Texas Department of Insurance

2023 Title Rate Report

December 2023





2023 Title Rate Report

by the

Texas Department of Insurance

Revised December 2023

Revision Notes

- Page 4 The September 1, 2019, basic rate change corrected to reflect a decrease of -4.9%.
 This correction was carried throughout the report in the calculations.
- Page 4 The premium impact from rule changes effective September 1, 2019, was included. This revision was carried throughout the report in the calculations.

First posting, October 2023; Revised December 2023

Publication ID: TDITRR | 1023

This document is available online at https://www.tdi.texas.gov/rules/2023/exrules.html.

Summary of findings

Staff in the Property and Casualty Actuarial Office performed an actuarial analysis of title experience, which shows that Texas title basic premium rates should be reduced.

The actuarial analysis uses methodology consistent with the ratemaking methodology used in the two most recent Texas title rate hearings addressing Texas title insurance basic premium rates.

Staff produced a range of indications by reviewing experience from 2012 through 2021. For example, the 10-year period produced an indicated rate change of -10.9%, and the 20-year period produced an indicated rate change of -3.1%.

Texas title experience rate indications summary

| Component | | | 15-Year (2007–2021) | |
|--|--------|--------|------------------------|-------|
| (1) Loss and loss adjustment expense ratio | 1.7% | 1.9% | 2.4% | 2.5% |
| (2) Expense ratio | 74.5% | 76.5% | 79.7% | 82.8% |
| (3) Catastrophe loss provision | 1.0% | 1.0% | 1.0% | 1.0% |
| (4) Total | 77.1% | 79.4% | 83.1% | 86.4% |
| (5) Profit provision | 10.9% | 10.9% | 10.9% | 10.9% |
| (6) Indicated rate change | -13.4% | -10.9% | -6.8% | -3.1% |

Statutory authority for title rates

The following subsections of <u>Texas Insurance Code Chapter 2703</u> address title rates:

- <u>Section 2703.151</u> requires that the commissioner fix and promulgate the premium rates to be charged by a title insurance company or by a title insurance agent for title insurance policies or for other forms prescribed or approved by the commissioner.
- <u>Section 2703.152</u> requires that title premium rates be reasonable to the public and nonconfiscatory to title insurance companies and title insurance agents. When fixing the rates, the Commissioner must consider all relevant income and expenses of title insurance companies and title insurance agents attributable to engaging in the business of title insurance in Texas.
- <u>Section 2703.153</u> requires all Texas title insurance underwriters and agents to submit the information necessary for fixing the rates, as prescribed by TDI. TDI collects this information by annually issuing two data calls—one for title underwriters and one for title agents.
- <u>Section 2703.206</u> stipulates that at any time, the commissioner may order a public hearing to consider adoption of premium rates and other matters relating to regulating the business of title insurance as the commissioner determines necessary or proper.

Data

In accordance with the statutes cited above, TDI annually collects Texas title industry experience. The data is collected from approximately 30 underwriters and more than 700 agents. The information is compiled and published annually in these two reports on TDI's website.

- Texas Title Insurance Industry Experience Report Compilation
- Texas Title Insurance Agent Experience Report Compilation

These "experience reports" are the primary source of information used to develop title rate indications. TDI reviews the data in these reports for reasonableness but does not audit the data.

Title rate and premium history

Texas law requires the commissioner to set title rates. Rates have declined over the years except for an increase in 2013.

Historical title rate changes

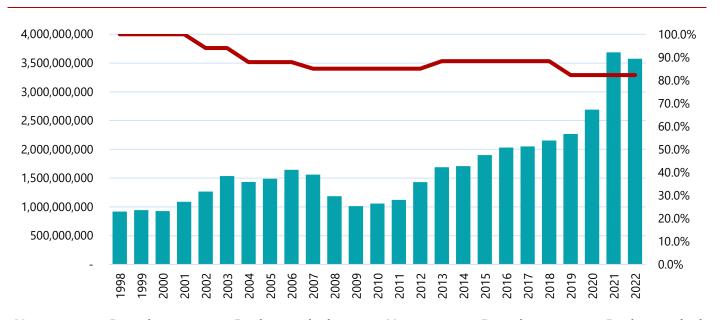
| Change in basic rates | Other changes |
|-----------------------|--|
| -3.0% | |
| -6.0% | |
| -6.5% | |
| -3.2% | |
| 3.8% | |
| -4.9% | -1.9% |
| | -3.0% -6.0% -6.5% -3.2% 3.8% |

The other changes that caused a rate impact effective September 1, 2019, include an increase to the lowest rate tier; an increase in the number of rate tiers for policies with face values of \$25M or more; and revised rate rules for the simultaneous issuance of policies (rate rule R-5), the refinance credit (rate rule R-8), and the time to receive a reduced premium for an owner's policy issued after a large construction project (rate rule R-20). See Commissioner's Order 2019-5980.

From 2006 to 2009, the industry experienced a decline in premium due to the subprime mortgage crisis, from a high of \$1.65 billion in premium to a low of \$1.01 billion. The industry began to recover in 2010. From 2013 to 2019, the industry continued growing, setting new premium records every year, reaching \$2.27 billion in 2019.

