



**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2019*

**AGENCY NAME:** GRANT COUNTY TITLE COMPANY INC.  
**ADDRESS:** PO BOX 534 SILVER CITY, NM 88062  
**CONTACT NAME:** MARISSA CASTRILLO

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)        | 532,036        |
| 2. Less: Remitted title insurance premiums (from Schedule B) | 161,815        |
| 3. Retained title insurance premiums (from Schedule B)       | 370,221        |
| 4. Other income (from Schedule C)                            | 231,946        |
| <b>5. Total Revenue</b>                                      | <b>602,167</b> |

| <b>Part B: Expenses</b>                                |                |
|--------------------------------------------------------|----------------|
| 1. Employees' salaries and wages                       | 291,168        |
| 2. Owners' and partners' salaries and wages            | 86,000         |
| 3. Employee benefits                                   | 31,603         |
| 4. Rent                                                | 24,000         |
| 5. Insurance                                           | 10,927         |
| 6. Legal expense                                       |                |
| 7. Licenses, taxes and fees                            | 30,484         |
| 8. Title plant expense and maintenance                 | 21,218         |
| 9. Office supplies                                     | 27,065         |
| 10. Depreciation                                       | 12,283         |
| 11. Automobile expense                                 | 9,725          |
| 12. Communication expense                              | 25,602         |
| 13. Education expense                                  | 1,421          |
| 14. Bad debts                                          |                |
| 15. Interest expense                                   | 6,913          |
| 16. Employee travel and lodging                        |                |
| 17. Loss and loss adjustment expense (from Schedule D) | 195            |
| 18. Accounting and auditing expense                    | 15,567         |
| 19. Public relations expense                           | 7,578          |
| 20. Other expenses (from Schedule E)                   | 32,021         |
| <b>21. Total Expenses</b>                              | <b>633,770</b> |

| <b>Part C: Net Income for Ratemaking Purposes</b> |                 |
|---------------------------------------------------|-----------------|
| 1. <b>Income (Loss) from Operations</b>           | <b>(31,603)</b> |

| <b>Part D: Excluded Expenses</b>             |          |
|----------------------------------------------|----------|
| 1. NMLTA lobbying expense                    |          |
| 2. Direct lobbying expense                   |          |
| 3. Political contributions                   |          |
| 4. State and federal income tax expense      |          |
| 5. 1/2 of meals and entertainment expense    |          |
| 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>0</b> |

| <b>Part E: Net Income</b>                            |          |
|------------------------------------------------------|----------|
| 1. Net income as reported on the books of the agency | (31,603) |

| <b>Part F: Equity</b>                                      |         |
|------------------------------------------------------------|---------|
| 1. Total equity as reported on balance sheet of the agency | 113,523 |

| <b>Part G: Employees</b>     |   |
|------------------------------|---|
| 1. Total number of employees | 7 |

# 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<br>Underwriting Company<br>for Which<br>This Agency Charged Premiums | Title Premiums<br>Written by this<br>Agency for the<br>Total Calendar<br>Year Reported | Title Premiums<br>Remitted or Owed<br>by this Agency to<br>Underwriters | Title Premiums<br>Retained by<br>This Agency     |
| Agents National Title Insurance Company                                           |                                                                                        |                                                                         | 0                                                |
| Alamo Title Insurance Company                                                     |                                                                                        |                                                                         | 0                                                |
| Alliant National Title Insurance Company                                          | 10640                                                                                  | 3236                                                                    | 7,404                                            |
| American Guaranty Title Insurance Company                                         |                                                                                        |                                                                         | 0                                                |
| AmTrust Title Insurance Company                                                   |                                                                                        |                                                                         | 0                                                |
| Chicago Title Insurance Company                                                   |                                                                                        |                                                                         | 0                                                |
| Commonwealth Land Title Insurance Company                                         | 79805                                                                                  | 21036                                                                   | 58,769                                           |
| EnTitle Insurance Company                                                         |                                                                                        |                                                                         | 0                                                |
| Fidelity National Title Insurance Company                                         | 175572                                                                                 | 71199                                                                   | 104,373                                          |
| First American Title Guaranty Company                                             |                                                                                        |                                                                         | 0                                                |
| First American Title Insurance Company                                            | 42563                                                                                  | 11327                                                                   | 31,236                                           |
| 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                                     | 37243                                                                                  | 9709                                                                    | 27,534                                           |
| Premier Land Title Insurance Company                                              |                                                                                        |                                                                         | 0                                                |
| Radian Title Insurance Inc.                                                       |                                                                                        |                                                                         | 0                                                |
| States Title Insurance Company                                                    |                                                                                        |                                                                         | 0                                                |
| Stewart Title Guarantee Company                                                   | 58524                                                                                  | 14563                                                                   | 43,961                                           |
| Title Resources Guaranty Company                                                  |                                                                                        |                                                                         | 0                                                |
| US National Title Insurance Company                                               |                                                                                        |                                                                         | 0                                                |
| Westcor Land Title Insurance Company                                              |                                                                                        |                                                                         | 0                                                |
| WFG National Title Insurance Company                                              | 127689                                                                                 | 30745                                                                   | 96,944                                           |
| Other                                                                             |                                                                                        |                                                                         | 0                                                |
| <b>Total</b>                                                                      | 532036                                                                                 | 161815                                                                  | 370221                                           |
|                                                                                   | (Carry total forward to<br>Schedule A, line A-1)                                       | (Carry total forward to<br>Schedule A, line A-2)                        | (Carry total forward to<br>Schedule A, line A-3) |

