

**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 New Mexico Title & Abstract Co. Inc.  
 FEDERAL I.D. NUMBER:  
 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)	938,042
2. Less: Remitted title insurance premiums (from Schedule B)	181,943
3. Retained title insurance premiums (from Schedule B)	756,099
4. Other income (from Schedule C)	272,099
<b>5. Total Revenue</b>	<b>1,028,198</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	531,985
2. Owners' and partners' salaries and wages	124,443
3. Employee benefits	84,039
4. Rent	22,203
5. Insurance	5,656
6. Legal expense	2,471
7. Licenses, taxes and fees	984
8. Title plant expense and maintenance	22,135
9. Office supplies	27,237
10. Depreciation	15,022
11. Automobile expense	2,862
12. Communication expense	18,701
13. Education expense	4,026
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	8,790
18. Accounting and auditing expense	7,839
19. Public relations expense	6,539
20. Other expenses (from Schedule E)	19,196
<b>21. Total Expenses</b>	<b>904,128</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
<b>1. Income (Loss) from Operations</b>	<b>124,070</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	157
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	50
5. 1/2 of meals and entertainment expense	892
6. Penalties	213
7. Country club dues	3,382
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	(3,458)
<b>10. Total Excluded Expenses</b>	<b>1,236</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	122,834

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	318,362

<b>Part G: Employees</b>	
1. Total number of employees	18



# 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	96047	19206	76,841
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	108069	22249	85,820
First American Title Insurance Company	320373	58026	262,347
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	177541	35303	142,238
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	236012	47159	188,853
Other			0
<b>Total</b>	<b>938042</b>	<b>181943</b>	<b>756099</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: 19.4%

**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*

<b>Part A: Description of Income Item</b>	
1. Closing Fees	226,683
2. Abstracting and Title Report Income	
3. Recording Fees	(4,400)
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	

<b>Part B: Itemization of All Other Income</b>	
7. Search Fees	23,076
8. Title Plant Fees	21,433
9. Reimbursed expenses for cancellations	1,896
10. Reimbursed expenses for customer refunds	1,131
11. Reimbursed expenses for courtesy closings	350
12. Inspection Fees	655
13. Miscellaneous Search Fees	1,275
14.	
15.	
16.	
17.	
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19.	

Total Other Income (Carry forward to Schedule A, line A-4)	272,099
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1. Number of Commitments Not Paid for	9	\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ 900.00	

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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	3,639
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	5,151
Total (Carry forward to Schedule A, line B-17)		8,790

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## SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Property taxes	3,181
2.	Building repairs	5,097
3.	Janitorial expense	4,459
4.	Security system fees	457
5.	Utilities	6,002
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Total (Carry forward to Schedule A, line B-20)		19,196

Part B - Excluded Expenses		
1.	Health club dues	1,182
2.	Accelerated depreciation over straight line	(7,341)
3.	Charitable contributions	2,701
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Total (Carry forward to Schedule A, line D-9)		(3,458)



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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	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	938,042
Torrance	
Union	
Valencia	
TOTAL	938,042

Crosscheck with Schedule B:	938,042
Difference:	0



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*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)
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