

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2015*

**AGENCY NAME:** Pioneer Abstract & Title Co. of Alamoqordo, Inc.  
**ADDRESS:** 909 Delaware Avenue, Alamoqordo, NM 88310  
**CONTACT NAME:** Jimmy Deer

*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)        | 553,644        |
| 2. Less: Remitted title insurance premiums (from Schedule B) | 109,852        |
| 3. Retained title insurance premiums (from Schedule B)       | 443,792        |
| 4. Other income (from Schedule C)                            | 309,664        |
| <b>5. Total Revenue</b>                                      | <b>753,456</b> |

| <b>Part B: Expenses</b>                                |                |
|--|----------------|
| 1. Employees' salaries and wages                       | 310,481        |
| 2. Owners' and partners' salaries and wages            | 81,434         |
| 3. Employee benefits                                   | 19,880         |
| 4. Rent  | 39,600         |
| 5. Insurance   | 15,871         |
| 6. Legal expense                                       | 3,500          |
| 7. Licenses, taxes and fees                            | 46,162         |
| 8. Title plant expense and maintenance                 | 7,006          |
| 9. Office supplies                                     | 48,197         |
| 10. Depreciation                                       | 16,988         |
| 11. Automobile expense                                 | 7,011          |
| 12. Communication expense                              | 10,344         |
| 13. Education expense                                  | 2,351          |
| 14. Bad debts  |                |
| 15. Interest expense                                   | 68,021         |
| 16. Employee travel and lodging                        | 2,192          |
| 17. Loss and loss adjustment expense (from Schedule D) | 814            |
| 18. Accounting and auditing expense                    | 2,016          |
| 19. Public relations expense                           | 21,888         |
| 20. Other expenses (from Schedule E)                   | 86,888         |
| <b>21. Total Expenses</b>                              | <b>790,644</b> |

| <b>Part C: Net Income for Ratemaking Purposes</b> |                 |
|---|-----------------|
| 1. <b>Income (Loss) from Operations</b>           | <b>(37,188)</b> |

| <b>Part D: Excluded Expenses</b>             |               |
|--|---------------|
| 1. NMLTA lobbying expense                    | 295           |
| 2. Direct lobbying expense                   |               |
| 3. Political contributions                   |               |
| 4. State and federal income tax expense      |               |
| 5. 1/2 of meals and entertainment expense    | 1,441         |
| 6. Penalties                                 | 261           |
| 7. Country club dues                         |               |
| 8. Salaries in excess of salary cap          |               |
| 9. Other excluded expenses (from Schedule E) | 45,090        |
| <b>10. Total Excluded Expenses</b>           | <b>47,087</b> |

| <b>Part E: Net Income</b>                            |          |
|--|----------|
| 1. Net income as reported on the books of the agency | (84,275) |

| <b>Part F: Equity</b>                                      |          |
|--|----------|
| 1. Total equity as reported on balance sheet of the agency | (83,750) |

| <b>Part G: Employees</b>     |    |
|------------------------------|----|
| 1. Total number of employees | 14 |

# 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  | 121785  | 24357  | 97,428  |
| Commerce Title Insurance Company   |   |  | 0   |
| Commonwealth Land Title Insurance Company                                | 15422   | 3084   | 12,338  |
| EnTitle Insurance Company  |   |  | 0   |
| Fidelity National Title Insurance Company                                | 173024  | 35031  | 137,993                                       |
| First American Title Insurance Company                                   |   |  | 0   |
| 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  | 161064  | 30910  | 130,154                                       |
| Ticor Title Insurance Company  |   |  | 0   |
| Title Resources Guaranty Company   |   |  | 0   |
| Transnation Title Insurance Company                                      |   |  | 0   |
| WFG National Title Insurance Company                                     | 82349   | 16470  | 65,879  |
| Other  |   |  | 0   |
| <b>Total</b>   | <b>553644</b>                                 | <b>109852</b>  | <b>443792</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: 19.8%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2015*

