

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

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.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	4,120,826
2. Less: Remitted title insurance premiums (from Schedule B)	824,165
3. Retained title insurance premiums (from Schedule B)	3,296,661
4. Other income (from Schedule C)	756,424
5. Total Revenue	4,053,085

Part B: Expenses	
1. Employees' salaries and wages	1,601,265
2. Owners' and partners' salaries and wages	0
3. Employee benefits	412,508
4. Rent	401,909
5. Insurance	100
6. Legal expense	0
7. Licenses, taxes and fees	40,374
8. Title plant expense and maintenance	614,953
9. Office supplies	29,921
10. Depreciation	0
11. Automobile expense	3,392
12. Communication expense	65,558
13. Education expense	4,503
14. Bad debts	1,109
15. Interest expense	0
16. Employee travel and lodging	(4,192)
17. Loss and loss adjustment expense (from Schedule D)	8,628
18. Accounting and auditing expense	6,017
19. Public relations expense	15,788
20. Other expenses (from Schedule E)	87,935
21. Total Expenses	3,289,768

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	763,317

Part D: Excluded Expenses	
1. NMLTA lobbying expense	176
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	61
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	237

Part E: Net Income	
1. Net income as reported on the books of the agency	763,080

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	5,193,026

Part G: Employees	
1. Total number of employees	20

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AFFIDAVIT

For Calendar Year Ending December 31, 2020

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, 2020 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 _____, 2021.

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, 2020

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	90030	18006	72,024
Dakota Homestead 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	4030796	806159	3,224,637
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 Guaranty 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	4120826	824165	3296661
	(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, 2020

Part A: Description of Income Item		
1.	Closing Fees	658,514
2.	Abstracting and Title Report Income	36,932
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	18,600
8.	Messenger/Courier Fees	42,378
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	756,424
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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	\$ -	

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2020

Description of Expense Item		
1.	Closing Losses	8,628
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)		8,628

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2020

Part A - Deductible Expenses		
1.	Equip Lease	(3,726)
2.	Donations/Lobbying	3,290
3.	Trade Assn Fees	6,138
4.	Storage	72,250
5.	DP Expenses	3,970
6.	Furn & Equip Maint & Rep	43
7.	Corporate Allocations	0
8.	Outside Closing Fees	3,636
9.	Miscellaneous Exp	2,334
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Total (Carry forward to Schedule A, line B-20)		87,935

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, 2020

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, 2020

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	4,108,135
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	12,691
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	4,120,826

Crosscheck with Schedule B:	4,120,826
Difference:	0

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For the Calendar Year Ending December 31, 2020

SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
First American Title Insurance Company	100.0%	UW
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