



ESCROW RATE FILING FORM

Please email a complete Manual and Schedule to financial@azdfi.gov for review. Please send either a Word or PDF version of the rates. Rates that are mailed to the Department will not be approved. Rates that are incomplete will not be approved.

Company / Agency Name REALtech Title LLC d/b/a REALtech Title Agency		Contact Email Jennifer.Battista@trgc.com	
Address 3001 Leadenhall Road		City Mt. Laurel	State NJ
		Zip Code 08054	
Type of Filing <input checked="" type="checkbox"/> New Rate Schedule <input type="checkbox"/> Change of Existing Approved Rates		Effective Date TBD	

Information included with this filing

- Cover letter including explanation of changes and justification
- Justification – **check items**
 - Financial Analysis
 - Statistics
 - Other
 - Comparison of Rate of other Escrow Agencies
 - Experience

I, Jennifer Battista (Filer's Name), being duly sworn, make oath and declare that I have been given authority by Michael Gozdan (Company Officer's Name) to execute this filing on behalf of REALtech Title Agency (Company Name), and agree to and represent the following:

That the information contained herein, including exhibits and other information filed attached hereto and made a part hereof, are current, true, accurate, and complete under penalty of perjury, or un-sworn falsification to authorities, or similar provisions as provided by law; that, the jurisdiction(s) to which the rate filing is being submitted may conduct any investigation as to the legitimacy, accuracy and correctness in accordance with all applicable laws and regulations; that, if the above named individual has made a falsehood of a material fact in either the rate filing or in any documentation provided to support the foregoing rate filing, then the above named licensee may be subject to fines, fees, and penalties or other measures accordance with all laws and regulations.

I hereby verify that I am the above named individual, and certify by my printed name below that I have read the conditions stated above and agree to the language as stated.

Name of Filer

1/22/20
Date

FOR DEPARTMENT USE ONLY

Date Received

Analyst

Date

- Approved
- Withdrawn
- Hearing
- Additional Information / Correspondence



PROPOSED NEW ESCROW RATE OR CHANGE OF RATE FORM			
Company / Agent Name REALtech Title LLC d/b/a REALtech Title Agency			
Description of new rate or change See attached			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$	Expense Total	\$
Current Rate	\$	Current Rate	\$
Profit (Loss)	\$	Profit (Loss)	\$
% Profit (Loss)	%	% Profit (Loss)	%
Factors influencing the final rate			

Use only if needed for additional Rate Changes

Description of new rate or change			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$	Expense Total	\$
Current Rate	\$	Current Rate	\$
Profit (Loss)	\$	Profit (Loss)	\$
% Profit (Loss)	%	% Profit (Loss)	%
Factors influencing the final rate			

Description of new rate or change			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$	Expense Total	\$
Current Rate	\$	Current Rate	\$
Profit (Loss)	\$	Profit (Loss)	\$
% Profit (Loss)	%	% Profit (Loss)	%
Factors influencing the final rate			

Description of new rate or change			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$	Expense Total	\$
Current Rate	\$	Current Rate	\$
Profit (Loss)	\$	Profit (Loss)	\$
% Profit (Loss)	%	% Profit (Loss)	%
Factors influencing the final rate			

REALtech Title Agency

Escrow General Rules

A. DEFINITION OF ESCROW

Escrow means any transaction wherein any property, money, written instrument, or evidence of title or possession to real or personal property or other thing of value is delivered to a grantee, grantor, promise, promisor, obligee, obligor, bailee, bailor, or a designated agent or employee of any of them. Delivery may be with or without transfer of legal or equitable title, or both, and irrespective of whether a debtor/creditor relationship is created. The transfer to a person not otherwise having any right, title or interest therein in connection with the sale, transfer, encumbrance or lease of real or personal property shall occur upon the delivery or redelivery to that person upon the contingent happening or non-happening of a specific event or performance or non-performance of a prescribed act, pursuant to mutually agreeable instructions to a neutral third party.

Basic Escrow fee includes, but is not limited to the following:

Signing services

Wire processing fees

Standard document completion

Print costs associated with receiving electronic loan documents

Courier fees

Overnight delivery fees

B. COMPUTATION FROM BASIC ESCROW RATE

1. The rate shall be applied on fair value (rounded up to the next nearest \$5,000 increment) as defined in C. below.
2. Whenever percentages of the Basic Escrow Rate are used herein, the charge shall be rounded up to the nearest dollar at each calculation except as otherwise expressly provided.
3. Only one discounted rate may be applied unless specifically allowed for herein.
4. Any applicable discounts shall be applied to the portion being charged to the applicable party.

