

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2017*

**AGENCY NAME:** Landmark Title, Inc.  
**ADDRESS:** PO Box 1236 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)	767,625
2. Less: Remitted title insurance premiums (from Schedule B)	165,214
3. Retained title insurance premiums (from Schedule B)	602,411
4. Other income (from Schedule C)	274,472
<b>5. Total Revenue</b>	<b>876,883</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	290,507
2. Owners' and partners' salaries and wages	124,500
3. Employee benefits	80,758
4. Rent	24,921
5. Insurance	6,342
6. Legal expense	
7. Licenses, taxes and fees	1,106
8. Title plant expense and maintenance	16,881
9. Office supplies	26,901
10. Depreciation	25,660
11. Automobile expense	13,325
12. Communication expense	28,476
13. Education expense	1,012
14. Bad debts	
15. Interest expense	21,343
16. Employee travel and lodging	7,745
17. Loss and loss adjustment expense (from Schedule D)	6,712
18. Accounting and auditing expense	13,935
19. Public relations expense	28,558
20. Other expenses (from Schedule E)	33,231
<b>21. Total Expenses</b>	<b>751,913</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	124,970

<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	2,876
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	11,924
<b>10. Total Excluded Expenses</b>	<b>14,800</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	110,170

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	226,074

<b>Part G: Employees</b>	
1. Total number of employees	14

# 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	373290	80342	292,948
First American Title Insurance Company	394335	84872	309,463
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>767625</b>	<b>165214</b>	<b>602411</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: 21.5%

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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	181,135
2.	Abstracting and Title Report Income	28,787
3.	Recording Fees	(7,640)
4.	Copy Fees	87
5.	Inspection Fees	
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Document preparation	4,533
8.	Esrow servicing & setup fees	36,966
9.	Tax free exchange income	3,714
10.	Bulletin income	2,512
11.	Interest income	678
12.	Gain on sale	11,879
13.	Delivery & wiring fees	11,821
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	274,472
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<b>Part C: Commitments Not Paid</b>		Premium per Commitment
1.	Number of Commitments Not Paid for	42 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 4,200.00

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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	2,517
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	4,195
Total (Carry forward to Schedule A, line B-17)		6,712

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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. Bank charges	2,982
2. Repairs & maintenance	4,272
3. Supplies	15,428
4. Utilities	10,549
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Total (Carry forward to Schedule A, line B-20)	33,231

<b>Part B - Excluded Expenses</b>	
1. Charitable contributions	963
2. Officers Life Insurance	9,260
3. Title plant depreciation	4,400
4. Tax depreciation difference	(2,699)
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20.	
Total (Carry forward to Schedule A, line D-9)	11,924

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*For the Calendar Year Ending December 31, 2017*

**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, 2017*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	767,625
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	767,625

Crosscheck with Schedule B:	767,625
Difference:	0

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## SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 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