

**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: Rio Arriba Title & Escrow Co., Inc.  
 ADDRESS: P.O. Box 116, Chama, N.M. 87520  
 CONTACT NAME: Meredith Brown

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)	495,640
2.	Less: Remitted title insurance premiums (from Schedule B)	106,812
3.	Retained title insurance premiums (from Schedule B)	388,827
4.	Other income (from Schedule C)	174,789
5.	<b>Total Revenue</b>	<b>563,616</b>

Part B: Expenses		
1.	Employees' salaries and wages	262,255
2.	Owners' and partners' salaries and wages	46,497
3.	Employee benefits	42,507
4.	Rent	21,799
5.	Insurance	5,384
6.	Legal expense	0
7.	Licenses, taxes and fees	(2,162)
8.	Title plant expense and maintenance	20,256
9.	Office supplies	30,935
10.	Depreciation	0
11.	Automobile expense	22,057
12.	Communication expense	14,303
13.	Education expense	80
14.	Bad debts	0
15.	Interest expense	0
16.	Employee travel and lodging	1,365
17.	Loss and loss adjustment expense (from Schedule D)	13,164
18.	Accounting and auditing expense	23,630
19.	Public relations expense	8,921
20.	Other expenses (from Schedule E)	1,420
21.	<b>Total Expenses</b>	<b>512,411</b>

Part C: Net Income for Ratemaking Purposes		
1.	<b>Income (Loss) from Operations</b>	<b>51,205</b>

Part D: Excluded Expenses		
1.	NMLTA lobbying expense	
2.	Direct lobbying expense	
3.	Political contributions	
4.	State and federal income tax expense	27,121
5.	1/2 of meals and entertainment expense	10,328
6.	Penalties	
7.	Country club dues	
8.	Salaries in excess of salary cap	
9.	Other excluded expenses (from Schedule E)	11,569
10.	<b>Total Excluded Expenses</b>	<b>49,018</b>

Part E: Net Income		
1.	Net income as reported on the books of the agency	2,186

Part F: Equity		
1.	Total equity as reported on balance sheet of the agency	459,745

Part G: Employees		
1.	Total number of employees	8



# 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	137207	27440	109,767
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	57780	12579	45,201
First American Title Insurance Company	181400	42155	139,245
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	119252	24638	94,614
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>495640</b>	<b>106812</b>	<b>388827</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: 21.6%

**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	165,800
2.	Abstracting and Title Report Income	9,856
3.	Recording Fees	(262)
4.	Copy Fees	(1,916)
5.	Inspection Fees	827
6.	Interest Income	484

<b>Part B: Itemization of All Other Income</b>		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	174,789
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<b>Part C: Commitments Not Paid</b>			<b>Premium per Commitment</b>
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	7,147
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	6,017
Total (Carry forward to Schedule A, line B-17)		13,164

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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.	Contract Labor	1,420
2.		
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20.		
Total (Carry forward to Schedule A, line B-20)		1,420

<b>Part B - Excluded Expenses</b>		
1.	Donations	1,240
2.	Meals & Entertainment (1/2 of \$20,657.49)	10,329
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20.		
Total (Carry forward to Schedule A, line D-9)		11,569

# **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 Name and Address of Affiliated Agency	2 Relation to Your Agency	3 Amount	4 Description Code	5 Reported Elsewhere in This Report?
N/A				
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	495,640
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	495,640

Crosscheck with Schedule B:	495,640
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)
Dan Terrell	24.4%	N/A
Richard Terrell	30.5%	N/A
Chama Investments	45.1%	N/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