

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2017*

**AGENCY NAME:** Title Guaranty, LLC  
**ADDRESS:** 1631 Central Ave., / PO Box 146, Los Alamos NM 87544  
**CONTACT NAME:** Denise G. Terrazas

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)	1,063,434
2. Less: Remitted title insurance premiums (from Schedule B)	364,100
3. Retained title insurance premiums (from Schedule B)	699,334
4. Other income (from Schedule C)	226,134
<b>5. Total Revenue</b>	<b>925,468</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	304,880
2. Owners' and partners' salaries and wages	83,316
3. Employee benefits	84,447
4. Rent	50,316
5. Insurance	3,279
6. Legal expense	0
7. Licenses, taxes and fees	424
8. Title plant expense and maintenance	9,678
9. Office supplies	32,343
10. Depreciation	0
11. Automobile expense	0
12. Communication expense	17,740
13. Education expense	5,126
14. Bad debts	0
15. Interest expense	14,953
16. Employee travel and lodging	13,135
17. Loss and loss adjustment expense (from Schedule D)	17,071
18. Accounting and auditing expense	16,664
19. Public relations expense	42,810
20. Other expenses (from Schedule E)	67,333
<b>21. Total Expenses</b>	<b>763,514</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>161,954</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	248
5. 1/2 of meals and entertainment expense	1,658
6. Penalties	5,795
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>7,701</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	154,253

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	263,950

<b>Part G: Employees</b>	
1. Total number of employees	11

# 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	183996	58943	125,053
Chicago Title Insurance Company	108661	41064	67,597
Commonwealth Land Title Insurance Company	95102	53245	41,857
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	181706	57615	124,092
First American Title Insurance Company	165684	44076	121,607
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	202211	68767	133,445
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	126072	40390	85,683
Other			0
<b>Total</b>	<b>1063434</b>	<b>364100</b>	<b>699334</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: 34.2%

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**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	204,962
2.	Abstracting and Title Report Income	8,654
3.	Recording Fees	(2,188)
4.	Copy Fees	1,436
5.	Inspection Fees	725
6.	Interest Income	0

<b>Part B: Itemization of All Other Income</b>		
7.	Cancellation Fees	450
8.	Title Cordination Fees	12,095
9.		
10.		
11.		
12.		
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14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	226,134
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1.	Number of Commitments Not Paid for	\$ 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, 2017*

Description of Expense Item		
1.	Closing Losses	6,237
2.	Agent Errors	3,532
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	7,302
Total (Carry forward to Schedule A, line B-17)		17,071

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2017*

<b>Part A - Deductible Expenses</b>	
1.	Custodial/Shred 2,313
2.	Bank Fees 16,439
3.	Office Equipment Maintenance 10,175
4.	Office Equipment Software Maintenance 19,087
5.	Contract Services IT/WEB 16,201
6.	Contract Services - Unsalariated/Other 525
7.	Gross Receipts Tax
8.	Repair Maintenance 2,594
9.	* Note: Office Equipment included in Office Supplies
10.	
11.	
12.	
13.	
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19.	
20.	
Total (Carry forward to Schedule A, line B-20) 67,333	

<b>Part B - Excluded Expenses</b>	
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20.	
Total (Carry forward to Schedule A, line D-9) 0	

## NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

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### 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

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## SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2017

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	1,063,434
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	1,063,434

Crosscheck with Schedule B:	1,063,434
Difference:	0

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*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)
Denise G. Terrazas	100.0%	NA
<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