

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2011*

AGENCY NAME: Southwestern Abstract and Title Co., Inc.  
 FEDERAL I.D. NUMBER:  
 ADDRESS: P.O. Box 695, Las Cruces, NM 88004  
 CONTACT NAME: Loretta Sharp

Check One:

- INDEPENDENT (NON-AFFILIATED): Includes direct premiums written by non-affiliated agency operations.
- AFFILIATED: Includes direct premiums written by affiliated agency operations. Affiliated agency operations are agencies with 10% or greater ownership by an underwriter, including wholly-owned agencies.
- DIRECT: Includes direct premiums written at home office and branch office operations of the title insurer. No amounts attributable to agency operations (even wholly owned agencies) are to be included in this category.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	1,866,956
2. Less: Remitted title insurance premiums (from Schedule B)	365,190
3. Retained title insurance premiums (from Schedule B)	1,501,766
4. Other income (from Schedule C)	407,282
<b>5. Total Revenue</b>	<b>1,909,048</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	803,519
2. Owners' and partners' salaries and wages	142,226
3. Employee benefits	186,289
4. Rent	296,741
5. Insurance	16,130
6. Legal expense	10,198
7. Licenses, taxes and fees	491
8. Title plant expense and maintenance	13,856
9. Office supplies	69,327
10. Depreciation	52,355
11. Automobile expense	14,482
12. Communication expense	11,546
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	4,012
17. Loss and loss adjustment expense (from Schedule D)	41,011
18. Accounting and auditing expense	24,753
19. Public relations expense	26,450
20. Other expenses (from Schedule E)	109,180
<b>21. Total Expenses</b>	<b>1,822,566</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>86,482</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	262
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	2,920
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	93,160
<b>10. Total Excluded Expenses</b>	<b>96,342</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(9,860)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	851,981

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## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2011*

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
Chicago Title Insurance Company	345305	67544	277,761
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	1505043	294397	1,210,646
First American Title Insurance Company			0
Lawyers Title Insurance Corporation	16608	3249	13,359
Old Republic National 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
Other			0
<b>Total</b>	1866956	365190	1501766
	(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: 19.6%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2011*

Description of Income Item		
A.	Closing Fees	358,759
B.	Abstracting and Title Report Income	26,314
C.	Recording Fees	19,279
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	237

Itemization of All Other Income		
G.	Miscellaneous income	2,693
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	407,282
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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2011*

Description of Expense Item		
1.	Closing Losses	30,686
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	10,325
Total (Carry forward to Schedule A, line B-17)		41,011

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2011*

<b>Part A - Deductible Expenses</b>		
1.	Other expenses	109,180
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3.		
4.		
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7.		
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19.		
20.		
Total (Carry forward to Schedule A, line B-20)		109,180

<b>Part B - Excluded Expenses</b>		
1.	Donations	942
2.	Amortization of goodwill and loan fees to purchase	68,682
3.	Interest to purchase	23,536
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20.		
Total (Carry forward to Schedule A, line D-9)		93,160

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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, 2011*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	1,866,956
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	1,866,956

Crosscheck with Schedule B:	1,866,956
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)
Kevin Davis	50.0%	N/A
Stacy Davis	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