



# ARIZONA DEPARTMENT OF FINANCIAL INSTITUTIONS

## ESCROW RATE FILING FORM

This form must be submitted with all new filings, including those to change previously approved rate filings.

|  |                                 |   |                                 |
|--|---------------------------------|---|---------------------------------|
| Company / Agency Name<br><b>Orange Coast Title Company</b>   |                                 | Contact Email<br><b><u>mkaluger@octitle.com</u></b> |                                 |
| Address<br><b>640 N. Tustin Ave., Suite 106</b>  | City<br><b><u>Santa Ana</u></b> | State<br><b><u>CA</u></b>                           | Zip Code<br><b><u>92705</u></b> |
| Type of Filing<br><input type="checkbox"/> New Rate Schedule <input checked="" type="checkbox"/> Change of Existing Approved Rates |                                 | Effective Date<br><b><u>November 1, 2011</u></b>    |                                 |
| Identify rate classification involved in this filing<br><b><u>Escrow</u></b>   |                                 |   |                                 |

### 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, Michael M. Kaluger, Jr. (*Filer's Name*), being duly sworn, make oath and declare that I have been given authority by Barbara L. Koorey, Senior Vice President (*Company Officer's Name*) to execute this filing on behalf of Orange Coast Title Company (*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.

Michael M. Kaluger, Jr.

October 14, 2011

Please save a copy for your records

Please email the completed rate filing along with supporting documents by creating an account at following the link and selecting Financial Services (financial@azdfi.gov) from the TO: drop down menu:  
<https://web1.zixmail.net/s/login?b=azdfi>

### FOR DEPARTMENT USE ONLY

\_\_\_\_\_  
(Date Received)

\_\_\_\_\_  
(Analyst)

\_\_\_\_\_  
(Date)

- Approved
- Withdrawn
- Hearing
- Additional Information / Correspondence

ORANGE COAST TITLE COMPANY ESCROW RATE FILING (AMENDED)

Effective November 5, 2011

I. REFINANCE ESCROW FEES

|   |    |                    |
|---|----|--------------------|
| Full Escrow/Closing/Settlement Fee:           |    | \$500.00*          |
| Limited Escrow/Closing/Settlement Fee:        |    | \$395.00           |
| Jr. Limited Escrow/Closing/Settlement Fee:    |    | \$275.00           |
| Extra Work Charge:                            |    | \$250.00           |
| Second Mortgage Escrow Fee:                   | ** | \$100.00           |
| Signing Fee First Mortgage:                   |    | \$100.00           |
| Signing Fee Second Mortgage:                  | ** | \$ 50.00           |
| Document Preparation Fee:                     |    | \$ 50.00           |
| Additional Check Chrg. Debts over 4 Checks ** |    | \$ 10.00 per check |
| Non-Sufficient Funds Fee:                     | ** | \$ 25.00           |
| Holding Open Fee:                             | ** | \$ 20.00 per month |
| Accommodation Fee:                            | ** | \$ 50.00           |
| Maintenance/Admin Fee:                        |    | \$ 25.00           |
| Sub Escrow Fee:                               | ** | \$ 75.00 minimum   |
| Disbursement Escrow Fee:                      | ** | \$ 75.00 minimum   |

\*Escrow Fee Includes the following:

- Up to four (4) third party checks
- Up to four (4) wire transfers
- One (1) electronic document package download
- Up to two (2) local messenger deliveries
- Up to four (4) overnight deliveries

\*\*Not Applicable to VA Escrows

II. SALE ESCROW FEES

| <u>Sale Price</u>              | <u>Escrow Fee</u>         |
|--------------------------------|---------------------------|
| \$ 25,000.00 TO \$100,000.00   | \$ 625.00                 |
| \$100,001.00 TO \$200,000.00   | \$ 725.00                 |
| \$200,001.00 TO \$300,000.00   | \$ 825.00                 |
| \$300,001.00 TO \$400,000.00   | \$ 925.00                 |
| \$400,001.00 TO \$500,000.00   | \$1,025.00                |
| \$500,001.00 TO \$600,000.00   | \$1,125.00                |
| \$600,001.00 TO \$700,000.00   | \$1,225.00                |
| \$700,001.00 TO \$800,000.00   | \$1,325.00                |
| \$800,001.00 TO \$900,000.00   | \$1,425.00                |
| \$900,001.00 TO \$1,000,000.00 | \$1,525.00                |
| Over \$1,000,000.00            | Add \$3.00 per \$5,000.00 |

Escrow Fees for multiple sale transactions in excess of five (5) or more per month in which the Buyer and/or Seller is the same, will be quoted upon request and will be determined by additional costs, complexity, exposure and liability incurred by the Company. Miscellaneous Escrow Fees will be charged as applicable.

