

2020 Milliman LTCI Survey

Sales Distribution by Jurisdiction

Jurisdiction	By Number of Policies	By Premium	Average Premium	Percent Qualifying for Partnership
Alabama	1.1%	1.0%	\$3,245	57.3%
Alaska	0.1%	0.1%	\$3,793	0.0%
Arizona	1.6%	1.5%	\$3,327	60.3%
Arkansas	0.6%	0.6%	\$3,363	34.0%
California	10.4%	10.5%	\$3,532	0.0%
Colorado	2.4%	2.3%	\$3,342	57.8%
Connecticut	1.5%	1.9%	\$4,531	1.0%
District of Columbia	0.2%	0.2%	\$4,575	0.0%
Delaware	0.2%	0.2%	\$3,320	57.1%
Florida	4.4%	5.0%	\$3,969	32.8%
Georgia	3.1%	3.1%	\$3,427	70.8%
Hawaii	0.5%	0.4%	\$2,874	0.0%
Idaho	0.5%	0.4%	\$2,986	45.2%
Illinois	4.9%	5.3%	\$3,728	30.9%
Indiana	1.8%	1.8%	\$3,455	3.5%
Iowa	1.9%	1.8%	\$3,272	63.4%
Kansas	1.5%	1.1%	\$2,646	56.4%
Kentucky	0.9%	0.9%	\$3,493	22.5%
Louisiana	1.3%	1.2%	\$3,162	53.1%
Maine	0.5%	0.5%	\$3,616	75.1%
Maryland	2.1%	2.2%	\$3,673	54.8%
Massachusetts	3.0%	3.3%	\$3,782	0.0%
Michigan	1.9%	1.8%	\$3,294	53.8%
Minnesota	3.9%	3.7%	\$3,351	82.5%
Mississippi	0.5%	0.4%	\$3,100	0.0%
Missouri	2.3%	2.0%	\$3,049	41.9%
Montana	0.5%	0.4%	\$3,013	56.1%

Jurisdiction	By Number of Policies	By Premium	Average Premium	Percent Qualifying for Partnership
Nebraska	1.3%	1.2%	\$3,100	69.9%
Nevada	0.5%	0.5%	\$3,128	60.7%
New Hampshire	0.5%	0.6%	\$3,537	63.2%
New Jersey	3.5%	3.6%	\$3,579	38.9%
New Mexico	0.5%	0.4%	\$3,084	1.6%
New York	6.0%	7.4%	\$4,270	0.4%
North Carolina	3.7%	3.7%	\$3,541	67.1%
North Dakota	0.6%	0.5%	\$3,160	71.3%
Ohio	3.1%	3.2%	\$3,552	67.1%
Oklahoma	0.9%	0.7%	\$2,586	42.4%
Oregon	1.0%	1.0%	\$3,441	63.8%
Pennsylvania	2.9%	3.0%	\$3,641	43.6%
Puerto Rico	0.1%	0.0%	\$2,036	0.0%
Rhode Island	0.3%	0.4%	\$3,900	63.8%
South Carolina	1.4%	1.3%	\$3,188	61.3%
South Dakota	0.6%	0.6%	\$3,060	58.9%
Tennessee	1.9%	1.9%	\$3,363	67.0%
Texas	6.9%	6.1%	\$3,060	47.8%
Utah	0.5%	0.4%	\$2,808	0.0%
Vermont	0.2%	0.2%	\$3,248	0.0%
Virginia	3.3%	3.1%	\$3,272	61.2%
Washington	2.5%	2.3%	\$3,177	59.9%
West Virginia	0.2%	0.3%	\$4,349	62.7%
Wisconsin	3.6%	3.8%	\$3,676	73.9%
Wyoming	0.2%	0.2%	\$2,901	66.3%
Other	0.3%	0.1%	\$1,156	0.0%