

Title Insurance Becomes an Important Client Retention Tool for Real Estate Pros

TOMS RIVER, N.J., Oct. 13, 2011 (SEND2PRESS NEWSWIRE) – Counsellors Title Insurance Agency, Inc. founder Ralph Aponte sees new value and significance emerging for the role of title insurance, especially within real estate markets that have been impacted by pressures of the recent economic trend.

Real estate professionals such as attorneys, loan officers and real estate sales persons are working harder than ever within this tempestuous market, making client retention a necessity for the sustainability of any practice or real estate office.

As foreclosures represent “a larger percentage of the pie,” lenders, purchasers and investors are revisiting the process and the choice of title insurance for each real estate transaction.

Three aspects for the new guidelines are the longevity of the provider, the financial durability of the insurer, and the expertise of the title producer working with the title insurance agency. Real estate professionals now demand to work with “proven players” in the business.

In the event of a title dispute, real estate professionals must rely upon the title work provided at the time of the purchase and the stability of the insurance carrier.

Counsellors Title is the exclusive agent for Old Republic Title Insurance, one of the highest rated insurance companies in the nation.

For more information regarding title insurance, please contact Ralph Aponte, 732.914.1400, or go to our website: www.counsellorstitle.com.

Counsellors Title provides title insurance, property title searches, on- and off-site closings and escrow services for all 21 counties in the state of New Jersey. Counsellors Title Agency also features its own Attorney Settlement Assistance Program™ (ASAP), which is an individual resource customized to fit the needs specifically of real estate attorneys, including documentation, preparation, disbursement of funds, attendance at closing, HUD preparation or post-closing matters.

Headquartered at 504 Hooper Avenue, Toms River, NJ 08753, Counsellors Title maintains an impeccable customer relations standard with hundreds of attorneys, loan officers and REALTORS® statewide.

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