

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

AFFIDAVIT

For Calendar Year Ending December 31, 2018

THE STATE OF

NEW MEXICO

THE COUNTY OF

LINCOLN

I, Sue Harmon, the Manager of Lincoln County Abstract and Title, 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 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: LINCOLN COUNTY ABSTRACT & TITLE
ADDRESS: 1007 MECHEM DRIVE, RUIDOSO, NM 88345
CONTACT NAME: SUE HARMON

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.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	703,562
2. Less: Remitted title insurance premiums (from Schedule B)	145,876
3. Retained title insurance premiums (from Schedule B)	557,686
4. Other income (from Schedule C)	227,476
5. Total Revenue	785,162

Part B: Expenses	
1. Employees' salaries and wages	348,280
2. Owners' and partners' salaries and wages	
3. Employee benefits	
4. Rent	2,370
5. Insurance	25,513
6. Legal expense	
7. Licenses, taxes and fees	27,543
8. Title plant expense and maintenance	9,679
9. Office supplies	19,629
10. Depreciation	18,401
11. Automobile expense	
12. Communication expense	25,536
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	2,820
18. Accounting and auditing expense	12,897
19. Public relations expense	33,384
20. Other expenses (from Schedule E)	142,433
21. Total Expenses	668,485

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	116,677

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	1,429
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	52,774
10. Total Excluded Expenses	54,203

Part E: Net Income	
1. Net income as reported on the books of the agency	62,474

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	

Part G: Employees	
1. Total number of employees	7

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			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	233190	46638	186,552
First American Title Insurance Company	420122	89188	330,934
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	50250	10050	40,200
Other			0
Total	703562	145876	557686
	(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:

20.7%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2018

Part A: Description of Income Item		
1.	Closing Fees	126,880
2.	Abstracting and Title Report Income	175
3.	Recording Fees	39,001
4.	Copy Fees	
5.	Inspection Fees	300
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Courier & Postage	14,215
8.	Other Income	46,905
9.		
10.		
11.		
12.		
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16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	227,476
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ -

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2018

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	2,820
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		2,820

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	Bank Service Charges	4,496
2.	Charitable Contributions	1,260
3.	Contract Labor	824
4.	Dues and Subscriptions	2,864
5.	Meals and Entertainment (1/2)	1,429
6.	Postage and Delivery	20,041
7.	Printing and Reproduction	3,845
8.	Recording and Filing Fees	39,810
9.	Other - Miscellaneous	47,100
10.	Repairs and Maintenance	12,344
11.	Utilities	8,420
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		142,433

Part B - Excluded Expenses		
1.	Accelerated Depreciation > straight line depreciation	52,774
2.		
3.		
4.		
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20.		
Total (Carry forward to Schedule A, line D-9)		52,774

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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?
NONE				
Total:		0		

Description	Code
Income	I
Expense Allocation	E

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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	703,562
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	703,562

Crosscheck with Schedule B:	703,562
Difference:	0

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For the Calendar Year Ending December 31, 2018

SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
MARSHALL WIER	100.0%	N/A
Total	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