



**SCHEDULE OF ESCROW  
RATES AND SERVICES**

- Effective April 17, 2017 -

## **IN-STATE RETAIL SERVICES**

Premier Title Agency (the "Company") provides escrow services for residential and commercial resale, refinance, construction loans, and subdivisions, from branch locations in multiple Arizona cities and counties. The rates below are only applicable for those services that will be provided by our in-state employees at our branches. Premier Title Agency's branch operations do not provide escrow services under the rates filed for the National Lender Services or Reverse Mortgage Divisions of Premier Title Agency.

### **I. GENERAL RULES**

#### **A. EMPLOYEE RATE**

There shall be no charge to employees of Premier Title Agency for the purchase, sale, or refinance of their primary residence. This rate is not applicable to employees of other title/escrow companies.

#### **B. SPECIAL SERVICES**

Additional charges will be made when unusual conditions are encountered or when special services are required in the escrow, and for which no rating structure has been specifically provided herein. Such services shall include, but are not limited to any of the following: the parties changing terms/entities so that escrow documents need to be redrawn, transactions involving multiple properties, and complex transactions.

The charges for special services shall be \$100.00 per hour (one hour minimum) in addition to the Basic Rate, but shall not exceed twice the Basic Escrow Rate.

#### **C. TRANSFER OF UNDIVIDED INTEREST (WHEN SOLD SEPARATELY FROM REMAINING INTEREST)**

The Basic Escrow Rate is applicable, based upon the sale price of the interest covered.

#### **D. GOVERNMENTAL CONTRACTS**

The Company may enter into separate written contracts with federal, state or local governmental agencies or their contractors for escrow services. Rates and fees will be based upon the volume of transactions and responsibilities and duties to be performed. The fee to be charged shall be included in the contract proposal.

#### **E. ROUNDING OFF**

Whenever percentages of the Basic Rate are used herein, the charge shall be rounded off to the nearest dollar.

## **II. EXPLANATION OF CHARGES**

### **A. BASIC CHARGE (SALE)**

The minimum charge of 100% of the Basic Escrow Rate shall be based upon the sale price 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 escrow for the full value of the land improvement: \$75.00 in addition to the Basic Rate.
3. The following charge is applicable for construction loans when the lender requests additional services such as obtaining lien waivers, architectural approval, etc.: One-half of one percent (0.5%) of amount of loan.
4. A charge of \$50.00 may be made in the event of a VA refinance transaction wherein the lender is required to pay the escrow fee.
5. Bundled Escrow refinance/loan fee for volume accounts (100+ or more anticipated) shall be \$315.00 and includes: Wire, Document, Reconveyance (Payoff) Tracking, Delivery Charges, and (one) Signing Service. This fee does not include other special services as requested/required to close the escrow.
6. For refinance transactions in Mohave County, with no transfer of title involved, the rate shall be \$125.00.

### **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.

- 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 \$75.00 additional charge provided for in Basic Charge (Loan) 1.B. as well as the charges found in Section I.

The escrow rate charged shall be based upon the number of units. For example, if the unit number is less than 50 units, then a rate of 65% of the Basic Escrow rate should be charged against that portion charged to the builder, contractor, developer or subdivider.

If the number of units is between 51 and 200 units, then a rate of 40% of the Basic Escrow Rate shall be charged, etc.

2. Commercial Developer and Investor Rate:

This rate is available to investors and commercial developers customarily engaged in such business who conduct a minimum of three transactions per year.

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 mutually agreeable amount negotiated with the parties involved, not to exceed twice the Basic Escrow Rate. Said rate shall be set forth in a written contract and retained in the escrow file, or alternatively a master file associated with the specific investor or commercial developer.

The quoted rate shall include the additional \$75.00 charge provided for in Basic Charge (Loan) 1.B.

**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 \$600.00 inclusive of miscellaneous fees.

**F. BASIC CHARGE (SUB-ESCROW, CONSTRUCTION FUNDS DISBURSEMENT, TITLE TRANSFER SERVICES, AND ACCOMODATION SIGNINGS)**

1. Sub-Escrow Service:

Sub-escrow may be provided for the following services:

- a. For the disbursement of funds for the elimination of matters affecting title (i.e. taxes, liens, judgments and mortgages or deeds of trust), the rate shall be \$150.00.
- b. For the disbursement of funds for the elimination of matters affecting title (i.e. taxes, liens, judgments and mortgages or deeds of trust), plus net proceeds due to a principal to the transaction (i.e. seller's net proceeds, borrower's cash out), the rate shall be \$200.00.

c. For the disbursement of all funds associated with the transaction, the rate shall be \$250.00.

