

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: San Jan County Abstract & Title Company
 FEDERAL I.D. NUMBER:
 ADDRESS: 111 N Orchard, Farmington, NM 87401
 CONTACT NAME: Joshua Payne

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)	2,367,980
2. Less: Remitted title insurance premiums (from Schedule B)	480,721
3. Retained title insurance premiums (from Schedule B)	1,887,259
4. Other income (from Schedule C)	793,268
5. Total Revenue	2,680,527

Part B: Expenses	
1. Employees' salaries and wages	824,106
2. Owners' and partners' salaries and wages	621,477
3. Employee benefits	347,894
4. Rent	155,155
5. Insurance	10,770
6. Legal expense	
7. Licenses, taxes and fees	10,486
8. Title plant expense and maintenance	67,082
9. Office supplies	47,880
10. Depreciation	17,777
11. Automobile expense	8,538
12. Communication expense	28,196
13. Education expense	1,792
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	1,716
17. Loss and loss adjustment expense (from Schedule D)	10,815
18. Accounting and auditing expense	10,254
19. Public relations expense	43,815
20. Other expenses (from Schedule E)	218,285
21. Total Expenses	2,426,038

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	254,489

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	1,000
4. State and federal income tax expense	1,721
5. 1/2 of meals and entertainment expense	632
6. Penalties	
7. Country club dues	6,300
8. Salaries in excess of salary cap	215,254
9. Other excluded expenses (from Schedule E)	121,427
10. Total Excluded Expenses	346,334

Part E: Net Income	
1. Net income as reported on the books of the agency	(91,845)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	817,921

Part G: Employees	
1. Total number of employees	27

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AFFIDAVIT

For Calendar Year Ending December 31, 2016

THE STATE OF

New Mexico

THE COUNTY OF

San Juan

I, _____, the _____ (job position) of _____ (name of Company), 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	376006	75201	300,805
Commonwealth Land Title Insurance Company	379966	75993	303,973
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	687971	141737	546,234
First American Title Insurance Company	558332	114669	443,663
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	365705	73121	292,584
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	2367980	480721	1887259
	(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: 20.3%

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	562,971
2. Abstracting and Title Report Income	
3. Recording Fees	120,796
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	113

Part B: Itemization of All Other Income	
7. Fed Ex handling fees	1,061
8. Title search certificates	85,373
9. Title policy refunds	209
10. AVLW fees	21,131
11. Recovery of prior year's lien	1,614
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	793,268
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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	976
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	9,839
Total (Carry forward to Schedule A, line B-17)		10,815

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Recording fees	117,210
2.	Dues & subscriptions	15,241
3.	Janitorial	16,818
4.	Mait & repairs	26,858
5.	1/2 meals & entertainment	631
6.	Fed Ex	22,264
7.	Utilities	19,263
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Total (Carry forward to Schedule A, line B-20)		218,285

Part B - Excluded Expenses		
1.	Director's fees -non active owner	121,427
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Total (Carry forward to Schedule A, line D-9)		121,427

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	
Quay	
Rio Arriba	
Roosevelt	
San Juan	2,367,980
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,367,980

Crosscheck with Schedule B:	2,367,980
Difference:	0

