

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 Title & Escrow, Inc.
 FEDERAL I.D. NUMBER:
 ADDRESS: 236 Montezuma Ave. Santa Fe, NM 87501
 CONTACT NAME: John Fox

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)	1,957,791
2. Less: Remitted title insurance premiums (from Schedule B)	392,062
3. Retained title insurance premiums (from Schedule B)	1,565,729
4. Other income (from Schedule C)	784,739
5. Total Revenue	2,350,468

Part B: Expenses	
1. Employees' salaries and wages	1,293,610
2. Owners' and partners' salaries and wages	60,000
3. Employee benefits	191,012
4. Rent	165,717
5. Insurance	16,240
6. Legal expense	
7. Licenses, taxes and fees	2,696
8. Title plant expense and maintenance	18,455
9. Office supplies	30,648
10. Depreciation	5,316
11. Automobile expense	3,331
12. Communication expense	30,167
13. Education expense	1,346
14. Bad debts	
15. Interest expense	11,199
16. Employee travel and lodging	1,827
17. Loss and loss adjustment expense (from Schedule D)	16,214
18. Accounting and auditing expense	4,186
19. Public relations expense	25,982
20. Other expenses (from Schedule E)	339,568
21. Total Expenses	2,217,514

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	132,954

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	5,734
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	4,220
10. Total Excluded Expenses	9,954

Part E: Net Income	
1. Net income as reported on the books of the agency	123,001

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	291,807

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

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	407451	81608	325,843
Chicago Title Insurance Company	89083	17853	71,230
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	75398	15080	60,318
First American Title Insurance Company	186715	37470	149,245
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	754374	150768	603,606
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	327351	65925	261,426
Other	117419	23358	94,060
Total	1957791	392062	1565729
	(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	499,756
2. Abstracting and Title Report Income	198,347
3. Recording Fees	76,417
4. Copy Fees	27
5. Inspection Fees	8,478
6. Interest Income	

Part B: Itemization of All Other Income	
7. Other	1,714
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Total Other Income (Carry forward to Schedule A, line A-4)	784,739
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Part C: Commitments Not Paid		Premium per Commitment
1. Number of Commitments Not Paid for	9	\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ 900.00	

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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	6,314
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	9,900
Total (Carry forward to Schedule A, line B-17)		16,214

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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	339,568
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Total (Carry forward to Schedule A, line B-20)		339,568

Part B - Excluded Expenses		
1.	Donations	4,220
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Total (Carry forward to Schedule A, line D-9)		4,220

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

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	4,295
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	325,533
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	1,627,963
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	1,957,791

Crosscheck with Schedule B:	1,957,791
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)
John Fox	100.0%	A
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