

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

*For the Calendar Year Ending December 31, 2015*

**AGENCY NAME:** Elliott & Waldron Title & Abstract Co., Inc.  
**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.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	2,273,544
2. Less: Remitted title insurance premiums (from Schedule B)	524,177
3. Retained title insurance premiums (from Schedule B)	1,749,367
4. Other income (from Schedule C)	1,277,143
<b>5. Total Revenue</b>	<b>3,026,510</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	1,056,103
2. Owners' and partners' salaries and wages	477,462
3. Employee benefits	174,251
4. Rent	366,316
5. Insurance	17,321
6. Legal expense	1,607
7. Licenses, taxes and fees	4,075
8. Title plant expense and maintenance	25,496
9. Office supplies	112,450
10. Depreciation	51,168
11. Automobile expense	44,762
12. Communication expense	26,399
13. Education expense	2,970
14. Bad debts	
15. Interest expense	16,857
16. Employee travel and lodging	55,024
17. Loss and loss adjustment expense (from Schedule D)	11,083
18. Accounting and auditing expense	108,563
19. Public relations expense	74,011
20. Other expenses (from Schedule E)	0
<b>21. Total Expenses</b>	<b>2,625,918</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	400,592

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	941
2. Direct lobbying expense	
3. Political contributions	5,500
4. State and federal income tax expense	22,710
5. 1/2 of meals and entertainment expense	17,852
6. Penalties	
7. Country club dues	6,350
8. Salaries in excess of salary cap	203,429
9. Other excluded expenses (from Schedule E)	10,345
<b>10. Total Excluded Expenses</b>	<b>267,127</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	133,465

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	154,907

<b>Part G: Employees</b>	
1. Total number of employees	40

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

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	52899	12948	39,951
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	64794	13047	51,747
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	269704	56984	212,720
First American Title Insurance Company	752119	200088	552,031
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	576553	121782	454,771
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	557475	119328	438,147
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
<b>Total</b>	<b>2273544</b>	<b>524177</b>	<b>1749367</b>
	(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: 23.1%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2015*

Description of Income Item		
A.	Closing Fees	729,452
B.	Abstracting and Title Report Income	367,124
C.	Recording Fees	(1,009)
D.	Copy Fees	24,719
E.	Inspection Fees	1,075
F.	Interest Income	489

Itemization of All Other Income		
G.	Collection fees	138,320
H.	Escrow setup fees	16,973
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	1,277,143
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**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2015*

Description of Expense Item		
1.	Closing Losses	4,137
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	6,946
Total (Carry forward to Schedule A, line B-17)		11,083

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2015*

<b>Part A - Deductible Expenses</b>		
1.		
2.		
3.		
4.		
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19.		
20.		
Total (Carry forward to Schedule A, line B-20)		0

<b>Part B - Excluded Expenses</b>		
1.	Charitable contributions	10,345
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4.		
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18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		10,345

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2015

## 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

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

## SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2015

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	2,273,544
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	2,273,544

Crosscheck with Schedule B:	2,273,544
Difference:	0

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2015

## 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
<b>Total</b>	100.0%	

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