2. Construction Funds Disbursement Service:

For disbursements of funds pursuant to a construction contract, where no title insurance products are being provided, the rate shall be \$250.00.

3. Title Transfer Services:

Transactions involving the preparation of documents to facilitate the non-sale transfer of title to real property from a person/entity to another related person/entity (including but not limited to transfers from an individual(s) to their family trust or family limited liability company), and for which the Company served as the settlement agent for the transaction vesting title in the transferor's name(s), the rate shall be \$150.00. Said fee is not inclusive of any fees that may be associated with the issuance of any required or applicable endorsement to the existing policy of title insurance, which shall be charged separately and under the filed rates of the underwriter (as applicable).

4. Accommodation Signings

Company may agree, as an accommodation to another title and escrow company with whom the Company has a present underwriting relationship and agreement to reciprocate similar services, to accommodate and facilitate the signing of escrow documents by the parties to that transaction. In such instances, the rate for such accommodation signing shall be \$150.00.

## **G. TRACKING SERVICE CHARGE**

A tracking service charge of \$25.00 per each item tracked but not reflected by Section I below. This fee includes the release/recording charge.

## **H. RELEASE/RECONVEYANCE CHARGE**

Release/reconveyance charge of \$85.00 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, a 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, 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. If more than one \$85.00 charge is to be charged in a particular escrow, only the first shall be charged at \$85.00 with the remaining charged at \$25.00. These charges are non-refundable.

## **I. INTEREST BEARING ACCOUNTS SETUP**

A charge of \$50.00 shall be charged to set up an interest bearing account.

**J. RECORD PROCESSING FEE**

For commercial transactions in Maricopa County, a record processing fee of \$15.00 for the first five pages shall be charged with an additional \$1.00 for each additional page thereafter with a maximum charge of \$250.00.

**K. UCC FILINGS**

A charge of \$12.00 shall be charged for the filing of UCC documents in the office of the Secretary of State.

**L. GOVERNMENT EMPLOYEES, ACTIVE DUTY MILITARY AND VETERANS**

All state or local government employees (i.e. police, fire etc.) shall be charged an escrow rate equal to 80% of the applicable rate in connection with an escrow transaction wherein they are a principal.

All active duty military personnel and veterans with identification shall be charged an escrow rate equal to 85% of the applicable rate in connection with an escrow transaction wherein they are a principal.

**M. EMPLOYEE BENEFIT PROGRAMS**

Employees of participating employers with an approved benefit program shall be charged an escrow rate equal to 70% of the applicable rate in connection with an escrow transaction wherein they are a principal.

**N. SENIOR CITIZENS**

Escrow customers sixty (60) years of age and older shall be charged an escrow rate equal to 85% of the applicable rate in connection with an escrow wherein they are a principal (i.e. buyer or seller).

**O. INTERVAL INTEREST TRANSACTIONS (TIMESHARES)**

Escrow services for transactions involving timeshares will be provided for \$75.00 per transaction, up to two (2) intervals per transaction. For transactions that include more than two (2) intervals, an additional fee of \$25.00 per interval will be added.

**P. SHORT SALE TRANSACTIONS.**

A processing charge of \$395.00 shall be charged 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 thereof) of the processing charge. If contracted to a third party vendor then the processing charge will be \$999.00 to \$2,000.00 based upon written contract.

**Q. NATIONAL EDUCATION ASSOCIATION MEMBERSHIP**

A member of the National Education Association shall be charged an escrow rate equal to 80% of the applicable rate in connection with an escrow transaction wherein they are a principal.

