

Exhibit IV
SCHEDULE A OF THE NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT
Aggregated for all Independent Agents
For the Year Ended December 31, 2020

Agencies reporting: 54

Part A: Revenue

1. Title insurance written premiums	\$ 56,685,526
2. Less: Remitted title insurance premiums	11,663,349
3. Retained title insurance premiums	45,022,177
4. Other income	25,128,649
5. Total Revenue	<u>70,150,826</u>

Part B: Expenses

1. Employees' salaries and wages	23,759,392
2. Owners' and partners' salaries and wages	4,448,608
3. Employee benefits	3,518,477
4. Rent	2,800,627
5. Insurance	437,355
6. Legal expense	212,319
7. Licenses, taxes and fees	543,498
8. Title plant expense and maintenance	2,212,362
9. Office supplies	1,303,720
10. Depreciation	1,235,360
11. Automobile expense	236,841
12. Communication expense	1,017,623
13. Education expense	43,250
14. Bad debts	65
15. Interest expense	498,124
16. Employee travel and lodging	183,209
17. Loss and loss adjustment expense	957,798
18. Accounting and auditing expense	625,885
19. Public relations expense	840,079
20. Other expenses	8,586,245
21. Total Expenses	<u>53,460,837</u>

Part C: Net Income for Ratemaking Purposes

1. Income (Loss) from Operations	16,689,989
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Part D: Excluded Expenses

1. NMLTA lobbying expense	2,372
2. Direct lobbying expense	-
3. Political contributions	-
4. State and federal income tax expense	126,815
5. 1/2 of meals and entertainment expense	55,981
6. Penalties	556
7. Country club dues	25,438
8. Salaries in excess of salary cap	1,006,379
9. Other excluded expenses	656,987
10. Total Excluded Expenses	<u>1,874,528</u>

Part E: Net Income

1. Net income as reported on the books of the agency	<u>\$ 14,815,461</u>
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Part F: Equity

1. Total equity as reported on balance sheet of the agency	237,767,160
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Part G: Employees

1. Total number of employees	774
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NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Alliance Abstract and Title, LLC
 ADDRESS: P.O. Box 1877, Socorro, NM 87801
 CONTACT NAME: Lori Fernandez

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)	508,876
2. Less: Remitted title insurance premiums (from Schedule B)	103,467
3. Retained title insurance premiums (from Schedule B)	405,409
4. Other income (from Schedule C)	690,320
5. Total Revenue	1,095,729

Part B: Expenses	
1. Employees' salaries and wages	380,266
2. Owners' and partners' salaries and wages	
3. Employee benefits	6,000
4. Rent	55,600
5. Insurance	4,140
6. Legal expense	1,225
7. Licenses, taxes and fees	7,264
8. Title plant expense and maintenance	48,815
9. Office supplies	33,170
10. Depreciation	
11. Automobile expense	11,934
12. Communication expense	14,160
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	8,500
17. Loss and loss adjustment expense (from Schedule D)	4,316
18. Accounting and auditing expense	5,000
19. Public relations expense	
20. Other expenses (from Schedule E)	29,602
21. Total Expenses	609,992

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	485,737

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

Part E: Net Income	
1. Net income as reported on the books of the agency	485,737

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

Part G: Employees	
1. Total number of employees	13

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Amrock, LLC
ADDRESS: 662 Woodward Avenue, Detroit MI 48226
CONTACT NAME: Brian D. Hughes

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)	3,848,851
2. Less: Remitted title insurance premiums (from Schedule B)	768,906
3. Retained title insurance premiums (from Schedule B)	3,079,946
4. Other income (from Schedule C)	3,883,699
5. Total Revenue	6,963,645

Part B: Expenses	
1. Employees' salaries and wages	1,284,207
2. Owners' and partners' salaries and wages	
3. Employee benefits	115,739
4. Rent	72,911
5. Insurance	4,311
6. Legal expense	
7. Licenses, taxes and fees	116,465
8. Title plant expense and maintenance	309
9. Office supplies	6,542
10. Depreciation	
11. Automobile expense	
12. Communication expense	143,162
13. Education expense	205
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	7,622
17. Loss and loss adjustment expense (from Schedule D)	193,670
18. Accounting and auditing expense	3,944
19. Public relations expense	1,878
20. Other expenses (from Schedule E)	2,502,647
21. Total Expenses	4,453,611

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	2,510,034

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	37,012
5. 1/2 of meals and entertainment expense	13,768
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	50,780

Part E: Net Income	
1. Net income as reported on the books of the agency	2,459,254

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	203,482,000

Part G: Employees	
1. Total number of employees	17

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Aztec Abstract & Title Insurance, Inc.
 ADDRESS: P.O. Box 1233, Portales, NM 88130
 CONTACT NAME: Kristin Nichols

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)	145,149
2. Less: Remitted title insurance premiums (from Schedule B)	29,030
3. Retained title insurance premiums (from Schedule B)	116,119
4. Other income (from Schedule C)	243,521
5. Total Revenue	359,640

Part B: Expenses	
1. Employees' salaries and wages	145,025
2. Owners' and partners' salaries and wages	
3. Employee benefits	36,222
4. Rent	27,460
5. Insurance	2,316
6. Legal expense	
7. Licenses, taxes and fees	2,782
8. Title plant expense and maintenance	5,523
9. Office supplies	16,116
10. Depreciation	
11. Automobile expense	1,427
12. Communication expense	17,050
13. Education expense	
14. Bad debts	
15. Interest expense	4,436
16. Employee travel and lodging	3,432
17. Loss and loss adjustment expense (from Schedule D)	5,618
18. Accounting and auditing expense	3,229
19. Public relations expense	6,881
20. Other expenses (from Schedule E)	61,226
21. Total Expenses	338,744

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	20,896

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	16,525
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	16,525

Part E: Net Income	
1. Net income as reported on the books of the agency	4,371

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

Part G: Employees	
1. Total number of employees	9

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: BGMJ, INC.
ADDRESS: PO BOX 1746, ROSWELL, NM 88201
CONTACT NAME: MAURITA LOVELACE

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)	1,421,131
2. Less: Remitted title insurance premiums (from Schedule B)	296,613
3. Retained title insurance premiums (from Schedule B)	1,124,518
4. Other income (from Schedule C)	532,205
5. Total Revenue	1,656,723

Part B: Expenses	
1. Employees' salaries and wages	613,474
2. Owners' and partners' salaries and wages	96,000
3. Employee benefits	113,502
4. Rent	85,992
5. Insurance	21,694
6. Legal expense	
7. Licenses, taxes and fees	978
8. Title plant expense and maintenance	75,113
9. Office supplies	50,625
10. Depreciation	63,168
11. Automobile expense	9,980
12. Communication expense	17,260
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	10,061
17. Loss and loss adjustment expense (from Schedule D)	12,958
18. Accounting and auditing expense	15,924
19. Public relations expense	26,542
20. Other expenses (from Schedule E)	77,781
21. Total Expenses	1,291,052

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	365,671

Part D: Excluded Expenses	
1. NMLTA lobbying expense	190
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	219
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	64,359
10. Total Excluded Expenses	64,768

Part E: Net Income	
1. Net income as reported on the books of the agency	300,903

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	236,326

Part G: Employees	
1. Total number of employees	19

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Bueno Title & Escrow Company LLC
 ADDRESS: 2802 Doral Ct. Las Cruces NM 88011
 CONTACT NAME: Kelley Jean Baskett

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)	1,246,303
2. Less: Remitted title insurance premiums (from Schedule B)	249,186
3. Retained title insurance premiums (from Schedule B)	997,118
4. Other income (from Schedule C)	346,762
5. Total Revenue	1,343,879

Part B: Expenses	
1. Employees' salaries and wages	338,054
2. Owners' and partners' salaries and wages	133,060
3. Employee benefits	8,126
4. Rent	69,108
5. Insurance	3,494
6. Legal expense	14,902
7. Licenses, taxes and fees	35,792
8. Title plant expense and maintenance	8,188
9. Office supplies	12,888
10. Depreciation	12,374
11. Automobile expense	811
12. Communication expense	6,214
13. Education expense	
14. Bad debts	0
15. Interest expense	1,229
16. Employee travel and lodging	973
17. Loss and loss adjustment expense (from Schedule D)	14,981
18. Accounting and auditing expense	15,976
19. Public relations expense	11,786
20. Other expenses (from Schedule E)	171,779
21. Total Expenses	859,736

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	484,143

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	181
10. Total Excluded Expenses	181

Part E: Net Income	
1. Net income as reported on the books of the agency	483,962

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	336,428

Part G: Employees	
1. Total number of employees	12

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Camino Real Abstract & Title, LLC
 ADDRESS: 6701 N. Mesa, El Paso, TX 79912
 CONTACT NAME: Andy Quintana

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)	203,214
2. Less: Remitted title insurance premiums (from Schedule B)	40,643
3. Retained title insurance premiums (from Schedule B)	162,571
4. Other income (from Schedule C)	102,460
5. Total Revenue	265,031

