

# Pioneer Title Agency, Inc.

SCHEDULE OF ESCROW SERVICE RATES,

MANUAL OF CLASSIFICATIONS,

and

RULES AND PLANS RELATING THERETO

## FORWARD

This schedule of Rates, Manual of Classifications and Rules and Plans Relating Thereto is filed with the Arizona State Department of Financial Institutions, in accordance with Article 4, Chapter 7, Title 6, Arizona Revised Statutes.

This filing consists of the Schedule of Escrow Service Rates, Manual of Classifications and Rules and Plans Relating Thereto effective SEPTEMBER 1, 2018.

IN WITNESS WHEREOF, the President of this Corporation have hereunto set their hands officially, this 15<sup>TH</sup> day of AUGUST, 2018.

PIONEER TITLE AGENCY, INC.

BY: Phyllis L. Copp  
Phyllis L. Copp, Vice President

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# BASIC ESCROW RATE (ZONE 1)

## Maricopa and Pinal Counties

Transaction Amounts To and including	Rate
\$10,000	\$606
20,000	606
30,000	606
40,000	606
50,000	606
60,000	606
70,000	618
80,000	628
90,000	640
100,000	650
110,000	662
120,000	672
130,000	684
140,000	694
150,000	706
160,000	716
170,000	728
180,000	738
190,000	750
200,000	772
210,000	782
220,000	794
230,000	804
240,000	816
250,000	826
260,000	838
270,000	848
280,000	860
290,000	870
300,000	882

From \$300,001 to \$1,000,000  
Add per \$10,000 or fraction thereof .....\$12.00

Over \$1,000,000 add per \$10,000  
or fraction thereof..... \$8.00

**BASIC ESCROW RATE (ZONE 2)**

Apache, Cochise, Coconino, Gila, La Paz, Mohave, Navajo, Yavapai and Yuma Counties

<b>Transaction Amounts To and including</b>	<b>Rate</b>
\$10,000	\$360
20,000	360
30,000	360
40,000	360
50,000	360
60,000	360
70,000	370
80,000	380
90,000	390
100,000	400
110,000	410
120,000	430
130,000	450
140,000	460
150,000	470
160,000	480
170,000	490
180,000	500
190,000	510
200,000	520
210,000	530
220,000	540
230,000	550
240,000	560
250,000	570
260,000	580
270,000	590
280,000	600
290,000	610
300,000	620

From \$300,001 to \$1,000,000  
Add per \$10,000 or fraction thereof ..... \$6.00

Over \$1,000,000 add per \$10,000  
or fraction thereof..... \$4.00

### BASIC ESCROW RATE (ZONE 3)

#### Graham and Greenlee Counties

Transaction Amounts To and including	Rate
\$10,000	\$300
20,000	300
30,000	300
40,000	300
50,000	300
60,000	300
70,000	300
80,000	326
90,000	326
100,000	326
110,000	350
120,000	350
130,000	376
140,000	376
150,000	376
160,000	400
170,000	400
180,000	426
190,000	426
200,000	426
210,000	436
220,000	446
230,000	456
240,000	466
250,000	476
260,000	486
270,000	496
280,000	506
290,000	516
300,000	526

From \$300,001 to \$1,000,000  
Add per \$10,000 or fraction thereof ..... \$6.00

Over \$1,000,000 add per \$10,000  
or fraction thereof..... \$4.00

# BASIC ESCROW RATE (ZONE 4)

## Pima County

Transaction Amounts To and including	Rate
\$10,000	\$386
20,000	386
30,000	386
40,000	386
50,000	386
60,000	398
70,000	410
80,000	422
90,000	434
100,000	446
110,000	458
120,000	470
130,000	482
140,000	494
150,000	506
160,000	518
170,000	530
180,000	542
190,000	554
200,000	566
210,000	578
220,000	590
230,000	602
240,000	614
250,000	626
260,000	638
270,000	650
280,000	662
290,000	674
300,000	686

From \$300,001 to \$1,000,000  
Add per \$10,000 or fraction thereof .....\$12.00

Over \$1,000,000 add per \$10,000  
or fraction thereof..... \$8.00



## GENERAL RULES

Pioneer Title Agency reserves the right to change any fees or rates contained herein as required by court ruling or legislation.

