

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: Title Source, Inc.
 FEDERAL I.D. NUMBER:
 ADDRESS: 662 Woodward Ave, Detroit MI 48226
 CONTACT NAME: Colleen Ramsey

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)	1,450,360
2. Less: Remitted title insurance premiums (from Schedule B)	217,554
3. Retained title insurance premiums (from Schedule B)	1,232,806
4. Other income (from Schedule C)	2,310,176
5. Total Revenue	3,542,982

Part B: Expenses	
1. Employees' salaries and wages	791,530
2. Owners' and partners' salaries and wages	0
3. Employee benefits	113,399
4. Rent	116,448
5. Insurance	3,464
6. Legal expense	7,614
7. Licenses, taxes and fees	1,583
8. Title plant expense and maintenance	385,525
9. Office supplies	11,616
10. Depreciation	15,754
11. Automobile expense	980
12. Communication expense	173,539
13. Education expense	1,120
14. Bad debts	49
15. Interest expense	1
16. Employee travel and lodging	9,780
17. Loss and loss adjustment expense (from Schedule D)	100,623
18. Accounting and auditing expense	3,330
19. Public relations expense	4,498
20. Other expenses (from Schedule E)	407,054
21. Total Expenses	2,147,907

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	1,395,075

Part D: Excluded Expenses	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	115
3. Political contributions	0
4. State and federal income tax expense	6,584
5. 1/2 of meals and entertainment expense	0
6. Penalties	447
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	7,145

Part E: Net Income	
1. Net income as reported on the books of the agency	1,387,930

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	30,316,000

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2013

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			0
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company			0
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	1450360	217554	1,232,806
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			0
Other			0
Total	1450360	217554	1232806
	(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: 15.0%

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	1,988,368
B.	Abstracting and Title Report Income	750
C.	Recording Fees	0
D.	Copy Fees	0
E.	Inspection Fees	0
F.	Interest Income	0

Itemization of All Other Income		
G.	Document Preparation	110,183
H.	Search/Exam	16,913
I.	Tax Cert	78,937
J.	Courier	115,025
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	2,310,176
--	-----------

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	100,623
2.	Agent Errors	0
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	0
5.	E&O or Fidelity Insurance	0
Total (Carry forward to Schedule A, line B-17)		100,623

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.	Recording Expense	38,286
2.	Tax Cert Expense	7,233
3.	Client Entertainment	709
4.	Company Wide Employee Entertainment	5,560
5.	Computer Services- Fixed	1
6.	Consulting	657
7.	Employee Morale	98
8.	Equipment Repair and Maintenance	17,443
9.	File Storage Expense	273
10.	Intercompany Management Fees	273,865
11.	Moving Expense	254
12.	Office Services	17,381
13.	Promotion Expense	2,436
14.	Recruiting Expense	3,206
15.	Service Charges	8,703
16.	Team Employee Entertainment	13,306
17.	Telephone - Voice	4,177
18.	Utilities Expense	13,468
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		407,054

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?
Rock Holdings	Parent	273,865	E	y
Total:		273,865		

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	768,607
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	177,749
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	217,657
Santa Fe	231,269
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	55,078
TOTAL	1,450,360

Crosscheck with Schedule B:	1,450,360
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)
Rock Holdings	100.0%	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