Part B: Expenses	
1. Employees' salaries and wages	111,335
2. Owners' and partners' salaries and wages	
3. Employee benefits	13,069
4. Rent	58,260
5. Insurance	2,527
6. Legal expense	
7. Licenses, taxes and fees	4,254
8. Title plant expense and maintenance	15,842
9. Office supplies	2,527
10. Depreciation	
11. Automobile expense	
12. Communication expense	4,806
13. Education expense	2,591
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	646
17. Loss and loss adjustment expense (from Schedule D)	5,699
18. Accounting and auditing expense	3,201
19. Public relations expense	1,670
20. Other expenses (from Schedule E)	24,880
21. Total Expenses	251,307

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	13,724

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

Part E: Net Income	
1. Net income as reported on the books of the agency	13,724

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	247,689

Part G: Employees	
1. Total number of employees	4

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Casa Y Tierra Abstract and Title Co.
 ADDRESS: 2420 N White Sands Blvd, Alamogordo, NM 88310
 CONTACT NAME: Craig Danekas

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)	624,802
2. Less: Remitted title insurance premiums (from Schedule B)	124,960
3. Retained title insurance premiums (from Schedule B)	499,842
4. Other income (from Schedule C)	180,745
5. Total Revenue	680,587

Part B: Expenses	
1. Employees' salaries and wages	253,157
2. Owners' and partners' salaries and wages	124,800
3. Employee benefits	34,171
4. Rent	14,695
5. Insurance	4,736
6. Legal expense	
7. Licenses, taxes and fees	9,925
8. Title plant expense and maintenance	3,024
9. Office supplies	45,453
10. Depreciation	
11. Automobile expense	3,533
12. Communication expense	12,200
13. Education expense	4,550
14. Bad debts	
15. Interest expense	1,307
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	8,118
18. Accounting and auditing expense	13,117
19. Public relations expense	28,331
20. Other expenses (from Schedule E)	7,090
21. Total Expenses	568,206

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	112,381

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	406
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	680
10. Total Excluded Expenses	1,086

Part E: Net Income	
1. Net income as reported on the books of the agency	111,295

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	8,731

Part G: Employees	
1. Total number of employees	10

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: CIBOLA TITLE COMPANY LLC
ADDRESS: PO BOX 238
CONTACT NAME: GRANTS, NM 87020

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)	122,592
2. Less: Remitted title insurance premiums (from Schedule B)	33,050
3. Retained title insurance premiums (from Schedule B)	89,542
4. Other income (from Schedule C)	16,667
5. Total Revenue	106,209

Part B: Expenses	
1. Employees' salaries and wages	975
2. Owners' and partners' salaries and wages	
3. Employee benefits	
4. Rent	150
5. Insurance	6,070
6. Legal expense	283
7. Licenses, taxes and fees	1,859
8. Title plant expense and maintenance	30,018
9. Office supplies	2,584
10. Depreciation	4,020
11. Automobile expense	
12. Communication expense	
13. Education expense	230
14. Bad debts	
15. Interest expense	6,498
16. Employee travel and lodging	249
17. Loss and loss adjustment expense (from Schedule D)	0
18. Accounting and auditing expense	1,694
19. Public relations expense	100
20. Other expenses (from Schedule E)	1,825
21. Total Expenses	56,555

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	49,654

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

Part E: Net Income	
1. Net income as reported on the books of the agency	49,654

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	35,637

Part G: Employees	
1. Total number of employees	1

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: First New Mexico Title & Abstract Co. Inc.
 ADDRESS: PO Box 3590 Taos, New Mexico 87571
 CONTACT NAME: Matthew Height

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)	1,323,775
2. Less: Remitted title insurance premiums (from Schedule B)	267,662
3. Retained title insurance premiums (from Schedule B)	1,056,113
4. Other income (from Schedule C)	660,838
5. Total Revenue	1,716,951

Part B: Expenses	
1. Employees' salaries and wages	664,751
2. Owners' and partners' salaries and wages	333,129
3. Employee benefits	105,311
4. Rent	57,341
5. Insurance	10,018
6. Legal expense	500
7. Licenses, taxes and fees	995
8. Title plant expense and maintenance	21,019
9. Office supplies	23,176
10. Depreciation	10,119
11. Automobile expense	2,029
12. Communication expense	24,586
13. Education expense	1,500
14. Bad debts	0
15. Interest expense	1,162
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	6,401
18. Accounting and auditing expense	15,753
19. Public relations expense	7,231
20. Other expenses (from Schedule E)	32,164
21. Total Expenses	1,317,185

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	399,766

Part D: Excluded Expenses	
1. NMLTA lobbying expense	35
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	50
5. 1/2 of meals and entertainment expense	897
6. Penalties	
7. Country club dues	7,155
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	(2,029)
10. Total Excluded Expenses	6,108

Part E: Net Income	
1. Net income as reported on the books of the agency	393,658

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	718,264

Part G: Employees	
1. Total number of employees	17

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: First Title Services LLC

ADDRESS:

CONTACT NAME:

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)	325,974
2. Less: Remitted title insurance premiums (from Schedule B)	65,769
3. Retained title insurance premiums (from Schedule B)	260,205
4. Other income (from Schedule C)	192,427
5. Total Revenue	452,632

Part B: Expenses	
1. Employees' salaries and wages	80,223
2. Owners' and partners' salaries and wages	111,180
3. Employee benefits	3,623
4. Rent	10,200
5. Insurance	15,805
6. Legal expense	0
7. Licenses, taxes and fees	19,853
8. Title plant expense and maintenance	15,413
9. Office supplies	9,046
10. Depreciation	43,594
11. Automobile expense	3,319
12. Communication expense	10,475
13. Education expense	0
14. Bad debts	0
15. Interest expense	25,839
16. Employee travel and lodging	905
17. Loss and loss adjustment expense (from Schedule D)	10,718
18. Accounting and auditing expense	6,566
19. Public relations expense	5,257
20. Other expenses (from Schedule E)	44,648
21. Total Expenses	416,663

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	35,969

Part D: Excluded Expenses	
1. NMLTA lobbying expense	56
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	3,034
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	3,090

Part E: Net Income	
1. Net income as reported on the books of the agency	32,879

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	82,060

Part G: Employees	
1. Total number of employees	4

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: FOUR CORNERS TITLE COMPANY
 ADDRESS: 311 S. Third Street
 CONTACT NAME: Mary Villanueva

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)	212,589
2. Less: Remitted title insurance premiums (from Schedule B)	49,299
3. Retained title insurance premiums (from Schedule B)	163,290
4. Other income (from Schedule C)	85,982
5. Total Revenue	249,272

Part B: Expenses	
1. Employees' salaries and wages	158,659
2. Owners' and partners' salaries and wages	
3. Employee benefits	3,122
4. Rent	6,000
5. Insurance	8,893
6. Legal expense	20,026
7. Licenses, taxes and fees	389
8. Title plant expense and maintenance	2,109
9. Office supplies	2,583
10. Depreciation	
11. Automobile expense	
12. Communication expense	8,412
13. Education expense	115
14. Bad debts	
15. Interest expense	1,600
16. Employee travel and lodging	265
17. Loss and loss adjustment expense (from Schedule D)	20,357
18. Accounting and auditing expense	5,221
19. Public relations expense	
20. Other expenses (from Schedule E)	19,968
21. Total Expenses	257,719

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(8,447)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	274
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	274

Part E: Net Income	
1. Net income as reported on the books of the agency	(8,721)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	45,721

Part G: Employees	
1. Total number of employees	6

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: G&P, Inc. dba Gallup Title Company
 ADDRESS: P.O. Box 998, Gallup, NM 87305
 CONTACT NAME: Lyneve A. Garcia

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)	445,064
2. Less: Remitted title insurance premiums (from Schedule B)	90,124
3. Retained title insurance premiums (from Schedule B)	354,940
4. Other income (from Schedule C)	154,926
5. Total Revenue	509,866

Part B: Expenses	
1. Employees' salaries and wages	218,423
2. Owners' and partners' salaries and wages	760
3. Employee benefits	63,553
4. Rent	60,000
5. Insurance	4,606
6. Legal expense	
7. Licenses, taxes and fees	7,968
8. Title plant expense and maintenance	41,266
9. Office supplies	12,105
10. Depreciation	9,568
11. Automobile expense	
12. Communication expense	13,475
13. Education expense	
14. Bad debts	
15. Interest expense	20,225
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	4,558
18. Accounting and auditing expense	14,755
19. Public relations expense	3,791
20. Other expenses (from Schedule E)	13,520
21. Total Expenses	488,573

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	21,293

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	455
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	455

Part E: Net Income	
1. Net income as reported on the books of the agency	20,838

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(427,763)

Part G: Employees	
1. Total number of employees	10

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: GRANT COUNTY TITLE COMPANY INC.
ADDRESS: PO BOX 534 SILVER CITY, NM 88062
CONTACT NAME: MARISSA CASTRILLO

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)	787,921
2. Less: Remitted title insurance premiums (from Schedule B)	157,585
3. Retained title insurance premiums (from Schedule B)	630,336
4. Other income (from Schedule C)	428,633
5. Total Revenue	1,058,969

