

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2016*

AGENCY NAME: Elliott & Waldron Title & Abstract Co., Inc.  
 FEDERAL I.D. NUMBER:  
 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)	1,773,093
2. Less: Remitted title insurance premiums (from Schedule B)	436,921
3. Retained title insurance premiums (from Schedule B)	1,336,172
4. Other income (from Schedule C)	1,362,849
<b>5. Total Revenue</b>	<b>2,699,021</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	1,151,248
2. Owners' and partners' salaries and wages	494,650
3. Employee benefits	176,262
4. Rent	164,974
5. Insurance	38,110
6. Legal expense	7,482
7. Licenses, taxes and fees	6,522
8. Title plant expense and maintenance	105,780
9. Office supplies	103,798
10. Depreciation	71,665
11. Automobile expense	17,408
12. Communication expense	56,139
13. Education expense	9,303
14. Bad debts	7,559
15. Interest expense	9,521
16. Employee travel and lodging	33,921
17. Loss and loss adjustment expense (from Schedule D)	24,905
18. Accounting and auditing expense	99,100
19. Public relations expense	66,726
20. Other expenses (from Schedule E)	0
<b>21. Total Expenses</b>	<b>2,645,073</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
<b>1. Income (Loss) from Operations</b>	<b>53,948</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	450
2. Direct lobbying expense	
3. Political contributions	9,100
4. State and federal income tax expense	5,956
5. 1/2 of meals and entertainment expense	18,870
6. Penalties	826
7. Country club dues	9,435
8. Salaries in excess of salary cap	193,240
9. Other excluded expenses (from Schedule E)	1,619
<b>10. Total Excluded Expenses</b>	<b>239,496</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(185,548)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	(51,003)

<b>Part G: Employees</b>	
1. Total number of employees	31

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**AFFIDAVIT**

*For Calendar Year Ending December 31, 2016*

THE STATE OF

New Mexico

THE COUNTY OF

Lea

I, \_\_\_\_\_, the \_\_\_\_\_ (job position) of \_\_\_\_\_ (name of 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	32047	6522	25,525
Commonwealth Land Title Insurance Company	97725	24941	72,784
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	138054	27974	110,080
First American Title Insurance Company	455745	153510	302,235
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	599564	119913	479,651
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	449958	104061	345,897
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>1773093</b>	<b>436921</b>	<b>1336172</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: 24.6%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2016*

<b>Part A: Description of Income Item</b>	
1. Closing Fees	762,564
2. Abstracting and Title Report Income	414,844
3. Recording Fees	928
4. Copy Fees	23,259
5. Inspection Fees	1,511
6. Interest Income	0

<b>Part B: Itemization of All Other Income</b>	
7. Collection fees	146,996
8. Escrow setup fees	12,747
9.	
10.	
11.	
12.	
13.	
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15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	1,362,849
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1. Number of Commitments Not Paid for	53	\$ 100.00
2. Premium Lost on Unpaid Commitments	<b>\$ 5,300.00</b>	

**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	11,534
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	13,371
Total (Carry forward to Schedule A, line B-17)		24,905

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

## SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

*For the Calendar Year Ending December 31, 2016*

<b>Part A - Deductible Expenses</b>	
1.	
2.	
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18.	
19.	
20.	
Total (Carry forward to Schedule A, line B-20)	
	0

<b>Part B - Excluded Expenses</b>	
1.	Charitable contributions
	1,619
2.	
3.	
4.	
5.	
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12.	
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20.	
Total (Carry forward to Schedule A, line D-9)	
	1,619

# 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?
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	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	1,773,093
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	1,773,093

Crosscheck with Schedule B:	1,773,093
Difference:	0



# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2016

## 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