

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: Southwestern Title and Escrow
 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)	1,602,608
2. Less: Remitted title insurance premiums (from Schedule B)	332,918
3. Retained title insurance premiums (from Schedule B)	1,269,690
4. Other income (from Schedule C)	812,351
5. Total Revenue	2,082,041

Part B: Expenses	
1. Employees' salaries and wages	934,408
2. Owners' and partners' salaries and wages	60,000
3. Employee benefits	59,139
4. Rent	132,000
5. Insurance	10,744
6. Legal expense	
7. Licenses, taxes and fees	4,176
8. Title plant expense and maintenance	57,062
9. Office supplies	35,350
10. Depreciation	
11. Automobile expense	3,923
12. Communication expense	21,016
13. Education expense	1,094
14. Bad debts	
15. Interest expense	1,031
16. Employee travel and lodging	291
17. Loss and loss adjustment expense (from Schedule D)	30,164
18. Accounting and auditing expense	3,825
19. Public relations expense	37,997
20. Other expenses (from Schedule E)	529,171
21. Total Expenses	1,921,390

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	160,650

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	4,265
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	4,265

Part E: Net Income	
1. Net income as reported on the books of the agency	156,385

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	320,669

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2013

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by This Agency	Title Premiums Remitted or Owed by This Agency to Underwriters	Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company	163335	32667	130,668
Chicago Title Insurance Company	227377	46089	181,288
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	94122	21026	73,096
First American Title Insurance Company	214270	42853	171,417
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	686316	146846	539,470
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	217188	43437	173,751
Other			0
Total	1602608	332918	1269690
	(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: 20.8%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2013

Description of Income Item		
A.	Closing Fees	325,873
B.	Abstracting and Title Report Income	422,533
C.	Recording Fees	57,982
D.	Copy Fees	25
E.	Inspection Fees	5,395
F.	Interest Income	22

Itemization of All Other Income		
G.	Courier Fees	383
H.	Parking	17
I.	Classes Given	120
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	812,351
--	---------

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2013

Description of Expense Item		
1.	Closing Losses	10,995
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	19,169
Total (Carry forward to Schedule A, line B-17)		30,164

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Bank Charges	6,192
2.	Consulting - Computer & Equipment	31,038
3.	Contract Labor	177,365
4.	Consulting Fees	31,176
5.	Delivery Courier Expense	12,977
6.	Donations	6,255
7.	Dues & Subscriptions	6,650
8.	Storage & Document Imaging	22,238
9.	Equipment Lease	38,690
10.	Payroll Expense	5,139
11.	Maintenance Repair	17,888
12.	Parking Expense	3,476
13.	Postage Expense	4,858
14.	Recording Expense	58,905
15.	1/2 Meals	4,265
16.	Utilities	19,755
17.	Wage tax Expenses	80,265
18.	Reproduction	2,038
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		529,171

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

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2013

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, 2013

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	144,860
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	1,457,748
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	1,602,608

Crosscheck with Schedule B:	1,602,608
Difference:	0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2013

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