Part B: Expenses	
1. Employees' salaries and wages	319,932
2. Owners' and partners' salaries and wages	73,234
3. Employee benefits	66,533
4. Rent	42,960
5. Insurance	12,401
6. Legal expense	
7. Licenses, taxes and fees	34,692
8. Title plant expense and maintenance	44,424
9. Office supplies	35,197
10. Depreciation	98,323
11. Automobile expense	8,435
12. Communication expense	46,047
13. Education expense	
14. Bad debts	
15. Interest expense	20,910
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	564
18. Accounting and auditing expense	44,368
19. Public relations expense	13,889
20. Other expenses (from Schedule E)	47,822
21. Total Expenses	909,731

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	149,238

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

Part E: Net Income	
1. Net income as reported on the books of the agency	149,238

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	184,732

Part G: Employees	
1. Total number of employees	7

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: GREAT WESTERN ABSTRACT & TITLE COMPANY
 ADDRESS: 2161 HAMMERLAND, LAS CRUCES, NM
 CONTACT NAME: JOHN R. KING

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)	48,510
2. Less: Remitted title insurance premiums (from Schedule B)	9,702
3. Retained title insurance premiums (from Schedule B)	38,808
4. Other income (from Schedule C)	0
5. Total Revenue	38,808

Part B: Expenses	
1. Employees' salaries and wages	25,503
2. Owners' and partners' salaries and wages	
3. Employee benefits	
4. Rent	12,000
5. Insurance	347
6. Legal expense	
7. Licenses, taxes and fees	65
8. Title plant expense and maintenance	1,416
9. Office supplies	1,212
10. Depreciation	
11. Automobile expense	
12. Communication expense	
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	0
18. Accounting and auditing expense	6,725
19. Public relations expense	
20. Other expenses (from Schedule E)	2,570
21. Total Expenses	49,838

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(11,030)

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

Part E: Net Income	
1. Net income as reported on the books of the agency	(11,030)

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

Part G: Employees	
1. Total number of employees	1

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Guaranty Title Company
 ADDRESS: 103 W. Mermod St. Carlsbad, NM 88220
 CONTACT NAME: Y Reed

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)	1,975,460
2. Less: Remitted title insurance premiums (from Schedule B)	396,388
3. Retained title insurance premiums (from Schedule B)	1,579,072
4. Other income (from Schedule C)	612,838
5. Total Revenue	2,191,910

Part B: Expenses	
1. Employees' salaries and wages	1,231,717
2. Owners' and partners' salaries and wages	
3. Employee benefits	223,042
4. Rent	221,650
5. Insurance	8,640
6. Legal expense	3,571
7. Licenses, taxes and fees	6,501
8. Title plant expense and maintenance	14,678
9. Office supplies	58,295
10. Depreciation	285,178
11. Automobile expense	10,462
12. Communication expense	29,424
13. Education expense	572
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	39,964
17. Loss and loss adjustment expense (from Schedule D)	15,021
18. Accounting and auditing expense	8,676
19. Public relations expense	14,840
20. Other expenses (from Schedule E)	477,508
21. Total Expenses	2,649,739

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(457,829)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	6,661
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	6,661

Part E: Net Income	
1. Net income as reported on the books of the agency	(464,490)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	3,585,722

Part G: Employees	
1. Total number of employees	21

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Heritage Title of Valencia County
 ADDRESS: 311A Cortez SE PO Box 1387 Los Lunas, NM 87031
 CONTACT NAME: Charles Griego

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)	274,255
2. Less: Remitted title insurance premiums (from Schedule B)	55,454
3. Retained title insurance premiums (from Schedule B)	218,801
4. Other income (from Schedule C)	176,797
5. Total Revenue	395,598

Part B: Expenses	
1. Employees' salaries and wages	134,140
2. Owners' and partners' salaries and wages	
3. Employee benefits	62,864
4. Rent	
5. Insurance	4,505
6. Legal expense	216
7. Licenses, taxes and fees	12,031
8. Title plant expense and maintenance	22,124
9. Office supplies	8,662
10. Depreciation	5,410
11. Automobile expense	1,416
12. Communication expense	12,513
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	180
17. Loss and loss adjustment expense (from Schedule D)	5,169
18. Accounting and auditing expense	10,590
19. Public relations expense	1,042
20. Other expenses (from Schedule E)	47,732
21. Total Expenses	328,594

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	67,004

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

Part E: Net Income	
1. Net income as reported on the books of the agency	67,004

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	348,477

Part G: Employees	
1. Total number of employees	7

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Land Titles of Ruidoso, LLC
 ADDRESS: 508 Mechem Drive Ste D Ruidoso, NM 88345
 CONTACT NAME: Diana Proctor, General Manager

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)	1,386,530
2. Less: Remitted title insurance premiums (from Schedule B)	279,162
3. Retained title insurance premiums (from Schedule B)	1,107,368
4. Other income (from Schedule C)	463,421
5. Total Revenue	1,570,789

Part B: Expenses	
1. Employees' salaries and wages	762,119
2. Owners' and partners' salaries and wages	
3. Employee benefits	138,047
4. Rent	47,600
5. Insurance	11,029
6. Legal expense	
7. Licenses, taxes and fees	1,069
8. Title plant expense and maintenance	39,298
9. Office supplies	27,162
10. Depreciation	41,465
11. Automobile expense	5,117
12. Communication expense	17,061
13. Education expense	810
14. Bad debts	
15. Interest expense	15,338
16. Employee travel and lodging	224
17. Loss and loss adjustment expense (from Schedule D)	11,445
18. Accounting and auditing expense	6,004
19. Public relations expense	12,746
20. Other expenses (from Schedule E)	9,554
21. Total Expenses	1,146,088

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	424,701

Part D: Excluded Expenses	
1. NMLTA lobbying expense	72
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	271
6. Penalties	50
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	(393)
10. Total Excluded Expenses	0

Part E: Net Income	
1. Net income as reported on the books of the agency	424,701

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	376,269

Part G: Employees	
1. Total number of employees	16

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Landmark Title, Inc.
ADDRESS: PO BOX 1326 Clovis, NM 88102-1326
CONTACT NAME: Michele Neff

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)	1,176,914
2. Less: Remitted title insurance premiums (from Schedule B)	235,383
3. Retained title insurance premiums (from Schedule B)	941,531
4. Other income (from Schedule C)	447,128
5. Total Revenue	1,388,659

Part B: Expenses	
1. Employees' salaries and wages	392,535
2. Owners' and partners' salaries and wages	164,630
3. Employee benefits	79,630
4. Rent	19,484
5. Insurance	12,125
6. Legal expense	
7. Licenses, taxes and fees	3,637
8. Title plant expense and maintenance	38,133
9. Office supplies	27,891
10. Depreciation	53,186
11. Automobile expense	14,628
12. Communication expense	36,624
13. Education expense	2,597
14. Bad debts	
15. Interest expense	16,403
16. Employee travel and lodging	8,160
17. Loss and loss adjustment expense (from Schedule D)	4,195
18. Accounting and auditing expense	15,734
19. Public relations expense	51,380
20. Other expenses (from Schedule E)	84,657
21. Total Expenses	1,025,629

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	363,030

Part D: Excluded Expenses	
1. NMLTA lobbying expense	68
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	1,078
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	95,359
10. Total Excluded Expenses	96,505

Part E: Net Income	
1. Net income as reported on the books of the agency	266,525

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	384,282

Part G: Employees	
1. Total number of employees	17

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Legal Description Inc. dba Southwestern Abstract and
 ADDRESS: 1125 S. Main St., Las Cruces, NM 88005
 CONTACT NAME: Grisel R. Chavez

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)	2,623,222
2. Less: Remitted title insurance premiums (from Schedule B)	524,644
3. Retained title insurance premiums (from Schedule B)	2,098,578
4. Other income (from Schedule C)	696,079
5. Total Revenue	2,794,657

Part B: Expenses	
1. Employees' salaries and wages	918,492
2. Owners' and partners' salaries and wages	219,424
3. Employee benefits	168,741
4. Rent	109,523
5. Insurance	15,904
6. Legal expense	0
7. Licenses, taxes and fees	50,651
8. Title plant expense and maintenance	112,731
9. Office supplies	61,215
10. Depreciation	30,117
11. Automobile expense	10,458
12. Communication expense	45,333
13. Education expense	125
14. Bad debts	0
15. Interest expense	63,389
16. Employee travel and lodging	2,683
17. Loss and loss adjustment expense (from Schedule D)	27,835
18. Accounting and auditing expense	22,655
19. Public relations expense	26,088
20. Other expenses (from Schedule E)	107,058
21. Total Expenses	1,992,422

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	802,235

Part D: Excluded Expenses	
1. NMLTA lobbying expense	110
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	849
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	37,313
10. Total Excluded Expenses	38,272

Part E: Net Income	
1. Net income as reported on the books of the agency	763,963

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	1,259,513

Part G: Employees	
1. Total number of employees	27

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: LINCOLN COUNTY ABSTRACT & TITLE
ADDRESS: 1007 MECHEM DRIVE, RUIDOSO, NM 88345
CONTACT NAME: SUE HARMON

