

# 2021 Milliman LTCI Survey

## Sales Distribution by Jurisdiction

Jurisdiction	By Number of Policies	By Premium	Average Premium	Percent Qualifying for Partnership
Alabama	1.0%	0.8%	\$3,123	53.4%
Alaska	0.1%	0.1%	\$4,403	0.0%
Arizona	1.9%	1.6%	\$3,265	59.1%
Arkansas	0.6%	0.6%	\$3,625	36.4%
California	10.7%	10.6%	\$3,721	0.1%
Colorado	2.5%	2.2%	\$3,392	56.6%
Connecticut	1.4%	1.8%	\$4,820	0.0%
District of Columbia	0.2%	0.3%	\$5,336	0.0%
Delaware	0.2%	0.2%	\$3,437	54.1%
Florida	4.6%	5.0%	\$4,098	34.3%
Georgia	3.1%	3.0%	\$3,588	71.1%
Hawaii	0.5%	0.4%	\$3,119	0.0%
Idaho	0.5%	0.5%	\$3,648	54.7%
Illinois	4.6%	5.3%	\$4,287	40.3%
Indiana	1.4%	1.0%	\$2,642	1.7%
Iowa	1.8%	1.7%	\$3,539	60.7%
Kansas	1.4%	1.1%	\$2,915	57.3%
Kentucky	1.0%	1.0%	\$4,065	25.2%
Louisiana	1.1%	1.0%	\$3,344	47.4%
Maine	0.4%	0.4%	\$3,980	70.1%
Maryland	2.6%	2.7%	\$3,815	56.5%
Massachusetts	2.8%	3.1%	\$4,155	0.0%
Michigan	2.0%	2.2%	\$3,939	51.5%
Minnesota	3.8%	3.8%	\$3,755	81.4%
Mississippi	0.4%	0.4%	\$3,224	0.0%
Missouri	2.3%	2.1%	\$3,402	46.7%
Montana	0.3%	0.3%	\$3,613	64.2%

Jurisdiction	By Number of Policies	By Premium	Average Premium	Percent Qualifying for Partnership
Nebraska	1.6%	1.4%	\$3,201	66.2%
Nevada	0.5%	0.4%	\$3,108	56.7%
New Hampshire	0.5%	0.6%	\$4,247	60.9%
New Jersey	3.3%	3.5%	\$3,986	33.5%
New Mexico	0.4%	0.3%	\$2,997	4.7%
New York	5.4%	6.7%	\$4,656	0.0%
North Carolina	3.6%	3.6%	\$3,667	66.6%
North Dakota	0.5%	0.6%	\$4,055	64.8%
Ohio	3.0%	3.0%	\$3,801	64.4%
Oklahoma	0.8%	0.7%	\$2,991	43.6%
Oregon	1.0%	1.0%	\$3,624	66.8%
Pennsylvania	3.2%	3.6%	\$4,188	44.4%
Puerto Rico	0.0%	0.0%	\$2,511	0.0%
Rhode Island	0.3%	0.4%	\$3,872	60.7%
South Carolina	1.6%	1.4%	\$3,406	62.9%
South Dakota	0.6%	0.5%	\$3,231	59.2%
Tennessee	1.9%	1.9%	\$3,646	66.8%
Texas	7.4%	6.2%	\$3,148	49.8%
Utah	0.6%	0.6%	\$3,300	0.0%
Vermont	0.2%	0.1%	\$3,367	0.0%
Virginia	3.4%	3.4%	\$3,762	60.3%
Washington	3.0%	2.6%	\$3,300	48.2%
West Virginia	0.3%	0.3%	\$4,173	32.6%
Wisconsin	3.5%	3.9%	\$4,222	70.0%
Wyoming	0.1%	0.1%	\$3,220	52.9%