| Description of Income Item |                                     |         |
|----------------------------|-------------------------------------|---------|
| A.                         | Closing Fees                        | 146,619 |
| B.                         | Abstracting and Title Report Income | 33,786  |
| C.                         | Recording Fees                      |         |
| D.                         | Copy Fees                           | 4,061   |
| E.                         | Inspection Fees                     |         |
| F.                         | Interest Income                     |         |

| Itemization of All Other Income |   |        |
|---------------------------------|---|--------|
| G.                              | Title Insurance Retained > Schedule B Amounts | 15,342 |
| H.                              | Escrow Service Fees                           | 84,790 |
| I.                              | Express Mail & Postage                        | 13,116 |
| J.                              | Wire Fees                                     | 2,007  |
| K.                              | Other Income                                  | 9,943  |
| L.                              |   |        |
| M.                              |   |        |
| N.                              |   |        |
| O.                              |   |        |
| P.                              |   |        |
| Q.                              |   |        |
| R.                              |   |        |
| S.                              |   |        |

|  |         |
|--|---------|
| Total Other Income (Carry forward to Schedule A, line A-4) | 309,664 |
|--|---------|

**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            | 814 |
| 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) |                           | 814 |

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2015*

| <b>Part A - Deductible Expenses</b>            |               |        |
|--|---------------|--------|
| 1.   | Express Mail  | 9,489  |
| 2.   | Amortization  | 64,461 |
| 3.   | Bank charges  | 47     |
| 4.   | Utilities     | 12,879 |
| 5.   | Miscellaneous | 12     |
| 6.   |               |        |
| 7.   |               |        |
| 8.   |               |        |
| 9.   |               |        |
| 10.  |               |        |
| 11.  |               |        |
| 12.  |               |        |
| 13.  |               |        |
| 14.  |               |        |
| 15.  |               |        |
| 16.  |               |        |
| 17.  |               |        |
| 18.  |               |        |
| 19.  |               |        |
| 20.  |               |        |
| Total (Carry forward to Schedule A, line B-20) |               | 86,888 |

| <b>Part B - Excluded Expenses</b>             |   |        |
|---|---|--------|
| 1.  | Title Plant Amortization                | 33,992 |
| 2.  | Depreciation in excess of straight line | 727    |
| 3.  | Escrow expenses                         | 10,371 |
| 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) |   | 45,090 |

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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? |
| None                                  |                         |        |                  |                                    |
|                                       |                         |        |                  |                                    |
|                                       |                         |        |                  |                                    |
|                                       |                         |        |                  |                                    |
|                                       |                         |        |                  |                                    |
|                                       |                         |        |                  |                                    |
|                                       |                         |        |                  |                                    |
|                                       |                         |        |                  |                                    |
|                                       |                         |        |                  |                                    |
| 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<br>Premiums<br>Written |
|------------|------------------------------|
| Bernalillo |                              |
| Catron     |                              |
| Chaves     |                              |
| Cibola     |                              |
| Colfax     |                              |
| Curry      |                              |
| De Baca    |                              |
| Dona Ana   |                              |
| Eddy       |                              |
| Grant      |                              |
| Guadalupe  |                              |
| Harding    |                              |
| Hidalgo    |                              |
| Lea        |                              |
| Lincoln    |                              |
| Los Alamos |                              |
| Luna       |                              |
| McKinley   |                              |
| Mora       |                              |
| Otero      | 553,644                      |
| Quay       |                              |
| Rio Arriba |                              |
| Roosevelt  |                              |
| San Juan   |                              |
| San Miguel |                              |
| Sandoval   |                              |
| Santa Fe   |                              |
| Sierra     |                              |
| Socorro    |                              |
| Taos       |                              |
| Torrance   |                              |
| Union      |                              |
| Valencia   |                              |
| TOTAL      | 553,644                      |

|                             |         |
|-----------------------------|---------|
| Crosscheck with Schedule B: | 553,644 |
| 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) |
| Jimmy Deer                        | 50.0%                      | NA                           |
| Tina Deer                         | 50.0%                      | 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     |