

Exhibit IV
SCHEDULE A OF THE NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT - REVISED
Aggregated for all Independent Agents
For the Year Ended December 31, 2019

Agencies reporting: 55

Part A: Revenue

1. Title insurance written premiums	\$ 45,074,935
2. Less: Remitted title insurance premiums	10,238,192
3. Retained title insurance premiums	<u>34,836,743</u>
4. Other income	18,499,953
5. Total Revenue	<u>53,336,696</u>

Part B: Expenses

1. Employees' salaries and wages	21,066,827
2. Owners' and partners' salaries and wages	4,686,485
3. Employee benefits	3,217,280
4. Rent	2,860,126
5. Insurance	436,882
6. Legal expense	189,412
7. Licenses, taxes and fees	418,221
8. Title plant expense and maintenance	1,549,221
9. Office supplies	1,279,918
10. Depreciation	852,661
11. Automobile expense	248,774
12. Communication expense	895,150
13. Education expense	82,535
14. Bad debts	20,174
15. Interest expense	829,660
16. Employee travel and lodging	250,832
17. Loss and loss adjustment expense	812,419
18. Accounting and auditing expense	563,837
19. Public relations expense	870,339
20. Other expenses	5,344,866
21. Total Expenses	<u>46,475,619</u>

Part C: Net Income for Ratemaking Purposes

1. Income (Loss) from Operations	\$ 6,861,077
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Part D: Excluded Expenses

1. NMLTA lobbying expense	2,134
2. Direct lobbying expense	-
3. Political contributions	-
4. State and federal income tax expense	732,243
5. 1/2 of meals and entertainment expense	67,385
6. Penalties	1,616
7. Country club dues	26,690
8. Salaries in excess of salary cap	784,643
9. Other excluded expenses	542,193
10. Total Excluded Expenses	<u>2,156,904</u>

Part E: Net Income

1. Net income as reported on the books of the agency	<u>\$ 4,704,173</u>
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Part F: Equity

1. Total equity as reported on balance sheet of the agency	\$ 235,998,535
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Part G: Employees

1. Total number of employees	600
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