

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**AFFIDAVIT**

*For Calendar Year Ending December 31, 2019*

THE STATE OF New Mexico

THE COUNTY OF Colfax County

I, Bob Harris, the President of Title Services, 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.

Bob Harris  
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 Services, Inc  
**ADDRESS:** 112 North Second Street, Raton, New Mexico 87740  
**CONTACT NAME:** Bob Harris

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)	238,034
2. Less: Remitted title insurance premiums (from Schedule B)	47,601
3. Retained title insurance premiums (from Schedule B)	190,433
4. Other income (from Schedule C)	119,459
<b>5. Total Revenue</b>	<b>309,892</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	109,783
2. Owners' and partners' salaries and wages	102,600
3. Employee benefits	(33,960)
4. Rent	10,893
5. Insurance	2,733
6. Legal expense	
7. Licenses, taxes and fees	600
8. Title plant expense and maintenance	10,809
9. Office supplies	14,832
10. Depreciation	36,958
11. Automobile expense	1,566
12. Communication expense	10,962
13. Education expense	
14. Bad debts	
15. Interest expense	417
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	10,270
18. Accounting and auditing expense	8,527
19. Public relations expense	
20. Other expenses (from Schedule E)	29,571
<b>21. Total Expenses</b>	<b>316,561</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(6,669)</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	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	2,700
<b>10. Total Excluded Expenses</b>	<b>2,700</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(9,369)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	224,256

<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 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by this Agency for the Total Calendar Year Reported	3 Title Premiums Remitted or Owed by this Agency to Underwriters	4 Title Premiums Retained by This Agency
Agents National Title Insurance Company		0	0
Alamo Title Insurance Company		0	0
Alliant National Title Insurance Company	12660	2532	10,128
American Guaranty Title Insurance Company		0	0
AmTrust Title Insurance Company		0	0
Chicago Title Insurance Company		0	0
Commonwealth Land Title Insurance Company	33046	6609	26,437
EnTitle Insurance Company		0	0
Fidelity National Title Insurance Company	47105	9421	37,684
First American Title Guaranty Company		0	0
First American Title Insurance Company	44787	8957	35,829
First National Title Insurance Company		0	0
Investors Title Insurance Company		0	0
National Title Insurance of New York, Inc.		0	0
North American Title Insurance Company		0	0
Old Republic National Title Insurance Company	43061	8612	34,449
Premier Land Title Insurance Company		0	0
Radian Title Insurance Inc.		0	0
States Title Insurance Company		0	0
Stewart Title Guarantee Company	57375	11469	45,906
Title Resources Guaranty Company		0	0
US National Title Insurance Company		0	0
Westcor Land Title Insurance Company		0	0
WFG National Title Insurance Company		0	0
Other			0
<b>Total</b>	<b>238034</b>	<b>47601</b>	<b>190433</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:

20.0%

**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	82,064
2.	Abstracting and Title Report Income	42,517
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	811

<b>Part B: Itemization of All Other Income</b>		
7.	eTitle Search	1,408
8.	Title Adjustment	(7,855)
9.	Advertising	514
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	119,459
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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*

<b>Description of Expense Item</b>		
1.	Closing Losses	264
2.	Agent Errors	51
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	9,955
Total (Carry forward to Schedule A, line B-17)		10,270

**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.	eTitle Search	3,154
2.	Sales Tax Loss	554
3.	Office Equipment Lease	12,000
4.	Bank Fees	10,168
5.	Misc	(6,416)
6.	Escrows Expenses	8,001
7.	Dues	2,111
8.		
9.		
10.		
11.		
12.		
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14.		
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16.		
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18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		29,571

<b>Part B - Excluded Expenses</b>		
1.	Donations	2,700
2.		
3.		
4.		
5.		
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20.		
Total (Carry forward to Schedule A, line D-9)		2,700

## 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

**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	238,034
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	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	238,034

Crosscheck with Schedule B:	238,034
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)
Bob Harris	49.9%	NA
Denise Reis	16.7%	NA
Mary Jen Harris	16.7%	NA
Nancy Ann Holub	16.7%	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