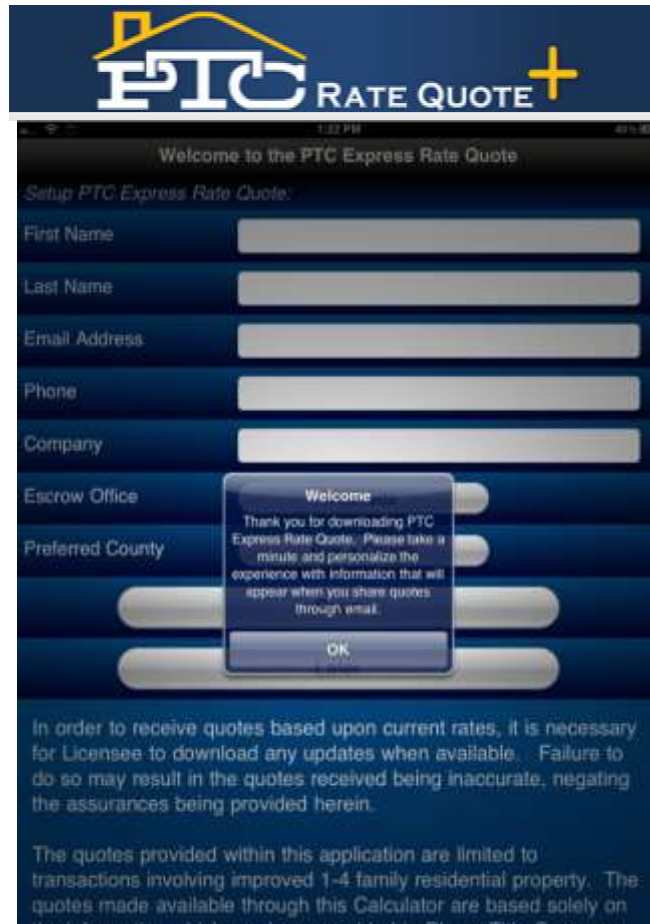


PLACER TITLE RATE QUOTE+ USER MANUAL



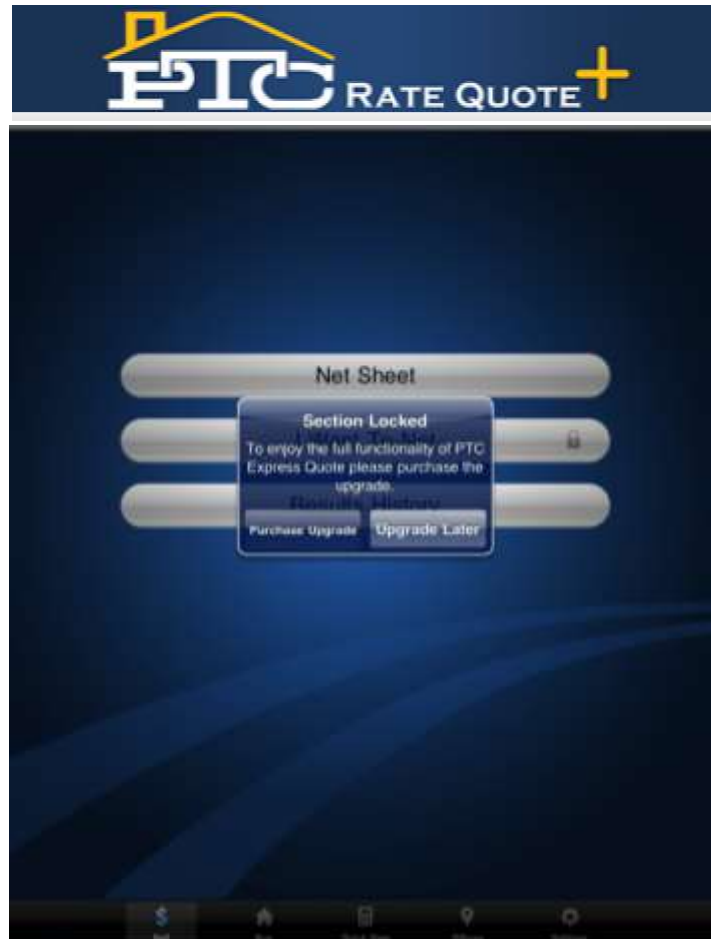
Congratulations on downloading the Placer Title Rate Quote + app. Please take a few moments to review the User Manual that will be useful in registering, setting up and learning about the features this app has to offer.



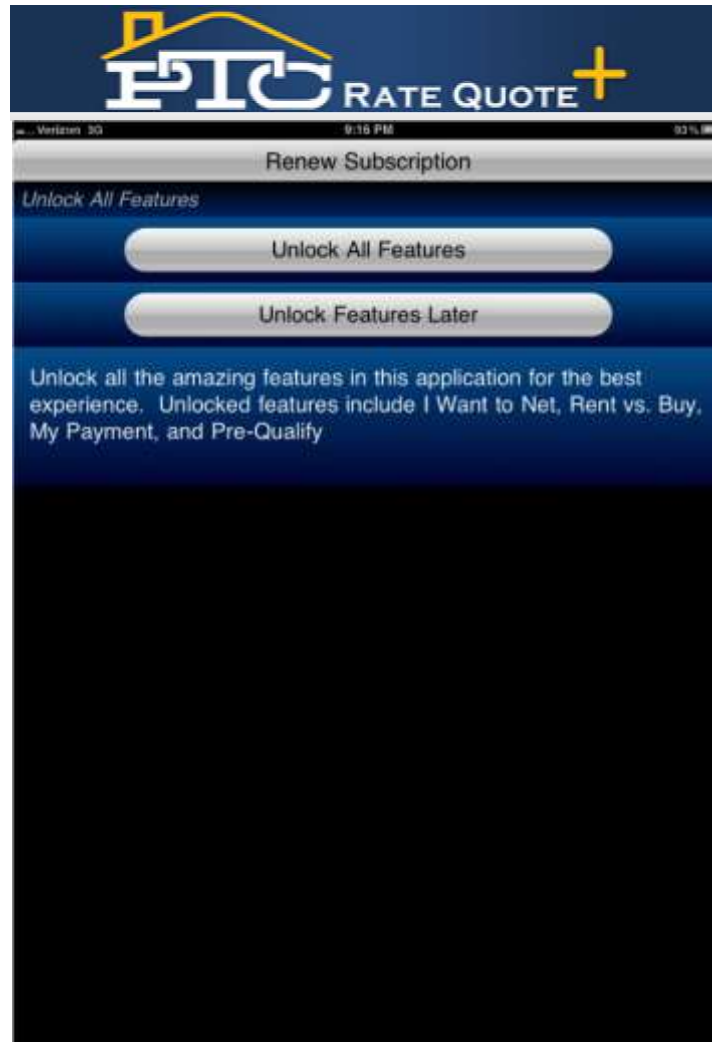
Please take a few moments to review the disclaimer regarding how the title and escrow fees are quoted in the app. This information will be very useful in understanding how the rates were calculated.

