



**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2018*

AGENCY NAME: Landmark Title Inc.  
 ADDRESS: PO Box 1236 Clovis, NM 88102-1326  
 CONTACT NAME: Jay Neff

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)	766,874
2. Less: Remitted title insurance premiums (from Schedule B)	157,976
3. Retained title insurance premiums (from Schedule B)	608,898
4. Other income (from Schedule C)	342,498
<b>5. Total Revenue</b>	<b>951,396</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	316,133
2. Owners' and partners' salaries and wages	125,132
3. Employee benefits	67,252
4. Rent	34,151
5. Insurance	8,180
6. Legal expense	
7. Licenses, taxes and fees	5,317
8. Title plant expense and maintenance	16,619
9. Office supplies	22,028
10. Depreciation	30,443
11. Automobile expense	14,286
12. Communication expense	34,167
13. Education expense	3,324
14. Bad debts	
15. Interest expense	20,100
16. Employee travel and lodging	7,532
17. Loss and loss adjustment expense (from Schedule D)	4,894
18. Accounting and auditing expense	12,122
19. Public relations expense	48,841
20. Other expenses (from Schedule E)	39,886
<b>21. Total Expenses</b>	<b>810,407</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	140,989

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	68
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	1,677
6. Penalties	11,495
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	76,000
<b>10. Total Excluded Expenses</b>	<b>89,240</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	51,749

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	172,823

<b>Part G: Employees</b>	
1. Total number of employees	15

# 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			0
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	368099	75829	292,270
First American Title Insurance Company	398775	82147	316,628
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>766874</b>	<b>157976</b>	<b>608898</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:

20.6%

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**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	213,699
2.	Abstracting and Title Report Income	22,884
3.	Recording Fees	(1,031)
4.	Copy Fees	(11)
5.	Inspection Fees	
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Document preparation	1,892
8.	Escrow servicing & setup fees	40,898
9.	Tax free exchange income	3,719
10.	Bulletin income	6,375
11.	Cancellation fees	1,690
12.	Delivery & wiring fees	14,343
13.	Interest income	9,973
14.	Various other income	11,676
15.	Timing differences	17,891
16.	Investment losses	(1,500)
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	342,498
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>	
1.	Number of Commitments Not Paid for	5	\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 500.00	

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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	699
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	4,195
Total (Carry forward to Schedule A, line B-17)		4,894

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2018*

<b>Part A - Deductible Expenses</b>		
1.	Bank charges	1,334
2.	Repairs & maintenance	16,282
3.	Supplies	12,141
4.	Utilities	10,129
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Total (Carry forward to Schedule A, line B-20)		39,886

<b>Part B - Excluded Expenses</b>		
1.	Charitable contributions	638
2.	Officers Life Insurance	10,072
3.	Title plant depreciation	4,400
4.	Tax depreciation difference	60,890
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Total (Carry forward to Schedule A, line D-9)		76,000

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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	
Catron	
Chaves	
Cibola	
Colfax	
Curry	766,874
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	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	766,874

Crosscheck with Schedule B:	766,874
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)
Jay Neff	100.0%	NA
<b>Total</b>	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