The pandemic fostered increased home prices and sales, high property values, and high demand for re-financing of homes. Since title premiums vary with property values and home sales, the industry saw significant growth during this time, jumping to \$2.69 billion in 2020 and \$3.69 billion in 2021, and down slightly in 2022, to \$3.57 billion.

Annual Texas title premium



| Year | Premium | ■ Basic rate index | Year | Premium | ■ Basic rate index |
|------|----------------|--------------------|------|------------------|--------------------|
| 1998 | \$ 919,549,495 | 100% | 2011 | \$ 1,123,156,521 | 85% |
| 1999 | 944,059,272 | 100% | 2012 | 1,429,904,345 | 85% |
| 2000 | 928,271,781 | 100% | 2013 | 1,690,315,410 | 88% |
| 2001 | 1,088,158,258 | 100% | 2014 | 1,708,706,132 | 88% |
| 2002 | 1,267,499,201 | 94% | 2015 | 1,902,011,015 | 88% |
| 2003 | 1,535,651,202 | 94% | 2016 | 2,024,060,761 | 88% |
| 2004 | 1,432,520,476 | 88% | 2017 | 2,050,197,612 | 88% |
| 2005 | 1,489,421,947 | 88% | 2018 | 2,153,058,063 | 88% |
| 2006 | 1,645,473,245 | 88% | 2019 | 2,268,426,679 | 82% |
| 2007 | 1,561,206,017 | 85% | 2020 | 2,689,247,689 | 82% |
| 2008 | 1,186,600,336 | 85% | 2021 | 3,687,118,038 | 82% |
| 2009 | 1,013,798,824 | 85% | 2022 | 3,574,768,181 | 82% |
| 2010 | 1,057,770,573 | 85% | | | |

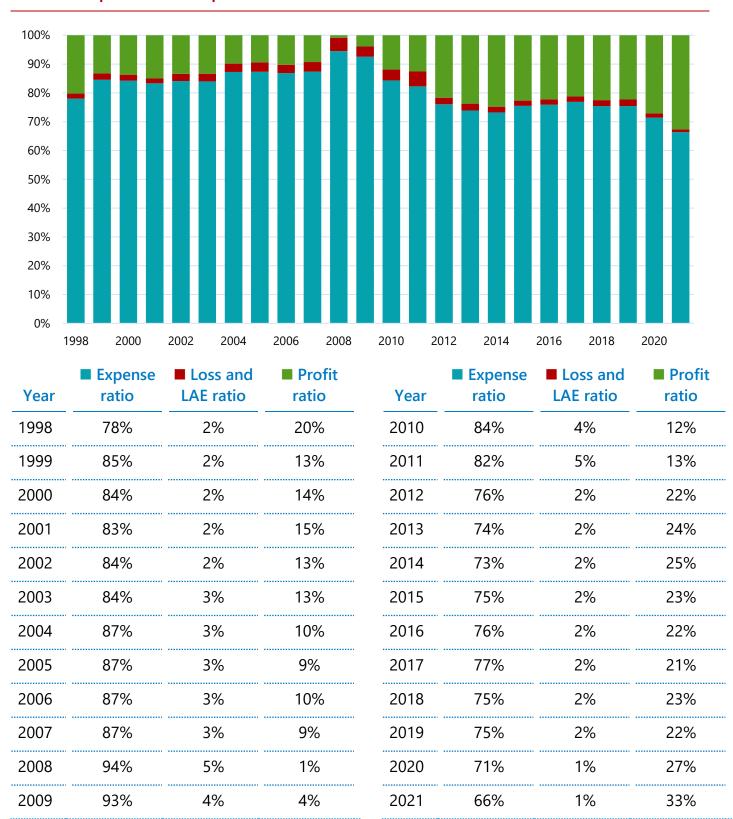
Source: Title experience reports through 2021 and NAIC annual statements for 2022.

Background

Compared to most lines of insurance, losses for title insurance are very low. The bulk of the premium covers non-loss-related expenses. Because of this, the focus in title ratemaking is mostly on expenses, as well as the profit provision.

The key component of rates, the expense ratio, has declined from a high of 94% in 2008 to its lowest point since 1998, of 66% in 2021. The loss and loss adjustment expense (LAE) ratio was consistently low, while profit reached its highest point since 1998, of 33% in 2021.

Texas title premium components

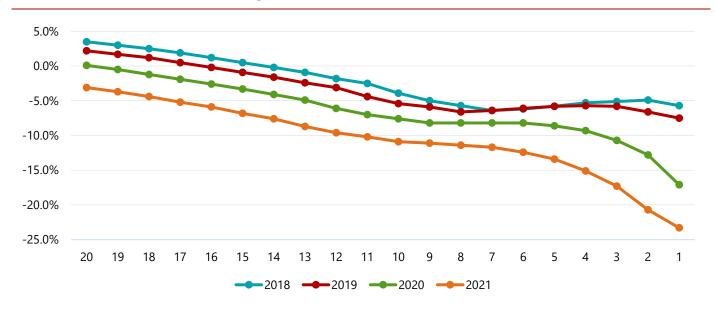


Analysis

Results

Title ratemaking is sensitive to the experience period used in the rate analysis. For example, using 10 years of data ending December 31, 2021, the analysis shows that rates could be reduced by 10.9%, while using five years of data ending December 31, 2021, the analysis shows the rates can be reduced by 13.4%

