



**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2018*

**AGENCY NAME:** Western New Mexico Title Co., Inc.  
**ADDRESS:** 3445 HWY 180 E. Silver City, NM 88061  
**CONTACT NAME:** James M. Gruwell

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)	345,528
2. Less: Remitted title insurance premiums (from Schedule B)	72,041
3. Retained title insurance premiums (from Schedule B)	273,487
4. Other income (from Schedule C)	89,920
5. <b>Total Revenue</b>	<b>363,407</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	182,586
2. Owners' and partners' salaries and wages	12,000
3. Employee benefits	17,852
4. Rent	32,897
5. Insurance	2,231
6. Legal expense	0
7. Licenses, taxes and fees	487
8. Title plant expense and maintenance	9,425
9. Office supplies	14,658
10. Depreciation	1,489
11. Automobile expense	4,130
12. Communication expense	15,089
13. Education expense	607
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	4,025
18. Accounting and auditing expense	6,777
19. Public relations expense	4,211
20. Other expenses (from Schedule E)	573
21. <b>Total Expenses</b>	<b>309,037</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>54,370</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	25
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	573
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	2,620
10. <b>Total Excluded Expenses</b>	<b>3,218</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	51,152

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	51,790

<b>Part G: Employees</b>	
1. Total number of employees	5

# 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	116586	20107	96,479
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	228942	51934	177,008
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>345528</b>	<b>72041</b>	<b>273487</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: 20.8%

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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	78,070
2.	Abstracting and Title Report Income	4,802
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	100
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Document Fees	271
8.	Overnight Shipping Fees	5,977
9.	Cancellation Fee	700
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11.		
12.		
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16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	89,920
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<b>Part C: Commitments Not Paid</b>		Premium per Commitment
1.	Number of Commitments Not Paid for	52 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 5,200.00

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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	625
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	3,400
Total (Carry forward to Schedule A, line B-17)		4,025

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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.	Entertainment	573
2.		
3.		
4.		
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20.		
Total (Carry forward to Schedule A, line B-20)		573

<b>Part B - Excluded Expenses</b>		
1.	Depreciation expense Section 179	2,620
2.		
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20.		
Total (Carry forward to Schedule A, line D-9)		2,620

## 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?
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	345,528
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	345,528

Crosscheck with Schedule B:	345,528
Difference:	0



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*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)
James M. Gruwell	100.0%	N/A
<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