To start the registration process enter your **First Name**, **Last Name**, your **Email Address**, **Phone**, **Company**, the **Escrow Office** you generally work with and **Preferred County** and then click on **Save**. All information you have entered will be included in the Calculated Results Email. If you prefer to not enter this information, click on “Later.”

Congratulations! The registration process is now complete.

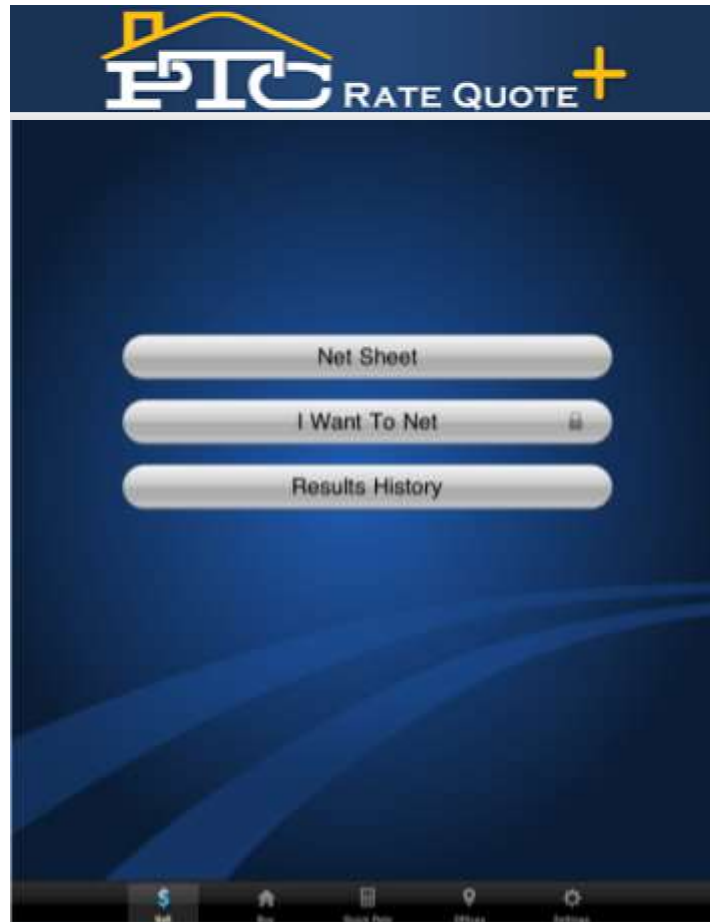


Once the initial set-up has been completed, you may choose to purchase the full version of the PTC Rate Quote + app, which will unlock the additional features. It is a one-time fee of \$11.99 to access the full version with features including “I want to Net” calculator, Rent vs. Buy calculator, My Payment and Pre-Qualify options.



To purchase the full version, select **Unlock All Features** and you will be prompted from the app store to process your payment. If you choose to proceed with the free version, you can unlock the features at a later date.

Now it's time to get started with your first net sheet.



Along the bottom of the app you will see options for “**Sell**,” “**Buy**,” and “**Quick Rate**.”

Let’s start with a Net Sheet for a Seller...Tap **Sell** and then **Net Sheet**.

Enter the Property **Address, City** and **Zip**. ****The City & County are the only required fields.****

Select the Property **County**. The app will default in your default county but it can be changed.

Short Sale – If your transaction is a short sale, turn on the short sale feature.

Cash – If this is a cash transaction (no financing for the buyer) then turn on the Cash feature.

City Limits – If your property lies within the City limits or you are not sure, go ahead and turn on this feature. The City transfer taxes for all of California are included.

FHA Payoff – If you have an FHA payoff turn on this feature.

Tap **Next**

The screenshot shows the 'Net Sheet' screen in the PTC Rate Quote app. At the top, there is a 'Back' button and the title 'Net Sheet'. Below this, several input fields are visible, each with a label on the left and a value in a white box on the right. The values are: Closing Date: 4/1/2012; Sales Price: 400000; R.E. Commission: 6; Repairs: 1500; Other: \$24,285.00. Below these is a button labeled 'Other Fees'. Further down are fields for Annual Taxes (3500), Payoff 1 (213458), Payoff 1 Rate (6), Payoff 2 (10000), and Payoff 2 Rate (8). At the bottom of the form is a large button labeled 'Compute'. The app's home indicator bar is visible at the very bottom.

Select your **Closing Date** **The closing date is pre-set to 30 days from Today's Date**

Enter the **Sales Price**

R.E. Commission - Enter the Total Commission. If the number is below 100 then it will be calculated as a percentage otherwise it will be considered an amount.

Repairs – Enter the amount of any repairs

To access area to enter additional fees select “**Other Fees**” See instructions below...

Enter **Annual Taxes** – Tax proration will auto-calculate based on the amount entered here.

Payoff 1 – Enter the principal balance

Payoff 1 Rate – Enter the interest rate of payoff 1

Repeat for 2nd payoff if applicable.

When done tap “**Compute**”

This area will allow you to break down the total R.E. Commission and also to add any additional fees.