**Miscellaneous Escrow Fees:**

|   |   |  |
|---|---|--|
| <b>Signing Coordination Fee:</b>                  | * | \$ 50.00                                       |
| <b>Document Preparation Fee:</b>                  |   | \$ 50.00                                       |
| <b>Additional Check Chrg. Debts over 4 Checks</b> | * | \$ 10.00 per check                             |
| <b>Messenger Fee:</b>                             | * | \$ 5.00 to \$ 30.00                            |
| <b>Outgoing Wire Fee:</b>                         |   | \$ 15.00 per wire                              |
| <b>Incoming Wire Fee:</b>                         |   | \$ 0.00  |
| <b>Non-Sufficient Funds Fee:</b>                  | * | \$ 25.00                                       |
| <b>Interest Bearing Acct. Setup Fee:</b>          | * | \$ 35.00                                       |
| <b>Overnight Mailing/Delivery Fee:</b>            |   | \$ 7.00 to \$15.00/pkg.                        |
| <b>Holding Open Fee:</b>                          | * | \$ 20.00 per month                             |
| <b>Document Email Fee:</b>                        | * | \$ 75.00                                       |
| <b>Accommodation Fee:</b>                         | * | \$ 50.00                                       |
| <b>Maintenance/Admin Fee:</b>                     |   | \$ 25.00                                       |
| <b>REO Processing Fee:</b>                        |   | \$150.00                                       |
| <b>HOA Processing Fee:</b>                        |   | \$ 50.00 per side                              |
| <b>Loan Tie In Fee:</b>                           |   | \$125.00 for first loan; 75.00 for second loan |
| <b>Short Sale Fee:</b>                            |   | \$100.00                                       |

\* Not Applicable to VA Escrows

**Orange Coast Title Company  
Escrow Definitions**

**Full Escrow includes the following services**

- 1) Open order for title commitment
- 2) Order demands and lien payoffs, if applicable
- 3) Order insurance (if needed)
- 4) Prepare estimated HUD
- 5) Schedule signing appointment with borrower
- 6) Receive documents via email and print(if needed)
- 7) Package documents back to lender
- 8) Send funding conditions to lender
- 9) Prepare final HUD
- 10) Receive incoming wire
- 11) Disburse all funds
  - a. Proceeds to borrower
  - b. Payoffs of liens and mortgages
  - c. Credit card/credit accounts

**Limited Escrow**

- 1) Order demands, if needed
- 2) Order insurance, if needed
- 3) Prepare estimated HUD
- 4) Schedule signing
- 5) Receive documents via email and print (if needed)
- 6) Prepare final HUD
- 7) Receive incoming wire
- 8) Disburse all funds
  - a. Proceeds to borrower
  - b. Payoffs of liens and mortgages
  - c. Credit card/credit accounts

**Junior Limited Escrow**

- 1) Process documents for recording
- 2) Receive incoming wire
- 3) Disburse all funds
  - a. Proceeds to borrower
  - b. Payoffs of liens and mortgages
  - c. Credit card/credit accounts

**Extra Work Charge**

Additional charge for clearing excessive number of title issues, e.g, judgments and liens of record, multiple parties to the transaction, ordering multiple title updates, etc.

**Second Mortgage Escrow Fee**

Fee for preparation of second set of loan documents in connection with a second mortgage

**Signing Fee-First Mortgage**

Fee for signing any one set of loan documents for a first mortgage

**Signing Fee-Second Mortgage**

Fee for signing any one set of loan documents for a second mortgage

**Signing Coordination Fee**

Fee charged in connection with document signatures obtained by, or coordinated through, real estate brokers or agents

**Documents Preparation Fee**

Fee for preparation of one set of documents for recordation in connection with a mortgage or sale

**Additional Check Charge Debts Over Five (5) Checks:**

Charge for each additional check issued after the first five (5) checks.

**Messenger Fee:**

Fee for transmittal of documents via messenger

**Outgoing Wire Fee:**

Fee for each payment or disbursement made via an outgoing wire transfer

**Non-Sufficient Funds Fee:**

Fee charged for each check returned by depository institution for insufficient funds

**Interest Bearing Account Setup Fee**

Fee charged in connection with interest bearing account established at the request of an escrow party.