### A. Computation from Basic Rate

1. The rates shall always be applied on fair value as defined in B. below in multiples of \$10,000.00 including any fraction thereof, unless a set flat rate charge applies.
3. Whenever a percentage of a Basic Rate is calculated due to the application of a discounted rate, the charge arrived at from the calculation will be rounded up to the next whole dollar amount.

### B. Definitions

**Commercial:** Commercial means any property that is not Residential.

**Escrow:** Escrow means any transaction in which any escrow property is delivered with or without transfer of legal or equitable title, or both, and irrespective of whether a debtor-creditor relationship is created, 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, to be delivered or redelivered by that person upon the contingent happening or nonhappening of a specified event or performance or nonperformance of a prescribed act, when it is then to be delivered by such person to a grantee, grantor, promisee, promisor, obligee, obligor, bailee or bailor, or any designated agent or employee of any of them. Escrow includes subdivision trusts and account servicing. (A.R.S. 6-801)

**Fair Value:** The "Fair Value" shall be construed as the sales price of the property. Where a sale is not involved, the "Fair Value" shall be the principal amount of the new loan.

**Residential:** Residential means improved one-to-four family residences (residential property), condominiums, townhouses or other similar properties, or unimproved property that is intended for use as one-to-four family, and manufactured homes.

### C. Geographic Application of Rates

Unless otherwise noted, the applicable escrow fees shall be determined by the county in which the escrow is handled and not where the property is located.

### D. Rates and Charges in Effect Prior to Filing

Rates and/or charges contracted for by the Company prior to the effective date of the filing, and which deviate from this filing, shall remain in effect, until expiration of said contract.

### E. Separate Sales or Exchanges (Different Owners)

Basic Escrow Rate applicable on each separate sale, seller or exchange involved.

The Basic Escrow Rate applies on the amount of each individual sale or exchange even though there may be one common purchaser and the sales or exchanges are handled concurrently, and one or more separate escrows is involved.

**F. Undivided Interest when Sold Separately from the Remaining Interest**

Basic Escrow Rate applicable based upon the fair value of the interest covered.

## CHAPTER I – ESCROW – SALE

### E101 Sale - Basic Charge (Residential)

A. Charge shall be 100% of the Basic Escrow Rate based on the fair value of the property in the escrow.

### E102 Sale with New Loan (Residential/Commercial)

A. Charged in addition to the escrow fee when the sale and loan escrow are conducted simultaneously (including seller carryback financing). Services available under this section include:

- Unlimited electronic mail documents, courier fees, and domestic wire fees.

Transactions handled in:

Zones 1, 2 and 4	\$160.00 per loan
Zone 3	\$75.00 per loan

Discounts shall not apply to this charge

### E103 Seller All Inclusive Rate (Residential/Commercial)

Charged in addition to the escrow fee when one or more of any combination of the following services are provided on behalf of the Seller: lien(s) against property being paid off through escrow, courier charges, or domestic wire fees. This rate includes unlimited reconveyance and tracking, courier charges and domestic wire fees.

Charge - \$160.00

Discounts shall not apply to this charge.

Note: When closing non-typical transactions, limited services may be charged as set forth in Chapter V, in lieu of this rate.

### E104 Leasehold – Basic Charge (Residential/Commercial)

The Leasehold Escrow Rate shall be 100% of the Basic Escrow Rate based upon the fair value of the property lease or the total amount of the lease payments, whichever is less.

## CHAPTER II – ESCROW – LOAN

### E201 Loan Escrow (Residential)

- A. Charge shall be 100% of the Basic Escrow Rate based on the fair value of the property in the escrow when:
- no transfer of title is involved and the preparation of loan escrow documents is required.

**B. Loan Escrow (Loan/Refinance/Construction/Permanent Loan)**

This rate is applicable to any loan only transaction when there is no transfer of title and all loan documents are provided by the lender. Services available under this section include the following:

- Unlimited reconveyance tracking, electronic mail documents, courier fees, and domestic wire fees.

