

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2018

AGENCY NAME: Southwestern Title and Escrow, Inc
ADDRESS: 236 Montezuma Avenue, Santa Fe, NM 87501
CONTACT NAME: John R. Fox

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)	2,127,853
2. Less: Remitted title insurance premiums (from Schedule B)	433,964
3. Retained title insurance premiums (from Schedule B)	1,693,889
4. Other income (from Schedule C)	653,870
5. Total Revenue	2,347,759

Part B: Expenses	
1. Employees' salaries and wages	1,450,826
2. Owners' and partners' salaries and wages	60,000
3. Employee benefits	212,840
4. Rent	182,374
5. Insurance	13,260
6. Legal expense	0
7. Licenses, taxes and fees	3,490
8. Title plant expense and maintenance	37,061
9. Office supplies	55,507
10. Depreciation	4,883
11. Automobile expense	3,193
12. Communication expense	38,915
13. Education expense	21,965
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	14,838
17. Loss and loss adjustment expense (from Schedule D)	21,173
18. Accounting and auditing expense	36,832
19. Public relations expense	46,783
20. Other expenses (from Schedule E)	212,915
21. Total Expenses	2,416,854

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(69,095)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	110
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	50
5. 1/2 of meals and entertainment expense	5,681
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	5,841

Part E: Net Income	
1. Net income as reported on the books of the agency	(74,937)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	82,370

Part G: Employees	
1. Total number of employees	37

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	370052	75267	294,785
Chicago Title Insurance Company	73594	14955	58,639
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	183501	37118	146,383
First American Title Insurance Company	291969	58973	232,996
First National Title Insurance Company	122682	24923	97,759
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	577487	118222	459,265
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	508568	104506	404,062
Other			0
Total	2127853	433964	1693889
	(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:

20.4%

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	577,769
2.	Abstracting and Title Report Income	82,513
3.	Recording Fees	(21,269)
4.	Copy Fees	1,413
5.	Inspection Fees	6,416
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	AAMODT Income	1,748
8.	Administrative Services	1,147
9.	Other Income	4,133
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	653,870
--	---------

Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	12 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 1,200.00

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	4,652
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	16,521
Total (Carry forward to Schedule A, line B-17)		21,173

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.	Other Expenses	212,915
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		212,915

Part B - Excluded Expenses		
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
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?
Not Applicable				
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	330,092
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	316,506
Roosevelt	
San Juan	
San Miguel	
Sandoval	15,234
Santa Fe	1,462,509
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	3,511
TOTAL	2,127,853

Crosscheck with Schedule B:	2,127,853
Difference:	0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2018

SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 Description Code (see below)
John R. Fox	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