



Arizona Department of Financial Institutions



ESCROW RATE FILING FORM

Please email a complete Manual and Schedule to financial@azdfi.gov for review. Please send either a Word or PDF version of the rates. Rates that are mailed to the Department will not be approved. Rates that are incomplete will not be approved.

Company / Agency Name Orange Coast Title Company		Contact Email mkaluger@octitle.com	
Address 1551 N. Tustin Ave., Suite 300	City Santa Ana	State California	Zip Code 92705
Type of Filing <input type="checkbox"/> New Rate Schedule <input checked="" type="checkbox"/> Change of Existing Approved Rates		Effective Date	

Information included with this filing

- Cover letter including explanation of changes and justification
- Justification – **check items**
 - Financial Analysis
 - Statistics
 - Other
 - Comparison of Rate of other Escrow Agencies
 - Experience

I, Michael M. Kaluger, Jr. (*Filer's Name*), being duly sworn, make oath and declare that I have been given authority by Barbara L. Koorey, Sr. Vice President (*Company Officer's Name*) to execute this filing on behalf of Orange Coast Title Company (*Company Name*), and agree to and represent the following:

That the information contained herein, including exhibits and other information filed attached hereto and made a part hereof, are current, true, accurate, and complete under penalty of perjury, or un-sworn falsification to authorities, or similar provisions as provided by law; that, the jurisdiction(s) to which the rate filing is being submitted may conduct any investigation as to the legitimacy, accuracy and correctness in accordance with all applicable laws and regulations; that, if the above named individual has made a falsehood of a material fact in either the rate filing or in any documentation provided to support the foregoing rate filing, then the above named licensee may be subject to fines, fees, and penalties or other measures accordance with all laws and regulations.

I hereby verify that I am the above named individual, and certify by my printed name below that I have read the conditions stated above and agree to the language as stated.

Michael M. Kaluger, Jr.

Name of Filer

April 28, 2017

Date

FOR DEPARTMENT USE ONLY

Date Received

Analyst

Date

- Approved
- Withdrawn
- Hearing
- Additional Information / Correspondence



PROPOSED NEW ESCROW RATE OR CHANGE OF RATE FORM

Company / Agent Name Orange Coast Title Company			
Description of new rate or change Revised Refinance Escrow Rates			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$ 104.50	Expense Total	\$ 104.50
Current Rate	\$ 335.00	Current Rate	\$ 275.00
Profit (Loss)	\$ 230.50	Profit (Loss)	\$ 170.50
% Profit (Loss)	69 %	% Profit (Loss)	62 %
Factors influencing the final rate No rate change - rate merely became all inclusive			

Use only if needed for additional Rate Changes

Description of new rate or change Revised Sale Escrow Fees			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$ N/A	Expense Total	\$ 300.00
Current Rate	\$ N/A	Current Rate	\$ 500.00
Profit (Loss)	\$ N/A	Profit (Loss)	\$ 200.00
% Profit (Loss)	N/A %	% Profit (Loss)	40 %
Factors influencing the final rate Estimated labor expense			

Description of new rate or change Revised Miscellaneous Escrow Fees (Messenger fee)			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$ 7.00	Expense Total	\$ 7.00
Current Rate	\$ 15.00	Current Rate	\$ 0.00
Profit (Loss)	\$ 8.00	Profit (Loss)	\$ -7.00
% Profit (Loss)	53 %	% Profit (Loss)	(100) %
Factors influencing the final rate Rate now included in Escrow fee			

Description of new rate or change Revised Miscellaneous Escrow Fees (Audit fee)			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$ N/A	Expense Total	\$ 30.00
Current Rate	\$ N/A	Current Rate	\$ 50.00
Profit (Loss)	\$ N/A	Profit (Loss)	\$ 20.00
% Profit (Loss)	N/A %	% Profit (Loss)	40 %
Factors influencing the final rate Estimated labor expense			



PROPOSED NEW ESCROW RATE OR CHANGE OF RATE FORM

Company / Agent Name Orange Coast Title Company			
Description of new rate or change Revised Refinance Escrow Rates			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$	Expense Total	\$
Current Rate	\$	Current Rate	\$
Profit (Loss)	\$	Profit (Loss)	\$
% Profit (Loss)	%	% Profit (Loss)	%
Factors influencing the final rate			

Use only if needed for additional Rate Changes

Description of new rate or change Revised Sale Escrow Fees			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$	Expense Total	\$
Current Rate	\$	Current Rate	\$
Profit (Loss)	\$	Profit (Loss)	\$
% Profit (Loss)	%	% Profit (Loss)	%
Factors influencing the final rate			

