



Office of Housing Counseling

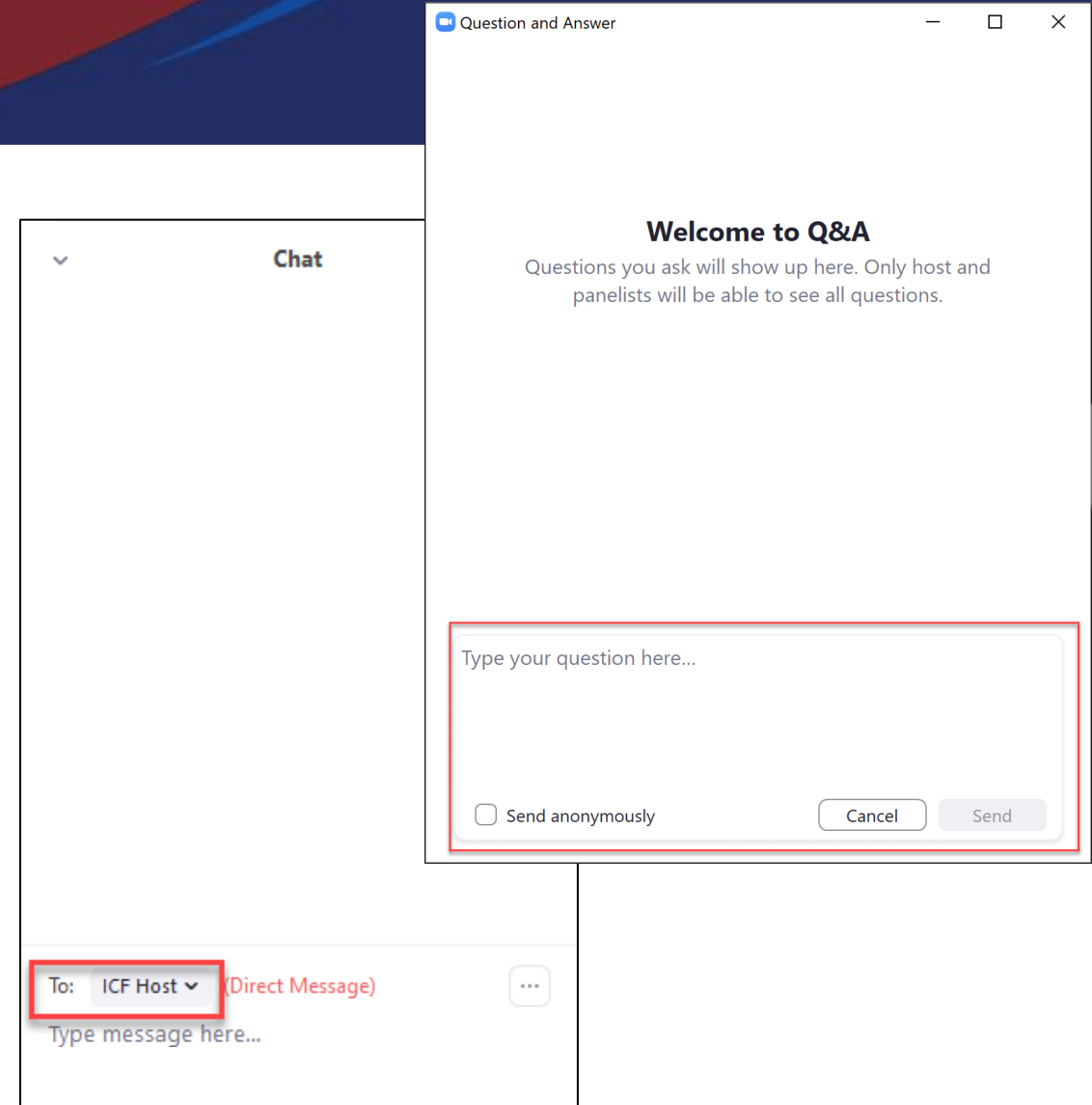
Title Policy 101

U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT

September 20, 2022

Questions?

- Participants are in listen only mode
- Chat
 - Submit any technical issues via the Chat box
 - Send the message to the Host
- Q&A
 - Submit any content related questions via the Q&A box
 - Send to Host, Presenter and Panelists



Materials

- The PowerPoint has been posted for this session. We will provide the link in the Chat box.
- Webinar materials are posted on the HUD Exchange in the [Webinar Archive](#) 7-14 days after the live webinar
 - Find by date or by topic

Housing Counseling Webinar Archives

Page Description
This page contains links to the archived versions of previously recorded webinars presented by the Office of Housing Counseling. In order to listen to the archived webinar, you will need call the 800 # listed and enter the access code. Any course materials, including the PowerPoint Presentations are also posted. You should have the presentations available when you listen to the webinar. If you have any questions regarding the webinars archived on this site, please contact [Virginia Holman](#).

Training Archive – Audio Replay and Transcript:

- Audio replay numbers are only available for 12 months after the date of the webinar
- Transcripts are available for webinars from February 2016 going forward

Get Credit for Training Sessions
If you have attended or completed any of the training sessions below, select the "Get Credit" button on the training page in order to get credit and add the course to your transcript. You must have a HUD Exchange account in order to get credit for training sessions.

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Want to view webinars by topic?
The Office of Housing Counseling has a new page where webinars are organized by topic instead of date.

[Filter by Topic](#)

Click on the title to view webinar materials, and get credit for viewing the webinar.

