) | % of<br>Total | Premiums<br>Written<br>(\$000) | % of<br>Total | Policies<br>Inforce | TIV<br>(\$000) | Premiums<br>Written<br>(\$000) |
| 2003    | 16,978              | 36%           | \$31,506,005   | 30%           | \$129,015                      | 31%           | 29,705              | 64%           | \$73,858,439   | 70%           | \$284,858                      | 69%           | 46,683              | \$105,364,444  | \$413,873                      |
| 2004    | 17,570              | 34%           | \$30,135,689   | 27%           | \$115,283                      | 25%           | 33,551              | 66%           | \$83,322,941   | 73%           | \$341,746                      | 75%           | 51,121              | \$113,458,630  | \$457,028                      |
| 2005    | 17,480              | 35%           | \$34,727,418   | 29%           | \$142,914                      | 28%           | 33,169              | 65%           | \$84,325,178   | 71%           | \$372,139                      | 72%           | 50,649              | \$119,052,596  | \$515,053                      |
| 2006    | 25,412              | 53%           | \$110,322,690  | 66%           | \$754,336                      | 68%           | 22,628              | 47%           | \$56,168,067   | 34%           | \$361,965                      | 32%           | 48,040              | \$166,490,757  | \$1,116,301                    |
| 2007    | 27,748              | 60%           | \$157,246,297  | 79%           | \$912,474                      | 74%           | 18,584              | 40%           | \$41,243,754   | 21%           | \$315,658                      | 26%           | 46,332              | \$198,490,052  | \$1,228,131                    |
| 2008    | 24,019              | 55%           | \$136,213,830  | 66%           | \$693,025                      | 64%           | 19,934              | 45%           | \$70,179,010   | 34%           | \$391,181                      | 36%           | 43,953              | \$206,392,840  | \$1,084,206                    |
| 2009    | 21,369              | 20%           | \$129,568,971  | 53%           | \$550,430                      | 54%           | 83,020              | 80%           | \$117,203,651  | 47%           | \$465,567                      | 46%           | 104,389             | \$246,772,622  | \$1,015,997                    |
| 2010    | 21,763              | 23%           | \$116,884,642  | 48%           | \$542,028                      | 52%           | 72,149              | 77%           | \$124,530,051  | 52%           | \$495,251                      | 48%           | 93,912              | \$241,414,692  | \$1,037,279                    |
| 2011    | 20,776              | 27%           | \$107,852,921  | 48%           | \$508,253                      | 49%           | 57,007              | 73%           | \$115,342,976  | 52%           | \$519,460                      | 51%           | 77,783              | \$223,195,897  | \$1,027,713                    |
| 2012    | 19,741              | 28%           | \$104,763,503  | 48%           | \$517,270                      | 50%           | 49,797              | 72%           | \$114,870,599  | 52%           | \$521,971                      | 50%           | 69,538              | \$219,634,102  | \$1,039,241                    |
| 2013    | 16,620              | 26%           | \$89,346,440   | 42%           | \$463,656                      | 44%           | 46,395              | 74%           | \$121,034,784  | 58%           | \$598,174                      | 56%           | 63,015              | \$210,381,225  | \$1,061,830                    |
| 2014    | 11,626              | 19%           | \$53,508,079   | 27%           | \$261,981                      | 26%           | 48,633              | 81%           | \$146,206,732  | 73%           | \$729,382                      | 74%           | 60,259              | \$199,714,811  | \$991,363                      |
| 2015    | 8,315               | 14%           | \$33,722,967   | 18%           | \$152,614                      | 18%           | 49,070              | 86%           | \$156,376,744  | 82%           | \$712,049                      | 82%           | 57,385              | \$190,099,712  | \$864,664                      |
| 2016    | 5,929               | 10%           | \$20,945,551   | 12%           | \$94,795                       | 13%           | 51,733              | 90%           | \$153,884,601  | 88%           | \$645,304                      | 87%           | 57,662              | \$174,830,152  | \$740,099                      |
| 2017    | 4,266               | 8%            | \$12,699,665   | 8%            | \$58,188                       | 7%            | 51,973              | 92%           | \$148,274,807  | 92%           | \$737,456                      | 93%           | 56,239              | \$160,974,473  | \$795,644                      |
| 2018    | 3,221               | 6%            | \$9,626,999    | 6%            | \$44,531                       | 6%            | 52,840              | 94%           | \$148,939,939  | 94%           | \$761,807                      | 94%           | 56,061              | \$158,566,937  | \$806,339                      |
| 2019    | 2,641               | 7%            | \$7,927,211    | 5%            | \$36,826                       | 5%            | 37,406              | 93%           | \$142,912,480  | 95%           | \$747,022                      | 95%           | 40,047              | \$150,839,691  | \$783,849                      |
| 2020    | 2,566               | 6%            | \$8,456,762    | 5%            | \$41,422                       | 4%            | 39,026              | 94%           | \$147,007,883  | 95%           | \$890,106                      | 96%           | 41,592              | \$155,464,646  | \$931,528                      |
| 2021    | 2,440               | 6%            | \$10,564,424   | 8%            | \$53,362                       | 6%            | 35,476              | 94%           | \$124,860,474  | 92%           | \$862,174                      | 94%           | 37,916              | \$135,424,898  | \$915,537                      |
| 2022    | 3,252               | 11%           | \$26,949,154   | 24%           | \$182,506                      | 32%           | 26,970              | 89%           | \$83,358,689   | 76%           | \$388,270                      | 68%           | 30,222              | \$110,307,843  | \$570,775                      |
| Q1 2023 | 3,857               | 11%           | \$38,597,760   | 20%           | \$281,378                      | 22%           | 31,499              | 89%           | \$151,301,229  | 80%           | \$971,453                      | 78%           | 35,356              | \$189,898,988  | \$1,252,831                    |

