

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: SIERRA TITLE OF NEW MEXICO, INC.
 FEDERAL I.D. NUMBER:
 ADDRESS: 141 ROADRUNNERS PLAZA, STE. 121, LAS CRUCES, NM
 CONTACT NAME:

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)	355,886
2. Less: Remitted title insurance premiums (from Schedule B)	71,178
3. Retained title insurance premiums (from Schedule B)	284,708
4. Other income (from Schedule C)	70,179
5. Total Revenue	354,887

Part B: Expenses	
1. Employees' salaries and wages	204,617
2. Owners' and partners' salaries and wages	
3. Employee benefits	9,801
4. Rent	55,551
5. Insurance	0
6. Legal expense	
7. Licenses, taxes and fees	17,400
8. Title plant expense and maintenance	16,712
9. Office supplies	4,581
10. Depreciation	
11. Automobile expense	
12. Communication expense	
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	7,250
17. Loss and loss adjustment expense (from Schedule D)	422
18. Accounting and auditing expense	13,761
19. Public relations expense	150
20. Other expenses (from Schedule E)	70,463
21. Total Expenses	400,708

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(45,821)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	(6,900)
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
10. Total Excluded Expenses	(6,900)

Part E: Net Income	
1. Net income as reported on the books of the agency	(38,921)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(448,918)

Part G: Employees	
1. Total number of employees	5

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AFFIDAVIT

For Calendar Year Ending December 31, 2016

THE STATE OF NEW MEXICO

THE COUNTY OF DONA ANA

I, ROBERT FIELD, the PRESIDENT of SIERRA TITLE OF NEW MEXICO, INC., being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2016 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.

Signature

SUBSCRIBED AND SWORN BEFORE ME this ____ day of _____, 2017.

Notary Public

My Commission Expires

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2016

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by this Agency for the Total Calendar Year Reported	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	36788	7358	29,430
Chicago Title Insurance Company	115799	23160	92,639
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	179280	35856	143,424
First American Title Insurance Company	7117	1424	5,693
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	16902	3380	13,522
Other			0
Total	355886	71178	284708
	(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%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2016

Part A: Description of Income Item	
1. Closing Fees	20,805
2. Abstracting and Title Report Income	
3. Recording Fees	31,501
4. Copy Fees	2,331
5. Inspection Fees	
6. Interest Income	27

Part B: Itemization of All Other Income	
7. Title Evidence	2,842
8. Courier	6,026
9. Wire Fees	6,595
10. Miscellaneous	52
11.	
12.	
13.	
14.	
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16.	
17.	
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19.	

Total Other Income (Carry forward to Schedule A, line A-4)	70,179
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Part C: Commitments Not Paid		Premium per Commitment
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, 2016

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	422
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		422

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Amortization	4,638
2.	Bank Service Charges	4,118
3.	Courier Services	1,913
4.	Dues and Subscriptions	1,235
5.	Education	1,600
6.	Miscellaneous	73
7.	Recording Fees	39,049
8.	Utilities	17,837
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20.		
Total (Carry forward to Schedule A, line B-20)		70,463

Part B - Excluded Expenses		
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Total (Carry forward to Schedule A, line D-9)		0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2016

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, 2016

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	355,886
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	355,886

Crosscheck with Schedule B:	355,886
Difference:	0

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For the Calendar Year Ending December 31, 2016

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