

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2019

AGENCY NAME: First American Title Insurance Company
ADDRESS: P.O.BOX 4600, Scottsdale, Arizona 85261
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.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	11,959,938
2. Less: Remitted title insurance premiums (from Schedule B)	2,391,988
3. Retained title insurance premiums (from Schedule B)	9,567,950
4. Other income (from Schedule C)	5,283,503
5. Total Revenue	14,851,453

Part B: Expenses	
1. Employees' salaries and wages	6,702,592
2. Owners' and partners' salaries and wages	0
3. Employee benefits	1,541,973
4. Rent	803,578
5. Insurance	140
6. Legal expense	207
7. Licenses, taxes and fees	136,806
8. Title plant expense and maintenance	2,372,542
9. Office supplies	83,070
10. Depreciation	39,980
11. Automobile expense	18,386
12. Communication expense	197,130
13. Education expense	9,236
14. Bad debts	11,350
15. Interest expense	0
16. Employee travel and lodging	612
17. Loss and loss adjustment expense (from Schedule D)	0
18. Accounting and auditing expense	12,117
19. Public relations expense	139,867
20. Other expenses (from Schedule E)	640,191
21. Total Expenses	12,709,777

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	2,141,676

Part D: Excluded Expenses	
1. NMLTA lobbying expense	380
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	249
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	629

Part E: Net Income	
1. Net income as reported on the books of the agency	2,141,047

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	21,311,862

Part G: Employees	
1. Total number of employees	66

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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			0
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	11959938	2391988	9,567,950
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
Total	11959938	2391988	9567950
	(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	3,150,577
2.	Abstracting and Title Report Income	2,063,671
3.	Recording Fees	
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Gain <loss> on Sale of Assets	40,557
8.	Messenger/Courier Fees	4,714
9.	Miscellaneous Income	23,984
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17.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	5,283,503
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Part C: Commitments Not Paid			Premium per Commitment
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	
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

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2019

Part A - Deductible Expenses		
1.	Equip Lease	4,451
2.	Donations/Lobbying	(132)
3.	Trade Assn Fees	22,400
4.	Storage	371,035
5.	DP Expenses	101,118
6.	Furn & Equip Maint & Rep	2,470
7.	Outside Closing Fees	129,711
8.	Miscellaneous Exp	9,138
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Total (Carry forward to Schedule A, line B-20)		640,191

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	5,828,086
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	2,349,981
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	1,113,007
Santa Fe	2,170,738
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	498,126
TOTAL	11,959,938

Crosscheck with Schedule B:	11,959,938
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Total	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