**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

For the Calendar Year Ending December 31, 2016

<table>
<thead>
<tr>
<th>AGENCY NAME:</th>
<th>Title Guaranty, LLC</th>
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<tbody>
<tr>
<td>FEDERAL I.D. NUMBER:</td>
<td></td>
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<tr>
<td>ADDRESS:</td>
<td>1631 Central Ave. / PO Box 146</td>
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<tr>
<td>CONTACT NAME:</td>
<td>Los Alamos NM 87544</td>
</tr>
</tbody>
</table>

- **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) $774,952
2. Less: Remitted title insurance premiums (from Schedule B) $196,970
3. Retained title insurance premiums (from Schedule B) $577,981
4. Other income (from Schedule C) $188,162
5. **Total Revenue** $766,143

### Part B: Expenses

1. Employees' salaries and wages $189,738
2. Owners' and partners' salaries and wages $31,548
3. Employee benefits $55,663
4. Rent $50,635
5. Insurance $3,824
6. Legal expense $0
7. Licenses, taxes and fees $810
8. Title plant expense and maintenance $8,800
9. Office supplies $27,136
10. Depreciation $0
11. Automobile expense $0
12. Communication expense $8,275
13. Education expense $2,352
14. Bad debts $0
15. Interest expense $22,735
16. Loss and loss adjustment expense (from Schedule D) $21,099
17. Accounting and auditing expense $14,225
18. Public relations expense $13,573
19. Other expenses (from Schedule E) $87,757
20. **Total Expenses** $550,077

### Part C: Net Income for Ratemaking Purposes

1. Income (Loss) from Operations $216,067

### Part D: Excluded Expenses

1. NMLTA lobbying expense $180
2. Direct lobbying expense $0
3. Political contributions $0
4. State and federal income tax expense $50
5. 1/2 of meals and entertainment expense $783
6. Penalties $7,659
7. Country club dues $0
8. Salaries in excess of salary cap $0
9. Other excluded expenses (from Schedule E) $0
10. **Total Excluded Expenses** $8,673

### Part E: Net Income

1. Net income as reported on the books of the agency $207,394

### Part F: Equity

1. Total equity as reported on balance sheet of the agency $206,947

### Part G: Employees

1. Total number of employees 8
NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

AFFIDAVIT

For Calendar Year Ending December 31, 2016

THE STATE OF NEW MEXICO

THE COUNTY OF LOS ALAMOS

I, Denise G.Terrazas, the Owner/President of Title Guaranty, LLC, being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2016 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.

Denise G Terrazas
Signature

SUBSCRIBED AND SWORN BEFORE ME this _____day of ______________, 2017.

Notary Public

My Commission Expires
NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2016

<table>
<thead>
<tr>
<th>Name of Each Underwriting Company for Which This Agency Charged Premiums</th>
<th>Title Premiums Written by this Agency for the Total Calendar Year Reported</th>
<th>Title Premiums Remitted or Owed by this Agency to Underwriters</th>
<th>Title Premiums Retained by This Agency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alamo Title Insurance Company</td>
<td>0</td>
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<tr>
<td>Alliant National Title Insurance Company</td>
<td>101531</td>
<td>18018</td>
<td>83,513</td>
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<tr>
<td>Chicago Title Insurance Company</td>
<td>88112</td>
<td>21446</td>
<td>66,667</td>
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<tr>
<td>Commonwealth Land Title Insurance Company</td>
<td>89432</td>
<td>22441</td>
<td>66,991</td>
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<tr>
<td>EnTitle Insurance Company</td>
<td>0</td>
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<tr>
<td>Fidelity National Title Insurance Company</td>
<td>137044</td>
<td>42000</td>
<td>95,044</td>
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<tr>
<td>First American Title Insurance Company</td>
<td>141862</td>
<td>51433</td>
<td>90,429</td>
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<tr>
<td>Investors Title Insurance Company</td>
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<tr>
<td>Lawyers Title Insurance Corporation</td>
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<tr>
<td>North American Title Insurance Company</td>
<td>0</td>
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<tr>
<td>Old Republic National Title Insurance Company</td>
<td>127385</td>
<td>23228</td>
<td>104,157</td>
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<tr>
<td>Premier Land Title Insurance Company</td>
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<td>Security Union Title Insurance Company</td>
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<td>Stewart Title Guarantee Company</td>
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<td>Ticor Title Insurance Company</td>
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<td>Title Resources Guaranty Company</td>
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<td>Transnation Title Insurance Company</td>
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<tr>
<td>WFG National Title Insurance Company</td>
<td>89586</td>
<td>18405</td>
<td>71,181</td>
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<tr>
<td>Other</td>
<td>0</td>
<td>0</td>
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<tr>
<td><strong>Total</strong></td>
<td>774952</td>
<td>196970</td>
<td>577981</td>
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</tbody>
</table>

