

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**AFFIDAVIT**

*For Calendar Year Ending December 31, 2019*

THE STATE OF New Mexico

THE COUNTY OF Santa Fe

I, \_\_\_\_\_, the \_\_\_\_\_ (job position) of \_\_\_\_\_ (name of 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:** Santa Fe Title Company  
**ADDRESS:** 515 Don Gaspar Avenue, Santa Fe, NM  
**CONTACT NAME:** Steven Riemann

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)	3,753,392
2. Less: Remitted title insurance premiums (from Schedule B)	773,918
3. Retained title insurance premiums (from Schedule B)	2,979,474
4. Other income (from Schedule C)	1,422,096
<b>5. Total Revenue</b>	<b>4,401,570</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	1,640,301
2. Owners' and partners' salaries and wages	693,221
3. Employee benefits	192,072
4. Rent	245,898
5. Insurance	14,193
6. Legal expense	9,256
7. Licenses, taxes and fees	12,331
8. Title plant expense and maintenance	193,943
9. Office supplies	24,570
10. Depreciation	10,167
11. Automobile expense	0
12. Communication expense	6,888
13. Education expense	1,772
14. Bad debts	0
15. Interest expense	246
16. Employee travel and lodging	13,660
17. Loss and loss adjustment expense (from Schedule D)	43,638
18. Accounting and auditing expense	18,933
19. Public relations expense	72,490
20. Other expenses (from Schedule E)	180,102
<b>21. Total Expenses</b>	<b>3,373,680</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>1,027,890</b>

<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	(5,398)
6. Penalties	0
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>(5,398)</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	1,022,492

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	794,370

<b>Part G: Employees</b>	
1. Total number of employees	19

# 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	2532792	506558	2,026,234
First National Title Insurance Company	1220600	267360	953,240
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			0
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>	<b>3753392</b>	<b>773918</b>	<b>2979474</b>
	(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:

20.6%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**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	1,160,467
2.	Abstracting and Title Report Income	3,538
3.	Recording Fees	182,230
4.	Copy Fees	0
5.	Inspection Fees	0
6.	Interest Income	489

<b>Part B: Itemization of All Other Income</b>		
7.	Split Payment Corrections	(36,293)
8.	Miscellaneous Other Services	111,665
9.		
10.		
11.		
12.		
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15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	1,422,096
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<b>Part C: Commitments Not Paid</b>			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	34,009
5.	E&O or Fidelity Insurance	9,629
Total (Carry forward to Schedule A, line B-17)		43,638

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2019*

<b>Part A - Deductible Expenses</b>		
1.	Other expenses	180,102
2.		
3.		
4.		
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20.		
Total (Carry forward to Schedule A, line B-20)		180,102

<b>Part B - Excluded Expenses</b>		
1.		
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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?
None				
Total:		0		

Description	Code
Income	I
Expense Allocation	E

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

## SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2019

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	3,753,392
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	3,753,392

Crosscheck with Schedule B:	3,753,392
Difference:	0



# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

*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)
Steven Riemann	63.8%	REA
Angela Riemann	23.8%	NA
Diane Woods	12.5%	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