

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, _____, 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: Pioneer Abstract & Title Co. of Alamogordo, Inc.
ADDRESS: 909 Delaware Ave, Alamogordo, NM 88310
CONTACT NAME: Tina Deer

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)	816,981
2. Less: Remitted title insurance premiums (from Schedule B)	165,974
3. Retained title insurance premiums (from Schedule B)	651,007
4. Other income (from Schedule C)	333,916
5. Total Revenue	984,923

Part B: Expenses	
1. Employees' salaries and wages	345,744
2. Owners' and partners' salaries and wages	61,154
3. Employee benefits	0
4. Rent	39,600
5. Insurance	32,783
6. Legal expense	0
7. Licenses, taxes and fees	44,566
8. Title plant expense and maintenance	21,348
9. Office supplies	14,389
10. Depreciation	30,471
11. Automobile expense	2,277
12. Communication expense	0
13. Education expense	12,258
14. Bad debts	11,303
15. Interest expense	67,044
16. Employee travel and lodging	17,885
17. Loss and loss adjustment expense (from Schedule D)	2,425
18. Accounting and auditing expense	3,841
19. Public relations expense	38,281
20. Other expenses (from Schedule E)	114,268
21. Total Expenses	859,637

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	125,286

Part D: Excluded Expenses	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	5,148
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	130,331
10. Total Excluded Expenses	135,479

Part E: Net Income	
1. Net income as reported on the books of the agency	(10,193)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(81,402)

Part G: Employees	
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			0
Chicago Title Insurance Company	140553	28111	112,442
Commonwealth Land Title Insurance Company	7261	1452	5,809
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	138437	27687	110,750
First American Title Insurance Company			0
First National Title Insurance Company	160929	32186	128,743
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	154907	30981	123,926
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	160750	32150	128,600
Other	54144	13407	40,737
Total	816981	165974	651007
	(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

Part A: Description of Income Item		
1.	Closing Fees	186,482
2.	Abstracting and Title Report Income	19,602
3.	Recording Fees	
4.	Copy Fees	5,889
5.	Inspection Fees	
6.	Interest Income	27

Part B: Itemization of All Other Income		
7.	COLLECTION FEES	84,524
8.	SET-UP FEES	15,507
9.	EXPRESS MAIL	16,387
10.	WIRE FEES	5,498
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12.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	333,916
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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	\$ -

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	2,425
Total (Carry forward to Schedule A, line B-17)		2,425

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	COMPUTER AND PERIPHERAL FEES AND LICENSES	32,588
2.	BANK CHARGES	98
3.	DUES AND SUBSCRIPTIONS	8,088
4.	OFFICE EXPENSES	25,334
5.	POSTAGE AND FREIGHT	6,164
6.	UTILITIES	16,677
7.	EQUIPMENT RENT	963
8.	TELEPHONE	13,984
9.	BUSINESS MEALS	10,297
10.	OTHER	75
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12.		
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20.		
Total (Carry forward to Schedule A, line B-20)		114,268

Part B - Excluded Expenses		
1.	TITLE PLANT AND GOODWILL AMORTIZATION	98,591
2.	CONTRIBUTIONS	31,740
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Total (Carry forward to Schedule A, line D-9)		130,331

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

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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	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	816,981
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	816,981

Crosscheck with Schedule B:	816,981
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)
JIMMY DEER	50.0%	NA
TINA DEER	50.0%	NA
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