



## What Every **Real Estate Professionals** Should Know About **Owner's Title Insurance?**

*Make sure all of your clients are protected*

You're a real estate agent, so you know that buying a home can be overwhelming for many of your clients. Homebuyers can easily feel confused and frustrated by the mounds of paperwork they have to sign. Plus, all the fees associated with closing can sometimes be a surprise even to an experienced buyer.

Owner's title insurance is one of those items often misunderstood by homebuyers at closing, yet its value is tremendous. As an important advisor to your clients, you are in the position to help them understand the value of owner's title insurance and the dangers that can be incurred without it.

*How It Protects*

Say, for example, your client recently purchased a new home from a builder, but the builder failed to pay the roofer. Wanting to be paid, the roofer filed a lien against the property. Without owner's title insurance, your client would be responsible for paying this existing debt—meaning they'd be paying the roofer out of pocket instead of purchasing something nice for their new home, like new living room furniture. This is just one example of how owner's title insurance protects homebuyers' from various significant risks. With owner's title insurance, your client would be protected from certain legal or financial responsibilities.

*Enduring Value*

The good news is that owner's title insurance protects homebuyers financially, as long as they or their heirs\* own the home. For a low, one-time fee (average of 0.5% of purchase price), homebuyers can rest assured, knowing they are protected from inheriting existing debts or claims to their property.

### What is Title Insurance?

Owner's title insurance is a policy that protects homebuyers' property rights. For the same reasons that the bank requires a lender's insurance policy, a homebuyer obtains owner's title insurance to protect their legal claims to the property.

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