

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2017*

**AGENCY NAME:** LINCOLN COUNTY ABSTRACT & TITLE  
**ADDRESS:** 1007 MECHEM DRIVE, RUIDOSO, NM 88345  
**CONTACT NAME:** SUE HARMON

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)        | 715,725        |
| 2. Less: Remitted title insurance premiums (from Schedule B) | 147,462        |
| 3. Retained title insurance premiums (from Schedule B)       | 568,263        |
| 4. Other income (from Schedule C)                            | 285,793        |
| <b>5. Total Revenue</b>                                      | <b>854,056</b> |

| <b>Part B: Expenses</b>                                |                |
|--|----------------|
| 1. Employees' salaries and wages                       | 349,730        |
| 2. Owners' and partners' salaries and wages            | 0              |
| 3. Employee benefits                                   | 29,513         |
| 4. Rent  | 1,920          |
| 5. Insurance   | 27,200         |
| 6. Legal expense                                       | 0              |
| 7. Licenses, taxes and fees                            | 528            |
| 8. Title plant expense and maintenance                 | 23,231         |
| 9. Office supplies                                     | 19,318         |
| 10. Depreciation                                       | 18,401         |
| 11. Automobile expense                                 | 0              |
| 12. Communication expense                              | 53,208         |
| 13. Education expense                                  |                |
| 14. Bad debts  |                |
| 15. Interest expense                                   |                |
| 16. Employee travel and lodging                        | 0              |
| 17. Loss and loss adjustment expense (from Schedule D) | 5,619          |
| 18. Accounting and auditing expense                    | 12,799         |
| 19. Public relations expense                           | 19,450         |
| 20. Other expenses (from Schedule E)                   | 77,300         |
| <b>21. Total Expenses</b>                              | <b>638,217</b> |

| <b>Part C: Net Income for Ratemaking Purposes</b> |                |
|---|----------------|
| 1. <b>Income (Loss) from Operations</b>           | <b>215,839</b> |

| <b>Part D: Excluded Expenses</b>             |               |
|--|---------------|
| 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    | 1,947         |
| 6. Penalties                                 |               |
| 7. Country club dues                         |               |
| 8. Salaries in excess of salary cap          |               |
| 9. Other excluded expenses (from Schedule E) | 55,377        |
| <b>10. Total Excluded Expenses</b>           | <b>57,324</b> |

| <b>Part E: Net Income</b>                            |         |
|--|---------|
| 1. Net income as reported on the books of the agency | 158,515 |

| <b>Part F: Equity</b>                                      |         |
|--|---------|
| 1. Total equity as reported on balance sheet of the agency | 995,513 |

| <b>Part G: Employees</b>     |   |
|------------------------------|---|
| 1. Total number of employees | 7 |

# 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<br>Underwriting Company<br>for Which<br>This Agency Charged Premiums | Title Premiums<br>Written by this<br>Agency for the Total<br>Calendar Year<br>Reported | Title Premiums<br>Remitted or Owed<br>by this Agency to<br>Underwriters | Title Premiums<br>Retained by<br>This Agency     |
| Alamo Title Insurance Company   |  |   | 0  |
| Alliant National Title Insurance Company  |  |   | 0  |
| Chicago Title Insurance Company   |  |   | 0  |
| Commonwealth Land Title Insurance Company   |  |   | 0  |
| EnTitle Insurance Company   |  |   | 0  |
| Fidelity National Title Insurance Company   | 275474   | 55146   | 220,328  |
| First American Title Insurance Company  | 371934   | 75738   | 296,196  |
| Investors Title Insurance Company   |  |   | 0  |
| Lawyers Title Insurance Corporation   |  |   | 0  |
| North American Title Insurance Company  |  |   | 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  | 68317  | 16578   | 51,739   |
| Other   |  |   | 0  |
| <b>Total</b>  | <b>715725</b>  | <b>147462</b>   | <b>568263</b>                                    |
|   | (Carry total forward to<br>Schedule A, line A-1)                                       | (Carry total forward to<br>Schedule A, line A-2)                        | (Carry total forward to<br>Schedule A, line A-3) |

Percentage of premiums remitted:

