

**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 Services, Inc  
**ADDRESS:** 112 North Second Street, Raton, New Mexico 87740  
**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)	279,232
2. Less: Remitted title insurance premiums (from Schedule B)	67,347
3. Retained title insurance premiums (from Schedule B)	211,884
4. Other income (from Schedule C)	119,050
<b>5. Total Revenue</b>	<b>330,935</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	100,065
2. Owners' and partners' salaries and wages	99,000
3. Employee benefits	45,081
4. Rent	8,873
5. Insurance	2,451
6. Legal expense	798
7. Licenses, taxes and fees	1,505
8. Title plant expense and maintenance	11,729
9. Office supplies	9,898
10. Depreciation	1,164
11. Automobile expense	2,965
12. Communication expense	7,282
13. Education expense	280
14. Bad debts	
15. Interest expense	3,428
16. Employee travel and lodging	1,158
17. Loss and loss adjustment expense (from Schedule D)	14,642
18. Accounting and auditing expense	5,199
19. Public relations expense	
20. Other expenses (from Schedule E)	14,368
<b>21. Total Expenses</b>	<b>329,886</b>

<b>Part C: Net Income for Rate-making Purposes</b>	
1. <b>Income (Loss) from Operations</b>	1,048

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	200
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)	200
<b>10. Total Excluded Expenses</b>	<b>400</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	648

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	78,729

<b>Part G: Employees</b>	
1. Total number of employees	5

# 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	22015	5173	16,842
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company	36688	9810	26,878
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	77189	18913	58,276
First American Title Insurance Company	24508	5789	18,719
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	48492	11666	36,825
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	70340	15996	54,344
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>279232</b>	<b>67347</b>	<b>211884</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:

24.1%

**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	76,530
2.	Abstracting and Title Report Income	55,282
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	956

<b>Part B: Itemization of All Other Income</b>		
7.	eTitleSearch	525
8.	Investment	5,052
9.	Adjustment Audit	(19,296)
10.		
11.		
12.		
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14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	119,050
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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	\$ -

**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	2,951
2.	Agent Errors	9
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	11,683
Total (Carry forward to Schedule A, line B-17)		14,642

**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.	Escrow	7,598
2.	EtitleSearch	2,890
3.	Misc	1,010
4.	Advertising	1,138
5.	Dues	2,472
6.	Sales Tax Loss	(739)
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Total (Carry forward to Schedule A, line B-20)		14,368

<b>Part B - Excluded Expenses</b>		
1.	Donations	200
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3.		
4.		
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Total (Carry forward to Schedule A, line D-9)		200

**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?
		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	
Catron	
Chaves	
Cibola	
Colfax	279,232
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	279,232

Crosscheck with Schedule B:	279,232
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)
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