

**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 Services, Inc  
 FEDERAL I.D. NUMBER:  
 ADDRESS: 112 North Second Street  
 CONTACT NAME: Bob Harris

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)	253,691
2. Less: Remitted title insurance premiums (from Schedule B)	50,738
3. Retained title insurance premiums (from Schedule B)	202,953
4. Other income (from Schedule C)	107,469
<b>5. Total Revenue</b>	<b>310,421</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	121,062
2. Owners' and partners' salaries and wages	98,800
3. Employee benefits	16,993
4. Rent	5,338
5. Insurance	2,501
6. Legal expense	788
7. Licenses, taxes and fees	1,608
8. Title plant expense and maintenance	10,573
9. Office supplies	8,293
10. Depreciation	2,554
11. Automobile expense	3,204
12. Communication expense	13,033
13. Education expense	
14. Bad debts	
15. Interest expense	6,593
16. Employee travel and lodging	1,024
17. Loss and loss adjustment expense (from Schedule D)	15,397
18. Accounting and auditing expense	12,243
19. Public relations expense	100
20. Other expenses (from Schedule E)	13,589
<b>21. Total Expenses</b>	<b>333,691</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(23,269)</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	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	100
<b>10. Total Excluded Expenses</b>	<b>100</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(23,369)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	77,643

<b>Part G: Employees</b>	
1. Total number of employees	6



# 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	\$19,781.00	3956	15,825
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company	28082	5616	22,466
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	52916	10583	42,333
First American Title Insurance Company	25278	5056	20,222
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	38070	7614	30,456
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	89564	17913	71,651
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
<b>Total</b>	<b>253691</b>	<b>50738</b>	<b>202953</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: 20.0%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2016*

<b>Part A: Description of Income Item</b>	
1. Closing Fees	59,223
2. Abstracting and Title Report Income	44,798
3. Recording Fees	
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	2,940

<b>Part B: Itemization of All Other Income</b>	
7. Internet Plat	508
8.	
9.	
10.	
11.	
12.	
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15.	
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17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	107,469
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1. Number of Commitments Not Paid for	50	\$ 100.00
2. Premium Lost on Unpaid Commitments	<b>\$ 5,000.00</b>	

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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2016*

<b>Description of Expense Item</b>		
1.	Closing Losses	171
2.	Agent Errors	6
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	15,220
Total (Carry forward to Schedule A, line B-17)		15,397

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2016*

<b>Part A - Deductible Expenses</b>		
1.	Internet plant expense	2,628
2.	Miscellaneous	38
3.	Sales Tax Loss	(508)
4.	Advertising	1,536
5.	Dues	1,718
6.	Escrow	8,177
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20.		
Total (Carry forward to Schedule A, line B-20)		13,589

<b>Part B - Excluded Expenses</b>		
1.	Donations	100
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Total (Carry forward to Schedule A, line D-9)		100

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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?
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	253,691
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	253,691

Crosscheck with Schedule B:	253,691
Difference:	0



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## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Bob Harris	49.9%	NA
Denise Reis	16.7%	NA
Mary Jen Harris	16.7%	NA
Nancy Ann Holub	16.7%	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