



TIAGO TITLE, LLC dba TIAGO TITLE OF ARIZONA for Arizona
(ALL COUNTIES)

Submitted for review, approval and filing effective March 27, 2014

General Application

All offices Tiago Title, LLC dba Tiago Title of Arizona, hereinafter referred to as the Company, use this manual, including the escrow rate tables contained herein for various escrow services.

The fees and charges provided for in this schedule of fees and charges are for: 1) escrow services and 2) miscellaneous services whether or not deemed to be services under 1) herein.

The various escrow rates are minimum rates and additional charges may be made in the event unusual escrow risks are assumed or unusual services are performed. In the event such charges are made, written consent to the charge will be obtained from each person obligated to pay all or any part of such charge.

A. Residential Resale Escrow Rates:

<u>Residential Resale Liability/Purchase Price</u>		<u>Escrow Fee</u>
\$0	\$100,000	\$500
\$100,001	\$150,000	\$550
\$150,001	\$200,000	\$600
\$200,001	\$250,000	\$650
\$250,001	\$300,000	\$700
\$300,001	\$350,000	\$750
\$350,001	\$400,000	\$800
\$400,001	\$450,000	\$850
\$450,001	\$500,000	\$900
\$500,001	\$550,000	\$950

\$550,001	\$600,000	\$1,000
\$600,001	\$650,000	\$1,050
\$650,001	\$700,000	\$1,100
\$700,001	\$750,000	\$1,150
\$750,001	\$800,000	\$1,200
\$800,001	\$850,000	\$1,250
\$850,001	\$900,000	\$1,300
\$900,001	\$950,000	\$1,350
\$950,001	\$1,000,000	\$1,400
\$1,000,001	\$1,050,000	\$1,500
\$1,050,001	\$1,100,000	\$1,600
\$1,100,001	\$1,150,000	\$1,700
\$1,150,001	\$1,200,000	\$1,800
\$1,200,001	\$1,250,000	\$1,900
\$1,250,001	\$1,300,000	\$2,000
\$1,300,001	\$1,350,000	\$2,100
\$1,350,001	\$1,400,000	\$2,200
\$1,400,001	\$1,450,000	\$2,300
\$1,450,001	\$1,500,000	\$2,400
\$1,500,001	\$1,550,000	\$2,500
\$1,550,001	\$1,600,000	\$2,600
\$1,600,001	\$1,650,000	\$2,700
\$1,650,001	\$1,700,000	\$2,800
\$1,700,001	\$1,750,000	\$2,900
\$1,750,001	\$1,800,000	\$3,000
\$1,800,001	\$1,850,000	\$3,100
\$1,850,001	\$1,900,000	\$3,200
\$1,900,001	\$1,950,000	\$3,300
\$1,950,001	\$2,000,000	\$3,400

For transactions over \$2,000,000 the base escrow fee will increase at a rate of \$20.00 per \$10,000 increase in resale liability/purchase price.

The above referenced fees are not inclusive of loan tie in fees. Loan tie in fee is \$150.00 per loan.

B. Residential Short Sale Resale Escrow Rates:

The Company shall charge a bundled escrow rate for short sale residential transactions. A short sale is defined as transactions where in which the proceeds from selling the property will fall short of the balance of debts secured by liens against the property, and the property owner cannot afford to repay the liens' full amounts, and whereby the lien holder(s) agree to release their lien on the real estate and accept less than the amount owed on the debt. The short sale residential resale rate is inclusive of inclusive of loan tie in fee, short sale work fee, delivery fee and reconveyance fees.

Short Sale Resale Liability/Purchase Price		Escrow Fee
\$0	\$100,000	\$1,050
\$100,001	\$150,000	\$1,100
\$150,001	\$200,000	\$1,150
\$200,001	\$250,000	\$1,200
\$250,001	\$300,000	\$1,250
\$300,001	\$350,000	\$1,300
\$350,001	\$400,000	\$1,350
\$400,001	\$450,000	\$1,400
\$450,001	\$500,000	\$1,450
\$500,001	\$550,000	\$1,500
\$550,001	\$600,000	\$1,550
\$600,001	\$650,000	\$1,600
\$650,001	\$700,000	\$1,650
\$700,001	\$750,000	\$1,700
\$750,001	\$800,000	\$1,750
\$800,001	\$850,000	\$1,800
\$850,001	\$900,000	\$1,850
\$900,001	\$950,000	\$1,900
\$950,001	\$1,000,000	\$1,950
\$1,000,001	\$1,050,000	\$2,050
\$1,050,001	\$1,100,000	\$2,150
\$1,100,001	\$1,150,000	\$2,250
\$1,150,001	\$1,200,000	\$2,350
\$1,200,001	\$1,250,000	\$2,450
\$1,250,001	\$1,300,000	\$2,550
\$1,300,001	\$1,350,000	\$2,650
\$1,350,001	\$1,400,000	\$2,750
\$1,400,001	\$1,450,000	\$2,850
\$1,450,001	\$1,500,000	\$2,950
\$1,500,001	\$1,550,000	\$3,050
\$1,550,001	\$1,600,000	\$3,150
\$1,600,001	\$1,650,000	\$3,250
\$1,650,001	\$1,700,000	\$3,350
\$1,700,001	\$1,750,000	\$3,450
\$1,750,001	\$1,800,000	\$3,550
\$1,800,001	\$1,850,000	\$3,650
\$1,850,001	\$1,900,000	\$3,750
\$1,900,001	\$1,950,000	\$3,850
\$1,950,001	\$2,000,000	\$3,950

For transactions over \$2,000,000 the escrow fee will increase at a rate of \$20.00 per \$10,000 increase in resale liability/purchase price.