Webinar Title and Link	Description	Date
Fringe Benefit Costs	This webinar discussed the Office of Management and Budget's (OMB's) cost principles related to fringe benefits and how to properly document and calculate fringe benefits.	February 15, 2022
Training NOFO Grant Execution	This webinar was recommended for all grantees awarded funding under the 2021 Housing Counseling Training NOFO (TNOFO).	February 8, 2022

Webinar Certificate

- Webinar attendance will be marked following the live webinar.
- Once attendance is marked you can print a Webinar Certificate by logging into your account and going to your [Learning Transcript](#).
- Select the Course Name and click “Print Certificate”. *Not all HUD Exchange training offer Webinar Certificates.*

Housing Counseling Webinar: 9902 Form and Toolkit - Revision Highlights, Tips, and Tools

Close Record

Progress: Completed **Status:** Enrolled **Required:** Yes **Duration:** 1 hour

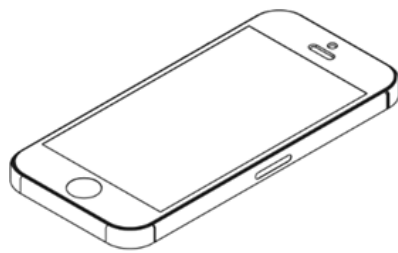
Print Certificate

— Activities

Class Sessions

Feedback and Polling

- There will be questions provided in Mentimeter throughout this presentation.
- When prompted by the icon to the right, please respond to questions at www.menti.com using your computer or smart phone.



1

Grab your phone

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3

Enter the code and vote!

**Time for
Mentimeter!**



Presenters

- **Sid Alvarado**, Technical Assistance Provider, ICF
- **Chris Morton**, Senior Vice President of Public Affairs and Chief Advocacy Officer, American Land Title Association (ALTA)

Agenda

- HUD Welcome
- Title Basics
- Why Every Homeowner Needs Owner's Title Insurance
- Approaching Title Issues and Title Insurance Policies With Your Clients
- Q&A



Jerrold H. Mayer

Director

Office of Outreach and Capacity Building

HUD Office of Housing Counseling



Title Basics

What is title?

- Title is your ownership right to the property
- Recording a deed with the county confirms in writing the transfer of title (and therefore, transfer of ownership)

What is a title search?

- Early part of the homebuying process
- Uncovers issues that could prevent your right to the property
- Consists of a review of public records to identify issues that could prevent homebuyer taking ownership of the property

What is title insurance?

Owner's Title Insurance	Lender's Title Insurance
<ul style="list-style-type: none">• Protects YOU• Applies as long as you or your heirs own the home• Optional	<ul style="list-style-type: none">• Protects your lender• Usually required by lender• Buyer often pays for the policy, but depends on region, and is negotiable – ask local ALTA member for advice



Why Every Homeowner Needs Owner's Title Insurance

Chris Morton

Senior Vice President of Public Affairs
and Chief Advocacy Officer, ALTA

How does owner's title insurance provide **peace of mind**?

Helps you buy with confidence,
knowing that you're protected from
existing or unknown debts or legal
problems.

How does owner's title insurance reduce your risk?

It **protects you** from legal and financial problems, such as:

Recording
errors

Forgery

Fraud

Undiscovered
tax/other liens

Undisclosed
easements

Missing heirs/
ex-spouses

Why is owner's title insurance a smart investment?

It's a low, one-time fee at closing that protects your property rights as long as you or your heirs own your home.

How do you get owner's title insurance?

Select your title insurance company, which will help guide you through the process.

Visit homeclosing101.org for more information.



Approaching Title Issues and Title Insurance Policies with Your Clients

Client Conversation – Pre-Purchase

- Educating your client
 - Cost
 - Who pays
 - Where in the process title insurance arises
- Talking about advantages and risks
- Down Payment Assistance programs may cover cost of title insurance – check with your local program

Addressing Title Issues

Remember:

All homeownership education and counseling must cover the entire process of homeownership

- Pre-Purchase
 - Seller must resolve
 - Educate client that they may face these issues down the road
- Post-Purchase
 - If have title insurance, file a claim
 - Seek assistance
 - Legal
 - Clerk's Office

Resources and Relationships

- Attorneys and legal professionals
- [ALTA members in your community](#)
- Clerk's office
- Legal services referrals



Resources

Resources

- [ALTA Home Closing 101](#)
- [ALTA - Contact ALTA](#)
- [CFPB Resources:](#)
 - [Shop for title insurance and other closing services](#)
 - [Why is the title insurance premium on the Loan Estimate and Closing Disclosure different from the premium listed on the paperwork I received from the title insurance company?](#)



Questions and Answers




Time for
Mentimeter!



Housing Counseling Training Digest

- [Visit the Training Digest on the HUD Exchange](#)
 - **September 22, 2022:** [Real Estate Wire Fraud](#)



Housing Counseling Weekly Training Digest

View and register for upcoming Housing Counseling trainings hosted by HUD and HUD's partners.
Content current as of April 18, 2022

Home > Programs > Housing Counseling > Training Digest

Overview

The Housing Counseling Training Digest is updated weekly to reflect training sessions hosted by:


- HUD Office of Housing Counseling (OHC)
- OHC funded training partners
- Other partners that host training sessions of interest to housing counselors

Please email housing.counseling@hud.gov to notify HUD about upcoming training and events for housing counselors.

Subscribe


Receive training updates in your inbox by subscribing to the Housing Counseling Mailing List.

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Upcoming Training Calendar

View upcoming training sessions for Housing Counseling and other HUD funded programs.



Webinar Archive

View past webinars hosted by the Office of Housing Counseling and access related materials.



Online Training

Access self-paced online training modules, such as Introduction to Housing Counseling.

Office of Housing Counseling



- Find us on the [HUD Exchange Housing Counseling Page](#)
- Email us at: Housing.counseling@hud.gov
- Search for [HUD Approved Housing Counseling Agencies](#)



Office of Housing Counseling

Thank You For Attending

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