

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2016*

AGENCY NAME: Landmark Title, Inc.  
 FEDERAL I.D. NUMBER:  
 ADDRESS: PO Box 1326 Clovis, NM 88102-1326  
 CONTACT NAME: Jay Neff

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)	995,711
2. Less: Remitted title insurance premiums (from Schedule B)	262,432
3. Retained title insurance premiums (from Schedule B)	733,279
4. Other income (from Schedule C)	303,801
5. <b>Total Revenue</b>	1,037,080

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	282,525
2. Owners' and partners' salaries and wages	176,000
3. Employee benefits	56,503
4. Rent	26,236
5. Insurance	5,670
6. Legal expense	
7. Licenses, taxes and fees	2,293
8. Title plant expense and maintenance	20,566
9. Office supplies	27,912
10. Depreciation	18,504
11. Automobile expense	13,955
12. Communication expense	23,476
13. Education expense	4,260
14. Bad debts	
15. Interest expense	18,312
16. Employee travel and lodging	3,452
17. Loss and loss adjustment expense (from Schedule D)	17,718
18. Accounting and auditing expense	16,551
19. Public relations expense	33,148
20. Other expenses (from Schedule E)	38,773
21. <b>Total Expenses</b>	785,854

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	251,226

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	136
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	2,437
6. Penalties	5,420
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	54,369
10. <b>Total Excluded Expenses</b>	62,362

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	188,864

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	115,904

<b>Part G: Employees</b>	
1. Total number of employees	22



# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2016*

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by this Agency for the Total Calendar Year Reported	3 Title Premiums Remitted or Owed by this Agency to Underwriters	4 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	706461	186197	520,264
First American Title Insurance Company	289250	76235	213,015
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company			0
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>995711</b>	<b>262432</b>	<b>733279</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: 26.4%

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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	207,934
2. Abstracting and Title Report Income	29,833
3. Recording Fees	(5,384)
4. Copy Fees	87
5. Inspection Fees	
6. Interest Income	

<b>Part B: Itemization of All Other Income</b>	
7. Delivery & wiring fees	4,487
8. Escrow servicing & setup fees	31,657
9. Document preparation	4,073
10. Consulting fees	23,135
11. Interest income	1,043
12. Tax free exchange income	3,837
13. Various income	3,099
14.	
15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	303,801
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1. Number of Commitments Not Paid for	47	\$ 100.00
2. Premium Lost on Unpaid Commitments	<b>\$ 4,700.00</b>	

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

*For the Calendar Year Ending December 31, 2016*

<b>Description of Expense Item</b>		
1.	Closing Losses	10,318
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	7,400
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		17,718

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## SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

*For the Calendar Year Ending December 31, 2016*

<b>Part A - Deductible Expenses</b>		
1.	Repairs & maintenance	9,855
2.	Supplies	16,552
3.	Utilities	10,474
4.	Various expenses	1,892
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Total (Carry forward to Schedule A, line B-20)		38,773

<b>Part B - Excluded Expenses</b>		
1.	Charitable contributions	1,253
2.	Officers Life Insurance	9,260
3.	Title plant depreciation	4,400
4.	Excess book depreciation	(6,834)
5.	Timing differences	46,290
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Total (Carry forward to Schedule A, line D-9)		54,369

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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, 2016*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	995,711
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	
TOTAL	995,711

Crosscheck with Schedule B:	995,711
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)
Jay Neff	100.0%	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