

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2019

AGENCY NAME: Landmark Title, Inc.
 ADDRESS: PO Box 1326 Clovis, NM 88102-1326
 CONTACT NAME: Jay Neff

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)	822,912
2. Less: Remitted title insurance premiums (from Schedule B)	164,582
3. Retained title insurance premiums (from Schedule B)	658,330
4. Other income (from Schedule C)	354,631
5. Total Revenue	1,012,961

Part B: Expenses	
1. Employees' salaries and wages	329,059
2. Owners' and partners' salaries and wages	126,100
3. Employee benefits	77,727
4. Rent	35,491
5. Insurance	8,696
6. Legal expense	
7. Licenses, taxes and fees	1,741
8. Title plant expense and maintenance	14,691
9. Office supplies	25,704
10. Depreciation	36,540
11. Automobile expense	15,937
12. Communication expense	33,556
13. Education expense	2,597
14. Bad debts	
15. Interest expense	20,901
16. Employee travel and lodging	5,496
17. Loss and loss adjustment expense (from Schedule D)	4,195
18. Accounting and auditing expense	14,301
19. Public relations expense	55,892
20. Other expenses (from Schedule E)	33,919
21. Total Expenses	842,543

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	170,418

Part D: Excluded Expenses	
1. NMLTA lobbying expense	68
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	2,334
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	71,317
10. Total Excluded Expenses	73,719

Part E: Net Income	
1. Net income as reported on the books of the agency	96,699

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	214,137

Part G: Employees	
1. Total number of employees	15

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			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	417216	83449	333,767
First American Title Guaranty Company			0
First American Title Insurance Company	405696	81133	324,563
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	822912	164582	658330
	(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

Part A: Description of Income Item		
1.	Closing Fees	229,814
2.	Abstracting and Title Report Income	22,684
3.	Recording Fees	2,722
4.	Copy Fees	61
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Document preparation	1,618
8.	Escrow servicing & setup fees	43,179
9.	Tax free exchange income	5,387
10.	Bulletin income	12,861
11.	Cancellation fees	2,681
12.	Delivery & wiring fees	16,533
13.	Interest income	7,689
14.	Timing differences	9,402
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	354,631
--	---------

Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	10 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 1,000.00

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	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	4,195
Total (Carry forward to Schedule A, line B-17)		4,195

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2019

Part A - Deductible Expenses		
1.	Bank fees	2,107
2.	Repairs and maintenance	10,390
3.	Supplies	12,297
4.	Utilities	9,125
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)		33,919

Part B - Excluded Expenses		
1.	Charitable contributions	648
2.	Officers life insurance	10,310
3.	Title plant depreciation	4,400
4.	Tax depreciation difference	55,959
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)		71,317

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	822,912
De Baca	
Dona Ana	
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	822,912

Crosscheck with Schedule B:	822,912
Difference:	0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2019

SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 Description Code (see below)
Jay Neff	100.0%	NA
Total	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