

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: First American Title Insurance Company
 FEDERAL I.D. NUMBER:
 ADDRESS: P.O. Box 4600, Scottsdale, Arizona 85261
 CONTACT NAME: Gary Sandoval

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)	7,875,098
2. Less: Remitted title insurance premiums (from Schedule B)	0
3. Retained title insurance premiums (from Schedule B)	7,875,098
4. Other income (from Schedule C)	3,242,362
5. Total Revenue	11,117,460

Part B: Expenses	
1. Employees' salaries and wages	3,631,280
2. Owners' and partners' salaries and wages	0
3. Employee benefits	751,130
4. Rent	530,187
5. Insurance	0
6. Legal expense	10,500
7. Licenses, taxes and fees	4,458
8. Title plant expense and maintenance	708,565
9. Office supplies	42,416
10. Depreciation	11,512
11. Automobile expense	6,116
12. Communication expense	144,076
13. Education expense	8,335
14. Bad debts	(6,374)
15. Interest expense	0
16. Employee travel and lodging	1,011
17. Loss and loss adjustment expense (from Schedule D)	67,395
18. Accounting and auditing expense	8,437
19. Public relations expense	47,730
20. Other expenses (from Schedule E)	630,834
21. Total Expenses	6,597,608

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	4,519,852

Part D: Excluded Expenses	
1. NMLTA lobbying expense	1,076
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	184
6. Penalties	3,051
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	4,311

Part E: Net Income	
1. Net income as reported on the books of the agency	4,515,541

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	11,238,056

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2013

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by This Agency	3 Title Premiums Remitted or Owed by This Agency to Underwriters	4 Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	7875098		7,875,098
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company			0
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company			0
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	7875098	0	7875098
	(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: 0.0%

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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	2,088,688
B.	Abstracting and Title Report Income	1,106,757
C.	Recording Fees	
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Messenger/Courier Fees	44,000
H.	Miscellaneous Income	2,917
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	3,242,362
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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	67,395
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		67,395

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Equipment Leases	7,111
2.	Donations/Lobbying	3,832
3.	Trade Association Fees	7,480
4.	Storage	339,333
5.	Furniture & Equipment Maintenance & Repair	9,110
6.	Outside Closing Fees	228,470
7.	Miscellaneous Expense	35,498
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9.		
10.		
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12.		
13.		
14.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		630,834

Part B - Excluded Expenses		
1.		
2.		
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12.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		0

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SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2013

County	Title Premiums Written
Bernalillo	5,141,714
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	851,187
Santa Fe	1,657,563
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	224,634
TOTAL	7,875,098

Crosscheck with Schedule B:	7,875,098
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)
First American Title Insurance Company	100.0%	UW
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