

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: Sitterly, Inc.
 FEDERAL I.D. NUMBER:
 ADDRESS: P O Box 1787, Clovis, NM 88102
 CONTACT NAME: James L. Sitterly

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)	1,313,393
2. Less: Remitted title insurance premiums (from Schedule B)	262,680
3. Retained title insurance premiums (from Schedule B)	1,050,713
4. Other income (from Schedule C)	350,074
5. Total Revenue	1,400,787

Part B: Expenses	
1. Employees' salaries and wages	389,814
2. Owners' and partners' salaries and wages	12,692
3. Employee benefits	146,076
4. Rent	239,805
5. Insurance	29,228
6. Legal expense	0
7. Licenses, taxes and fees	0
8. Title plant expense and maintenance	83,892
9. Office supplies	24,877
10. Depreciation	30,014
11. Automobile expense	47,194
12. Communication expense	34,291
13. Education expense	0
14. Bad debts	0
15. Interest expense	7
16. Employee travel and lodging	26,187
17. Loss and loss adjustment expense (from Schedule D)	6,486
18. Accounting and auditing expense	29,175
19. Public relations expense	62,945
20. Other expenses (from Schedule E)	43,827
21. Total Expenses	1,206,510

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	194,277

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	0
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)	8,110
10. Total Excluded Expenses	8,110

Part E: Net Income	
1. Net income as reported on the books of the agency	186,167

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	150,147

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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			0
Chicago Title Insurance Company	265530	53106	212,424
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	150177	30036	120,141
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	113590	22718	90,872
First American Title Insurance Company	217298	43460	173,838
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	425953	85191	340,762
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	140845	28169	112,676
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	1313393	262680	1050713
	(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	138,097
B.	Abstracting and Title Report Income	37,337
C.	Recording Fees	80,338
D.	Copy Fees	3,017
E.	Inspection Fees	2,250
F.	Interest Income	

Itemization of All Other Income		
G.	Deed preparation packages	1,736
H.	Email packages	27,742
I.	Lien searches	12,822
J.	Overnight UPS	43,544
K.	Miscellaneous fees	3,191
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	350,074
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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	
2. Agent Errors	
3. Unfair Trade Practices	
4. Loss Adjustment Expenses	
5. E&O or Fidelity Insurance	6,486

Total (Carry forward to Schedule A, line B-17)	6,486
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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Other expenses	43,827
2.		
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Total (Carry forward to Schedule A, line B-20)		43,827

Part B - Excluded Expenses		
1.	Charitable contributions	8,110
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19.		
20.		
Total (Carry forward to Schedule A, line D-9)		8,110

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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	1,297,896
De Baca	15,497
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	
Taos	
Torrance	
Union	
Valencia	
TOTAL	1,313,393

Crosscheck with Schedule B:	1,313,393
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)
James L Sitterly	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