

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2018

AGENCY NAME: Land Titled of Ruidoso, LLC
ADDRESS: 508 Mechem Drive Ste. B Ruidoso, NM 88345
CONTACT NAME: Diana Proctor, General Manager

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)	1,034,369
2. Less: Remitted title insurance premiums (from Schedule B)	206,681
3. Retained title insurance premiums (from Schedule B)	827,688
4. Other income (from Schedule C)	240,460
5. Total Revenue	1,068,148

Part B: Expenses	
1. Employees' salaries and wages	524,694
2. Owners' and partners' salaries and wages	
3. Employee benefits	111,330
4. Rent	44,200
5. Insurance	9,387
6. Legal expense	
7. Licenses, taxes and fees	2,185
8. Title plant expense and maintenance	39,474
9. Office supplies	19,720
10. Depreciation	42,300
11. Automobile expense	3,765
12. Communication expense	17,239
13. Education expense	1,966
14. Bad debts	
15. Interest expense	15,955
16. Employee travel and lodging	2,253
17. Loss and loss adjustment expense (from Schedule D)	5,283
18. Accounting and auditing expense	5,491
19. Public relations expense	16,213
20. Other expenses (from Schedule E)	6,953
21. Total Expenses	868,408

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	199,740

Part D: Excluded Expenses	
1. NMLTA lobbying expense	56
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	1,314
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	(776)
10. Total Excluded Expenses	594

Part E: Net Income	
1. Net income as reported on the books of the agency	199,146

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	33,493

Part G: Employees	
1. Total number of employees	16

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2018

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by this Agency for the Total Calendar Year Reported	3 Title Premiums Remitted or Owed by this Agency to Underwriters	4 Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company	136596	27259	109,337
Chicago Title Insurance Company	80470	16074	64,396
Commonwealth Land Title Insurance Company	139628	28153	111,475
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	85320	17003	68,317
First American Title Insurance Company	232260	46813	185,447
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	242954	46388	196,566
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	117141	24991	92,150
Other			0
Total	1034369	206681	827688
	(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%

PERCENTAGE OF PREMIUMS REMITTED MUST BE GREATER THAN OR EQUAL TO 20%

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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	220,772
2.	Abstracting and Title Report Income	15,486
3.	Recording Fees	(1,103)
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Express	3,918
8.	Abstract	(856)
9.	Lot Inspection	2,004
10.	Copy Fees	239
11.		
12.		
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14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	240,460
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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	5,089
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	194
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		5,283

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	Contract Services	5,639
2.	Meals and Entertainment	1,314
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Total (Carry forward to Schedule A, line B-20)		6,953

Part B - Excluded Expenses		
1.	Plant Amortization	20,000
2.	Plant Book/Tax Difference	(21,096)
3.	Contributions	320
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Total (Carry forward to Schedule A, line D-9)		(776)

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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	1,034,369
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	1,034,369

Crosscheck with Schedule B:	1,034,369
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 Description Code (see below)
Gerald L Johnson	100.0%	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