

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: **Dona Ana Title Company**
 FEDERAL I.D. NUMBER:
 ADDRESS: **425B South Telshor, Las Cruces, NM 88011**
 CONTACT NAME: **Garv Sandoval**

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)	3,069,114
2. Less: Remitted title insurance premiums (from Schedule B)	613,823
3. Retained title insurance premiums (from Schedule B)	2,455,291
4. Other income (from Schedule C)	1,135,354
5. Total Revenue	3,590,645

Part B: Expenses	
1. Employees' salaries and wages	1,632,877
2. Owners' and partners' salaries and wages	0
3. Employee benefits	402,671
4. Rent	488,340
5. Insurance	247
6. Legal expense	1,191
7. Licenses, taxes and fees	9,577
8. Title plant expense and maintenance	280,709
9. Office supplies	28,412
10. Depreciation	0
11. Automobile expense	5,992
12. Communication expense	97,117
13. Education expense	3,824
14. Bad debts	1,560
15. Interest expense	0
16. Employee travel and lodging	322
17. Loss and loss adjustment expense (from Schedule D)	7,030
18. Accounting and auditing expense	6,457
19. Public relations expense	31,083
20. Other expenses (from Schedule E)	91,869
21. Total Expenses	3,089,278

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	501,367

Part D: Excluded Expenses	
1. NMLTA lobbying expense	476
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	349
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	825

Part E: Net Income	
1. Net income as reported on the books of the agency	500,542

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	3,463,396

Part G: Employees	
1. Total number of employees	17

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AFFIDAVIT

For Calendar Year Ending December 31, 2016

THE STATE OF

California

THE COUNTY OF

Orange

I, John P. Megna, the VP Regulatory Reporting of First American Title Insurance Company, 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, 2016 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 _____, 2017.

Notary Public

My Commission Expires

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2016

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	109531	21906	87,625
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	2959583	591917	2,367,666
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company			0
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
Total	3069114	613823	2455291
	(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%

PERCENTAGE OF PREMIUMS REMITTED MUST BE GREATER THAN OR EQUAL TO 20%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2016

Part A: Description of Income Item		
1.	Closing Fees	693,993
2.	Abstracting and Title Report Income	412,516
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	0
6.	Interest Income	0

Part B: Itemization of All Other Income		
7.	Messenger/Courier Fees	28,845
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	1,135,354
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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	\$ -

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2016

Description of Expense Item		
1.	Closing Losses	7,030
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		7,030

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Equip Lease	34,030
2.	Donations/Lobbying	3,434
3.	Trade Assn Fees	762
4.	Storage	59,804
5.	DP Expenses	3,525
6.	Furn & Equip Maint & Rep	2,402
7.	Outside Closing Fees	(30,952)
8.	Miscellaneous Exp	18,864
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Total (Carry forward to Schedule A, line B-20)		91,869

Part B - Excluded Expenses		
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Total (Carry forward to Schedule A, line D-9)		0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2016

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?
NONE				
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, 2016

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	3,053,760
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	15,354
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	3,069,114

Crosscheck with Schedule B:	3,069,114
Difference:	0

