

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

*For the Calendar Year Ending December 31, 2019*

**AGENCY NAME:** First Title Services, LLC  
**ADDRESS:** 216 S. Second St., Tucumcari, NM 88401  
**CONTACT NAME:** Peggy Brown, Owner

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.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	238,217
2. Less: Remitted title insurance premiums (from Schedule B)	49,120
3. Retained title insurance premiums (from Schedule B)	189,096
4. Other income (from Schedule C)	115,702
<b>5. Total Revenue</b>	<b>304,798</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	88,276
2. Owners' and partners' salaries and wages	70,543
3. Employee benefits	3,860
4. Rent	10,200
5. Insurance	7,754
6. Legal expense	1,431
7. Licenses, taxes and fees	387
8. Title plant expense and maintenance	9,565
9. Office supplies	6,532
10. Depreciation	47,062
11. Automobile expense	5,483
12. Communication expense	14,174
13. Education expense	0
14. Bad debts	0
15. Interest expense	21,036
16. Employee travel and lodging	1,517
17. Loss and loss adjustment expense (from Schedule D)	4,155
18. Accounting and auditing expense	6,866
19. Public relations expense	7,980
20. Other expenses (from Schedule E)	33,514
<b>21. Total Expenses</b>	<b>340,333</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(35,535)</b>

<b>Part D: Excluded Expenses</b>	
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	2,423
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>2,479</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(38,015)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	242,166

<b>Part G: Employees</b>	
1. Total number of employees	3



# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2019*

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
Agents National Title Insurance Company			0
Alamo Title Insurance Company			0
Alliant National Title Insurance Company	24566	4911	19,655
American Guaranty Title Insurance Company			0
AmTrust Title Insurance Company			0
Chicago Title Insurance Company	5282	1056	4,226
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	61767	13340	48,427
First American Title Guaranty Company			0
First American Title Insurance Company	67399	13956	53,443
First National Title Insurance Company			0
Investors Title Insurance Company			0
National Title Insurance of New York, Inc.			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	34747	6949	27,798
Premier Land Title Insurance Company			0
Radian Title Insurance Inc.			0
States Title Insurance Company			0
Stewart Title Guarantee Company	44456	8908	35,548
Title Resources Guaranty Company			0
US National Title Insurance Company			0
Westcor Land Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
<b>Total</b>	<b>238217</b>	<b>49120</b>	<b>189096</b>
	(Carry total forward to Schedule A, line A-1)	(Carry total forward to Schedule A, line A-2)	(Carry total forward to Schedule A, line A-3)

Percentage of premiums remitted: 20.6%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2019*

<b>Part A: Description of Income Item</b>		
1.	Closing Fees	63,532
2.	Abstracting and Title Report Income	10,901
3.	Recording Fees	2,518
4.	Copy Fees	1,236
5.	Inspection Fees	
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	First Title Escrow	13,982
8.	Other	23,532
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	115,702
--	---------

<b>Part C: Commitments Not Paid</b>			<b>Premium per Commitment</b>
1.	Number of Commitments Not Paid for		\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ -	

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2019*

<b>Description of Expense Item</b>		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	4,155
Total (Carry forward to Schedule A, line B-17)		4,155

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2019*

<b>Part A - Deductible Expenses</b>		
1.	Recording Fees	6,740
2.	Computer Services & Software Licenses	12,620
3.	Utilities	2,920
4.	Printing & Reproduction	2,875
5.	Bank Service Charges	1,893
6.	Repairs & Maintenance	935
7.	Dues & Subscriptions	2,888
8.	Security	650
9.	Other	1,993
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		33,514

<b>Part B - Excluded Expenses</b>		
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		0

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2019

## SCHEDULE F: INCOME OR EXPENSE ALLOCATION FROM OTHER AFFILIATED ENTITIES

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

Description	Code
Income	I
Expense Allocation	E

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2019*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	26,215
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	171,281
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	40,721
Valencia	
TOTAL	238,217

Crosscheck with Schedule B:	238,217
Difference:	0



# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

*For the Calendar Year Ending December 31, 2019*

## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Peggy M. Brown	95.0%	
Jonathan L. Brown	5.0%	
<b>Total</b>	100.0%	

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