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## Recently Completed Projects:

Citigroup  
Rekon2000 Custom Enhancements

CUC Mortgage  
RekonOnline Implementation

Fiserv Lending Solutions  
Rekon2000 Adhoc Reporting and Assignments Module Upgrade

Morris-Griffin Corp  
New Rekon2000 Install

Washington Mutual  
Rekon2000 Custom Enhancements

## Recently Signed Upgrades/Installs:

Morris-Griffin Corp  
New Rekon2000 System

Fiserv Lending Solutions  
Rekon2000 Adhoc Reporting and Assignments Module Upgrade

# Technology Integration – The Key to a Robust Future

**The market is down, and historically this is the time to improve technology. Servicers are budget conscious, and there will be a concerted effort to streamline processes, not only to prepare for a more robust future, but also to cut costs today.**

Here are some of the challenges that exist:

1. Reasonable investment for maximum gains
2. Improved security
3. Better integration from the front to the back of the system

The improved security aspect is obvious in any intercourse with servicers today. They are requiring more data about suppliers, proof of better security practices and procedures at suppliers' facilities, and tighter contractual security guarantees.

But the more important issue may be the less obvious one: system integration.

As computers have taken over the work in the loan servicing industry, they have done so in a random and chaotic manner – Origination to Servicing, Servicing to Default Management, Servicing to Payoffs, Servicing to Securitization.

Dozens of Origination Systems are on their own trips, and don't communicate well to the few main Servicing Systems that are in wide use. The rift between origination systems and servicing systems is so great that servicing people sometimes don't even try to get a lot of electronic data from the originators. They just start over and data-enter what they need from paper files. The result is additional man hours, mistakes and data gaps.

Also, the databases in the main Servicing Systems can be deficient. These systems are designed to facilitate people who are servicing the loan, but if the loan spins off to default, payoff or securitization, the dataset is inadequate, and the process repeats, with data being harvested from



images or paper to flesh out the dataset required for these succeeding functions. Throughout the system, data entry is required again and again, despite the fact that all of the data needed to later manipulate the loan was once available in the very beginning – at the origination.

For example, the recording information for the mortgage or deed of trust was probably given to the originator within hours of recording by the title company. Yet this information is not part of the dataset in the servicing software, and when it is time to handle the loan as a payoff, the information has to be dredged up from paper or an image, and sometimes from research if the original recorded document never made it to the servicing file.

Our product DokTrak was originally envisioned as a way to handle this deficiency. It functions as a master repository of mission-critical information to be available for any purpose. Our current users have found DokTrak to be valuable for post-closing processing, management of securitizations, and vault management, and it has approached its full potential in many settings. But the reason data is still ignored is the same as it has always been: No department along the conveyor belt wants to be the one that invests resources in data entry that will benefit the next department, not the one where the work is being done.

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## Message from the CEO: Carpe Diem – Seize the Day

**All businesses have cycles. In the mortgage servicing business these cycles run several years. Today business is slow. But it wasn't very long ago that people were falling all over themselves to keep up with the work. In-house facilities were stretched to the limit and large quantities of day-to-day business were being outsourced.**

And for those of us that have been around for a while, it is easy to remember not long before that, when it was so slow that major corporations were divesting themselves of their loan servicing subsidiaries because they weren't making a profit. And before that was another boom. And so forth.

This seems to be the nature of the beast. In this case, the slowdown is being blamed primarily on a weak real estate market and on poorly conceived subprime loans. In previous cases, it was blamed on other things. Regardless of what has been cited as the "cause," the truth is that these were triggers, not causes. The cause is the general up and down of business, overheated markets cooling down then heating up again.

The companies that survive this kind of roller coaster use the slow periods to reorganize, improve efficiency, and prepare for the next boom. Regardless of how gloomy it might look now, the next boom will come. And when it does it may well be even bigger and harder to control than the last one.

