

AGENT RESOURCE

guide

TRULY[™]
TITLE

A NOTE FROM THE PRESIDENT

Dear Valued Real Estate Partner,

At Truly Title, we understand that the real estate business is built on trust, relationships, and delivering exceptional service to clients. That's why we're committed to being more than just a title company—we're here to be a trusted resource and partner in your success.

This booklet is designed to equip you with tools, insights, and resources to help you thrive in today's dynamic market. Whether you're navigating complex transactions, staying ahead of industry trends, or simply looking for ways to streamline your workflow, our goal is to support you every step of the way.

Thank you for choosing Truly Title as your partner. We are honored to stand by your side and look forward to contributing to your continued success.

Here's to achieving great things together!

Warm regards,



Graham Hanks
President, Truly Title

There truly is a Difference.

By integrating cutting-edge technology with extensive expertise and a focus on customer satisfaction, we provide our clients with a truly unique user experience.



TECHNOLOGY

The closing process can be confusing and stressful. With our latest technology and courteous staff you will be completely kept up to date throughout the process.



SETTLEMENT SERVICES

Truly Title drives innovation in the real estate industry leaving our clients, customers and partners with a smile at the end of every transaction.



FRIENDLY SERVICE

It is our goal to provide you with the best user experience you have ever received in a real estate transaction. Friendly is the starting point, extraordinary is our goal!

VISIT ONE OF OUR TEXAS OFFICES TODAY!

McKinney • Plano • Burleson • Katy • Cleburne
Godley • Tyler • Longview • Rockwall • Cedar Park
Round Rock • Upper Kirby • Horseshoe Bay

YOUR EAST TEXAS *Teams*

Want to see a significant lift in your business? Your marketing?

We can help!

Reach out to your Truly Title representative in Tyler or Longview and let us show you our tools to help achieve your goals this year!



There **truly** is a difference.

TRULY TITLE LONGVIEW
2393 H G Mosley Pkwy, Ste 100
Longview, TX 75604
(903) 781-5396



TRULY TITLE TYLER
1020 Asher Way, Suite 400
Tyler, TX 75703
(903) 871-7577

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What is TITLE INSURANCE?

Title insurance protects you from problems with an ownership title when you buy real estate. These may be problems that existed before the purchase, such as: (1) unpaid property taxes, (2) fraud or forgery of previous paperwork, or (3) a spouse or unknown heir who claims they own the property.

Truly Title searches for problems with the title that need to be corrected before you buy the property. If there's a challenge to your ownership later, your title company will handle the dispute.

IT'S NOT HOMEOWNERS INSURANCE

- **Title insurance:** Protects your ownership of the property. You pay the premium one time, when you close on the sale of the property.
- **Homeowners insurance:** Protects you from losses due to fire, weather, other types of property damage, or theft. You pay your homeowners premium every year.

THERE ARE TWO KINDS OF TITLE POLICIES

- **Owner's policy:** Protects the homeowner. It's good for as long as you own the property.
- **Loan policy:** Protects the rights of the lender. It's good until the loan is paid off.

THE POLICY IS STANDARD

In Texas, title policy language is the same no matter which title company you use. Coverage begins immediately, but you won't get a paper copy of the policy until about 30 days after you close on your house. Read the policy carefully and ask the company if you have any questions. Keep it with other important documents for your house.

THE RATES ARE SET

All Texas companies charge the same rates for title insurance. There may be differences in some closing cost fees. The cost of an owner's policy is based on the property's sale price. The cost of a loan policy is based on the amount of the loan.

TITLE

Terms to Know

APPRAISAL An estimate of value of property resulting from analysis of facts about the property; an opinion of value.

ANNUAL PERCENTAGE RATE (APR) The borrower's costs of the loan term expressed as a rate. This is not their interest rate.

BENEFICIARY The recipient of benefits, often from a deed of trust' usually the lender.

CLOSING DISCLOSURE (CD) Closing Disclosure form designed to provide disclosures that will be helpful to borrowers in understanding all of the costs of the transaction. This form will be given to the consumer three business days before closing.

CLOSE OF ESCROW Though varied from state-to-state, escrow generally refers to the date the buyer becomes the legal owner and the title insurance becomes effective.

COMPARABLE SALES Sales that have similar characteristics as the subject real property, used for analysis in the appraisal. Commonly called "comps".

CONSUMMATION/CLOSING Occurs when the borrower becomes contractually obligated to the creditor on the loan, not, for example, when the borrower becomes contractually obligated to a seller on a real estate transaction. The point in time when a borrower becomes contractually obligated to the creditor on the loan depends on applicable State law. Consummation is not the same as close of escrow or settlement.

DEED OF TRUST An instrument used in many states in place of a mortgage.

DEED RESTRICTIONS Limitations in the deed to a parcel of real property that dictate certain uses that may or may not be made of the real property.

DISBURSEMENT DATE The date the amounts are to be disbursed to a buyer and seller in a purchase transaction or the date funds are to be paid to the borrower or third party in a transaction that is not a purchase transaction.

