

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

AFFIDAVIT

For Calendar Year Ending December 31, 2018

THE STATE OF New Mexico

THE COUNTY OF Collax

I, Bob Harris, the President of Title Services, Inc. being duly sworn, depose 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 15th day of May, 2019.


Notary Public

4-12-2022
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 Services, Inc
ADDRESS: 112 North Second Street, Raton, New Mexico 87740
CONTACT NAME: Bob Harris

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)	614,578
2. Less: Remitted title insurance premiums (from Schedule B)	172,853
3. Retained title insurance premiums (from Schedule B)	441,725
4. Other income (from Schedule C)	175,060
5. Total Revenue	616,785

Part B: Expenses	
1. Employees' salaries and wages	154,869
2. Owners' and partners' salaries and wages	149,320
3. Employee benefits	
4. Rent	47,938
5. Insurance	2,192
6. Legal expense	(1,039)
7. Licenses, taxes and fees	1,125
8. Title plant expense and maintenance	12,280
9. Office supplies	13,423
10. Depreciation	433
11. Automobile expense	3,799
12. Communication expense	9,732
13. Education expense	570
14. Bad debts	
15. Interest expense	1,157
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	9,366
18. Accounting and auditing expense	12,052
19. Public relations expense	2,068
20. Other expenses (from Schedule E)	36,827
21. Total Expenses	456,112

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	160,674

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	4,750
10. Total Excluded Expenses	4,750

Part E: Net Income	
1. Net income as reported on the books of the agency	155,924

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	234,653

Part G: Employees	
1. Total number of employees	5

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	18398	3680	14,718
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company	57895	12593	45,302
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	59142	12542	46,600
First American Title Insurance Company	50058	10307	39,751
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	43107	8621	34,486
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	385978	125109	260,869
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	614578	172853	441725
	(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:

28.1%

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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	86,757
2.	Abstracting and Title Report Income	36,026
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	1,355

Part B: Itemization of All Other Income		
7.	eTitle Search	252
8.	Investment	3,332
9.	Adjustment Audit	47,337
10.		
11.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	175,060
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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	\$ -

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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	1,945
2.	Agent Errors	(2,523)
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	9,944
Total (Carry forward to Schedule A, line B-17)		9,366

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	eTitle Search	3,416
2.	Sales Tax Loss	
3.	Escrows Expense	7,461
4.	office equipment lease	20,000
5.	Interest expense	104
6.	bank fees	5,846
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20.		
Total (Carry forward to Schedule A, line B-20)		36,827

Part B - Excluded Expenses		
1.	Donations	4,750
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Total (Carry forward to Schedule A, line D-9)		4,750

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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	614,578
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	
Torrance	
Union	
Valencia	
TOTAL	614,578

Crosscheck with Schedule B:	614,578
Difference:	0

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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)
Bob Harris	49.9%	NA
Denise Reis	16.7%	NA
Mary Jen Harris	16.7%	NA
Nancy Ann Holub	16.7%	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