

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2018

AGENCY NAME: New Mexico Land & Title Company
ADDRESS: 801 7th Street, Las Vegas, NM 87701
CONTACT NAME: Jay D. Moore, President

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)	732,210
2. Less: Remitted title insurance premiums (from Schedule B)	145,764
3. Retained title insurance premiums (from Schedule B)	586,446
4. Other income (from Schedule C)	308,463
5. Total Revenue	894,909

Part B: Expenses	
1. Employees' salaries and wages	410,009
2. Owners' and partners' salaries and wages	88,028
3. Employee benefits	55,993
4. Rent	64,842
5. Insurance	25,237
6. Legal expense	0
7. Licenses, taxes and fees	1,085
8. Title plant expense and maintenance	2,038
9. Office supplies	57,778
10. Depreciation	14,461
11. Automobile expense	20,760
12. Communication expense	20,530
13. Education expense	520
14. Bad debts	0
15. Interest expense	57,069
16. Employee travel and lodging	2,562
17. Loss and loss adjustment expense (from Schedule D)	5,476
18. Accounting and auditing expense	43,820
19. Public relations expense	10,019
20. Other expenses (from Schedule E)	192,007
21. Total Expenses	1,072,234

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(177,325)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	3,490
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	3,490

Part E: Net Income	
1. Net income as reported on the books of the agency	(180,815)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(885,161)

Part G: Employees	
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 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			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	538845	102602	436,243
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	193365	43162	150,203
Total	732210	145764	586446
	(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: 19.9%

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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	148,892
2.	Abstracting and Title Report Income	52,778
3.	Recording Fees	20,274
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Miscellaneous Fees	75,076
8.	Shipping and Courier Fees	11,443
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	308,463
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	0 \$ 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	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	5,476
Total (Carry forward to Schedule A, line B-17)		5,476

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	Other Expenses	192,007
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Total (Carry forward to Schedule A, line B-20)		192,007

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	87,459
Catron	14,015
Chaves	
Cibola	10,509
Colfax	
Curry	
De Baca	
Dona Ana	15,080
Eddy	927
Grant	
Guadalupe	69,770
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	1,406
Mora	48,908
Otero	
Quay	
Rio Arriba	276
Roosevelt	
San Juan	
San Miguel	392,171
Sandoval	22,559
Santa Fe	23,036
Sierra	17,464
Socorro	20,932
Taos	
Torrance	1,386
Union	
Valencia	6,312
TOTAL	732,210

Crosscheck with Schedule B:	732,210
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 D. Moore	100.0%	NA
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