

## Q&A with Timothy C. Healy, CEO of PropLogix providing Full-Service Due Diligence Technology Solutions for Title Agents with Municipal Lien Searches, Estoppel Letters, Land Surveys, and Release Trackingx



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**CEOCFO:** *Mr. Healy, according to the PropLogix site, you are simplifying the entire real estate experience by innovating and disrupting the status quo. How?*

**Mr. Healy:** We're taking advantage of technology and creating a means for title companies to do business by helping with their due diligence. We help them look for things like unrecorded municipal debt (a very common need in Florida and other states) and we also

procure tax certificates and information from HOAs, commonly referred to as HOA Certificates, or Estoppel Letters. We also help them get land surveys and track releases on mortgages, or deed reconveyances. Our technology simplifies the management of this due diligence by use of software integrations. Most title companies use closing software and we have integrated with most of the major title software companies such as ResWare and RamQuest. These integrations allow users to almost instantaneously send all the information we need to do our job with the click of a button and when we're done, we can easily send the research back and they never have to leave their closing software. It makes them more efficient and less prone to data errors when they don't have to enter information twice. Beyond software integrations, we've built our own platform that most clients prefer to use because we've made it so simple to create new and monitor existing orders.

**"We are already working on our new products and services that we can release to the industry. We continue to grow our development team and enhance our technology to help buyers, sellers, Realtors, title agents, and real estate attorneys through the services that we can provide to them."**

**- Timothy C. Healy**

**CEOCFO:** *Why has it taken so long for the real estate industry to make use of technology?*

**Mr. Healy:** It is definitely an industry that is lagging a bit in terms of technology, hence why we are disrupting the status quo, bringing innovation and technology to the industry. Introducing change to an industry that has always done things a certain way can be hard. Leaders of title companies big and small are concerned with questions like, how is it going to impact my business and why should I do this when everything works fine? We are starting to see more acceptance now as more young people who really thirst for technology to make their lives easier are getting into this line of work.