Texas title indicated rate change



| Years | ■ 2018 | 2019 | 2020 | 2021 |
|-------|--------|-------------|-------------|-------------|
| 20 | 3.5% | 2.2% | 0.1% | -3.1% |
| 19 | 3.0% | 1.7% | -0.5% | -3.7% |
| 18 | 2.5% | 1.2% | -1.2% | -4.4% |
| 17 | 1.9% | 0.5% | -1.9% | -5.2% |
| 16 | 1.2% | -0.2% | -2.6% | -5.9% |
| 15 | 0.5% | -0.9% | -3.3% | -6.8% |
| 14 | -0.2% | -1.6% | -4.1% | -7.6% |
| 13 | -0.9% | -2.4% | -4.9% | -8.7% |
| 12 | -1.8% | -3.1% | -6.1% | -9.6% |
| 11 | -2.5% | -4.4% | -7.0% | -10.2% |

| Years | 2018 | 2019 | 2020 | 2021 |
|-------|-------------|-------------|-------------|-------------|
| 10 | -3.9% | -5.4% | -7.6% | -10.9% |
| 9 | -5.0% | -5.9% | -8.2% | -11.1% |
| 8 | -5.7% | -6.6% | -8.2% | -11.4% |
| 7 | -6.4% | -6.4% | -8.2% | -11.7% |
| 6 | -6.2% | -6.1% | -8.2% | -12.4% |
| 5 | -5.8% | -5.8% | -8.6% | -13.4% |
| 4 | -5.3% | -5.7% | -9.3% | -15.1% |
| 3 | -5.1% | -5.8% | -10.7% | -17.3% |
| 2 | -4.9% | -6.6% | -12.8% | -20.7% |
| 1 | -5.7% | -7.5% | -17.1% | -23.3% |

Methodology

The components of title ratemaking include provisions for loss and LAE, expenses, catastrophe losses, and profit.

The formula for the rate indication is: [(Loss ratio + Expense ratio + Catastrophe loss provision) / (1 - Profit provision)] - 1

where:

- Loss ratio = (Losses and LAE) / Premium
- Expense ratio = Expenses / Premium
- Underwriting profit provision = Profit / Premium

TDI used the experience reports to compile historical losses, expenses, and premiums.

Losses and LAE are taken directly from the experience reports with no adjustments since they are reported at their projected ultimate value. Expenses are adjusted as described below.

Premium is adjusted and on-leveled using the parallelogram method. Premium adjustments are described below.

The loss ratio is the premium-weighted average of the annual loss ratios over the selected experience period. Similarly, the expense ratio is the premium-weighted average of the annual expense ratios over the selected experience period.

For example, as shown in Exhibit 1, using 10 years of historical data, the loss ratio is 1.88% and the expense ratio is 76.5%. Using 15 years, the loss ratio is 2.38% and the expense ratio is 79.68%.

The loss and expense ratios are the only components that vary with the selected experience period. The remaining components—catastrophe losses and profit—are static, as addressed below.

Adjustments

Determining rates for title policies requires identifying the revenue and expenses reported in the experience reports that are related to issuing a title policy. This is done by adjusting certain revenue and expense items.

The sum of all revenue in the experience reports is called gross title income. Premium comprises the bulk of gross title income. Pass-throughs¹ and industry transfer items² are removed from both premium and gross title income to get "adjusted premium" and "adjusted gross income." The ratio of adjusted premium to adjusted gross income is called the "expense adjustment ratio."

Pass-throughs and industry transfer items are also removed from expenses along with certain ineligible expenses to get "adjusted expenses." Ineligible expenses include damages for bad faith suits, fines or penalties, donations or lobbying, and trade association fees. The expense adjustment ratio is applied to these adjusted expenses.

Title revenue comes not only from title insurance premiums, but also from furnishing abstracts of title, escrow fees, and other miscellaneous sources. Because expense data is not broken down by these same sources as revenue, the expense adjustment ratio must be applied to adjusted expenses to approximate the expenses associated only with premiums.

The one exception to the expense adjustments as described is that the "net change to unearned premium" is included in expenses at its reported value and not subject to the expense adjustment ratio.

Catastrophe loss provision

Actuarial Standard of Practice (ASOP) No. 39 defines a catastrophe as a relatively infrequent phenomenon that produces unusually large aggregate losses. It is difficult to find such phenomena in title insurance.

Despite the rarity of title catastrophes, previous Texas title ratemaking exercises have included a 1% catastrophe provision. For context, the 1% provision effectively provides for a contingency for the industry to absorb about 50% more than historical loss experience.

Staff's judgment is that the low level of losses, lack of available data, and the absence of materiality to rates warrants following precedent in selecting 1% as the catastrophe provision.

¹ Pass-throughs are payments made by title agents on behalf of insureds, which are then reimbursed as part of the closing transaction. Agents pay tax assessors for tax certificates proving the tax status of the property is clean. Agents also pay recording fees to county clerks for filing real estate transaction documentation.