EARNEST MONEY DEPOSIT Down payment made by a purchaser of real property as evidence of good faith; a deposit or partial payment.

EASEMENT A right, privilege or interest limited to a specific purpose that one party has in the land of another.

ENDORSEMENT As to a title insurance policy, a rider or attachment forming a part of the insurance policy expanding or limiting coverage.

ESCROWS/IMPOUNDS A trust type of account established by lenders for the accumulation of borrower's funds to meet period payments of taxes, mortgage insurance premiums and/or future insurance policy premiums, required to protect their security.

HAZARD INSURANCE Real estate insurance protecting against fire, some natural causes, vandalism, etc., depending upon the policy. Buyer often adds liability insurance and extended coverage for personal property.

LEGAL DESCRIPTION A description of land recognized by law, based on government surveys, spelling out the exact boundaries of the entire parcel of land. It should so thoroughly identify a parcel of land that it cannot be confused with any other.

LIEN A form of encumbrance that usually makes a specific parcel of real property the security for the payment of a debt or discharge of an obligation. For example, judgments, taxes, mortgages, deed of trust.

LOAN ESTIMATE (LE) Form designed to provide disclosures that will be helpful to borrowers in understanding the key features, costs and risks of the mortgage loan for which they are applying. Initial disclosure to be given to the borrower three business days after application.

MORTGAGE The instrument by which real property is pledged as security for repayment of a loan.

PITI A payment that includes Principal, Interest, Taxes and Insurance.

POWER OF ATTORNEY A written instrument whereby a principal gives authority to an agent. The agent acting under such a grant is sometimes called an Attorney-in-Fact.

RECORDING Process of filing documents affecting real property with the appropriate government agency as a matter of public record.

SETTLEMENT STATEMENT Document providing a detailed breakdown of costs involved in a real estate transaction.

TILA-RESPA INTEGRATED DISCLOSURE Also known as TRID, a rule issued by the Consumer Financial Protection Bureau (CFPB) that combines and integrates the disclosures under the Truth in Lending Act (TILA) and the Real Estate Settlement Procedures Act (RESPA). Effective in October 2015.

CLOSING PROCESS

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Contract received by Truly Title and the file opened


Title examiner reviews the work and determines if property is insurable

A commitment for Title Insurance is issued


 **CONTRACT SIGNED**

REALTOR


Client orders inspections

Realtor orders Home Warranty

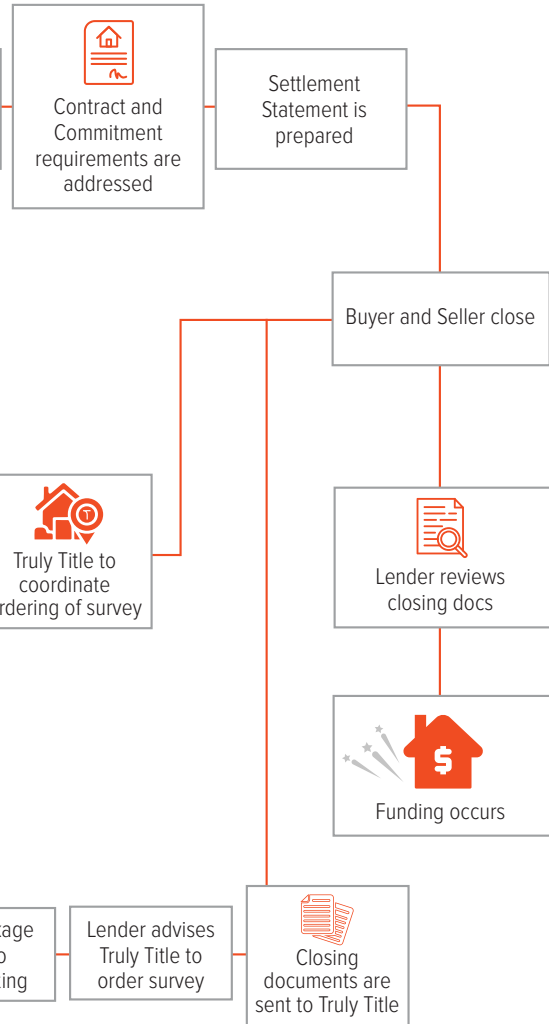
LENDER


Buyer applies for a loan

Credit information is gathered


Appraisal is ordered

Loan pack goes to underwriter



WHAT ARE THE COMPONENTS OF A TITLE COMMITMENT?

Schedule A

BASIC INFORMATION

Property address, names of buyers/sellers, and the proposed policy amount.

Schedule B

EXCEPTIONS

Issues not covered by the policy (e.g. easements, liens, encumbrances).

Schedule C

REQUIREMENTS

Conditions that must be met for the title insurance policy to be issued (e.g. mortgage payoffs, sellers documents).

REVIEW THOROUGHLY:

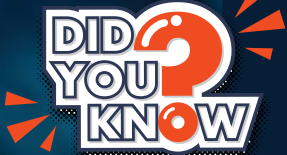
Ensure all requirements are met before closing

IDENTIFY ISSUES EARLY:

Address any problems listed in Schedule B - Part II.