Description of new rate or change Revised Miscellaneous Escrow Fees (Demand fees)			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$ N/A	Expense Total	\$ 15.00
Current Rate	\$ N/A	Current Rate	\$ 50.00
Profit (Loss)	\$ N/A	Profit (Loss)	\$ 35.00
% Profit (Loss)	N/A%	% Profit (Loss)	70 %
Factors influencing the final rate			

Description of new rate or change			
CURRENT TRANSACTION EXPENSE		ESTIMATED TRANSACTION EXPENSE	
Expense Total	\$	Expense Total	\$
Current Rate	\$	Current Rate	\$
Profit (Loss)	\$	Profit (Loss)	\$
% Profit (Loss)	%	% Profit (Loss)	%
Factors influencing the final rate			

ORANGE COAST TITLE COMPANY ESCROW RATE FILING (AMENDED)

Effective May 15, 2017

I. REFINANCE ESCROW FEES

Full Escrow/Closing/Settlement Fee:	*	\$500.00
Limited Escrow/Closing/Settlement Fee:		\$350.00
Jr. Limited Escrow/Closing/Settlement Fee:	**	\$275.00
Extra Work Charge:		\$250.00
Second Mortgage Escrow Fee:		\$100.00
Signing Fee First Mortgage:		\$100.00
Signing Fee Second Mortgage:		\$ 50.00
Document Preparation Fee:		\$ 50.00
Additional Check Chrg. Debts over 4 Checks		\$ 10.00 per check
Non-Sufficient Funds Fee:		\$ 25.00
Holding Open Fee: (Also Disputed Funds)		\$ 25.00 per month
Accommodation Fee:		\$ 50.00
Post-Closing Maintenance/Admin Fee, Per Year		\$ 25.00
Sub Escrow Fee:		***
Disbursement Escrow Fee:	**	***

*Escrow Fee Includes the following:

- Up to four (4) third party checks
- Up to four (4) wire transfers
- One (1) electronic document package download
- Up to two (2) local messenger deliveries
- Up to four (4) overnight deliveries

**Misc. Fees Not Applicable

*** Fee to be charged pursuant to a negotiated rate agreement with the customer, a copy of which shall be maintained in the escrow file.

II. SALE ESCROW FEES

<u>Sale Price</u>	<u>Escrow Fee</u>
Under \$25,000.00	\$ 500.00
\$ 25,000.00 TO \$100,000.00	\$ 625.00
\$100,001.00 TO \$200,000.00	\$ 725.00
\$200,001.00 TO \$300,000.00	\$ 825.00
\$300,001.00 TO \$400,000.00	\$ 925.00
\$400,001.00 TO \$500,000.00	\$1,025.00
\$500,001.00 TO \$600,000.00	\$1,125.00
\$600,001.00 TO \$700,000.00	\$1,225.00
\$700,001.00 TO \$800,000.00	\$1,325.00
\$800,001.00 TO \$900,000.00	\$1,425.00
\$900,001.00 TO \$1,000,000.00	\$1,525.00
Over \$1,000,000.00	Add \$3.00 per \$5,000.00

Escrow Fees for multiple sale transactions in excess of five (5) or more per month in which the Buyer/Borrower, Lender, and/or Seller are the same, will be quoted upon request and will be determined by additional costs, complexity, exposure and liability

incurred by the Company. Miscellaneous Escrow Fees will be charged as applicable or per Agreement.

Miscellaneous Escrow Fees:

Signing Coordination Fee:	\$ 50.00
Document Preparation Fee:	\$ 50.00
Additional Check Chrg. Debts over 4 Checks	\$ 10.00 per check
Messenger Fee:	\$ 15.00 or actual
Outgoing Wire Fee:	\$ 15.00 per wire
Incoming Wire Fee:	\$ 0.00
Non-Sufficient Funds Fee:	\$ 25.00
Interest Bearing Acct. Setup Fee:	\$ 35.00
Overnight Mailing/Delivery Fee:	\$ 7.00 to \$15.00/pkg.
Holding Open Fee: (also disputed funds)	\$ 25.00 per month
Document Email Fee:	\$ 75.00
Accommodation Fee:	\$ 50.00
Audit Fee:	\$ 50.00
Demand Fee, per demand	\$ 50.00
Post-Closing Maintenance/Admin Fee, per year	\$ 25.00
HOA Processing Fee:	\$ 50.00 per side
Loan Tie In Fee:	\$125.00 for first loan; 75.00 for second loan
Short Sale Fee:	\$100.00

REO TRANSACTIONS:

Escrow Fee(s), as agreed upon and in accordance with specific Fee Agreement(s).

