DataTrace[®] GO BEYOND Quarterly Newsletter

DATA INSIGHTS & TRENDS

It's definitely been *March Madness* for NCAA basketball and *action-packed* for existing home sales which have surged in recent months. In February, for instance, the market potential for existing home sales increased to a 6.1 million seasonally adjusted annual rate (SAAR) and a gain of 210,000 sales from January 2017. The game recap for the market indicates that while the housing market is still not at maximum potential, one thing is likely: existing-home sales will keep sinking three pointers.



Will potential home sales see March Madness? Stay tuned for more exciting national data in our next quarterly newsletter!

Data Source: First American with DataTrace® and its Affiliated Companies Calculations

WHAT'S NEW

Introducing the Enhanced DataTrace Website & New Title and Property Report Solutions

You may have noticed the fresh coat of paint we've put on our new DataTrace logo and website. This branding initiative symbolizes the new, powerful solutions we've been working on for your benefit.





Including a whole slew of new property and title property reports (a.k.a., "done-for-you" managed services!). Finally, you can have these reports completed for you – accurately and efficiently – while you focus on what matters most: your business. Check out the enhanced <u>DataTrace website</u> which defines the modern, data-driven reality of today's title industry. We are here to provide you with advanced real estate title search technology, automation and title and property report solutions to accelerate your business.

The New DataTrace Market Share & Activity Report is Here

Now, you can quickly analyze your competitive position in the marketplace and find new business opportunities with the DataTrace Market Share & Activity Report!

Imagine being able to analyze what's happening in your market and create reports based on:

- New Home Sales
- Cash Sales
- Property Type
- EO Sales
- Resales
- Timeshare Sales
- Total Sales
- Title Commo
- Title Company

- 1st & 2nd Mortgage
- Lender Name
- Refinance
- Construction Loans
- Equity Loans
- Other Subordinate Loans
- Total Loans
- Transaction Month or Year

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Please contact us for a sample report.

TitleFlex[™] Is Now Even Better!

Here's what one customer has to say about the recent enhancements to TitleFlex:

"Wow! You guys just blew the doors off of all other competitors... great work on the neighborhoods, schools and maps! Bravo."

Now, you can check **school attendance boundaries layer in maps** to discover attendance boundaries for school districts as well as elementary, middle and high schools to visually identify properties within the zones.



You can also easily identify other properties owned by the owner of a subject property with the **Other Properties Owned Search**. What a great tool to find undisclosed encumbrances!



Check out the new **Feet Option in Map Radius Drawing Tool** to search radius distances by feet in addition to miles for precise local radius searches.



TIPS & TRICKS

TitleFlex Tips & Tricks: Enter Multiple Values into Advanced Search Filters

Sometimes you want to search for properties that are in multiple ZIP codes, cities or on different streets. Or, maybe you have a short list of APNs for specific properties that you want to locate.

The Street Name, City, ZIP Code and APN filters in the Advanced Search within TitleFlex accept comma separated values, so you can type or paste more than one street, city, ZIP or APN at a time. *This is a big time saver for people building farms for real estate agents!*

- 1. Go to Advanced Search
- Enter multiple values in the Advanced Search filters, separating each value by a comma. The multiple parameters will appear in the search criteria display area as shown below. You can always utilize the + icon next to the filter to add more filter values or remove values by clicking the x icon in the search criteria display.

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DataTrace System Tips & Tricks: Find a Title Chain with the Instrument Service

Did you know that there are several ways to retrieve a Title Chain in the DataTrace System? Find out more with the steps outlined below. This is a great technique to find out all of the legal descriptions associated with a document!

1. Identify the subject Deed of Trust

- 2. Go to **Instrument Service** and input the Document number of a Deed of Trust
- 3. Click "Submit" or hit Enter

Data Trace System 2.0 PROD;	[LOS ANGELES, CA]
File View Profile Help	
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SERVICES	Instrument
TITLE SERVICES T) Subdivided S) Sectional/Acreage	Year Instrument MM DD 1997 488440
8) Title By Address/Parcel G) General Name E) Grantor/Grantee 9) County Tor/Tee	Year Instrument MM DD
U) Ranchos I) Instrument P) Plat List	Year Instrument MM DD

 Review the results and right-mouse click on the Legal Description to open a small pop-up box then drop-select "Title"

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- 5. After the Legal is highlighted in red, click on "Add"
- 6. Once the Legal is included in the **Search Parameter(s)** bar, click on "**Submit**" to retrieve the Title chain

SPRING HAS OFFICIALLY SPRUNG!

We hope that you enjoyed learning more about industry trends, product enhancements and tips & tricks! If you have any questions or would like more information, please do not hesitate to contact us at 800.221.2056 or Customersuccess@datatracetitle.com.



SERVICES		Order				
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7. The **Title chain** is retrieved and now, you have all of the legal descriptions associated with the document

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