The liability of not using this time to prepare is that the public keeps expecting better performance. Waiting times that were acceptable are no longer okay. Errors that were once understandable are no longer viewed so charitably. The computer age has conditioned the public. They can get a credit card approved in a day or two – but they can't get a release for their paid-off loan for weeks? In the amount of time it would take to watch an episode of Law and Order on TV, they can apply for a refinance online. They have found efficient, high-tech support when they are being sold something. They expect the same kind of response from customer service once they have committed to the product.

Rekon helps with this. In the early 1990s, Rekon stepped into the breach in one of the last parts of the loan servicing business to be computerized – the preparation and tracking of releases and assignments. Today, Rekon is used by most of the top loan servicing companies. More than half the releases generated today are from companies that use Rekon. (We constantly canvas recording districts for sample documents, and more than

once we have gotten back a release prepared on one of our own forms as an example of how the documents should look.)

How do we help? We continually update our documents and procedures to align with recorder changes. We have superlative tracking – to the point where Rekon serves as a primary tracking tool even in companies where the generation of documents is outsourced. We have top-notch look-up tools for customer service people. We talk to other software so Rekon data can populate other systems, or gather data from other systems. Nobody has to struggle or sit in the dark with regard to the payoff process if they're using Rekon. And we have constantly improved the software over the last 15 years or so. Once it was in the environment with the old Workgroup for Windows in the early '90s. Now it is in today's much more sophisticated software environment. It does more, runs faster and is easier to use than ever before.

Our DokTrak product is designed to fill the gap between origination and servicing. There is a no-man's land when the loans are being boarded that was poorly handled before DokTrak. As with Rekon, our strength is our ability to talk to different systems and translate from one to another. DokTrak is the best tool available for exception tracking and handling, interfacing with custodians, and building pools for securitization or sale. It's the perfect hand-off between origination and servicing.

Take a deep breath and enjoy the reprieve in loan servicing madness. But don't neglect the job of gearing up for the next big one. It will be along. Call Rekon to discuss ways of upgrading your ability to compete, whether you are looking for the efficiency of our new web-based version of Rekon being released within months, or DokTrak, for chasing trailer docs and tracking and organizing files. We can provide you with solutions or we can interface with solutions you already have in the areas of imaging, document storage, tracking, pooling, certification, and translation between different systems.

We aren't slow or hidebound. We can make a decision and act on it. Don't expect long and tortured processes when you want to change or customize our software. We can do it now. And with the market in its current sleepy state, now is the time to seize the day.

**Stanley Gainsforth**  
Founder and CEO

### The Lien Release and Assignments Solution Just Got Better

**As the world after payoff moves into new frontiers, so has the newest version of Rekon – RekonWebFlow.**

More than any other division in the mortgage servicing industry, the administrative juggle can be taxing to managers and associates with the 3600+ State and County document requirements to manage, fee maintenance and updates for recording fee checks, the clearing of the title as the lien was sold from lender to lender, and the risk involved if the lien release is not prepared in time. Improving on the

solid base that makes the Rekon system the most popular amongst top servicers, RekonWebFlow heralds a new era in Lien Release and Assignment document preparation with many new features including workflow queue management; data retrieval procedures; metrics, statistical analysis and performance monitoring; advance loan tracking and loan management; and many more.

The Rekon products address all aspects involved in the world after payoff. If you're interested in learning about Rekon, contact our Sales Team at 626-577-4350.

# Electronically Submit Your Documents for Recording!

Once again we've expanded our list of counties available for eRecording. Here is a current list of counties that are in production. To find out about recording districts in the pipeline, go to our website and click on the eRecording Update link at <http://www.rekon.com>.

