

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

AGENCY NAME: Dona Ana Title Company
ADDRESS: 425B South Telshor, Las Cruces, NM 88011
CONTACT NAME: Gary 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)	3,052,964
2. Less: Remitted title insurance premiums (from Schedule B)	610,593
3. Retained title insurance premiums (from Schedule B)	2,442,371
4. Other income (from Schedule C)	550,368
5. Total Revenue	2,992,739

Part B: Expenses	
1. Employees' salaries and wages	1,319,965
2. Owners' and partners' salaries and wages	0
3. Employee benefits	301,901
4. Rent	412,288
5. Insurance	477
6. Legal expense	(519)
7. Licenses, taxes and fees	43,716
8. Title plant expense and maintenance	264,476
9. Office supplies	35,279
10. Depreciation	0
11. Automobile expense	10,483
12. Communication expense	79,806
13. Education expense	3,895
14. Bad debts	(2,799)
15. Interest expense	0
16. Employee travel and lodging	4,432
17. Loss and loss adjustment expense (from Schedule D)	(1,172)
18. Accounting and auditing expense	5,484
19. Public relations expense	20,140
20. Other expenses (from Schedule E)	81,914
21. Total Expenses	2,579,766

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	412,973

Part D: Excluded Expenses	
1. NMLTA lobbying expense	205
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	56
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	261

Part E: Net Income	
1. Net income as reported on the books of the agency	412,712

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	3,876,109

Part G: Employees	
1. Total number of employees	18

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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	136574	27315	109,259
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	2916390	583278	2,333,112
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	3052964	610593	2442371
	(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%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2017

Part A: Description of Income Item		
1.	Closing Fees	534,889
2.	Abstracting and Title Report Income	(32,741)
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Gain on Sale of Assests	19,800
8.	Messenger Courier Fees	28,420
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Total Other Income (Carry forward to Schedule A, line A-4)	550,368
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ -

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2017

Description of Expense Item		
1.	Closing Losses	(1,172)
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)		(1,172)

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

Part A - Deductible Expenses	
1. Equipment Lease	5,100
2. Donations Lobbying	4,438
3. Trade Association Fees	4,346
4. Storage	46,851
5. DP Expense	3,762
6. Furniture and Equipment Maintenance and Repair	2,769
7. Miscellaneous Expense	14,649
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Total (Carry forward to Schedule A, line B-20)	81,914

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

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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

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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	3,047,942
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	5,022
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	3,052,964

Crosscheck with Schedule B:	3,052,964
Difference:	0

