

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: Title Guaranty, LLC
 FEDERAL I.D. NUMBER:
 ADDRESS: 1631 Central Ave. / PO Box 146
 CONTACT NAME: Los Alamos NM 87544

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)	774,952
2. Less: Remitted title insurance premiums (from Schedule B)	196,970
3. Retained title insurance premiums (from Schedule B)	577,981
4. Other income (from Schedule C)	188,162
5. Total Revenue	766,143

Part B: Expenses	
1. Employees' salaries and wages	189,738
2. Owners' and partners' salaries and wages	31,548
3. Employee benefits	55,663
4. Rent	50,635
5. Insurance	3,824
6. Legal expense	0
7. Licenses, taxes and fees	810
8. Title plant expense and maintenance	8,800
9. Office supplies	27,136
10. Depreciation	0
11. Automobile expense	0
12. Communication expense	8,275
13. Education expense	2,352
14. Bad debts	0
15. Interest expense	22,735
16. Employee travel and lodging	11,908
17. Loss and loss adjustment expense (from Schedule D)	21,099
18. Accounting and auditing expense	14,225
19. Public relations expense	13,573
20. Other expenses (from Schedule E)	87,757
21. Total Expenses	550,077

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	216,067

Part D: Excluded Expenses	
1. NMLTA lobbying expense	180
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	50
5. 1/2 of meals and entertainment expense	783
6. Penalties	7,659
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	8,673

Part E: Net Income	
1. Net income as reported on the books of the agency	207,394

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	206,947

Part G: Employees	
1. Total number of employees	8

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

AFFIDAVIT

For Calendar Year Ending December 31, 2016

THE STATE OF

NEW MEXICO

THE COUNTY OF

LOS ALAMOS

I, Denise G.Terrazas, the Owner/President of Title Guaranty, LLC, 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.

Denise G Terrazas

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	101531	18018	83,513
Chicago Title Insurance Company	88112	21446	66,667
Commonwealth Land Title Insurance Company	89432	22441	66,991
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	137044	42000	95,044
First American Title Insurance Company	141862	51433	90,429
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	127385	23228	104,157
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	89586	18405	71,181
Other			0
Total	774952	196970	577981
	(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: 25.4%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2016

Part A: Description of Income Item	
1. Closing Fees	160,663
2. Abstracting and Title Report Income	9,322
3. Recording Fees	1,214
4. Copy Fees	4,785
5. Inspection Fees	207
6. Interest Income	

Part B: Itemization of All Other Income	
7. Cancellation Fees	450
8. Title Coordination Fees	11,520
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Total Other Income (Carry forward to Schedule A, line A-4)	188,162
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Part C: Commitments Not Paid		Premium per Commitment
1. Number of Commitments Not Paid for		\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ -	

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2016

Description of Expense Item		
1.	Closing Losses	12,288
2.	Agent Errors	2,571
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	6,240
Total (Carry forward to Schedule A, line B-17)		21,099

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Contract Services IT/WEB	18,734
2.	Office Equipment Maintenance	12,793
3.	Office Equipment Software Maintenance	11,575
4.	Bank Fees	17,933
5.	Custodial/Shred	2,004
6.	Contract Services - Unsalariated/Other	998
7.	Repair/Maintenance	1,030
8.	Moving Expense	11,161
9.	Gross Receipts Tax	11,530
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Total (Carry forward to Schedule A, line B-20)		87,757

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

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?
NA				
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, 2016

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	774,952
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	774,952

Crosscheck with Schedule B:	774,952
Difference:	0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

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)
Denise G. Terrazas	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