Transactions handled in:

Zone 1	Charge - \$350.00
Zones 2 and 3	Charge - \$325.00
Zone 4	Charge - \$300.00

Discounts shall not apply to this charge.

**C. Volume Lender Bulk Refinance Rate (Zone 4 Only)**

Loan Escrow services may be provided to any Lender, Mortgage Broker, Credit Union, or any other lending entity that processes in excess of 20 refinance transactions on an average monthly basis. Services available under this section include the following:

- Unlimited electronic mail documents, courier fees, and domestic wire fees.

Transactions handled in Zone 4 Only: Charge - \$200.00

Discounts shall not apply to this charge.

**D. Electronic Volume Lender Bulk Refinance Rate (Zone 4 Only)**

This rate is applicable to any loan only transaction when there is no transfer of title and all loan documents are provided by the lender that (i) processes in excess of 20 refinance transactions on an average monthly basis and (ii) opens those refinance orders via the Internet utilizing the Company's online platform. Services under this section include:

- Unlimited reconveyance tracking, electronic mail documents, courier fees, and domestic wire fees.

Transactions handled in Zone 4 Only: Charge - \$125.00

Discounts shall not apply to this charge.

**E202 Loan Escrow (Commercial)**

- A. Charge shall be 100% of the Basic Escrow Rate based on the fair value of the property in the escrow when:
  - no transfer of title is involved and the preparation of loan escrow documents is required.

**B. Loan Escrow**

This rate is applicable to any loan only transaction when there is no transfer of title and all loan documents are provided by the lender. Services available under this section include the following:

- Unlimited reconveyance tracking, electronic mail documents, courier fees, and domestic wire fees.

Transactions handled in:

Zone 1

Up to \$1,000,000 Charge - \$750.00

\$1,000,001 to \$3,000,000 Charge - \$1,000.00

\$3,000,001 and above Charge - \$1,500.00

Zones 2, 3 and 4

Charge - \$450.00

Discounts shall not apply to this charge

**E203 Subsequent Loans (Residential/Commercial)**

This rate is applicable to any subsequent loan closed with the new first loan.

Transactions handled in all Zones Charge - \$100.00 per loan over one

Discounts shall not apply to this charge

**CHAPTER III – ESCROW - SUBDIVISION AND COMMERCIAL**

**E301 Sale (Commercial) – Zone 1**

Services available under this section include the following:

- Unlimited reconveyance tracking, courier fees and domestic wire fees.

Up to \$2,000,000 .....	70% of Basic Escrow Rate
\$2,000,001 to \$5,000,000 .....	65% of Basic Escrow Rate
\$5,000,001 to \$10,000,000 .....	\$2,500.00
\$10,000,001 to \$15,000,000 .....	\$3,500.00
\$15,000,001 to \$20,000,000 .....	\$4,500.00
\$20,000,001 and above .....	\$5,000.00

MINIMUM RATE: \$650.00

**E302 Sale (Commercial) – Zones 2, 3 and 4**

Services available under this section include the following:

- Unlimited reconveyance tracking, courier fees and domestic wire fees.

Up to \$2,000,000 .....	70% of Basic Escrow Rate
\$2,000,001 to \$10,000,000 .....	65% of Basic Escrow Rate
\$10,000,001 to \$25,000,000 .....	60% of Basic Escrow Rate
\$25,000,001 to \$55,000,000 .....	55% of Basic Escrow Rate
\$55,000,001 to \$75,000,000 .....	50% of Basic Escrow Rate
\$75,000,001 and above .....	45% of Basic Escrow Rate

**E303 Sale (Subdividers, Builders and Developers) – Zones 1, 2, 3 and 4**

1 - 30 Units .....	70% of Basic Escrow Rate
31 - 70 Units.....	60% of Basic Escrow Rate
71 - 100 Units.....	40% of Basic Escrow Rate
101 - 500 Units .....	30% of Basic Escrow Rate
501 - 1000.....	20% of Basic Escrow Rate
1001 or more.....	10% of Basic Escrow Rate

MINIMUM RATE - \$ 100.00

**E304 Recording Fees (Commercial) - Zone 1**

Commercial Sale or Refinance  
(with or without loan)

\$100 or actual fees charged by the recording  
and/or filing office, whichever is greater.

