NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: Aztec Abstract & Title Insurance, Inc.
FEDERAL I.D. NUMBER: 
ADDRESS: P.O. Box 1233, Portales, NM 88130
CONTACT NAME: Bessie Engram

Check One:
X 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.

<table>
<thead>
<tr>
<th>Part A: Revenue</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Title insurance written premiums (from Schedule B)</td>
<td>340,290</td>
</tr>
<tr>
<td>2. Less: Remitted title insurance premiums (from Schedule B)</td>
<td>68,058</td>
</tr>
<tr>
<td>3. Retained title insurance premiums (from Schedule B)</td>
<td>272,232</td>
</tr>
<tr>
<td>4. Other income (from Schedule C)</td>
<td>215,486</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>487,718</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Part B: Expenses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Employees' salaries and wages</td>
<td>200,515</td>
</tr>
<tr>
<td>2. Officers' and partners' salaries and wages</td>
<td></td>
</tr>
<tr>
<td>3. Employee benefits</td>
<td>79,066</td>
</tr>
<tr>
<td>4. Rent</td>
<td>47,990</td>
</tr>
<tr>
<td>5. Insurance</td>
<td>4,761</td>
</tr>
<tr>
<td>6. Legal expense</td>
<td></td>
</tr>
<tr>
<td>7. Licenses, taxes and fees</td>
<td>2,448</td>
</tr>
<tr>
<td>8. Title plant expense and maintenance</td>
<td>5,588</td>
</tr>
<tr>
<td>9. Office supplies</td>
<td>27,419</td>
</tr>
<tr>
<td>10. Depreciation</td>
<td></td>
</tr>
<tr>
<td>11. Automobile expense</td>
<td>6,011</td>
</tr>
<tr>
<td>12. Communication expense</td>
<td>11,955</td>
</tr>
<tr>
<td>13. Education expense</td>
<td>2,804</td>
</tr>
<tr>
<td>14. Bad debts</td>
<td></td>
</tr>
<tr>
<td>15. Interest expense</td>
<td></td>
</tr>
<tr>
<td>16. Employees' travel and lodging</td>
<td>1,814</td>
</tr>
<tr>
<td>17. Loss and loss adjustment expense (from Schedule D)</td>
<td>8,572</td>
</tr>
<tr>
<td>18. Accounting and auditing expense</td>
<td>1,833</td>
</tr>
<tr>
<td>19. Public relations expense</td>
<td>3,956</td>
</tr>
<tr>
<td>20. Other expenses (from Schedule E)</td>
<td>65,356</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>475,289</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Part C: Net Income for Ratemaking Purposes</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Income (Loss) from Operations</td>
<td>12,429</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Part D: Excluded Expenses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1. NMLTA lobbying expense</td>
<td></td>
</tr>
<tr>
<td>2. Direct lobbying expense</td>
<td></td>
</tr>
<tr>
<td>3. Political contributions</td>
<td></td>
</tr>
<tr>
<td>4. State and federal income tax expense</td>
<td>21,769</td>
</tr>
<tr>
<td>5. 1/2 of meals and entertainment expense</td>
<td></td>
</tr>
<tr>
<td>6. Penalties</td>
<td></td>
</tr>
<tr>
<td>7. Country club dues</td>
<td></td>
</tr>
<tr>
<td>8. Salaries in excess of salary cap</td>
<td></td>
</tr>
<tr>
<td>9. Other excluded expenses (from Schedule E)</td>
<td>1,113</td>
</tr>
<tr>
<td><strong>Total Excluded Expenses</strong></td>
<td><strong>22,882</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Part E: Net Income</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Net income as reported on the books of the agency</td>
<td>(10,453)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Part F: Equity</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Total equity as reported on balance sheet of the agency</td>
<td></td>
</tr>
</tbody>
</table>
# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2013

