

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: Heritage Title of Valencia County
ADDRESS: 311A Cortez SE, PO Box 1387 Los Lunas, NM 87031
CONTACT NAME: Charles Griego

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)	214,692
2. Less: Remitted title insurance premiums (from Schedule B)	39,821
3. Retained title insurance premiums (from Schedule B)	174,871
4. Other income (from Schedule C)	125,096
5. Total Revenue	299,967

Part B: Expenses	
1. Employees' salaries and wages	117,455
2. Owners' and partners' salaries and wages	41,547
3. Employee benefits	44,006
4. Rent	
5. Insurance	3,017
6. Legal expense	97
7. Licenses, taxes and fees	505
8. Title plant expense and maintenance	4,809
9. Office supplies	3,819
10. Depreciation	5,195
11. Automobile expense	1,511
12. Communication expense	7,195
13. Education expense	
14. Bad debts	
15. Interest expense	1,100
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	4,868
18. Accounting and auditing expense	7,733
19. Public relations expense	1,953
20. Other expenses (from Schedule E)	33,564
21. Total Expenses	278,375

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	21,592

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	0

Part E: Net Income	
1. Net income as reported on the books of the agency	21,592

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	250,640

Part G: Employees	
1. Total number of employees	7

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			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	150649	27941	122,708
First American Title Insurance Company			0
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	64043	11880	52,163
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	214692	39821	174871
	(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: 18.5%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2015

Description of Income Item	
A. Closing Fees	58,520
B. Abstracting and Title Report Income	31,263
C. Recording Fees	35,313
D. Copy Fees	
E. Inspection Fees	
F. Interest Income	

Itemization of All Other Income	
G.	
H.	
I.	
J.	
K.	
L.	
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	125,096
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2015

Description of Expense Item		
1.	Closing Losses	1,000
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	3,868
Total (Carry forward to Schedule A, line B-17)		4,868

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	BANK CHARGES	6,047
2.	CONTRIBUTIONS	300
3.	EQUIPMENTAL RENTAL	1,836
4.	REIMBURSABLE EXPENSES	6,107
5.	REPAIRS AND MAINTENANCE	9,539
6.	SECURITY EXPENSE	660
7.	UTILITY	6,161
8.	PROPERTY TAX	2,914
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		33,564

Part B - Excluded Expenses		
1.		
2.		
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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

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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, 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	
Torrance	
Union	
Valencia	214,692
TOTAL	214,692

Crosscheck with Schedule B:	214,692
Difference:	0

