



**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2018*

**AGENCY NAME:** Dona Ana Title Company  
**ADDRESS:** 425B South Telshor, Las Cruces, NM 88011  
**CONTACT NAME:** Gary Sandoval

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)	3,271,454
2. Less: Remitted title insurance premiums (from Schedule B)	654,291
3. Retained title insurance premiums (from Schedule B)	2,617,163
4. Other income (from Schedule C)	674,904
5. <b>Total Revenue</b>	<b>3,292,067</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	1,450,004
2. Owners' and partners' salaries and wages	0
3. Employee benefits	404,962
4. Rent	431,772
5. Insurance	50
6. Legal expense	(519)
7. Licenses, taxes and fees	26,418
8. Title plant expense and maintenance	424,728
9. Office supplies	38,927
10. Depreciation	0
11. Automobile expense	6,038
12. Communication expense	73,187
13. Education expense	3,939
14. Bad debts	(523)
15. Interest expense	0
16. Employee travel and lodging	(939)
17. Loss and loss adjustment expense (from Schedule D)	12,046
18. Accounting and auditing expense	5,638
19. Public relations expense	19,546
20. Other expenses (from Schedule E)	78,515
21. <b>Total Expenses</b>	<b>2,973,789</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>318,278</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	176
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)	0
10. <b>Total Excluded Expenses</b>	<b>176</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	318,102

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	4,194,210

<b>Part G: Employees</b>	
1. Total number of employees	21

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2018*

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			0
Commonwealth Land Title Insurance Company	338814	67763	271,051
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	2932640	586528	2,346,112
First National Title Insurance Company			0
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
National Title Insurance of New York, Inc.			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>	<b>3271454</b>	<b>654291</b>	<b>2617163</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%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2018*

<b>Part A: Description of Income Item</b>		
1.	Closing Fees	485,106
2.	Abstracting and Title Report Income	140,532
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Gain on Sale of Assests	19,800
8.	Messenger Courier Fees	29,467
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	674,904
--	---------

<b>Part C: Commitments Not Paid</b>		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, 2018*

Description of Expense Item		
1.	Closing Losses	12,046
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		12,046

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2018*

<b>Part A - Deductible Expenses</b>		
1.	Equipment Lease	311
2.	Donations Lobbying	5,344
3.	Trade Association Fees	6,066
4.	Storage	55,880
5.	DP Expense	4,152
6.	Furniture and Equipment Maintenance and Repair	4,998
7.	Outside Closing Fees	385
8.	Miscellaneous Expense	1,379
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		78,515

<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, 2018*

### 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, 2018

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	3,248,752
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	22,702
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	3,271,454

Crosscheck with Schedule B:	3,271,454
Difference:	0

