



Electronic Document Recording Solutions

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News in Brief

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INGEO'S NETWORK COVERS 261 COUNTIES IN 25 STATES PLUS THE DISTRICT OF COLUMBIA

Ingeo continues its rapid expansion to provide customers with more county coverage. To date, the company services 261 counties in 25 states plus the District of Columbia – far more than any other provider in the industry.

The most recent addition is Miami-Dade County in Florida with population of more than 2.25 million. This means Ingeo's e-recording system is available to nearly 60% of the population in that state. Ingeo's solution is in place in 10 other Florida counties – Bay, Brevard, Broward, Clay, Duval, Escambia, Hillsborough, Orange, Palm Beach and Polk – and several others are being implemented.

Recently, Ingeo also had significant expansions in Colorado, Texas and Pennsylvania. The company has coverage in 22 Colorado counties, making Ingeo's e-recording available to nearly 60% of that state's population. In Texas, Ingeo has e-recording in place in 18 counties, covering more than 56% of the population. And in Pennsylvania, the company covers 11 counties to bring e-recording to nearly 50% of the population there.

"As we increase our footprint in various states, the residents and County Recorders reap the benefits of electronic document recording through Ingeo's e-recording solution," said Karl Klessig, Ingeo's CEO. "Our submitters also receive the advantages of cutting time and costs because of Ingeo's ability to connect them seamlessly to our large network of Counties for recordation of multiple types of real estate documents."

INGEO AND VISIONET FORM PARTNERSHIP: ALLIANCE EXPANDS INGENO'S NETWORK

Ingeo recently formed an alliance to expand its network and to increase the benefits of electronic recording offered to County Recorders and submitters nationwide. The partnership, which streamlines and automates transaction-based processes associated with the electronic recording of real estate documents, is with Visionet Systems, a provider of products, management and process consulting, and business process outsourcing to the mortgage, banking, insurance, and manufacturing industries.

Ingeo has integrated its e-recording system with Visionet's VisiRelease[®], a lien release mortgage software product for efficiently processing mortgage loan releases and assignment documents for liens, residential loan mortgages and trust deeds.



"Ingeo's partnership with Visionet has proven to be invaluable to both companies," said Karl Klessig, Ingeo's CEO. "Visionet's customers get the benefit of submitting into all of the 261 counties in Ingeo's network and Ingeo's counties increase the number of submitters they can service electronically, saving time and costs with Ingeo's system while complying with industry standards and improving customer service."

Visionet currently is live in a number of Ingeo counties and is working with Ingeo to connect with all as soon as possible.

INGEO'S DATA CENTER PROVIDES SECURITY & STABILITY: FULLY SUPPORTS CUSTOMERS

The facility that houses Ingeo's Data Center was designed with a focus on security and stability. It has passed stringent audits with some of the nation's leading banks and provides capabilities over and above what is needed to administer the requirements of our customers on both the submitting and recording side of the business.

"We have a Tier 4 data center that is considered the most robust in the industry," said Karl Klessig, Ingeo's CEO. "It was designed to host mission critical servers and computer systems with fully redundant subsystems and compartmentalized security zones controlled by biometric access control methods."

Currently at the collocation Data Center, Ingeo maintains a secured area with plenty of room to grow. Features of the data center include:

- Three Uninterruptible Power Systems plus back-up systems
- Power density support in excess of 250 Watts per square foot
- Redundant cooling, humidification and air filtration
- Raised access flooring
- Dry-pipe fire suppression
- Multiple network entry points
- Multiple fiber optic providers
- State-of-the-art access control and surveillance systems
 - Biometric scan
 - Motion detectors
 - Security guards
 - Video surveillance
- 24/7 manned security
- 24/7 remote hands



INGEO AND SAUL'S CREEK INTEGRATE SYSTEMS TO SERVE COLORADO COUNTIES



Ingeo recently integrated its electronic document recording system with Saul's Creek Engineering's land record management system. This alliance is bringing the benefits of electronic recording to several more counties in Colorado. "Already we are live with Saul's Creek in Baca, Cheyenne, Kiowa, Lincoln and San Juan Counties in Colorado," said Karl Klessig, Ingeo's CEO. "We are working with this new partner on more in Colorado plus the counties in Arizona we have already brought live." Ingeo also has 17 other Colorado counties in its network.

Susan Conchell, the Baca County Public Trustee, said that she hopes the title companies and financial institutions will take hold of this electronic recording technology because it is so much faster. "A document can be returned electronically in the same day," she said. A process that used to take days and volumes of paper now can be done electronically in a matter of seconds.

"There is increasing interest in the market for e-recording as county recorders and submitters realize the cost and time saving benefits of Ingeo's Electronic Document Recording System," Klessig explained. "We now have 261 counties in our network, including these in Colorado from Saul's Creek." Ingeo's system also services a majority of the national submitters, including nine of the top ten and the majority of the top 30 lending institutions in the country. This is in addition to regional and local submitters.

In addition to the County Recorders that Ingeo lists as customers, the company works with nearly all the major county recording system vendors, such as Saul's Creek, and now has 27 technology partners that have integrated their county recording systems with Ingeo. In addition, Ingeo has partnerships with more than 20 business partners on the submitting side.

MORTGAGE BANKERS ASSOCIATION FORECASTS MORTGAGE PRODUCTION TO RISE 10% IN 2009

In a recent report posted on their website, the Mortgage Bankers Association (MBA) predicted a 10% rise in total mortgage production for 2009, rising to \$1.93 trillion from an estimated \$1.78 trillion in 2008. However, the association expects a modest decline in 2010 to \$1.89 trillion “as a drop in refinance originations partially offsets an increase in purchase originations.”

