

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

AGENCY NAME: Old Republic National Title Insurance Company
ADDRESS: 4061 Ridgerock Road
CONTACT NAME: Suzanne Schmidt

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)	7,917,887
2. Less: Remitted title insurance premiums (from Schedule B)	1,583,577
3. Retained title insurance premiums (from Schedule B)	6,334,310
4. Other income (from Schedule C)	3,135,473
5. Total Revenue	9,469,783

Part B: Expenses	
1. Employees' salaries and wages	5,191,752
2. Owners' and partners' salaries and wages	0
3. Employee benefits	1,137,677
4. Rent	518,383
5. Insurance	51,199
6. Legal expense	3,305
7. Licenses, taxes and fees	297,462
8. Title plant expense and maintenance	269,044
9. Office supplies	70,696
10. Depreciation	78,808
11. Automobile expense	42,402
12. Communication expense	72,622
13. Education expense	30,350
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	11,352
17. Loss and loss adjustment expense (from Schedule D)	0
18. Accounting and auditing expense	0
19. Public relations expense	0
20. Other expenses (from Schedule E)	1,259,889
21. Total Expenses	9,034,941

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	434,842

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	175
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	19,096
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	19,271

Part E: Net Income	
1. Net income as reported on the books of the agency	415,571

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

Part G: Employees	
1. Total number of employees	65

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	7917887	1583577	6,334,310
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	7917887	1583577	6334310
	(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%

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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	
2. Abstracting and Title Report Income	1,064,973
3. Recording Fees	(23,035)
4. Copy Fees	
5. Inspection Fees	65
6. Interest Income	

Part B: Itemization of All Other Income	
7. Escrow Fees	2,088,899
8. Plats & Special Assessments	81,584
9. Branch Coordination Fees	(92,937)
10. Messenger Fees	17,519
11. Gain/Loss on Fixed Asset	(1,595)
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	3,135,473
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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	\$ -	

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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	
Total (Carry forward to Schedule A, line B-17)		0

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

Part A - Deductible Expenses	
1.	Purchased Title Information 92,862
2.	Utilities 15,829
3.	Advertising and Promotions 178,485
4.	Printing and Photocopying 23,179
5.	Equipment 67,966
6.	Postage and Freight 26,353
7.	External Computer Expenses 595
8.	Software Maintenance 15,155
9.	Miscellaneous Expense 21,865
10.	Bank Charges 33,678
11.	Other Purchased Services 6,865
12.	Regional Allocation 60,812
13.	Corporate Allocation Recording Processing Fee 713,001
14.	Recording Processing Fee 3,214
15.	Donations 30
16.	
17.	
18.	
19.	
20.	
Total (Carry forward to Schedule A, line B-20) 1,259,889	

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

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For the Calendar Year Ending December 31, 2017

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

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SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2017

County	Title Premiums Written
Bernalillo	5,707,443
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	752
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	1,696,894
Santa Fe	322,577
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	190,221
TOTAL	7,917,887

Crosscheck with Schedule B:	7,917,887
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)
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