COORDINATE WITH THE TITLE COMPANY:

Work with them to clear up any issues or fulfill requirements.



Mortgage fraud due to fake buyers & sellers has surged by more than one-third between 2022 and 2023, with old methods becoming new again when it came to how the crimes were committed

This accounts for 2,619 monthly fraud attempts last year, with 54% proving successful.

We are proactively authenticating each member of the transaction to verify that they are in fact who they say they are and have proper credentials.



We at **TRULY TITLE** are working with True ID Verify to come up with innovative, state of the art and real time solutions to identify the authenticity of each member of your real estate transaction.

We are here to protect you, your commissions, your clients, their property and their money.

TRULY
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TEXAS

locations



With conveniently located offices in Texas, we can order title work for any county, have mail-out option, mobile notary, or the Remote Online Notary (depending on the lender). We are here to serve you and have options based upon your needs!

There **truly** is a difference.

YOUR PREMIER Mobile App

FOR THE REAL ESTATE
& MORTGAGE PROS



Available on the App Store for
iOS devices. Search **Flueid Pro**.

Be the first to identify potential listings with Hot Properties and gain an advantage with these powerful tools.

Hot Properties

- Based on data like estimated equity, the length of time an owner has occupied the house, we can pinpoint properties that are more likely to turnover.

Search Quickly

- Start typing and the app will display matching results categorized by Address, Owner or Place.
- Search will find matches closest to the current map location and expand outwards.

Property Detail Overview

- Property Detail will contain extensive information to help you research the property and owners.
- You can now compare properties with popular consumer apps like Zillow™, Trulia™, and Realtor.com™.

Property Updates

- Updates are a great way to keep track of changes to properties you've saved.
- We'll keep you updated if the estimated value, equity or market status to a property changes.

Comparable Properties

- By default properties within 2 mile, a price range of +/- 10% of the subject property, and sold within the past 12 months will be shown.
- You can customize comparable properties by setting filters.

Interpreting Open Liens

- Find open liens under Ownership details
- Use open liens to get a better picture of the current owner's mortgage.
- Find when the last time the owner refinanced and at what rate and the estimated balance on the on the mortgage.
- Use this information to create specific marketing segments.

Sharing Property Profiles

- The property profile can be a powerful tool to make an impression on potential clients.
- All property data is instantly shareable. You can customize it with your name and contact info.



ONE



Need a Net Sheet?

Download our Truly ONE app and have all the numbers at your fingertips!



TO DOWNLOAD



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Solutions for Every Challenge

Remotely Deposit Earnest Money from any Mobile Device

Powered by ZOCCAM®



Truly Title offers a remote option to securely send earnest money deposits to the escrow agent directly from a mobile device with ZOCCAM mobile app.

**Schedule your demo today
with your Truly Title Sales Rep.**

REGISTRATION

1. Download ZOCCAM to your mobile device
2. Register with name, email and mobile number
3. Enter real estate license or notary commission, if applicable
4. Verify device with PIN sent via text
5. Create 8 digit numeric pass code and confirm

CAPTURE EARNEST MONEY DEPOSIT

1. Sign in with your 8 digit pass code
2. Select CAPTURE
3. Select EARNEST MONEY
4. Scroll to the Escrow Agent or type in the search bar
5. Enter contract information and confirm the earnest money check amount
6. Once you've submitted all the info, click the CAPTURE button to photograph the front and back of the check.
7. You will receive confirmation of the deposit and a notification will go out to all involved parties

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TIPS FOR CLOSING DAY

Once your offer on a home has been accepted, your inspections are complete, and your financing is in order, you'll likely breathe a sigh of relief and get focused on packing for the move. But before you're handed the keys to your new home, you'll need to attend the settlement or closing. The more you understand about the closing process, the easier it should be.

VALID ID

Bring valid identification to closing, including any person signing with a Power of Attorney. To comply with federal security, banking and notary laws, you must bring valid government-issued ID (i.e. driver's license or passport).

FUNDS DUE AT CLOSING (if applicable)

For any monies due over \$1,500, plan to bring "good funds" to the closing table, in other words, a wire transfer or cashiers' check (note that a bank "ACH" transfer is not the same as a wire transfer and may cause delays).

MARITAL STATUS CHANGES

Alert your escrow officer if there are any changes to your marital status since signing the contract, ideally prior to sitting down at the closing table.

LINKED TRANSACTION

If your transaction is linked to another closing (e.g. you're selling, and using the proceeds on a purchase later that day, or you're buying with proceeds from a closing that happened earlier), let your escrow officer know as soon as possible so he or she can better coordinate all the moving parts.

POWER OF ATTORNEY

(Use of POA requires prior approval by Truly Title) If a party to the contract is using a Power of Attorney (someone else will sign for them), make sure Truly Title has the original executed document at or prior to closing. Also, the title company is legally required to contact the person granting the power of attorney on the day of closing - make sure this person is available and expecting the call.

