

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

AGENCY NAME: Pioneer Abstract & Title Co. of Alamogordo, Inc.
ADDRESS: 909 Delaware Ave, Alamogordo, 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)	748,142
2. Less: Remitted title insurance premiums (from Schedule B)	170,247
3. Retained title insurance premiums (from Schedule B)	577,895
4. Other income (from Schedule C)	323,154
5. Total Revenue	901,049

Part B: Expenses	
1. Employees' salaries and wages	308,280
2. Owners' and partners' salaries and wages	57,000
3. Employee benefits	38,547
4. Rent	39,780
5. Insurance	24,722
6. Legal expense	0
7. Licenses, taxes and fees	4,283
8. Title plant expense and maintenance	22,178
9. Office supplies	13,661
10. Depreciation	16,663
11. Automobile expense	10,525
12. Communication expense	5,917
13. Education expense	3,487
14. Bad debts	216
15. Interest expense	69,540
16. Employee travel and lodging	3,789
17. Loss and loss adjustment expense (from Schedule D)	4,394
18. Accounting and auditing expense	12,389
19. Public relations expense	21,691
20. Other expenses (from Schedule E)	100,380
21. Total Expenses	757,442

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	143,607

Part D: Excluded Expenses	
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	3,427
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	108,388
10. Total Excluded Expenses	111,815

Part E: Net Income	
1. Net income as reported on the books of the agency	31,792

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(73,970)

Part G: Employees	
1. Total number of employees	13

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	200822	52837	147,985
Commonwealth Land Title Insurance Company	19650	3311	16,339
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	61528	36523	25,005
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	166953	32892	134,061
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	145916	36338	109,578
Other	153273	8346	144,927
Total	748142	170247	577895
	(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:

22.8%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2017

Part A: Description of Income Item		
1.	Closing Fees	171,007
2.	Abstracting and Title Report Income	21,104
3.	Recording Fees	0
4.	Copy Fees	7,872
5.	Inspection Fees	0
6.	Interest Income	0

Part B: Itemization of All Other Income		
7.	COLLECTION FEES	79,807
8.	SET UP FEES	14,871
9.	EXPRESS MAIL	12,130
10.	WIRE FEES	5,434
11.	OTHER INCOME	10,929
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	323,154
--	---------

Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	0 \$ 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, 2017

Description of Expense Item		
1.	Closing Losses	2,226
2.	Agent Errors	0
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	0
5.	E&O or Fidelity Insurance	2,168
Total (Carry forward to Schedule A, line B-17)		4,394

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

Part A - Deductible Expenses	
1.	SOFTWARE FEES 4,700
2.	PTES FEES 7,006
3.	COMPUTER AND PERIPHERAL FEES AND LICENSES 20,425
4.	BANK CHARGES 428
5.	DUES AND SUBSCRIPTIONS 15,447
6.	OFFICE EXPENSES 32,338
7.	POSTAGE AND FREIGHT 7,278
8.	UTILITIES 12,669
9.	OTHER 89
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	
20.	
Total (Carry forward to Schedule A, line B-20) 100,380	

Part B - Excluded Expenses	
1.	CONTRIBUTIONS 9,715
2.	TITLE PLANT AND GOODWILL AMORTIZATION 98,673
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	
20.	
Total (Carry forward to Schedule A, line D-9) 108,388	

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

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

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2017

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	748,142
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	748,142

Crosscheck with Schedule B:	748,142
Difference:	0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2017

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