

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

AFFIDAVIT

For Calendar Year Ending December 31, 2020

THE STATE OF

New Mexico

THE COUNTY OF

Dona Ana

I, Grisel R. Chavez, the President of Legal Descripton Inc. dba Southwestern Abstract and Title Co., 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, 2020 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 _____, 2021.

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, 2020

AGENCY NAME: Legal Description Inc. dba Southwestern Abstract and
ADDRESS: 1125 S. Main St., Las Cruces, NM 88005
CONTACT NAME: Grisel R. Chavez

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)	2,623,222
2. Less: Remitted title insurance premiums (from Schedule B)	524,644
3. Retained title insurance premiums (from Schedule B)	2,098,578
4. Other income (from Schedule C)	696,079
5. Total Revenue	2,794,657

Part B: Expenses	
1. Employees' salaries and wages	918,492
2. Owners' and partners' salaries and wages	219,424
3. Employee benefits	168,741
4. Rent	109,523
5. Insurance	15,904
6. Legal expense	0
7. Licenses, taxes and fees	50,651
8. Title plant expense and maintenance	112,731
9. Office supplies	61,215
10. Depreciation	30,117
11. Automobile expense	10,458
12. Communication expense	45,333
13. Education expense	125
14. Bad debts	0
15. Interest expense	63,389
16. Employee travel and lodging	2,683
17. Loss and loss adjustment expense (from Schedule D)	27,835
18. Accounting and auditing expense	22,655
19. Public relations expense	26,088
20. Other expenses (from Schedule E)	107,058
21. Total Expenses	1,992,422

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	802,235

Part D: Excluded Expenses	
1. NMLTA lobbying expense	110
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	849
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	37,313
10. Total Excluded Expenses	38,272

Part E: Net Income	
1. Net income as reported on the books of the agency	763,963

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	1,259,513

Part G: Employees	
1. Total number of employees	27

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2020

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	476516	95303	381,213
Commonwealth Land Title Insurance Company			0
Dakota Homestead Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	1888628	377726	1,510,902
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			0
Premier Land Title Insurance Company			0
Radian Title Insurance Inc.			0
States Title Insurance Company			0
Stewart Title Guaranty Company			0
Title Resources Guaranty Company			0
US National Title Insurance Company			0
Westcor Land Title Insurance Company			0
WFG National Title Insurance Company	258078	51615	206,463
Other			0
Total	2623222	524644	2098578
	(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, 2020

Part A: Description of Income Item		
1.	Closing Fees	588,502
2.	Abstracting and Title Report Income	9,345
3.	Recording Fees	13,520
4.	Copy Fees	0
5.	Inspection Fees	0
6.	Interest Income	(24)

Part B: Itemization of All Other Income		
7.	Miscellaneous Income	8,310
8.	SBA subsidized payments	86,901
9.	Loss on sale - assets	(10,475)
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11.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	696,079
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Part C: Commitments Not Paid			Premium per Commitment
1.	Number of Commitments Not Paid for	0	\$ 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, 2020

Description of Expense Item		
1.	Closing Losses	11,062
2.	Agent Errors	0
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	0
5.	E&O or Fidelity Insurance	16,773
Total (Carry forward to Schedule A, line B-17)		27,835

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2020

Part A - Deductible Expenses		
1.	Other Expenses	107,058
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Total (Carry forward to Schedule A, line B-20)		107,058

Part B - Excluded Expenses		
1.	Amortization of Goodwill	34,328
2.	Donations	2,985
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Total (Carry forward to Schedule A, line D-9)		37,313

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For the Calendar Year Ending December 31, 2020

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, 2020

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	2,623,222
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	2,623,222

Crosscheck with Schedule B:	2,623,222
Difference:	0

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For the Calendar Year Ending December 31, 2020

SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Gricel R. Chavez	50.0%	NA
Justin Chavez	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