VA REFINANCE & SALE TRANSACTIONS:

Escrow Fees will be charged in accordance with lenders allowable fees with VA transactions. Lender's instructions need to have evidence of this placed in the file.

CONTRACT FEES:

In the event Orange Coast Title Company has a specific Fee Agreement with a particular customer, fees will be charged in accordance therewith.

Orange Coast Title Company
Escrow Definitions

Full Escrow includes the following services

- 1) Open order for title commitment
- 2) Order demands and lien payoffs, if applicable
- 3) Order insurance (if needed)
- 4) Prepare estimated HUD
- 5) Schedule signing appointment with borrower
- 6) Receive documents via email and print (if needed)
- 7) Package documents back to lender
- 8) Send funding conditions to lender
- 9) Prepare final HUD
- 10) Receive incoming wire
- 11) Disburse all funds
 - a. Proceeds to borrower
 - b. Payoffs of liens and mortgages
 - c. Credit card/credit accounts

Limited Escrow

- 1) Order demands, if needed
- 2) Order insurance, if needed
- 3) Prepare estimated HUD
- 4) Schedule signing
- 5) Receive documents via email and print (if needed)
- 6) Prepare final HUD
- 7) Receive incoming wire
- 8) Disburse all funds
 - a. Proceeds to borrower
 - b. Payoffs of liens and mortgages
 - c. Credit card/credit accounts

Junior Limited Escrow

- 1) Process documents for recording
- 2) Receive incoming wire
- 3) Disburse all funds
 - a. Proceeds to borrower
 - b. Payoffs of liens and mortgages
 - c. Credit card/credit accounts

Extra Work Charge

Additional charge for clearing excessive number of title issues, e.g, judgments and liens of record, multiple parties to the transaction, ordering multiple title updates, etc.

Second Mortgage Escrow Fee

Fee for preparation of second set of loan documents in connection with a second mortgage

Signing Fee-First Mortgage

Fee for signing any one set of loan documents for a first mortgage

Signing Fee-Second Mortgage

Fee for signing any one set of loan documents for a second mortgage

Signing Coordination Fee

Fee charged in connection with document signatures obtained by, or coordinated through, real estate brokers or agents

Documents Preparation Fee

Fee for preparation of one set of documents for recordation in connection with a mortgage or sale

Additional Check Charge Debts Over Five (5) Checks:

Charge for each additional check issued after the first five (5) checks.

Messenger Fee:

Fee for transmittal of documents via messenger

Outgoing Wire Fee:

Fee for each payment or disbursement made via an outgoing wire transfer

Non-Sufficient Funds Fee:

Fee charged for each check returned by depository institution for insufficient funds

Interest Bearing Account Setup Fee

Fee charged in connection with interest bearing account established at the request of an escrow party.

Overnight Mailing/Delivery Fee

Fee charged in connection with each document or set of documents delivered via overnight mail

Holding Open Fee

Monthly fee charged in connection with any escrow in which a cancellation instruction is received from any party which is rejected by any other party. Fee will be charged so long as escrow is held open pending mutual, matching instructions of the parties.

Document E-Mail Fee

Fee charged for handling of documents submitted to escrow via e-mail, which are typically voluminous in nature and require significant clerical and photocopying time.

Accommodation Fee

Charge for recording of real estate documents at the request of a client, which are unrelated to a particular escrow transaction.

Maintenance/Administration Fee

Annual fee deducted from amount of each check not cashed within three (3) months of issuance. May be deducted annually for up to three (3) years.

Sub Escrow Fee

Fee charged in connection with receipting in loan proceeds, paying off liens and encumbrances, disbursing third party payments as indicated on customer disbursement work sheet and signed Borrower HUD-1. This fee does not include the preparation of a HUD-1.

Disbursement Fee

Fee charged in connection with receipting in loan proceeds or a portion thereof, paying off liens and encumbrances as provided on customer disbursement work sheet and signed Borrower HUD-1. This fee does not include the preparation of a HUD-1.

