

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

AFFIDAVIT

For Calendar Year Ending December 31, 2018

THE STATE OF New Mexico

THE COUNTY OF Taos

I, Evelyn Jean Trujillo, the president of Tierras 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.

Evelyn Jean Trujillo
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: Tierras Title LLC
ADDRESS: 515 GUSDORF ROAD, SUITE 2, TAOS, NM 87571
CONTACT NAME: Evelyn Jean Trujillo

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)	441,935
2. Less: Remitted title insurance premiums (from Schedule B)	88,387
3. Retained title insurance premiums (from Schedule B)	353,548
4. Other income (from Schedule C)	148,806
5. Total Revenue	502,354

Part B: Expenses	
1. Employees' salaries and wages	131,798
2. Owners' and partners' salaries and wages	69,070
3. Employee benefits	56,032
4. Rent	25,031
5. Insurance	1,329
6. Legal expense	332
7. Licenses, taxes and fees	516
8. Title plant expense and maintenance	6,309
9. Office supplies	9,316
10. Depreciation	2,598
11. Automobile expense	148
12. Communication expense	15,015
13. Education expense	508
14. Bad debts	
15. Interest expense	12,992
16. Employee travel and lodging	490
17. Loss and loss adjustment expense (from Schedule D)	14,444
18. Accounting and auditing expense	6,546
19. Public relations expense	1,624
20. Other expenses (from Schedule E)	41,532
21. Total Expenses	395,631

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	106,723

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	11,463
5. 1/2 of meals and entertainment expense	517
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	518
10. Total Excluded Expenses	12,498

Part E: Net Income	
1. Net income as reported on the books of the agency	94,225

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	29,614

Part G: Employees	
1. Total number of employees	9

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2018

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by this Agency for the Total Calendar Year Reported	3 Title Premiums Remitted or Owed by this Agency to Underwriters	4 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			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	441935	88387	353,548
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
Total	441935	88387	353548
	(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

Part A: Description of Income Item		
1.	Closing Fees	113,341
2.	Abstracting and Title Report Income	31,226
3.	Recording Fees	(1,150)
4.	Copy Fees	2,914
5.	Inspection Fees	802
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Reimbursed expenses for cancellations	1,673
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	148,806
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Part C: Commitments Not Paid			Premium per Commitment
1.	Number of Commitments Not Paid for	30	\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 3,000.00	

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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	1,441
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	13,003
Total (Carry forward to Schedule A, line B-17)		14,444

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	Other Expenses	41,532
2.		
3.		
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19.		
20.		
Total (Carry forward to Schedule A, line B-20)		41,532

Part B - Excluded Expenses		
1.	Donations	373
2.	Dues	145
3.		
4.		
5.		
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18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		518

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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	
Sierra	
Socorro	
Taos	441,935
Torrance	
Union	
Valencia	
TOTAL	441,935

Crosscheck with Schedule B:	441,935
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 Description Code (see below)
Evelyn Jean Trujillo	100.0%	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