

Why Lenders Prefer Local Title Companies



Listed below are some of the top reasons why mortgage lenders prefer to have their real estate loans closed by local title companies as opposed to national title agencies.

- Local title companies offer **SERVICE IS SUPERIOR** because of the personal service that is given to all the parties to the transaction.
- Local title companies do not frequently make bothersome errors, but if there is an error it can be resolved in a **QUICK AND EFFICIENT** manner.
- Local title companies like Capital Title participate in the Texas Mortgage Bankers Association which works to **SUPPORT** the passing of legislation that is in the best interests of its lender customers.
- Local title companies actively support the local loan officers and **CARE ABOUT THEIR SUCCESS.**
- Local title companies are interested in making sure the service they offer is **ALWAYS IN COMPLIANCE** with national and state regulations, practices, and laws such as the homestead laws in Texas.
- Local title companies want to make sure all parties to a transaction, whether it is a Buyer/Seller/Lender transaction, a Refinance, or a Reverse Mortgage are pleased with the service they received. The local agent knows that if all parties are given friendly and **PROFESSIONAL SERVICE** that they might refer other transactions to them.
- Local title companies **DO NOT ADD ANY EXTRA HANDLING FEES** to the cost of a transaction, as is frequently the case with certain out-of-state title agencies.
- Local title companies are **DEDICATED** to ensuring that each closing will be problem-free, that the policy is issued promptly, and that the lender's instructions are followed accurately.
- Local title companies develop **PERSONAL RELATIONSHIPS** with the loan officers and mortgage lenders which is extremely important to those parties in their marketing and profit goals.