Counties in Production	Adams	IA	Jasper	IA	Winneshiek	IA	Clark	OH	
Maricopa	AZ	Allamakee	IA	Jefferson	IA	Woodbury	IA	Delaware	OH
Yavapai	AZ	Appanoose	IA	Johnson	IA	Worth	IA	Richland	OH
Los Angeles	CA	Audubon	IA	Jones	IA	Wright	IA	Tulsa	OK
Orange	CA	Benton	IA	Keokuk	IA	Champaign	IL	Allegheny	PA
Riverside	CA	Boone	IA	Kossuth	IA	Cook	IL	Chester	PA
San Bernardino	CA	Bremer	IA	Lee	IA	DuPage	IL	Lancaster	PA
San Diego	CA	Buchanan	IA	Linn	IA	Kane	IL	Philadelphia	PA
Adams	CO	Buena Vista	IA	Louisa	IA	Rock Island	IL	Bexar	TX
Alamosa	CO	Butler	IA	Lucas	IA	Winnebago	IL	Brazoria	TX
Arapahoe	CO	Calhoun	IA	Lyon	IA	Sedgwick	KS	Cameron	TX
Archuleta	CO	Carroll	IA	Mahaska	IA	Wyandotte	KS	Collin	TX
Baca	CO	Cass	IA	Marion	IA	Middlesex (North)	MA	Dallas	TX
Bent	CO	Cedar	IA	Marshall	IA	Ingham	MI	Denton	TX
Boulder	CO	Cerro Gordo	IA	Mills	IA	Macomb	MI	Ft. Bend	TX
Conejos	CO	Cherokee	IA	Mitchell	IA	Oakland	MI	Harris	TX
Delta	CO	Chickasaw	IA	Monona	IA	Ottawa	MI	Hidalgo	TX
Denver	CO	Clarke	IA	Monroe	IA	Crow Wing	MN	Midland	TX
Douglas	CO	Clay	IA	Montgomery	IA	Hennepin	MN	Nueces	TX
Eagle	CO	Clayton	IA	Muscatine	IA	Martin	MN	Parker	TX
El Paso	CO	Clinton	IA	O'Brien	IA	McLeod	MN	Tarrant	TX
Gilpin	CO	Crawford	IA	Osceola	IA	Pope	MN	Webb	TX
Jefferson	CO	Davis	IA	Page	IA	Renville	MN	Wichita	TX
Kit Carson	CO	Decatur	IA	Palo Alto	IA	Scott	MN	Williamson	TX
La Plata	CO	Delaware	IA	Plymouth	IA	Wabasha	MN	Fairfax	VA
Larimer	CO	Des Moines	IA	Pocahontas	IA	Wright	MN	Spotsylvania	VA
Mineral	CO	Dickinson	IA	Polk	IA	Boone	MO	King	WA
Moffat	CO	Dubuque	IA	Ringgold	IA	Lincoln	MO	Snohomish	WA
Otero	CO	Emmet	IA	Sac	IA	St. Louis City	MO	Brown	WI
Pueblo	CO	Fayette	IA	Scott	IA	Durham	NC	Chippewa	WI
Routt	CO	Floyd	IA	Shelby	IA	Mecklenburg	NC	Columbia	WI
Weld	CO	Franklin	IA	Sioux	IA	New Hanover	NC	Dane	WI
Washington	DC	Fremont	IA	Story	IA	Burlington	NJ	Eau Claire	WI
Bay	FL	Greene	IA	Tama	IA	Camden	NJ	Kenosha	WI
Brevard	FL	Grundy	IA	Taylor	IA	Cape May	NJ	Milwaukee	WI
Broward	FL	Guthrie	IA	Union	IA	Cumberland	NJ	Outagamie	WI
Duval	FL	Hancock	IA	Van Buren	IA	Gloucester	NJ	Ozaukee	WI
Hillsborough	FL	Harrison	IA	Wappello	IA	Monmouth	NJ	Portage	WI
Orange	FL	Henry	IA	Warren	IA	Ocean	NJ	Racine	WI
Palm Beach	FL	Humboldt	IA	Washington	IA	Passaic	NJ	Rock	WI
Polk	FL	Ida	IA	Wayne	IA	Union	NJ	St. Croix	WI
Adair	IA	Iowa	IA	Webster	IA	Washoe	NV	Washington	WI
		Jackson	IA	Winnebago	IA	Butler	OH	Waupaca	WI
								Winnebago	WI

To find out more about our eRecording system, contact our Sales Team at 626-577-4350 or email us at [sales@rekon.com](mailto:sales@rekon.com).