² Industry transfer items are payments made between two title entities when one entity completes work for another. The paying entity records the expense, and the receiving entity records the revenue. The two industry transfer items are evidence and examination fees paid to other title entities, and closing fees paid to other title entities.

³ Damages for bad faith suits, fines or penalties, donations and lobbying, and trade association fees represent approximately 0.25% of on-level premium. For comparison, "other expenses," which are expenses not captured by any another expense category, represent approximately 4.6% of on-level premium.

Profit provision

Total profit for a title company is made up of several components. In addition to profits made from issuing title policies, title agents and insurers make profits from escrow operations, investments, and other sources of income. Assumptions about the additional types of profit affect the level of profit required from underwriting.

TDI engaged an external consultant, Dr. Mark Crawshaw, FCAS, MAAA, of Madison Consulting Group, Inc., to derive a target underwriting profit. Dr. Crawshaw's selected target underwriting profit is 10.9%.

Actuarial qualifications

This actuarial report was prepared under the direction of J'ne Byckovski, Chief Actuary, FCAS, MAAA. J'ne is a Fellow of the Casualty Actuarial Society and a member of the American Academy of Actuaries. She meets the U.S. qualification standards of the American Academy of Actuaries to render the opinions in this report.

Riley Hoover, ASA, MAAA assisted in preparing this report. Riley is an associate of the Society of Actuaries and a member of the American Academy of Actuaries.

Exhibit 1

Texas title experience rate indications summary

| Component | | | 15-Year (2007–2021) | |
|--|---------|---------|------------------------|--------|
| (1) Loss and loss adjustment expense ratio | 1.68% | 1.88% | 2.38% | 2.54% |
| (2) Expense ratio | 74.46% | 76.50% | 79.68% | 82.84% |
| (3) Catastrophe loss provision | 1.00% | 1.00% | 1.00% | 1.00% |
| (4) Total | | 79.37% | 83.06% | 86.38% |
| (5) Profit provision | 10.90% | 10.90% | 10.90% | 10.90% |
| (6) Indicated rate change | -13.43% | -10.92% | -6.78% | -3.05% |

Notes:

- (1) Exhibit 2, page 1, column (10)
- (2) Exhibit 2, page 1, column (9)
- (3) Judgment
- (4) = (1) + (2) + (3)
- (5) Provided by Madison Consulting Group, Inc.
- (6) = (4) / [1 (5)] 1

