

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2016*

AGENCY NAME: LINCOLN COUNTY ABSTRACT & TITLE  
 FEDERAL I.D. NUMBER:  
 ADDRESS: 1007 Mechem Drive, Ruidoso, NM 88345  
 CONTACT NAME: Sue Harmon

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)	582,962
2. Less: Remitted title insurance premiums (from Schedule B)	119,174
3. Retained title insurance premiums (from Schedule B)	463,788
4. Other income (from Schedule C)	236,549
<b>5. Total Revenue</b>	<b>700,337</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	326,416
2. Owners' and partners' salaries and wages	
3. Employee benefits	38,907
4. Rent	28,670
5. Insurance	26,714
6. Legal expense	
7. Licenses, taxes and fees	3,035
8. Title plant expense and maintenance	21,923
9. Office supplies	25,104
10. Depreciation	18,401
11. Automobile expense	
12. Communication expense	19,076
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	617
17. Loss and loss adjustment expense (from Schedule D)	3,651
18. Accounting and auditing expense	11,833
19. Public relations expense	20,913
20. Other expenses (from Schedule E)	93,893
<b>21. Total Expenses</b>	<b>639,153</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	61,184

<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	1,064
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	58,866
<b>10. Total Excluded Expenses</b>	<b>59,930</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	1,254

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	986,998

<b>Part G: Employees</b>	
1. Total number of employees	7

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**AFFIDAVIT**

*For Calendar Year Ending December 31, 2016*

THE STATE OF

New Mexico

THE COUNTY OF

Lincoln

I, \_\_\_\_\_, the \_\_\_\_\_ (job position) of \_\_\_\_\_ (name of Company), being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2016 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.

\_\_\_\_\_  
Signature

**SUBSCRIBED AND SWORN BEFORE ME** this \_\_\_\_ day of \_\_\_\_\_, 2017.

\_\_\_\_\_  
Notary Public

\_\_\_\_\_  
My Commission Expires

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2016*

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	185178	37080	148,098
First American Title Insurance Company	249824	52069	197,755
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	116466	23281	93,185
Other	31494	6744	24,750
<b>Total</b>	<b>582962</b>	<b>119174</b>	<b>463788</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: 20.4%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**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	115,447
2. Abstracting and Title Report Income	60,044
3. Recording Fees	35,649
4. Copy Fees	
5. Inspection Fees	323
6. Interest Income	

<b>Part B: Itemization of All Other Income</b>	
7. Courier and Postage	10,953
8. Other Income	14,133
9.	
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	236,549
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1. Number of Commitments Not Paid for	0	\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ -	

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2016*

<b>Description of Expense Item</b>		
1.	Closing Losses	7
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	3,644
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		3,651

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

## SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

*For the Calendar Year Ending December 31, 2016*

<b>Part A - Deductible Expenses</b>		
1.	Bank Service Charges	62
2.	Charitable Contributions	5,770
3.	Contract Labor	8,906
4.	Dues and Subscriptions	3,616
5.	Postage and Shipping	16,951
6.	Meals and Entertainment (1/2)	1,064
7.	Utilities	8,072
8.	Printing and Reproduction	6,045
9.	Recording and Filing Fees	36,707
10.	Other - Miscellaneous	6,700
11.		
12.		
13.		
14.		
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18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		93,893

<b>Part B - Excluded Expenses</b>		
1.	Accelerated Depreciation > straight line depreciation	58,866
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3.		
4.		
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19.		
20.		
Total (Carry forward to Schedule A, line D-9)		58,866

## NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2016

### 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

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2016*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	582,962
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	582,962

Crosscheck with Schedule B:	582,962
Difference:	0



# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2016

## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Marshall Wier	100.0%	N/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