

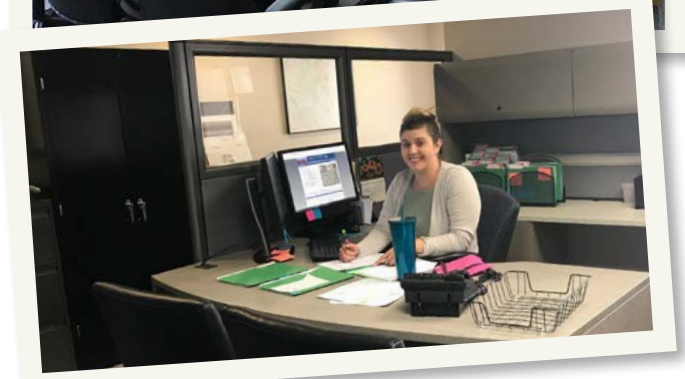


MEMBER SPOTLIGHT



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Title insurance may be best understood by what it does, and the role it plays, rather than by a definition of what it is.

A young couple buying their first home in the United States may be unaware that they are about to enter a real estate system that is unlike any other in the world, a system that combines all the facets of buying real estate that is well coordinated and efficient.

Each state has a body of law that establishes a platform on which real estate can be owned and transferred and provide protection to property owners against others that may make a claim. The court system interprets and applies the applicable law to real estate transactions and our court system works well. While few would ever desire to be in court, the court system developed in our country remains a beacon of fairness and efficiency when compared to virtually any other country.

What good is a legal deed to property without a registration system to let the world know that you just bought some land and it is yours?

The recorded deed is your primary proof of ownership and we happen to enjoy the best registration system known to mankind. In many countries, records are poorly kept and subject often to corrupt practices. Despite being county-centric throughout the United States, associations of Clerks and Recorders have always shared best

practices with their counterparts in other counties and states.

Another leg of property ownership that is truly unique in the world is the magic of real estate capital. This capital is created by a mortgage system that uses equity in a house leveraged to create managed risk in mortgages. Pools of mortgages are securitized and sold in the so-called secondary market to large institutional investors to create a stream of available credit and funding for future home loans. This system, with all its complexity and risk, is still the envy of other capital savvy countries.

There is not another place on this globe where marketing of real estate is done so well.

Realtors created organized data for properties on the market and developed self-policing ethical standards in handling transactions for its state-licensed participants. Realtors handle more than 80% of all residential transactions in Mesa County for a reason. They created an effective marketplace with standards of conduct for its members.

The final leg of this efficient system of real estate ownership and transfer is title insurance and its associated settlement process. All the above would not result in a timely and safe transfer of real estate if the transaction was not protected against challenges by other parties. Sure, the court system is helpful for the most onerous challenges to title to property, but that system is reserved for mostly big issues that cannot be resolved through negotiation or arbitration. The title policy is the gold standard for proof of ownership or enforceability of a lien. With proven practices of title examination

of documents and curative action to correct faulty titles, the title industry is at the center of virtually all real estate transactions. Without title insurance, disputes would proceed through arbitration or clog up the judicial system that is already burdened by a full docket, thereby slowing real estate transactions to a crawl. It is with the above background and a full appreciation of the uniqueness and safety of the American way of transferring real estate title that Advanced Title Company and its employees view their role in a real estate transaction. We play an important role of a

conduit and gatekeeper in keeping transactions safe yet efficient. We use advanced technology for our operations but forgo outsourced services in the main in order to stay in touch with each part of a transaction. Our office stays directly connected to every facet of the transaction and we perform all the standard processes to ensure quality control, together with a curative process to correct past title flaws. We are blessed with experienced, engaged and smart employees who enjoy the role that our industry plays in the successful transfer of real estate. We are not the biggest title company but we have had the experience of owning the largest title company in this marketplace for 20 years. We have opted for a core of expertise instead of seeking volume. It has allowed us to communicate easily and openly and stay connected to each transaction. We also enjoy a superb relationship with our underwriter, Stewart Title Guaranty Title of Houston, that provides the financial strength behind each policy issued. We have grown slowly and organically and we will announce soon another addition to our company - a commercial level closer who has many years of closing experience and wonderful communication skills.

Looking for help with your home? Call the HBA of Northwestern Colorado at 970-245-0253 or visit www.hbanwco.com

