

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

*For the Calendar Year Ending December 31, 2017*

**AGENCY NAME:** Bueno Title & Escrow Company LLC  
**ADDRESS:** 282 Doral Court Las Cruces, NM 88011  
**CONTACT NAME:** Kelley Jean Baskett, Bookkeeper

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)	820,070
2. Less: Remitted title insurance premiums (from Schedule B)	172,050
3. Retained title insurance premiums (from Schedule B)	648,020
4. Other income (from Schedule C)	236,028
<b>5. Total Revenue</b>	<b>884,047</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	441,765
2. Owners' and partners' salaries and wages	
3. Employee benefits	14,418
4. Rent	69,108
5. Insurance	3,675
6. Legal expense	0
7. Licenses, taxes and fees	38,255
8. Title plant expense and maintenance	24,540
9. Office supplies	11,858
10. Depreciation	12,108
11. Automobile expense	1,108
12. Communication expense	6,892
13. Education expense	1,349
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	4,282
17. Loss and loss adjustment expense (from Schedule D)	15,141
18. Accounting and auditing expense	22,155
19. Public relations expense	17,459
20. Other expenses (from Schedule E)	92,809
<b>21. Total Expenses</b>	<b>776,922</b>

<b>Part C: Net Income for Rate-making Purposes</b>	
1. <b>Income (Loss) from Operations</b>	107,126

<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)	246
<b>10. Total Excluded Expenses</b>	<b>246</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	106,880

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	96,513

<b>Part G: Employees</b>	
1. Total number of employees	12

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2017*

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
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
Chicago Title Insurance Company	94651	18678	75,973
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company			0
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	423634	90087	333,546
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company			0
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	301785	63285	238,500
Other			0
<b>Total</b>	<b>820070</b>	<b>172050</b>	<b>648020</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:

21.0%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2017*

<b>Part A: Description of Income Item</b>		
1.	Closing Fees	149,604
2.	Abstracting and Title Report Income	17,340.70
3.	Recording Fees	42,849.90
4.	Copy Fees	8,908.63
5.	Inspection Fees	472.75
6.	Interest Income	0

<b>Part B: Itemization of All Other Income</b>		
7.	Courier Reimbursements Fees	12,381.30
8.	Admin Services/Classroom rental	4,469.97
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	236,028
--	---------

<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
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, 2017*

Description of Expense Item		
1.	Closing Losses	3,420
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	11,720
Total (Carry forward to Schedule A, line B-17)		15,141

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2017*

<b>Part A - Deductible Expenses</b>		
1.	Bank Service Charges (includes Escrow acct service chgs)	3,439
2.	Courier & Overnight Delivery	12,321
3.	Charitable Donations	100
4.	Dues & Subscriptions Expense	2,517
5.	Equipment Lease Expense	11,805
6.	Maintenance & Repairs - Office & Bldg	5,590
7.	Postage Expense	2,155
8.	Recording Expense	41,643
9.	1/2 Allowable Meals & Entertainment Expense	246
10.	Office Utilities Expense	7,154
11.	Internet & Computer Expenses	4,242
12.	Contract Labor	1,598
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		92,809

<b>Part B - Excluded Expenses</b>		
1.	1/2 Excluded Meals & Entertainment Expense	246
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)		246

## NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2017

### 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?
N/A				
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, 2017*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	820,070
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	820,070

Crosscheck with Schedule B:	820,070
Difference:	0

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

*For the Calendar Year Ending December 31, 2017*

## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Linda Marquette-Contarino	46.3%	N/A
David P. Contarino	46.2%	N/A
Billy Moya	7.5%	N/A
<b>Total</b>	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above