### **III. SUBDIVISION TRUST CHARGES**

#### **A. ACCEPTANCE FEES**

1. Single Beneficiary Trust: \$150.00
2. Double Beneficiary Trust: \$250.00

#### **B. ANNUAL FEES**

1. Single Beneficiary Trust: \$200.00
2. Double Beneficiary Trust: \$250.00
3. Junior Beneficiary Trust: \$250.00

Note:

- An additional charge of \$50.00 is to be added for each additional Beneficiary in excess of the defined number as it applies to the above acceptance and annual fees.
- "Beneficiary" as referred to herein is defined as follows: One married couple, one party as his/her sole and separate property, one partnership (general, limited, limited liability partnership or joint venture) or one corporation (including limited liability company).

#### **C. ASSIGNMENTS**

1. Assignments (including Collateral Assignments) \$150.00
2. Annual fee for Collateral Assignment \$150.00
3. Change of Payee \$100.00

#### **D. AMENDMENTS TO TRUST**

1. Per Amendment \$150.00

#### **E. MISCELLANEOUS SERVICES**

1. Deed Fee \$10.00
2. Close-out Fees
  - a. Single Beneficiary Trust \$100.00
  - b. Double Beneficiary Trust \$200.00



## **IV. BASIC ESCROW RATES**

### **A. BASIC ESCROW RATES**

#### For Counties of Maricopa, Pinal, Apache, Cochise, Gila, La Paz, and Navajo:

1. Up to \$100,000      \$710.00
2. Up to \$150,000      \$750.00
3. Up to \$200,000      \$825.00

#### For Counties of Yavapai and Coconino:

1. Up to \$100,000      \$650.00
2. Up to \$150,000      \$700.00
3. Up to \$200,000      \$775.00

#### For Mojave County:

1. Up to \$100,000      \$365.00
2. Up to \$150,000      \$420.00
3. Up to \$200,000      \$470.00

#### For Santa Cruz County:

1. Up to \$100,000      \$610.00
2. Up to \$150,000      \$650.00
3. Up to \$200,000      \$725.00

#### For Graham and Greenlee Counties:

1. Up to \$100,000      \$570.00
2. Up to \$150,000      \$630.00
3. Up to \$200,000      \$690.00

#### For Yuma County:

1. Up to \$100,000      \$550.00
2. Up to \$150,000      \$600.00
3. Up to \$200,000      \$650.00

For all Counties:

- |                      |                           |
|----------------------|---------------------------|
| 1. Up to \$400,000   | Add \$6.00 per \$5,000.00 |
| 2. Up to \$1,000,000 | Add \$5.00 per \$5,000.00 |
| 3. Over \$1,000,000  | Add \$3.85 per \$5,000.00 |

**B. COMPETITOR RATE**

We may choose to match a written escrow fee quote from a competing escrow and/or title company, provided that:

- Said competing rate must be filed with the Arizona Department of Financial Institutions;
- Copy of said quote must be retained in escrow file; and
- Issuance of this matching rate must be approved by the applicable branch or county manager of the Company.

**C. 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.

## **NATIONAL LENDER SERVICES DIVISION**

Premier Title Agency's National Lender Services Division is a centralized title and closing operations center primarily for loan transactions for multi-state institutional lenders who provide volume business and require title and closing services on a centralized, electronic, single point of contact basis. The National Lender Services Division performs escrows for property in Arizona as well as other states. Each lender customer has its own distinct service requirements, which oblige the National Lender Services Division to offer a broad spectrum of services which are bundled in a variety of ways. These services range from a simple sub-escrow, to a bundling of services including title insurance, full escrow, signing service and courier. The rates below are applicable for the services that will be provided by the National Lender Services Division, only. The National Lender Services Division does not provide escrow services under the rates filed for the In-State Retail Services or Reverse Mortgage Division.

### **A. SECURED DISBURSEMENTS ONLY SUB-ESCROW (\$150.00)**

Limited to acceptance of wire and payoff of secured items. Usually in conjunction with another title agent handling a full escrow. Sub-escrow pays all secured items including taxes, liens, judgments and mortgages or deeds of trust. Unsecured payoffs, fees, and borrower's proceeds are disbursed by the escrow company or lender.

### **B. STANDARD SUB-ESCROW (\$250.00)**

In addition to services provided under full disbursement, duties may include ordering payoff demands and disbursement of proceeds, providing appropriate state affidavits and other recording requirements, and providing mortgage and other tax figures to client.