## Technology Integration – The Key to a Robust Future

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This is easy to understand. Originations wants to get on with the show and originate more loans. They will do the amount of paperwork minimally required to sell or board the loan. This is part of the basic nature of sales. Paperwork is a distraction and doesn't make money. The next sale makes more money. So depending on the level of demand for complete and organized paperwork, it's easy to fall into the tendency to just stuff it all in a sack, send it on, and go after the next sale. This is not an indictment of the sales process; it should be like this. Executives and shareholders at the end of the day are interested in profitability and sustainability. It is up to the buyer to demand a complete product, i.e., an electronic dataset that can be imported. If the demand is there, the seller will supply it.

As the electronic computer age matures, these things will occur more and more. But we have been working hard to fill in the gap. We can build custom interfaces, for instance, to pull originator data into DokTrak, then reformat it so it will go right into the major servicing systems. It is our mission to bridge this gap with DokTrak, as well as provide superior file management, either for in-house vaults or for dealing with outside vaults, and to handle exception processing, to complete files for securitization.

Take advantage of the mortgage market lull! Use this time to research and implement technology that will assist with streamlining your processes and reduce future costs. We'd like to show you how easy and inexpensive it is to implement DokTrak. Call us to find out more about this extremely versatile product and for an on-line demo.

## Rekon Buzz – The Bi-Weekly Update of All Things Recording

Rekon Buzz is a free bi-weekly email subscription of regulatory changes, fee updates, system enhancements, recorder address changes and all things involving the world of recordation. Anyone interested in these topics can sign up for the free subscription. Contact our Sales Team at 626-577-4350 or email us at [sales@rekon.com](mailto:sales@rekon.com) to sign up.



## DokTrak™: The Post-Closing Management Solution

All post-closing activities and functions can be handled with the Rekon Technologies' DokTrak™ software – the most robust post-closing, file and document tracking solution on the market.

Capable of high-volume processing, DokTrak is a comprehensive solution for the gap between the loan origination software or acquisitions and the boarding system. DokTrak provides data-warehousing capabilities to retain, manage, track and monitor loans for exceptions processing, securitization management and file routing.



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US POSTAGE  
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## Upcoming Events

Event	Location	Dates
SourceMedia's Mortgage Technology Conference	Omni Orlando Resort (ChampionsGate, FL)	1/27/2008 – 1/29/2008
MBA's CREF/Multifamily Housing Convention & Expo	Walt Disney World Swan & Dolphin (Orlando, FL)	2/3/2008 – 2/6/2008
MBA's National Mortgage Servicing Conference & Expo	Hilton New Orleans Riverside (New Orleans, LA)	2/26/2008 – 2/28/2008
Property Records Industry Association Winter Conference	Hilton Washington (Washington, DC)	2/27/2008 – 2/29/2008
MBA's National Technology in Mortgage Banking Conference & Expo	Gaylord Texan Resort and Convention Center (Grapevine, TX)	3/16/2008 – 3/19/2008

**About Rekon Technologies** Rekon Technologies is a software company based in Pasadena, California recognized nationally as one of the key providers of software systems to the mortgage loan servicing industry.

The Rekon system is known for its advanced method of lien release and assignment document preparation. DokTrak provides solutions to the ubiquitous problem of file and document tracking.



