

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2019*

**AGENCY NAME:** Bueno Title & Escrow Company LLC  
**ADDRESS:** 2802 Doral Court Las Cruces NM 88011  
**CONTACT NAME:** Kelley Jean Baskett, Bookkeeper

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)	828,238
2. Less: Remitted title insurance premiums (from Schedule B)	168,443
3. Retained title insurance premiums (from Schedule B)	659,794
4. Other income (from Schedule C)	257,527
<b>5. Total Revenue</b>	<b>917,321</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	311,860
2. Owners' and partners' salaries and wages	113,894
3. Employee benefits	10,889
4. Rent	69,108
5. Insurance	3,989
6. Legal expense	421
7. Licenses, taxes and fees	35,412
8. Title plant expense and maintenance	8,496
9. Office supplies	11,147
10. Depreciation	9,740
11. Automobile expense	1,028
12. Communication expense	9,054
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	1,306
17. Loss and loss adjustment expense (from Schedule D)	16,741
18. Accounting and auditing expense	6,017
19. Public relations expense	18,960
20. Other expenses (from Schedule E)	131,406
<b>21. Total Expenses</b>	<b>759,467</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>157,854</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	0
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	337
<b>10. Total Excluded Expenses</b>	<b>337</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	157,517

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	192,758

<b>Part G: Employees</b>	
1. Total number of employees	13

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**AFFIDAVIT**

*For Calendar Year Ending December 31, 2019*

THE STATE OF New Mexico

THE COUNTY OF Dona Ana

I, \_\_\_\_\_, the \_\_\_\_\_ (job position) of \_\_\_\_\_ (name of Company), being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2019 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.

\_\_\_\_\_  
Signature

**SUBSCRIBED AND SWORN BEFORE ME** this \_\_\_\_ day of \_\_\_\_\_, 2020.

\_\_\_\_\_  
Notary Public

\_\_\_\_\_  
My Commission Expires

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2019*

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
Agents National Title Insurance Company			0
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
American Guaranty Title Insurance Company			0
AmTrust Title Insurance Company			0
Chicago Title Insurance Company	296859	60949	235,910
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Guaranty Company			0
First American Title Insurance Company			0
First National Title Insurance Company			0
Investors Title Insurance Company			0
National Title Insurance of New York, Inc.			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	207451	41806	165,646
Premier Land Title Insurance Company			0
Radian Title Insurance Inc.			0
States Title Insurance Company			0
Stewart Title Guarantee Company			0
Title Resources Guaranty Company			0
US National Title Insurance Company			0
Westcor Land Title Insurance Company			0
WFG National Title Insurance Company	323928	65689	258,239
Other			0
<b>Total</b>	<b>828238</b>	<b>168443</b>	<b>659794</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:

20.3%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2019*

<b>Part A: Description of Income Item</b>		
1.	Closing Fees	173,360
2.	Abstracting and Title Report Income	13,985
3.	Recording Fees	40,611
4.	Copy Fees	4,737
5.	Inspection Fees	208
6.	Interest Income	0

<b>Part B: Itemization of All Other Income</b>		
7.	Courier Fees	23,344
8.	Administrative-Other Fees	1,283
9.		
10.		
11.		
12.		
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15.		
16.		
17.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	257,527
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<b>Part C: Commitments Not Paid</b>			<b>Premium per Commitment</b>
1.	Number of Commitments Not Paid for		\$ 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, 2019*

Description of Expense Item		
1.	Closing Losses	7,206
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	9,535
Total (Carry forward to Schedule A, line B-17)		16,741

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2019*

<b>Part A - Deductible Expenses</b>		
1.	Bank Service Charges (includes Escrow acct service chgs)	3,131
2.	Courier & Overnight Delivery	17,616
3.	Charitable Donations	470
4.	Dues & Subscriptions Expense	4,978
5.	Equipment Lease Expense	13,675
6.	Maintenance & Repairs - Office & Bldg	6,876
7.	Postage Expense	1,900
8.	Recording Expense	42,221
9.	1/2 Allowable Meals & Entertainment Expense	337
10.	Office Utilities Expense	7,306
11.	Internet & Computer Expenses & Consulting	22,662
12.	Contract Labor	10,235
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		131,406

<b>Part B - Excluded Expenses</b>		
1.	1/2 Excluded Meals	337
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3.		
4.		
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20.		
Total (Carry forward to Schedule A, line D-9)		337

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

*For the Calendar Year Ending December 31, 2019*

**SCHEDULE F: INCOME OR EXPENSE ALLOCATION FROM OTHER AFFILIATED ENTITIES**

1 Name and Address of Affiliated Agency	2 Relation to Your Agency	3 Amount	4 Description Code	5 Reported Elsewhere in This Report?
NA				

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, 2019*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	828,238
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	828,238

Crosscheck with Schedule B:	828,238
Difference:	0



# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

*For the Calendar Year Ending December 31, 2019*

## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Adrienne D. Loera	15.0%	NA
Karin Dahlin	5.0%	NA
The Contarino Revocable Trust	80.0%	NA
David P & Linda Marquette-Contarino		
<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