Exhibit 2 – Page 1
Summary of loss and expense ratios

| | | | | On-Level | | | | | | |
|---------------|-------------------|----------------------|----------|----------------|--------------|----------------|----------------|-------------|----------|------------|
| | Adjusted | Adjusted | | Adjusted | Additional | | Expense | | On-Level | On-Level |
| Calendar | Gross Title | Retained | On-Level | Retained | Unearned | Adjusted | Included | | Expense | Loss & LAE |
| Year | Income | Premium | Factor | Premium | Premium | Expense | in Rate | Loss & LAE | Ratio | Ratio |
| | | | | | | | (7)=(5)+ | | (9)= | (10)= |
| | (1) | (2) | (3) | (4)=(2)*(3) | (5) | (6) | (6)*[(2)/(1)] | (8) | (7)/(4) | (8)/(4) |
| 1998 | 957,476,209 | 919,549,495 | 0.809 | 744,163,608 | 3,574,018 | 750,833,732 | 724,666,378 | 16,509,731 | 97.4% | 2.2% |
| 1999 | 981,629,994 | 944,059,272 | 0.824 | 777,787,504 | 8,927,714 | 829,063,591 | 806,259,880 | 21,140,434 | 103.7% | 2.7% |
| 2000 | 965,019,423 | 928,271,781 | 0.824 | 764,780,574 | 4,193,778 | 820,619,694 | 793,564,528 | 19,842,088 | 103.8% | 2.6% |
| 2001 | 1,130,461,715 | 1,088,158,258 | 0.824 | 896,507,159 | 7,045,092 | 952,595,491 | 923,993,129 | 18,335,658 | 103.1% | 2.0% |
| 2002 | 1,309,391,128 | 1,267,499,201 | 0.832 | 1,054,663,971 | 8,878,506 | 1,092,305,208 | 1,066,237,113 | 31,096,918 | 101.1% | 2.9% |
| 2003 | 1,583,352,486 | 1,535,651,202 | 0.876 | 1,345,942,262 | 20,833,908 | 1,308,125,968 | 1,289,550,275 | 40,870,014 | 95.8% | 3.0% |
| 2004 | 1,472,984,083 | 1,432,520,476 | 0.906 | 1,297,608,684 | 24,143,714 | 1,260,253,739 | 1,249,777,655 | 41,479,307 | 96.3% | 3.2% |
| 2005 | 1,531,594,630 | 1,489,421,947 | 0.937 | 1,396,175,408 | 18,484,082 | 1,318,117,756 | 1,300,307,272 | 49,224,084 | 93.1% | 3.5% |
| 2006 | 1,693,222,086 | 1,645,473,245 | 0.937 | 1,542,456,981 | 11,502,725 | 1,458,729,507 | 1,429,096,079 | 47,719,447 | 92.7% | 3.1% |
| 2007 | 1,613,149,613 | 1,561,206,017 | 0.966 | 1,507,475,396 | 12,551,994 | 1,396,594,295 | 1,364,175,799 | 51,647,343 | 90.5% | 3.4% |
| 2008 | 1,231,859,074 | 1,186,600,336 | 0.968 | 1,149,082,855 | (4,283,461) | 1,168,441,684 | 1,121,229,452 | 55,226,701 | 97.6% | 4.8% |
| 2009 | 1,062,325,934 | 1,013,798,824 | 0.968 | 981,744,916 | (18,186,359) | 1,002,378,417 | 938,403,354 | 35,639,008 | 95.6% | 3.6% |
| 2010 | 1,101,921,324 | 1,057,770,573 | 0.968 | 1,024,326,383 | (11,471,165) | 941,079,171 | 891,901,728 | 40,018,351 | 87.1% | 3.9% |
| 2011 | 1,159,122,044 | 1,123,156,521 | 0.968 | 1,087,644,983 | (5,899,805) | 959,720,307 | 924,042,065 | 58,064,437 | 85.0% | 5.3% |
| 2012 | 1,468,967,729 | 1,429,904,344 | 0.968 | 1,384,694,169 | 1,500,493 | 1,115,887,134 | 1,087,713,504 | 32,209,248 | 78.6% | 2.3% |
| 2013 | 1,746,679,174 | 1,690,315,410 | 0.944 | 1,596,320,736 | 10,090,537 | 1,280,082,525 | 1,248,865,952 | 39,906,444 | 78.2% | 2.5% |
| 2014 | 1,772,069,471 | 1,708,706,132 | 0.933 | 1,594,104,920 | (22,601,407) | 1,320,571,845 | 1,250,751,160 | 33,991,728 | 78.5% | 2.1% |
| 2015 | 1,960,377,130 | 1,902,011,015 | 0.933 | 1,774,445,038 | 23,228,575 | 1,455,372,166 | 1,435,270,089 | 34,869,621 | 80.9% | 2.0% |
| 2016 | 2,081,277,688 | 2,024,060,761 | 0.933 | 1,888,309,030 | 18,596,511 | 1,558,121,377 | 1,533,883,182 | 38,102,470 | 81.2% | 2.0% |
| 2017 | 2,111,486,189 | 2,050,197,611 | 0.933 | 1,912,692,907 | 13,272,179 | 1,609,525,915 | 1,576,079,553 | 39,006,846 | 82.4% | 2.0% |
| 2018 | 2,218,541,135 | 2,153,058,063 | 0.933 | 2,008,654,612 | 14,488,640 | 1,658,933,251 | 1,624,456,360 | 43,507,501 | 80.9% | 2.2% |
| 2019 | 2,337,278,585 | 2,268,426,680 | 0.954 | 2,164,387,163 | 15,956,856 | 1,747,256,302 | 1,711,742,218 | 50,651,643 | 79.1% | 2.3% |
| 2020 | 2,780,024,266 | 2,689,247,689 | 1.000 | 2,689,247,689 | 28,430,365 | 1,954,548,734 | 1,919,156,907 | 40,209,442 | 71.4% | 1.5% |
| 2021 | 3,818,427,267 | 3,687,118,037 | 1.000 | 3,687,118,037 | 62,837,349 | 2,469,359,552 | 2,447,279,819 | 35,813,839 | 66.4% | 1.0% |
| | | | | | | | | | | |
| Number of vea | rs ending in 2021 | | | | | | | | | |
| 5 | 13,265,757,442 | 12,848,048,080 | | 12,462,100,408 | 134,985,389 | 9,439,623,754 | 9,278,714,856 | 209,189,271 | 74.5% | 1.7% |
| 10 | 22,295,128,634 | 21,603,045,742 | | 20,699,974,302 | 165,800,098 | 16,169,658,801 | 15,835,198,743 | 388.268.782 | 76.5% | 1.9% |
| 15 | 28,463,506,623 | 27,545,578,013 | | 26,450,248,835 | 138,511,302 | 21,637,872,675 | 21,074,951,141 | 628,864,622 | 79.7% | 2.4% |
| 20 | 36,054,051,036 | 34,916,144,084 | | 33,087,096,141 | 222,354,237 | 28,075,404,853 | 27,409,919,535 | 839,254,392 | 82.8% | 2.5% |
| | 22,22.,031,030 | 2 .,2 . 2,1 . 1,00 1 | | 22,221,020,111 | ,_,, | | ,,5.0,555 | ,, | | 2.576 |

Notes

This page is the total of Exhibit 2, pages 2 and 3.

