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A Word from
Glenn

It is always important to stay abreast of changes in the real estate market. Please check out our Facebook Page for great articles and valuable information.
[Facebook Drake Realty](#)

The Landing Spot

Dear Mary,

Spring is upon us. This should be a very busy time of year with new clients ready to buy and sell. It is always important to make sure you are update on the latest and greatest. Our April issue of The Landing Spot, provides links to great articles full of tips to help your clients and great information for you. Take advantage of the beautiful days and connect with your clients.

Tips from Ed at the Broker's Desk

It is very important to log to the Drake Realty Database every 14 days to insure that you are update and current.

As a Drake Agent, you are required to log into the Agent Database every 14 days to check for updates and policy changes that have been implemented by The Georgia Real Estate Commission (GREC), and Drake Realty. The Drake Database is updated on a regular basis. It is our form of communication to insure our agents receive updates

Glenn

Recommends

[Agent Tips for the
Spring Market](#)

[Working Through
the Stress](#)

[What if Your
Listing Stinks??](#)

[Join Our Mailing List!](#)

timely. **Therefore, it is your responsibility as a Drake Agent to log in regularly and stay informed.**

Please log into the data base and go to the Broker's Corner to read the most recent information.

[Drake Realty Database](#)

Leading the Way

Earnest Money deposits are about to get easier with a new app developed by Bernie Drake. The TGA Mobile App is available FREE to Drake Agents to deposit Earnest Money received from your clients via your Smart Phone. TGA Mobile is the first App of its kind in the Industry available for Agents to deposit Earnest Money remotely. TGA Mobile is as easy as PULLING OUT YOUR PHONE, SIGNING IN, AND TAKING A PICTURE OF YOUR EARNEST MONEY CHECK! There is no rushing and no traffic involved in depositing the Earnest Money on time.

How do you learn what other Drake Agents have learned about TGA Mobile during the initial test phase of this process?

You learn about TGA Mobile by attending the webinar lead by Bernie Drake listed below, and then you start sending your Earnest Money remotely to the Drake Office. TGA Mobile App - Send Earnest Money via your smart phone

Mon, Apr 13, 2015 7:30 PM - 8:15 PM Eastern Daylight Time

Please join my meeting from your computer, tablet or smartphone.

[TGA Mobile App Webinar](#)

You can also dial in using your phone.

United States : +1 (872) 240-3312

Access Code: 453-877-477

It's top secret, but depositing Commission Checks in this manner is COMING SOON!

Don't miss out on learning about this cutting edge technology log on to one of the convenient webinar times listed above.

**DRAKE REALTY 1ST WITH FLAT FEE COMMISSION,
AND NOW IN 2015 FIRST WITH MOBILE DEPOSITS
OF EARNEST MONEY**

CE Classes and Networking Opportunities

FREE CE CLASSES



Tricks of the Trade

Tuesday April 14, 2015 1:00-4:00

Atlanta Board of Realtors
5784 Lake Forest Drive, NW
Atlanta, GA 30328

[Click Here to Register](#)

Maximum Marketing, Minimum Dollar

Tuesday April 21, 2015 from 10:00 AM to 1:00 PM EDT

Henry County Chamber of Commerce - Hudgins Room
1709 Highway 20 West
McDonough, GA 30253

[Click Here to Register](#)

Networking Opportunities

First Tuesday

Hosted by Campbell & Brannon, LLC

Tuesday is an opportunity for food, fun, education and networking with fellow agents from other companies, lenders and attorneys.

Will be resume August 2015

[Click here to RSVP](#)

Building a Partnership Notes from Campbell and Brannon, LLC

Attorney's Corner-Legal Tip of the Month

WHAT YOU NEED TO KNOW ABOUT TITLE CLEARANCE

No title is perfect. There will always be something that restricts the "bundle of rights" a property owner holds. However some issues may be a mere blemish while others can be fatal to a closing. This is what you need to know about title clearance.

