



ROC Title Agency, LLC

Escrow Rates and Fees

Arizona

This Schedule of Fees and Charges shall supersede all Schedules of Fees and Charges which have heretofore been displayed in our offices and filed with the Arizona Department of Financial Institutions.

Effective: December 1, 2017



A. PREFACE:

Applicable fees for escrow, settlement or closing services shall be determined by the County wherein the escrow is handled and not by the County where the property is located, unless otherwise detailed. The fees are charged on a per-transaction basis and shall be apportioned among the parties to the transaction in accordance with their instructions. Fees or rates displayed herein are the amounts charged for those services performed by the escrow agent.

B. GENERAL RULES & DEFINITIONS:

Basic Escrow Fee: The fee schedule in Appendix A

Basic Escrow Services: Primary escrow, settlement or closing services, including but not limited to

- Document preparation
- Management of recording process
- Electronic document delivery and downloading
- Receipting of incoming funds, by check or wire transfer
- Issuance of Disbursements, by check or wire transfer
- Notary and signing services, wherein signing occurs in the office handling the escrow

Basic Escrow Services do not include miscellaneous services, including but not limited to:

- Notary fees or mobile signing services outside of the office
- Wire transfer fees
- Overnight delivery, including associated fees
- Courier or messenger services
- Establishment of Interest Bearing Accounts
- Holdback of funds in escrow after closing
- Fees as obtained from a third party
- Other Governmental fees or demands, as applicable

Commercial Escrow: Property that is not considered Residential and real property not categorized as improved with a one-to-four family residential dwelling or a condominium unit.

Escrow: Any transaction in which property is delivered with or without transfer of legal or equitable title, or both, and respective of whether a debtor/creditor relationship is created, to a person not otherwise having any right, title or interest herein 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 non-happening of a specified event or performance or non-performance of a prescribed act, when it is then to be delivered by such person to a grantee, grantor, promise, promisor, oblige, obligor, bailee, bailor, or any designated agent or employee or any of them. Escrow includes subdivision trusts.

(A.R.S. 6-801)



Escrow Agent: Any person engaged in the business of accepting escrows. (A.R.S. 6-801)

Escrow Business: A commercial activity characterized by the regular and continuous carrying on or escrow transactions. (A.R.S. 6-801)

Fair Value: The sales price or the full consideration paid to a Seller, including any encumbrances being assumed by a Buyer. Wherein no sale is involved, the Fair Value shall be determined based on any available information. In no event shall the Fair Value be less than the sum of the monetary encumbrances to which the title is subject.

Residential Escrow: Improved one-to-four family residential property, or unimproved property that is intended for residential use.

Short Sale Escrow: A sale transaction in which the proceeds of the sale are insufficient to satisfy the outstanding encumbrances secured by the subject property and one or more creditors or lenders agrees to accept an amount less than the amount owed on the property in satisfaction of the outstanding loan or loan obligations.

C. RESIDENTIAL ESCROW RATES

Escrow services performed in conjunction with title services shall be charged based upon the sales/loan amounts in the transaction, at the following rates for properties defined herein as Residential.

1. FEES FOR SERVICES NOT PROVIDED HEREIN

- a) When escrow services are requested under conditions that have not been outlined in this Schedule, a charge shall be made which in the opinion of the Company appears to be consistent with the general pricing procedures as set forth herein. The Company reserves the right to enter into contracts or agreements in writing, outlining negotiated rates to be charged for special projects or wherein or special rates may apply.
- b) Additional or different fees may be charged when unusual conditions are encountered in the transaction and for special services requested, subject to agreement by the customer and the Company. The fee for additional escrow work when unusual conditions occur, or special services are rendered is up to \$100.00 per hour.
- c) The Company reserves the right to match escrow rates received from a competing Escrow Agent and or Title Company provided the rate is obtained in writing and is a filed and approved rate by the Arizona Department of Financial Institutions.
- d) When percentages are used to calculate an escrow fee, the fee charged will be rounded up to the next highest dollar amount.
- e) Any Bundled Rate shall include the following fees: Courier Fees, Overnight Delivery Charges, Wire Fees, and Reconveyance Tracking.
- f) These rates and fees shall supersede any previously filed rates.



