

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**AFFIDAVIT**

*For Calendar Year Ending December 31, 2018*

THE STATE OF

NEW MEXICO

THE COUNTY OF

OTERO

I, Jerrial W. Irby, the President (job position) of Irmc, Inc. dba Alamogordo Title Co.(name of 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, 2016 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.

\_\_\_\_\_

Signature

**SUBSCRIBED AND SWORN BEFORE ME** this \_\_\_\_ day of \_\_\_\_\_, 2019.

\_\_\_\_\_  
Notary Public

\_\_\_\_\_  
My Commission Expires

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2018*

**AGENCY NAME:** Irmc, Inc. dba Alamoqordo Title Co.  
**ADDRESS:** P O Box 88, Alamoqordo, NM 88311  
**CONTACT NAME:** Jerry Irby

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)	634,308
2. Less: Remitted title insurance premiums (from Schedule B)	128,872
3. Retained title insurance premiums (from Schedule B)	505,436
4. Other income (from Schedule C)	184,100
5. <b>Total Revenue</b>	<b>689,536</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	251,666
2. Owners' and partners' salaries and wages	98,500
3. Employee benefits	51,241
4. Rent	58,149
5. Insurance	4,492
6. Legal expense	
7. Licenses, taxes and fees	1,532
8. Title plant expense and maintenance	7,891
9. Office supplies	18,152
10. Depreciation	18,911
11. Automobile expense	8,423
12. Communication expense	22,822
13. Education expense	4,825
14. Bad debts	
15. Interest expense	1,049
16. Employee travel and lodging	2,013
17. Loss and loss adjustment expense (from Schedule D)	23,520
18. Accounting and auditing expense	8,268
19. Public relations expense	8,915
20. Other expenses (from Schedule E)	21,091
21. <b>Total Expenses</b>	<b>611,460</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>78,076</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	90
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	429
6. Penalties	8,834
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. <b>Total Excluded Expenses</b>	<b>9,353</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	68,723

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	(145,032)

<b>Part G: Employees</b>	
1. Total number of employees	18

# 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	98167	19045	79,122
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	300102	64198	235,904
First American Title Insurance Company	236039	45629	190,410
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>634308</b>	<b>128872</b>	<b>505436</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: 20.3%

**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	115,573
2.	Abstracting and Title Report Income	
3.	Recording Fees	30,125
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Search fees	7,761
8.	Wire fees	490
9.	Service fees	17,438
10.	Miscellaneous fees	12,713
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	184,100
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<b>Part C: Commitments Not Paid</b>			<b>Premium per Commitment</b>
1.	Number of Commitments Not Paid for		\$ 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	2,602
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	20,918
Total (Carry forward to Schedule A, line B-17)		23,520

**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.	Recording fees	4,342
2.	Equipment maintenace	1,513
3.	Bank service charges	129
4.	Janitorial	5,400
5.	Utilities-Electric	7,619
6.	Utilities-Gas	733
7.	Trash services	1,355
8.		
9.		
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12.		
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19.		
20.		
Total (Carry forward to Schedule A, line B-20)		21,091

<b>Part B - Excluded Expenses</b>		
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20.		
Total (Carry forward to Schedule A, line D-9)		0

## 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	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	634,308
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	634,308

Crosscheck with Schedule B:	634,308
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)
Jerrial Irby	50.0%	NA
Linda Irby	50.0%	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