

**SUMMARY OF 1998  
RESIDENTIAL MARKET TOTALS**

<b>1998 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>	2,740,450,596	5,546,667	70.54%	399,348,674	942,469	68.71%	16.99%
<b>Total Residential Mkt (Excluding CEA)</b>	1,302,605,866	2,316,408	29.46%	189,375,775	429,193	31.29%	18.53%
<b>Total Residential Mkt (Including CEA)</b>	4,043,056,462	7,863,075	100.00%	588,724,450	1,371,662	100.00%	17.44%
<b>Total Homeowners Market</b>	3,350,719,574	5,439,280	69.17%	516,794,750	978,961	71.37%	18.00%
<b>Total Rental Market</b>	144,793,729	546,179	6.95%	4,401,684	101,873	7.43%	18.65%
<b>Total Condominium Market</b>	109,549,364	405,708	5.16%	18,363,722	129,280	9.43%	31.87%
<b>Total Dwelling Fire Market</b>	349,561,942	1,145,333	14.57%	41,146,192	87,263	6.36%	7.62%
<b>Total Mobilehome Market</b>	88,431,853	326,575	4.15%	8,018,101	74,285	5.42%	22.75%
<b>Total Residential Mkt (Including CEA)</b>	4,043,056,462	7,863,075	100.00%	588,724,450	1,371,662	100.00%	17.44%
<b>California FAIR Plan</b>	90,691,564	266,923	23.31%	12,570,812	17,191	19.70%	6.44%
<b>Total Dwelling Fire (Excluding CA FAIR Plan)</b>	258,870,378	878,410	76.69%	28,575,380	70,072	80.30%	7.98%
<b>Total Dwelling Fire Market</b>	349,561,942	1,145,333	100.00%	41,146,192	87,263	100.00%	7.62%

\* 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.

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