

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2017*

**AGENCY NAME:** Elliott & Waldron Title & Abstract Co., Inc.  
**ADDRESS:** 1819 N Turner, Suite B, Hobbs, NM 88240  
**CONTACT NAME:** David Pyeatt

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)	2,159,511
2. Less: Remitted title insurance premiums (from Schedule B)	484,084
3. Retained title insurance premiums (from Schedule B)	1,675,427
4. Other income (from Schedule C)	1,684,625
<b>5. Total Revenue</b>	<b>3,360,052</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	1,000,179
2. Owners' and partners' salaries and wages	522,510
3. Employee benefits	171,746
4. Rent	188,476
5. Insurance	21,442
6. Legal expense	7,130
7. Licenses, taxes and fees	2,948
8. Title plant expense and maintenance	145,089
9. Office supplies	87,051
10. Depreciation	66,988
11. Automobile expense	73,069
12. Communication expense	54,374
13. Education expense	5,283
14. Bad debts	(934)
15. Interest expense	20,800
16. Employee travel and lodging	27,015
17. Loss and loss adjustment expense (from Schedule D)	13,921
18. Accounting and auditing expense	51,981
19. Public relations expense	63,912
20. Other expenses (from Schedule E)	0
<b>21. Total Expenses</b>	<b>2,522,980</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>837,072</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	339
2. Direct lobbying expense	
3. Political contributions	5,743
4. State and federal income tax expense	31,886
5. 1/2 of meals and entertainment expense	6,591
6. Penalties	(57)
7. Country club dues	4,800
8. Salaries in excess of salary cap	128,803
9. Other excluded expenses (from Schedule E)	2,204
<b>10. Total Excluded Expenses</b>	<b>180,309</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	656,763

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	(454,591)

<b>Part G: Employees</b>	
1. Total number of employees	27

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2017*

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by this Agency for the Total Calendar Year Reported	3 Title Premiums Remitted or Owed by this Agency to Underwriters	4 Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company	90023	18005	72,018
Chicago Title Insurance Company	5361	1072	4,289
Commonwealth Land Title Insurance Company	8050	1610	6,440
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	107043	21427	85,616
First American Title Insurance Company	1035448	185268	850,180
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	405877	81175	324,702
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	507709	175527	332,182
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>	<b>2159511</b>	<b>484084</b>	<b>1675427</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:

22.4%

**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	721,235
2.	Abstracting and Title Report Income	332,970
3.	Recording Fees	3,679
4.	Copy Fees	22,310
5.	Inspection Fees	1,025
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Plant Use/Record Checking	458,891
8.	Collection Fees	129,074
9.	Escrow Setup Fees	15,441
10.		
11.		
12.		
13.		
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16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	1,684,625
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<b>Part C: Commitments Not Paid</b>		Premium per Commitment
1.	Number of Commitments Not Paid for	34 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 3,400.00

**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	1,817
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	12,104
Total (Carry forward to Schedule A, line B-17)		13,921

**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.	
2.	
3.	
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20.	
Total (Carry forward to Schedule A, line B-20)	
	0

<b>Part B - Excluded Expenses</b>	
1.	Charitable contributions
	2,204
2.	
3.	
4.	
5.	
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18.	
19.	
20.	
Total (Carry forward to Schedule A, line D-9)	
	2,204

**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	2,159,511
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	2,159,511

Crosscheck with Schedule B:	2,159,511
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)
Chill, Inc.	100.0%	NA
<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