<table>
<thead>
<tr>
<th>Name of Each Underwriting Company for Which This Agency Charged Premiums</th>
<th>Title Premiums Written by This Agency</th>
<th>Title Premiums Remitted or Owed by This Agency to Underwriters</th>
<th>Title Premiums Retained by This Agency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alamo Title Insurance Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Alliant National Title Insurance Company</td>
<td>142931</td>
<td>28586</td>
<td>114,345</td>
</tr>
<tr>
<td>Chicago Title Insurance Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Commerce Title Insurance Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Commonwealth Land Title Insurance Company</td>
<td>87386</td>
<td>17477</td>
<td>69,909</td>
</tr>
<tr>
<td>EnTitle Insurance Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Fidelity National Title Insurance Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>First American Title Insurance Company</td>
<td>109973</td>
<td>21995</td>
<td>87,978</td>
</tr>
<tr>
<td>Lawyers Title Insurance Corporation</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Old Republic National Title Insurance Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Premier Land Title Insurance Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Security Union Title Insurance Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Stewart Title Guarantee Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Ticor Title Insurance Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Title Resources Guaranty Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Transnation Title Insurance Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>WFG National Title Insurance Company</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Other</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>340290</strong></td>
<td><strong>68058</strong></td>
<td><strong>272232</strong></td>
</tr>
</tbody>
</table>

(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%
SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2013

<table>
<thead>
<tr>
<th>Description of Income Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. Closing Fees</td>
<td>92,948</td>
</tr>
<tr>
<td>B. Abstracting and Title Report Income</td>
<td>5,076</td>
</tr>
<tr>
<td>C. Recording Fees</td>
<td>21,600</td>
</tr>
<tr>
<td>D. Copy Fees</td>
<td>464</td>
</tr>
<tr>
<td>E. Inspection Fees</td>
<td>0</td>
</tr>
<tr>
<td>F. Interest Income</td>
<td>0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Itemization of All Other Income</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>G. 1031 Fees</td>
<td>3,200</td>
</tr>
<tr>
<td>H. Courier</td>
<td>10,111</td>
</tr>
<tr>
<td>I. Escrow Collection</td>
<td>37,506</td>
</tr>
<tr>
<td>J. Postage</td>
<td>1,557</td>
</tr>
<tr>
<td>K. Miscellaneous (non-taxable)</td>
<td>6,097</td>
</tr>
<tr>
<td>L. NM Gross Receipts Tax</td>
<td>12,766</td>
</tr>
<tr>
<td>M. Miscellaneous</td>
<td>24,163</td>
</tr>
</tbody>
</table>

| N.                                |              |
| O.                                |              |
| P.                                |              |
| Q.                                |              |
| R.                                |              |
| S.                                |              |

Total Other Income (Carry forward to Schedule A, line A-4) 215,486
NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2013

<table>
<thead>
<tr>
<th>Description of Expense Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Closing Losses</td>
<td>2,907</td>
</tr>
<tr>
<td>2. Agent Errors</td>
<td></td>
</tr>
<tr>
<td>3. Unfair Trade Practices</td>
<td></td>
</tr>
<tr>
<td>4. Loss Adjustment Expenses</td>
<td></td>
</tr>
<tr>
<td>5. E&amp;O or Fidelity Insurance</td>
<td>5,665</td>
</tr>
</tbody>
</table>

Total (Carry forward to Schedule A, line B-17) | 8,572
## SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

*For the Calendar Year Ending December 31, 2013*

### Part A - Deductible Expenses

<table>
<thead>
<tr>
<th></th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Utilities</td>
<td>14,228</td>
</tr>
<tr>
<td>2</td>
<td>Recording Fees</td>
<td>21,500</td>
</tr>
<tr>
<td>3</td>
<td>Copies</td>
<td>132</td>
</tr>
<tr>
<td>4</td>
<td>Maintenance</td>
<td>6,461</td>
</tr>
<tr>
<td>5</td>
<td>Outservice</td>
<td>917</td>
</tr>
<tr>
<td>6</td>
<td>Other Expenses</td>
<td>22,119</td>
</tr>
</tbody>
</table>

Total (Carry forward to Schedule A, line B-20) **65,356**

### Part B - Excluded Expenses

<table>
<thead>
<tr>
<th></th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Charitable Donations</td>
<td>1,113</td>
</tr>
</tbody>
</table>

Total (Carry forward to Schedule A, line D-9) **1,113**
NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2013

