

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2019

SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 Description Code (see below)
Old Republic National Title Insurance Company	100.0%	UW
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

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

AFFIDAVIT

For Calendar Year Ending December 31, 2019

THE STATE OF

MINNESOTA

THE COUNTY OF

HENNEPIN

I, Chris Hiebert, the Senior Vice President and Controller of Old Republic National Title Insurance 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.

Signature

SUBSCRIBED AND SWORN BEFORE ME this ____ day of _____, 2020.

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, 2019

AGENCY NAME: Old Republic National Title Insurance Company
ADDRESS: 5501 Jefferson St. NE, Ste. 100, Albuquerque, NM 87109
CONTACT NAME: Scott Stenzel

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)	8,360,584
2. Less: Remitted title insurance premiums (from Schedule B)	1,672,117
3. Retained title insurance premiums (from Schedule B)	6,688,467
4. Other income (from Schedule C)	3,737,279
5. Total Revenue	10,425,746

Part B: Expenses	
1. Employees' salaries and wages	5,589,811
2. Owners' and partners' salaries and wages	
3. Employee benefits	1,120,981
4. Rent	508,427
5. Insurance	54,012
6. Legal expense	
7. Licenses, taxes and fees	364,529
8. Title plant expense and maintenance	221,393
9. Office supplies	59,500
10. Depreciation	106,416
11. Automobile expense	54,495
12. Communication expense	29,697
13. Education expense	27,462
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	6,318
17. Loss and loss adjustment expense (from Schedule D)	0
18. Accounting and auditing expense	0
19. Public relations expense	0
20. Other expenses (from Schedule E)	1,393,225
21. Total Expenses	9,536,266

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	889,480

Part D: Excluded Expenses	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	909
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	1,597
6. Penalties	0
7. Country club dues	12,502
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	15,008

Part E: Net Income	
1. Net income as reported on the books of the agency	874,472

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	0

Part G: Employees	
1. Total number of employees	62

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	8,360,584	1,672,117	6,688,467
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
Total	8360584	1672117	6688467
	(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, 2019

Part A: Description of Income Item		
1.	Closing Fees	
2.	Abstracting and Title Report Income	1,155,878
3.	Recording Fees	(12,489)
4.	Copy Fees	
5.	Inspection Fees	0
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Escrow Fees	2,579,554
8.	Plats & Special Assessments	71,863
9.	Branch Coordination Fees	(75,336)
10.	Messenger Fees	17,709
11.	Gain/Loss on Fixed Assets	100
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	3,737,279
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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	\$ -	

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2019

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		0

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2019

Part A - Deductible Expenses		
1.	Purchased Title Information	73,311
2.	Utilities	10,793
3.	Advertising and Promotions	170,490
4.	Printing and Photocopying	8,739
5.	Equipment	87,752
6.	Postage and Freight	23,285
7.	External Computer Expenses	1,781
8.	Software Maintenance	13,888
9.	Miscellaneous Expense	19,280
10.	Bank Charges	(26,787)
11.	Other Purchased Services	14,803
12.	Regional Allocation	170,385
13.	Corporate Allocation Recording Processing Fee	823,526
14.	Recording Processing Fee	1,644
15.	Donations	335
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		1,393,225

Part B - Excluded Expenses		
1.		
2.		
3.		
4.		
5.		
6.		
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18.		
19.		
20.		
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	6,059,192
Catron	0
Chaves	0
Cibola	0
Colfax	0
Curry	0
De Baca	0
Dona Ana	0
Eddy	0
Grant	0
Guadalupe	638
Harding	0
Hidalgo	0
Lea	0
Lincoln	0
Los Alamos	0
Luna	0
McKinley	0
Mora	0
Otero	25
Quay	0
Rio Arriba	714
Roosevelt	0
San Juan	1,373
San Miguel	0
Sandoval	1,894,910
Santa Fe	217,482
Sierra	0
Socorro	0
Taos	0
Torrance	368
Union	0
Valencia	185,882
TOTAL	8,360,584

Crosscheck with Schedule B:	8,360,584
Difference:	0