

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2019*

**AGENCY NAME:** Dona Ana Title Company  
**ADDRESS:** 425B South Telshor, Las Cruces, NM 88011  
**CONTACT NAME:** Gary Sandoval

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)	3,281,976
2. Less: Remitted title insurance premiums (from Schedule B)	656,395
3. Retained title insurance premiums (from Schedule B)	2,625,581
4. Other income (from Schedule C)	647,082
<b>5. Total Revenue</b>	<b>3,272,662</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	1,559,206
2. Owners' and partners' salaries and wages	0
3. Employee benefits	455,876
4. Rent	410,893
5. Insurance	227
6. Legal expense	(519)
7. Licenses, taxes and fees	30,519
8. Title plant expense and maintenance	355,402
9. Office supplies	33,252
10. Depreciation	0
11. Automobile expense	8,331
12. Communication expense	57,740
13. Education expense	3,941
14. Bad debts	1,139
15. Interest expense	0
16. Employee travel and lodging	6,940
17. Loss and loss adjustment expense (from Schedule D)	0
18. Accounting and auditing expense	5,516
19. Public relations expense	20,945
20. Other expenses (from Schedule E)	87,278
<b>21. Total Expenses</b>	<b>3,036,686</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	235,976

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	176
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	65
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>241</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	235,735

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	4,429,946

<b>Part G: Employees</b>	
1. Total number of employees	19

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**


**AFFIDAVIT**

*For Calendar Year Ending December 31, 2019*

THE STATE OF California

THE COUNTY OF Orange

I, John P. Megna, the VP Regulatory Reporting of First American Title Insurance 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 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	222342	44468	177,874
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Guaranty Company			0
First American Title Insurance Company	3059634	611927	2,447,707
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			0
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
<b>Total</b>	<b>3281976</b>	<b>656395</b>	<b>2625581</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:

20.0%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**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	554,365
2.	Abstracting and Title Report Income	41,308
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Gain <loss> on Sale of Assets	19,100
8.	Messenger/Courier Fees	32,308
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	647,082
--	---------

<b>Part C: Commitments Not Paid</b>			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, 2019*

<b>Description of Expense Item</b>		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	
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, 2019*

<b>Part A - Deductible Expenses</b>		
1.	Equip Lease	1,417
2.	Donations/Lobbying	5,849
3.	Trade Assn Fees	8,975
4.	Storage	60,582
5.	DP Expenses	4,694
6.	Furn & Equip Maint & Rep	2,951
7.	Outside Closing Fees	1,446
8.	Miscellaneous Exp	1,364
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		87,278

<b>Part B - Excluded Expenses</b>		
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, 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

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**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	3,272,992
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	8,984
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	3,281,976

Crosscheck with Schedule B:	3,281,976
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)
<b>Total</b>	0.0%	

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