

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

AGENCY NAME: First American Title Insurance Company
ADDRESS: P.O.BOX 4600, Scottsdale, Arizona 85261
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)	9,938,887
2. Less: Remitted title insurance premiums (from Schedule B)	1,987,777
3. Retained title insurance premiums (from Schedule B)	7,951,110
4. Other income (from Schedule C)	4,793,934
5. Total Revenue	12,745,044

Part B: Expenses	
1. Employees' salaries and wages	5,586,767
2. Owners' and partners' salaries and wages	0
3. Employee benefits	1,083,323
4. Rent	757,571
5. Insurance	0
6. Legal expense	2,110
7. Licenses, taxes and fees	188,489
8. Title plant expense and maintenance	2,582,827
9. Office supplies	56,675
10. Depreciation	35,975
11. Automobile expense	4,977
12. Communication expense	173,166
13. Education expense	9,270
14. Bad debts	(4,006)
15. Interest expense	0
16. Employee travel and lodging	13,720
17. Loss and loss adjustment expense (from Schedule D)	5,307
18. Accounting and auditing expense	14,478
19. Public relations expense	72,990
20. Other expenses (from Schedule E)	670,322
21. Total Expenses	11,253,961

Part C: Net Income for Rate-making Purposes	
1. Income (Loss) from Operations	1,491,083

Part D: Excluded Expenses	
1. NMLTA lobbying expense	475
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	84
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	559

Part E: Net Income	
1. Net income as reported on the books of the agency	1,490,524

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	18,267,863

Part G: Employees	
1. Total number of employees	38

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			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	9938887	1987777	7,951,110
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	9938887	1987777	7951110
	(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

Part A: Description of Income Item		
1.	Closing Fees	2,250,461
2.	Abstracting and Title Report Income	2,533,837
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Messnger / Courier Fees	3,236
8.	Misscellaneous Income	6,400
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	4,793,934
--	-----------

Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	\$ 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, 2017

Description of Expense Item		
1.	Closing Losses	5,307
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)		5,307

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

Part A - Deductible Expenses	
1.	Equipment Lease 12,609
2.	Donations/Lobbying (3,881)
3.	Trade Association Fee 16,812
4.	Storage 436,456
5.	DP Expenses 40,110
6.	Furniture and Equipment Maintenance and Repair 7,718
7.	Corporation Allocations 0
8.	Outside Closing Fees 128,597
9.	Miscellaneous Expense 31,901
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	
20.	
Total (Carry forward to Schedule A, line B-20) 670,322	

Part B - Excluded Expenses	
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	6,525,477
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	1,047,730
Santa Fe	2,089,758
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	275,922
TOTAL	9,938,887

Crosscheck with Schedule B:	9,938,887
Difference:	0

