

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**AFFIDAVIT**

*For Calendar Year Ending December 31, 2018*

THE STATE OF NEW MEXICO

THE COUNTY OF SANTA FE

I, Gregg S. Robinson, the Manager of Prima Title, LLC, 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:** Prima Title LLC  
**ADDRESS:** 123 Grant Ave., Santa Fe, NM 87501  
**CONTACT NAME:** Charles Dickey

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)	2,959,197
2. Less: Remitted title insurance premiums (from Schedule B)	591,851
3. Retained title insurance premiums (from Schedule B)	2,367,346
4. Other income (from Schedule C)	747,692
5. <b>Total Revenue</b>	3,115,038

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	1,567,855
2. Owners' and partners' salaries and wages	621,750
3. Employee benefits	244,138
4. Rent	193,931
5. Insurance	17,558
6. Legal expense	0
7. Licenses, taxes and fees	1,174
8. Title plant expense and maintenance	48,472
9. Office supplies	0
10. Depreciation	16,272
11. Automobile expense	0
12. Communication expense	78,884
13. Education expense	887
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	15,239
18. Accounting and auditing expense	45,203
19. Public relations expense	0
20. Other expenses (from Schedule E)	191,546
21. <b>Total Expenses</b>	3,042,909

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	72,129

<b>Part D: Excluded Expenses</b>	
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	2,221
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	83,000
10. <b>Total Excluded Expenses</b>	85,221

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(13,092)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	161,337

<b>Part G: Employees</b>	
1. Total number of employees	16

# 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	1276269	258279	1,017,990
Commonwealth Land Title Insurance Company	107703	20708	86,995
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company			0
First National Title Insurance Company	385243	74070	311,173
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	1189982	238794	951,188
Other			0
<b>Total</b>	<b>2959197</b>	<b>591851</b>	<b>2367346</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%

**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	735,718
2.	Abstracting and Title Report Income	12,387
3.	Recording Fees	(2,978)
4.	Copy Fees	0
5.	Inspection Fees	2,337
6.	Interest Income	99

<b>Part B: Itemization of All Other Income</b>		
7.	Labels	107
8.	Miscellaneous	22
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11.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	747,692
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1.	Number of Commitments Not Paid for	0 \$ 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	5,650
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	9,589
Total (Carry forward to Schedule A, line B-17)		15,239

**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.	Other expenses	191,546
2.		
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20.		
Total (Carry forward to Schedule A, line B-20)		191,546

<b>Part B - Excluded Expenses</b>		
1.	Contributions	83,000
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Total (Carry forward to Schedule A, line D-9)		83,000

## 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	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	2,959,197
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,959,197

Crosscheck with Schedule B:	2,959,197
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)
Maxwell Trust	85.0%	NA
Greta L.Kjohede	5.0%	NA
Gregg S. Robinson	5.0%	NA
Kelly M. Wilner	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