

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

AFFIDAVIT

For Calendar Year Ending December 31, 2018

THE STATE OF New Mexico

THE COUNTY OF McKinley

I, _____, the _____ (job position) of _____ (name of Company), being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2016 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.

Mary E Villanueva
Signature

SUBSCRIBED AND SWORN BEFORE ME this ____ day of _____, 2019.

Notary Public

My Commission Expires

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2018

AGENCY NAME: FOUR CORNERS TITLE COMPANY
ADDRESS: 311 S THIRD ST, GALLUP, NM 87301
CONTACT NAME: MARY VILLANUEVA

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)	230,267
2. Less: Remitted title insurance premiums (from Schedule B)	53,393
3. Retained title insurance premiums (from Schedule B)	176,874
4. Other income (from Schedule C)	61,780
5. Total Revenue	238,654

Part B: Expenses	
1. Employees' salaries and wages	152,870
2. Owners' and partners' salaries and wages	
3. Employee benefits	453
4. Rent	6,000
5. Insurance	7,342
6. Legal expense	1,505
7. Licenses, taxes and fees	366
8. Title plant expense and maintenance	6,968
9. Office supplies	2,035
10. Depreciation	9,630
11. Automobile expense	1,475
12. Communication expense	10,824
13. Education expense	100
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	255
17. Loss and loss adjustment expense (from Schedule D)	7,555
18. Accounting and auditing expense	3,010
19. Public relations expense	1,657
20. Other expenses (from Schedule E)	11,218
21. Total Expenses	223,262

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	15,392

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	330
5. 1/2 of meals and entertainment expense	375
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	1,531
10. Total Excluded Expenses	2,236

Part E: Net Income	
1. Net income as reported on the books of the agency	13,156

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	165,702

Part G: Employees	
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, 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	37184	8120	29,064
Chicago Title Insurance Company	112670	29232	83,438
Commonwealth Land Title Insurance Company	37028	7607	29,421
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company			0
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	43385	8434	34,951
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	230267	53393	176874
	(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: 23.2%

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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	38,332
2.	Abstracting and Title Report Income	11,533
3.	Recording Fees	(50)
4.	Copy Fees	2,724
5.	Inspection Fees	95
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Courier fee	5,368
8.	Document prep fee	3,678
9.	Cancellation fee	100
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	61,780
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	16 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 1,600.00

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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	213
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	7,342
Total (Carry forward to Schedule A, line B-17)		7,555

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	Advertising	1,913
2.	Postage	6,408
3.	Utilities	2,402
4.	Bank fee	495
5.		
6.		
7.		
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9.		
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12.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		11,218

Part B - Excluded Expenses		
1.	Janitor	1,531
2.		
3.		
4.		
5.		
6.		
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8.		
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10.		
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20.		
Total (Carry forward to Schedule A, line D-9)		1,531

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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?
NONE				
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	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	230,267
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	230,267

Crosscheck with Schedule B:	230,267
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)
Janet A Kauzlaric	100.0%	N/A
Total	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
AFB	Affiliated Business Arrangement
MSA	Marketing Services Agreement
NA	None of the above