

**SUMMARY OF 1996  
RESIDENTIAL MARKET TOTALS**

<b>1996 Experience Year</b>	<b>Written Premiums</b>	<b>No. of Policies</b>	<b>Market Share *</b>	<b>EQ Premiums</b>	<b>No. of EQ Policies</b>	<b>Market Share *</b>	<b>% with EQ **</b>
<b>Total CEA Companies</b>	2,484,055,364	5,184,089	68.21%	576,560,688	1,884,615	78.99%	36.35%
<b>Total Residential Mkt (Excluding CEA)</b>	1,308,908,827	2,416,259	31.79%	201,445,977	501,131	21.01%	20.74%
<b>Total Residential Mkt (Including CEA)</b>	3,792,964,191	7,600,348	100.00%	778,006,665	2,385,746	100.00%	31.39%
<b>Total Homeowners Market ***</b>	3,088,357,641	5,288,032	69.58%	660,874,973	1,755,113	73.57%	33.19%
<b>Total Rental Market</b>	132,723,181	469,748	6.18%	11,935,612	215,823	9.05%	45.94%
<b>Total Condominium Market</b>	104,806,322	383,527	5.05%	23,124,815	186,139	7.80%	48.53%
<b>Total Dwelling Fire Market</b>	467,077,047	1,459,041	19.20%	82,071,265	228,671	9.58%	15.67%
<b>Total Residential Mkt (Including CEA)</b>	3,792,964,191	7,600,348	100.00%	778,006,665	2,385,746	100.00%	31.39%
<b>California FAIR Plan</b>	129,880,000	274,234	18.80%	34,786,000	64,192	28.07%	23.41%
<b>Total Dwelling Fire (Excluding CA FAIR Plan)</b>	337,197,047	1,184,807	81.20%	47,285,265	164,479	71.93%	13.88%
<b>Total Dwelling Fire Market</b>	467,077,047	1,459,041	100.00%	82,071,265	228,671	100.00%	15.67%

\* Market share represents the percentage of policies to total residential market except for the Total Dwelling Fire Market Section.

\*\* Percent with EQ represents the percentage of policies that also have EQ coverage.

\*\*\* All Mobilehome premiums and policy counts were reported under Homeowners.

\*\*\*\* Due to rounding, totals in shaded area may not balance.