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)	925,050
2. Less: Remitted title insurance premiums (from Schedule B)	187,665
3. Retained title insurance premiums (from Schedule B)	737,385
4. Other income (from Schedule C)	246,612
5. Total Revenue	983,997

Part B: Expenses	
1. Employees' salaries and wages	348,137
2. Owners' and partners' salaries and wages	
3. Employee benefits	
4. Rent	1,930
5. Insurance	20,202
6. Legal expense	
7. Licenses, taxes and fees	27,406
8. Title plant expense and maintenance	11,119
9. Office supplies	17,819
10. Depreciation	66,667
11. Automobile expense	0
12. Communication expense	18,257
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	1,634
17. Loss and loss adjustment expense (from Schedule D)	12,376
18. Accounting and auditing expense	15,196
19. Public relations expense	26,023
20. Other expenses (from Schedule E)	148,240
21. Total Expenses	715,006

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	268,991

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	117
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	117

Part E: Net Income	
1. Net income as reported on the books of the agency	268,874

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	628,524

Part G: Employees	
1. Total number of employees	8

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: NETCO, Inc.
ADDRESS: 765 Ela Road Suite 302 Lake Zurich, IL 60047
CONTACT NAME: Rob Biancalana

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)	24,867
2. Less: Remitted title insurance premiums (from Schedule B)	6,002
3. Retained title insurance premiums (from Schedule B)	18,865
4. Other income (from Schedule C)	127,020
5. Total Revenue	145,885

Part B: Expenses	
1. Employees' salaries and wages	31,784
2. Owners' and partners' salaries and wages	4,036
3. Employee benefits	3,187
4. Rent	2,231
5. Insurance	3,101
6. Legal expense	353
7. Licenses, taxes and fees	225
8. Title plant expense and maintenance	1,554
9. Office supplies	990
10. Depreciation	731
11. Automobile expense	221
12. Communication expense	4,422
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	170
17. Loss and loss adjustment expense (from Schedule D)	889
18. Accounting and auditing expense	
19. Public relations expense	725
20. Other expenses (from Schedule E)	65,116
21. Total Expenses	119,735

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	26,150

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	1,300
10. Total Excluded Expenses	1,300

Part E: Net Income	
1. Net income as reported on the books of the agency	24,850

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(4,652,717)

Part G: Employees	
1. Total number of employees	1

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: NETWORK CLOSING SERVICES, INC.
ADDRESS: 7651-A Ashley Park Court Ste 401, Orlando, FL 32835
CONTACT NAME: Donna J. Norris, Vice President

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)	2,322,925
2. Less: Remitted title insurance premiums (from Schedule B)	464,585
3. Retained title insurance premiums (from Schedule B)	1,858,340
4. Other income (from Schedule C)	1,481,968
5. Total Revenue	3,340,308

Part B: Expenses	
1. Employees' salaries and wages	665,793
2. Owners' and partners' salaries and wages	0
3. Employee benefits	78,722
4. Rent	50,940
5. Insurance	0
6. Legal expense	102,686
7. Licenses, taxes and fees	4,205
8. Title plant expense and maintenance	113,066
9. Office supplies	131,172
10. Depreciation	0
11. Automobile expense	2,267
12. Communication expense	3,306
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	20,274
17. Loss and loss adjustment expense (from Schedule D)	203,310
18. Accounting and auditing expense	2,706
19. Public relations expense	9,039
20. Other expenses (from Schedule E)	1,620,748
21. Total Expenses	3,008,234

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	332,074

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	4,116
5.	1/2 of meals and entertainment expense	707
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	4,823

Part E: Net Income

1.	Net income as reported on the books of the agency	327,251
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Part F: Equity

1.	Total equity as reported on balance sheet of the agency	443,805
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Part G: Employees

1.	Total number of employees	17
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NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: New Mexico Abstract Co.
ADDRESS: P.O. Box 408/510 Williams Ave, Estancia NM 87016
CONTACT NAME: Bonnie L. Kayser

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)	546,822
2. Less: Remitted title insurance premiums (from Schedule B)	109,365
3. Retained title insurance premiums (from Schedule B)	437,457
4. Other income (from Schedule C)	36,890
5. Total Revenue	474,347

Part B: Expenses	
1. Employees' salaries and wages	101,051
2. Owners' and partners' salaries and wages	151,800
3. Employee benefits	7,228
4. Rent	5,127
5. Insurance	5,221
6. Legal expense	0
7. Licenses, taxes and fees	689
8. Title plant expense and maintenance	5,089
9. Office supplies	7,675
10. Depreciation	0
11. Automobile expense	21,961
12. Communication expense	3,411
13. Education expense	0
14. Bad debts	0
15. Interest expense	4,520
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	10,500
18. Accounting and auditing expense	3,128
19. Public relations expense	0
20. Other expenses (from Schedule E)	32,429
21. Total Expenses	359,829

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	114,518

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	0
5. 1/2 of meals and entertainment expense	0
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	708
10. Total Excluded Expenses	708

Part E: Net Income	
1. Net income as reported on the books of the agency	113,810

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	155,331

Part G: Employees	
1. Total number of employees	3

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: New Mexico Land and Title Company
ADDRESS: 801 7th Street, Las Vegas, NM 87701
CONTACT NAME: Jay D. Moore, President

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)	1,442,975
2. Less: Remitted title insurance premiums (from Schedule B)	288,594
3. Retained title insurance premiums (from Schedule B)	1,154,381
4. Other income (from Schedule C)	1,188,119
5. Total Revenue	2,342,500

Part B: Expenses	
1. Employees' salaries and wages	1,227,308
2. Owners' and partners' salaries and wages	91,243
3. Employee benefits	146,128
4. Rent	117,264
5. Insurance	17,365
6. Legal expense	0
7. Licenses, taxes and fees	4,504
8. Title plant expense and maintenance	88,666
9. Office supplies	111,736
10. Depreciation	15,576
11. Automobile expense	39,914
12. Communication expense	27,990
13. Education expense	755
14. Bad debts	0
15. Interest expense	72,537
16. Employee travel and lodging	7,073
17. Loss and loss adjustment expense (from Schedule D)	13,637
18. Accounting and auditing expense	42,525
19. Public relations expense	8,754
20. Other expenses (from Schedule E)	531,069
21. Total Expenses	2,564,044

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(221,544)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	1,757
10. Total Excluded Expenses	1,757

Part E: Net Income	
1. Net income as reported on the books of the agency	(223,301)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(1,366,147)

Part G: Employees	
1. Total number of employees	27

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: North East Title, Inc.
ADDRESS: 124 S. 2nd Street, Raton, NM 87740
CONTACT NAME: Jack Oldham

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)	738,278
2. Less: Remitted title insurance premiums (from Schedule B)	147,655
3. Retained title insurance premiums (from Schedule B)	590,623
4. Other income (from Schedule C)	131,544
5. Total Revenue	722,167

Part B: Expenses	
1. Employees' salaries and wages	168,919
2. Owners' and partners' salaries and wages	0
3. Employee benefits	0
4. Rent	0
5. Insurance	30,755
6. Legal expense	24,524
7. Licenses, taxes and fees	2,474
8. Title plant expense and maintenance	23,606
9. Office supplies	35,316
10. Depreciation	20,000
11. Automobile expense	18,000
12. Communication expense	7,272
13. Education expense	0
14. Bad debts	0
15. Interest expense	28,928
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	4,536
18. Accounting and auditing expense	3,000
19. Public relations expense	0
20. Other expenses (from Schedule E)	148,656
21. Total Expenses	515,986

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	206,181

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	0
5. 1/2 of meals and entertainment expense	0
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	0

Part E: Net Income	
1. Net income as reported on the books of the agency	206,181

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	541,526

Part G: Employees	
1. Total number of employees	4

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES***For the Calendar Year Ending December 31, 2020*

AGENCY NAME: Paramount Title, LLC
 ADDRESS: 2100 Calle de la Vuelta, Unit 104E, Santa Fe, NM
 CONTACT NAME: Thomas Banner

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)	63,775
2. Less: Remitted title insurance premiums (from Schedule B)	12,755
3. Retained title insurance premiums (from Schedule B)	51,020
4. Other income (from Schedule C)	82,620
5. Total Revenue	133,640

Part B: Expenses	
1. Employees' salaries and wages	89,872
2. Owners' and partners' salaries and wages	0
3. Employee benefits	10,997
4. Rent	32,498
5. Insurance	1,160
6. Legal expense	0
7. Licenses, taxes and fees	595
8. Title plant expense and maintenance	44,636
9. Office supplies	8,145
10. Depreciation	7,637
11. Automobile expense	3,546
12. Communication expense	5,466
13. Education expense	
14. Bad debts	
15. Interest expense	4,020
16. Employee travel and lodging	419
17. Loss and loss adjustment expense (from Schedule D)	4,208
18. Accounting and auditing expense	6,605
19. Public relations expense	14,577
20. Other expenses (from Schedule E)	32,464
21. Total Expenses	266,845

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(133,205)

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	0
5. 1/2 of meals and entertainment expense	766
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	3,784
10. Total Excluded Expenses	4,550

