

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: Pioneer Abstract & Title Co of Alamoqordo, Inc.
 FEDERAL I.D. NUMBER:
 ADDRESS: 909 Delaware Ave, Alamoqordo, NM 88310
 CONTACT NAME: Tina Deer

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)	658,306
2. Less: Remitted title insurance premiums (from Schedule B)	134,273
3. Retained title insurance premiums (from Schedule B)	524,033
4. Other income (from Schedule C)	294,830
5. Total Revenue	818,863

Part B: Expenses	
1. Employees' salaries and wages	289,766
2. Owners' and partners' salaries and wages	61,150
3. Employee benefits	57,508
4. Rent	40,481
5. Insurance	11,845
6. Legal expense	844
7. Licenses, taxes and fees	5,294
8. Title plant expense and maintenance	13,516
9. Office supplies	60,415
10. Depreciation	7,656
11. Automobile expense	6,584
12. Communication expense	14,864
13. Education expense	4,202
14. Bad debts	
15. Interest expense	45,956
16. Employee travel and lodging	6,035
17. Loss and loss adjustment expense (from Schedule D)	5,571
18. Accounting and auditing expense	1,737
19. Public relations expense	26,706
20. Other expenses (from Schedule E)	15,374
21. Total Expenses	675,504

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	143,359

Part D: Excluded Expenses	
1. NMLTA lobbying expense	259
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	1,633
6. Penalties	37
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	105,710
10. Total Excluded Expenses	107,639

Part E: Net Income	
1. Net income as reported on the books of the agency	35,720

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(56,455)

Part G: Employees	
1. Total number of employees	17

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

AFFIDAVIT

For Calendar Year Ending December 31, 2016

THE STATE OF New Mexico

THE COUNTY OF Otero

I, Tina Deer, the Vice President of Pioneer Abstract & Title Co. of Alamogordo, Inc., being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2016 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.



Signature

SUBSCRIBED AND SWORN BEFORE ME this ____ day of _____, 2017.

Notary Public

My Commission Expires

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	142565	30618	111,947
Commonwealth Land Title Insurance Company	27879	5369	22,510
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	116402	20716	95,686
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			0
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	155870	34160	121,710
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	103760	23783	79,977
Other	111830	19627	92,203
Total	658306	134273	524033
	(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: 20.4%

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	164,239
2. Abstracting and Title Report Income	25,652
3. Recording Fees	2,915
4. Copy Fees	6,394
5. Inspection Fees	
6. Interest Income	

Part B: Itemization of All Other Income	
7. Collection Fees	65,251
8. Set Up Fees	14,073
9. Other Income	3,728
10. Closeout Fees	3,353
11. Express Mail Income	2,731
12. Default Fees	2,477
13. Wire Fees	1,839
14. Insufficient Funds Fees	1,498
15. Assignment Fees	680
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	294,830
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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	3,581
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	1,990
Total (Carry forward to Schedule A, line B-17)		5,571

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.	Other Expenses	15,374
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Total (Carry forward to Schedule A, line B-20)		15,374

Part B - Excluded Expenses		
1.	Contributions	7,038
2.	Title Plant and Goodwill Amortization	98,672
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Total (Carry forward to Schedule A, line D-9)		105,710

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	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	658,306
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	658,306

Crosscheck with Schedule B:	658,306
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)
Jimmy Deer	50.0%	NA
Tina Deer	50.0%	NA
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