

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: Santa Fe Title Company
 FEDERAL I.D. NUMBER:
 ADDRESS: 515 Don Gaspar Avenue, Santa Fe, NM
 CONTACT NAME: Steven Riemann

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)	1,632,340
2. Less: Remitted title insurance premiums (from Schedule B)	326,468
3. Retained title insurance premiums (from Schedule B)	1,305,872
4. Other income (from Schedule C)	650,998
5. Total Revenue	1,956,870

Part B: Expenses	
1. Employees' salaries and wages	463,814
2. Owners' and partners' salaries and wages	278,936
3. Employee benefits	85,154
4. Rent	57,314
5. Insurance	7,241
6. Legal expense	0
7. Licenses, taxes and fees	459
8. Title plant expense and maintenance	159,305
9. Office supplies	26,428
10. Depreciation	8,128
11. Automobile expense	46
12. Communication expense	0
13. Education expense	4,654
14. Bad debts	0
15. Interest expense	5
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	10,590
18. Accounting and auditing expense	9,966
19. Public relations expense	39,424
20. Other expenses (from Schedule E)	83,038
21. Total Expenses	1,234,492

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	722,378

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	3,648
6. Penalties	402
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	4,050

Part E: Net Income	
1. Net income as reported on the books of the agency	718,328

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	389,729

Part G: Employees	
1. Total number of employees	17

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AFFIDAVIT

For Calendar Year Ending December 31, 2016

THE STATE OF

New Mexico

THE COUNTY OF

Santa Fe

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	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	500,660	100,132	400,528
First American Title Insurance Company	1,131,680	226,336	905,344
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			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	1,632,340	326,468	1,305,872
	(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%

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	454,247
2. Abstracting and Title Report Income	
3. Recording Fees	105,206
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	

Part B: Itemization of All Other Income	
7. Reimbursement Income	78,422
8. Shipping Income	6,124
9. Miscellaneous other services	6,999
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Total Other Income (Carry forward to Schedule A, line A-4)	650,998
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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, 2016

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	4,569
5.	E&O or Fidelity Insurance	6,011
Total (Carry forward to Schedule A, line B-17)		10,580

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	83,038
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Total (Carry forward to Schedule A, line B-20)		83,038

Part B - Excluded Expenses		
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Total (Carry forward to Schedule A, line D-9)		0

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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	
San Miguel	
Sandoval	
Santa Fe	1,632,340
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	1,632,340

Crosscheck with Schedule B:	1,632,340
Difference:	0

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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)
Steven Riemann	51.0%	REA
John Salinas	20.0%	NA
Angela Riemann	19.0%	NA
Diane Woods	10.0%	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