



# **5 ways to acquire land faster - for renewable energy developers.**

**Plus a 6th game-changer!**

**and a 7th to help you even further.**

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## Order title searches initially, not title commitments.

**Saves weeks of time. Get land owners out of the market asap by signing them, which prevents competitors from taking your opportunity.**

A commitment is rarely necessary in initial stages, but renewable developers still order them first-thing. **Don't.** You can pursue due diligence steps later. Instead, in just a couple of days you can receive a Vesting/Tax search report for a \$100-\$300, or even a Full 30-60yr search report in 10 days for \$700-\$1,500. In contrast, a title commitment takes 30-60+ days and costs thousands – but they're not necessary until later.

### Why not order commitments up front?

Your solar/wind/battery project deal will not close for 2-3 years, so when you order title commitments far in advance, the underwriter will rank your commitment as low priority, delaying it weeks. They are focused on issuing commitments on more urgent deals, those closing within 90 days.

### Don't solely rely upon tax info as your vesting source

Penny wise & pound foolish – Vesting means ownership. Be careful not to blindly rely upon pulling tax information for free from the tax assessor's office and use it as your vesting verification. Some assessor's info can lag as much as 11 months behind the recording office's records. Ask if it is up to date. If not, cover your bases and order an inexpensive title search of the recording office's records.

### Title search options

All are much faster & less expensive than commitments. All are more accurate & reliable than tax records.

### Vesting & Tax Info search report

Provides info so you may a) ID the correct parties to deal with, and b) accurately cite the property in your lease/purchase agreement's addendum that describes the subject property. Simply cut/paste it into your agreement:

- | Typed vesting clause from the vesting deed, showing all owners. A copy of the vesting deed.
- | Typed legal description from the vesting deed.
- | Tax status and ID#s for each parcel listed in each deed. Copies of each.
- | Does not include a search nor list of any liens or encumbrances.
- | Turn time and costs average a few hours to a few days, and \$100-\$300.

### Mid-length search report options

Gives the above info plus a list & copies of all liens, encumbrances, easements, rights of way, or lease/purchase agreements from your competitors found of record.

- | 1-Owner (aka Owner & Encumbrance) – Searches the property's records back to the recording date of the current owner's deed, aka "vesting deed".
- | A 2-Owner – Searches back to the recording date of the preceding owner's deed. Averages 10 days and \$300-\$750

### A Full/Purchase search report.

Gives all the above info but searches the property's records back 30-60 years. The length is determined by each state's statute of limitations. Averages 10 days and \$750-

A man in a dark suit is crouching next to a large array of solar panels. He is looking down at the panels with a slight smile. The background is a clear blue sky.**2**

## Do NOT order title searches from underwriters.

**Instead, save additional weeks per project by ordering them from our enterprise-level search partner – just like each of the Big-4 underwriters do.**

Underwriters are not in the search business. They are in the business of issuing title insurance policies after deals close, where they earn premiums. They don't perform searches. Instead, they order a large percentage of their searches from our enterprise-level search partner. Underwriters are then forced to deliver searches to you, answer your search questions and coordinate accounts payable. For these reasons, searches are low priority for underwriters, and that creates weeks of needless delay for you.



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## **Standardize your Process – Speeds up problem resolution.**

**Make your workflow silos more accessible and transparent. Reduce delays in problem-resolution when the teammate responsible is absent/unavailable.**

Without automation, silos can't be eliminated, but at least you can make them more accessible and transparent via standardization. When silos are not standardized, no one knows how or where to find an absent/unavailable teammates' work in order to solve title problems.

### **ID best practices**

Poll your team and collect the best, most efficient practices. ID. Write. Train. Monitor. Correct.

### **Standardize naming and numbering**

of folders, files, hardcopy and electronic, so anyone can find any search without wasting a great deal of time hunting throughout folders and inboxes and on various hard drives in various offices.

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## **Streamline Tracking – Further speeds up problem resolution.**

**Permits projects to move toward closing without painful delays.**

When teammates can easily find the status of searches ordered by teammates that are absent or unavailable, this will greatly speed up response time and resolution of title problems by teammates.

### **Centralize tracking**

Shared spreadsheets – for each team member. Dates quotes were ordered/received, amounts approved, dates search/commitment received, dates paid, address/parcel/project.

### **Centralize storage location**

Server, shared drive. Make accessible to all.

### **Assign backups**

for absent/remote employees so their files can be accessed when problems, questions arise. They always do. Prevent being hamstrung.

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## Master your required title knowledge to ID fatal flaws faster.

**Know your minimum project requirements.  
Reduce delay, permit immediate action.**

Elevate knowledge on title problems, defects or features...that negatively impact your project size and/or feasibility. Easements, Rights of Way, Number of owners, Estates, Total acreage, Accessibility limitations, situations when mineral rights searches are required, etc.

### Research

your company's minimum specifications on what a property must have or not have in order to support a viable solar project.