Exhibit 2 - Page 2

Summary of loss and expense ratios (underwriters only)

| Calendar | Adjusted Gross Title | Adjusted Retained | On-Level | On-Level Adjusted Retained | Additional Unearned | Adjusted | Expense Included | | On-Level | On-Level Loss & LAE |
|--------------|-------------------------|----------------------|----------|----------------------------------|------------------------|---------------|----------------------|-------------|------------------|------------------------|
| Year | Income | Premium | Factor | Premium | Premium | Expense | in Cluded in Rate | Loss & LAE | Expense Ratio | Ratio |
| rear | income | rremium | ractor | rreman | ricinium | Expense | (7)=(5)+ | 2033 & 272 | (9)= | (10) = |
| | (1) | (2) | (3) | (4)=(2)*(3) | (5) | (6) | (6)*[(2)/(1)] | (8) | (7)/(4) | (8)/(4) |
| 1998 | 161,352,746 | 157,204,201 | 0.809 | 127,220,607 | 3,574,018 | 84,517,189 | 85,918,183 | 14,943,440 | 67.5% | 11.7% |
| 1999 | 186,043,147 | 181,581,877 | 0.824 | 149,600,898 | 8,927,714 | 120,202,343 | 126,247,633 | 18,770,606 | 84.4% | 12.5% |
| 2000 | 167,569,170 | 163,914,407 | 0.824 | 135.045.099 | 4,193,778 | 112,538,576 | 114,277,834 | 17,929,279 | 84.6% | 13.3% |
| 2001 | 171,526,134 | 167,419,757 | 0.824 | 137,933,071 | 7,045,092 | 128,680,429 | 132,644,881 | 16,237,440 | 96.2% | 11.8% |
| 2002 | 191,174,671 | 187,197,154 | 0.832 | 155,763,486 | 8,878,506 | 128,995,440 | 135,190,110 | 29,527,514 | 86.8% | 19.0% |
| 2003 | 243,937,898 | 240,889,576 | 0.876 | 211,130,926 | 20,833,908 | 167,122,697 | 185,868,189 | 38,634,987 | 88.0% | 18.3% |
| 2004 | 262,158,664 | 258,223,493 | 0.906 | 233,904,543 | 24,143,714 | 183,913,564 | 205,296,617 | 38,220,749 | 87.8% | 16.3% |
| 2005 | 265,114,130 | 257,173,280 | 0.937 | 241,072,726 | 18,484,082 | 191,330,807 | 204,084,039 | 42,472,425 | 84.7% | 17.6% |
| 2006 | 281,783,217 | 276,653,461 | 0.937 | 259,333,334 | 11,502,725 | 216,203,274 | 223,770,101 | 43,538,927 | 86.3% | 16.8% |
| 2007 | 258,627,773 | 247,102,879 | 0.966 | 238,598,562 | 12,551,994 | 205,578,510 | 208,969,576 | 40,232,513 | 87.6% | 16.9% |
| 2008 | 196,583,181 | 188,949,375 | 0.968 | 182,975,245 | (4,283,461) | 177,873,497 | 166,682,773 | 38,765,768 | 91.1% | 21.2% |
| 2009 | 168,110,602 | 152,796,218 | 0.968 | 147,965,165 | (18,186,359) | 177,974,934 | 143,575,579 | 33,541,313 | 97.0% | 22.7% |
| 2010 | 175,230,880 | 161,134,619 | 0.968 | 156,039,926 | (11,471,165) | 136,606,252 | 114,145,943 | 37,811,090 | 73.2% | 24.2% |
| 2011 | 184,557,763 | 174,372,312 | 0.968 | 168,859,074 | (5,899,805) | 124,942,747 | 112,147,549 | 55,730,084 | 66.4% | 33.0% |
| 2012 | 223,846,557 | 215,105,633 | 0.968 | 208,304,504 | 1,500,493 | 136,180,587 | 132,363,401 | 28,028,121 | 63.5% | 13.5% |
| 2013 | 270,836,545 | 259,775,028 | 0.944 | 245,329,517 | 10,090,537 | 149,956,041 | 153,922,067 | 37,876,813 | 62.7% | 15.4% |
| 2014 | 286,066,639 | 277,631,736 | 0.933 | 259,011,253 | (22,601,407) | 147,448,742 | 120,499,691 | 31,586,849 | 46.5% | 12.2% |
| 2015 | 317,954,941 | 311,917,695 | 0.933 | 290,997,687 | 23,228,575 | 154,466,448 | 174,762,054 | 32,644,416 | 60.1% | 11.2% |
| 2016 | 340,009,926 | 333,691,419 | 0.933 | 311,311,069 | 18,596,511 | 159,078,831 | 174,719,132 | 33,120,651 | 56.1% | 10.6% |
| 2017 | 340,560,902 | 334,939,667 | 0.933 | 312,475,598 | 13,272,179 | 141,448,363 | 152,385,822 | 37,140,181 | 48.8% | 11.9% |
| 2018 | 370,102,734 | 364,170,519 | 0.933 | 339,745,966 | 14,488,640 | 156,911,097 | 168,884,678 | 39,293,988 | 49.7% | 11.6% |
| 2019 | 372,846,081 | 366,686,600 | 0.954 | 349,868,822 | 15,956,856 | 152,083,668 | 165,528,076 | 46,616,584 | 47.3% | 13.3% |
| 2020 | 430,297,408 | 424,517,833 | 1,000 | 424,517,833 | 28,430,365 | 170,837,076 | 196,972,829 | 34,949,060 | 46.4% | 8.2% |
| 2021 | 593,098,007 | 587,769,661 | 1.000 | 587,769,661 | 62,837,349 | 240,296,731 | 300,975,273 | 28,763,766 | 51.2% | 4.9% |
| 2021 | 333,030,007 | 301,103,001 | 11.000 | 301,103,001 | 02,037,543 | 240,230,731 | 300,313,213 | 20,100,100 | 31270 | 45% |
| Number of ye | ars ending in 2021 | | | | | | | | | |
| 5 | 2,106,905,132 | 2,078,084,280 | | 2,014,377,881 | 134,985,389 | 861,576,935 | 984,746,677 | 186,763,579 | 48.9% | 9.3% |
| 10 | 3,545,619,740 | 3,476,205,791 | | 3,329,331,912 | 165,800,098 | 1,608,707,584 | 1,741,013,023 | 350,020,429 | 52.3% | 10.5% |
| 15 | 4,528,729,939 | 4,400,561,194 | | 4,223,769,884 | 138,511,302 | 2,431,683,524 | 2,486,534,442 | 556,101,197 | 58.9% | 13.2% |
| 20 | 5,772,898,519 | 5,620,698,158 | | 5,324,974,898 | 222,354,237 | 3,319,249,306 | 3,440,743,498 | 748,495,799 | 64.6% | 14.1% |
| | | | | | | | | | | |

