

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**AFFIDAVIT**

*For Calendar Year Ending December 31, 2019*

THE STATE OF

\_\_\_\_\_

THE COUNTY OF

\_\_\_\_\_

I, Maria Deligiorgis, the General Counsel of Title Alliance, LTD., 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:** Title Alliance of New Mexico  
**ADDRESS:** 2 Veterans Square Media, PA 19063  
**CONTACT NAME:** Thomas O'Donnell

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)        | 628,811        |
| 2. Less: Remitted title insurance premiums (from Schedule B) | 132,025        |
| 3. Retained title insurance premiums (from Schedule B)       | 496,786        |
| 4. Other income (from Schedule C)                            | 243,876        |
| <b>5. Total Revenue</b>                                      | <b>740,662</b> |

| <b>Part B: Expenses</b>                                |                |
|--|----------------|
| 1. Employees' salaries and wages                       | 277,877        |
| 2. Owners' and partners' salaries and wages            | 0              |
| 3. Employee benefits                                   | 40,657         |
| 4. Rent  | 30,108         |
| 5. Insurance   | 8,222          |
| 6. Legal expense                                       | 10,005         |
| 7. Licenses, taxes and fees                            | 20,818         |
| 8. Title plant expense and maintenance                 | 63,429         |
| 9. Office supplies                                     | 8,824          |
| 10. Depreciation                                       | 2,725          |
| 11. Automobile expense                                 | 1,017          |
| 12. Communication expense                              | 6,051          |
| 13. Education expense                                  | 4,250          |
| 14. Bad debts  | 0              |
| 15. Interest expense                                   | 0              |
| 16. Employee travel and lodging                        | 21,309         |
| 17. Loss and loss adjustment expense (from Schedule D) | 3,823          |
| 18. Accounting and auditing expense                    | 2,936          |
| 19. Public relations expense                           | 13,242         |
| 20. Other expenses (from Schedule E)                   | 141,309        |
| <b>21. Total Expenses</b>                              | <b>656,602</b> |

| <b>Part C: Net Income for Ratemaking Purposes</b> |        |
|---|--------|
| 1. <b>Income (Loss) from Operations</b>           | 84,060 |

| <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    | 2,678        |
| 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>2,678</b> |

| <b>Part E: Net Income</b>                            |        |
|--|--------|
| 1. Net income as reported on the books of the agency | 81,382 |

| <b>Part F: Equity</b>                                      |         |
|--|---------|
| 1. Total equity as reported on balance sheet of the agency | 177,015 |

| <b>Part G: Employees</b>     |   |
|------------------------------|---|
| 1. Total number of employees | 4 |

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2019*

| 1<br>Name of Each<br>Underwriting Company<br>for Which<br>This Agency Charged Premiums | 2<br>Title Premiums<br>Written by this<br>Agency for the<br>Total Calendar<br>Year Reported | 3<br>Title Premiums<br>Remitted or Owed<br>by this Agency to<br>Underwriters | 4<br>Title Premiums<br>Retained by<br>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   | 628811  | 132025   | 496,786   |
| 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  |   |  | 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>628811</b>   | <b>132025</b>  | <b>496786</b>                                     |
|  | (Carry total forward to<br>Schedule A, line A-1)  | (Carry total forward to<br>Schedule A, line A-2)                             | (Carry total forward to<br>Schedule A, line A-3)  |

Percentage of premiums remitted:

21.0%

**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                        | 234,376 |
| 2.  | Abstracting and Title Report Income | 9,500   |
| 3.  | Recording Fees                      |         |
| 4.  | Copy Fees                           |         |
| 5.  | Inspection Fees                     |         |
| 6.  | Interest Income                     |         |

| <b>Part B: Itemization of All Other Income</b> |  |  |
|--|--|--|
| 7.   |  |  |
| 8.   |  |  |
| 9.   |  |  |
| 10.  |  |  |
| 11.  |  |  |
| 12.  |  |  |
| 13.  |  |  |
| 14.  |  |  |
| 15.  |  |  |
| 16.  |  |  |
| 17.  |  |  |
| 18.  |  |  |
| 19.  |  |  |

|  |         |
|--|---------|
| Total Other Income (Carry forward to Schedule A, line A-4) | 243,876 |
|--|---------|

| <b>Part C: Commitments Not Paid</b> |                                    |      | <b>Premium per Commitment</b> |
|-------------------------------------|------------------------------------|------|-------------------------------|
| 1.                                  | Number of Commitments Not Paid for | 0    | \$ 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            | 3,823 |
| 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) |                           | 3,823 |