# County Update

State	County	Description
AL	Calhoun	<p>Effective October 1, 2007, Calhoun County, Alabama, increased its fees by \$4.00 from \$9.00 to \$13.00. New recording fees are as follows:</p> <p>Releases/Assignments: \$13.00 for the first page. Each additional page would remain the same at \$3.00 per page.</p>
CA	All Counties	<p>California Assembly Bill No. 1168, ratified by Governor Schwarzenegger on October 13th, 2007, requires the redaction of social security numbers from public records. Here is a summary of the main points in this bill:</p> <p>Unless otherwise required to do so by state or federal law, no person, entity, or government agency shall present for recording or filing with a county recorder a document that is required by any provision of law to be open to the public if that record displays more than the last four digits of a social security number.</p> <p>This bill would require the recorder of each county to establish a social security number truncation program in order to create a “public record” version of each “official record” so that the “public record” is in an electronic format and is an exact copy of the “official record” except that any social security number contained in the “official record” shall be truncated by redacting the first 5 digits of that number.</p> <p>A county recorder, as authorized by each county’s board of supervisors, may charge a fee of one dollar (\$1) for recording the first page of every instrument, paper, or notice required or permitted by law to be recorded. The funds generated by this fee shall be used only by the county recorder collecting the fee for the purpose of implementing a social security number truncation program.</p>
CA	Santa Cruz	<p>Effective January 1, 2008, Santa Cruz County, California, requires 10 point font on the first page of each document and a minimum of 8 point font on each subsequent page.</p> <p>If the document does not meet this requirement, an additional \$3 fee will be applied per page.</p>
IL	McHenry	<p>McHenry County, Illinois, increased its recording fees, effective December 1st, 2007.</p> <p>Their new fees are as follows: Releases &amp; Assignments: \$42.00 for the first four pages. Fee for each additional page remains the same at \$1.00.</p>
IL	Montgomery	<p>Effective October 1, 2007, Montgomery County, Illinois, now requires a PIN (parcel identification number) on documents submitted for recording.</p>
NY	Columbia	<p>Effective December 1, 2007, Columbia County, New York, increased its deed transfer tax to \$3.00 per \$500 or fraction thereof of consideration. The first \$150,000 of consideration on a single family residence will be exempt from the tax increase. This additional tax will only apply to conveyances made on or after December 1, 2007. However, transactions are not subject to the additional tax if a binding written contract was executed prior to December 1, 2007, provided that the date of execution of such contract is confirmed by independent evidence such as the recording of the contract, payment of a deposit or other facts and circumstances as determined by the Treasurer.</p>

# County Update

State	County	Description
NY	Columbia (Cont)	In addition, a Supplemental Real Estate Transfer Tax form and an additional recording fee of \$5.00 must be submitted with the New York State Transfer Tax Return Form (Form TP-584).
NY	Cortland	Effective November 1st, 2007, Cortland County, New York, increased its mortgage tax fees to \$1.00 per \$100 or a major fraction thereof of debt.
NY	Dutchess	Effective November 1st, 2007, Dutchess County, New York, increased its mortgage tax fees to \$1.30 per \$100 or a major fraction thereof of debt.
NY	Westchester	Effective January 1, 2008, Westchester County, New York, now requires separate checks for recording fees, mortgage tax and transfer tax. All checks must be made out to the Westchester County Clerk.
PA	Elk	Effective September 12, 2007, Elk County, Pennsylvania, increased its fees by \$10.00 from \$30.50 to \$40.50. New recording fees are as follows:  Releases/Assignments: \$40.50 for the first four pages. Each additional page would remain the same at \$2.00.
RI	All Townships	Effective November 1, 2007, all townships in Rhode Island have a recording fee increase. New recording fees are as follows:  Releases/Assignments: \$49.00 for the first page. Each additional page: \$1.00
TX	Denton	Effective September 1, 2007, Denton County, Texas, has reduced its fees by \$5.00 from \$20.00 to \$15.00. New recording fees are as follows:  Releases/Assignments: \$15.00 for the first page. Each additional page would remain the same at \$4.00 per page.
TX	Fort Bend	Effective September 1, 2007, Fort Bend County, Texas increased their fees by \$2.00 from \$9.00 to \$11.00. New recording fees are as follows:  Releases/Assignments: \$11.00 for the first page. Each additional page would remain the same at \$4.00 per page.
WA	All Counties	Effective January 1, 2008, all counties in Washington increased their recording fees. New recording fees are as follows:  Releases: \$42.00 for the first page. Assignments: \$14.00 for the first page. Each additional page: \$1.00



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