

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2019

AGENCY NAME: TIERRAS TITLE, LLC
ADDRESS: 515 GUSDORF ROAD, SUITE 2
CONTACT NAME: EVELYN JEAN TRUJILLO

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) | 366,652 |
| 2. Less: Remitted title insurance premiums (from Schedule B) | 73,330 |
| 3. Retained title insurance premiums (from Schedule B) | 293,322 |
| 4. Other income (from Schedule C) | 166,764 |
| 5. Total Revenue | 460,086 |

| Part B: Expenses | |
|--|----------------|
| 1. Employees' salaries and wages | 162,620 |
| 2. Owners' and partners' salaries and wages | 74,627 |
| 3. Employee benefits | 73,827 |
| 4. Rent | 28,728 |
| 5. Insurance | 1,170 |
| 6. Legal expense | 0 |
| 7. Licenses, taxes and fees | 587 |
| 8. Title plant expense and maintenance | 7,820 |
| 9. Office supplies | 13,595 |
| 10. Depreciation | 1,857 |
| 11. Automobile expense | 628 |
| 12. Communication expense | 13,282 |
| 13. Education expense | 643 |
| 14. Bad debts | 0 |
| 15. Interest expense | 16,931 |
| 16. Employee travel and lodging | 455 |
| 17. Loss and loss adjustment expense (from Schedule D) | 35,220 |
| 18. Accounting and auditing expense | 5,255 |
| 19. Public relations expense | 1,822 |
| 20. Other expenses (from Schedule E) | 47,587 |
| 21. Total Expenses | 486,655 |

| Part C: Net Income for Ratemaking Purposes | |
|---|----------|
| 1. Income (Loss) from Operations | (26,570) |

| Part D: Excluded Expenses | |
|--|---------------|
| 1. NMLTA lobbying expense | 0 |
| 2. Direct lobbying expense | 0 |
| 3. Political contributions | 0 |
| 4. State and federal income tax expense | 13,347 |
| 5. 1/2 of meals and entertainment expense | 474 |
| 6. Penalties | 0 |
| 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 | 13,821 |

| Part E: Net Income | |
|--|----------|
| 1. Net income as reported on the books of the agency | (40,391) |

| Part F: Equity | |
|--|--------|
| 1. Total equity as reported on balance sheet of the agency | 19,691 |

| Part G: Employees | |
|------------------------------|----|
| 1. Total number of employees | 10 |

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2019

| 1 Name of Each Underwriting Company for Which This Agency Charged Premiums | 2 Title Premiums Written by this Agency for the Total Calendar Year Reported | 3 Title Premiums Remitted or Owed by this Agency to Underwriters | 4 Title Premiums Retained by This Agency |
|--|---|--|---|
| Agents National Title Insurance Company | | | 0 |
| Alamo Title Insurance Company | | | 0 |
| Alliant National Title Insurance Company | | | 0 |
| American Guaranty Title Insurance Company | | | 0 |
| AmTrust Title Insurance Company | | | 0 |
| Chicago Title Insurance Company | | | 0 |
| Commonwealth Land Title Insurance Company | | | 0 |
| EnTitle Insurance Company | | | 0 |
| Fidelity National Title Insurance Company | | | 0 |
| First American Title Guaranty Company | | | 0 |
| First American Title Insurance Company | | | 0 |
| First National Title Insurance Company | | | 0 |
| Investors Title Insurance Company | | | 0 |
| National Title Insurance of New York, Inc. | | | 0 |
| North American Title Insurance Company | | | 0 |
| Old Republic National Title Insurance Company | 366652 | 73330 | 293,322 |
| Premier Land Title Insurance Company | | | 0 |
| Radian Title Insurance Inc. | | | 0 |
| States Title Insurance Company | | | 0 |
| Stewart Title Guarantee Company | | | 0 |
| Title Resources Guaranty Company | | | 0 |
| US National Title Insurance Company | | | 0 |
| Westcor Land Title Insurance Company | | | 0 |
| WFG National Title Insurance Company | | | 0 |
| Other | | | 0 |
| Total | 366652 | 73330 | 293322 |
| | (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, 2019

| Part A: Description of Income Item | | |
|---|-------------------------------------|---------|
| 1. | Closing Fees | 131,826 |
| 2. | Abstracting and Title Report Income | 30,490 |
| 3. | Recording Fees | 367 |
| 4. | Copy Fees | 1,122 |
| 5. | Inspection Fees | 596 |
| 6. | Interest Income | 0 |

