

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

*For the Calendar Year Ending December 31, 2019*

**AGENCY NAME:** New Mexico Land & Title Company  
**ADDRESS:** 801 7th Street, Las Vegas, NM 87701  
**CONTACT NAME:** Jay D. Moore, President

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)	990,111
2. Less: Remitted title insurance premiums (from Schedule B)	133,308
3. Retained title insurance premiums (from Schedule B)	856,803
4. Other income (from Schedule C)	757,206
<b>5. Total Revenue</b>	<b>1,614,009</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	949,659
2. Owners' and partners' salaries and wages	90,976
3. Employee benefits	124,116
4. Rent	67,835
5. Insurance	18,349
6. Legal expense	0
7. Licenses, taxes and fees	14,981
8. Title plant expense and maintenance	2,617
9. Office supplies	79,602
10. Depreciation	14,230
11. Automobile expense	38,167
12. Communication expense	23,984
13. Education expense	215
14. Bad debts	0
15. Interest expense	72,884
16. Employee travel and lodging	6,766
17. Loss and loss adjustment expense (from Schedule D)	13,476
18. Accounting and auditing expense	27,045
19. Public relations expense	7,179
20. Other expenses (from Schedule E)	350,552
<b>21. Total Expenses</b>	<b>1,902,633</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(288,624)</b>

<b>Part D: Excluded Expenses</b>	
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	1,917
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>1,917</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(290,541)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	(1,141,776)

<b>Part G: Employees</b>	
1. Total number of employees	21

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2019*

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
Agents National Title Insurance Company			0
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
American Guaranty Title Insurance Company			0
AmTrust 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 Guaranty Company			0
First American Title Insurance Company			0
First National Title Insurance Company			0
Investors Title Insurance Company			0
National Title Insurance of New York, Inc.			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	990111	133308	856,803
Premier Land Title Insurance Company			0
Radian Title Insurance Inc.			0
States Title Insurance Company			0
Stewart Title Guarantee Company			0
Title Resources Guaranty Company			0
US National Title Insurance Company			0
Westcor Land Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
<b>Total</b>	990111	133308	856803
	(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: 13.5%

**PERCENTAGE OF PREMIUMS REMITTED MUST BE GREATER THAN OR EQUAL TO 20%**

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2019*

<b>Part A: Description of Income Item</b>		
1.	Closing Fees	472,346
2.	Abstracting and Title Report Income	56,259
3.	Recording Fees	94,430
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Miscellaneous Fees	99,952
8.	Shipping and Courier Fees	34,219
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Total Other Income (Carry forward to Schedule A, line A-4)	757,206
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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, 2019*

<b>Description of Expense Item</b>		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	13,476
Total (Carry forward to Schedule A, line B-17)		13,476

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2019*

<b>Part A - Deductible Expenses</b>		
1.	Other Expenses	251,650
2.	Filing Fees	98,902
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Total (Carry forward to Schedule A, line B-20)		350,552

<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, 2019

### 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, 2019*

County	Title Premiums Written
Bernalillo	198,418
Catron	11,821
Chaves	10,288
Cibola	8,062
Colfax	376
Curry	3,311
De Baca	
Dona Ana	14,017
Eddy	15,871
Grant	1,278
Guadalupe	76,178
Harding	
Hidalgo	
Lea	880
Lincoln	830
Los Alamos	2,447
Luna	1,799
McKinley	
Mora	40,035
Otero	1,579
Quay	
Rio Arriba	4,912
Roosevelt	905
San Juan	7,054
San Miguel	329,471
Sandoval	109,266
Santa Fe	54,266
Sierra	14,560
Socorro	39,272
Taos	4,020
Torrance	1,356
Union	
Valencia	37,839
TOTAL	990,111

Crosscheck with Schedule B:	990,111
Difference:	0

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*For the Calendar Year Ending December 31, 2019*

## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Jay D. Moore	100.0%	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





**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**AFFIDAVIT**

*For Calendar Year Ending December 31, 2019*

THE STATE OF New Mexico

THE COUNTY OF San Miguel

I, Jay D. Moore, the President of New Mexico Land & Title 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, 2019 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.

Jay D. Moore  
Signature

SUBSCRIBED AND SWORN BEFORE ME this 29 day of July, 2020.

[Signature]  
Notary Public

7-2-2022  
My Commission Expires

