

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2019

AGENCY NAME: Casa Y Tierra Abstract and Title Co.
ADDRESS: 2420 N White Sands Blvd, Alamogordo, NM 88310
CONTACT NAME: Craig Danekas

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)	601,258
2. Less: Remitted title insurance premiums (from Schedule B)	120,252
3. Retained title insurance premiums (from Schedule B)	481,006
4. Other income (from Schedule C)	152,719
5. Total Revenue	633,725

Part B: Expenses	
1. Employees' salaries and wages	182,775
2. Owners' and partners' salaries and wages	126,438
3. Employee benefits	29,982
4. Rent	24,048
5. Insurance	6,234
6. Legal expense	
7. Licenses, taxes and fees	22,310
8. Title plant expense and maintenance	3,024
9. Office supplies	149
10. Depreciation	
11. Automobile expense	1,661
12. Communication expense	35,330
13. Education expense	4,727
14. Bad debts	
15. Interest expense	15,118
16. Employee travel and lodging	599
17. Loss and loss adjustment expense (from Schedule D)	13,190
18. Accounting and auditing expense	12,465
19. Public relations expense	31,649
20. Other expenses (from Schedule E)	29,175
21. Total Expenses	538,874

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	94,851

Part D: Excluded Expenses	
1. NMLTA lobbying expense	13
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	782
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	795

Part E: Net Income	
1. Net income as reported on the books of the agency	94,056

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	76,038

Part G: Employees	
1. Total number of employees	8

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2019

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
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			0
Commonwealth Land Title Insurance Company	113966	22793	91,173
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Guaranty Company			0
First American Title Insurance Company	246616	49323	197,293
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	240676	48135	192,541
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			0
Other			0
Total	601258	120252	481006
	(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%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2019

Part A: Description of Income Item		
1.	Closing Fees	118,297
2.	Abstracting and Title Report Income	3,174
3.	Recording Fees	(12,631)
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	E-Recording Fee	2,660
8.	Overnight Document Delivery Fee	9,186
9.	Bank Wire Fee	9,063
10.	Lender Package Printing Fee	9,373
11.	Miscellaneous Fees	13,597
12.		
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14.		
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17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	152,719
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Part C: Commitments Not Paid		Premium per Commitment	
1.	Number of Commitments Not Paid for	80	\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 8,000.00	

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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	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	13,190
Total (Carry forward to Schedule A, line B-17)		13,190

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2019

Part A - Deductible Expenses		
1.	Other Expenses	29,175
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Total (Carry forward to Schedule A, line B-20)		29,175

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, 2019

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, 2019

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	601,258
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	601,258

Crosscheck with Schedule B:	601,258
Difference:	0

