

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: First Title Services, LLC
 FEDERAL I.D. NUMBER:
 ADDRESS: 216 South Second Street, P.O. Box 1288, Tucumcari, NM 88401
 CONTACT NAME: Rex E. Kirksey

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)	572,111
2. Less: Remitted title insurance premiums (from Schedule B)	159,669
3. Retained title insurance premiums (from Schedule B)	412,442
4. Other income (from Schedule C)	146,712
5. Total Revenue	559,154

Part B: Expenses	
1. Employees' salaries and wages	135,786
2. Owners' and partners' salaries and wages	15,500
3. Employee benefits	12,004
4. Rent	10,200
5. Insurance	5,589
6. Legal expense	662
7. Licenses, taxes and fees	841
8. Title plant expense and maintenance	3,754
9. Office supplies	7,465
10. Depreciation	37,364
11. Automobile expense	3,807
12. Communication expense	10,790
13. Education expense	2,065
14. Bad debts	0
15. Interest expense	22,545
16. Employee travel and lodging	1,522
17. Loss and loss adjustment expense (from Schedule D)	4,725
18. Accounting and auditing expense	5,199
19. Public relations expense	6,142
20. Other expenses (from Schedule E)	32,687
21. Total Expenses	318,647

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	240,507

Part D: Excluded Expenses	
1. NMLTA lobbying expense	73
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	1,025
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	1,098

Part E: Net Income	
1. Net income as reported on the books of the agency	239,409

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	105,779

Part G: Employees	
1. Total number of employees	4

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AFFIDAVIT

For Calendar Year Ending December 31, 2016

THE STATE OF

New Mexico

THE COUNTY OF

Quay

I, _____, the _____ (job position) of _____ (name of Company), being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2016 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.

Signature

SUBSCRIBED AND SWORN BEFORE ME this ____ day of _____, 2017.

Notary Public

My Commission Expires

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2016

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by this Agency for the Total Calendar Year Reported	Title Premiums Remitted or Owed by this Agency to Underwriters	Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company	61076	13029	48,047
Chicago Title Insurance Company	220975	87984	132,991
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	68238	12885	55,353
First American Title Insurance Company	98507	19884	78,623
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	53967	12017	41,950
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	69348	13870	55,478
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	572111	159669	412442
	(Carry total forward to Schedule A, line A-1)	(Carry total forward to Schedule A, line A-2)	(Carry total forward to Schedule A, line A-3)

Percentage of premiums remitted: 27.9%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2016

Part A: Description of Income Item		
1.	Closing Fees	67,850
2.	Abstracting and Title Report Income	24,850
3.	Recording Fees	0
4.	Copy Fees	2,100
5.	Inspection Fees	0
6.	Interest Income	0

Part B: Itemization of All Other Income		
7.	First Title Escrow	12,326
8.	Other	39,586
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	146,712
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	0 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ -

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2016

Description of Expense Item		
1.	Closing Losses	0
2.	Agent Errors	0
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	0
5.	E&O or Fidelity Insurance	4,725
Total (Carry forward to Schedule A, line B-17)		4,725

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Recording Fees	10,617
2.	Computer Service & Software Licenses	8,789
3.	Utilities	2,972
4.	Printing & Reproduction	2,908
5.	Bank Service Charges	3,108
6.	Repairs & Maintenance	632
7.	Dues & Subscriptions	718
8.	Security	338
9.	Other	2,605
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Total (Carry forward to Schedule A, line B-20)		32,687

Part B - Excluded Expenses		
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Total (Carry forward to Schedule A, line D-9)		0

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For the Calendar Year Ending December 31, 2016

SCHEDULE F: INCOME OR EXPENSE ALLOCATION FROM OTHER AFFILIATED ENTITIES

1	2	3	4	5
Name and Address of Affiliated Agency	Relation to Your Agency	Amount	Description Code	Reported Elsewhere in This Report?
Total:		0		

Description	Code
Income	I
Expense Allocation	E

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SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2016

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	52,104
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	452,064
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	67,943
Valencia	
TOTAL	572,111

Crosscheck with Schedule B:	572,111
Difference:	0

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For the Calendar Year Ending December 31, 2016

SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Rex E. Kirksey	50.0%	NA
Cynthia Kirksey	50.0%	NA
Total	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above