C. FAIR VALUE

The fair value shall be construed as the full value of the property, including the encumbrances. When a sale is not involved, the fair value shall be determined from all available information, i.e. amount of encumbrances, assessed value, etc. In no event shall it be less than the sum of the unpaid principal balances of the mortgages and/or contracts to which the property is subject. The Basic Escrow Rate is applicable on undivided interest, if applicable and based upon the interest covered.

D. COMPANY

References to Company contained herein refer to REALtech Title Agency.

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E. SPECIAL SERVICES AND ADDITIONAL WORKCHARGE

Escrow services may be required in some instances and under certain conditions for which no rating structure has been specifically provided.

Special services include but are not limited to:

Holdback of funds

Completion of standard private financing documents (Management reserves the right to refuse to complete the documents in special circumstances)

Dormant Funds (180 days from the time the funds become available)

Stale Dated Checks (90 days from the time the funds become available)

Interest Bearing Accounts

Manufactured Homes

UCC Filings

Obtaining signatures on lien waivers

Architectural Approval

Subordination Processing

Reverse Mortgages

Inspection Fees

1031 Exchange Accommodation

FIRPTA Withholding

Special services shall be charged at the rate of \$100.00 per hour, in addition to the Basic Escrow Rate, but shall not exceed twice the Basic Escrow Rate (minimum-\$25.00 per escrow transaction)

The customer will be notified on the charges before they are incurred. In the event such charges are made, the deposit of final funds and the signing of the final documents or acceptance of the work performed will constitute approval of the charges. Fees for services not included in a particular rate shall be charged to the party who has requested such service or who will benefit by such service and shall be in addition to the Basic Escrow Rate.

F. SEPARATE SALES OR EXCHANGES (DIFFERENT OWNERS)

The applicable Basic Escrow Rate shall apply to each individual sale or exchange, when more than one escrow is involved.

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EXPLANATION OF CHARGES

A. BASIC CHARGE (SALE)

The minimum charge of 100% of the Basic Escrow Rate shall be based upon the fair value of the property in the escrow. If additional charges are applicable, all such additional charges shall be added to the Basic Escrow Rate.

B. BASIC CHARGE (LOAN)

1. If no transfer of title is involved 100% of Basic Rate
2. If concurrent with a sale/loan tie in \$125.00 in addition to the Basic Rate for each Loan*

*The loan tie in is a minimum charge and any applicable discounts do not apply.

3. For transactions closed in Santa Cruz County the loan tie in fee will be \$75.00.
4. Escrow refinance/loan fee for residential loan escrow transactions wherein no sale escrow is included the fee shall be \$350 and includes: Wire, Standard Documents, Delivery Charges and Signing Services. The fee does not include other special services as requested/required to close the escrow.
5. For transactions closed in Santa Cruz County the refinance/loan escrow fee shall be \$315.00 and includes: Wire, Stand Document and Signing Services. This fee does not include other special services as requested/required to close the escrow.

C. BASIC CHARGE (LEASEHOLD)

1. The Leasehold Escrow Rate (other than oil, gas or mineral leases) shall be 100% of the Basic Escrow Rate, based upon the fair value of the property leased or the total amount of the lease payments, whichever is less.
2. The charge for oil, gas or mineral lease estate escrows shall be 200% of the Basic Escrow Rate.

D. BASIC CHARGE (COMMERCIAL, DEVELOPER AND INVESTOR)

1. SUBDIVIDER, BUILDER, DEVELOPER RATE

This rate is available to builders, contractors, developers or subdividers customarily engaged in such business.

- | | |
|-------------------|---|
| 1-50 Units | 65% of the Basic Escrow Rate |
| 51-200 Units | 40% of the Basic Escrow Rate |
| 201 or more Units | 25% of the Basic Escrow Rate or with a minimum of \$25.00 which shall be also inclusive of the \$125.00 additional charge provided for in Basic Charge (loan) 1.B. as well as the charges found in Section I. |

The escrow rate shall be based upon the combined number of units that have been committed to close with the Company.

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2. COMMERCIAL AND INVESTOR RATE

This rate is available to investors and commercial developers customarily engaged in such business and all Arizona licensed real estate brokers and salespersons, and employees of mortgage brokerage, banking and real estate lending institutions when acting as the principal and not in an agency capacity. A copy of the contract proposal will be available in each applicable escrow file.

