

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: Casa "Y" Tierra Title, Inc.
 FEDERAL I.D. NUMBER:
 ADDRESS: 2420 N. White Sands Blvd., Alamogordo, NM 88310
 CONTACT NAME: Mary Pieper

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)	439,124
2. Less: Remitted title insurance premiums (from Schedule B)	91,253
3. Retained title insurance premiums (from Schedule B)	347,871
4. Other income (from Schedule C)	99,809
5. Total Revenue	447,680

Part B: Expenses	
1. Employees' salaries and wages	224,409
2. Owners' and partners' salaries and wages	51,042
3. Employee benefits	27,729
4. Rent	14,427
5. Insurance	14,963
6. Legal expense	1,719
7. Licenses, taxes and fees	498
8. Title plant expense and maintenance	0
9. Office supplies	28,962
10. Depreciation	0
11. Automobile expense	11,052
12. Communication expense	8,124
13. Education expense	7,154
14. Bad debts	0
15. Interest expense	1,328
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	8,034
18. Accounting and auditing expense	10,581
19. Public relations expense	38,325
20. Other expenses (from Schedule E)	14,411
21. Total Expenses	462,758

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(15,078)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	118
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	1,651
6. Penalties	0
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	1,769

Part E: Net Income	
1. Net income as reported on the books of the agency	(16,847)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(22,862)

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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	0	0
Alliant National Title Insurance Company	0	0	0
Chicago Title Insurance Company	0	0	0
Commerce Title Insurance Company	0	0	0
Commonwealth Land Title Insurance Company	103809	21568	82,241
EnTitle Insurance Company	0	0	0
Fidelity National Title Insurance Company	0	0	0
First American Title Insurance Company	287231	59688	227,543
Lawyers Title Insurance Corporation	0	0	0
Old Republic National Title Insurance Company	48084	9997	38,087
Premier Land Title Insurance Company	0	0	0
Security Union Title Insurance Company	0	0	0
Stewart Title Guarantee Company	0	0	0
Ticor Title Insurance Company	0	0	0
Title Resources Guaranty Company	0	0	0
Transnation Title Insurance Company	0	0	0
WFG National Title Insurance Company	0	0	0
Other	0	0	0
Total	439124	91253	347871
	(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: 20.8%

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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	46,370
B.	Abstracting and Title Report Income	39,403
C.	Recording Fees	
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Searches	14,036
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	99,809
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2013

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	8,034
Total (Carry forward to Schedule A, line B-17)		8,034

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Administration Expense	119
2.	Laundry and Janitorial	1,676
3.	Repairs and Maintenance	6,842
4.	Utilities	4,382
5.	Outside Services	1,392
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7.		
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18.		
19.		
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Total (Carry forward to Schedule A, line B-20)		14,411

Part B - Excluded Expenses		
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11.		
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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?
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	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	439,124
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	439,124

Crosscheck with Schedule B:	439,124
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Mary Pieper	50.0%	NA
Ron Pieper	50.0%	NA
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