Enter the **Listing Broker Fee** - If the number is below 100 then it will be calculated as a percentage otherwise it will be considered an amount. This information auto preloads from set up.

Enter the **Selling Broker Fee** - If the number is below 100 then it will be calculated as a percentage otherwise it will be considered an amount. This information auto preloads from set up.

To add **Additional Fees** – First type a description of the Fee in the left hand column and then the corresponding charge in the right hand column.

Tap **Save**

Net Sheet Results	
Closing Date	4/1/2012
Address	4777 Copperfield , Granite Bay, California 95746
Sales Price	\$400,000.00
Annual Taxes	\$3,500.00
Closing Costs	\$29,828.00
View Closing Costs	
Payoff 1	\$213,456.00
Payoff 1 Interest	\$1,154.76
Payoff 2	\$10,000.00
Payoff 2 Interest	\$72.13
Prorated Tax	\$0.00
Net at Close	\$145,489.11
Prorated Taxes (Cr)	\$875.00

The results page will show you the total closings costs, payoff costs, taxes and the cash to/from the seller at closing.

To view a breakdown of the Closing Costs click on **“View Closing Costs.”**

To Email the Net Sheet tap the **Email** button at the bottom of the page.

Your Results will be saved in the **Results History** section of the main **Sell** page.

Closing Costs	
Notary Fees	\$40.00
Recording Fees	\$13.00
Courier Fees	\$40.00
Homewarranty	\$330.00
Hazard Disclosure Report	\$90.00
Pest Inspection	\$125.00
Listing Broker Fee	\$12,000.00
Selling Broker Fee	\$12,000.00
Roof inspection	\$150.00
Chimney inspection	\$135.00
Repairs	\$1,500.00
Total Closing Costs	\$29,828.00

This screen will show you a breakdown of all the closing costs, when you are finished reviewing the costs, tap **Close**.



This area will allow you to calculate what the sales price should be in order for the seller to net a specific amount.

Enter the Property **Address, City** and **Zip**. ****The City & County are the only required fields. ****

Select the Property **County**. The app will default in your default county but it can be changed.

Short Sale – If your transaction is a short sale, turn on the short sale feature.

Cash – If this is a cash transaction (no financing for the buyer) then turn on the Cash feature.

City Limits – If your property lies within the City limits or you are not sure, go ahead and turn on this feature. The City transfer taxes for all of California are included.

FHA Payoff – If you have an FHA payoff turn on this feature.

Tap **Next**

Select your **Closing Date** **The closing date is pre-set to 30 days from Today's Date**

Enter the **Net Proceeds**

R.E. Commission - Enter the Total Commission. If the number is below 100 then it will be calculated as a percentage otherwise it will be considered an amount.

Repairs – Enter the amount of any repairs

To access area to enter additional fees select “**Other Fees**” See instructions below...

Enter **Annual Taxes** – Tax proration will auto-calculate based on the amount entered here.

Payoff 1 – Enter the principal balance

Payoff 1 Rate – Enter the interest rate of payoff 1

Repeat for 2nd payoff if applicable.

When finished, tap “**Compute**”

The screenshot shows the 'Other Fees' screen in the PTC Rate Quote app. The header features the PTC logo and the text 'RATE QUOTE +'. Below the header is a 'Back' button and the title 'Other Fees'. The form contains several input fields: 'Listing Broker Fee' with the value '3', 'Selling Broker Fee' with the value '3', 'Roof' with the value '150', and 'Chimney' with the value '135'. There are three empty 'Other Fee' rows. At the bottom is a large 'Save' button.

This area will allow you to break down the total R.E. Commission and also to add any additional fees.

Enter the **Listing Broker Fee** - If the number is below 100 then it will be calculated as a percentage otherwise it will be considered an amount. This information auto preloads from set up.

Enter the **Selling Broker Fee** - If the number is below 100 then it will be calculated as a percentage otherwise it will be considered an amount. This information auto preloads from set up.

To add **Additional Fees** – First type a description of the Fee in the left hand column and then the corresponding charge in the right hand column.

Tap **Save**



The results page will show you the total closings costs, payoff costs, prorated taxes and the Final Net Amount.

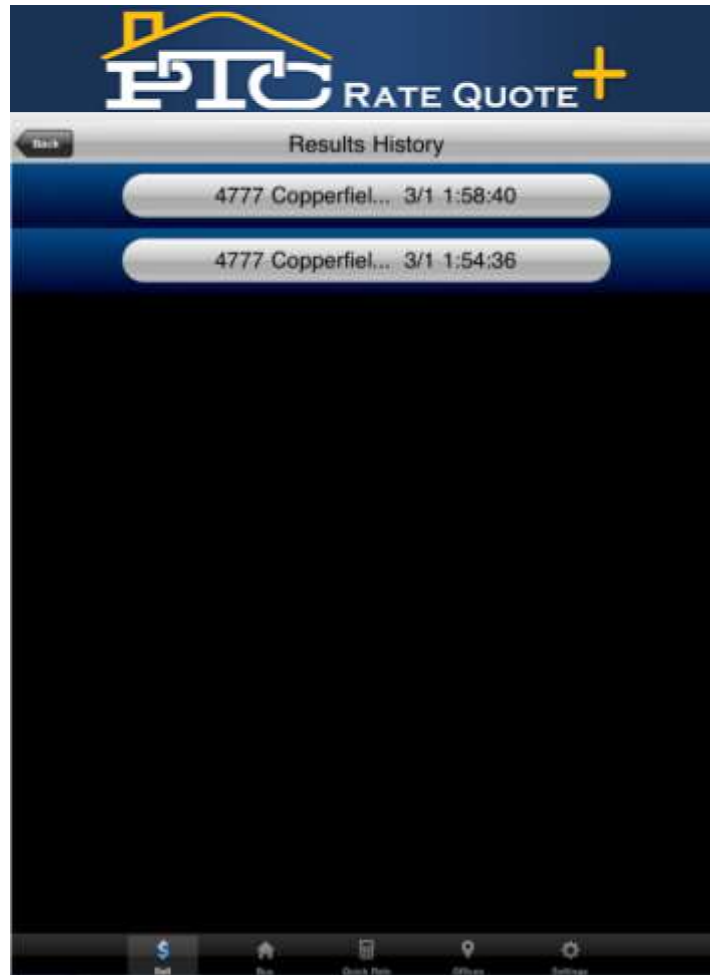
To view a breakdown of the Closing Costs click on **“View Closing Costs”**