The above fees shall be considered earned at close of escrow and shall be non-refundable. If an institutional lender requires that the recording fee be itemized, Escrow Agent shall comply with those written instructions and the recording fees will be charged in accordance with the actual county recorder pursuant to ARS 11-475.

## CHAPTER IV – ESCROW - SPECIAL RATES

### E401 Business Escrow Rate

Any escrow wherein a business is being transferred, without real property, will be charged at twice the Basic Escrow Rate with a minimum charge of \$600.00. Discounts shall not apply to this rate.

### E402 Churches or Non-Profit Organization Rate

This rate is available to Churches and Non-Profit Organizations. Charge is 70% of the Basic Escrow Rate.

### E403 Employee Rates

This rate is available to any employee of a Title Company.

For escrows handled by the Company in connection with the financing or refinancing, sale or purchase of:

1. primary residence                      no escrow fees charged
2. secondary properties                50% of the applicable escrow fees

### E404 Investor Rate

This rate is available to individuals and entities who in the ordinary course of business invest money in real estate. Charge is 70% of the Basic Escrow Rate.

### E405 Military Rate

This rate is available to active Military and Veterans. Charge is 70% of the Basic Escrow Rate.

### E406 Public Servant Rate

This rate is available to currently employed Public Servants to include, but not limited to, teachers, policemen, firefighters, and emergency medical personnel. Charge is 70% of the Basic Escrow Rate.

### E407 Negotiated Rate

The Company reserves the right to negotiate fees. Any such negotiated rate agreement must be in writing, signed by the parties to the agreement, and approved by the Company President. A copy of the agreement shall be maintained outside of the filed escrow rates.

**E408 Pre Sale Rate (Yuma County Only)**

A flat fee of \$300.00 will be charged on a residential resale transaction. This fee is applicable provided that the closing occurs within 12 months from the date of the Multiple Listing Service (MLS). This discount shall apply to closings performed in which the listing agent has disclosed the rate on the MLS listing prior to acceptance of the contract. Copy of the MLS listing required.

Excluded from this rate are Real Estate Owned properties (REO's), Short Sale transactions, and commercial properties.

Discounts shall not apply to this charge.

**E409 Real Estate Agent Rate**

This rate is available to active Realtors. Charge is 70% of the Basic Escrow Rate.

**E410 Relocation Companies (High Volume)**

For High Volume Relocation Companies, the rate shall be \$600.00 inclusive of miscellaneous fees. Discounts shall not apply to this rate.

**E411 Relocation Rate – Corporate Employee**

Rates under this section are available for 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. Charge is 70% of the Basic Escrow Rate.

**E412 Senior Citizen's Rate**

This rate is available to Senior Citizens (age 60 and over). Charge 80% of the Basic Escrow Rate.



## CHAPTER V – ESCROW - MISCELLANEOUS SERVICES

The rates under this section are minimum charges. Discounts shall not apply to charges under this section.

### E501 Abbreviated/Sub-Escrow

A. An abbreviated/sub-escrow with the issuance of title insurance may be provided when any one or more of the following services are provided. Services available under this section include the following:

- Unlimited reconveyance tracking, electronic documents, courier fees and domestic wire fees.
- 1. Preparation of documents needed to clear title and/or comply with lender's instructions. \$100.00
- 2. Receipt and disbursement of funds \$100.00
- 3. Acceptance and Recordation of documents \$100.00
- 4. Ordering Payoffs \$100.00
- 5. Preparation of settlement statement and disbursement record. \$100.00

### E502 Construction Controlled Escrow Fees

These charges shall be in addition to the Basic Escrow Rate:

\$30.00 Per Draw

\$70.00 Per Draw Inspection (does not apply when use of an outside vendor is required)

### E503 Courier Charges

\$30.00 per package (includes express mail, overnight delivery, courier delivery)

### E504 Electronic Mail Document Charges

\$30.00 for each electronic loan package received

### E505 Escrow Only Service

Escrow services involving a transfer of real property in which no title insurance is to be issued.

Charge – 200% of the Basic Escrow Rate

### E506 Exchange Fee

This charge shall apply to transactions involving a 1031 Tax Deferred Exchange or a simultaneous exchange of property.

