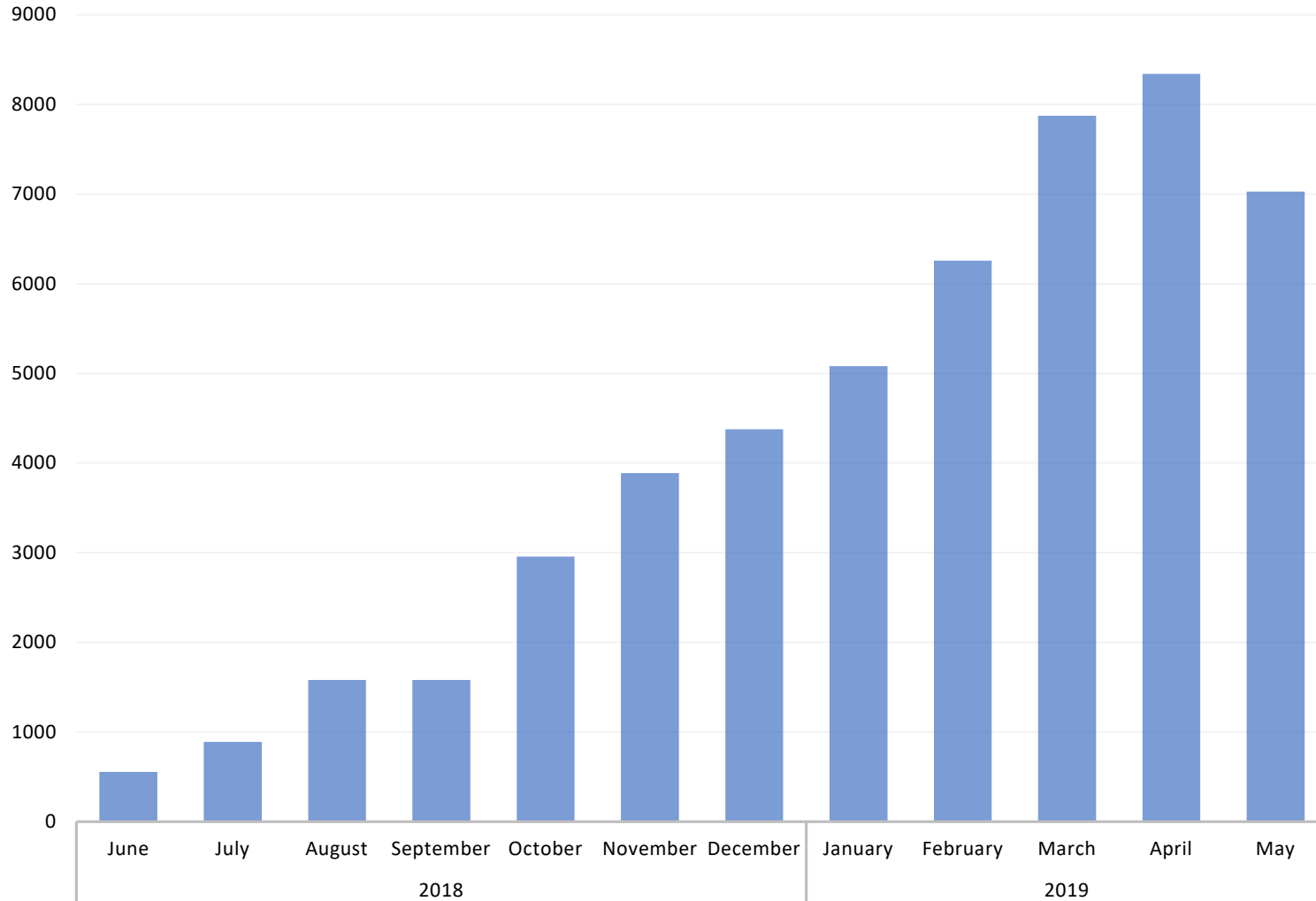


Digital Mortgages: They're Here. Now.

- Panelists:** **Brent Chandler**, Founder, CEO, FormFree Holdings Corporation
- James M. Deitch**, CPA, CMB, Chief Executive Officer, Teraverde
- Scott Gillen**, CMB. Sr. Vice President, Marketplace Strategy, Stewart Title
- Rick Triola**, Founder and CEO, NotaryCam
- Moderator:** **Liz Barnicle**, AMP, MERSCORP Holdings

eNotes Added to the MERS® eRegistry



January	108
February	129
March	187
April	241
May	450
June	558
July	892
August	1583
September	1582
October	2956
November	3888
December	4376
2018 Total	16,950

January	5108
February	6300
March	7900
April	8200
May	7100
June	
July	
August	
September	
October	
November	
December	
2019 Total	34,608

Becoming a Digital Enterprise

Cost of Origination + Secondary Yield



Opportunity to automate throughout

- *Some touchpoints drive revenue*
- *Other eliminate compliance & operational costs*



Application

- 1003
- Product selection
- Pricing
- Disclosures
- Document collection

Processing & Underwriting

- Data aggregation
- Income and document verifications
- Appraisal
- Title

Pre-Closing

- Fee Collaboration with title/closing
- Ancillary docs signed (hybrid)

Closing

- eClose
- eRecording
- Borrower preview of documents
- Automate doc QA

Post-Closing

- Expedited document return
- Reduce paper chase
- eVault integrated MERS® eRegistry

Secondary

- Reduction in time to investor delivery
- Decrease time on warehouse line
- eVault to eVault transfers

The Road to eClosing



TRADITIONAL CLOSING

IN-OFFICE

- In-Person
- Stewart closer
- Paper-based
- Wet-signed

REMOTE

- In-Person
- Mobile notary
- Paper-based
- Wet-signed

In a “Traditional Closing”, the main differentiators are the signing location and who is conducting the signing. Many Stewart Title offices employ the use of contract mobile notaries to handle signings. The borrower may choose to sign in a Stewart Title office with our closer or in their home or office with a mobile notary.



eCLOSING:

HYBRID

- In-Person
- Stewart closer/
Mobile notary
- Mostly eSigned
- Certain docs
wet-signed
- Desktop/Tablet

FULL

- In-Person
- Stewart closer/
Mobile notary
- Completely
eSigned
- Desktop/Tablet
- eNotarization
required
- eRecording
required

ONLINE*

- Via webcam
- Contract notary
- Completely
eSigned
- Desktop/Tablet
- eNotarization
required
- eRecording
required

* AKA Remote Online Notarization

With an eClosing, there are four main differentiators:

1. Location of the borrower(s)
2. Who is conducting the signing (Stewart closer or Mobile/Contract notary)
3. Location of closer or notary (In person or via webcam)
4. If some documents must be wet signed or all can be eSigned (Hybrid or

Implementing the Digital Mortgage: Where Are You?



Have you ...

- Obtained executive sponsorship?
- Created a business case?
- Secured a budget?
- Designated a project manager/team?
- Attended a webinar?

Have you ...

- Defined project scope (hybrid or full eClosing)?
- Estimated volume?
- Identified internal stakeholders?
- Verified a target date?

Have you ...

- Identified technology resources needed (eVault, digital closing room, MERS® eRegistry)?
- Started the RFP process?
- Identified internal platform updates needed?

Have you ...

- Talked to your warehouse lenders and aggregators?
- Discussed with servicer/subservicer?
- Held meetings with Fannie Mae/Freddie Mac?

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