**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.   | Closing Fee Expense                  | 5,250   |
| 2.   | Certification Fees                   | 373     |
| 3.   | Search Expense                       | 4,500   |
| 4.   | Pre and Post Closing Contracted Work | 33,160  |
| 5.   | Administrative Fee                   | 40,868  |
| 6.   | Dues & Subscriptions                 | 1,343   |
| 7.   | Equipment Expense                    | 15,807  |
| 8.   | Miscellaneous Expense                | 3,617   |
| 9.   | Bank Fees                            | 3,421   |
| 10.  | Recruiting Fees                      | 16,193  |
| 11.  | Postage & Courier Fees               | 11,578  |
| 12.  | Recording Expense                    | 899     |
| 13.  | Electronic Document Services         | 4,300   |
| 14.  |                                      |         |
| 15.  |                                      |         |
| 16.  |                                      |         |
| 17.  |                                      |         |
| 18.  |                                      |         |
| 19.  |                                      |         |
| 20.  |                                      |         |
| Total (Carry forward to Schedule A, line B-20) |                                      | 141,309 |

| <b>Part B - Excluded Expenses</b>             |  |   |
|---|--|---|
| 1.  |  |   |
| 2.  |  |   |
| 3.  |  |   |
| 4.  |  |   |
| 5.  |  |   |
| 6.  |  |   |
| 7.  |  |   |
| 8.  |  |   |
| 9.  |  |   |
| 10.   |  |   |
| 11.   |  |   |
| 12.   |  |   |
| 13.   |  |   |
| 14.   |  |   |
| 15.   |  |   |
| 16.   |  |   |
| 17.   |  |   |
| 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? |
| Title Abstract Co. of PA, 2 Veterans Square Media, PA 19006 | Partner                 | 40,868 | E                | Yes                                |
| SJWF, LLC, 122 Wellesley Drive SE, Albuquerque, NM 87102    | Partner                 | 22,348 | E                | Yes                                |
|   |                         |        |                  |                                    |
|   |                         |        |                  |                                    |
|   |                         |        |                  |                                    |
|   |                         |        |                  |                                    |
|   |                         |        |                  |                                    |
|   |                         |        |                  |                                    |
|   |                         |        |                  |                                    |
| Total:  |                         | 63,216 |                  |                                    |

| 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<br>Premiums<br>Written |
|------------|------------------------------|
| Bernalillo | 560,450                      |
| 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   | 56,245                       |
| Santa Fe   | 3,939                        |
| Sierra     |                              |
| Socorro    |                              |
| Taos       |                              |
| Torrance   |                              |
| Union      |                              |
| Valencia   | 8,177                        |
| TOTAL      | 628,811                      |

|                             |         |
|-----------------------------|---------|
| Crosscheck with Schedule B: | 628,811 |
| 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) |
| Title Abstract Co. of PA                       | 50.0%                      | AFB                          |
| SJWF, LLC                                      | 25.0%                      | AFB                          |
| Ben Levine, Michael Bowen, Clarissa Kaselonis  | 3.9%                       | REA                          |
| Jo Cook Realty, LLC, Michael Abramovich        | 2.3%                       | REA                          |
| Scott Dean, Mariessa Sanchez, Dwight Smith     | 2.6%                       | REA                          |
| Marsha Ecker, Ludmila Lucero, Magpie Ventures  | 2.9%                       | REA                          |
| Ramos Realty, LLC, Aaron Burnett, Santiago Ace | 3.3%                       | REA                          |
| Melvin Candelaria, Susan Umurhan, Erica Turri  | 1.5%                       | REA                          |
| Rory Jensen, Kimberly Jensen, Jasmin Sanchez   | 2.1%                       | REA                          |
| Jennifer Wilson, John Crowley                  | 3.2%                       | REA                          |
| Dustin Messex, Sara Black                      | 1.4%                       | REA                          |
| Michelle Briand, Precillano Ortiz              | 0.7%                       | REA                          |
| Alice Meyerhoff, Tom Meyerhoff                 | 1.1%                       | REA                          |
|  |                            |                              |
| <b>Total</b>                                   | <b>100.0%</b>              |                              |

| 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               |