

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2017*

**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.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	251,200
2. Less: Remitted title insurance premiums (from Schedule B)	52,585
3. Retained title insurance premiums (from Schedule B)	198,615
4. Other income (from Schedule C)	107,520
<b>5. Total Revenue</b>	<b>306,135</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	131,895
2. Owners' and partners' salaries and wages	17,308
3. Employee benefits	56,776
4. Rent	
5. Insurance	2,062
6. Legal expense	
7. Licenses, taxes and fees	170
8. Title plant expense and maintenance	11,842
9. Office supplies	4,943
10. Depreciation	5,410
11. Automobile expense	1,390
12. Communication expense	6,964
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)	3,881
18. Accounting and auditing expense	9,594
19. Public relations expense	935
20. Other expenses (from Schedule E)	26,230
<b>21. Total Expenses</b>	<b>280,499</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	25,636

<b>Part D: Excluded Expenses</b>	
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	9,310
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>9,310</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	16,326

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

<b>Part G: Employees</b>	
1. Total number of employees	8

# 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	148434	31074	117,360
First American Title Insurance Company			0
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	102766	21510	81,255
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
<b>Total</b>	<b>251200</b>	<b>52585</b>	<b>198615</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: 20.9%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2017*

<b>Part A: Description of Income Item</b>		
1.	Closing Fees	81,690
2.	Abstracting and Title Report Income	15,591
3.	Recording Fees	10,239
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
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8.		
9.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	107,520
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1.	Number of Commitments Not Paid for	\$ 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, 2017*

Description of Expense Item		
1.	Closing Losses	13
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)		3,881

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2017*

<b>Part A - Deductible Expenses</b>	
1. Bank Charges	5,403
2. Equipment Rental	1,187
3. Reimbursable Expenses	6,195
4. Repairs and Maintenance	5,913
5. Security Expense	829
6. Property Tax	1,469
7. Utilities	5,232
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20.	
Total (Carry forward to Schedule A, line B-20)	26,230

<b>Part B - Excluded Expenses</b>	
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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, 2017*

**SCHEDULE F: INCOME OR EXPENSE ALLOCATION FROM OTHER AFFILIATED ENTITIES**

1 Name and Address of Affiliated Agency	2 Relation to Your Agency	3 Amount	4 Description Code	5 Reported Elsewhere in This Report?
N/A				
		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, 2017*

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	251,200
TOTAL	251,200

Crosscheck with Schedule B:	251,200
Difference:	0

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*For the Calendar Year Ending December 31, 2017*

## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Charles Griego	40.0%	NA
Brenda Gomez-Glenn	40.0%	NA
Lawrence Guggion	20.0%	NA
<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