

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

*For the Calendar Year Ending December 31, 2017*

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

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.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	1,962,016
2. Less: Remitted title insurance premiums (from Schedule B)	394,897
3. Retained title insurance premiums (from Schedule B)	1,567,119
4. Other income (from Schedule C)	625,629
<b>5. Total Revenue</b>	<b>2,192,748</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	1,337,617
2. Owners' and partners' salaries and wages	60,000
3. Employee benefits	91,552
4. Rent	155,800
5. Insurance	13,814
6. Legal expense	1,210
7. Licenses, taxes and fees	106,742
8. Title plant expense and maintenance	26,859
9. Office supplies	39,632
10. Depreciation	5,316
11. Automobile expense	3,797
12. Communication expense	29,108
13. Education expense	8,272
14. Bad debts	0
15. Interest expense	10,125
16. Employee travel and lodging	8,234
17. Loss and loss adjustment expense (from Schedule D)	20,073
18. Accounting and auditing expense	7,186
19. Public relations expense	16,127
20. Other expenses (from Schedule E)	309,464
<b>21. Total Expenses</b>	<b>2,250,928</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(58,179)</b>

<b>Part D: Excluded Expenses</b>	
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	4,287
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>4,287</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	<b>(62,466)</b>

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	<b>165,772</b>

<b>Part G: Employees</b>	
1. Total number of employees	<b>28</b>

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## 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	396402	80389	316,013
Chicago Title Insurance Company	106868	21374	85,494
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	75246	15049	60,197
First American Title Insurance Company	264319	53965	210,355
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	458614	92007	366,606
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	418947	83789	335,158
Other	241621	48324	193,297
<b>Total</b>	1962016	394897	1567119
	(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:

20.1%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2017*

<b>Part A: Description of Income Item</b>	
1. Closing Fees	499,881
2. Abstracting and Title Report Income	50,512
3. Recording Fees	60,575
4. Copy Fees	534
5. Inspection Fees	6,700
6. Interest Income	

<b>Part B: Itemization of All Other Income</b>	
7. AAMODT Income	571
8. Courier Fees	188
9. Other income	6,668
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	625,629
--	---------

<b>Part C: Commitments Not Paid</b>		Premium per Commitment
1. Number of Commitments Not Paid for	5	\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ 500.00	

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**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	
5.	E&O or Fidelity Insurance	20,073
Total (Carry forward to Schedule A, line B-17)		20,073

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2017*

<b>Part A - Deductible Expenses</b>	
1. Amortization Expense	22,416
2. Bank Charges	14,294
3. Computer & Equipment Consulting	19,985
4. Contract labor	7,233
5. Marketing Consulting	1,450
6. Consulting Fees	5,376
7. Delivery/Courier Expense	37,544
8. Donations	10,525
9. Dues & Subscriptions	7,249
10. Storage/Document Imaging	14,230
11. Equipment Lease	35,032
12. Escrow Expenses	5,676
13. Maintenance and repairs	19,662
14. Utilities	20,489
15. Reproduction/Copies	488
16. Parking Expense	1,030
17. Postage Expense	4,062
18. Recording Expense	69,499
19. Software/Licensing	8,575
20. Meals, mileage, miscellaneous	4,647
<b>Total (Carry forward to Schedule A, line B-20)</b>	<b>309,464</b>

<b>Part B - Excluded Expenses</b>	
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	
20.	
<b>Total (Carry forward to Schedule A, line D-9)</b>	<b>0</b>

## NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2017

### 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?
n/a				
Total:		0		

Description	Code
Income	I
Expense Allocation	E

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2017*

County	Title Premiums Written
Bernalillo	36,851
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	304,169
Roosevelt	
San Juan	
San Miguel	
Sandoval	6,499
Santa Fe	1,614,497
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	1,962,016

Crosscheck with Schedule B:	1,962,016
Difference:	0

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

*For the Calendar Year Ending December 31, 2017*

## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
John R. 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