

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

AGENCY NAME: New Mexico Land and Title Company
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.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	577,154
2. Less: Remitted title insurance premiums (from Schedule B)	122,512
3. Retained title insurance premiums (from Schedule B)	454,642
4. Other income (from Schedule C)	461,991
5. Total Revenue	916,633

Part B: Expenses	
1. Employees' salaries and wages	257,904
2. Owners' and partners' salaries and wages	88,128
3. Employee benefits	39,527
4. Rent	72,499
5. Insurance	9,693
6. Legal expense	0
7. Licenses, taxes and fees	280
8. Title plant expense and maintenance	44,556
9. Office supplies	43,513
10. Depreciation	15,965
11. Automobile expense	23,019
12. Communication expense	14,527
13. Education expense	1,380
14. Bad debts	0
15. Interest expense	208,453
16. Employee travel and lodging	8,217
17. Loss and loss adjustment expense (from Schedule D)	9,448
18. Accounting and auditing expense	58,745
19. Public relations expense	9,083
20. Other expenses (from Schedule E)	117,623
21. Total Expenses	1,022,560

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(105,927)

Part D: Excluded Expenses	
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	1,872
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	1,872

Part E: Net Income	
1. Net income as reported on the books of the agency	(107,799)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(732,836)

Part G: Employees	
1. Total number of employees	7

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			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	577154	122512	454,642
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	577154	122512	454642
	(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: 21.2%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2017

Part A: Description of Income Item		
1.	Closing Fees	126,113
2.	Abstracting and Title Report Income	88,298
3.	Recording Fees	12,885
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Shipping & Courier Costs Collected	8,270
8.	Miscellaneous Fees	25,138
9.	Gain on Sale of Assets	100,000
10.	Cancellation of Debts	101,288
11.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	461,991
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Part C: Commitments Not Paid		Premium per Commitment
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, 2017

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	9,448
Total (Carry forward to Schedule A, line B-17)		9,448

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

Part A - Deductible Expenses	
1. Other Expenses	117,623
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Total (Carry forward to Schedule A, line B-20)	117,623

Part B - Excluded Expenses	
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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, 2017

County	Title Premiums Written
Bernalillo	11,342
Catron	7,375
Chaves	
Cibola	23,418
Colfax	
Curry	
De Baca	
Dona Ana	1,285
Eddy	
Grant	
Guadalupe	45,775
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	81,457
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	282,911
Sandoval	2,007
Santa Fe	11,962
Sierra	31,133
Socorro	78,490
Taos	
Torrance	
Union	
Valencia	
TOTAL	577,154

Crosscheck with Schedule B:	577,154
Difference:	0

