



March 31, 2021

The Honorable Michelle Lujan Grisham  
Governor of the State of New Mexico  
490 Old Santa Fe Trail Room 400  
Santa Fe, NM 87501

Dear Governor Lujan Grisham:

The New Mexico Mortgage Lenders Association<sup>1</sup> and the Mortgage Bankers Association<sup>2</sup> urge you to sign SB 12 into law, which would allow businesses to utilize remote online notarization (RON) to complete real estate financial transactions.

SB 12, if enacted, would help our industry address the needs of consumers and would help create legal certainty for RON transactions in New Mexico by using a framework that is based on a common set of core principles used currently by 30 states.

Due to the pandemic, the real estate finance industry has had to get very creative to protect staff and serve clients in their effort to complete real estate sale and loan transactions. Our members went to great lengths (and expense) to help their customers get their deals closed while abiding by the restrictions on in person interactions. Unfortunately, RON, the safest solution, was not available despite being widely used successfully in most other states.

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<sup>1</sup> The NMMLA is a non-profit statewide trade association of mortgage professionals since 1975 and is recognized by the MBA as the official New Mexico state affiliate organization. The membership includes mortgage bankers, mortgage brokers, affiliate lenders, title companies, appraisers, insurance agents, mortgage insurance representatives, account executives, wholesale representatives and loan officers. Major NMMLA committees focus on legislation/government affairs, education, membership, public/media affairs, and the vendor fair/golf tournament. Our volunteers and members are actively engaged in the New Mexico real estate markets and in legislative affairs that impact our industry.

<sup>2</sup> The Mortgage Bankers Association (MBA) is the national association representing the real estate finance industry, an industry that employs more than 330,000 people in virtually every community in the country. Headquartered in Washington, D.C., the association works to ensure the continued strength of the nation's residential and commercial real estate markets, to expand homeownership, and to extend access to affordable housing to all Americans. MBA promotes fair and ethical lending practices and fosters professional excellence among real estate finance employees through a wide range of educational programs and a variety of publications. Its membership of over 1,700 companies includes all elements of real estate finance: independent mortgage banks, mortgage brokers, commercial banks, thrifts, REITs, Wall Street conduits, life insurance companies, credit unions, and others in the mortgage lending field. For additional information, visit MBA's website: [www.mba.org](http://www.mba.org).

SB 12 remedies this challenge and will allow New Mexicans to join a growing number of states that recognize this secure, safe, and technological way of performing Notary acknowledgements. The future has arrived, and New Mexico needs your signature to embrace it. Thank you in advance for your support of this law.

With respect,

New Mexico Mortgage Lenders Association  
Mortgage Bankers Association