

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2018

AGENCY NAME: Old Republic National Title Insurance Company
ADDRESS: 5501 Jefferson Street NE, Suite 100, Albuquerque, NM 87109
CONTACT NAME: Suzanne Schmidt

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)	8,199,949
2. Less: Remitted title insurance premiums (from Schedule B)	1,639,990
3. Retained title insurance premiums (from Schedule B)	6,559,959
4. Other income (from Schedule C)	3,196,151
5. Total Revenue	9,756,110

Part B: Expenses	
1. Employees' salaries and wages	5,405,974
2. Owners' and partners' salaries and wages	0
3. Employee benefits	1,146,514
4. Rent	512,959
5. Insurance	52,937
6. Legal expense	0
7. Licenses, taxes and fees	318,584
8. Title plant expense and maintenance	250,066
9. Office supplies	51,476
10. Depreciation	111,221
11. Automobile expense	58,052
12. Communication expense	58,768
13. Education expense	30,042
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	9,879
17. Loss and loss adjustment expense (from Schedule D)	0
18. Accounting and auditing expense	0
19. Public relations expense	0
20. Other expenses (from Schedule E)	1,463,931
21. Total Expenses	9,470,403

Part C: Net Income for Rate-making Purposes	
1. Income (Loss) from Operations	285,707

Part D: Excluded Expenses	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	641
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	605
6. Penalties	59
7. Country club dues	17,679
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	18,984

Part E: Net Income	
1. Net income as reported on the books of the agency	266,723

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	0

Part G: Employees	
1. Total number of employees	66

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			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	8199949	1639990	6,559,959
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	8199949	1639990	6559959
	(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%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2018

Part A: Description of Income Item		
1.	Closing Fees	0
2.	Abstracting and Title Report Income	950,527
3.	Recording Fees	(18,142)
4.	Copy Fees	0
5.	Inspection Fees	(65)
6.	Interest Income	0

Part B: Itemization of All Other Income		
7.	Escrow Fees	2,310,917
8.	Plats & Special Assessments	73,262
9.	Branch Coordination Fees	(135,643)
10.	Messenger Fees	15,295
11.		
12.		
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14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	3,196,151
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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	\$ -	

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2018

Description of Expense Item		
1.	Closing Losses	0
2.	Agent Errors	0
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	0
5.	E&O or Fidelity Insurance	0
Total (Carry forward to Schedule A, line B-17)		0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	Purchased Title Information	76,400
2.	Utilities	12,168
3.	Advertising and Promotions	191,559
4.	Printing and Photocopying	19,378
5.	Equipment	100,110
6.	Postage and Freight	25,755
7.	External Computer Expenses	1,173
8.	Software Maintenance	18,461
9.	Miscellaneous Expense	36,662
10.	Bank Charges	26,400
11.	Other Purchased Services	17,077
12.	Regional Allocation	155,819
13.	Corporate Allocation Recording Processing Fee	778,244
14.	Recording Processing Fee	3,978
15.	Donations	747
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		1,463,931

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

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

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

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2018

County	Title Premiums Written
Bernalillo	5,808,437
Catron	931
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	612
Eddy	
Grant	
Guadalupe	861
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	25
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	1,775,439
Santa Fe	437,400
Sierra	
Socorro	
Taos	
Torrance	2,490
Union	
Valencia	173,754
TOTAL	8,199,949

Crosscheck with Schedule B:	8,199,949
Difference:	0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2018

SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Old Republic National Title Insurance Company	100.0%	UW
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