- 1) Includes admitted insurers (and Citizens) writing commercial residential property statewide
- 2) For 2014-18, estimates for insurers submitting data under "Trade Secret" protection are used. For 2019 and later, Actual Total Market data is used.
- 3) Starting in 2009, State Farm changed how their data was allocated. The aggregate was the same but it resulted in a reduction in personal lines and an increase in commercial lines.
- 4) 2002 data removed 1Q 2023



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





|      |                     | ens           | Admitted Insurers              |               |                     |               | ,                              | Surplus       | Total I             | Total Market  |                                |               |                     |                                |
|------|---------------------|---------------|--------------------------------|---------------|---------------------|---------------|--------------------------------|---------------|---------------------|---------------|--------------------------------|---------------|---------------------|--------------------------------|
| Year | Policies<br>Inforce | % of<br>Total | Premiums<br>Written<br>(000's) | % of<br>Total | Policies<br>Inforce | % of<br>Total | Premiums<br>Written<br>(000's) | % of<br>Total | Policies<br>Inforce | % of<br>Total | Premiums<br>Written<br>(000's) | % of<br>Total | Policies<br>Inforce | Premiums<br>Written<br>(000's) |
| 2009 | 21,369              | 20%           | \$550,430                      | 52%           | 83,020              | 78%           | \$465,567                      | 44%           | 1,846               | 2%            | \$47,156                       | 4%            | 106,235             | \$1,063,153                    |
| 2010 | 21,763              | 23%           | \$542,028                      | 50%           | 72,149              | 75%           | \$495,251                      | 45%           | 2,233               | 2%            | \$53,250                       | 5%            | 96,145              | \$1,090,530                    |
| 2011 | 20,776              | 26%           | \$508,253                      | 47%           | 57,007              | 71%           | \$519,460                      | 48%           | 2,205               | 3%            | \$51,289                       | 5%            | 79,988              | \$1,079,002                    |
| 2012 | 19,741              | 27%           | \$517,270                      | 47%           | 49,797              | 69%           | \$521,971                      | 47%           | 2,447               | 3%            | \$66,068                       | 6%            | 71,985              | \$1,105,309                    |
| 2013 | 16,620              | 25%           | \$463,656                      | 41%           | 46,395              | 71%           | \$598,174                      | 53%           | 2,345               | 4%            | \$76,040                       | 7%            | 65,360              | \$1,137,869                    |
| 2014 | 11,626              | 19%           | \$261,981                      | 24%           | 48,633              | 78%           | \$729,382                      | 68%           | 2,332               | 4%            | \$78,835                       | 7%            | 62,591              | \$1,070,198                    |
| 2015 | 8,315               | 14%           | \$152,614                      | 16%           | 49,070              | 82%           | \$712,049                      | 76%           | 2,175               | 4%            | \$76,333                       | 8%            | 59,560              | \$940,996                      |
| 2016 | 5,929               | 10%           | \$94,795                       | 12%           | 51,733              | 87%           | \$645,304                      | 81%           | 2,037               | 3%            | \$59,955                       | 7%            | 59,699              | \$800,054                      |
| 2017 | 4,266               | 7%            | \$58,188                       | 7%            | 51,973              | 90%           | \$737,456                      | 88%           | 1,445               | 3%            | \$40,533                       | 5%            | 57,684              | \$836,177                      |
| 2018 | 3,221               | 6%            | \$44,531                       | 5%            | 52,840              | 92%           | \$761,807                      | 89%           | 1,468               | 3%            | \$46,441                       | 5%            | 57,529              | \$852,780                      |
| 2019 | 2,641               | 6%            | \$36,826                       | 4%            | 37,406              | 87%           | \$747,022                      | 89%           | 2,899               | 7%            | \$53,652                       | 6%            | 42,946              | \$837,501                      |
| 2020 | 2,566               | 6%            | \$41,422                       | 4%            | 39,026              | 86%           | \$890,106                      | 89%           | 3,962               | 9%            | \$67,181                       | 7%            | 45,554              | \$998,709                      |
| 2021 | 2,440               | 6%            | \$53,362                       | 5%            | 35,476              | 86%           | \$862,174                      | 86%           | 3,546               | 9%            | \$91,331                       | 9%            | 41,462              | \$1,006,868                    |
| 2022 | 3,252               | 10%           | \$182,506                      | 27%           | 26,970              | 81%           | \$388,270                      | 57%           | 3,191               | 10%           | \$110,074                      | 16%           | 33,413              | \$680,849                      |

- 1) Admitted insurer information is as reported to the Florida Office of Insurance Regulation (QUASR data) for the 4th quarter of each calendar year
  2) Surplus Lines data reported to the FSLSO; insured value data is not reported and thus is excluded from this analysis
  3) Surplus Lines for commercial residential includes only Apartment and Condominium coverage codes
  4) For 2014-2018, estimates for insurers submitting data under "Trade Secret" protection are used. For 2019 and later, Actual Total Market data is used.
  5) Reports prior to 2Q 2010 included more surplus lines coverage types. This analysis reflects updated data for all periods.