KEEP READING

**See critical title knowledge below.**



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## BONUS – Game Changer:

Why do all of this above manually, when you can just use Title Leader that automates it all for you? For free. Yes. Our enterprise-level search partner pays us, not you.

**Get a free-for-life subscription if you book your demo this year.**

You just pay normal search & commitment fees like you do now. Our enterprise-level search partner pays us, not you. You pay nothing additional. Zero. Zilch. Nada. And you get unlimited users.

**So, since we've removed all barriers,  
why not book a demo now?**

Your team will love you for it.

[Book A Demo](#)

[Watch our Video ▶](#)

**Title Leader's extremely easy-to-use platform helps renewable energy developers accelerate land acquisition by months. How? 4 ways:**

1

Save your team 30-200+ hours of admin time with our automation.

2

Save additional weeks per parcel with access to our enterprise-level search partner.

3

Quickly order/handle title commitments in our platform, from your choice of underwriter.

4

Get standardization and centralization that makes your title process sustainable. No more silos. Requires fewer employees as you grow. Critical infrastructure

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## An added BONUS – Critical Title Knowledge

### The U.S. has a recording system for real estate records

Opinions of ownership are based on using this system. Recording makes documents official and public record. These records for any property are just a historical log.

#### Search

To determine ownership and who has other rights to a property, a portion of that log (records) must to be examined (searched.) The end-use of the search determines how far back in history the records must be searched.

#### Not definitive

Because these records are created, recorded, maintained and searched by humans, the records and the log are often inaccurate; therefore, the search results are not definitive. Problem? Yes.

### Human error & omission

Often, documents that were intended to be recorded to a property's log are not recorded correctly due to typos, use of other addresses, names, etc.

#### Invisible

This is called mis-indexing, and can be make a document undetectable. Mis-indexing is one example of what is called a title defect.

#### Still valid

Mis-indexing does NOT necessarily make a document invalid (lien, deed, easement). More problems? Yes.

### Title Defects

Mis-indexing is one example of many types of title defects. Defects are problems that cannot be detected in a normal, accurate search of a property's records. Regardless of when a defect originally occurs, once discovered it may negatively impact your interest in a property.

#### Financial Loss

Legal claims due to title defects can lead to costly settlements, law suits, forfeiture & loss of investment.

#### Frequency

Legal claims due to defects arise in approximately 8-12% of all policies issued. It does not matter if the defect occurred before or after your lease/purchase.



# Solution to financial loss due to title defects?

## Title Insurance

### Title Insurance Policy

Protects a solar developer from financial loss due to title defects.

#### Premiums

Underwriters are in the business of issuing policies to earn premiums.

#### Defense

The underwriter will defend a policy owner's rights to the property in court, 100% at their expense, and pay off the claim if they lose.

#### Costs/Coverage

Title insurance costs a 1-time premium and has no deductible. The policy covers the holder for as long the holder has an interest in the property.

#### Types

There are different policies for owners, leaseholders and lenders.

#### Bad search

Title Insurance does NOT protect you against a poor-quality title search of a property's log. Those are performance errors by the search vendor and are covered by the search vendor's errors & omissions insurance – Do business with the best, most reputable search vendor possible with substantial E&O coverage. Our enterprise-level search partner is such, and is the leading search vendor in the nation.

### Title insurance commitment?

A written commitment from a title insurance underwriter to the solar developer, to issue a title insurance policy at closing if the conditions of the commitment are met. The policy protects a solar developer from financial loss due to title defects. See title defects above.

#### Search

A commitment on a renewable energy project can only be provided to you after an extensive search of the property's records is done and reviewed (a 120yr or patent search.)

#### "Patent"

describes the record of the US Govt's land grant/sale to the first private owner.

#### Requirements

The commitment is contingent upon a set of requirements that must be met by closing, and is also subject to a list of exceptions.

#### Solar commitments take longer and cost more

Averages 30-60days and \$900-1,300 per parcel searched.

Each deed may contain multiple parcels. Each parcel requires its own search.



## When do solar developers need a title commitment?

Once you have the land under signed agreement by its owners and all other objectives have been met so that you are prepared to move forward, then a title commitment may be ordered. It permits you to:

### Begin curative tasks

Making various adjustments to the property's records so that you may proceed with your intended use of the property with as little risk as possible.

### Order an ALTA Land Survey

(American Land Title Association) – You must first have a commitment before ordering this. It is a costly, detailed survey of the property's boundaries and property records in a commitment. All are then drawn, providing a visual representation of all parties' rights to the land – boundaries, easements, rights of ways, etc. It is critical to plotting locations for improvements, etc.

### Alternative

You may order commitments on our platform, choosing the underwriter you prefer, and receiving all benefits of our automation, standardization and centralization of the 11 mandatory steps of ordering/handling title searches & commitments. For free. Our search partner pays us, not you.