Part E: Net Income	
1. Net income as reported on the books of the agency	(137,755)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(150,354)

Part G: Employees	
1. Total number of employees	2

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: PIONEER ABSTRACT & TITLE CO OF ALAMOGORI
 ADDRESS: 909 DELAWARE AVENUE
 CONTACT NAME: ALAMOGORDO, NM 88310

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)	1,279,964
2. Less: Remitted title insurance premiums (from Schedule B)	285,432
3. Retained title insurance premiums (from Schedule B)	994,532
4. Other income (from Schedule C)	517,524
5. Total Revenue	1,512,056

Part B: Expenses	
1. Employees' salaries and wages	433,073
2. Owners' and partners' salaries and wages	58,000
3. Employee benefits	22,869
4. Rent	39,600
5. Insurance	16,259
6. Legal expense	
7. Licenses, taxes and fees	44,801
8. Title plant expense and maintenance	91,261
9. Office supplies	64,757
10. Depreciation	121,724
11. Automobile expense	6,401
12. Communication expense	
13. Education expense	4,227
14. Bad debts	
15. Interest expense	67,630
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	13,956
18. Accounting and auditing expense	9,733
19. Public relations expense	22,663
20. Other expenses (from Schedule E)	165,925
21. Total Expenses	1,182,879

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	329,177

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	2,175
6. Penalties	42
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	5,594
10. Total Excluded Expenses	7,811

Part E: Net Income	
1. Net income as reported on the books of the agency	321,366

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	68,110

Part G: Employees	
1. Total number of employees	27

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Prima Title LLC
 ADDRESS: 123 Grant Ave, Santa Fe, NM 87501
 CONTACT NAME: Charles R Dickey Jr

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)	3,481,306
2. Less: Remitted title insurance premiums (from Schedule B)	759,696
3. Retained title insurance premiums (from Schedule B)	2,721,610
4. Other income (from Schedule C)	1,351,749
5. Total Revenue	4,073,359

Part B: Expenses	
1. Employees' salaries and wages	2,416,549
2. Owners' and partners' salaries and wages	470,742
3. Employee benefits	200,594
4. Rent	208,833
5. Insurance	21,831
6. Legal expense	325
7. Licenses, taxes and fees	1,718
8. Title plant expense and maintenance	48,616
9. Office supplies	27,149
10. Depreciation	7,090
11. Automobile expense	0
12. Communication expense	69,851
13. Education expense	13
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	17,941
18. Accounting and auditing expense	52,735
19. Public relations expense	8,613
20. Other expenses (from Schedule E)	144,305
21. Total Expenses	3,696,905

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	376,454

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	0
5. 1/2 of meals and entertainment expense	1,395
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	83,000
10. Total Excluded Expenses	84,395

Part E: Net Income	
1. Net income as reported on the books of the agency	292,059

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	132,360

Part G: Employees	
1. Total number of employees	15

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Priority Title & Escrow, LLC
 ADDRESS: 641 Lynnhaven Pkwy, Ste 200 Virginia Beach, VA 23464
 CONTACT NAME: Dave Nadzam

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)	67,309
2. Less: Remitted title insurance premiums (from Schedule B)	13,462
3. Retained title insurance premiums (from Schedule B)	53,847
4. Other income (from Schedule C)	26,400
5. Total Revenue	80,247

Part B: Expenses	
1. Employees' salaries and wages	24,396
2. Owners' and partners' salaries and wages	3,588
3. Employee benefits	2,399
4. Rent	1,138
5. Insurance	57
6. Legal expense	40
7. Licenses, taxes and fees	411
8. Title plant expense and maintenance	31,790
9. Office supplies	268
10. Depreciation	80
11. Automobile expense	42
12. Communication expense	211
13. Education expense	12
14. Bad debts	0
15. Interest expense	18
16. Employee travel and lodging	55
17. Loss and loss adjustment expense (from Schedule D)	303
18. Accounting and auditing expense	1,092
19. Public relations expense	442
20. Other expenses (from Schedule E)	7,503
21. Total Expenses	73,845

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	6,402

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	0
5. 1/2 of meals and entertainment expense	63
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	63

Part E: Net Income	
1. Net income as reported on the books of the agency	6,339

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	3,041,188

Part G: Employees	
1. Total number of employees	220

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Rio Arriba Title & Escrow Co., Inc.
ADDRESS: P.O. Box 116, Chama, N.M. 87520
CONTACT NAME: Meredith Brown

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)	665,850
2. Less: Remitted title insurance premiums (from Schedule B)	133,701
3. Retained title insurance premiums (from Schedule B)	532,149
4. Other income (from Schedule C)	230,539
5. Total Revenue	762,688

Part B: Expenses	
1. Employees' salaries and wages	301,991
2. Owners' and partners' salaries and wages	50,828
3. Employee benefits	48,196
4. Rent	22,674
5. Insurance	2,691
6. Legal expense	1,082
7. Licenses, taxes and fees	1,996
8. Title plant expense and maintenance	33,516
9. Office supplies	30,318
10. Depreciation	
11. Automobile expense	22,545
12. Communication expense	10,947
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	1,497
17. Loss and loss adjustment expense (from Schedule D)	15,982
18. Accounting and auditing expense	27,159
19. Public relations expense	9,226
20. Other expenses (from Schedule E)	1,000
21. Total Expenses	581,649

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	181,039

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	8,858
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	9,108
10. Total Excluded Expenses	17,966

Part E: Net Income	
1. Net income as reported on the books of the agency	163,073

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	564,499

Part G: Employees	
1. Total number of employees	9

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Rio Investments Ltd
ADDRESS: P O Box 1064 Elephant Butte, NM 87935
CONTACT NAME: Raymond R Ruffini

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)	517,822
2. Less: Remitted title insurance premiums (from Schedule B)	103,564
3. Retained title insurance premiums (from Schedule B)	414,258
4. Other income (from Schedule C)	298,646
5. Total Revenue	712,904

Part B: Expenses	
1. Employees' salaries and wages	176,948
2. Owners' and partners' salaries and wages	
3. Employee benefits	3,429
4. Rent	19,586
5. Insurance	6,857
6. Legal expense	
7. Licenses, taxes and fees	28,629
8. Title plant expense and maintenance	3,853
9. Office supplies	24,059
10. Depreciation	13,068
11. Automobile expense	166
12. Communication expense	5,524
13. Education expense	
14. Bad debts	
15. Interest expense	86,599
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	10,346
18. Accounting and auditing expense	23,051
19. Public relations expense	7,489
20. Other expenses (from Schedule E)	59,005
21. Total Expenses	468,609

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	244,295

Part D: Excluded Expenses	
1. NMLTA lobbying expense	650
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	650

Part E: Net Income	
1. Net income as reported on the books of the agency	243,645

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

Part G: Employees	
1. Total number of employees	

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Roosevelt County Title & Abstract Company
ADDRESS: 121 W 2nd Street, Portales, NM 88130
CONTACT NAME: Ann Pettigrew

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)	572,898
2. Less: Remitted title insurance premiums (from Schedule B)	115,907
3. Retained title insurance premiums (from Schedule B)	456,991
4. Other income (from Schedule C)	139,584
5. Total Revenue	596,575

Part B: Expenses	
1. Employees' salaries and wages	215,241
2. Owners' and partners' salaries and wages	143,219
3. Employee benefits	16,968
4. Rent	22,389
5. Insurance	23,955
6. Legal expense	0
7. Licenses, taxes and fees	960
8. Title plant expense and maintenance	28,014
9. Office supplies	11,109
10. Depreciation	728
11. Automobile expense	1,768
12. Communication expense	17,624
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	282
17. Loss and loss adjustment expense (from Schedule D)	0
18. Accounting and auditing expense	17,543
19. Public relations expense	4,586
20. Other expenses (from Schedule E)	5,886
21. Total Expenses	510,272

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	86,303

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

Part E: Net Income	
1. Net income as reported on the books of the agency	86,303

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

Part G: Employees	
1. Total number of employees	8

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Salinas-Bradley, LLC dba Artisan Title
 ADDRESS: 1520 Paseo de Peralta, Santa Fe, NM 87501
 CONTACT NAME: John Salinas

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)	294,905
2. Less: Remitted title insurance premiums (from Schedule B)	58,981
3. Retained title insurance premiums (from Schedule B)	235,924
4. Other income (from Schedule C)	82,096
5. Total Revenue	318,020

Part B: Expenses	
1. Employees' salaries and wages	36,744
2. Owners' and partners' salaries and wages	50,000
3. Employee benefits	5,173
4. Rent	15,000
5. Insurance	7,427
6. Legal expense	1,194
7. Licenses, taxes and fees	1,713
8. Title plant expense and maintenance	42,714
9. Office supplies	5,122
10. Depreciation	
11. Automobile expense	0
12. Communication expense	634
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	719
18. Accounting and auditing expense	1,268
19. Public relations expense	0
20. Other expenses (from Schedule E)	66,722
21. Total Expenses	234,430

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	83,590

Part D: Excluded Expenses	
1. NMLTA lobbying expense	1
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	545
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	546

