

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: Elliott & Waldron Title & Abstract Co., Inc.
 FEDERAL I.D. NUMBER:
 ADDRESS: 1819 N Turner, Suite B, Hobbs, NM 88240
 CONTACT NAME: James Owensby

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) | 2,337,305 |
| 2. Less: Remitted title insurance premiums (from Schedule B) | 482,091 |
| 3. Retained title insurance premiums (from Schedule B) | 1,855,214 |
| 4. Other income (from Schedule C) | 1,355,528 |
| 5. Total Revenue | 3,210,742 |

| Part B: Expenses | |
|--|------------------|
| 1. Employees' salaries and wages | 894,364 |
| 2. Owners' and partners' salaries and wages | 461,638 |
| 3. Employee benefits | 196,452 |
| 4. Rent | 370,670 |
| 5. Insurance | 19,753 |
| 6. Legal expense | 937 |
| 7. Licenses, taxes and fees | 4,330 |
| 8. Title plant expense and maintenance | 51,551 |
| 9. Office supplies | 133,092 |
| 10. Depreciation | 263 |
| 11. Automobile expense | 109,593 |
| 12. Communication expense | 19,709 |
| 13. Education expense | 6,351 |
| 14. Bad debts | 3,394 |
| 15. Interest expense | 29,456 |
| 16. Employee travel and lodging | 42,139 |
| 17. Loss and loss adjustment expense (from Schedule D) | 10,743 |
| 18. Accounting and auditing expense | 69,167 |
| 19. Public relations expense | 102,325 |
| 20. Other expenses (from Schedule E) | 0 |
| 21. Total Expenses | 2,525,927 |

| Part C: Net Income for Ratemaking Purposes | |
|---|---------|
| 1. Income (Loss) from Operations | 684,815 |

| Part D: Excluded Expenses | |
|--|----------------|
| 1. NMLTA lobbying expense | 861 |
| 2. Direct lobbying expense | |
| 3. Political contributions | |
| 4. State and federal income tax expense | |
| 5. 1/2 of meals and entertainment expense | 17,868 |
| 6. Penalties | 2,177 |
| 7. Country club dues | |
| 8. Salaries in excess of salary cap | 176,333 |
| 9. Other excluded expenses (from Schedule E) | 2,400 |
| 10. Total Excluded Expenses | 199,639 |

| Part E: Net Income | |
|--|---------|
| 1. Net income as reported on the books of the agency | 485,176 |

| Part F: Equity | |
|--|-----------|
| 1. Total equity as reported on balance sheet of the agency | (214,308) |

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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 | | | 0 |
| Chicago Title Insurance Company | 3407 | 681 | 2,726 |
| Commerce Title Insurance Company | | | 0 |
| Commonwealth Land Title Insurance Company | 73045 | 14609 | 58,436 |
| EnTitle Insurance Company | | | 0 |
| Fidelity National Title Insurance Company | 284513 | 67753 | 216,760 |
| First American Title Insurance Company | 1455670 | 292693 | 1,162,977 |
| Lawyers Title Insurance Corporation | | | 0 |
| Old Republic National Title Insurance Company | 251925 | 52606 | 199,319 |
| Premier Land Title Insurance Company | | | 0 |
| Security Union Title Insurance Company | | | 0 |
| Stewart Title Guarantee Company | 268745 | 53749 | 214,996 |
| Ticor Title Insurance Company | | | 0 |
| Title Resources Guaranty Company | | | 0 |
| Transnation Title Insurance Company | | | 0 |
| WFG National Title Insurance Company | | | 0 |
| Other | | | 0 |
| Total | 2337305 | 482091 | 1855214 |
| | (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: 20.6%

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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 | 689,221 |
| B. | Abstracting and Title Report Income | 500,300 |
| C. | Recording Fees | 31,644 |
| D. | Copy Fees | 39,412 |
| E. | Inspection Fees | 1,820 |
| F. | Interest Income | 0 |

| Itemization of All Other Income | | |
|--|-------------------|--------|
| G. | Collection fees | 73,354 |
| H. | Escrow setup fees | 19,597 |
| I. | Archiving fees | 180 |
| J. | | |
| K. | | |
| L. | | |
| M. | | |
| N. | | |
| O. | | |
| P. | | |
| Q. | | |
| R. | | |
| S. | | |

| | |
|---|------------------|
| Total Other Income (Carry forward to Schedule A, line A-4) | 1,355,528 |
|---|------------------|

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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 | 1,144 |
| 2. | Agent Errors | |
| 3. | Unfair Trade Practices | |
| 4. | Loss Adjustment Expenses | |
| 5. | E&O or Fidelity Insurance | 9,599 |
| Total (Carry forward to Schedule A, line B-17) | | 10,743 |

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

| Part A - Deductible 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 B-20) | | 0 |

| Part B - Excluded Expenses | | |
|---|------------------------|-------|
| 1. | Nondeductible expenses | 2,400 |
| 2. | | |
| 3. | | |
| 4. | | |
| 5. | | |
| 6. | | |
| 7. | | |
| 8. | | |
| 9. | | |
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| 13. | | |
| 14. | | |
| 15. | | |
| 16. | | |
| 17. | | |
| 18. | | |
| 19. | | |
| 20. | | |
| Total (Carry forward to Schedule A, line D-9) | | 2,400 |

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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 | |
| Catron | |
| Chaves | |
| Cibola | |
| Colfax | |
| Curry | |
| De Baca | |
| Dona Ana | |
| Eddy | |
| Grant | |
| Guadalupe | |
| Harding | |
| Hidalgo | |
| Lea | 2,337,305 |
| 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 | 2,337,305 |

| | |
|-----------------------------|-----------|
| Crosscheck with Schedule B: | 2,337,305 |
| Difference: | 0 |

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

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) |
| Chill, Inc. | 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 |