

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: Southwestern Abstract and Title Co., Inc.
 FEDERAL I.D. NUMBER:
 ADDRESS: P.O. Box 695, Las Cruces, NM 88004
 CONTACT NAME: Kevin Davis

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)	2,258,156
2. Less: Remitted title insurance premiums (from Schedule B)	451,632
3. Retained title insurance premiums (from Schedule B)	1,806,524
4. Other income (from Schedule C)	487,674
5. Total Revenue	2,294,198

Part B: Expenses	
1. Employees' salaries and wages	894,504
2. Owners' and partners' salaries and wages	116,826
3. Employee benefits	180,320
4. Rent	239,778
5. Insurance	9,880
6. Legal expense	0
7. Licenses, taxes and fees	565
8. Title plant expense and maintenance	76,823
9. Office supplies	42,058
10. Depreciation	103,280
11. Automobile expense	22,895
12. Communication expense	30,816
13. Education expense	330
14. Bad debts	0
15. Interest expense	156
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	15,612
18. Accounting and auditing expense	48,696
19. Public relations expense	16,910
20. Other expenses (from Schedule E)	157,907
21. Total Expenses	1,957,356

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	336,842

Part D: Excluded Expenses	
1. NMLTA lobbying expense	274
2. Direct lobbying expense	0
3. Political contributions	915
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	1,130
6. Penalties	0
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	2,319

Part E: Net Income	
1. Net income as reported on the books of the agency	334,523

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	885,732

Part G: Employees	
1. Total number of employees	23

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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	398160	75343	322,817
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	1529605	320063	1,209,542
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			0
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	330391	56226	274,165
Other			0
Total	2258156	451632	1806524
	(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%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2016

Part A: Description of Income Item	
1. Closing Fees	444,254
2. Abstracting and Title Report Income	33,265
3. Recording Fees	10,274
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	(538)

Part B: Itemization of All Other Income	
7. Miscellaneous income	419
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Total Other Income (Carry forward to Schedule A, line A-4)	487,674
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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	\$ -	

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2016

Description of Expense Item		
1.	Closing Losses	5,415
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	10,197
Total (Carry forward to Schedule A, line B-17)		15,612

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Other expenses	157,907
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Total (Carry forward to Schedule A, line B-20)		157,907

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

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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

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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	2,258,156
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,258,156

Crosscheck with Schedule B:	2,258,156
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Kevin Davis	100.0%	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