

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, Ruth D. Mares, the President of Territorial Title of Las Vegas, Inc., 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.

/s/Ruth D. Mares

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: Territorial Title of Las Vegas, Inc.
ADDRESS: PO Box 987 Las Vegas, NM 87701
CONTACT NAME: Ruth D Mares

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)	835,567
2. Less: Remitted title insurance premiums (from Schedule B)	196,859
3. Retained title insurance premiums (from Schedule B)	638,708
4. Other income (from Schedule C)	170,889
5. Total Revenue	809,597

Part B: Expenses	
1. Employees' salaries and wages	394,420
2. Owners' and partners' salaries and wages	150,494
3. Employee benefits	47,317
4. Rent	32,799
5. Insurance	5,235
6. Legal expense	1,068
7. Licenses, taxes and fees	14,231
8. Title plant expense and maintenance	11,889
9. Office supplies	12,091
10. Depreciation	522
11. Automobile expense	858
12. Communication expense	22,926
13. Education expense	3,968
14. Bad debts	
15. Interest expense	3,419
16. Employee travel and lodging	1,207
17. Loss and loss adjustment expense (from Schedule D)	6,955
18. Accounting and auditing expense	10,491
19. Public relations expense	8,369
20. Other expenses (from Schedule E)	14,293
21. Total Expenses	742,552

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	67,045

Part D: Excluded Expenses	
1. NMLTA lobbying expense	50
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	237
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	287

Part E: Net Income	
1. Net income as reported on the books of the agency	66,758

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	196,992

Part G: Employees	
1. Total number of employees	13

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	100450	20176	80,274
American Guaranty Title Insurance Company			0
AmTrust Title Insurance Company			0
Chicago Title Insurance Company	44201	10378	33,823
Commonwealth Land Title Insurance Company	125	25	100
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	250837	56380	194,457
First American Title Guaranty Company			0
First American Title Insurance Company	318135	84929	233,205
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			0
Premier Land Title Insurance Company			0
Radian Title Insurance Inc.			0
States Title Insurance Company			0
Stewart Title Guarantee Company	48657	10339	38,318
Title Resources Guaranty Company			0
US National Title Insurance Company			0
Westcor Land Title Insurance Company			0
WFG National Title Insurance Company	73162	14632	58,530
Other			0
Total	835567	196859	638708
	(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:

23.6%

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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	128,055
2.	Abstracting and Title Report Income	44,482
3.	Recording Fees	(2,730)
4.	Copy Fees	153
5.	Inspection Fees	421
6.	Interest Income	66

Part B: Itemization of All Other Income		
7.	Cancellation fees	865
8.	Notary fees	75
9.	Refunds	(500)
10.	Miscellaneous	2
11.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	170,889
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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, 2019

Description of Expense Item		
1.	Closing Losses	807
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	6,148
Total (Carry forward to Schedule A, line B-17)		6,955

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2019

Part A - Deductible Expenses		
1.	Maintenance and Repairs	4,713
2.	Security	275
3.	Bank charges	724
4.	Utilities	8,390
5.	Miscellaneous	191
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Total (Carry forward to Schedule A, line B-20)		14,293

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

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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	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	162,581
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	78,431
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	594,555
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	835,567

Crosscheck with Schedule B:	835,567
Difference:	0

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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)
Ruth D Mares	50.0%	NA
Kenneth E Mares	50.0%	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