

Comprehensive Title Issues and Solutions to Common Problems

Top Producing Agents do more than just write offers for clients. They understand all aspects of a real estate transaction and act as a liaison to facilitate transactions. Title issues can create unwanted delays in closing or worse, prevent closing altogether! Understand the title process and you will be able to quickly solve problems, explain procedures to your client and ensure buyers receive clear title. We will use a sample title report to learn what to look for, identify red flag concerns, plus discuss 3 real life examples of title issues and solutions.

Whether you are an Agent, Assistant or Transaction Coordinator, this class will assist you to;

- Understand the role and duties of title and escrow officers
- Learn how a property is issued title insurance
- Learn how to read a “plat” map
- Understand the loan payoff process
- Learn the definition of “payment in arrears”
- Identify easements on a title report and understand the impact they may have to both the buyer and seller
- Identify the 3 Step Process for removing UHO’s (Unidentified Home Owners!) from title
- How does marriage, divorce and death affect title?
- Understand trusts and how they affect title
- Learn the difference between REO’s, Foreclosure, Bankruptcy and Short Sale

This seminar is facilitated by Diana Turnbloom, the author of Escrow Coordination Secrets and leading Instructor to thousands of agents and assistants on Transaction Management. Tom Lucini, Vice-President and Division Manager for First American Title Company in Alameda County, California, is the special guest speaker. You’ll find this class informative, fun and easy to learn with concepts you can begin using immediately!