To Email the Net Sheet tap **Email** button at the bottom of the page

Your Results will be saved in the **Results History** section of the main **Sell** page

Closing Costs	
Title	\$1,235.00 (Seller)
Escrow Fee	\$994.00 (Seller)
County Transfer Tax	\$349.80 (Seller)
Notary Fees	\$40.00
Recording Fees	\$13.00
Courier Fees	\$40.00
Homewarranty	\$330.00
Hazard Disclosure Report	\$90.00
Pest Inspection	\$125.00
Listing Broker Fee	\$9,532.41
Selling Broker Fee	\$9,532.41
Roof	\$150.00
Chimney	\$135.00
Repairs	\$1,500.00

This screen will show you a breakdown of all the closing costs, when you are finished reviewing the costs, tap **Close**.

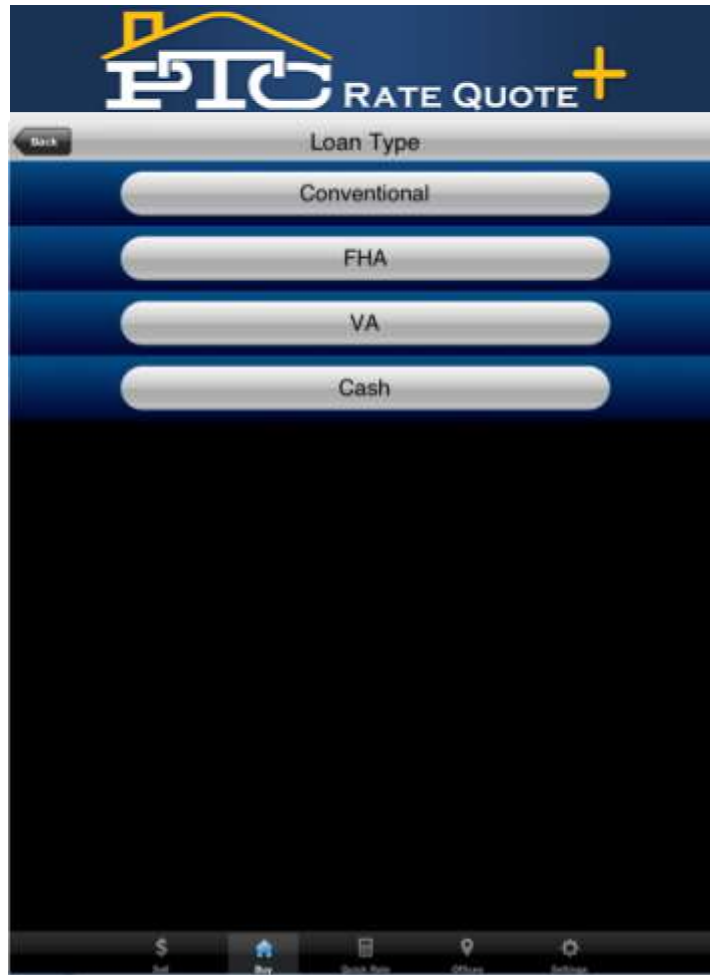


The Results History area will allow you to access any prior Net Sheets and/or “I Want to Net” results that you have done in the past. They will be listed with the newest results at the top and will be saved for 60 days.



Now let's work on the Buy area of the App...

Let's start with a Buyer's Net Sheet...



You will first need to choose the type of new loan for this file

The screenshot shows the 'Buy Net Sheet' screen in the PTC Rate Quote app. At the top, there is a logo with a house icon and the text 'PTC RATE QUOTE+'. Below the logo is a 'Back' button and the title 'Buy Net Sheet'. The form contains the following fields and options:

- Address: 4777 Copperfield
- City: Alameda
- Zip: (empty)
- County: Alameda County
- Short Sale: ON (toggle)
- City Limits?: ON (toggle)

A 'Next' button is located at the bottom of the form. The bottom of the screen shows a standard iOS navigation bar with icons for Home, Search, and Settings.

Enter the Property **Address, City** and **Zip**. ****The City & County are the only required fields.****

Select the Property **County**. The app will default in your default County but it can be changed.

Short Sale – If your transaction is a short sale, turn on the short sale feature.

City Limits – If your property lies within the City limits or you are not sure, go ahead and turn on this feature. The City transfer taxes for all of California are included.

Tap **Next**

The screenshot shows the ETC RATE QUOTE app interface for a 'Buy Conventional' mortgage. The app has a dark blue background with white text and input fields. At the top, there is a logo for ETC RATE QUOTE with a yellow house icon and a plus sign. Below the logo, there is a 'Back' button and the title 'Buy Conventional'. The main content area consists of several rows, each with a label and an input field or button. The rows are: Closing Date (4/1/2012), Sales Price (450000), Down Payment* (20), Interest Rate (%) (5.0), Amort. Years (30), Hazard Insurance (.35), Annual Taxes (1.25), Discount Points (1), Other Fees (\$3,750.00), HOA Fees (0), and HOA Frequency (Annual). At the bottom, there is a large 'Compute' button. The app is running on an iPhone, as indicated by the home indicator bar at the bottom.

Select your **Closing Date** ****The closing date is pre-set to 30 days from Today's Date****

Enter the **Sales Price**

Enter the **Down Payment Amount** - If the number is 101 or above then it is considered a dollar amount otherwise it is considered a percentage.

