

## NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

### SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

*For the Calendar Year Ending December 31, 2015*

AGENCY NAME: Southwestern Title & Escrow, Inc  
 ADDRESS: 236 Montezuma Ave, Santa Fe NM 87501  
 CONTACT NAME:

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)	2,011,252
2. Less: Remitted title insurance premiums (from Schedule B)	409,092
3. Retained title insurance premiums (from Schedule B)	1,602,160
4. Other income (from Schedule C)	550,447
<b>5. Total Revenue</b>	<b>2,152,607</b>

Part B: Expenses	
1. Employees' salaries and wages	1,208,542
2. Owners' and partners' salaries and wages	60,000
3. Employee benefits	178,127
4. Rent	182,920
5. Insurance	14,205
6. Legal expense	
7. Licenses, taxes and fees	4,367
8. Title plant expense and maintenance	14,429
9. Office supplies	29,469
10. Depreciation	5,316
11. Automobile expense	7,487
12. Communication expense	31,541
13. Education expense	602
14. Bad debts	
15. Interest expense	14,561
16. Employee travel and lodging	560
17. Loss and loss adjustment expense (from Schedule D)	17,410
18. Accounting and auditing expense	3,880
19. Public relations expense	37,788
20. Other expenses (from Schedule E)	248,577
<b>21. Total Expenses</b>	<b>2,059,780</b>

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	92,826

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	6,963
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	17,775
<b>10. Total Excluded Expenses</b>	<b>24,738</b>

Part E: Net Income	
1. Net income as reported on the books of the agency	68,088

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	274,002

Part G: Employees	
1. Total number of employees	24

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by This Agency	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	319277	63979	255,298
Chicago Title Insurance Company	109474	22390	87,084
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	81094	17076	64,018
First American Title Insurance Company	189748	41770	147,978
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	1135919	228682	907,237
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	168985	33845	135,140
Other	6754	1351	5,403
<b>Total</b>	<b>2011252</b>	<b>409092</b>	<b>1602160</b>
	(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, 2015*

Description of Income Item		
A.	Closing Fees	469,313
B.	Abstracting and Title Report Income	71,758
C.	Recording Fees	1,400
D.	Copy Fees	61
E.	Inspection Fees	7,916
F.	Interest Income	

Itemization of All Other Income		
G.		
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	550,447
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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2015*

Description of Expense Item		
1.	Closing Losses	2,393
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	15,017
Total (Carry forward to Schedule A, line B-17)		17,410

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2015*

<b>Part A - Deductible Expenses</b>		
1.	Other Expenses	248,577
2.		
3.		
4.		
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8.		
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11.		
12.		
13.		
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17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		248,577

<b>Part B - Excluded Expenses</b>		
1.	Donations	17,775
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3.		
4.		
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8.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		17,775

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For the Calendar Year Ending December 31, 2015

## 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, 2015*

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	243,127
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	1,768,125
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,011,252

Crosscheck with Schedule B:	2,011,252
Difference:	0

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*For the Calendar Year Ending December 31, 2015*

## 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
<b>Total</b>	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above