



AmTrust Title introduces nationwide service through MidPoint closing solution

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New York, NY AmTrust Title Insurance Co. introduced “MidPoint,” a new title closing solution that will enable agents to work outside their geographic areas to service clients nationwide.

AmTrust Title president Jason Gordon said, “MidPoint offers agents three different levels of transaction services—depending upon their need—enabling them to offer their clients a truly nationwide service from escrow to close. MidPoint is a ‘game changer’ for the industry, enabling agents to work beyond their coverage areas and capture revenue that would have gone elsewhere in the past.”

Agents can work with MidPoint in three different ways:

Title-Only workflow – At this service level, AmTrust will issue a dual CPL. Agents then control the closing/funding and forward the recording information. MidPoint sends the final policy to the client.

Sub-Escrow workflow – For sub-escrow, AmTrust issues the CPL directly to the lender. The agent controls the closing, and MidPoint handles the funding, recording and final policy.

Full-Escrow service – In this case, the agent maintains direct contact with the client, and AmTrust serves as a silent partner, handling the closing, funding and final policy.

“MidPoint is a true ‘one-stop shop’ for purchasing and refinancing residential and commercial properties, including property reports and title search capabilities,” said Gordon. “What’s more, all the files are completely accessible online, which makes for a smooth and efficient process for agents and their clients who need to cross-license areas and close transactions on a nationwide basis.”

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