

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2018

AGENCY NAME: First American Title Insurance Company
ADDRESS: P.O.BOX 4600, Scottsdale, Arizona 85261
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.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	9,169,574
2. Less: Remitted title insurance premiums (from Schedule B)	1,833,915
3. Retained title insurance premiums (from Schedule B)	7,335,660
4. Other income (from Schedule C)	3,843,356
5. Total Revenue	11,179,016

Part B: Expenses	
1. Employees' salaries and wages	5,144,375
2. Owners' and partners' salaries and wages	0
3. Employee benefits	1,064,219
4. Rent	685,350
5. Insurance	0
6. Legal expense	1,870
7. Licenses, taxes and fees	95,196
8. Title plant expense and maintenance	2,382,935
9. Office supplies	69,454
10. Depreciation	36,006
11. Automobile expense	7,207
12. Communication expense	150,705
13. Education expense	9,109
14. Bad debts	2,194
15. Interest expense	0
16. Employee travel and lodging	(242)
17. Loss and loss adjustment expense (from Schedule D)	13,439
18. Accounting and auditing expense	13,074
19. Public relations expense	60,170
20. Other expenses (from Schedule E)	540,512
21. Total Expenses	10,275,573

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	903,443

Part D: Excluded Expenses	
1. NMLTA lobbying expense	380
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	111
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	491

Part E: Net Income	
1. Net income as reported on the books of the agency	902,952

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	19,170,815

Part G: Employees	
1. Total number of employees	39

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			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	9169574	1833915	7,335,660
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
Total	9169574	1833915	7335660
	(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, 2018

Part A: Description of Income Item		
1.	Closing Fees	2,229,794
2.	Abstracting and Title Report Income	1,601,076
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Messenger/Courier Fees	3,587
8.	Miscellaneous Income	8,899
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10.		
11.		
12.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	3,843,356
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Part C: Commitments Not Paid			Premium per Commitment
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, 2018

Description of Expense Item		
1.	Closing Losses	13,439
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)		13,439

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	Equip Lease	7,738
2.	Donations/Lobbying	(3,296)
3.	Trade Assn Fees	14,787
4.	Storage	361,306
5.	DP Expenses	36,212
6.	Furn & Equip Maint & Rep	5,891
7.	Outside Closing Fees	111,542
8.	Miscellaneous Exp	6,332
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Total (Carry forward to Schedule A, line B-20)		540,512

Part B - Excluded Expenses		
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Total (Carry forward to Schedule A, line D-9)		0

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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

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SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2018

County	Title Premiums Written
Bernalillo	6,194,403
Catron	
Chaves	
Cibola	
Colfax	
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	930,799
Santa Fe	1,733,779
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	310,594
TOTAL	9,169,574

Crosscheck with Schedule B:	9,169,574
Difference:	0