**Overnight Mailing/Delivery Fee**

Fee charged in connection with each document or set of documents delivered via overnight mail

**Holding Open Fee**

Monthly fee charged in connection with any escrow in which a cancellation instruction is received from any party which is rejected by any other party. Fee will be charged so long as escrow is held open pending mutual, matching instructions of the parties.

**Document E-Mail Fee**

Fee charged for handling of documents submitted to escrow via e-mail, which are typically voluminous in nature and require significant clerical and photocopying time.

**Accommodation Fee**

Charge for recording of real estate documents at the request of a client, which are unrelated to a particular escrow transaction.

**Maintenance/Administration Fee**

Annual fee deducted from amount of each check not cashed within three (3) months of issuance. May be deducted annually for up to three (3) years.

**Sub Escrow Fee**

Fee charged in connection with receipting in loan proceeds, paying off liens and encumbrances, disbursing third party payments as indicated on customer disbursement work sheet and signed Borrower HUD-1. This fee does not include the preparation of a HUD-1.

**Disbursement Fee**

Fee charged in connection with receipting in loan proceeds or a portion thereof, paying off liens and encumbrances as provided on customer disbursement work sheet and signed Borrower HUD-1. This fee does not include the preparation of a HUD-1.

**ORANGE COAST TITLE COMPANY  
SUPPLEMENTAL ESCROW RATE FILINGS  
FOR REFINANCE TRANSACTIONS  
OPENED THROUGH RELS SETTLEMENT SERVICES  
(Effective November 5, 2011)**

**A. Wells Fargo Employee Pricing**

The following pricing is available to employees of Wells Fargo Bank and its affiliated entities (collectively, "Wells") for escrows involving refinance loans opened through RELS Settlement Services ("RELS"), an affiliate of Wells. Because Wells employees work in financial services and are more familiar with the overall loan process, RELS has separate pricing for Wells employees because the orders are more streamlined to process. The savings in processing time are passed along to the consumer, i.e., the Wells employee. The pricing is as follows:

1. \$400.00 per refinance loan, inclusive of all services. Services include: title clearance, file review, external subordinations, preparation of HUD statements, notary/closer signing, up to 4 wires, up to 4 third party checks, , and up to 4 overnight mail charges. At this time, purchase transactions are excluded from routing to Rels Settlement Services.
2. Pricing when a HELOC is involved is an additional \$75.00.
3. Pricing when additional documents are prepared at borrower's request (e.g., Quit Claim Deed) is an additional \$65.00 per document.
4. Recording fees, transfer taxes, deed stamp taxes, etc. are charged according to local municipality regulations.

The foregoing pricing is available only for escrows involving refinance loans; it is not available for escrows involving purchase money loans.

**B. Centralized Retail Team Pricing**

Centralized Retail is a business line within Wells that services orders for refinance loans that are initiated through centralized sources instead of through individual loan officers. By way of example example, loans that are initiated from mailing campaigns, service calls with Wells , and website-based applications will be processed by this team. The pricing is as follows:

1. \$450.00 per refinance loan, inclusive of all services. Services include: title clearance, file review, external subordinations, preparation of HUD statements,

notary/closer signing, up to 4 wires and up to 4 third party checks, , and overnight mail charges.

2. Pricing when a HELOC is involved is an additional \$125.00.
3. Pricing when additional documents are prepared at borrower's request (e.g., Quit Claim Deed) is an additional \$65.00 per document.
4. Recording fees, transfer taxes, deed stamp taxes, etc. are charged according to local municipality regulations.

The foregoing pricing is available only for escrows involving refinance loans; it is not available for escrows involving purchase money loans.

**C. Reverse Mortgage and RVIL Team Pricing** The Reverse Mortgage business line (RVIL) within REELS services orders for reverse mortgage refinance loans obtained from individual Reverse Mortgage Consultants (RMC's) across the country handled by regional fulfillment centers. The RVIL business line is in contrast to a broker line, which is also handled by the same fulfillment centers. Pricing for escrows involving REELS RVIL reverse mortgage loans is as follows:

1. \$450.00 per refinance loan, inclusive of all services. Services include: title clearance, file review, external subordinations (as allowed under the program), notary/closer signing, up to 4 wires, up to 4 third party checks, , and overnight mail charges.
2. Pricing when additional documents are prepared at borrower's request (e.g., Quit Claim Deed) is an additional \$65.00 per document.
3. Recording fees, transfer taxes, deed stamp taxes, etc. are charged according to local municipality regulations.

The foregoing pricing is available only for escrows involving refinance loans; it is not available for escrows involving purchase money loans.