Notes

2017-2021 data from <u>Texas Title Insurance Industry Experience Report Compilation (Calendar Years 2017-2021)</u>https://www.tdi.texas.gov/reports/report8.html, page 1.

See <u>earlier reports</u> for prior years.

- (1) Gross Income⁴
- (2) Income, line 3. Title premiums remitted to underwriters⁴
- (5) Expenses, line 28. Net addition to unearned premium reserve
- (6) Adjusted expense = Total operating expenses (Expenses, lines 24-25, lines 28-32)
 - Line 24. Loss adjustment expenses incurred
 - Line 25. Losses incurred
 - Line 28. Net addition to unearned premium
 - Line 29. Damages paid for bad faith suits
 - Line 30. Fines or penalties for violations of law
 - Line 31. Donations/lobbying
 - Line 32. Trade associations
- (8) Sum of Expenses, lines 24 and 25

⁴Although these values are not adjusted, the column heading is the same as the agents exhibit for consistency.

Exhibit 2 - Page 3

Summary of loss and expense ratios (agents only)

| Calendar Year | Adjusted Gross Title Income | Adjusted Retained Premium | On-Level Factor | On-Level Adjusted Retained Premium | Additional Unearned Premium | Adjusted Expense | Expense Included in Rate | Loss & LAE | On-Level Expense Ratio | On-Level Loss & LAE Ratio |
|------------------|-----------------------------------|---------------------------------|--------------------|---|-----------------------------------|---------------------|--------------------------------|------------|------------------------------|---------------------------------|
| | | | | | | • | (7)=(5)+ | | (9)= | (10)= |
| | (1) | (2) | (3) | (4)=(2)*(3) | (5) | (6) | (6)*[(2)/(1)] | (8) | (7)/(4) | (8)/(4) |
| 1998 | 796.123.463 | 762,345,294 | 0.809 | 616,943,000 | - | 666,316,543 | 638,045,862 | 1,566,291 | 103.4% | 0.3% |
| 1999 | 795,586,847 | 762,477,395 | 0.824 | 628,186,606 | _ | 708,861,248 | 679,361,002 | 2,369,828 | 108.1% | 0.4% |
| 2000 | 797,450,253 | 764,357,374 | 0.824 | 629,735,475 | _ | 708,081,119 | 678,696,913 | 1,912,809 | 107.8% | 0.3% |
| 2001 | 958,935,581 | 920,738,501 | 0.824 | 758,574,088 | _ | 823,915,062 | 791,096,226 | 2,098,217 | 104.3% | 0.3% |
| 2002 | 1,118,216,457 | 1,080,302,047 | 0.832 | 898,900,485 | _ | 963,309,768 | 930,647,647 | 1,569,404 | 103.5% | 0.2% |
| 2003 | 1,339,414,588 | 1,294,761,626 | 0.876 | 1,134,811,336 | _ | 1,141,003,271 | 1,102,964,880 | 2,235,027 | 97.2% | 0.2% |
| 2004 | 1,210,825,419 | 1,174,296,983 | 0.906 | 1,063,704,142 | _ | 1,076,340,175 | 1,043,868,918 | 3,258,558 | 98.1% | 0.3% |
| 2005 | 1,266,480,500 | 1,232,248,667 | 0.937 | 1,155,102,682 | - | 1,126,786,949 | 1,096,330,907 | 6,751,659 | 94.9% | 0.6% |
| 2006 | 1,411,438,869 | 1,368,819,784 | 0.937 | 1,283,123,647 | - | 1,242,526,233 | 1,205,007,547 | 4,180,520 | 93.9% | 0.3% |
| 2007 | 1,354,521,840 | 1,314,103,138 | 0.966 | 1,268,876,834 | - | 1,191,015,785 | 1,155,476,077 | 11,414,830 | 91.1% | 0.9% |
| 2008 | 1,035,275,893 | 997,650,961 | 0.968 | 966,107,610 | - | 990,568,187 | 954,568,063 | 16,460,933 | 98.8% | 1.7% |
| 2009 | 894,215,332 | 861,002,606 | 0.968 | 833,779,751 | - | 824,403,483 | 793,783,692 | 2,097,695 | 95.2% | 0.3% |
| 2010 | 926,690,444 | 896,635,954 | 0.968 | 868,286,457 | - | 804,472,919 | 778,382,196 | 2,207,261 | 89.6% | 0.3% |
| 2011 | 974,564,281 | 948,784,209 | 0.968 | 918,785,909 | - | 834,777,560 | 812,695,255 | 2,334,353 | 88.5% | 0.3% |
