

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

AFFIDAVIT

For Calendar Year Ending December 31, 2018

THE STATE OF New Mexico

THE COUNTY OF Bernalillo

I, Swen Macke, the State Manager (job position) of FNT Company), being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2018 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best information, knowledge and belief.

Swen Macke  
Signature

SUBSCRIBED AND SWORN BEFORE ME this 17<sup>th</sup> day of May, 2019.

[Signature]  
Notary Public

5-21-20  
My Commission Expires



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**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

*For the Calendar Year Ending December 31, 2018*

**AGENCY NAME:** Fidelity National Title of New Mexico Inc.  
**ADDRESS:** 8500 Menaul NE Ste B 150  
**CONTACT NAME:** Pam Walker

Check One:

- INDEPENDENT (NON-AFFILIATED) Title insurance agencies that are independently owned and write title insurance business one or more title insurance underwriters
- AFFILIATED Title insurance agencies with 10% or greater ownership by a title insurance underwriter, including wholly-owned agencies.
- DIRECT Agency-type operations performed by the home or branch office of a title insurance underwriter. This does NOT include wholly-owned agencies.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	20,050,863
2. Less: Remitted title insurance premiums (from Schedule B)	4,010,173
3. Retained title insurance premiums (from Schedule B)	16,040,690
4. Other income (from Schedule C)	6,791,964
5. <b>Total Revenue</b>	22,832,654

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	10,695,297
2. Owners' and partners' salaries and wages	
3. Employee benefits	1,767,983
4. Rent	775,322
5. Insurance	36,380
6. Legal expense	58,387
7. Licenses, taxes and fees	18,100
8. Title plant expense and maintenance	479,085
9. Office supplies	217,915
10. Depreciation	179,010
11. Automobile expense	9,561
12. Communication expense	75,357
13. Education expense	22,006
14. Bad debts	686
15. Interest expense	1,027
16. Employee travel and lodging	87,051
17. Loss and loss adjustment expense (from Schedule D)	324,319
18. Accounting and auditing expense	9,180
19. Public relations expense	221,619
20. Other expenses (from Schedule E)	3,366,665
21. <b>Total Expenses</b>	18,344,950

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	4,487,704

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	352
2. Direct lobbying expense	1,920
3. Political contributions	994
4. State and federal income tax expense	1,076,520
5. 1/2 of meals and entertainment expense	56,971
6. Penalties	3,338
7. Country club dues	4,614
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	16,513
10. <b>Total Excluded Expenses</b>	1,161,222

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	3,326,482

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	29,699,616

<b>Part G: Employees</b>	
1. Total number of employees	104

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2018*

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by this Agency for the Total Calendar Year Reported	Title Premiums Remitted or Owed by this Agency to Underwriters	Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
Chicago Title Insurance Company	1569650	736909	832,741
Commonwealth Land Title Insurance Company	360599	191554	169,045
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	18120615	3081710	15,038,905
First American Title Insurance Company			0
First National Title Insurance Company			0
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
National Title Insurance of New York, Inc.			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company			0
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company			0
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
<b>Total</b>	<b>20050863</b>	<b>4010173</b>	<b>16040690</b>
	(Carry total forward to Schedule A, line A-1)	(Carry total forward to Schedule A, line A-2)	(Carry total forward to Schedule A, line A-3)

Percentage of premiums remitted: 20.0%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2018*

<b>Part A: Description of Income Item</b>		
1.	Closing Fees	5,706,972
2.	Abstracting and Title Report Income	
3.	Recording Fees	130,889
4.	Copy Fees	
5.	Inspection Fees	19,914
6.	Interest Income	(26,358)

<b>Part B: Itemization of All Other Income</b>		
7.	Report Fees	105,000
8.	Wire Transfer Fees	347,238
9.	Postage and Shipping Expense	10,536
10.	Search Fees - Non Provisional	353,688
11.	Other Income	144,085
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13.		
14.		
15.		
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17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	6,791,964
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<b>Part C: Commitments Not Paid</b>		Premium per Commitment
1.	Number of Commitments Not Paid for	0 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ -

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2018*

Description of Expense Item		
1.	Closing Losses	221,905
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	102,414
Total (Carry forward to Schedule A, line B-17)		324,319

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2018*

<b>Part A - Deductible Expenses</b>		
1.	Data Processing	460,381
2.	Outsourced Services	301,734
3.	Other Professional Fees and Dues	260,971
4.	Recording Fees	131,606
5.	Operating Expenses	223,298
6.	Building and Equipment Expense	33,584
7.	Records Moving and Storage	130,832
8.	Other Title Related Charges	1,824,259
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20.		
Total (Carry forward to Schedule A, line B-20)		3,366,665

<b>Part B - Excluded Expenses</b>		
1.	Charitable Contributions	16,513
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Total (Carry forward to Schedule A, line D-9)		16,513

## NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

*For the Calendar Year Ending December 31, 2018*

### SCHEDULE F: INCOME OR EXPENSE ALLOCATION FROM OTHER AFFILIATED ENTITIES

1	2	3	4	5
Name and Address of Affiliated Agency	Relation to Your Agency	Amount	Description Code	Reported Elsewhere in This Report?
Total:		0		

Description	Code
Income	I
Expense Allocation	E



# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

## SCHEDULE G: PREMIUMS BY COUNTY

*For the Calendar Year Ending December 31, 2018*

County	Title Premiums Written
Bernalillo	12,805,475
Catron	
Chaves	592,463
Cibola	1,090
Colfax	590
Curry	
De Baca	
Dona Ana	3,015
Eddy	250
Grant	250
Guadalupe	
Harding	
Hidalgo	
Lea	5,500
Lincoln	250
Los Alamos	250
Luna	500
McKinley	
Mora	
Otero	250
Quay	250
Rio Arriba	1,894
Roosevelt	885
San Juan	1,635
San Miguel	570
Sandoval	2,998,418
Santa Fe	2,434,495
Sierra	325
Socorro	795
Taos	375
Torrance	1,422
Union	
Valencia	1,199,916
TOTAL	20,050,863

Crosscheck with Schedule B:	20,050,863
Difference:	0

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

*For the Calendar Year Ending December 31, 2018*

## SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 Description Code (see below)
FNTS Holdings Inc.	100.0%	NA
<b>Total</b>	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
AFB	Affiliated Business Arrangement
MSA	Marketing Services Agreement
NA	None of the above