

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**AFFIDAVIT**

*For Calendar Year Ending December 31, 2018*

THE STATE OF

\_\_\_\_\_

THE COUNTY OF

\_\_\_\_\_

I, \_\_\_\_\_, the \_\_\_\_\_ (job position) of \_\_\_\_\_ (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:**   
**ADDRESS:**   
**CONTACT NAME:**

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)	583,277
2. Less: Remitted title insurance premiums (from Schedule B)	116,655
3. Retained title insurance premiums (from Schedule B)	466,622
4. Other income (from Schedule C)	293,764
<b>5. Total Revenue</b>	<b>760,386</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	119,536
2. Owners' and partners' salaries and wages	144,000
3. Employee benefits	22,593
4. Rent	13,475
5. Insurance	5,234
6. Legal expense	5,000
7. Licenses, taxes and fees	232
8. Title plant expense and maintenance	6,800
9. Office supplies	18,147
10. Depreciation	
11. Automobile expense	3,725
12. Communication expense	
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	17,534
17. Loss and loss adjustment expense (from Schedule D)	12,057
18. Accounting and auditing expense	3,550
19. Public relations expense	2,780
20. Other expenses (from Schedule E)	266,237
<b>21. Total Expenses</b>	<b>640,900</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	119,486

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	3,973
5. 1/2 of meals and entertainment expense	8,489
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>12,462</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	107,024

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	38,310

<b>Part G: Employees</b>	
1. Total number of employees	2

# 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	528937	105787	423,150
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
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	3241	648	2,593
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	51099	10220	40,879
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>583277</b>	<b>116655</b>	<b>466622</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%

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**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	293,764
2.	Abstracting and Title Report Income	
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.		
8.		
9.		
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18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	293,764
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<b>Part C: Commitments Not Paid</b>		Premium per Commitment
1.	Number of Commitments Not Paid for	59 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 5,900.00

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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	5,900
2.	Agent Errors	4,268
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	1,889
Total (Carry forward to Schedule A, line B-17)		12,057

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2018*

<b>Part A - Deductible Expenses</b>		
1.	Courier Expense	19,729
2.	File Loss	4,268
3.	Search Expense	81,250
4.	Bank Charges	18,874
5.	Computer Service	16,729
6.	Credit Card Fee	8
7.	Dues & Subscriptions	745
8.	Maintenance & Repairs	3,951
9.	Management Fee	99,525
10.	Postage	1,234
11.	Stationary & Supplies	11,686
12.	Utilities	4,587
13.	Recruiting & Hiring	1,020
14.	Cellular Phone	550
15.	Telephone	2,081
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		266,237

<b>Part B - Excluded Expenses</b>		
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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?
Network Closing Services, Inc.	dba	940,698	i	no
Network Closing Services, Inc.	dba	(1,035,489)	e	no
Total:		(94,791)		

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	461,627
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	121,650
Valencia	
<b>TOTAL</b>	<b>583,277</b>

Crosscheck with Schedule B:	583,277
Difference:	0



# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

*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)
RICHARD W. NORRIS	100.0%	A
<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