The MBA expects purchase originations to fall about 3% in 2009 to \$847 billion from an estimated \$871 billion in 2008. But they should rise about 8% in 2010, as both new and existing home sales rebound and home prices stabilize.

The report predicted the first increase in four years for refinance originations; they will increase about 21% to \$1.09 trillion in 2009 from an estimated \$898 billion in 2008. Refi activity will drop about 10% in 2010 as mortgage rates rise amid economic recovery.

The report also gave other projections:

- “Given projected low mortgage rates and a sizable stimulus package, we continue to believe that total existing home sales hit bottom in the fourth quarter of 2008 but

at a much slower pace than we previously projected. Sales should increase just slightly in 2009, with a more meaningful increase in 2010.

- “New home sales should continue to decline until the second quarter of 2009 and will likely show a substantial decline for all of 2009 before rising in 2010.
- “Homebuilding activity, especially single-family starts, should see a similar trend to new home sales.
- “Home prices should continue to decline, on average, through 2009 but at a more moderate pace than in 2008.”

Other predictions included the following:

- Total existing home sales for 2009 will increase about 1% in 2009 from 2008 to about 4.9 million units. Sales will pick up about 5% in 2010.
- New home sales will decline about 31% in 2009 from 2008 to 335,000 units. “After four consecutive double-digit drops, we expect sales to rise strongly in 2010.”
- Median home prices for new and exiting homes are expected to continue their decline this year, falling about 5%. But prices should remain flat in 2010.

INGEO TECHNOLOGY PARTNERS

ACS	Fidlar Software	Rekon Technologies
AmCad	Hart InterCivic (Manatron)	Saul's Creek
Aptitude Solutions	Kuvera Enterprise Solutions	Singer Software
Business Information Systems (BIS)	Landata Systems	SIRE Technologies
Communications Intelligence Corp. (CIC)	Logan Systems	SouthTech Systems
Cott Systems	NewVision Systems	Sunrise Systems
Document Technology Systems (DTS)	Optical Storage Solutions (OSS)/ Landex	TriMin Systems
DocX	Optimal Asset	Tyler (Eagle) Technologies
Exigent (ACS)	RecordFusion	Visionet Systems

INGEO AVAILABLE COUNTIES

Apache, AZ	Hillsborough, FL	Cape May, NJ	Brazoria, TX
Graham, AZ	Miami-Dade, FL	Cumberland, NJ	Cameron, TX
Greenlee, AZ	Orange, FL	Essex, NJ	Collin, TX
Maricopa, AZ	Palm Beach, FL	Gloucester, NJ	Dallas, TX
Navajo, AZ	Polk, FL	Mercer, NJ	Denton, TX
Yavapai, AZ	Champaign, IL	Monmouth, NJ	Grayson, TX
Pulaski, AR	Cook, IL	Morris, NJ	Harris, TX
Los Angeles, CA	DuPage, IL	Ocean, NJ	Hays, TX
Orange, CA	Kane, IL	Passaic, NJ	Hidalgo, TX
Riverside, CA	McHenry, IL	Sussex, NJ	Midland, TX
San Bernardino, CA	Rock Island, IL	Union, NJ	Nueces, TX
San Diego, CA	Winnebago, IL	Durham, NC	Parker, TX
San Mateo, CA	Allen, IN	Guilford, NC	Scurry, TX
Alamosa, CO	Iowa (96 counties)	Johnston, NC	Tarrant, TX
Arapahoe, CO	Sedgwick, KS	Mecklenburg, NC	Taylor, TX
Baca, CO	Wyandotte, KS	New Hanover, NC	Webb, TX
Bent, CO	Middlesex North, MA	Clark, OH	Wichita, TX
Boulder, CO	Macomb, MI	Delaware, OH	Salt Lake, UT
Cheyenne, CO	Oakland, MI	Richland, OH	Fairfax, VA
Conejos, CO	Ottawa, MI	Tulsa, OK	Prince William, VA
Delta, CO	Blue Earth, MN	Allegheny, PA	Franklin, WA
Denver, CO	Carver, MN	Bradford, PA	King, WA
Douglas, CO	Crow Wing, MN	Bucks, PA	Snohomish, WA
Eagle, CO	Hennepin, MN	Chester, PA	Brown, WI
Gilpin, CO	Martin, MN	Lancaster, PA	Chippewa, WI
Jefferson, CO	McLeod, MN	Lebanon, PA	Columbia, WI
Kiowa, CO	Morrison, MN	Luzerne, PA	Dane, WI
La Plata, CO	Pope, MN	Monroe, PA	Eau Claire, WI
Lincoln, CO	Renville, MN	Montgomery, PA	Kenosha, WI
Mineral, CO	Scott, MN	Northampton, PA	Milwaukee, WI
Otero, CO	Sherburne, MN	Philadelphia, PA	Outagamie, WI
Pueblo, CO	Wabasha, MN	Anderson, TN	Ozaukee, WI
Routt, CO	Wadena, MN	Franklin, TN	Portage, WI
San Juan, CO	Wright, MN	Greene, TN	Racine, WI
Weld, CO	Boone, MO	Lawrence, TN	Rock, WI
Washington, DC	Lincoln, MO	Sevier, TN	Sheboygan
Bay, FL	St. Louis City, MO	Union, TN	St. Croix, WI
Brevard, FL	Washoe, NV	Van Buren, TN	Washington, WI
Broward, FL	Merrimack, NH	Washington, TN	Waupaca, WI
Clay, FL	Atlantic, NJ	Williamson, TN	Winnebago, WI
Duval, FL	Burlington, NJ	Wilson, TN	
Escambia, FL	Camden, NJ	Bexar, TX	