Charge - \$75.00 for each exchange

### **E507 Foreign Investment in Real Property Tax Act (FIRPTA) Filing Fee**

This charge shall apply when the transaction involves withholding of proceeds and payment of same to the Internal Revenue Service in connection with the Foreign Investment in Real Property Tax Act.

Charge - \$150.00

### **E508 Interest Bearing Accounts**

Setup of Trust Funds deposited into Interest Bearing Accounts - \$30.00

### **E509 Maintenance Charges**

1. \$25.00 per month for maintaining funds in escrow account after an escrow is in dispute and we have given both parties (Seller and Buyer) at least thirty days notice that said charge will accrue until the entire sum in the escrow has been exhausted, or the dispute has been resolved by mutual agreement or by court order, any applicable appeal period having lapsed, and the remainder is distributed accordingly.
2. \$25.00 for the re-issuance of any check not cashed after six months have elapsed since the date of issuance, or the entire sum uncashed, if less than \$25.00.
3. \$25.00 per month to maintain the funds in our account after one year has elapsed with a check remaining uncashed and unclaimed, until the entire sum of said uncashed check has been exhausted or claim has been made for the remainder, or in the event three years elapses, any unclaimed remainder will be sent to the State escheat fund.

### **E510 Manufactured Homes**

Additional charges shall apply for obtaining the MSO (Manufacturers State of Origin) or the original Certificate of Title for a manufactured home and preparation of the Affidavit of Affixture or Transfer of Title.

Transactions handled in:

Zones 1, 2, and 4  
Zone 3

Charge - \$100 per home  
No Charge

### **E511 Reconveyance and Tracking Fee**

Tracking, demanding, procuring and recording of Payoff Deeds for Agreement for Sale, Satisfactions of Mortgage, Releases of Liens Disclosed on Affidavits of Affixture, Deeds of Release and Reconveyance of Deed of Trust from Lender, Beneficiary or Servicing Agency, when a release is not available at closing for recordation.

This fee is non-refundable and does not represent the actual out-of-pocket expenditures of the company in connection therewith, but is a flat rate charge of \$100.00 per release. Reconveyances and releases will be recorded by the Company as a cost of doing business when this fee is charged.

THIS FEE IS NOT APPLICABLE WHEN PAYING OFF AN ACCOUNT SERVICED BY PIONEER TITLE AGENCY or YAVAPAI TITLE AGENCY.

### **E512 REO Transactions**

When fees are invoiced to the Company for services provided by required Seller coordinating companies, said fees shall be charged in addition Company escrow charges.

### **E513 Short Sale Escrow Rate**

This rate shall apply when the transaction involves a "short sale" to be approved by an institutional lender. Charge 150% of the Basic Escrow Rate.

### **E514 Wire Fees (Outgoing)**

Domestic Wires - \$30.00 per wire  
International Wires - \$50.00 per wire

### **E514 Work Charges**

When escrow services are requested under conditions for which no charge has been provided in this Schedule, or additional escrow work when unusual conditions are encountered, or when special services are provided, charges may be made at an hourly rate of \$100.00 per hour (with 1/2 hour minimum).

## CHAPTER VI - ACCOUNT SERVICING

### E601 – Account Servicing Charges

The following charges are the rates applicable for accounting and other services rendered in connection with an escrow pursuant to the instructions of the parties thereto.

Discounts shall not apply to charges under this section, with the exception of Employee Rates (E402).

#### Sierra Vista

The following charges are the rates applicable for accounts serviced through our Sierra Vista office.

