



## CORPORATE FACT SHEET

### Ernst: A Culture of Innovation

#### **Business Philosophy:**

Over the past two decades expertise, technology, and innovative products and services have enabled Ernst to carve out a leadership role in the mortgage and real estate industry. Ernst has led the migration to the Internet and has established an unparalleled record of innovation.

Since 1992, Ernst has been synonymous with innovation, unveiling dozens of technologies and products that produce efficiency across the real estate industry.

Over the past 20 years, Ernst has demonstrated its “culture of innovation” with the release of several products that had never existed in the mortgage industry. All of these products were “first to market,” and all of them saved clients—originators, servicers, title companies and others—money and time:

- **1989: First** to standardize national land recording office fees and related information in all jurisdictions.
- **1992: First** to publish the UCC Filing Guide for commercial lending.
- **1995: First** to publish the Real Estate Recording Guide and its database.
- **1997: First** to offer land recording information on a CD-ROM.
- **1999: First** to provide land recordings and UCC filing information on the web.
- **2000: First** to create a legal guide to mortgage release law across the U.S.
- **2001: First** to publish a legal guide to Revised Article 9, and co-authored the legislation.
- **2001: First** to unveil a multiple recoding fee and tax calculators on the web.
- **2002: First** to offer a single query XML solution that integrated recording fee and tax calculations.
- **2004: First** to establish an audit and warranty program for monitoring recording fees and taxes.
- **2006: First** to create a client-hosted XML DLL solution for recording fees and transfer tax calculations.
- **2008: First** to unveil guaranteed recording fees and transfer taxes.
- **2009: First** to offer a full RESPA Compliance Suite, including Good Faith Estimates, fee monitoring, compliance analyzer, and fee engine programs.
- **2010: First** to develop a client-managed custom fee engine, designed for RESPA compliance.

#### **Ernst at a Glance:**

- Costs for populating the Good Faith Estimate in an automated fashion is just pennies for each transaction. That price compares with \$100 or more per transaction when companies gather accurate third-party GFE fees the old-fashioned way—manually.
- Verifies and posts an average of 9,000 changes to its Real Estate Database each year.
- Brings flexible offerings to clients, which integrate seamlessly with client's processing system and reside within their systems, and then completing transactions in less than one-quarter second.
- Clients include nine of the top 10 originators, nine of the top 10 servicers, and the top five title companies. In fact, Ernst's programs process an average of more than 120 million real estate transactions each year.

### **About the Ernst Publishing Company**

The Ernst Publishing Company has been the leading authority on land recording requirements for more than two decades. In fact, Ernst's recording fee, transfer tax and title data have been integrated throughout the title and lending industries. Due to RESPA requirements that went into effect in January 2010, accurate recording fees and taxes for recording documents have never been more important. Ernst excels at creating solutions for their clients to manage not just those fees but also all vendor fees with unparalleled precision. As a company, our goal is simple: Empower clients to not only meet RESPA's new compliance regulations for Blocks 3-8, but set the industry standard for client satisfaction, an attainable goal due to our technology, impeccable data standards, expertise at creating custom solutions, and network of partners.

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