C. Residential Refinance Rate

The charge for escrow service provided in connection with a refinance of a residential property shall be **\$ 300** when title and escrow are opened simultaneously. Said rate is inclusive of delivery fees, document download fees, document preparation fees, reconveyance tracking and wire fees unless international overnight or rush courier services are needed.

The charge for escrow service provided in connection with a refinance of a residential property with a mobile notary shall be **\$ 400** when title and escrow are opened simultaneously. Said rate is inclusive of delivery fees, document download fees, notary fees within the general Metropolitan area, document preparation fees, reconveyance tracking and wire fees unless international overnight or rush courier services are needed. Tiago Title reserves the right to charge additional notary fees when the consumer is outside the general Metropolitan area.

D. Investor Rate

For customers having sales or purchases of residential units where work economies exist due to an investment property being sold, the escrow fee is **\$350** for the investor side of the transaction. The other side of the transaction is subject to half the resale escrow rates referenced in section A or B above; whichever is applicable.

E. Builder Rate

For customers having sales or purchases of lots or sales of residential units in a single plat or condominium, the escrow fee is **\$150** for the builder side of the transaction. The other side of the transaction is subject to half the resale escrow rates referenced in section A or B above; whichever is applicable.

F. Second Mortgage Rates

The escrow fee for a second mortgage/Home Equity Line of Credit that does not require a payoff shall be a **\$200**.

G. Charitable or Non Profit

Tiago Title reserves the right to reduce any rate herein when the party being charged is a charitable or non profit entity.

H. Commercial and Special Projects

Limited commercial closing services where the Company is providing limited escrow services and coordination services which may include coordination of document preparation, scheduling and/or presentation of closing documents, receipt and disbursement of funds shall be charged at the following rate:

<u>Liability/Purchase Price</u>		<u>Escrow Fee</u>
\$0	\$1,000,000	\$750
\$1,000,000	\$5,000,000	\$1,500
\$5,000,000	\$10,000,000	\$3,000

Commercial closings and special projects may be quoted based on the amount of work necessary and liability.

I. Miscellaneous Fee Schedule

Recording Resale	\$80
Recording Refi	\$60
Sub Escrow Fee – short sale/resale	\$125
Sub Escrow Fee – refinance	\$75
Reconveyance fee	\$150

J. Additional Work Charges

Tiago Title reserves the right to amend all fees to compensate for excessive work and/or liability incurred. The following fees are representative to common additional work fees that may be charged on any given transaction due to the aforementioned conditions:

1031 Exchange	\$150
Holdback	\$150
Construction Loan Services	\$150
Additional Title Curative	\$100
Bankruptcy Processing	\$300
Escrow Instruction Preparation	\$150
Subordination Processing	\$100
Resale Loan Tie In per loan	\$150
Refinance Additional Loan	\$100
Express Delivery	\$60
Reconveyance Tracking	\$25
Commercial Services	\$600
Courtesy Signing	\$125
Interest Bearing Account Setup	\$50

K. Competitor Rates

Tiago Title may choose to match any written escrow rate quote from a competitive title and/or escrow company. The competitor's escrow rate must be filed and approved with the Arizona Department of Financial Institutions. A copy of this written escrow rate quote match will be kept in each escrow file.

L. Cancellation Charges

The charge where an escrow has been opened and is cancelled, will be the amount which in the opinion of the Company is proper compensation for the services rendered, but in no event shall said charge be more than the minimum rate shown on the applicable rate table.

M. Employee Escrow Rates

No charge shall be made to employees (including employees on approved retirement) of the Company or its subsidiary or affiliated companies for escrow services in connection with the financing, refinancing, sale or purchase of the employee's bona fide home property. Waiver of such charges is authorized only in connection with those costs that the employee would be obligated to pay, by established customer, as a party to the transaction.

N. Short Sale Processing Services

In addition to the basic escrow fee, when Tiago Title Short Sale Processing Division assists with facilitation of the sale wherein the Lien Holder (s) of record accept less than full payment for the balance due (short sale) an additional processing charge of **\$1000** shall be paid by the Seller. Said fee shall be added to the Seller portion of the escrow fee. Should the Lien Holder (s) not allow all or a portion of said fee, the disallowed portion shall not apply.

O. Special Pricing

Company reserves the right to charge contractual pricing for certain clients. Said pricing will be documented and maintained outside of the filed escrow rates.