**ORANGE COAST TITLE COMPANY
SUPPLEMENTAL ESCROW RATE FILINGS
FOR REFINANCE TRANSACTIONS
OPENED THROUGH RELS SETTLEMENT SERVICES
(Effective November 5, 2011)**

A. Wells Fargo Employee Pricing

The following pricing is available to employees of Wells Fargo Bank and its affiliated entities (collectively, "Wells") for escrows involving refinance loans opened through RELS Settlement Services ("RELS"), an affiliate of Wells. Because Wells employees work in financial services and are more familiar with the overall loan process, RELS has separate pricing for Wells employees because the orders are more streamlined to process. The savings in processing time are passed along to the consumer, i.e., the Wells employee. The pricing is as follows:

1. \$400.00 per refinance loan, inclusive of all services. Services include: title clearance, file review, external subordinations, preparation of HUD statements, notary/closer signing, up to 4 wires, up to 4 third party checks, , and up to 4 overnight mail charges. At this time, purchase transactions are excluded from routing to Rels Settlement Services.
2. Pricing when a HELOC is involved is an additional \$75.00.
3. Pricing when additional documents are prepared at borrower's request (e.g., Quit Claim Deed) is an additional \$65.00 per document.
4. Recording fees, transfer taxes, deed stamp taxes, etc. are charged according to local municipality regulations.

The foregoing pricing is available only for escrows involving refinance loans; it is not available for escrows involving purchase money loans.

B. Centralized Retail Team Pricing

Centralized Retail is a business line within Wells that services orders for refinance loans that are initiated through centralized sources instead of through individual loan officers. By way of example example, loans that are initiated from mailing campaigns, service calls with Wells , and website-based applications will be processed by this team. The pricing is as follows:

1. \$450.00 per refinance loan, inclusive of all services. Services include: title clearance, file review, external subordinations, preparation of HUD statements, .

notary/closer signing, up to 4 wires and up to 4 third party checks, , and overnight mail charges.

2. Pricing when a HELOC is involved is an additional \$125.00.
3. Pricing when additional documents are prepared at borrower's request (e.g., Quit Claim Deed) is an additional \$65.00 per document.
4. Recording fees, transfer taxes, deed stamp taxes, etc. are charged according to local municipality regulations.

The foregoing pricing is available only for escrows involving refinance loans; it is not available for escrows involving purchase money loans.

C. Reverse Mortgage and RVIL Team Pricing The Reverse Mortgage business line (RVIL) within RELS services orders for reverse mortgage refinance loans obtained from individual Reverse Mortgage Consultants (RMC's) across the country handled by regional fulfillment centers. The RVIL business line is in contrast to a broker line, which is also handled by the same fulfillment centers. Pricing for escrows involving RELS RVIL reverse mortgage loans is as follows:

1. \$450.00 per refinance loan, inclusive of all services. Services include: title clearance, file review, external subordinations (as allowed under the program), notary/closer signing, up to 4 wires, up to 4 third party checks, , and overnight mail charges.
2. Pricing when additional documents are prepared at borrower's request (e.g., Quit Claim Deed) is an additional \$65.00 per document.
3. Recording fees, transfer taxes, deed stamp taxes, etc. are charged according to local municipality regulations.

The foregoing pricing is available only for escrows involving refinance loans; it is not available for escrows involving purchase money loans.

**ORANGE COAST TITLE COMPANY
SUPPLEMENTAL ESCROW RATE FILINGS
FOR BANK OF AMERICA NATIONAL TITLE PROVIDER TRANSACTIONS
(Effective August 1, 2014)**

Orange Coast Title Company will charge the following pricing for each refinance escrow opened by VALUAMERICA, a Pennsylvania corporation ("VALUEAMERICA"), for properties financed through Bank of America's National Title Provider ("NTP") operations. NTP is a centralized business division within Bank of America that places title orders and opens escrows for properties in various states through vendor management companies such as VALUEAMERICA, who in turn place the title orders and open the escrows with individual providers in each state. Bank of America sets a bundled fee to be charged to its customers for NTP transactions, and the pricing hereunder will conform to Bank of America's approved escrow fees for NTP transactions involving properties in Arizona. By bundling fees, Bank of America's NTP pricing result in a significant cost savings to the consumer. Orange Coast Title Company's escrow pricing is as follows:

1. \$350.00 per refinance loan, inclusive of all services. Services include:

Closing services, notary signings, attorney signings (if applicable), signing service, witness signing services, document preparation, document quality control, receipt of funds to close, wire management and funds disbursement, work charges, mobile home related services such as title surrender, governmental sales taxes, recording services, post-closing document review, and preparation of estimated and final HUD-1 settlement statements.

2. Governmental recording fees, transfer taxes, deed stamp taxes, state specific CPL fees, sales taxes, and Homeowner's Association and similar fees will be charged according to local municipal regulations.

The foregoing pricing is available only for escrows involving refinance loans; it is not available for sale escrows or escrows involving purchase money loans.