

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: Southwestern Abstract and Title Co., Inc.
ADDRESS: P.O. Box 695, Las Cruces, NM 88004
CONTACT NAME: Kevin Davis

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)	1,739,003
2. Less: Remitted title insurance premiums (from Schedule B)	344,004
3. Retained title insurance premiums (from Schedule B)	1,394,999
4. Other income (from Schedule C)	370,154
5. Total Revenue	1,765,153

Part B: Expenses	
1. Employees' salaries and wages	771,610
2. Owners' and partners' salaries and wages	122,492
3. Employee benefits	144,083
4. Rent	228,837
5. Insurance	6,598
6. Legal expense	0
7. Licenses, taxes and fees	189
8. Title plant expense and maintenance	9,345
9. Office supplies	27,877
10. Depreciation	38,652
11. Automobile expense	19,001
12. Communication expense	22,838
13. Education expense	12
14. Bad debts	0
15. Interest expense	316
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	18,370
18. Accounting and auditing expense	24,611
19. Public relations expense	17,038
20. Other expenses (from Schedule E)	150,619
21. Total Expenses	1,602,487

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	162,665

Part D: Excluded Expenses	
1. NMLTA lobbying expense	242
2. Direct lobbying expense	
3. Political contributions	2,630
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	499
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	68,648
10. Total Excluded Expenses	72,019

Part E: Net Income	
1. Net income as reported on the books of the agency	90,646

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	725,574

Part G: Employees	
1. Total number of employees	23

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	369200	81464	287,736
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	1134915	206208	928,707
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	234888	56333	178,555
Other			0
Total	1739003	344004	1394999
	(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: 19.8%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2015

Description of Income Item		
A.	Closing Fees	324,217
B.	Abstracting and Title Report Income	31,227
C.	Recording Fees	13,492
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	(364)

Itemization of All Other Income		
G.	Miscellaneous Income	1,582
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	370,154
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NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2015

Description of Expense Item		
1.	Closing Losses	8,173
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	10,197
Total (Carry forward to Schedule A, line B-17)		18,370

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Dues and subscriptions	28,874
2.	Janitorial Services	14,607
3.	Repairs and maintenance, building	7,775
4.	Repairs and maintenance, equipment	65,602
5.	Utilities	13,032
6.	Property Taxes	15,103
7.	Miscellaneous	206
8.	Refunds	1,790
9.	Discounts	3,630
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		150,619

Part B - Excluded Expenses		
1.	Amortization of title plant and loan fees to purchase	68,648
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)		68,648

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

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

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2015

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	1,739,003
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	1,739,003

Crosscheck with Schedule B:	1,739,003
Difference:	0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2015

SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Kevin Davis	100.0%	N/A
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

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For Calendar Year Ending December 31, 2015

SCHEDULE I: ESCROW FUNDS ANNUAL COMPLIANCE REPORT

Pursuant to the Order of the Superintendent of Insurance dated October 8, 2009

For Policies Written Between September 1, 2007 and June 30, 2008

	<u>Number of Accounts</u>	<u>Total Dollar Amount</u>
Initial Escrow Accounts:	1,659	134,290
Escrow Accounts Closed as of December 31, 2015:	1,659	134,290
Escrow Accounts Open as of December 31, 2015:	0	0

All remaining escrow accounts closed as of 12/2/2014 with the funds submitted to the State for unclaimed funds

For Escrow Accounts OPEN as of December 31, 2015

	<u>Number of Accounts</u>	<u>Total Dollar Amount</u>
Accounts Where Delivery Has Been Attempted:	0	0
Accounts Where Check Has Been Returned as "Undeliverable":	0	0
Refund Checks Delivered but Uncashed:	0	0

Note: An escrow account is defined as "closed" when the disbursement check is cashed.

I hereby certify under penalty of perjury that this title agency has complied with the procedures set forth in the Superintendent's Order dated October 8, 2009, and that this report reflects an accurate accounting of the matters reported herein.

Authorized Signatory