TYPE OF FEE/SERVICES		
<b>SET UP FEES</b>		
In-House Acceptance/Set up Fee		\$100.00
Outside Acceptance/Set up Fee		\$150.00
Impound Acceptance/Set up Fee (new or adding to existing)		\$150.00
Lease w/Purchase Option Acceptance/Set up Fee (includes closeout fee)		\$175.00
Commission Account/Collateral Assignment Acceptance/Set up Fee		\$50.00
Holding Ledger Account Acceptance/Set Up Fee		\$50.00
Wrap Account/Delay Funding/Construction Loans (in addition to set up fee)		\$50.00
<b>ANNUAL ACCOUNT SERVICING FEES**</b>		<b>Annual</b>
Base Annual Fee		\$120.00
<i>Accounts originated in Graham/Greenlee County</i>		<i>\$102.00</i>
Impound Account		\$96.00
Additional Payees		\$48.00
Commission Account		\$48.00
Manual Monitoring		\$48.00
Payor Concurrent Obligation/Payee Obligation		\$48.00
Dormant Account Fee		\$50.00
<b>ADDITIONAL SERVICES</b>		
10 Day Demand Notice		\$75.00
Add and Demand (Taxes and Insurance)		\$75.00
Amortization Schedules		\$10.00
Assumption/Assignment		\$75.00
Close Out/Termination Fee		\$75.00
Copies of Cancelled Checks		\$5.00
Freeze on Account/Reinstatement		\$75.00
Full Release/Reconveyance		\$100.00
Late Notices		\$15.00
Letter - Proof Tax-Ins Paid		\$15.00
Modification		\$100.00
Name Change Only		\$25.00
NSF Fee		\$25.00 plus Bank Fee
Partial Release and Reconveyance		\$100.00
Pay by Phone Fee		\$20.00
Statement Fees (Status or Payoff)		\$75.00
Verification of Account (Charged to Requesting Party)		\$25.00

\*\* Annual Account Servicing fees are paid per the term of the contract (Annual, Semi-Annual, Quarterly, Monthly, Bi-Monthly).

Maintenance Charges shall be \$25.00 per month to maintain the funds in our account after one year has elapsed with a check remaining uncashed and unclaimed, until the entire sum of said uncashed check has been exhausted or claim has been made for the remainder, or in the event three years elapses, any unclaimed remainder will be sent to the State escheat fund.

Special handling of account, not covered under the above fees, will be billed at the rate of \$75.00 per hour (with 1/3 hour minimum).

### Kingman and Phoenix

The following charges are the rates applicable for accounts serviced through our Kingman and Phoenix offices.

TYPE OF FEE/SERVICES		
<b>SET UP FEES</b>		
In-House Acceptance/Set up Fee		\$100.00
Outside Acceptance/Set up Fee		\$150.00
Impound Acceptance/Set up Fee (new or adding to existing)		\$150.00
Lease w/Purchase Option Acceptance/Set up Fee (includes closeout fee)		\$175.00
Commission Account/Collateral Assignment Acceptance/Set up Fee		\$50.00
Holding Ledger Account Acceptance/Set Up Fee		\$50.00
Wrap Account/Delay Funding/Construction Loans (in addition to set up fee)		\$100.00
<b>ANNUAL ACCOUNT SERVICING FEES**</b>		<b>Annual</b>
Base Annual Fee		\$180.00
	1–Auto Debit/Credit	\$162.00
	2–Auto Debit/Credit	\$144.00
Impound Account		\$156.00
Additional Payees		\$90.00
Manual Monitoring		\$60.00
Special Handling		\$180.00
Dormant Account Fee		\$50.00
<b>ADDITIONAL SERVICES</b>		
10 Day Demand Notice		\$125.00
Add and Demand (Taxes and Insurance)		\$75.00
Amortization Schedules		\$10.00
Assumption/Assignment		\$100.00
Close Out/Termination Fee		\$75.00
Copies of Cancelled Checks		\$5.00
Freeze on Account/Reinstatement		\$75.00
Full Release/Reconveyance		\$100.00
Incoming Wire/Outgoing Wire		\$30.00
Late Notices		\$15.00
Letter - Proof Tax-Ins Paid		\$15.00
Modification		\$100.00
Name Change Only		\$25.00
NSF Fee		\$25.00 plus Bank Fee
Partial Release and Reconveyance		\$100.00
Pay by Phone Fee		\$20.00
Statement Fees (Status or Payoff)		\$100.00

	Update Fees/Direct Payments	\$20.00
	Verification of Account (Charged to Requesting Party)	\$25.00

\*\* Annual Account Servicing fees are paid per the term of the contract (Annual, Semi-Annual, Quarterly, Monthly, Bi-Monthly).

