

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: American Southwest Title, LLC
 FEDERAL I.D. NUMBER:
 ADDRESS: 20 First Plaza NW, Suite 213, Albuquerque, NM 87102
 CONTACT NAME: Michael Dietz

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) | 122,639 |
| 2. Less: Remitted title insurance premiums (from Schedule B) | 122,639 |
| 3. Retained title insurance premiums (from Schedule B) | 0 |
| 4. Other income (from Schedule C) | 1,615,013 |
| 5. Total Revenue | 1,615,013 |

| Part B: Expenses | |
|--|------------------|
| 1. Employees' salaries and wages | 377,723 |
| 2. Owners' and partners' salaries and wages | |
| 3. Employee benefits | |
| 4. Rent | 45,723 |
| 5. Insurance | |
| 6. Legal expense | |
| 7. Licenses, taxes and fees | 1,437 |
| 8. Title plant expense and maintenance | 5,003 |
| 9. Office supplies | 10,760 |
| 10. Depreciation | |
| 11. Automobile expense | |
| 12. Communication expense | |
| 13. Education expense | |
| 14. Bad debts | |
| 15. Interest expense | |
| 16. Employee travel and lodging | 4,268 |
| 17. Loss and loss adjustment expense (from Schedule D) | 16,620 |
| 18. Accounting and auditing expense | 132,627 |
| 19. Public relations expense | |
| 20. Other expenses (from Schedule E) | 450,534 |
| 21. Total Expenses | 1,044,695 |

| Part C: Net Income for Ratemaking Purposes | |
|---|---------|
| 1. Income (Loss) from Operations | 570,318 |

| Part D: Excluded Expenses | |
|--|----------|
| 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 |
| 10. Total Excluded Expenses | 0 |

| Part E: Net Income | |
|--|---------|
| 1. Net income as reported on the books of the agency | 570,318 |

| Part F: Equity | |
|--|---------|
| 1. Total equity as reported on balance sheet of the agency | 158,003 |

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2013

| 1 | 2 | 3 | 4 |
|--|---|--|---|
| Name of Each Underwriting Company for Which This Agency Charged Premiums | Title Premiums Written by This Agency | Title Premiums Remitted or Owed by This Agency to Underwriters | Title Premiums Retained by This Agency |
| Alamo Title Insurance Company | | | 0 |
| Alliant National Title Insurance Company | 1235 | 1235 | 0 |
| Chicago Title Insurance Company | | | 0 |
| Commerce Title Insurance Company | | | 0 |
| Commonwealth Land Title Insurance Company | | | 0 |
| EnTitle Insurance Company | | | 0 |
| Fidelity National Title Insurance Company | | | 0 |
| First American Title Insurance Company | 121405 | 121405 | 0 |
| Lawyers Title Insurance Corporation | | | 0 |
| Old Republic National Title Insurance Company | | | 0 |
| Premier Land Title Insurance Company | | | 0 |
| Security Union Title Insurance Company | | | 0 |
| Stewart Title Guarantee Company | | | 0 |
| Ticor Title Insurance Company | | | 0 |
| Title Resources Guaranty Company | | | 0 |
| Transnation Title Insurance Company | | | 0 |
| WFG National Title Insurance Company | | | 0 |
| Other | | | 0 |
| Total | 122639 | 122639 | 0 |
| | (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: 100.0%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2013

| Description of Income Item | | |
|-----------------------------------|-------------------------------------|-----------|
| A. | Closing Fees | 188,641 |
| B. | Abstracting and Title Report Income | 1,319,984 |
| C. | Recording Fees | 59,691 |
| D. | Copy Fees | |
| E. | Inspection Fees | |
| F. | Interest Income | |

| Itemization of All Other Income | | |
|--|----------------------------------|--------|
| G. | Closing Courier/Overnight/Copies | 14,096 |
| H. | Closing Doc/Prep | 11,780 |
| I. | Closing Wire Fees | 11,773 |
| J. | Office Space Sublease | 9,048 |
| K. | | |
| L. | | |
| M. | | |
| N. | | |
| O. | | |
| P. | | |
| Q. | | |
| R. | | |
| S. | | |

| | |
|---|------------------|
| Total Other Income (Carry forward to Schedule A, line A-4) | 1,615,013 |
|---|------------------|

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2013

| Description of Expense Item | | |
|--|---------------------------|--------|
| 1. | Closing Losses | 7,056 |
| 2. | Agent Errors | |
| 3. | Unfair Trade Practices | |
| 4. | Loss Adjustment Expenses | |
| 5. | E&O or Fidelity Insurance | 9,564 |
| Total (Carry forward to Schedule A, line B-17) | | 16,620 |

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

| Part A - Deductible Expenses | | |
|--|--------------------------|---------|
| 1. | Copy Charges | 10,069 |
| 2. | Courier Fees | 31,081 |
| 3. | Electronic Subscriptions | 161 |
| 4. | Recording Fees | 72,295 |
| 5. | Title Searches | 129,378 |
| 6. | Underwriting | 121,285 |
| 7. | Postage/Shipping | 3,864 |
| 8. | Bank Charges | 32,775 |
| 9. | Charitable Contributions | 500 |
| 10. | Dues & Subscriptions | 57 |
| 11. | Technology Expense | 40,855 |
| 12. | Shredding | 499 |
| 13. | Depreciation | 7,715 |
| 14. | | |
| 15. | | |
| 16. | | |
| 17. | | |
| 18. | | |
| 19. | | |
| 20. | | |
| Total (Carry forward to Schedule A, line B-20) | | 450,534 |

| Part B - Excluded Expenses | | |
|---|--|---|
| 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 |

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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? |
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| | | | | |
| | | | | |
| | | | | |
| 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, 2013

| County | Title Premiums Written |
|------------|------------------------------|
| Bernalillo | 71,419 |
| Catron | |
| Chaves | |
| Cibola | |
| Colfax | |
| Curry | |
| De Baca | |
| Dona Ana | 387 |
| Eddy | |
| Grant | |
| Guadalupe | |
| Harding | |
| Hidalgo | |
| Lea | |
| Lincoln | |
| Los Alamos | |
| Luna | |
| McKinley | |
| Mora | |
| Otero | |
| Quay | |
| Rio Arriba | |
| Roosevelt | |
| San Juan | |
| San Miguel | |
| Sandoval | 38,633 |
| Santa Fe | |
| Sierra | |
| Socorro | |
| Taos | 20 |
| Torrance | |
| Union | |
| Valencia | 12,181 |
| TOTAL | 122,639 |

| | |
|-----------------------------|---------|
| Crosscheck with Schedule B: | 122,639 |
| Difference: | 0 |

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For the Calendar Year Ending December 31, 2013

SCHEDULE H: IDENTIFICATION OF OWNERS

| 1 | 2 | 3 |
|-----------------------------------|----------------------------|------------------------------|
| Name of Each Individual or Entity | Percentage of Agency Owned | Description Code (see below) |
| Next Organization, LLC | 100.0% | NA |
| | | |
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| | | |
| | | |
| | | |
| | | |
| Total | 100.0% | |

| Code | Description |
|------|-----------------------|
| A | Attorney |
| REA | Real estate agent |
| RED | Real estate developer |
| L | Lending institution |
| UW | Underwriter |
| NA | None of the above |