(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: 25.4%
### Part A: Description of Income Item

1. Closing Fees 160,663
2. Abstracting and Title Report Income 9,322
3. Recording Fees 1,214
4. Copy Fees 4,785
5. Inspection Fees 207
6. Interest Income

### Part B: Itemization of All Other Income

<table>
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<tr>
<th>Item</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Cancellation Fees</td>
<td>450</td>
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<tr>
<td>Title Coordination Fees</td>
<td>11,520</td>
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<tr>
<td><strong>Total Other Income</strong></td>
<td><strong>188,162</strong></td>
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</table>

### Part C: Commitments Not Paid

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<thead>
<tr>
<th>Description of Commitments Not Paid</th>
<th>Premium per Commitment</th>
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</thead>
<tbody>
<tr>
<td>Number of Commitments Not Paid</td>
<td>$ 100.00</td>
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<tr>
<td>Premium Lost on Unpaid Commitments</td>
<td>$ -</td>
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</tbody>
</table>
NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2016

<table>
<thead>
<tr>
<th>Description of Expense Item</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>1. Closing Losses</td>
<td>12,288</td>
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<tr>
<td>2. Agent Errors</td>
<td>2,571</td>
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<tr>
<td>3. Unfair Trade Practices</td>
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<tr>
<td>4. Loss Adjustment Expenses</td>
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<tr>
<td>5. E&amp;O or Fidelity Insurance</td>
<td>6,240</td>
</tr>
</tbody>
</table>

Total (Carry forward to Schedule A, line B-17) 21,099
### SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

*For the Calendar Year Ending December 31, 2016*

#### Part A - Deductible Expenses

<table>
<thead>
<tr>
<th>Expense Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Contract Services IT/WEB</td>
<td>18,734</td>
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<tr>
<td>Office Equipment Maintenance</td>
<td>12,793</td>
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<tr>
<td>Office Equipment Software Maintenance</td>
<td>11,575</td>
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<tr>
<td>Bank Fees</td>
<td>17,933</td>
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<tr>
<td>Custodial/Shred</td>
<td>2,004</td>
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<tr>
<td>Contract Services - Unsalaried/Other</td>
<td>998</td>
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<tr>
<td>Repair/Maintenance</td>
<td>1,030</td>
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<tr>
<td>Moving Expense</td>
<td>11,161</td>
</tr>
<tr>
<td>Gross Receipts Tax</td>
<td>11,530</td>
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</tbody>
</table>

Total (Carry forward to Schedule A, line B-20) 87,757

#### Part B - Excluded Expenses

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<th>Expense Description</th>
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</table>

Total (Carry forward to Schedule A, line D-9) 0
## SCHEDULE F: INCOME OR EXPENSE ALLOCATION FROM OTHER AFFILIATED ENTITIES

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<tbody>
<tr>
<td>Name and Address of Affiliated Agency</td>
<td>Relation to Your Agency</td>
<td>Amount</td>
<td>Description Code</td>
<td>Reported Elsewhere in This Report?</td>
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<td>NA</td>
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**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2016*

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<tr>
<th>County</th>
<th>Title Premiums</th>
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<td><strong>TOTAL</strong></td>
<td><strong>774,952</strong></td>
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Crosscheck with Schedule B: 774,952
Difference: 0
# SCHEDULE H: IDENTIFICATION OF OWNERS

<table>
<thead>
<tr>
<th>Name of Each Individual or Entity</th>
<th>Percentage of Agency Owned</th>
<th>Description Code (see below)</th>
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</thead>
<tbody>
<tr>
<td>Denise G. Terrazas</td>
<td>100.0%</td>
<td>NA</td>
</tr>
</tbody>
</table>

| Total                             | 100.0%                    |                              |

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>A</td>
<td>Attorney</td>
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<tr>
<td>REA</td>
<td>Real estate agent</td>
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<tr>
<td>RED</td>
<td>Real estate developer</td>
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<tr>
<td>L</td>
<td>Lending institution</td>
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<tr>
<td>UW</td>
<td>Underwriter</td>
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<tr>
<td>NA</td>
<td>None of the above</td>
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