Part E: Net Income	
1. Net income as reported on the books of the agency	83,044

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	107,339

Part G: Employees	
1. Total number of employees	5

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: San Juan Abstract & Title Company
 ADDRESS: 111 N Orchard, Farmington, NM 87401
 CONTACT NAME: Joshua Payne

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)	3,623,051
2. Less: Remitted title insurance premiums (from Schedule B)	736,477
3. Retained title insurance premiums (from Schedule B)	2,886,574
4. Other income (from Schedule C)	1,654,938
5. Total Revenue	4,541,512

Part B: Expenses	
1. Employees' salaries and wages	1,070,370
2. Owners' and partners' salaries and wages	747,770
3. Employee benefits	497,450
4. Rent	169,811
5. Insurance	9,679
6. Legal expense	500
7. Licenses, taxes and fees	15,578
8. Title plant expense and maintenance	70,631
9. Office supplies	49,318
10. Depreciation	177,537
11. Automobile expense	14,096
12. Communication expense	18,654
13. Education expense	2,132
14. Bad debts	
15. Interest expense	1,432
16. Employee travel and lodging	18,614
17. Loss and loss adjustment expense (from Schedule D)	17,584
18. Accounting and auditing expense	6,853
19. Public relations expense	30,042
20. Other expenses (from Schedule E)	149,096
21. Total Expenses	3,067,145

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	1,474,367

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	938
5. 1/2 of meals and entertainment expense	4,520
6. Penalties	
7. Country club dues	18,283
8. Salaries in excess of salary cap	762,281
9. Other excluded expenses (from Schedule E)	304,067
10. Total Excluded Expenses	1,090,088

Part E: Net Income	
1. Net income as reported on the books of the agency	384,279

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	42,960

Part G: Employees	
1. Total number of employees	37

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Santa Fe Title Company
 ADDRESS: 515 Don Gaspar Avenue, Santa Fe, NM
 CONTACT NAME: Steven Riemann

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)	4,445,333
2. Less: Remitted title insurance premiums (from Schedule B)	911,024
3. Retained title insurance premiums (from Schedule B)	3,534,309
4. Other income (from Schedule C)	1,476,058
5. Total Revenue	5,010,367

Part B: Expenses	
1. Employees' salaries and wages	1,984,321
2. Owners' and partners' salaries and wages	575,784
3. Employee benefits	211,388
4. Rent	199,187
5. Insurance	12,486
6. Legal expense	5,463
7. Licenses, taxes and fees	10,811
8. Title plant expense and maintenance	182,750
9. Office supplies	27,247
10. Depreciation	8,284
11. Automobile expense	0
12. Communication expense	7,454
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	1,436
17. Loss and loss adjustment expense (from Schedule D)	19,960
18. Accounting and auditing expense	22,829
19. Public relations expense	57,638
20. Other expenses (from Schedule E)	159,310
21. Total Expenses	3,486,348

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	1,524,019

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	18
7. Country club dues	
8. Salaries in excess of salary cap	244,098
9. Other excluded expenses (from Schedule E)	1,936
10. Total Excluded Expenses	246,052

Part E: Net Income	
1. Net income as reported on the books of the agency	1,277,967

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	1,272,338

Part G: Employees	
1. Total number of employees	20

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Security Title Abstract Inc.
ADDRESS: P O Box 1064 Elephant Butte, NM 87935
CONTACT NAME: Raymond R Ruffini

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)	366,727
2. Less: Remitted title insurance premiums (from Schedule B)	75,232
3. Retained title insurance premiums (from Schedule B)	291,495
4. Other income (from Schedule C)	128,391
5. Total Revenue	419,886

Part B: Expenses	
1. Employees' salaries and wages	194,101
2. Owners' and partners' salaries and wages	24,000
3. Employee benefits	
4. Rent	55,275
5. Insurance	3,640
6. Legal expense	
7. Licenses, taxes and fees	19,120
8. Title plant expense and maintenance	3,574
9. Office supplies	8,218
10. Depreciation	58,943
11. Automobile expense	
12. Communication expense	9,792
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	600
17. Loss and loss adjustment expense (from Schedule D)	8,956
18. Accounting and auditing expense	13,939
19. Public relations expense	308
20. Other expenses (from Schedule E)	29,730
21. Total Expenses	430,195

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(10,309)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	950
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	950

Part E: Net Income	
1. Net income as reported on the books of the agency	(11,259)

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

Part G: Employees	
1. Total number of employees	

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: SIERRA TITLE COMPANY, INC.
ADDRESS: 2161 HAMMERLAND, LAS CRUCES, NM
CONTACT NAME: JOHN R. KING

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)	15,062
2. Less: Remitted title insurance premiums (from Schedule B)	3,012
3. Retained title insurance premiums (from Schedule B)	12,050
4. Other income (from Schedule C)	18,064
5. Total Revenue	30,114

Part B: Expenses	
1. Employees' salaries and wages	
2. Owners' and partners' salaries and wages	
3. Employee benefits	
4. Rent	
5. Insurance	
6. Legal expense	
7. Licenses, taxes and fees	
8. Title plant expense and maintenance	4,483
9. Office supplies	864
10. Depreciation	
11. Automobile expense	
12. Communication expense	
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	0
18. Accounting and auditing expense	600
19. Public relations expense	
20. Other expenses (from Schedule E)	22,557
21. Total Expenses	28,504

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	1,610

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	338
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	338

Part E: Net Income	
1. Net income as reported on the books of the agency	1,272

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	2,385,999

Part G: Employees	
1. Total number of employees	

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Signature Title Agency of New Mexico
ADDRESS: 801 7th Street, Las Vegas, NM 87701
CONTACT NAME: Jay D. Moore, President

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)	1,322,218
2. Less: Remitted title insurance premiums (from Schedule B)	256,201
3. Retained title insurance premiums (from Schedule B)	1,066,017
4. Other income (from Schedule C)	0
5. Total Revenue	1,066,017

Part B: Expenses	
1. Employees' salaries and wages	65,000
2. Owners' and partners' salaries and wages	0
3. Employee benefits	7,622
4. Rent	3,000
5. Insurance	695
6. Legal expense	6,928
7. Licenses, taxes and fees	85
8. Title plant expense and maintenance	69,987
9. Office supplies	215
10. Depreciation	
11. Automobile expense	
12. Communication expense	
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	1,472
17. Loss and loss adjustment expense (from Schedule D)	5,259
18. Accounting and auditing expense	19,735
19. Public relations expense	106,602
20. Other expenses (from Schedule E)	53,216
21. Total Expenses	339,816

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	726,201

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	21
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	21

Part E: Net Income	
1. Net income as reported on the books of the agency	726,180

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	1,016,470

Part G: Employees	
1. Total number of employees	2

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Sitterly, Inc.
ADDRESS: P.O. Box 1787 Clovis, NM 88102
CONTACT NAME:

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)	1,053,579
2. Less: Remitted title insurance premiums (from Schedule B)	210,715
3. Retained title insurance premiums (from Schedule B)	842,864
4. Other income (from Schedule C)	429,551
5. Total Revenue	1,272,415

Part B: Expenses	
1. Employees' salaries and wages	231,574
2. Owners' and partners' salaries and wages	85,573
3. Employee benefits	59,195
4. Rent	188,785
5. Insurance	29,964
6. Legal expense	0
7. Licenses, taxes and fees	0
8. Title plant expense and maintenance	72,345
9. Office supplies	29,295
10. Depreciation	8,641
11. Automobile expense	0
12. Communication expense	17,471
13. Education expense	164
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	6,626
17. Loss and loss adjustment expense (from Schedule D)	18,074
18. Accounting and auditing expense	35,063
19. Public relations expense	155,231
20. Other expenses (from Schedule E)	33,841
21. Total Expenses	971,842

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	300,573

Part D: Excluded Expenses	
1. NMLTA lobbying expense	68
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	355
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	423

Part E: Net Income	
1. Net income as reported on the books of the agency	300,150

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	644,923

Part G: Employees	
1. Total number of employees	18

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Solidifi Title Agency, LLC
ADDRESS: 88 Silva Lane, Middletown, RI 02842
CONTACT NAME:

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)	685,401
2. Less: Remitted title insurance premiums (from Schedule B)	137,081
3. Retained title insurance premiums (from Schedule B)	548,320
4. Other income (from Schedule C)	379,711
5. Total Revenue	928,031

Part B: Expenses	
1. Employees' salaries and wages	289,190
2. Owners' and partners' salaries and wages	
3. Employee benefits	4,468
4. Rent	1,590
5. Insurance	3,587
6. Legal expense	617
7. Licenses, taxes and fees	1,782
8. Title plant expense and maintenance	36,000
9. Office supplies	41,303
10. Depreciation	9,058
11. Automobile expense	
12. Communication expense	
13. Education expense	
14. Bad debts	
15. Interest expense	817
16. Employee travel and lodging	2,392
17. Loss and loss adjustment expense (from Schedule D)	8,096
18. Accounting and auditing expense	4,181
19. Public relations expense	
20. Other expenses (from Schedule E)	151,119
21. Total Expenses	554,200