Percentage of premiums remitted:

30.4%

**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                        | 175,246 |
| 2.                                        | Abstracting and Title Report Income | 4,295   |
| 3.                                        | Recording Fees                      | 28,777  |
| 4.                                        | Copy Fees                           |         |
| 5.                                        | Inspection Fees                     |         |
| 6.                                        | Interest Income                     |         |

| <b>Part B: Itemization of All Other Income</b> |                         |        |
|------------------------------------------------|-------------------------|--------|
| 7.                                             | FAX, EXPRESS MAIL, ETC. | 23,628 |
| 8.                                             |                         |        |
| 9.                                             |                         |        |
| 10.                                            |                         |        |
| 11.                                            |                         |        |
| 12.                                            |                         |        |
| 13.                                            |                         |        |
| 14.                                            |                         |        |
| 15.                                            |                         |        |
| 16.                                            |                         |        |
| 17.                                            |                         |        |
| 18.                                            |                         |        |
| 19.                                            |                         |        |

|                                                            |         |
|------------------------------------------------------------|---------|
| Total Other Income (Carry forward to Schedule A, line A-4) | 231,946 |
|------------------------------------------------------------|---------|

| <b>Part C: Commitments Not Paid</b> |                                    |              | Premium per<br>Commitment |
|-------------------------------------|------------------------------------|--------------|---------------------------|
| 1.                                  | Number of Commitments Not Paid for | 125          | \$ 100.00                 |
| 2.                                  | Premium Lost on Unpaid Commitments | \$ 12,500.00 |                           |

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2019*

| Description of Expense Item                    |                           |     |
|------------------------------------------------|---------------------------|-----|
| 1.                                             | Closing Losses            | 195 |
| 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) |                           | 195 |

**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.                                             | POSTAGE   | 1,602  |
| 2.                                             | REFUNDS   | 1,883  |
| 3.                                             | RECORDING | 28,536 |
| 4.                                             |           |        |
| 5.                                             |           |        |
| 6.                                             |           |        |
| 7.                                             |           |        |
| 8.                                             |           |        |
| 9.                                             |           |        |
| 10.                                            |           |        |
| 11.                                            |           |        |
| 12.                                            |           |        |
| 13.                                            |           |        |
| 14.                                            |           |        |
| 15.                                            |           |        |
| 16.                                            |           |        |
| 17.                                            |           |        |
| 18.                                            |           |        |
| 19.                                            |           |        |
| 20.                                            |           |        |
| Total (Carry forward to Schedule A, line B-20) |           | 32,021 |

| <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**

**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2019*

| County     | Title<br>Premiums<br>Written |
|------------|------------------------------|
| Bernalillo |                              |
| Catron     |                              |
| Chaves     |                              |
| Cibola     |                              |
| Colfax     |                              |
| Curry      |                              |
| De Baca    |                              |
| Dona Ana   |                              |
| Eddy       |                              |
| Grant      | 532,036                      |
| 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      | 532,036                      |

|                             |         |
|-----------------------------|---------|
| Crosscheck with Schedule B: | 532,036 |
| 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) |
| MARISSA CASTRILLO                 | 50.4%                      |                              |
| PHYLLIS JACOBS                    | 49.6%                      |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
| <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               |

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