Enter the **Interest Rate**

Tap the **Amort. Years** to choose a value other than 30

Enter the increment to be multiplied by the sales price for the **Hazard Insurance** ****This is pre-loaded from set up.****

Enter the increment to be multiplied by the sales price for the **Annual Taxes** ****This is pre-loaded from setup.****

Enter the number of **Discount Points** **** If the number is below 100 then it is considered a percentage; otherwise it is considered a dollar amount.****

Tap the **Edit Other Fees** button to add additional fees. See next page for details

Enter the **HOA Fee's** amount and tap the **Frequency** box to change how often they are paid

When finished, tap **"Compute"**

This area will allow you to add the origination points, any additional fees and calculate the impounds.

Enter the **Origination** Points ** If the number is below 100 then it is considered a percentage; otherwise it is considered a dollar amount.**

To add **Additional Fees** – First type a description of the Fee in the left hand column and then the corresponding charge in the right hand column.

If this loan will have impounds turn on the **Use Prepays?** **This option will automatically turn on if the down payment is below 20%.**

Enter the number of months for each applicable item. The number of months will auto populate based on set up.

If this loan will have Mortgage Insurance turn on the **PMI** option. **This option will automatically turn on if the down payment is below 20%.**

Tap **Done**

The screenshot shows the 'Rent vs. Buy' calculator interface. The fields and their values are as follows:

Field	Value
Current Rent	1500
Sales Price	280000
Loan Amount	235000
Hazard Insurance	.35
Annual Taxes	1.25
Interest Rate (%)	5.0
Years	30
Income Tax Rate	28
HOA Fees	0
HOA Frequency	Annual
Possible Appreciation:	
Appreciation Rate (%)	3

A 'Compute' button is located at the bottom of the form.

Enter the **Current Rent**

Enter the **Sales Price**

Enter the **Loan Amount**

Enter the increment to be multiplied by the sales price for the **Hazard Insurance** **This is pre-loaded from set up.**

Enter the increment to be multiplied by the sales price for the **Annual Taxes** **This is pre-loaded from set up.**

Enter the **Interest Rate** (Will pre-load if set up in Set up area)

Tap the **Years** to choose a value other than 30

If needed change the **Income Tax Rate** (a default of 28% will auto populate)

Enter the **HOA Fee** amount and tap the **Frequency** box to change how often they are paid

If needed change the **Appreciation Rate**

When finished, tap "**Compute**"

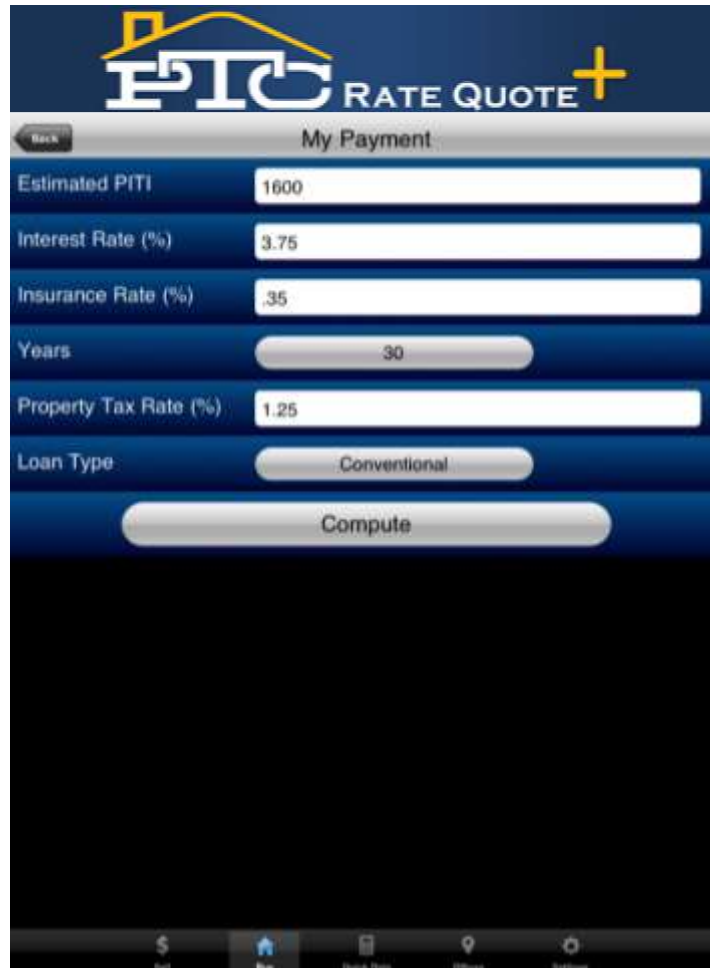


The results page will show you a breakdown of all the applicable factors as well as the monthly difference.

To Email the results tap the “**Email**” button at the bottom of the page.

The Results Page will give you a breakdown of the fees associated with the information given.

You can email this rate quote by tapping the **Email** button. This information will not be saved.



Enter the Estimated or requested payment, a total of **Principal, Interest, Taxes and Insurance**

Enter the **Interest Rate**

If needed change the **Insurance Rate** **This is pre-loaded from set up.**

Tap the **Years** to choose a value other than 30

If needed change the **Property Tax Rate** **This is pre-loaded from set up.**

Tap the **Loan Type** box to choose the type of loan

When finished, tap "**Compute**"



The results page will show you a breakdown of all the applicable factors as well as the approximate house price per down payment amount.

To Email the results tap the “**Email**” button at the bottom of the page



For an FHA loan it will give an option for 3.5% Down Payment

To Email the results tap the “**Email**” button at the bottom of the page

The screenshot shows a mobile application interface for a mortgage pre-qualification tool. At the top, the logo 'PTC RATE QUOTE +' is displayed. Below it is a 'Pre-Qualify' header with a 'Back' button. The main form consists of several sections: 'Annual Salary' with a text input field containing '80000'; 'Monthly Debts' which includes a list of debt categories with corresponding amount input fields and type selection buttons. The categories shown are 'Car Payment' (500), 'Credit Cards' (100), 'Other Loans' (200), and five 'Choose Type' entries. At the bottom of the form is the 'Debt Ratios' section, with 'Conventional Debt' set to '28.36'. A standard mobile navigation bar is visible at the very bottom.