Maintenance Charges shall be \$25.00 per month to maintain the funds in our account after one year has elapsed with a check remaining uncashed and unclaimed, until the entire sum of said uncashed check has been exhausted or claim has been made for the remainder, or in the event three years elapses, any unclaimed remainder will be sent to the State escheat fund.

Special handling of account, not covered under the above fees, will be billed at the rate of \$75.00 per hour (with 1/3 hour minimum).

Fees for special circumstances such as entry of a large number of accounts from one client, prepaid fees, established accounts being transferred from another servicing agent or other bulk type transactions will be negotiated on a case by case basis.

## CHAPTER VII - TRUSTEE'S SALE

### E701 Trustee's Sale Charges

The following charges are the rates applicable for Trustee Sales handled by the Company as Trustee under a Deed of Trust pursuant to A.R.S. beginning at 33-801.

- A. Trustee's Fees shall be one-half of one per cent of the unpaid principal balance under the Promissory Note secured by the Deed of Trust.
  - 1. A 25% discount will be applied to Trustee's Fees for Sales reinstated or cancelled within 30 days of recordation of the Notice of Trustee's Sale.
  - 2. An additional fee of \$50.00 will be charged for each Postponement of Sale.

MINIMUM CHARGE - \$400.00

Rates for special circumstances such as Sales for multiple Deeds of Trust from one Beneficiary will be negotiated on a case by case basis.

(The Trustee's Fees outlined in this section DOES NOT include the cost of mailing, posting, or publishing as require by Arizona Statute and DOES NOT include charges incurred if the use of an outside vendor is required.)

## CHAPTER VIII – SUBDIVISION TRUSTS

### E801 Subdivision Trust Charges

The following charges are the rates applicable for accounting and other services rendered in connection with subdivision trust escrows pursuant to the instruction of the parties thereto.

This schedule is published for the convenience of our Trust Beneficiaries. Trustee reserves the right to amend this schedule from time to time. "Beneficiary" as referred to herein shall mean: one married couple; one party as his sole and separate property one partnership (general, limited or joint venture); or one corporation. An additional charge of \$15.00 will be made for each added beneficiary.

#### A. ACCEPTANCE RATE

1.	Single Beneficiary Trust	\$150.00
2.	Double Beneficiary Trust	\$400.00
3.	Junior Trust (for property in underlying Senior Trust)	\$250.00
4.	Amendment to Trust Agreement	\$50.00

#### B. ANNUAL RATE

1.	Single Beneficiary Trust	\$150.00
2.	Double Beneficiary Trust	\$175.00
3.	Junior Beneficiary Trust	\$250.00

Annual fees are payable in advance (at close of escrow or Trust acceptance). Annual fee is to be prorated for any fractional part of the year during which the Trust may continue.

#### C. ACCOUNTING SERVICES

(See Chapter VI Account Servicing Charges for filed rate schedule UNLESS rates are separately stated under this Chapter VIII Subdivision Trust Charges.)

#### D. ADMINISTRATIVE SERVICES

1.	Deed and Affidavit processing	
	a. Deed prepared by Pioneer Title Agency	\$25.00
	b. Deed prepared by other Title Company	\$60.00
2.	Processing of Lease, Easement or other instrument	\$50.00



- 3. Acceptance of each assignment of Beneficial interest \$50.00
- 4. State or Federal Lease and State Certificate of Deposit
  - a. Acceptance Fee \$50.00
  - b. Annual Fee \$50.00
- 5. Additional parcels of land into the Trust (per parcel)\$50.00
- 6. Option Fee
  - a. Acceptance Fee (if not in original Trust) \$50.00
  - b. When exercised \$50.00
- 7. Court appearance by Agency employee per hour plus travel time and expenses \$75.00

E. CLOSING OR DISTRIBUTION RATES

- 1. Single Beneficiary Trust \$100.00
- 2. Double Beneficiary Trust \$150.00

If all property is sold or conveyed by Trustee during the normal course of administration of the Trust, there will be no closing or distribution charge, except for the charges of a title insurer for final examination.

F. EXTRAORDINARY SERVICES

A reasonable charge will be made for extraordinary services rendered at the rate of \$100.00 per hour.