

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2014

AGENCY NAME: Southwestern Title & Escrow Inc
 FEDERAL I.D. NUMBER:
 ADDRESS: 236 Montezuma Ave, Santa Fe NM 87501
 CONTACT NAME: Liz Serendip, Bookkeeper

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)	1,670,038
2. Less: Remitted title insurance premiums (from Schedule B)	335,403
3. Retained title insurance premiums (from Schedule B)	1,334,635
4. Other income (from Schedule C)	1,652,933
5. Total Revenue	2,987,567

Part B: Expenses	
1. Employees' salaries and wages	1,105,737
2. Owners' and partners' salaries and wages	161,526
3. Employee benefits	153,333
4. Rent	173,670
5. Insurance	18,115
6. Legal expense	
7. Licenses, taxes and fees	1,473
8. Title plant expense and maintenance	41,490
9. Office supplies	28,239
10. Depreciation	
11. Automobile expense	6,574
12. Communication expense	40,523
13. Education expense	1,992
14. Bad debts	
15. Interest expense	19,168
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	36,130
18. Accounting and auditing expense	3,630
19. Public relations expense	42,440
20. Other expenses (from Schedule E)	798,415
21. Total Expenses	2,632,454

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	355,113

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	5,556
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	5,556

Part E: Net Income	
1. Net income as reported on the books of the agency	349,557

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	314,732

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2014

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	208227	41645	166,582
Chicago Title Insurance Company	159483	33150	126,333
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	160308	31904	128,404
First American Title Insurance Company	178783	35889	142,894
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	731818	146512	585,306
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	231419	46303	185,116
Other			0
Total	1670038	335403	1334635
	(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: 20.1%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2014

Description of Income Item		
A.	Closing Fees	361,792
B.	Abstracting and Title Report Income	1,295,585
C.	Recording Fees	(5,172)
D.	Copy Fees	
E.	Inspection Fees	6,360
F.	Interest Income	(6,532)

Itemization of All Other Income		
G.	Courier Fees	900
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	1,652,933
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2014

Description of Expense Item		
1.	Closing Losses	10,352
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	1,070
5.	E&O or Fidelity Insurance	24,708
Total (Carry forward to Schedule A, line B-17)		36,130

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2014

Part A - Deductible Expenses		
1.	Donations	9,268
2.	Outside Consultants	686,319
3.	Other Expenses	102,829
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6.		
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18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		798,415

Part B - Excluded Expenses		
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2.		
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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, 2014

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	196,716
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	1,473,322
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	1,670,038

Crosscheck with Schedule B:	1,670,038
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)
John Fox	100.0%	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