- g) There is an additional fee for all sale escrow transactions closing simultaneously with a new loan (including a Seller Carryback loan) and when covering identical property. The Loan Tie-In Fee shall be \$160.00 p/loan.

2. RESIDENTIAL ESCROW FEE – CASH SALE

The fee for Basic Escrow Services for a sale transaction is 100% of the Basic Escrow Fee, based upon the Fair Value of the property being conveyed in the escrow transaction, subject to modifications as expressly provided in this Schedule.

- 100% of the Basic Escrow Rate + Bundled Rate of \$125.00

NOTE: This rate includes the following services: Courier Fees, Overnight Delivery, Wire Fee, and Reconveyance Tracking. Additional work charges may apply with any special services.

3. RESIDENTIAL ESCROW FEE – SALE w/CONCURRENT LOAN

There is an additional fee for all sale escrow transactions closing simultaneously with a new loan (including a Seller Carryback loan) and when covering identical property.

- 100% of the Basic Escrow Rate + Bundled Rate of \$400.00

NOTE: This rate includes the following services: Courier Fees, Overnight Delivery, Wire Fee, Loan Tie-in Fee and Reconveyance Tracking. Additional work charges may apply with any special services.

4. RESIDENTIAL ESCROW FEE – NEW LOAN / REFINANCE

A loan transaction on improved or unimproved Residential property, which does not involve the transfer of title and in which a new encumbrance will replace or revamp an existing loan.

- Bundled Rate = \$400.00 + \$160.00 per any additional loan

NOTE: This rate includes the following services: Courier Fees, Overnight Delivery, Wire Fee, Reconveyance Tracking, and Recording Service Fee. Additional work charges may apply with any special services.

5. RESIDENTIAL ESCROW FEE – (2ND) NEW LOAN / HOME EQUITY LOAN

A loan transaction which does not involve the transfer of title and in which a loan is closing in a second lien position and no payoff is made to any existing encumbrances.

- Bundled Rate of \$130 + \$160.00 per any additional loan

NOTE: This rate includes Courier Fees, Overnight Delivery, Wire Fees, and Reconveyance Tracking.



2. COMMERCIAL ESCROW FEE – SALE w/CONCURRENT LOAN

A loan tie-in fee will apply when a Commercial Sale escrow transaction closes simultaneously with a new loan and when covering identical property.

- Rate that applies in D-1 + Bundled Rate of \$400.00

NOTE: This rate includes the following services: Courier Fees, Overnight Delivery, Wire Fees, Loan Tie-in Fee and Reconveyance Tracking. Additional work charges may apply with any special services.

3. COMMERCIAL ESCROW FEE – NEW LOAN OR REFINANCE

This rate applies to any Commercial Loan escrow transaction wherein there is not transfer of title, and regardless of whether any existing encumbrances shall be paid.

- Up to \$1,000.00 \$750.00
- \$1,000.00 - \$3,000.00 \$1,000.00
- Over \$3,000.00 \$1,500.00

NOTE: This rate includes Courier Fees, Overnight Delivery, Wire Fees, and Reconveyance Tracking.

E. SUBDIVIDER, NEW HOME BUILDER, COMMERCIAL DEVELOPERS

This rate is available to a home builder, contractor, developer or subdivider customarily engaged in these types of transactions.

1. SALE TO A CONSUMER HOMEBUYER OR LOT PURCHASER

- 30% of the Basic Rate

2. SALE TO A NON-CONSUMER HOMEBUYER OR LOT PURCHASER

- Up to \$5,000,000.00 70% of the Basic Escrow Rate
- Over \$5,000,000 to \$15,000,000.00 60% of the Basic Escrow Rate
- Over \$15,000,000.00 50% of the Basic Escrow Rate

NOTE: The rates for both 1 & 2 above shall include the following fees: Courier Fees, Overnight Delivery, Wire Fees, and Reconveyance Tracking.



