

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: Territorial Title of Las Vegas, Inc.
 ADDRESS: PO Box 987 Las Vegas, NM 87701
 CONTACT NAME: Ruth Mares, Pres.

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)	547,937
2. Less: Remitted title insurance premiums (from Schedule B)	110,124
3. Retained title insurance premiums (from Schedule B)	437,813
4. Other income (from Schedule C)	178,807
5. Total Revenue	616,620

Part B: Expenses	
1. Employees' salaries and wages	321,571
2. Owners' and partners' salaries and wages	151,019
3. Employee benefits	40,218
4. Rent	32,051
5. Insurance	5,153
6. Legal expense	592
7. Licenses, taxes and fees	1,122
8. Title plant expense and maintenance	7,383
9. Office supplies	10,653
10. Depreciation	971
11. Automobile expense	1,332
12. Communication expense	19,512
13. Education expense	2,403
14. Bad debts	
15. Interest expense	2,904
16. Employee travel and lodging	723
17. Loss and loss adjustment expense (from Schedule D)	7,245
18. Accounting and auditing expense	11,390
19. Public relations expense	8,085
20. Other expenses (from Schedule E)	15,744
21. Total Expenses	640,071

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(23,451)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	116
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	677
6. Penalties	60
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	853

Part E: Net Income	
1. Net income as reported on the books of the agency	(24,304)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	120,250

Part G: Employees	
1. Total number of employees	14

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	29195	4088	25,107
Chicago Title Insurance Company	1557	311	1,246
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	5126	1025	4,101
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	160915	32230	128,685
First American Title Insurance Company	194524	39401	155,123
Lawyers Title Insurance Corporation	195	39	156
Old Republic National Title Insurance Company	1836	367	1,469
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	69534	15530	54,004
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	85055	17133	67,922
Other			0
Total	547937	110124	437813
	(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, 2015

Description of Income Item	
A. Closing Fees	124,039
B. Abstracting and Title Report Income	50,786
C. Recording Fees	1,747
D. Copy Fees	272
E. Inspection Fees	600
F. Interest Income	36

Itemization of All Other Income	
G. Cancellation Fees	1,511
H. Wire Fees	155
I. Miscellaneous Fees	149
J. Refunds	(488)
K.	
L.	
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	178,807
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2015

Description of Expense Item		
1.	Closing Losses	1,419
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	5,826
Total (Carry forward to Schedule A, line B-17)		7,245

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Bank Service Charges	534
2.	Maintenance & Repairs	4,125
3.	Security Expense	276
4.	Supplies	2,392
5.	Utilities	8,417
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Total (Carry forward to Schedule A, line B-20)		15,744

Part B - Excluded Expenses		
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Total (Carry forward to Schedule A, line D-9)		0

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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

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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	
Eddy	
Grant	
Guadalupe	74,003
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	77,609
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	396,325
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	547,937

Crosscheck with Schedule B:	547,937
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