

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: SIERRA TITLE OF NEW MEXICO, INC.
ADDRESS: 141 ROADRUNNER PLAZA, STE. 121, LAS CRUCES, NM
CONTACT NAME: ROBERT FIELD

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)	294,360
2. Less: Remitted title insurance premiums (from Schedule B)	58,872
3. Retained title insurance premiums (from Schedule B)	235,488
4. Other income (from Schedule C)	60,450
5. Total Revenue	295,938

Part B: Expenses	
1. Employees' salaries and wages	217,154
2. Owners' and partners' salaries and wages	0
3. Employee benefits	4,287
4. Rent	57,214
5. Insurance	0
6. Legal expense	0
7. Licenses, taxes and fees	18,082
8. Title plant expense and maintenance	9,963
9. Office supplies	7,449
10. Depreciation	0
11. Automobile expense	0
12. Communication expense	0
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	7,500
17. Loss and loss adjustment expense (from Schedule D)	312
18. Accounting and auditing expense	14,865
19. Public relations expense	0
20. Other expenses (from Schedule E)	70,128
21. Total Expenses	406,954

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(111,016)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	(27,894)
5. 1/2 of meals and entertainment expense	0
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. Total Excluded Expenses	(27,894)

Part E: Net Income	
1. Net income as reported on the books of the agency	(83,122)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(409,897)

Part G: Employees	
1. Total number of employees	8

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

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	30419	6084	24,335
Chicago Title Insurance Company	43517	8703	34,814
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	200241	40048	160,193
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			0
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	20183	4037	16,146
Other			0
Total	294360	58872	235488
	(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: 20.0%

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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	23,548
B. Abstracting and Title Report Income	
C. Recording Fees	21,735
D. Copy Fees	2,441
E. Inspection Fees	
F. Interest Income	

Itemization of All Other Income	
G. Title Evidence	2,533
H. Courier	6,666
I. Voided Checks	368
J. Miscellaneous	3,159
K.	
L.	
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	60,450
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2015

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	312
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		312

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Amortization	4,638
2.	Bank Service Charges	7,117
3.	Contributions	90
4.	Courier Services	3,382
5.	Dues and Subscriptions	800
6.	Miscellaneous	1,185
7.	Moving Expenses	1,388
8.	Recording Fees	26,194
9.	Repairs and Maintenance	6,228
10.	Utilities	19,106
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		70,128

Part B - Excluded Expenses		
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, 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

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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	294,360
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
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	294,360

Crosscheck with Schedule B:	294,360
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)
Sierra Title Company, Inc.	100.0%	NA
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