

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: Old Republic National Title Insurance Company
 FEDERAL I.D. NUMBER: ██████████
 ADDRESS: 4061 Ridgerock Road
 CONTACT NAME: Lisa Schommer

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)	7,019,341
2. Less: Remitted title insurance premiums (from Schedule B)	1,403,868
3. Retained title insurance premiums (from Schedule B)	5,815,473
4. Other income (from Schedule C)	2,856,123
5. Total Revenue	8,471,596

Part B: Expenses	
1. Employees' salaries and wages	4,607,238
2. Owners' and partners' salaries and wages	
3. Employee benefits	945,450
4. Rent	422,953
5. Insurance	51,470
6. Legal expense	
7. Licenses, taxes and fees	244,542
8. Title plant expense and maintenance	261,681
9. Office supplies	37,020
10. Depreciation	78,961
11. Automobile expense	49,637
12. Communication expense	71,505
13. Education expense	12,285
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	22,254
17. Loss and loss adjustment expense (from Schedule D)	0
18. Accounting and auditing expense	(3,250)
19. Public relations expense	
20. Other expenses (from Schedule E)	1,150,197
21. Total Expenses	7,952,143

Part C: Net Income for Rate-making Purposes	
1. Income (Loss) from Operations	519,453

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	1,501
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	14,346
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	15,847

Part E: Net Income	
1. Net income as reported on the books of the agency	503,606

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	

Part G: Employees	
1. Total number of employees	61

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2016

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by this Agency for the Total Calendar Year Reported	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
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	7019341	1403868	5,615,473
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	7019341	1403868	5615473
	(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: 20.0%

PERCENTAGE OF PREMIUMS REMITTED MUST BE GREATER THAN OR EQUAL TO 20%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2016

Part A: Description of Income Item	
1. Closing Fees	
2. Abstracting and Title Report Income	1,136,027
3. Recording Fees	(29,317)
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	

Part B: Itemization of All Other Income	
7. Escrow Fees	1,771,159
8. Plats & Special Assessments	70,155
9. Branch Coordination Fees	(107,259)
10. Messenger Fees	12,858
11. Gain/Loss on Fixed Asset	2,500
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	2,856,123
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Part C: Commitments Not Paid		Premium per Commitment
1. Number of Commitments Not Paid for		\$ 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

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses	
1. Purchased Title Information	67,673
2. Utilities	9,953
3. Advertising and Promotions	193,441
4. Printing and Photocopying	8,862
5. Equipment	55,713
6. Postage and Freight	20,680
7. External Computer Expenses	320
8. Software Maintenance	11,947
9. Miscellaneous Expense	39,218
10. Bank Charges	33,600
11. Other Purchased Services	5,402
12. Regional Allocation	99,026
13. Corporate Allocation	599,857
14. Recording Processing Fee	3,625
15. Donations	880
16.	
17.	
18.	
19.	
20.	
Total (Carry forward to Schedule A, line B-20)	1,150,197

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

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?
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	5,094,000
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	613
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	1,516,438
Santa Fe	238,359
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	169,931
TOTAL	7,019,341

Crosscheck with Schedule B:	7,019,341
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)
Old Republic National Title Insurance Company	100.0%	UW
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