F. SPECIAL RATES

The following rates are considered reduced rates and no other rates shall be combined or applied unless otherwise noted.

1. ESCROW FEE – INVESTOR RATE

This fee may be extended when a customer in a transaction, who in the ordinary course of business, regularly invests in real estate so that the real estate may produce a revenue, income or profit. This rate is available to builders, contractors, developers, subdividers, licensed real estate brokers or agents, mortgage brokers, loan officers, or other individuals. This discount cannot be used in conjunction with any other discount, does not apply to any flat rate, and cannot be applied to reduce the total fee to an amount less than any minimum fee expressly specified herein. This rate is applicable only to the escrow fee which is being paid by the Investor.

- 70% of the Basic Escrow Rate + Bundled Rate of \$400.00 (if new loan applies) or \$125.00 if Cash

NOTE: This rate includes the following services: Courier Fees, Overnight Delivery, Wire Fee, Loan Tie-in Fee and Reconveyance Tracking. Additional work charges may apply with any special services.

3. ESCROW FEE - EMPLOYEE RATE

This rate is available to all employees of ROC Title Agency, LLC in Arizona, in connection with financing, refinancing, sales or purchases of real property.

- Primary Residence No Charge on applicable Escrow Rates
- Secondary/Investment Properties 50% of the Basic Escrow Rate

NOTE: This rate is only applicable to those fees that the employee would be obligated to pay by custom. Further, the employee must be employed with the company for a minimum of 30-days to qualify.

2. ESCROW FEE - MILITARY VETERAN OR FIRST RESPONDER

This rate is available to any First Responder or Military Veteran involved in a transaction. This includes Police Officers, Firefighters, Emergency Responders, Active or retired U.S. Military (Air Force, Marines, Navy, Army), National Guard and the Red Cross. Beneficiaries must provide proof.

- 70% of the Basic Rate + Bundled Rate of \$400.00 (if new loan applies) or \$125.00 if Cash

NOTE: This rate includes the following services: Courier Fees, Overnight Delivery, Wire Fee, Loan Tie-in Fee and Reconveyance Tracking. Additional work charges may apply with any special services.



3. ESCROW RATE – SHORT SALE

This rate applies to a sale transaction involving one or more Lenders accepting a payoff amount that is less than the amount owed for the encumbrance. This is referred to as a Short Sale.

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|--------------------------------------|-------------------------|
| • Sales Price up to \$100,000 | Bundled rate of \$1,200 |
| • Sales Price \$100,000 to \$250,000 | Bundled rate of \$1,400 |
| • Sales Price \$250,001 to \$500,000 | Bundled rate of \$1,600 |
| • Sales Price \$500,001 to \$750,000 | Bundled rate of \$1,800 |
| • Sales price over \$750,001 | Bundled rate of \$2,000 |

NOTE: Bundled Rate includes Courier Fees, Overnight Deliver, Wire Fees, and Reconveyance Tracking. This fee shall be split 50% to the Seller and 50% to the buyer, or per instruction in the purchase agreement.

G. ADDITIONAL CHARGES & FEES

1. COURIER / OVERNIGHT DELIVERY

- \$25.00 per delivery or per overnight envelope

2. ADDITIONAL WORK CHARGE FOR PREPARATION OF ESCROW INSTRUCTIONS (In lieu of a purchase contract)

- Sale Transaction Escrow Instructions - \$150.00
- Loan Transaction Escrow Instructions - \$125.00

3. INSPECTION FEE – when applicable

- \$100.00 per Inspection

4. INTEREST BEARING ACCOUNT SET UP FEE

- \$35.00 per account

5. LOAN TIE-IN FEE

- \$160.00 per loan

6. MOBILE HOME (MANUFACTURED HOMES) AFFIXTURE PROCESSING FEE

- \$250.00 per MVD Title transfer (includes MVD processing services)



7. RECONVEYANCE TRACKING

- \$35.00 per loan paid off during transaction

8. RECORDING SERVICE FEES

The recording services fee is the fee to record all documents in the transaction with the applicable county recorder electronically or otherwise. This flat fee includes delivery of the recorded documents after the transaction closes and shall be split equally between any Buyer and Seller on sale transactions.

