

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**AFFIDAVIT**

*For Calendar Year Ending December 31, 2018*

THE STATE OF NEW MEXICO

THE COUNTY OF LOS ALAMOS

I, Denise G. Terrazas, President of Title Guaranty, 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.

Denise G. Terrazas  
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:** Title Guaranty, LLC  
**ADDRESS:** 1631 Central Ave. / PO Box 146, Los Alamos NM 87544  
**CONTACT NAME:** Denise G. Terrazas

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)	1,400,693
2. Less: Remitted title insurance premiums (from Schedule B)	460,194
3. Retained title insurance premiums (from Schedule B)	940,499
4. Other income (from Schedule C)	337,137
<b>5. Total Revenue</b>	<b>1,277,636</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	367,518
2. Owners' and partners' salaries and wages	70,667
3. Employee benefits	106,736
4. Rent	55,942
5. Insurance	2,983
6. Legal expense	0
7. Licenses, taxes and fees	1,157
8. Title plant expense and maintenance	9,600
9. Office supplies	36,154
10. Depreciation	34,421
11. Automobile expense	0
12. Communication expense	18,714
13. Education expense	5,605
14. Bad debts	0
15. Interest expense	8,723
16. Employee travel and lodging	19,684
17. Loss and loss adjustment expense (from Schedule D)	24,111
18. Accounting and auditing expense	17,748
19. Public relations expense	30,247
20. Other expenses (from Schedule E)	64,623
<b>21. Total Expenses</b>	<b>874,635</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	403,001

<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	1,783
6. Penalties	5,481
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>7,264</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	395,737

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	551,688

<b>Part G: Employees</b>	
1. Total number of employees	11

# 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	64354	29291	35,062
Chicago Title Insurance Company	156848	48939	107,909
Commonwealth Land Title Insurance Company	192775	54382	138,393
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	366528	122232	244,296
First American Title Insurance Company	434821	143730	291,091
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	110006	37904	72,102
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	75361	23716	51,645
Other			0
<b>Total</b>	1400693	460194	940499
	(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:

32.9%

**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	311,388
2.	Abstracting and Title Report Income	11,561
3.	Recording Fees	(365)
4.	Copy Fees	5,139
5.	Inspection Fees	865
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Cancellation Fees	1,400
8.	Title Coordination Fees	7,149
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	337,137
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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	\$ -	

**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	12,853
2.	Agent Errors	3,403
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	7,855
Total (Carry forward to Schedule A, line B-17)		24,111

**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.	Custodial/Shred	2,295
2.	Bank Fees	12,969
3.	Office Equipment Maintenance	14,163
4.	Office Equipment Software Maintenance	17,250
5.	Contract Services IT/WEB	17,227
6.	Repair Maintenance	719
7.	* Note: Office and IT Equipment included in "Office Supplies"	
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Total (Carry forward to Schedule A, line B-20)		64,623

<b>Part B - Excluded Expenses</b>		
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Total (Carry forward to Schedule A, line D-9)		0

## 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	1,400,693
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	1,400,693

Crosscheck with Schedule B:	1,400,693
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)
Denise G. Terrazas	100.0%	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