Enter the **Annual Salary**

For each **Monthly Debt**:

Type the **Amount** in the white box

Tap the **Choose Type** bar to choose the type of Debt

The screenshot shows the 'Pre-Qualify' screen in the PTC Rate Quote app. At the top, there is a 'Back' button and the title 'Pre-Qualify'. Below this, there are several input fields and buttons:

- A 'Back' button in the top left corner.
- The title 'Pre-Qualify' in the top right.
- A 'Credit Cards' section with a '100' input field and a 'Choose Type' button.
- An 'Other Loans' section with a '200' input field and a 'Choose Type' button.
- Five more 'Choose Type' buttons, each with an empty input field.
- A 'Debt Ratios' section with three rows:

Debt Type	Ratio
Conventional Debt	28.38
FHA Debt	29.41
VA Debt	41
- A large 'Compute' button at the bottom.
- A mobile navigation bar at the very bottom with icons for Home, Search, Location, and Settings.

The Debt Ratios will auto-fill but can be changed as needed. Check with your local lender to verify the debt ratios are accurate for your area.

When finished, tap **“Compute”**



The results page will show a Payment Amount and a Payment Amount plus Debt for each type of loan.

Tap the gray box for the loan type of your choosing to see the calculated results.

PTC RATE QUOTE +

Back Pre-Qualify Get Price

Loan type Conventional

Estimated PITI 1600

Interest Rate (%) 5.0

Insurance Rate (%) .35

Years 30

Property Tax Rate (%) 1.25

Compute

The estimated or requested payment, a total of **Principal, Interest, Taxes and Insurance**, will auto fill in for you.

Enter the **Interest Rate** **Will auto-populate from set up.**

If needed change the **Insurance Rate** **This is pre-loaded from set up.**

Tap the **Years** to choose a value other than 30

If needed change the **Property Tax Rate** **This is pre-loaded from set up.**

When finished, tap **“Compute”**



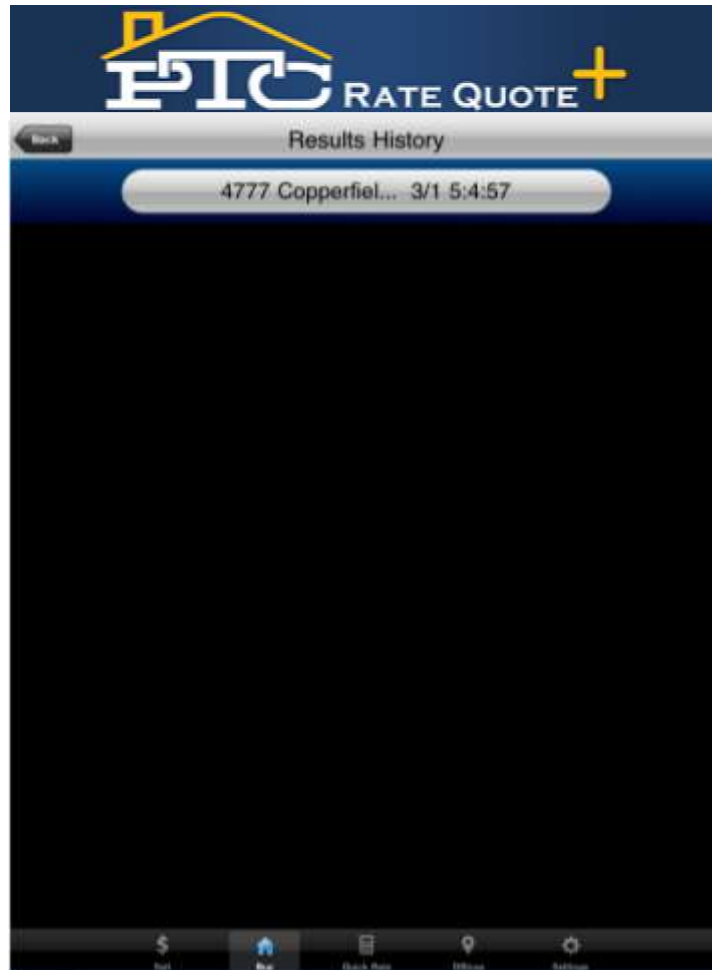
The results page will show you a breakdown of all the applicable factors as well as the approximate house price per down payment percentage.

To Email the results tap the “**Email**” button at the bottom of the page



For an FHA loan it will give an option for 3.5% Down payment

To Email the results tap **Email** button at the bottom of the page



The Results History area will allow you to access any prior Net Sheets that you have done in the past.

They will be listed with the newest results at the top and will be saved for 60 days.

The Quick Rate Option will allow you to get a fast and easy breakdown of the Title & Escrow closing costs associated with a particular Sales Price and Loan Amount. This is an abbreviated version of the Net Sheets.

Enter the **Sales Price**

Enter the **Loan Amount**

Enter the Property **Address, City** and **Zip**. The City & County are the only required fields.

Select the Property **County**. The app will default in your default County but it can be changed.

Short Sale – If your transaction is a short sale, turn on the short sale feature.

Cash – If this is a cash transaction (no financing for the buyer) then turn on the Cash feature.

City Limits – If your property lies within the City limits or you are not sure, go ahead and turn on this feature. The City transfer taxes for all of California are included.

