

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2013*

AGENCY NAME: **New Mexico Land and Title**  
 FEDERAL I.D. NUMBER:  
 ADDRESS: **801 7th Street, Las Vegas, NM 87701**  
 CONTACT NAME: **Jay D. Moore**

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)	549,203
2. Less: Remitted title insurance premiums (from Schedule B)	86,258
3. Retained title insurance premiums (from Schedule B)	462,945
4. Other income (from Schedule C)	471,504
5. <b>Total Revenue</b>	<b>934,449</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	226,771
2. Owners' and partners' salaries and wages	97,109
3. Employee benefits	43,533
4. Rent	60,000
5. Insurance	7,579
6. Legal expense	0
7. Licenses, taxes and fees	449
8. Title plant expense and maintenance	30,121
9. Office supplies	14,947
10. Depreciation	28,125
11. Automobile expense	27,506
12. Communication expense	24,155
13. Education expense	575
14. Bad debts	0
15. Interest expense	48,171
16. Employee travel and lodging	8,751
17. Loss and loss adjustment expense (from Schedule D)	6,791
18. Accounting and auditing expense	22,625
19. Public relations expense	15,538
20. Other expenses (from Schedule E)	196,914
21. <b>Total Expenses</b>	<b>859,660</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>74,789</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	1,997
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	0
10. <b>Total Excluded Expenses</b>	<b>1,997</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	72,792

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	457,604

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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	147742	23204	124,538
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	170276	26744	143,532
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	171588	26949	144,639
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	59597	9361	50,236
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>549203</b>	<b>86258</b>	<b>462945</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: 15.7%

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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	95,795
B.	Abstracting and Title Report Income	330,569
C.	Recording Fees	24,356
D.	Copy Fees	0
E.	Inspection Fees	0
F.	Interest Income	0

Itemization of All Other Income		
G.	Delivery costs	6,471
H.	Misc Fees	14,313
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	471,504
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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

Total (Carry forward to Schedule A, line B-17)	6,791
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**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2013*

<b>Part A - Deductible Expenses</b>		
1.	1/2 Meals & Entertainment	1,997
2.	Outside Title Search Costs	111,505
3.	Claims Costs	1,000
4.	Dues	3,484
5.	Escrow Fee Costs	1,897
6.	Costs of Contract/Casual/Temo Helt	2,690
7.	Utilities	13,114
8.	Postage and Other Courier Costs	7,740
9.	Equipment Rental/Lease Costs	18,758
10.	Bank Fees	2,645
11.	Subscriptions	3,097
12.	Donations	3,246
13.	Property Taxes	43
14.	Filing Fees	25,698
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		196,914

<b>Part B - Excluded Expenses</b>		
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 D-9)		0

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For the Calendar Year Ending December 31, 2013

## 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?
N/A				
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	35,913
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	31,045
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	482,245
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	549,203

Crosscheck with Schedule B:	549,203
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)
Jay D. Moore	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