

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: TERRITORIAL TITLE OF LAS VEGAS, INC
 FEDERAL I.D. NUMBER:
 ADDRESS: PO Box 987, Las Vegas, NM 87701
 CONTACT NAME: RUTH MARES

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)	471,856
2. Less: Remitted title insurance premiums (from Schedule B)	94,371
3. Retained title insurance premiums (from Schedule B)	377,485
4. Other income (from Schedule C)	136,165
5. Total Revenue	513,650

Part B: Expenses	
1. Employees' salaries and wages	272,173
2. Owners' and partners' salaries and wages	122,051
3. Employee benefits	51,283
4. Rent	27,757
5. Insurance	3,598
6. Legal expense	
7. Licenses, taxes and fees	1,264
8. Title plant expense and maintenance	7,656
9. Office supplies	8,442
10. Depreciation	2,555
11. Automobile expense	1,382
12. Communication expense	18,912
13. Education expense	3,424
14. Bad debts	
15. Interest expense	2,501
16. Employee travel and lodging	1,199
17. Loss and loss adjustment expense (from Schedule D)	9,454
18. Accounting and auditing expense	11,186
19. Public relations expense	7,758
20. Other expenses (from Schedule E)	13,827
21. Total Expenses	566,422

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(52,772)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	299
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	50
5. 1/2 of meals and entertainment expense	599
6. Penalties	44
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	992

Part E: Net Income	
1. Net income as reported on the books of the agency	(53,764)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	121,639

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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	11905	2381	9,524
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	11902	2380	9,522
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	150401	30080	120,321
First American Title Insurance Company	173790	34758	139,032
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	123858	24772	99,086
Other			0
Total	471856	94371	377485
	(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	98,589
B.	Abstracting and Title Report Income	35,914
C.	Recording Fees	(1,614)
D.	Copy Fees	434
E.	Inspection Fees	1,675
F.	Interest Income	39

Itemization of All Other Income		
G.	Miscellaneous	227
H.	Cancellation Fees	901
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	136,165
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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	5,514
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	3,940
Total (Carry forward to Schedule A, line B-17)		9,454

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Utilities	8,074
2.	Repairs & Maintenance	5,753
3.		
4.		
5.		
6.		
7.		
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9.		
10.		
11.		
12.		
13.		
14.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		13,827

Part B - Excluded Expenses		
1.		
2.		
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6.		
7.		
8.		
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10.		
11.		
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15.		
16.		
17.		
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, 2013

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	67,224
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	95,459
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	309,173
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	471,856

Crosscheck with Schedule B:	471,856
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)
Ruth D Mares	50.0%	NA
Kenneth E Mares	50.0%	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