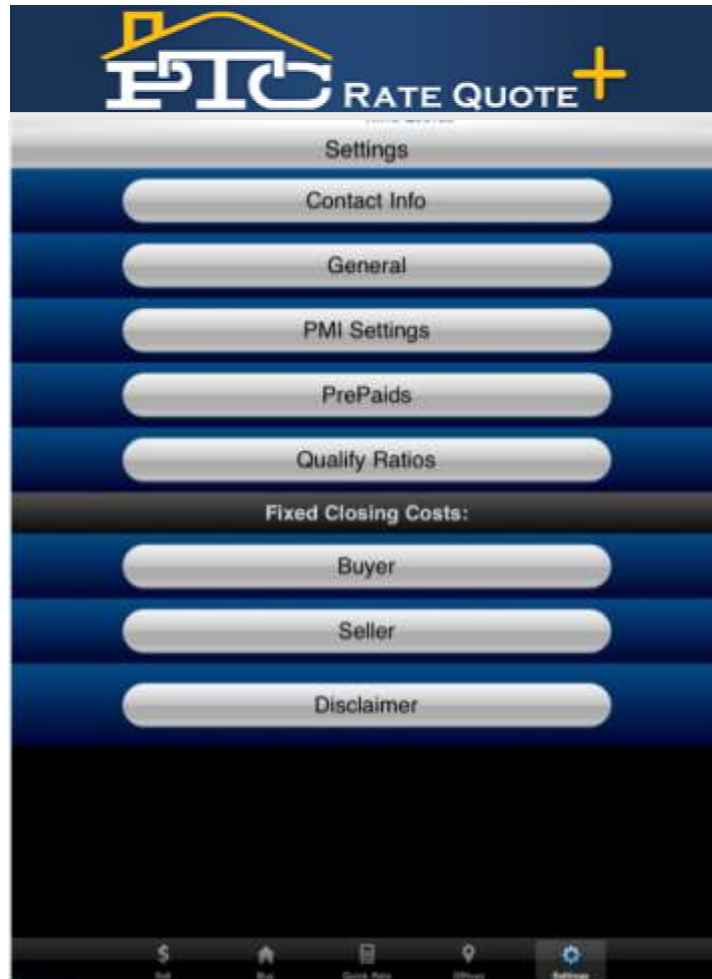
Tap **Compute**



The office contact information will give you the contact information for each of your local Marketing Representative.

If you choose **Office Map**, Google Maps will launch and you can get driving directions to the branch.

If you tap “**Email**” an email window will open to send an email to that marketing representative.



Tap each bar to edit the settings. The majority of this information is pre-loaded for you. Any of the information that has been pre-loaded will automatically be updated when a new update is made. If you have manually changed any of the pre-loaded areas, then the information will automatically be overwritten with a new update.

PTC RATE QUOTE +

Back Contact Info

Real Estate Agent Information:

Name Betsy Ross

Phone 916-677-1234

Company Outstanding Real Estate Company

Email Address Bross@orec.com

Escrow Office Roseville

Choose Rep. Carlie Pardue

Preferred County Placer County

Save

The contact info area is for your personal contact information as well as choosing your default escrow office, marketing representative and preferred county.

The screenshot shows the 'General Setup' screen of the PTC Rate Quote app. The header includes the PTC logo and the text 'RATE QUOTE+'. Below the header is a 'Back' button and the title 'General Setup'. The screen contains several input fields with the following values:

Field	Value
R.E. Commission	6
Origination Fee (%)	0
Insurance Rate (%)	.35
Interest Rate (%)	5.0
Years	30
Down (%)	20
Property Tax Rate (%)	1.25
Income Tax Rate (%)	28
Max VA	417000
Max FHA	271050

At the bottom of the form is a large 'Save' button. The app's navigation bar at the very bottom shows icons for Home, Search, Location, and Settings.

The general setup area allows you to specify the defaults that you want to pull into each area of this app. All of these fields will be pre-loaded for you. Any updates will automatically overwrite any changes you may have made to them.



The PMI settings allow you change the standard PMI ratios if needed. All of these fields will be pre-loaded for you. Any updates will automatically overwrite any changes you may have made to them.

