

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

AGENCY NAME: Camino Real Abstract & Title, LLC
ADDRESS: 6701 N Mesa, El Paso, TX 79912
CONTACT NAME: Andy Quintana

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) | 214,470 |
| 2. Less: Remitted title insurance premiums (from Schedule B) | 42,894 |
| 3. Retained title insurance premiums (from Schedule B) | 171,576 |
| 4. Other income (from Schedule C) | 92,026 |
| 5. Total Revenue | 263,602 |

| Part B: Expenses | |
|--|----------------|
| 1. Employees' salaries and wages | 120,530 |
| 2. Owners' and partners' salaries and wages | 0 |
| 3. Employee benefits | 21,939 |
| 4. Rent | 15,640 |
| 5. Insurance | 639 |
| 6. Legal expense | 125 |
| 7. Licenses, taxes and fees | 2,423 |
| 8. Title plant expense and maintenance | 12,170 |
| 9. Office supplies | 10,182 |
| 10. Depreciation | 27,117 |
| 11. Automobile expense | 0 |
| 12. Communication expense | 3,524 |
| 13. Education expense | 3,496 |
| 14. Bad debts | |
| 15. Interest expense | |
| 16. Employee travel and lodging | 1,881 |
| 17. Loss and loss adjustment expense (from Schedule D) | 7,190 |
| 18. Accounting and auditing expense | 2,711 |
| 19. Public relations expense | 7,294 |
| 20. Other expenses (from Schedule E) | 26,262 |
| 21. Total Expenses | 263,122 |

| Part C: Net Income for Ratemaking Purposes | |
|---|-----|
| 1. Income (Loss) from Operations | 480 |

| 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 | 480 |

| Part F: Equity | |
|--|---------|
| 1. Total equity as reported on balance sheet of the agency | 392,507 |

| Part G: Employees | |
|------------------------------|---|
| 1. Total number of employees | 6 |

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2017

| 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 |
| Alamo Title Insurance Company | | | 0 |
| Alliant National Title Insurance Company | | | 0 |
| Chicago Title Insurance Company | | | 0 |
| Commonwealth Land Title Insurance Company | 182816 | 36563 | 146,253 |
| EnTitle Insurance Company | | | 0 |
| Fidelity National Title Insurance Company | | | 0 |
| First American Title Insurance Company | | | 0 |
| Investors Title Insurance Company | | | 0 |
| Lawyers Title Insurance Corporation | | | 0 |
| North American Title Insurance Company | | | 0 |
| Old Republic National Title Insurance Company | 24915 | 4983 | 19,932 |
| Premier Land Title Insurance Company | | | 0 |
| Security Union Title Insurance Company | | | 0 |
| Stewart Title Guarantee Company | 6739 | 1348 | 5,391 |
| Ticor Title Insurance Company | | | 0 |
| Title Resources Guaranty Company | | | 0 |
| Transnation Title Insurance Company | | | 0 |
| WFG National Title Insurance Company | | | 0 |
| Other | | | 0 |
| Total | 214470 | 42894 | 171576 |
| | (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, 2017

| Part A: Description of Income Item | | |
|---|-------------------------------------|--------|
| 1. | Closing Fees | 62,909 |
| 2. | Abstracting and Title Report Income | 411 |
| 3. | Recording Fees | 14,570 |
| 4. | Copy Fees | 361 |
| 5. | Inspection Fees | |
| 6. | Interest Income | |

| Part B: Itemization of All Other Income | | |
|--|---------------------|-------|
| 7. | Title Plant Leasing | 8,280 |
| 8. | Messenger Fees | 2,984 |
| 9. | Building Sub-lease | 2,511 |
| 10. | | |
| 11. | | |
| 12. | | |
| 13. | | |
| 14. | | |
| 15. | | |
| 16. | | |
| 17. | | |
| 18. | | |
| 19. | | |

| | |
|--|--------|
| Total Other Income (Carry forward to Schedule A, line A-4) | 92,026 |
|--|--------|

| 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, 2017

| Description of Expense Item | | |
|--|---------------------------|-------|
| 1. | Closing Losses | 565 |
| 2. | Agent Errors | |
| 3. | Unfair Trade Practices | |
| 4. | Loss Adjustment Expenses | |
| 5. | E&O or Fidelity Insurance | 6,625 |
| Total (Carry forward to Schedule A, line B-17) | | 7,190 |

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

| Part A - Deductible Expenses | | |
|--|------------------------------|--------|
| 1. | Recording Expense | 15,330 |
| 2. | Computer Maintenance/Repairs | 3,399 |
| 3. | Building/Equipment Repairs | 2,493 |
| 4. | Utilities | 413 |
| 5. | Equipment Rental | 2,509 |
| 6. | Bank Charges | 2,118 |
| 7. | | |
| 8. | | |
| 9. | | |
| 10. | | |
| 11. | | |
| 12. | | |
| 13. | | |
| 14. | | |
| 15. | | |
| 16. | | |
| 17. | | |
| 18. | | |
| 19. | | |
| 20. | | |
| Total (Carry forward to Schedule A, line B-20) | | 26,262 |

| Part B - Excluded Expenses | | |
|---|--|---|
| 1. | | |
| 2. | | |
| 3. | | |
| 4. | | |
| 5. | | |
| 6. | | |
| 7. | | |
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| 15. | | |
| 16. | | |
| 17. | | |
| 18. | | |
| 19. | | |
| 20. | | |
| Total (Carry forward to Schedule A, line D-9) | | 0 |

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2017

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 |

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2017

| County | Title Premiums Written |
|------------|------------------------------|
| Bernalillo | |
| Catron | |
| Chaves | |
| Cibola | |
| Colfax | |
| Curry | |
| De Baca | |
| Dona Ana | 214,470 |
| 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 | 214,470 |

| | |
|-----------------------------|---------|
| Crosscheck with Schedule B: | 214,470 |
| Difference: | 0 |

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2017

SCHEDULE H: IDENTIFICATION OF OWNERS

| 1 | 2 | 3 |
|-----------------------------------|----------------------------|------------------------------|
| Name of Each Individual or Entity | Percentage of Agency Owned | Description Code (see below) |
| John C. Martin | 100.0% | N/A |
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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 |