SCHEDULE F: INCOME OR EXPENSE ALLOCATION FROM OTHER AFFILIATED ENTITIES

<table>
<thead>
<tr>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name and Address of Affiliated Agency</td>
<td>Relation to Your Agency</td>
<td>Amount</td>
<td>Description Code</td>
<td>Reported Elsewhere in This Report?</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
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<tr>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

Total: 0

<table>
<thead>
<tr>
<th>Description</th>
<th>Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td>I</td>
</tr>
<tr>
<td>Expense Allocation</td>
<td>E</td>
</tr>
<tr>
<td>County</td>
<td>Title Premiums Written</td>
</tr>
<tr>
<td>----------------</td>
<td>------------------------</td>
</tr>
<tr>
<td>Bernalillo</td>
<td></td>
</tr>
<tr>
<td>Catron</td>
<td></td>
</tr>
<tr>
<td>Chaves</td>
<td></td>
</tr>
<tr>
<td>Cibola</td>
<td></td>
</tr>
<tr>
<td>Colfax</td>
<td></td>
</tr>
<tr>
<td>Curry</td>
<td>167,078</td>
</tr>
<tr>
<td>De Baca</td>
<td></td>
</tr>
<tr>
<td>Dona Ana</td>
<td></td>
</tr>
<tr>
<td>Eddy</td>
<td></td>
</tr>
<tr>
<td>Grant</td>
<td></td>
</tr>
<tr>
<td>Guadalupe</td>
<td></td>
</tr>
<tr>
<td>Harding</td>
<td></td>
</tr>
<tr>
<td>Hidalgo</td>
<td></td>
</tr>
<tr>
<td>Lea</td>
<td></td>
</tr>
<tr>
<td>Lincoln</td>
<td></td>
</tr>
<tr>
<td>Los Alamos</td>
<td></td>
</tr>
<tr>
<td>Luna</td>
<td></td>
</tr>
<tr>
<td>McKinley</td>
<td></td>
</tr>
<tr>
<td>Mora</td>
<td></td>
</tr>
<tr>
<td>Otero</td>
<td></td>
</tr>
<tr>
<td>Quay</td>
<td></td>
</tr>
<tr>
<td>Rio Arriba</td>
<td></td>
</tr>
<tr>
<td>Roosevelt</td>
<td>173,212</td>
</tr>
<tr>
<td>San Juan</td>
<td></td>
</tr>
<tr>
<td>San Miguel</td>
<td></td>
</tr>
<tr>
<td>Sandoval</td>
<td></td>
</tr>
<tr>
<td>Santa Fe</td>
<td></td>
</tr>
<tr>
<td>Sierra</td>
<td></td>
</tr>
<tr>
<td>Socorro</td>
<td></td>
</tr>
<tr>
<td>Taos</td>
<td></td>
</tr>
<tr>
<td>Torrance</td>
<td></td>
</tr>
<tr>
<td>Union</td>
<td></td>
</tr>
<tr>
<td>Valencia</td>
<td></td>
</tr>
<tr>
<td>TOTAL</td>
<td>340,290</td>
</tr>
</tbody>
</table>

Crosscheck with Schedule B: 340,290

Difference: 0
**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

*For the Calendar Year Ending December 31, 2013*

**SCHEDULE H: IDENTIFICATION OF OWNERS**

<table>
<thead>
<tr>
<th>Name of Each Individual or Entity</th>
<th>Percentage of Agency Owned</th>
<th>Description Code (see below)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bessie L. Engram</td>
<td>25.5%</td>
<td></td>
</tr>
<tr>
<td>Tim Engram</td>
<td>25.5%</td>
<td></td>
</tr>
<tr>
<td>Amanda K. Harris</td>
<td>24.5%</td>
<td></td>
</tr>
<tr>
<td>Richard A. Engram</td>
<td>24.5%</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td>100.0%</td>
</tr>
</tbody>
</table>

**Code**

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>Attorney</td>
</tr>
<tr>
<td>REA</td>
<td>Real estate agent</td>
</tr>
<tr>
<td>RED</td>
<td>Real estate developer</td>
</tr>
<tr>
<td>L</td>
<td>Lending institution</td>
</tr>
<tr>
<td>UW</td>
<td>Underwriter</td>
</tr>
<tr>
<td>NA</td>
<td>None of the above</td>
</tr>
</tbody>
</table>