PTC RATE QUOTE +

Back Prepaids

Months Prepaid Insur. 14

Months Prepaid Inter. 1

Number of Months Prepaid Taxes by month

January 6

February 2

March 3

April 4

May 5

June 6

July 7

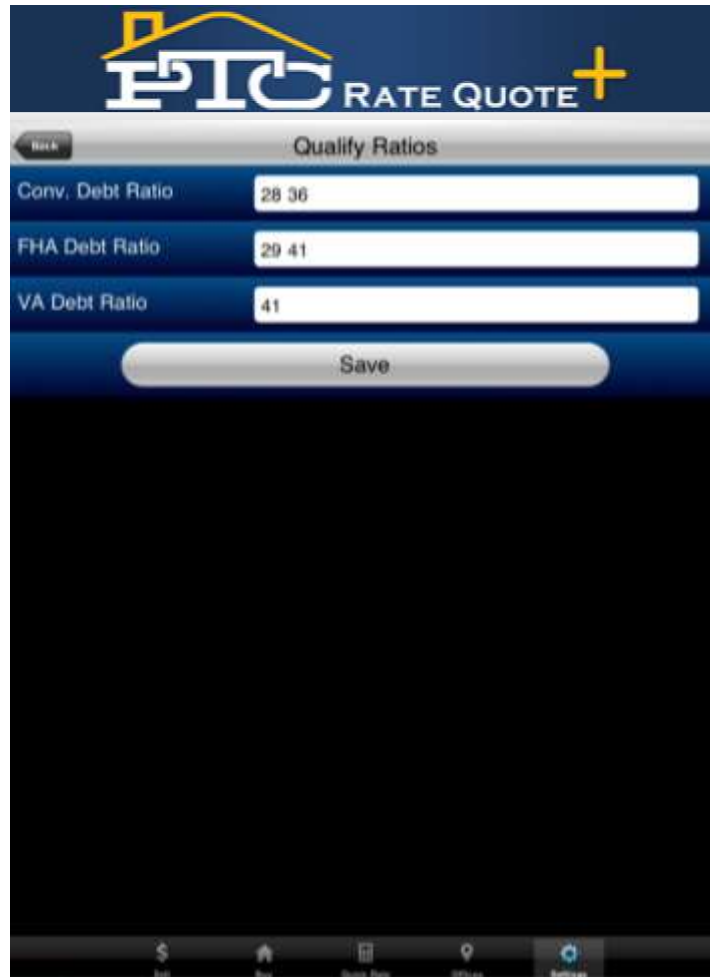
August 8

September 9

October 4

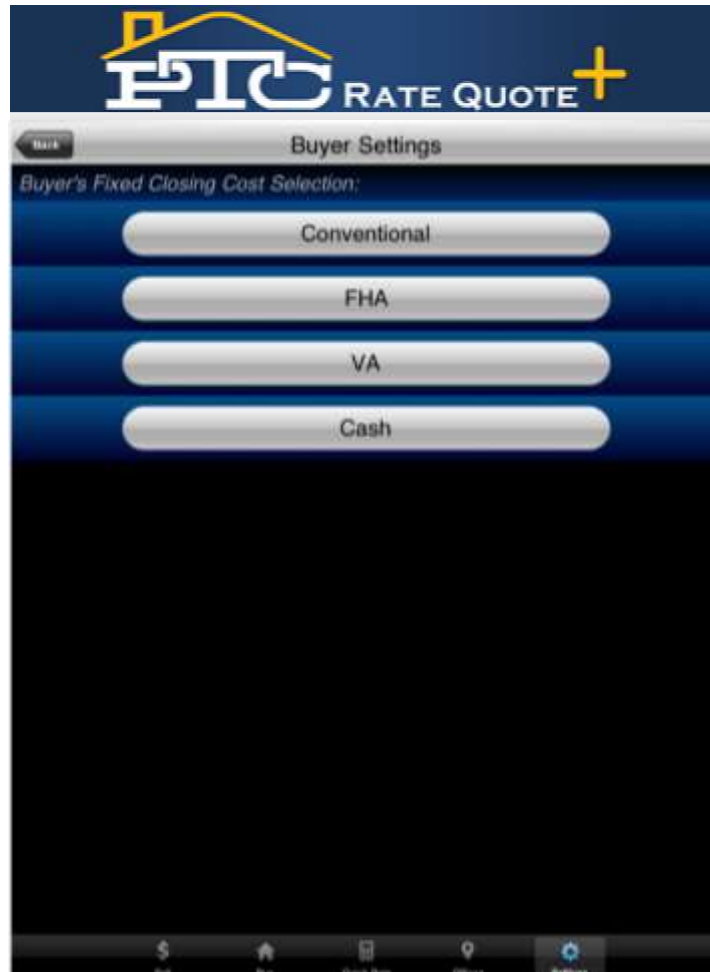
November 5

The Prepaids set up area allows you to change the number of months to collect for prepaid insurance and taxes. All of these fields will be pre-loaded for you. Any updates to the app will automatically overwrite changes you may have made to them.



The Qualify Ratios area allows you to change the qualifying ratios for each loan type if needed. All of these fields will be pre-loaded for you. Any app updates will automatically overwrite any changes you may have made to them.

****Check with your local lender to verify the debt ratios are accurate for your area.****



An added feature is the ability to add the Buyer and Seller repetitive costs so that you are not entering them each time. These reoccurring fees may include such things as the home warranty, hazard disclosure, etc.

Choose the type of loan you would like to save fees for.

PTC RATE QUOTE +

Buyer Settings

Save

Conventional Closing Costs

Item	amount
Notary Fees	80
Recording Fees	20
Courier Fees	40
Endorsements	25

Type in each item you would like to have defaulted into your Buyer's Net Sheets and the corresponding charge for each item. Some items will be pre-loaded for you.

PTC RATE QUOTE +

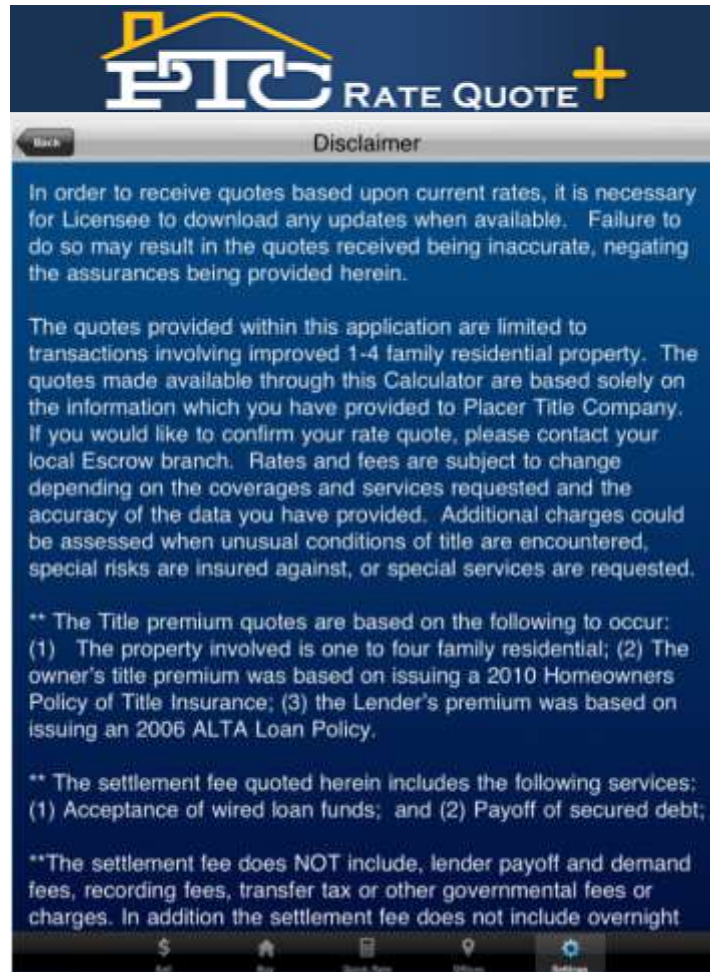
Back Seller Settings

Save

Closing Costs

Item	amount
Notary Fees	40
Recording Fees	13
Courier Fees	40
Homewarranty	330
Hazard Disclosure Report	90
Pest Inspection	125

Type in each item you would like to have defaulted into your Seller's Net Sheets and the corresponding charge for each item. Some items will be pre-loaded for you.



The disclaimer points out some critical information and also describes how the app calculates some of the fees, such as the title premium and the settlement fee.

The disclaimer can always be accessed in the **Settings** area if you need to review it.