

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2016*

AGENCY NAME: **New Mexico Land & Title Company**  
 FEDERAL I.D. NUMBER:  
 ADDRESS: **801 7th Street, Las Vegas, NM 87701**  
 CONTACT NAME: **Jay D. Moore, President**

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)	886,503
2. Less: Remitted title insurance premiums (from Schedule B)	242,760
3. Retained title insurance premiums (from Schedule B)	643,743
4. Other income (from Schedule C)	230,031
5. <b>Total Revenue</b>	873,774

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	251,570
2. Owners' and partners' salaries and wages	85,724
3. Employee benefits	48,813
4. Rent	63,516
5. Insurance	12,499
6. Legal expense	0
7. Licenses, taxes and fees	633
8. Title plant expense and maintenance	33,626
9. Office supplies	22,067
10. Depreciation	22,480
11. Automobile expense	20,740
12. Communication expense	15,037
13. Education expense	1,423
14. Bad debts	0
15. Interest expense	67,623
16. Employee travel and lodging	13,294
17. Loss and loss adjustment expense (from Schedule D)	9,601
18. Accounting and auditing expense	60,565
19. Public relations expense	11,093
20. Other expenses (from Schedule E)	72,521
21. <b>Total Expenses</b>	812,825

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	60,949

<b>Part D: Excluded Expenses</b>	
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	1,219
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. <b>Total Excluded Expenses</b>	1,219

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	59,730

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	(750,105)

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



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## 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			0
First American Title Insurance Company			0
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	886503	242760	643,743
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>886503</b>	<b>242760</b>	<b>643743</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: 27.4%

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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	130,453
2. Abstracting and Title Report Income	51,653
3. Recording Fees	18,609
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	

<b>Part B: Itemization of All Other Income</b>	
7. Shipping and Courier Costs Collected	7,952
8. Miscellaneous Fees	21,364
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Total Other Income (Carry forward to Schedule A, line A-4)	230,031
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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	\$ -	

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

*For the Calendar Year Ending December 31, 2016*

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	9,601
Total (Carry forward to Schedule A, line B-17)		9,601

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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.	Other Expenses	72,521
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Total (Carry forward to Schedule A, line B-20)		72,521

<b>Part B - Excluded Expenses</b>		
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Total (Carry forward to Schedule A, line D-9)		0

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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?
N/A				
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	14,024
Chaves	
Cibola	279,696
Colfax	
Curry	
De Baca	
Dona Ana	1,183
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	534,370
Sandoval	
Santa Fe	4,870
Sierra	12,252
Socorro	40,108
Taos	
Torrance	
Union	
Valencia	
<b>TOTAL</b>	<b>886,503</b>

Crosscheck with Schedule B:	886,503
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%	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