| 2012 | 1,245,121,172 | 1,214,798,711 | 0.968 | 1,176,389,665 | - | 979,706,547 | 955,847,734 | 4,181,127 | 81.3% | 0.4% |
| 2013 | 1,475,842,629 | 1,430,540,382 | 0.944 | 1,350,991,219 | - | 1,130,126,484 | 1,095,436,289 | 2,029,631 | 81.1% | 0.2% |
| 2014 | 1,486,002,832 | 1,431,074,396 | 0.933 | 1,335,093,667 | - | 1,173,123,103 | 1,129,759,917 | 2,404,879 | 84.6% | 0.2% |
| 2015 | 1,642,422,189 | 1,590,093,320 | 0.933 | 1,483,447,351 | - | 1,300,905,718 | 1,259,457,834 | 2,225,205 | 84.9% | 0.2% |
| 2016 | 1,741,267,762 | 1,690,369,342 | 0.933 | 1,576,997,961 | - | 1,399,042,546 | 1,358,147,598 | 4,981,819 | 86.1% | 0.3% |
| 2017 | 1,770,925,287 | 1,715,257,944 | 0.933 | 1,600,217,309 | - | 1,468,077,552 | 1,421,929,938 | 1,866,665 | 88.9% | 0.1% |
| 2018 | 1,848,438,401 | 1,788,887,544 | 0.933 | 1,668,908,645 | - | 1,502,022,154 | 1,453,631,736 | 4,213,513 | 87.1% | 0.3% |
| 2019 | 1,964,432,504 | 1,901,740,080 | 0.954 | 1,814,518,341 | - | 1,595,172,634 | 1,544,264,680 | 4,035,059 | 85.1% | 0.2% |
| 2020 | 2,349,726,858 | 2,264,729,856 | 1.000 | 2,264,729,856 | - | 1,783,711,658 | 1,719,189,204 | 5,260,382 | 75.9% | 0.2% |
| 2021 | 3,225,329,260 | 3,099,348,376 | 1.000 | 3,099,348,376 | - | 2,229,062,821 | 2,141,995,957 | 7,050,073 | 69.1% | 0.2% |
| Number of v | rears ending in 2021 | | | | | | | | | |
| 5 | 11,158,852,310 | 10,769,963,800 | | 10,447,722,527 | | 8,578,046,819 | 8,281,011,515 | 22,425,692 | 79.3% | 0.2% |
| 10 | 18,749,508,894 | 18,126,839,951 | | 17,370,642,390 | | 14,560,951,217 | 14,079,660,886 | 38,248,353 | 81.1% | 0.2% |
| 15 | 23,934,776,684 | 23,145,016,819 | | 22,226,478,951 | | 19,206,189,151 | 18,574,566,168 | 72,763,425 | 83.6% | 0.3% |
| 20 | 30,281,152,517 | 29,295,445,926 | | 27,762,121,242 | | 24,756,155,547 | 23,953,386,068 | 90,758,593 | 86.3% | 0.3% |

Notes

2021 data from <u>Texas Title Insurance Agent Experience Report Compilation - Calendar Year 2021https://www.tdi.texas.gov/reports/report8.html, page i, total of all columns.</u>

2012-2020 data available at <u>Texas Title Agents Statistical Reports</u>

- (1) Adjusted gross title income = Line 14 (line 6 + line 7 + line 22 + line 24)
 - Line 14. Total title (income)
 - Line 6. Tax certificates
 - Line 7. Recording fees
 - Line 22. E/E-other agents/uw (examination and evidence fees paid to other title entities)
 - Line 24. C/F-other agents/uw (closing fees paid to other title entities)
- (2) Adjusted retained premium = Line 3 + line 4 + line 5 line 22 line 24
 - Line 3. Retained title premiums
 - Line 4. Examination and evidence fees
 - Line 5. Fees received for closing
 - Line 22. E/E-other agents/uw (examination and evidence fees paid to other title entities)
 - Line 24. C/F-other agents/uw (closing fees paid to other title entities)
- (6) Adjusted expense = Line 54 (line 22 + line 24) (lines 45-47) (lines 49-52)
 - Line 54. Total title (expenses)
 - Line 22. E/E-other agents/uw (examination and evidence fees paid to other title entities)

- Line 24. C/F-other agents/uw (closing fees paid to other title entities)
- Line 45. Loss and loss adjustment
- Line 46. Tax certificates paid
- Line 47. Recording fees paid
- Line 49. Damages for bad faith suits
- Line 50. Fines or penalties
- Line 51. Donations/Lobbying
- Line 52. Trade association fees
- (8) Line 45. Loss and loss adjustment



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