| Part B: Itemization of All Other Income | | |
|--|---------------------------------------|-------|
| 7. | Reimbursed Expenses for Cancellations | 1,468 |
| 8. | Rewards Card Income | 600 |
| 9. | Service Fee Income | 295 |
| 10. | | |
| 11. | | |
| 12. | | |
| 13. | | |
| 14. | | |
| 15. | | |
| 16. | | |
| 17. | | |
| 18. | | |
| 19. | | |

| | |
|--|---------|
| Total Other Income (Carry forward to Schedule A, line A-4) | 166,764 |
|--|---------|

| Part C: Commitments Not Paid | | | Premium per Commitment |
|-------------------------------------|------------------------------------|-------------|-------------------------------|
| 1. | Number of Commitments Not Paid for | 65 | \$ 100.00 |
| 2. | Premium Lost on Unpaid Commitments | \$ 6,500.00 | |

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2019

| Description of Expense Item | | |
|--|---------------------------|--------|
| 1. | Closing Losses | 18,536 |
| 2. | Agent Errors | 0 |
| 3. | Unfair Trade Practices | 0 |
| 4. | Loss Adjustment Expenses | 0 |
| 5. | E&O or Fidelity Insurance | 16,684 |
| Total (Carry forward to Schedule A, line B-17) | | 35,220 |

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2019

| Part A - Deductible Expenses | | |
|--|--|--------|
| 1. | Alarm System Monitoring | 726 |
| 2. | Bank Service Charges | 1,272 |
| 3. | Amortization Expense | 16,804 |
| 4. | Computer and Internet Expenses | 9,752 |
| 5. | Outside Labor (Janitorial, Office help, Courier) | 3,490 |
| 6. | Dues and Subscriptions (NMLTA) | 897 |
| 7. | Small Office Equipment | 4,542 |
| 8. | Payroll Processing Fees | 4,509 |
| 9. | Repair and Maintenance Expense Office | 3,110 |
| 10. | Copies Expense | 2,484 |
| 11. | | |
| 12. | | |
| 13. | | |
| 14. | | |
| 15. | | |
| 16. | | |
| 17. | | |
| 18. | | |
| 19. | | |
| 20. | | |
| Total (Carry forward to Schedule A, line B-20) | | 47,587 |

| Part B - Excluded Expenses | | |
|---|--|---|
| 1. | | |
| 2. | | |
| 3. | | |
| 4. | | |
| 5. | | |
| 6. | | |
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| 16. | | |
| 17. | | |
| 18. | | |
| 19. | | |
| 20. | | |
| Total (Carry forward to Schedule A, line D-9) | | 0 |

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For the Calendar Year Ending December 31, 2019

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? |
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| | | | | |
| 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, 2019

| County | Title Premiums Written |
|------------|------------------------------|
| Bernalillo | |
| Catron | |
| Chaves | |
| Cibola | |
| Colfax | |
| Curry | |
| De Baca | |
| Dona Ana | |
| Eddy | |
| Grant | |
| Guadalupe | |
| Harding | |
| Hidalgo | |
| Lea | |
| Lincoln | |
| Los Alamos | |
| Luna | |
| McKinley | |
| Mora | |
| Otero | |
| Quay | |
| Rio Arriba | |
| Roosevelt | |
| San Juan | |
| San Miguel | |
| Sandoval | |
| Santa Fe | |
| Sierra | |
| Socorro | |
| Taos | 366,652 |
| Torrance | |
| Union | |
| Valencia | |
| TOTAL | 366,652 |

| | |
|-----------------------------|---------|
| Crosscheck with Schedule B: | 366,652 |
| Difference: | 0 |

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2019

SCHEDULE H: IDENTIFICATION OF OWNERS

| 1 Name of Each Individual or Entity | 2 Percentage of Agency Owned | 3 Description Code (see below) |
|---|------------------------------------|--------------------------------------|
| Evelyn Jean Trujillo | 100.0% | NA |
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| Total | 100.0% | |

| Code | Description |
|------|---------------------------------|
| A | Attorney |
| REA | Real estate agent |
| RED | Real estate developer |
| L | Lending institution |
| UW | Underwriter |
| AFB | Affiliated Business Arrangement |
| MSA | Marketing Services Agreement |
| NA | None of the above |