

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2017*

**AGENCY NAME:** Western New Mexico Title Co., Inc  
**ADDRESS:** 3445 Hwy 180 E. Silver City, NM 88061  
**CONTACT NAME:** James M. Gruwell

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)	270,102
2. Less: Remitted title insurance premiums (from Schedule B)	65,205
3. Retained title insurance premiums (from Schedule B)	204,897
4. Other income (from Schedule C)	93,389
<b>5. Total Revenue</b>	<b>298,286</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	162,098
2. Owners' and partners' salaries and wages	25,000
3. Employee benefits	15,800
4. Rent	31,036
5. Insurance	2,479
6. Legal expense	0
7. Licenses, taxes and fees	323
8. Title plant expense and maintenance	7,456
9. Office supplies	16,678
10. Depreciation	2,361
11. Automobile expense	3,795
12. Communication expense	17,508
13. Education expense	1,392
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	8,044
18. Accounting and auditing expense	6,199
19. Public relations expense	3,636
20. Other expenses (from Schedule E)	44
<b>21. Total Expenses</b>	<b>303,849</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(5,563)</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	40
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	44
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>84</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(5,647)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	34,765

<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			0
Chicago Title Insurance Company	112836	26931	85,905
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	157266	38274	118,992
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company			0
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			0
Other			0
<b>Total</b>	270102	65205	204897
	(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	79,805
2.	Abstracting and Title Report Income	5,275
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	304
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Document Fees	1,175
8.	Overnight Fees	6,830
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	93,389
--	--------

<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1.	Number of Commitments Not Paid for	76
2.	Premium Lost on Unpaid Commitments	\$ 7,600.00

**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	4,852
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	3,192
Total (Carry forward to Schedule A, line B-17)		8,044

**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. Meals	44
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	
20.	
Total (Carry forward to Schedule A, line B-20)	44

<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.	
Total (Carry forward to Schedule A, line D-9)	0

**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	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	270,102
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	270,102

Crosscheck with Schedule B:	270,102
Difference:	0

# **NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

*For the Calendar Year Ending December 31, 2017*

## **SCHEDULE H: IDENTIFICATION OF OWNERS**

<b>1</b>	<b>2</b>	<b>3</b>
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
James M. Gruwell	100.0%	N/A
<b>Total</b>	100.0%	

<b>Code</b>	<b>Description</b>
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above