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	373,831

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

Part E: Net Income	
1. Net income as reported on the books of the agency	373,831

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	418,541

Part G: Employees	
1. Total number of employees	0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Southwestern Title & Escrow, Inc.
 ADDRESS: 236 Montezuma Avenue, Santa Fe, NM 87501
 CONTACT NAME: John R. Fox

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)	3,747,541
2. Less: Remitted title insurance premiums (from Schedule B)	762,978
3. Retained title insurance premiums (from Schedule B)	2,984,563
4. Other income (from Schedule C)	1,496,926
5. Total Revenue	4,481,489

Part B: Expenses	
1. Employees' salaries and wages	1,992,302
2. Owners' and partners' salaries and wages	83,717
3. Employee benefits	280,990
4. Rent	165,000
5. Insurance	12,971
6. Legal expense	2,362
7. Licenses, taxes and fees	4,524
8. Title plant expense and maintenance	20,302
9. Office supplies	62,164
10. Depreciation	1,788
11. Automobile expense	4,169
12. Communication expense	114,091
13. Education expense	8,659
14. Bad debts	
15. Interest expense	10,550
16. Employee travel and lodging	8,524
17. Loss and loss adjustment expense (from Schedule D)	60,389
18. Accounting and auditing expense	19,648
19. Public relations expense	81,008
20. Other expenses (from Schedule E)	195,221
21. Total Expenses	3,128,380

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	1,353,109

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	831
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	28,630
10. Total Excluded Expenses	29,577

Part E: Net Income	
1. Net income as reported on the books of the agency	1,323,532

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	486,089

Part G: Employees	
1. Total number of employees	38

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: T or C Investments, Inc. dba Sierra County Title Com
 ADDRESS: P. O. Box 767, T or C, NM 87901
 CONTACT NAME: Randall K Ashbaugh

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)	212,973
2. Less: Remitted title insurance premiums (from Schedule B)	54,721
3. Retained title insurance premiums (from Schedule B)	158,252
4. Other income (from Schedule C)	133,397
5. Total Revenue	291,649

Part B: Expenses	
1. Employees' salaries and wages	100,122
2. Owners' and partners' salaries and wages	42,500
3. Employee benefits	15,086
4. Rent	21,452
5. Insurance	2,503
6. Legal expense	7,996
7. Licenses, taxes and fees	3,423
8. Title plant expense and maintenance	2,954
9. Office supplies	2,902
10. Depreciation	144
11. Automobile expense	0
12. Communication expense	3,815
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	2,454
17. Loss and loss adjustment expense (from Schedule D)	5,071
18. Accounting and auditing expense	5,497
19. Public relations expense	1,426
20. Other expenses (from Schedule E)	18,305
21. Total Expenses	235,650

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	55,999

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	722
5. 1/2 of meals and entertainment expense	0
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	100
10. Total Excluded Expenses	822

Part E: Net Income	
1. Net income as reported on the books of the agency	55,177

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	45,103

Part G: Employees	
1. Total number of employees	6

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: TCNM, LLC
 ADDRESS: 119 S. Campo Street, Las Cruces, NM 88001
 CONTACT NAME: Brad Foreman

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)	2,611,691
2. Less: Remitted title insurance premiums (from Schedule B)	555,214
3. Retained title insurance premiums (from Schedule B)	2,056,477
4. Other income (from Schedule C)	937,699
5. Total Revenue	2,994,176

Part B: Expenses	
1. Employees' salaries and wages	1,042,235
2. Owners' and partners' salaries and wages	
3. Employee benefits	156,457
4. Rent	192,182
5. Insurance	15,313
6. Legal expense	
7. Licenses, taxes and fees	1,515
8. Title plant expense and maintenance	192,564
9. Office supplies	29,223
10. Depreciation	12,892
11. Automobile expense	12,902
12. Communication expense	58,791
13. Education expense	135
14. Bad debts	
15. Interest expense	31,637
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	15,043
18. Accounting and auditing expense	411
19. Public relations expense	25,983
20. Other expenses (from Schedule E)	232,066
21. Total Expenses	2,019,348

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	974,828

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	3,466
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	10,108
10. Total Excluded Expenses	13,574

Part E: Net Income	
1. Net income as reported on the books of the agency	961,254

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	1,339,205

Part G: Employees	
1. Total number of employees	22

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

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

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)	695,053
2. Less: Remitted title insurance premiums (from Schedule B)	146,657
3. Retained title insurance premiums (from Schedule B)	548,396
4. Other income (from Schedule C)	314,260
5. Total Revenue	862,656

Part B: Expenses	
1. Employees' salaries and wages	423,547
2. Owners' and partners' salaries and wages	155,939
3. Employee benefits	44,322
4. Rent	33,635
5. Insurance	5,798
6. Legal expense	
7. Licenses, taxes and fees	17,286
8. Title plant expense and maintenance	9,227
9. Office supplies	15,305
10. Depreciation	855
11. Automobile expense	577
12. Communication expense	29,446
13. Education expense	1,190
14. Bad debts	
15. Interest expense	2,409
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	22,615
18. Accounting and auditing expense	10,907
19. Public relations expense	8,502
20. Other expenses (from Schedule E)	16,195
21. Total Expenses	797,755

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	64,901

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	431
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	431

Part E: Net Income	
1. Net income as reported on the books of the agency	64,470

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	142,199

Part G: Employees	
1. Total number of employees	13

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Tierras Title, LLC
 ADDRESS: 224 Cruz Alta Road, Suite J, Taos, NM 87571
 CONTACT NAME: Jean Trujillo / Marcia Haller

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)	634,823
2. Less: Remitted title insurance premiums (from Schedule B)	126,965
3. Retained title insurance premiums (from Schedule B)	507,859
4. Other income (from Schedule C)	321,676
5. Total Revenue	829,535

Part B: Expenses	
1. Employees' salaries and wages	231,676
2. Owners' and partners' salaries and wages	100,623
3. Employee benefits	111,883
4. Rent	31,863
5. Insurance	1,645
6. Legal expense	111
7. Licenses, taxes and fees	450
8. Title plant expense and maintenance	6,007
9. Office supplies	18,848
10. Depreciation	1,708
11. Automobile expense	182
12. Communication expense	22,562
13. Education expense	820
14. Bad debts	
15. Interest expense	8,200
16. Employee travel and lodging	356
17. Loss and loss adjustment expense (from Schedule D)	30,275
18. Accounting and auditing expense	4,409
19. Public relations expense	1,068
20. Other expenses (from Schedule E)	87,586
21. Total Expenses	660,272

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	169,263

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	18,301
5. 1/2 of meals and entertainment expense	176
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	75
10. Total Excluded Expenses	18,552

Part E: Net Income	
1. Net income as reported on the books of the agency	150,711

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	115,400

Part G: Employees	
1. Total number of employees	14

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Timios, Inc.

ADDRESS:

CONTACT NAME:

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)	227,198
2. Less: Remitted title insurance premiums (from Schedule B)	45,440
3. Retained title insurance premiums (from Schedule B)	181,758
4. Other income (from Schedule C)	377,100
5. Total Revenue	558,858

Part B: Expenses	
1. Employees' salaries and wages	141,147
2. Owners' and partners' salaries and wages	49,708
3. Employee benefits	15,273
4. Rent	4,580
5. Insurance	5,309
6. Legal expense	817
7. Licenses, taxes and fees	579
8. Title plant expense and maintenance	74,026
9. Office supplies	2,341
10. Depreciation	2,321
11. Automobile expense	0
12. Communication expense	30,598
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	1,653
17. Loss and loss adjustment expense (from Schedule D)	6,238
18. Accounting and auditing expense	1,038
19. Public relations expense	2,862
20. Other expenses (from Schedule E)	92,688
21. Total Expenses	431,177

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	127,681

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	16,935
5. 1/2 of meals and entertainment expense	0
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	16,935

Part E: Net Income	
1. Net income as reported on the books of the agency	110,747

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	55,692

Part G: Employees	
1. Total number of employees	2

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: TITLE ALLIANCE OF NEW MEXICO, LLC
 ADDRESS: 2 VETERANS SQUARE MEDIA, PA 19063
 CONTACT NAME: THOMAS O'DONNELL

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)	982,642
2. Less: Remitted title insurance premiums (from Schedule B)	200,472
3. Retained title insurance premiums (from Schedule B)	782,170
4. Other income (from Schedule C)	348,260
5. Total Revenue	1,130,430

Part B: Expenses	
1. Employees' salaries and wages	315,120
2. Owners' and partners' salaries and wages	0
3. Employee benefits	30,511
4. Rent	23,186
5. Insurance	0
6. Legal expense	15,225
7. Licenses, taxes and fees	20,703
8. Title plant expense and maintenance	70,812
9. Office supplies	4,571
10. Depreciation	2,029
11. Automobile expense	64
12. Communication expense	7,095
13. Education expense	3,725
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	642
17. Loss and loss adjustment expense (from Schedule D)	21,476
18. Accounting and auditing expense	12,868
19. Public relations expense	14,537
20. Other expenses (from Schedule E)	209,714
21. Total Expenses	752,278