Let's say Joe Smith calls you to list his Fulton County house. According to the never wrong Google, there are currently 984,293 residents in Fulton County. How many do you think are named Joe Smith? When we search Smith, Joe in the Fulton County lien records, how many hits do you think we will get? Plenty. But we are only concerned with liens against our particular Joe Smith. We have ways to determine whether or not Joe Smith who owes State Farm \$35,000.00 based on a judgment lien is our seller. If it is not, we will have the seller sign a document saying that this particular lien against Joe Smith is not his. Even if a lien is against our person, it can be

resolved by paying it off similar to how a mortgage is paid off. Granted, if the seller does not have the proceeds or money to cover it, that's an issue.

Frequently there are Security Deeds in the title records that have not been cancelled. Lenders that have been paid off are required by law (O.C.G.A. § 44-14-3) to cancel a security deed but the penalty for not doing so is only \$500.00. Because the penalty does not have teeth, and because of the sheer volume of cancellations being processed, some cancellations slip through the cracks. To resolve this, we first approach that lender or its successors to get a cancellation. We may also ask the seller for a copy of their owner's title insurance policy or any other information they might have pertaining to the payoff of that mortgage. We will also approach the closing attorney that paid off that security deed to get copies of checks, wire confirmations, FedEx labels and anything of the sort that shows proof of the payoff.

While standard, run-of-the-mill security deeds present a slight (and common) issue, security deeds evidencing a home equity loan are a different story. We absolutely must have concrete proof that the loan has been paid off and closed. When the equity line has been closed, there should be a cancellation for the security deed. Equity lines worry title attorneys because they are revolving accounts. For instance if a seller sells a property that secures a home equity loan and that loan was paid off at closing, if the line of credit is not closed as evidenced by cancellation of the security deed, that seller can still draw from that account even after they have sold the property and the lien on the property still exists. An open home equity loan security deed is something that requires extra leg work.

Let's say that the legal description on the seller's deed has errors. If they are minor, we would probably approach the law firm that prepared the deed to do a scrivener's affidavit. That document is the attorney saying we messed up and the correct legal should read xyz. If the legal description is so erroneous that it cannot be determined what property is being conveyed, then we will move to Plan B. If the seller has their original warranty deed, we can correct the error on the original and re-record it. If not, we can try, with collaboration from the seller, previous closing attorneys and agents, to get a corrective deed from the person who signed the original deed. The former is much easier than the latter since it involves parties in our transaction.

Here are some things that could turn into major issues if not solved by all parties: missing title owners, landlocked property, plat revision revising our property, major encroachments, and private roads to name a few.

Bottom line is that most title "issues" are common and easy to handle for which there is no need to sound the alarm. However, and thankfully rarely, there are major issues that may turn into an "all hands on deck situation." Here at Campbell and Brannon we are here to keep you out of the storm or, if called for, guide you to safer waters.

Author: Ben Clary

Additional Information Recommended by Campbell and Brannon, LLC. Please click the links below for more valuable information.

[Q4 2014 Commercial Real Estate Cycles from Dividend Capital](#)
[Housing Market Continues Slow Climb Toward Stable Levels](#)
[FHA launches historic homebuyer 'care package' for 2015](#)

Stockbridge Office Grand Opening

Please join us, April 23rd, for the Grand Opening of our newest office in Stockbridge.

Please click the link below for more information and to RSVP.

We look forward to see you all on the 23rd.

[Drake Stockbridge Grand Opening](#)

Georgia Trail Day at the State Capitol

Drake Realty is excited about the relationship we are establishing with The Georgia Golf Trails.



April 2nd was Georgia Trail Days at the State Capital. Glenn Drake and Tracy Southerland were present and did a wonderful job representing Drake Realty. They had the honor to have their photo made with Governor Nathan Deal.

Click the link to below to view the most recent Georgia Golf Trails Newsletter.

[Georgia Golf and Travel](#)

We hope our April issue of The Landing Spot provided you

with great resources. Remember, as an agent, it is your responsibility to stay up to date on changes from the Georgia Real Estate Commission and Drake Realty. The Landing Spot and the Drake Realty Database are some of many tools you can use to keep yourself up to date.

Sincerely,

Glenn, Bernie & Mary
Drake Realty

As a licensed Georgia Real Estate Agent it is your responsibility to keep up to date on changes implemented by the Georgia Real Estate Commission (GREC) and Drake Realty

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Try it FREE today.

Drake Realty | 3535 Roswell Rd, Suite 41 | Marietta | GA | 30062