

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2017*

**AGENCY NAME:** Land Titles of Ruidoso, LLC  
**ADDRESS:** 508 Mechem Drive Ste B Ruidoso, NM 88345  
**CONTACT NAME:** Diana Proctor

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)	838,934
2. Less: Remitted title insurance premiums (from Schedule B)	167,792
3. Retained title insurance premiums (from Schedule B)	671,142
4. Other income (from Schedule C)	196,155
<b>5. Total Revenue</b>	<b>867,297</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	454,024
2. Owners' and partners' salaries and wages	15,000
3. Employee benefits	93,481
4. Rent	40,800
5. Insurance	8,286
6. Legal expense	
7. Licenses, taxes and fees	2,163
8. Title plant expense and maintenance	49,578
9. Office supplies	22,674
10. Depreciation	39,436
11. Automobile expense	2,848
12. Communication expense	18,300
13. Education expense	
14. Bad debts	
15. Interest expense	21,617
16. Employee travel and lodging	4,686
17. Loss and loss adjustment expense (from Schedule D)	(712)
18. Accounting and auditing expense	5,316
19. Public relations expense	14,161
20. Other expenses (from Schedule E)	8,370
<b>21. Total Expenses</b>	<b>800,028</b>

<b>Part C: Net Income for Rate-making Purposes</b>	
1. <b>Income (Loss) from Operations</b>	67,269

<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	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	2,805
<b>10. Total Excluded Expenses</b>	<b>2,805</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	64,464

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	(109,711)

<b>Part G: Employees</b>	
1. Total number of employees	17

# 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	112226	22443	89,783
Chicago Title Insurance Company	78083	15577	62,506
Commonwealth Land Title Insurance Company	81412	16433	64,979
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	81443	16283	65,160
First American Title Insurance Company	227280	45286	181,994
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	199639	39838	159,801
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	58851	11932	46,919
Other			0
<b>Total</b>	<b>838934</b>	<b>167792</b>	<b>671142</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:

20.0%

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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	174,272
2.	Abstracting and Title Report Income	13,657
3.	Recording Fees	1,088
4.	Copy Fees	74
5.	Inspection Fees	900
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Express Fees	6,164
8.		
9.		
10.		
11.		
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14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	196,155
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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	(712)
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	0
Total (Carry forward to Schedule A, line B-17)		(712)

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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. Contract Services	7,701
2. Franchise Tax	100
3. Meals and entertainment	569
4.	
5.	
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20.	
Total (Carry forward to Schedule A, line B-20)	8,370

<b>Part B - Excluded Expenses</b>	
1. Plant Depreciaiton Book	20,000
2. Plant Depreccion Tax	(17,893)
3. Meals and entertainment	569
4. Lobby fees	129
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20.	
Total (Carry forward to Schedule A, line D-9)	2,805

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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?
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, 2017*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	838,934
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	838,934

Crosscheck with Schedule B:	838,934
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)
Gerald L. Johnson	100.0%	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