

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2015*

**AGENCY NAME:** Security Title Abstract Company, Inc.  
**ADDRESS:** PO Box 1395 Socorro, NM 87801  
**CONTACT NAME:** Trisha Ingalls

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)	435,849
2. Less: Remitted title insurance premiums (from Schedule B)	101,390
3. Retained title insurance premiums (from Schedule B)	334,459
4. Other income (from Schedule C)	201,743
<b>5. Total Revenue</b>	<b>536,202</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	239,467
2. Owners' and partners' salaries and wages	28,000
3. Employee benefits	
4. Rent	34,100
5. Insurance	35,465
6. Legal expense	
7. Licenses, taxes and fees	32,129
8. Title plant expense and maintenance	18,613
9. Office supplies	20,293
10. Depreciation	
11. Automobile expense	
12. Communication expense	11,191
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	6,119
17. Loss and loss adjustment expense (from Schedule D)	(179)
18. Accounting and auditing expense	9,664
19. Public relations expense	4,877
20. Other expenses (from Schedule E)	103,220
<b>21. Total Expenses</b>	<b>542,959</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(6,757)</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	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>0</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(6,757)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	(222,921)

<b>Part G: Employees</b>	
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			0
Chicago Title Insurance Company	109553	25513	84,040
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	859	215	644
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	118513	25806	92,707
First American Title Insurance Company	136009	32127	103,882
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	70915	17729	53,186
Other			0
<b>Total</b>	<b>435849</b>	<b>101390</b>	<b>334459</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: 23.3%

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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	84,487
B.	Abstracting and Title Report Income	21,260
C.	Recording Fees	17,373
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Fax, Express Mail, etc.	15,258
H.	Allocation due to sale	63,365
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	201,743
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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	(179)
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)	
	(179)

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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.	Recording	15,322
2.	Amortization	69,647
3.	Misc	10,103
4.	Postage	7,395
5.	Bank Charges	753
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		103,220

<b>Part B - Excluded Expenses</b>		
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
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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	122,103
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	
Santa Fe	
Sierra	
Socorro	313,746
Taos	
Torrance	
Union	
Valencia	
TOTAL	435,849

Crosscheck with Schedule B:	435,849
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)
Trisha Ingalls	50.0%	N/A
David Ingalls	50.0%	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