

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2015*

**AGENCY NAME:** First New Mexico Title & Abstract Co. Inc.  
**ADDRESS:** PO Box 3590 Taos, NM 87571  
**CONTACT NAME:** David Height

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)	941,019
2. Less: Remitted title insurance premiums (from Schedule B)	225,533
3. Retained title insurance premiums (from Schedule B)	715,486
4. Other income (from Schedule C)	207,650
<b>5. Total Revenue</b>	<b>923,136</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	434,148
2. Owners' and partners' salaries and wages	171,748
3. Employee benefits	75,499
4. Rent	20,715
5. Insurance	7,175
6. Legal expense	800
7. Licenses, taxes and fees	182
8. Title plant expense and maintenance	16,116
9. Office supplies	17,471
10. Depreciation	20,734
11. Automobile expense	4,172
12. Communication expense	17,643
13. Education expense	1,975
14. Bad debts	0
15. Interest expense	1,221
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	5,063
18. Accounting and auditing expense	7,847
19. Public relations expense	10,240
20. Other expenses (from Schedule E)	17,572
<b>21. Total Expenses</b>	<b>830,321</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>92,815</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	93
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	50
5. 1/2 of meals and entertainment expense	410
6. Penalties	
7. Country club dues	3,352
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	(11,456)
<b>10. Total Excluded Expenses</b>	<b>(7,551)</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	100,366

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	305,528

<b>Part G: Employees</b>	
1. Total number of employees	15

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by This Agency	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	7106	1450	5,656
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	37645	7405	30,239
First American Title Insurance Company	431883	119231	312,652
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	226924	45380	181,544
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guaranty Company			0
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	237462	52067	185,395
Other			0
<b>Total</b>	941019	225533	715486
	(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: 24.0%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2015*

Description of Income Item		
A.	Closing Fees	169,928
B.	Abstracting and Title Report Income	
C.	Recording Fees	(1,902)
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Search Fees	17,369
H.	Title Plant Fees	19,965
I.	Reimbursed expenses for cancellations	208
J.	Reimbursed expenses for copies	140
K.	Reimbursed expenses for customer refunds	999
L.	Inspection Fees	916
M.	Miscellaneous Search Fees	25
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	207,650
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**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2015*

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	5,063
Total (Carry forward to Schedule A, line B-17)		5,063

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## SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Building Repairs	2,057
2.	Janitorial Expense	5,698
3.	Security System Fees	325
4.	Utilities	6,670
5.	Property Taxes	2,822
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Total (Carry forward to Schedule A, line B-20)		17,572

Part B - Excluded Expenses		
1.	Health Club Dues	1,192
2.	Accelerated Depreciation over Straight Line	(13,670)
3.	Charitable Contributions	1,022
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20.		
Total (Carry forward to Schedule A, line D-9)		(11,456)



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**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2015*

County	Title Premiums Written
Bernalillo	
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	
Santa Fe	
Sierra	
Socorro	
Taos	941,019
Torrance	
Union	
Valencia	
TOTAL	941,019

Crosscheck with Schedule B:	941,019
Difference:	0

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For the Calendar Year Ending December 31, 2015

## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
David & Catherine Height	77.7%	N/A
Robert & Charlotte Speir	22.3%	N/A
<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