

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2019

AGENCY NAME: Southwestern Title & Escrow, Inc
ADDRESS: 236 Montezuma Avenue
CONTACT NAME: John R. Fox

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)	2,756,817
2. Less: Remitted title insurance premiums (from Schedule B)	629,934
3. Retained title insurance premiums (from Schedule B)	2,126,883
4. Other income (from Schedule C)	829,965
5. Total Revenue	2,956,848

Part B: Expenses	
1. Employees' salaries and wages	1,710,998
2. Owners' and partners' salaries and wages	60,000
3. Employee benefits	208,307
4. Rent	223,917
5. Insurance	13,270
6. Legal expense	4,496
7. Licenses, taxes and fees	6,494
8. Title plant expense and maintenance	32,066
9. Office supplies	40,290
10. Depreciation	2,774
11. Automobile expense	2,215
12. Communication expense	42,817
13. Education expense	9,583
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	12,014
17. Loss and loss adjustment expense (from Schedule D)	19,757
18. Accounting and auditing expense	13,959
19. Public relations expense	97,207
20. Other expenses (from Schedule E)	191,525
21. Total Expenses	2,691,687

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	265,161

Part D: Excluded Expenses	
1. NMLTA lobbying expense	110
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	3,657
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	3,767

Part E: Net Income	
1. Net income as reported on the books of the agency	261,394

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	290,536

Part G: Employees	
1. Total number of employees	36

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	585586	118359	467,227
American Guaranty Title Insurance Company			0
AmTrust Title Insurance Company			0
Chicago Title Insurance Company	246152	120697	125,455
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	87315	15675	71,640
First American Title Guaranty Company			0
First American Title Insurance Company	375678	77803	297,875
First National Title Insurance Company	186326	38435	147,891
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	716942	147609	569,333
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	558818	111356	447,462
Other			0
Total	2756817	629934	2126883
	(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:

22.9%

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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	740,626
2.	Abstracting and Title Report Income	83,440
3.	Recording Fees	(10,740)
4.	Copy Fees	605
5.	Inspection Fees	6,113
6.	Interest Income	0

Part B: Itemization of All Other Income		
7.	Administrative Services	7,372
8.	Courier Fees	517
9.	Other Income	2,032
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	829,965
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Part C: Commitments Not Paid			Premium per Commitment
1.	Number of Commitments Not Paid for	15	\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 1,500.00	

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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	4,240
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	15,517
Total (Carry forward to Schedule A, line B-17)		19,757

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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	191,525
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Total (Carry forward to Schedule A, line B-20)		191,525

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

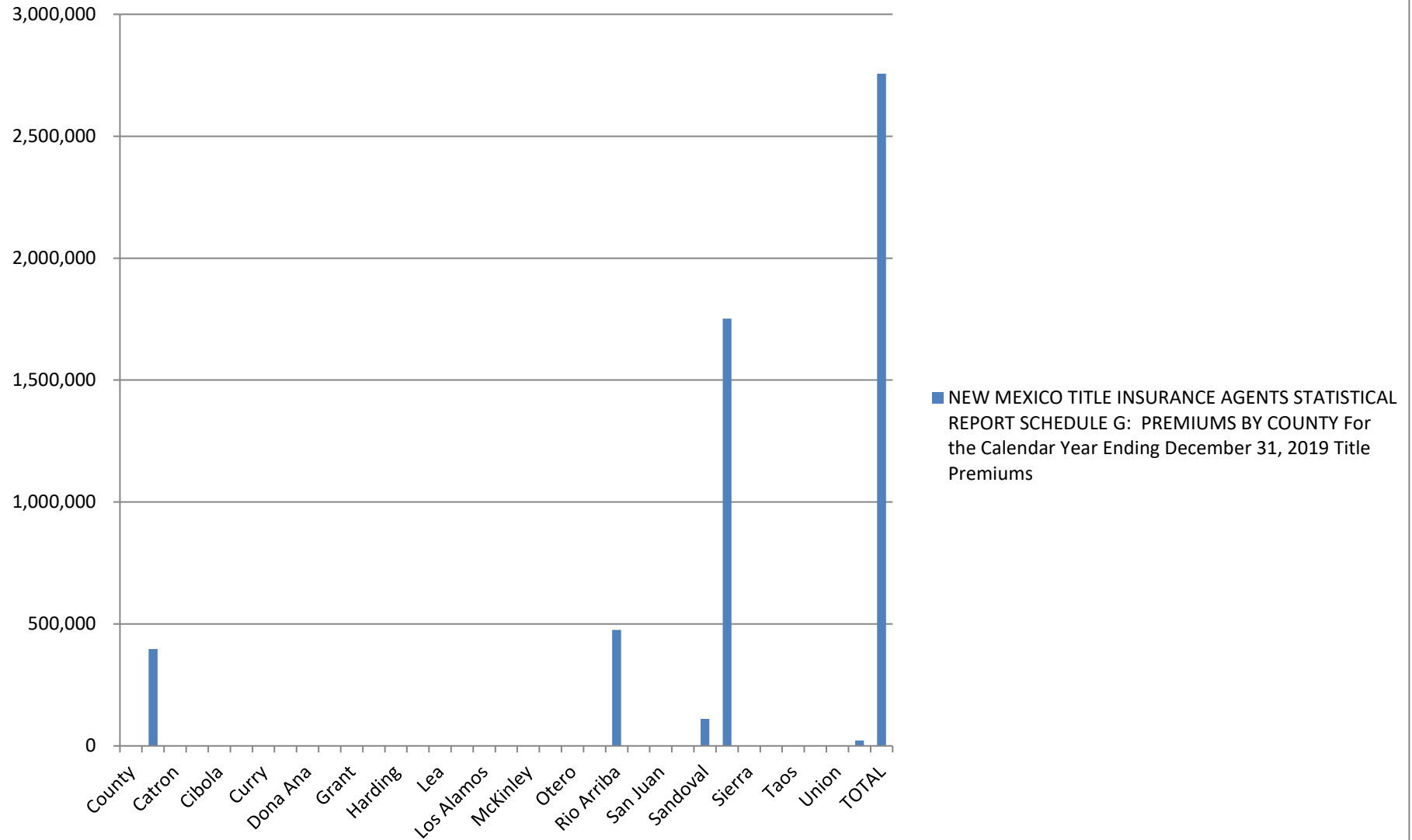
SCHEDULE F: INCOME OR EXPENSE ALLOCATION FROM OTHER AFFILIATED ENTITIES

1 Name and Address of Affiliated Agency	2 Relation to Your Agency	3 Amount	4 Description Code	5 Reported Elsewhere in This Report?
Not Applicable				
		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 Title Premiums



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SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2019

County	Title Premiums Written
Bernalillo	396,557
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	475,374
Roosevelt	
San Juan	
San Miguel	
Sandoval	110,745
Santa Fe	1,751,709
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	22,432
TOTAL	2,756,817

Crosscheck with Schedule B:	2,756,817
Difference:	0

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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)
John R. Fox	100.0%	A
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