

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: New Mexico Land and Title
ADDRESS: 801 7th Street, Las Vegas, NM 87701
CONTACT NAME: Jay D. Moore

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.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	515,678
2. Less: Remitted title insurance premiums (from Schedule B)	91,639
3. Retained title insurance premiums (from Schedule B)	424,039
4. Other income (from Schedule C)	222,123
5. Total Revenue	646,162

Part B: Expenses	
1. Employees' salaries and wages	222,253
2. Owners' and partners' salaries and wages	90,785
3. Employee benefits	37,025
4. Rent	53,500
5. Insurance	7,698
6. Legal expense	0
7. Licenses, taxes and fees	102
8. Title plant expense and maintenance	31,728
9. Office supplies	18,193
10. Depreciation	23,070
11. Automobile expense	24,342
12. Communication expense	15,755
13. Education expense	700
14. Bad debts	0
15. Interest expense	35,735
16. Employee travel and lodging	5,388
17. Loss and loss adjustment expense (from Schedule D)	4,449
18. Accounting and auditing expense	28,813
19. Public relations expense	12,951
20. Other expenses (from Schedule E)	82,525
21. Total Expenses	695,011

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(48,849)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	2,598
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	2,598

Part E: Net Income	
1. Net income as reported on the books of the agency	(51,447)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(708,159)

Part G: Employees	
1. Total number of employees	7

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by This Agency	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
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company			0
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	515678	91639	424,039
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
Total	515678	91639	424039
	(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: 17.8%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2015

Description of Income Item		
A.	Closing Fees	104,340
B.	Abstracting and Title Report Income	61,397
C.	Recording Fees	23,545
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Delivery Costs	9,364
H.	Miscellaneous Fees	23,477
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	222,123
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2015

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	4,449
Total (Carry forward to Schedule A, line B-17)		4,449

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	1/2 Meals and Entertainment	2,598
2.	Outside Services	391
3.	Outside Title Search Costs	977
4.	Claims Costs	354
5.	Dues	3,811
6.	Escrow Fee Costs	796
7.	Costs of Contract/Casual/Temo Helt	(500)
8.	Utilities	15,634
9.	Postage and Courier Costs	7,757
10.	Equipment Rental/ Lease Costs	16,284
11.	Bank Fees	4,229
12.	Subscriptions	1,100
13.	Donations	5,185
14.	Property Taxes	127
15.	Filing Fees	23,781
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		82,525

Part B - Excluded Expenses		
1.		
2.		
3.		
4.		
5.		
6.		
7.		
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10.		
11.		
12.		
13.		
14.		
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19.		
20.		
Total (Carry forward to Schedule A, line D-9)		0

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SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2015

County	Title Premiums Written
Bernalillo	
Catron	11,830
Chaves	
Cibola	5,157
Colfax	
Curry	
De Baca	
Dona Ana	2,963
Eddy	
Grant	
Guadalupe	26,356
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	22,223
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	400,838
Sandoval	
Santa Fe	4,798
Sierra	15,017
Socorro	26,496
Taos	
Torrance	
Union	
Valencia	
TOTAL	515,678

Crosscheck with Schedule B:	515,678
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 D. Moore	100.0%	N/A
Total	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above