

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

AGENCY NAME: Santa Fe Title Company
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)	2,550,419
2. Less: Remitted title insurance premiums (from Schedule B)	517,338
3. Retained title insurance premiums (from Schedule B)	2,033,081
4. Other income (from Schedule C)	799,849
5. Total Revenue	2,832,930

Part B: Expenses	
1. Employees' salaries and wages	757,128
2. Owners' and partners' salaries and wages	366,759
3. Employee benefits	123,722
4. Rent	171,430
5. Insurance	11,480
6. Legal expense	0
7. Licenses, taxes and fees	6,464
8. Title plant expense and maintenance	150,856
9. Office supplies	21,416
10. Depreciation	8,128
11. Automobile expense	0
12. Communication expense	4,300
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	10,658
18. Accounting and auditing expense	14,711
19. Public relations expense	50,129
20. Other expenses (from Schedule E)	139,285
21. Total Expenses	1,836,466

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	996,464

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	1,434
6. Penalties	1,750
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	3,184

Part E: Net Income	
1. Net income as reported on the books of the agency	993,280

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	758,009

Part G: Employees	
1. Total number of employees	17

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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	1621357	328883	1,292,474
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	929062	188455	740,607
Total	2550419	517338	2033081
	(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%

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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	663,602
2.	Abstracting and Title Report Income	
3.	Recording Fees	132,989
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Reimbursement Income	
8.	Shipping Income	
9.	Miscellaneous other services	3,258
10.		
11.		
12.		
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16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	799,849
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	3 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 300.00

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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	4,397
5.	E&O or Fidelity Insurance	6,261
Total (Carry forward to Schedule A, line B-17)		10,658

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

Part A - Deductible Expenses	
1. Other expenses	139,285
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Total (Carry forward to Schedule A, line B-20)	139,285

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, 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	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	2,550,419
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,550,419

Crosscheck with Schedule B:	2,550,419
Difference:	0

