

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: First American Title Insurance Company
 FEDERAL I.D. NUMBER:
 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)	8,343,922
2. Less: Remitted title insurance premiums (from Schedule B)	1,668,784
3. Retained title insurance premiums (from Schedule B)	6,675,138
4. Other income (from Schedule C)	3,069,504
5. Total Revenue	9,744,642

Part B: Expenses	
1. Employees' salaries and wages	4,748,985
2. Owners' and partners' salaries and wages	0
3. Employee benefits	971,612
4. Rent	663,741
5. Insurance	0
6. Legal expense	1,728
7. Licenses, taxes and fees	8,073
8. Title plant expense and maintenance	1,792,695
9. Office supplies	51,414
10. Depreciation	32,703
11. Automobile expense	3,304
12. Communication expense	154,516
13. Education expense	8,584
14. Bad debts	1,762
15. Interest expense	0
16. Employee travel and lodging	4,026
17. Loss and loss adjustment expense (from Schedule D)	23,491
18. Accounting and auditing expense	12,352
19. Public relations expense	58,441
20. Other expenses (from Schedule E)	507,266
21. Total Expenses	9,044,693

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	699,949

Part D: Excluded Expenses	
1. NMLTA lobbying expense	1,064
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	570
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	1,634

Part E: Net Income	
1. Net income as reported on the books of the agency	698,315

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	16,777,341

Part G: Employees	
1. Total number of employees	39

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			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	8343922	1668784	6,675,138
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	8343922	1668784	6675138
	(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%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2016

Part A: Description of Income Item	
1. Closing Fees	2,102,189
2. Abstracting and Title Report Income	962,843
3. Recording Fees	
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	

Part B: Itemization of All Other Income	
7. Messenger/Courier Fees	1,632
8. Miscellaneous Income	2,840
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19.	

Total Other Income (Carry forward to Schedule A, line A-4)	3,069,504
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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	\$ -	

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2016

Description of Expense Item		
1.	Closing Losses	23,491
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)		23,491

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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	3,548
2.	Donations/Lobbying	(3,394)
3.	Trade Assn Fees	11,066
4.	Storage	375,640
5.	DP Expenses	21,531
6.	Furn & Equip Maint & Rep	6,692
7.	Corporate Allocations	0
8.	Outside Closing Fees	51,314
9.	Miscellaneous Exp	40,869
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Total (Carry forward to Schedule A, line B-20)		507,266

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, 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	5,674,058
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	795,467
Santa Fe	1,431,650
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	442,747
TOTAL	8,343,922

Crosscheck with Schedule B:	8,343,922
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
First American Title	100.0%	UW
Total	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above