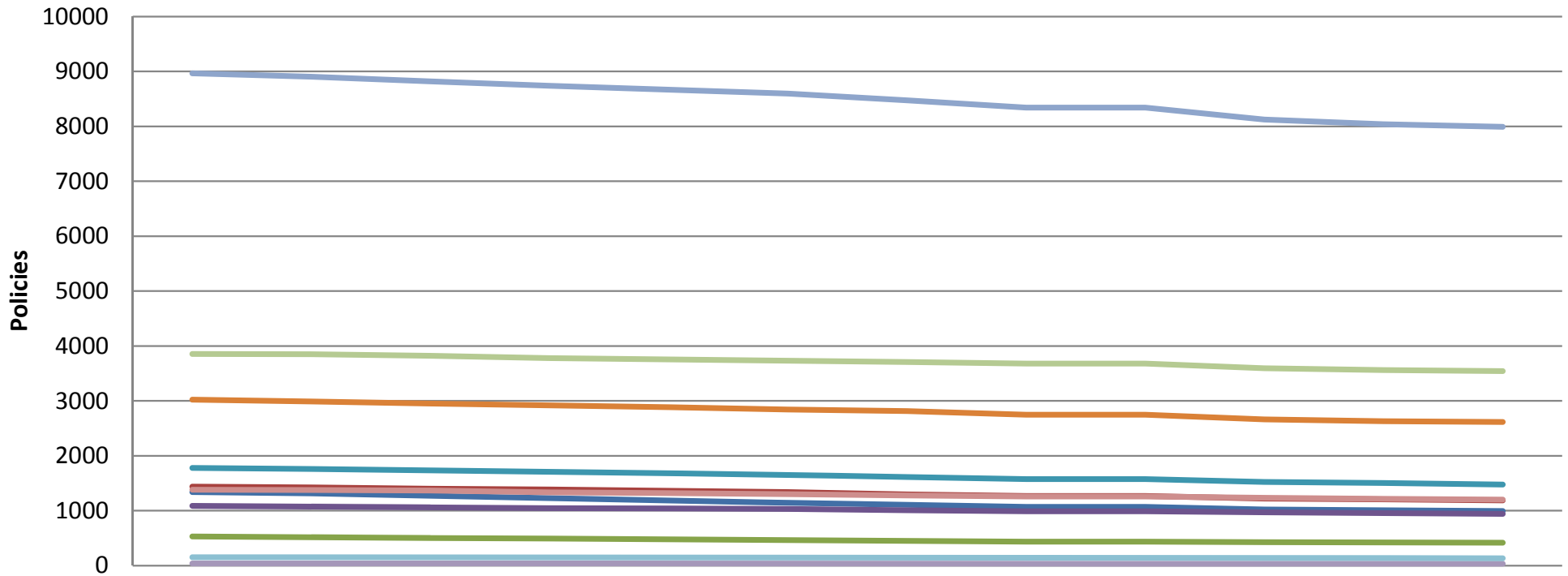


Total Policy Count (by zone as of December 2018)



	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
— Gulf Front	1339	1317	1271	1230	1190	1143	1109	1071	1071	1023	1008	995
— Zone 1 Baldwin	1440	1424	1399	1388	1364	1340	1297	1268	1268	1221	1209	1188
— Zone 1 Mobile	532	517	502	495	478	466	449	439	439	427	423	417
— Zone 2 Baldwin	1087	1076	1062	1047	1043	1032	1011	990	990	971	955	941
— Zone 2 Mobile	1779	1760	1732	1712	1682	1652	1613	1575	1575	1526	1504	1479
— Zone 3 Baldwin	3025	2992	2951	2919	2887	2844	2813	2751	2751	2665	2632	2616
— Zone 3 Mobile	8968	8904	8819	8739	8670	8598	8473	8344	8344	8125	8039	7992
— Zone 4 Baldwin	1383	1378	1368	1334	1319	1304	1277	1260	1260	1234	1219	1201
— Zone 4 Mobile	3856	3848	3824	3778	3758	3734	3710	3678	3678	3596	3562	3542
— Zone 5 Baldwin	42	42	42	41	40	38	37	37	37	37	37	37
— Zone 5 Mobile	153	154	151	150	149	146	147	144	144	140	138	136