

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2017*

**AGENCY NAME:** Casa Y Tierra Abstract and Title Company  
**ADDRESS:** 2420 N. White Sands Blvd., Alamoqordo, NM 88310  
**CONTACT NAME:** Craig Danekas

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)	703,620
2. Less: Remitted title insurance premiums (from Schedule B)	140,724
3. Retained title insurance premiums (from Schedule B)	562,896
4. Other income (from Schedule C)	183,459
<b>5. Total Revenue</b>	<b>746,355</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	236,180
2. Owners' and partners' salaries and wages	104,400
3. Employee benefits	32,964
4. Rent	21,428
5. Insurance	3,953
6. Legal expense	0
7. Licenses, taxes and fees	2,546
8. Title plant expense and maintenance	12,713
9. Office supplies	9,458
10. Depreciation	
11. Automobile expense	2,355
12. Communication expense	7,921
13. Education expense	5,513
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	1,245
17. Loss and loss adjustment expense (from Schedule D)	21,884
18. Accounting and auditing expense	13,345
19. Public relations expense	24,369
20. Other expenses (from Schedule E)	6,925
<b>21. Total Expenses</b>	<b>507,201</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	239,154

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	55
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	280
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>335</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	238,820

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	53,420

<b>Part G: Employees</b>	
1. Total number of employees	10

# 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			0
Commonwealth Land Title Insurance Company	182871	36574	146,297
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	285424	57085	228,339
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	235325	47065	188,260
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			0
Other			0
<b>Total</b>	703620	140724	562896
	(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, 2017*

<b>Part A: Description of Income Item</b>	
1. Closing Fees	145,548
2. Abstracting and Title Report Income	7,119
3. Recording Fees	(6,005)
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	

<b>Part B: Itemization of All Other Income</b>	
7. Disbursement Fees	3,581
8. Electronic Document Fee	13,369
9. Overnight Delivery Fee	18,792
10. E-Recording Fee	1,056
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	183,459
--	---------

<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1. Number of Commitments Not Paid for	40	\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ 4,000.00	

**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	60
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	21,824
Total (Carry forward to Schedule A, line B-17)		21,884

**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.	Other Expenses 6,925
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 B-20) 6,925	

<b>Part B - Excluded Expenses</b>	
1.	
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) 0	

**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?
		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	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	703,620
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	703,620

Crosscheck with Schedule B:	703,620
Difference:	0