- Residential Loan or Refinance Transaction \$60.00
- Residential Sale Transaction \$80.00
- Commercial Loan or Refinance Transaction \$80.00
- Commercial Sale Transaction \$100.00

9. DORMANT FUNDS FEE

Escrow Agent will charge a service fee for processing and administrative fees associated with unclaimed funds. This fee is earned after Escrow Agent has made diligent effort to locate the party in writing, pursuant to A.R.S. 44-317.

- \$100.00 per check

10. HOLDBACK FUNDS

There shall be an additional fee if Escrow Agent is authorized to holdback funds after close of escrow according to specific instructions.

- \$200.00 Flat Fee



ROC TITLE AGENCY, LLC

APPENDIX A

BASIC ESCROW RATE

| Transaction Amount Up to and Including | Fee | Transaction Amount Up to and Including | Fee |
|---|----------------|---|----------------|
| 0 - \$120,000 | \$696 | \$500,001 - \$520,000 | \$1,271 |
| \$120,001 - \$140,000 | \$728 | \$520,001 - \$540,000 | \$1,295 |
| \$140,001 - \$160,000 | \$761 | \$540,001 - \$560,000 | \$1,319 |
| \$160,001 - \$180,000 | \$793 | \$560,001 - \$580,000 | \$1,343 |
| \$180,001 - \$200,000 | \$827 | \$580,001 - \$600,000 | \$1,369 |
| \$200,001 - \$220,000 | \$855 | \$600,001 - \$620,000 | \$1,393 |
| \$220,001 - \$240,000 | \$882 | \$620,001 - \$640,000 | \$1,417 |
| \$240,001 - \$260,000 | \$911 | \$640,001 - \$680,000 | \$1,465 |
| \$260,001 - \$280,000 | \$939 | \$680,001 - \$700,000 | \$1,490 |
| \$280,001 - \$300,000 | \$966 | \$700,001 - \$720,000 | \$1,515 |
| \$300,001 - \$320,000 | \$995 | \$720,001 - \$740,000 | \$1,539 |
| \$320,001 - \$340,000 | \$1,022 | \$740,001 - \$760,000 | \$1,564 |
| \$340,001 - \$360,000 | \$1,052 | \$760,001 - \$780,000 | \$1,588 |
| \$360,001 - \$380,000 | \$1,079 | \$780,001 - \$800,000 | \$1,612 |
| \$380,001 - \$400,000 | \$1,106 | \$800,001 - \$820,000 | \$1,636 |
| \$400,001 - \$420,000 | \$1,134 | \$820,001 - \$840,000 | \$1,661 |
| \$420,001 - \$440,000 | \$1,162 | \$840,001 - \$860,000 | \$1,685 |
| \$440,001 - \$460,000 | \$1,191 | \$860,001 - \$880,000 | \$1,710 |
| \$460,001 - \$480,000 | \$1,218 | \$880,001 - \$900,000 | \$1,734 |
| \$480,001 - \$500,000 | \$1,246 | \$900,001 - \$920,000 | \$1,759 |
| | | \$920,001 - \$940,000 | \$1,783 |
| | | \$940,001 - \$960,000 | \$1,808 |
| | | \$960,001 - \$980,000 | \$1,832 |
| | | \$980,001 - \$1,000,000 | \$1,856 |

For transactions over \$100,000,000 and up to \$5,000,000 add \$21.00 per \$20,000 or fraction thereof, and for any amount in excess of \$5,000,000 add \$14.50 per \$20,000, or fraction thereof.