

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: SIERRA TITLE OF NEW MEXICO, INC.
 FEDERAL I.D. NUMBER:
 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)	607,105
2. Less: Remitted title insurance premiums (from Schedule B)	121,420
3. Retained title insurance premiums (from Schedule B)	485,685
4. Other income (from Schedule C)	104,594
5. Total Revenue	590,279

Part B: Expenses	
1. Employees' salaries and wages	222,303
2. Owners' and partners' salaries and wages	
3. Employee benefits	4,688
4. Rent	90,988
5. Insurance	13,428
6. Legal expense	
7. Licenses, taxes and fees	21,278
8. Title plant expense and maintenance	6,567
9. Office supplies	2,874
10. Depreciation	
11. Automobile expense	
12. Communication expense	796
13. Education expense	200
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	7,834
17. Loss and loss adjustment expense (from Schedule D)	831
18. Accounting and auditing expense	15,934
19. Public relations expense	408
20. Other expenses (from Schedule E)	82,869
21. Total Expenses	470,998

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	119,281

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	29,799
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	29,799

Part E: Net Income	
1. Net income as reported on the books of the agency	89,482

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(174,218)

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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	12581	2516	10,065
Chicago Title Insurance Company	262706	52541	210,165
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	241291	48258	193,033
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	90527	18105	72,422
Other			0
Total	607105	121420	485685
	(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, 2013

Description of Income Item	
A. Closing Fees	54,794
B. Abstracting and Title Report Income	
C. Recording Fees	34,837
D. Copy Fees	3,575
E. Inspection Fees	1,096
F. Interest Income	

Itemization of All Other Income	
G. Title Evidence	54
H. Courier	8,229
I. Miscellaneous Fees	2,009
J.	
K.	
L.	
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	104,594
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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	831
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)		831

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Amortization Expense	4,638
2.	Bank Service Charges	5,852
3.	Contract Labor	1,680
4.	Courier Services	4,851
5.	Dues and Subscriptions	2,761
6.	Equipment Leases	999
7.	Recording Expense	37,157
8.	Repairs & Maintenance	4,781
9.	Utilities	20,150
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		82,869

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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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, 2013

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	607,105
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	607,105

Crosscheck with Schedule B:	607,105
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