Sample Search Suggestions

for REALTORS

HTC Heritage Title Company
Making Transactions Personal

Build Your **PREMIUM** list in PRO **247** Series!

Commonwealth LAND TITLE INSURANCE COMPANY

Property Search	FARM	**Premium**

- Geographic FARM
- Property Use & Characteristics
- Sale, Assessed & Phones
- Demographics
- Foreclosure Data
- Mortgage - 1st Loan
- Mortgage - LTV & 2nd Loan
- ARM Resets (Short Sale/Rate Rider)

- ♦ CLICK the **PREMIUM** tab.
- ♦ **Enter geography** and **search criteria**
- ♦ Click **Count Only** – displays search criteria and number of records in right pane
- ♦ Click **View Records**
- ♦ Click **Select Records** and enter number of records desired and click OK.
- ♦ **Confirm** & **Pay**
- ♦ Choose **output option** (Report, Export, Label)

TIPS:

- ♦ For phone numbers (residential only), choose "**Phones-Only with**" under Sale, Assessed & Phones tier
- ♦ When choosing **Lender Names**, select all variations of the Lender's name
- ♦ If you are wanting to only work with one lender, you can choose the same lender name(s) under 2nd Mtg Lender Name
- ♦ **Current LTV** is based on a calculation of all existing loans compared to our applied market value
- ♦ Use **expressions** such as ">=" for "greater than & equal" or "later than & equal"
- ♦ Get creative with your selections to specify exactly who you want to target. These are just **examples to get you started**!

Short Sale Targets by Lender

Option 1

Geographic FARM
Property Use & Characteristics
Sale, Assessed & Phones
> Phones - Only with *(if desired)*

Foreclosure Data
> Type - Notice of Default
> Set Date Range

Mortgage - 1st Loan
> 1st Mtg Lender Name(s)

Mortgage - LTV & 2nd Loan *(Optional)*
> 2nd Mtg Concurrency - No 2nd
> or
> 2nd Mtg Lender Name

Option 2

Geographic FARM
Property Use & Characteristics
Sale, Assessed & Phones
> Phones - Only with *(if desired)*
> Distressed - Foreclosure-No

Mortgage - 1st Loan
> 1st Mtg Record Date
> Lender Name(s)

Mortgage - LTV & 2nd Loan
> Current LTV - >125
> 2nd Mtg Concurrency - No 2nd
> or
> 2nd Mtg Lender Name

Foreclosure/Bank Owned (REO)

Geographic FARM
Property Use & Characteristics
Foreclosure
> Type - REO
> REO Rec Date - select range

Pre-Foreclosure/N O D List

Geographic FARM
Property Use & Characteristics
Foreclosure
> Type - Notice of Default
> Rec Date - select range

Pre-Foreclosure/Trustee Sale

Geographic FARM
Property Use & Characteristics
Foreclosure
> Type - Notice of Sale
> Auction Date - select range

Move Up Buyers

Geographic FARM
Property Use & Characteristics
> Prop Type - Condo, SFR
> Bldg Size - <=1000
> Owner Occupancy - Occupied

Sale, Assessed & Phones
> Recording Date - 2009-2012

Demographics
> Choose Presence of Children - Y

Empty Nesters/Move Down

Geographic FARM
Property Use & Characteristics
> Building size - >1500
> Lot size - >.5
> Lot Unit - Acres

Sale, Assessed & Phones
> Distressed - Foreclosure-No
> Recording Date - select range
> Phones - Only with *(if desired)*

Demographics
> Age - select age range

CUSTOMER SUPPORT: 877.436.3282 OPTION 2