### **C. STANDARD FULL ESCROW (\$400.00)**

All facets of escrow may be performed as required such as ordering demands, title curative, HUD preparation, preparation of escrow instructions when required, audit and disbursement.

### **D. FULL ESCROW BUNDLED WITH COURIER SERVICES (\$570.00)**

Standard Full Escrow services, notarial signing and coordination service (one set of docs at one location only), curative work, and courier services.

### **E. PIGGYBACK ESCROW RATE (\$200.00)**

In conjunction with a full escrow on a first mortgage a lender will occasionally have a simultaneous closing of a second mortgage loan or line of credit. This fee is in addition to the appropriate escrow fee.

**F. NOTARIAL SIGNING AND COORDINATION SERVICE (\$150.00)**

Fee for notarial signing and coordination service including printing of electronically transmitted loan package.

**G. DOCUMENT PREPARATION AND COORDINATION SERVICE (\$75.00)**

Charge for preparing (one) document and coordinating for signature. Additional \$75.00 charge for each document(s) prepared.

**H. EXTRA WORK CHARGE (\$75.00 PER HOUR)**

Charge for additional labor for any service(s) performed, but not already included in the quoted escrow fee, or specifically identified under the other services/rates for the National Lender Services Division. Minimum charge one (1) hour.

**I. FULL SERVICE SUBORDINATION (\$175.00)**

This service includes any fees charged by the subordinating lender for its review and processing, up to \$125.00, drawing fee for the subordination, recording fees all work to process, ship out documents and return, overnight courier fees and post-close tracking.

**J. COURIER COORDINATION SERVICES (\$45.00)**

This includes all local and overnight delivery services.

**K. LENDERS' SERVICES VOLUME PRICING**

Volume Pricing is offered in connection with loan transactions where, as a result of high-volume interactions including the exchange of information and orders by electronic means using proprietary software or other electronic transmission between the Company and the lender, the Company obtains scale economics in marketing, sales, processing or product/service delivery.

There are also specialized workflows established with various customers which can streamline processes or, in some cases, actually increase the number or duration of activities required to perform the required services. Pursuant to this section, the escrow charge shall be set by written contract and shall typically be a flat rate per transaction, rather than by the dollar amount of the transaction, and shall be utilized when none of the other services specified in this schedule will satisfy the customer's requirements.

## **Reverse Mortgage Division**

Premier Title Agency's Reverse Mortgage Division is a centralized title and closing operations center for loan transactions for institutional lenders doing reverse mortgage lending. The Reverse Mortgage Division performs escrows for reverse mortgages in Arizona as well as other states. The rates below are applicable for the services that will be provided by the Reverse Mortgage Division, only. The Reverse Mortgage Division does not provide escrow services under the rates filed for the In-State Retail Services or the National Lender Services Division.

### **A. FULL ESCROW REVERSE MORTGAGE (\$700.00)**

Reverse mortgage full escrow including ordering demands, title curative. HUD preparation, preparation of escrow instructions when required, document drawing when required, audit, and disbursement. In addition to these standard services, reverse mortgage transactions require substantial curative work such as decedent and aged mortgage/deed of trust matters, trust review, power of attorney review, probate/estate review, and personal interviews with borrowers. All delivery services are included. Any notarial signing services are passed through with no mark up.

### **B. OBTAINING 24-MONTH TAX HISTORY (\$25.00)**

Obtain, either directly from tax collectors/assessors or through a third-party vendor, amounts, due dates, and payment dates of property taxes from the previous twenty-four (24) month period, and provide a written summary of said information.

### **C. LENDERS' SERVICES VOLUME PRICING**

Volume Pricing is offered in connection with loan transactions where, as a result of high-volume interactions including the exchange of information and orders by electronic means using proprietary software or other electronic transmission between the Company and the lender, the Company obtains scale economics in marketing, sales, processing or product/service delivery.

There are also specialized workflows established with various customers which can streamline processes or, in some cases, actually increase the number or duration of activities required to perform the required services. Pursuant to this section, the escrow charge shall be set by written contract and shall typically be a flat rate per transaction, rather than by the dollar amount of the transaction, and shall be utilized when none of the other services specified in this schedule will satisfy the customer's requirements.