20.6%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2017*

| <b>Part A: Description of Income Item</b> |                                     |         |
|---|-------------------------------------|---------|
| 1.  | Closing Fees                        | 132,213 |
| 2.  | Abstracting and Title Report Income | 0       |
| 3.  | Recording Fees                      | 98,876  |
| 4.  | Copy Fees                           |         |
| 5.  | Inspection Fees                     | 350     |
| 6.  | Interest Income                     |         |

| <b>Part B: Itemization of All Other Income</b> |                   |        |
|--|-------------------|--------|
| 7.   | Courier & Postage | 15,053 |
| 8.   | Other Income      | 38,301 |
| 9.   | Rental Income     | 1,000  |
| 10.  |                   |        |
| 11.  |                   |        |
| 12.  |                   |        |
| 13.  |                   |        |
| 14.  |                   |        |
| 15.  |                   |        |
| 16.  |                   |        |
| 17.  |                   |        |
| 18.  |                   |        |
| 19.  |                   |        |

|  |         |
|--|---------|
| Total Other Income (Carry forward to Schedule A, line A-4) | 285,793 |
|--|---------|

| <b>Part C: Commitments Not Paid</b> |                                    | <b>Premium per<br/>Commitment</b> |
|-------------------------------------|------------------------------------|-----------------------------------|
| 1.                                  | Number of Commitments Not Paid for | 0 \$ 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            | 0     |
| 2.   | Agent Errors              |       |
| 3.   | Unfair Trade Practices    |       |
| 4.   | Loss Adjustment Expenses  | 5,619 |
| 5.   | E&O or Fidelity Insurance |       |
| Total (Carry forward to Schedule A, line B-17) |                           | 5,619 |

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2017*

| <b>Part A - Deductible Expenses</b>                   |                                     |
|---|-------------------------------------|
| 1.  | Bank Service Charges 190            |
| 2.  | Charitable Contributions 2,310      |
| 3.  | Contract Labor 633                  |
| 4.  | Dues and Subscriptions 2,319        |
| 5.  | Meals and Entertainment (1/2) 1,947 |
| 6.  | Utilities 8,360                     |
| 7.  | Printing and Reproduction 4,727     |
| 8.  | Recording and Filing Fees 43,349    |
| 9.  | Other - Miscellaneous 13,465        |
| 10.   |                                     |
| 11.   |                                     |
| 12.   |                                     |
| 13.   |                                     |
| 14.   |                                     |
| 15.   |                                     |
| 16.   |                                     |
| 17.   |                                     |
| 18.   |                                     |
| 19.   |                                     |
| 20.   |                                     |
| Total (Carry forward to Schedule A, line B-20) 77,300 |                                     |

| <b>Part B - Excluded Expenses</b>                    |  |
|--|--|
| 1.   | Accelerated Depreciation > straight line depreciation 55,377 |
| 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 D-9) 55,377 |  |



**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2017*

| County     | Title<br>Premiums<br>Written |
|------------|------------------------------|
| Bernalillo |                              |
| Catron     |                              |
| Chaves     |                              |
| Cibola     |                              |
| Colfax     |                              |
| Curry      |                              |
| De Baca    |                              |
| Dona Ana   |                              |
| Eddy       |                              |
| Grant      |                              |
| Guadalupe  |                              |
| Harding    |                              |
| Hidalgo    |                              |
| Lea        |                              |
| Lincoln    | 715,725                      |
| Los Alamos |                              |
| Luna       |                              |
| McKinley   |                              |
| Mora       |                              |
| Otero      |                              |
| Quay       |                              |
| Rio Arriba |                              |
| Roosevelt  |                              |
| San Juan   |                              |
| San Miguel |                              |
| Sandoval   |                              |
| Santa Fe   |                              |
| Sierra     |                              |
| Socorro    |                              |
| Taos       |                              |
| Torrance   |                              |
| Union      |                              |
| Valencia   |                              |
| TOTAL      | 715,725                      |

|                             |         |
|-----------------------------|---------|
| Crosscheck with Schedule B: | 715,725 |
| 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) |
| MARSHALL WIER                     | 100.0%                     | N/A                          |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
|                                   |                            |                              |
| <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     |