

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**AFFIDAVIT**

*For Calendar Year Ending December 31, 2018*

THE STATE OF

New Mexico

THE COUNTY OF

Torrance

I, George H. Kayser, Jr., the President of New Mexico Abstract Co., 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.

George H. Kayser, Jr.

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:** New Mexico Abstract Co.  
**ADDRESS:** 510 Williams Ave., PO Box 408, Estancia, NM 87016  
**CONTACT NAME:** George H. Kayser, Jr.

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)	1,680,804
2. Less: Remitted title insurance premiums (from Schedule B)	876,036
3. Retained title insurance premiums (from Schedule B)	804,768
4. Other income (from Schedule C)	181,395
5. <b>Total Revenue</b>	986,163

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	70,575
2. Owners' and partners' salaries and wages	218,400
3. Employee benefits	47,507
4. Rent	5,233
5. Insurance	7,602
6. Legal expense	22,599
7. Licenses, taxes and fees	3,254
8. Title plant expense and maintenance	2,115
9. Office supplies	8,032
10. Depreciation	25,656
11. Automobile expense	25,070
12. Communication expense	17,126
13. Education expense	
14. Bad debts	
15. Interest expense	7,847
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	4,378
18. Accounting and auditing expense	5,718
19. Public relations expense	212
20. Other expenses (from Schedule E)	36,036
21. <b>Total Expenses</b>	507,360

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	478,803

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	120,952
5. 1/2 of meals and entertainment expense	
6. Penalties	58
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	708
10. <b>Total Excluded Expenses</b>	121,718

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	357,085

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	435,000

<b>Part G: Employees</b>	
1. Total number of employees	6

# 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	152256	30451	121,805
First American Title Insurance Company	1337057	807287	529,770
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	191491	38298	153,193
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>1680804</b>	<b>876036</b>	<b>804768</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:

52.1%

**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	70,371
2.	Abstracting and Title Report Income	74,063
3.	Recording Fees	16,776
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Postage and Misc.	20,185
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	181,395
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1.	Number of Commitments Not Paid for	12 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 1,200.00

**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.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	4,378
Total (Carry forward to Schedule A, line B-17)		4,378

**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.	Utilities	7,707
2.	Repairs and Maintenance	20,578
3.	Bank Fees	7,751
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		36,036

<b>Part B - Excluded Expenses</b>		
1.	Officer's Life Insurance	708
2.		
3.		
4.		
5.		
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7.		
8.		
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10.		
11.		
12.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		708

## 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	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	1,680,804
Union	
Valencia	
TOTAL	1,680,804

Crosscheck with Schedule B:	1,680,804
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)
George H. Kayser, Jr.	55.0%	NA
Bonnie L. Kayser	40.0%	NA
Stella L. Chavez	5.0%	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