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	378,152

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	0
5. 1/2 of meals and entertainment expense	1,866
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	1,866

Part E: Net Income	
1. Net income as reported on the books of the agency	376,286

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	334,930

Part G: Employees	
1. Total number of employees	5

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Title Clearing & Escrow LLC
 ADDRESS: 6102 S Memorial Drive Tulsa, OK 74133
 CONTACT NAME: Ronda Roberts

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)	125,197
2. Less: Remitted title insurance premiums (from Schedule B)	25,039
3. Retained title insurance premiums (from Schedule B)	100,157
4. Other income (from Schedule C)	216,966
5. Total Revenue	317,123

Part B: Expenses	
1. Employees' salaries and wages	71,251
2. Owners' and partners' salaries and wages	
3. Employee benefits	
4. Rent	5,412
5. Insurance	1,257
6. Legal expense	1,090
7. Licenses, taxes and fees	1,190
8. Title plant expense and maintenance	
9. Office supplies	1,018
10. Depreciation	170
11. Automobile expense	
12. Communication expense	
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	5,000
18. Accounting and auditing expense	
19. Public relations expense	
20. Other expenses (from Schedule E)	70,229
21. Total Expenses	156,618

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	160,505

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

Part E: Net Income	
1. Net income as reported on the books of the agency	160,505

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

Part G: Employees	
1. Total number of employees	0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Title Guaranty, LLC
 ADDRESS: 1631 Central Ave/PO Box 146, Los Alamos, NM 8754
 CONTACT NAME: Denise G. Terrazas

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)	1,688,214
2. Less: Remitted title insurance premiums (from Schedule B)	435,048
3. Retained title insurance premiums (from Schedule B)	1,253,166
4. Other income (from Schedule C)	416,796
5. Total Revenue	1,669,962

Part B: Expenses	
1. Employees' salaries and wages	511,929
2. Owners' and partners' salaries and wages	136,120
3. Employee benefits	190,765
4. Rent	49,984
5. Insurance	3,469
6. Legal expense	0
7. Licenses, taxes and fees	307
8. Title plant expense and maintenance	8,000
9. Office supplies	64,781
10. Depreciation	29,000
11. Automobile expense	0
12. Communication expense	23,406
13. Education expense	5,931
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	19,301
17. Loss and loss adjustment expense (from Schedule D)	22,292
18. Accounting and auditing expense	24,877
19. Public relations expense	25,607
20. Other expenses (from Schedule E)	108,012
21. Total Expenses	1,223,780

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	446,182

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	1,066
6. Penalties	446
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	4,500
10. Total Excluded Expenses	6,012

Part E: Net Income	
1. Net income as reported on the books of the agency	440,170

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	330,413

Part G: Employees	
1. Total number of employees	14

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Title Services, Inc
 ADDRESS: 112 North Second Street, Raton, New Mexico 87740
 CONTACT NAME: Bob Harris

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)	305,582
2. Less: Remitted title insurance premiums (from Schedule B)	61,117
3. Retained title insurance premiums (from Schedule B)	244,466
4. Other income (from Schedule C)	169,334
5. Total Revenue	413,800

Part B: Expenses	
1. Employees' salaries and wages	127,663
2. Owners' and partners' salaries and wages	110,200
3. Employee benefits	18,823
4. Rent	32,950
5. Insurance	8,135
6. Legal expense	
7. Licenses, taxes and fees	1,030
8. Title plant expense and maintenance	13,735
9. Office supplies	17,099
10. Depreciation	5,765
11. Automobile expense	273
12. Communication expense	12,316
13. Education expense	
14. Bad debts	
15. Interest expense	406
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	9,839
18. Accounting and auditing expense	8,243
19. Public relations expense	
20. Other expenses (from Schedule E)	33,671
21. Total Expenses	400,147

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	13,653

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	6,850
10. Total Excluded Expenses	6,850

Part E: Net Income	
1. Net income as reported on the books of the agency	6,803

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	230,244

Part G: Employees	
1. Total number of employees	4

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Travis County Title Company DBA DHI Title of New M
ADDRESS: 4400 Alameda Blvd NE Ste B, Albuquerque, NM 8711
CONTACT NAME: Francis Hughes

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)	684,147
2. Less: Remitted title insurance premiums (from Schedule B)	136,809
3. Retained title insurance premiums (from Schedule B)	547,338
4. Other income (from Schedule C)	111,161
5. Total Revenue	658,499

Part B: Expenses	
1. Employees' salaries and wages	216,852
2. Owners' and partners' salaries and wages	0
3. Employee benefits	54,843
4. Rent	20,688
5. Insurance	0
6. Legal expense	0
7. Licenses, taxes and fees	2,120
8. Title plant expense and maintenance	130,732
9. Office supplies	5,206
10. Depreciation	0
11. Automobile expense	0
12. Communication expense	843
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	234
17. Loss and loss adjustment expense (from Schedule D)	2,293
18. Accounting and auditing expense	1,200
19. Public relations expense	0
20. Other expenses (from Schedule E)	99,832
21. Total Expenses	534,844

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	123,655

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	29,059
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	29,059

Part E: Net Income	
1. Net income as reported on the books of the agency	94,596

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	17,875,823

Part G: Employees	
1. Total number of employees	3

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Vantage Point Title, Inc.
 ADDRESS: 18167 US HWY 19 N. 3rd Floor, Clearwater, FL 3376
 CONTACT NAME: Robert Grisko

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)	1,221,568
2. Less: Remitted title insurance premiums (from Schedule B)	244,314
3. Retained title insurance premiums (from Schedule B)	977,254
4. Other income (from Schedule C)	147,472
5. Total Revenue	1,124,726

Part B: Expenses	
1. Employees' salaries and wages	290,586
2. Owners' and partners' salaries and wages	
3. Employee benefits	14,950
4. Rent	21,811
5. Insurance	3,946
6. Legal expense	283
7. Licenses, taxes and fees	1,166
8. Title plant expense and maintenance	121,491
9. Office supplies	2,308
10. Depreciation	1,903
11. Automobile expense	642
12. Communication expense	4,216
13. Education expense	0
14. Bad debts	65
15. Interest expense	87
16. Employee travel and lodging	3,637
17. Loss and loss adjustment expense (from Schedule D)	10,909
18. Accounting and auditing expense	659
19. Public relations expense	0
20. Other expenses (from Schedule E)	28,586
21. Total Expenses	507,246

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	617,480

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	0
5. 1/2 of meals and entertainment expense	672
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	672

Part E: Net Income	
1. Net income as reported on the books of the agency	616,808

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	270,825

Part G: Employees	
1. Total number of employees	6

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Western New Mexico Title Co., Inc.
 ADDRESS: 3445 HWY 180E, Silver City, NM 88061
 CONTACT NAME: James M. Gruwell

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)	303,051
2. Less: Remitted title insurance premiums (from Schedule B)	56,723
3. Retained title insurance premiums (from Schedule B)	246,328
4. Other income (from Schedule C)	142,153
5. Total Revenue	388,481

Part B: Expenses	
1. Employees' salaries and wages	175,283
2. Owners' and partners' salaries and wages	12,000
3. Employee benefits	17,267
4. Rent	52,092
5. Insurance	2,090
6. Legal expense	0
7. Licenses, taxes and fees	455
8. Title plant expense and maintenance	5,629
9. Office supplies	9,409
10. Depreciation	3,956
11. Automobile expense	3,556
12. Communication expense	17,093
13. Education expense	1,519
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	5,193
18. Accounting and auditing expense	6,770
19. Public relations expense	3,291
20. Other expenses (from Schedule E)	0
21. Total Expenses	315,603

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	72,878

Part D: Excluded Expenses	
1. NMLTA lobbying expense	30
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	40
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	70

Part E: Net Income	
1. Net income as reported on the books of the agency	72,808

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	94,147

Part G: Employees	
1. Total number of employees	5

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: Western Plains, Inc.
 ADDRESS: 111 W Center Street, Tucumcari, NM 88401
 CONTACT NAME: Pamela R. Sanders

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)	88,597
2. Less: Remitted title insurance premiums (from Schedule B)	17,719
3. Retained title insurance premiums (from Schedule B)	70,878
4. Other income (from Schedule C)	51,977
5. Total Revenue	122,855

Part B: Expenses	
1. Employees' salaries and wages	14,331
2. Owners' and partners' salaries and wages	45,000
3. Employee benefits	0
4. Rent	18,000
5. Insurance	4,426
6. Legal expense	0
7. Licenses, taxes and fees	3,879
8. Title plant expense and maintenance	10,170
9. Office supplies	0
10. Depreciation	544
11. Automobile expense	0
12. Communication expense	6,262
13. Education expense	673
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	2,910
18. Accounting and auditing expense	1,284
19. Public relations expense	386
20. Other expenses (from Schedule E)	2,172
21. Total Expenses	110,037

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	12,818

Part D: Excluded Expenses	
1. NMLTA lobbying expense	26
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	2,819
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	2,845

Part E: Net Income	
1. Net income as reported on the books of the agency	9,973

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	248,308

Part G: Employees	
1. Total number of employees	1