Charge: 70% of the Basic Escrow Rate

On any transaction of One Million Dollars and over, escrow fees shall be charged, based upon the Basic Escrow Rate or upon a written mutually agreeable amount negotiated with the parties involved, not to exceed twice the Basic Escrow Rate.

Actual recording charges as required by recording authority(s) are in addition to the applicable escrow fee on commercial transactions.

E. BASIC CHARGE (CORPORATE EMPLOYEE RELOCATION RATE)

Rates under this section shall apply to transactions insuring the purchase and resale of a home of an employee transferred by a corporation or a governmental entity from one area to another.

1. The escrow fee shall be 50% of the Basic Escrow Rate.
2. For high volume Relocation Companies, the rate shall be \$600 inclusive of miscellaneous fees. High volume relocation is determined by an average of 15 or more transactions expected to close with the company per month over a 6-month period.

F. BASIC CHARGE (SUB-ESCROW AND ESCROW ONLY)

1. SUB-ESCROW SERVICE- Sub-escrow service may be provided for a minimum of \$50.00 per sub-escrow. This type of escrow service includes, but is not limited to, such services as (1) the receipt of funds and written instructions from a primary holder of an escrow and from a lender whose loan is to be insured (2) the disbursement of such funds for the elimination of matters affecting title and (3) accommodation signings, but only to the extent authorized under such instructions. The above list, although not exhaustive is illustrative of such factors needed in determining the service to be provided and the charges therein.

2. ESCROW ONLY SERVICE- Escrow service with no title insurance is provided at twice the Basic Escrow Rate and upon management approval. A copy of the management approval will be available in each escrow file.

G. RELEASE/RECONVEYANCE CHARGE is \$100.00 per transaction

Release/reconveyance charge of (\$100.00) shall be charged in all instances where it is necessary in the administration of an escrow involving residential real property to pay in full a secured obligation and to obtain/record a release and reconveyance of a deed of trust, satisfaction of a realty mortgage, or a payoff deed of an agreement for sale, with certain exceptions. This charge shall not apply to escrow transactions wherein the cost of obtaining the release is already known,

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the party requiring the release is either a builder, subdivider, developer or contractor or to a loan refinance wherein the lender has agreed to pay all or a portion of the escrow and/or title insurance fees and premiums associated with the transaction. These charges are non-refundable and only apply once per transaction.

H. SHORT SALE TRANSACTIONS

A processing charge of \$395, (if contracted to a third-party vendor then the charge will be \$999-2,000 based upon written contract) shall be charged to the seller to perform specialized escrow processing services in a transaction involving a lender accepting less than the full amount owed under its loan agreement with its borrower (commonly known as a short sale) as a payoff and/or release of property. This charge (or a portion thereof) shall not apply if the lender declines to pay all or a portion of the processing charge.

I. SIGNING SERVICES

A signing fee of \$150.00 shall be charged to perform courtesy signing services which shall not include overnight delivery and courier fees. There shall be no fee incurred for signing services provided for REALtech Title Agency transactions.

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BASIC ESCROW RATES

A. BASIC ESCROW RATES

1. Up to \$100,000.00

For Maricopa/Pinal/Apache/Cochise/Gila/La Paz/Navajo County.....	\$660.00
For Yavapai/Coconino County.....	\$610.00
For Mohave County.....	\$415.00
For Santa Cruz County.....	\$460.00
For Graham/Greenlee County.....	\$475.00
For Yuma County.....	\$500.00

2. From \$100,001 to \$150,000.00

For Maricopa/Pinal/Apache/Cochise/Gila/La Paz/Navajo County.....	\$700.00
For Yavapai/Coconino County.....	\$650.00
For Mohave County.....	\$470.00
For Santa Cruz County.....	\$500.00
For Graham/Greenlee County.....	\$535.00
For Yuma County.....	\$550.00

3. From \$150,001.00 to \$200,000.00

For Maricopa/Pinal/Apache/Cochise/Gila/La Paz/Navajo County.....	\$775.00
For Yavapai/Coconino County.....	\$725.00
For Mohave County.....	\$520.00
For Santa Cruz County.....	\$575.00
For Graham/Greenlee County.....	\$595.00
For Yuma County.....	\$600.00

4. From \$200,001.00 to \$400,000.00 add per \$5,000.00.....\$6.00

5. From \$400,001.00 to \$1,000,000.00 add per \$5,000.00.....\$5.00

6. Over \$1,000,000.00 add per \$5,000.00.....\$6.00

B. NEGOTIATED RATE

We reserve the right to negotiate fees. Any such negotiated rate agreement must be approved by management; a copy of the rate agreement is to be placed in each escrow file for which the rate applies.