



Electronic Document Recording Solutions

inside ingeo

News in Brief

Q4 2007

Ingeo Systems, Inc.

1300 North 200 East, Suite 118

Logan, UT 84341

Telephone: 435-755-9837 * www.ingeo.com

INGEO'S TRANSACTIONS INCREASE DESPITE DOWNTURN IN MORTGAGE INDUSTRY

Ingeo's electronic document recording transactions increased nearly 31 percent in 2007 despite a downturn in industry averages of more than 30 percent. "In 2008, we're planning to double our current monthly transaction count," said Karl Klessig, Ingeo's CEO.

In 2007, Ingeo continued to expand its alliances with technology and business partners, which now number 34. "We're negotiating contracts with others and expect this number to grow by 25 percent during the first half of 2008," Klessig explained. "We also plan to expand our base of submitters by 30 percent in 2008." This growth, in conjunction with Ingeo's rapid expansion into more counties and states, points to a year of exponential growth for the company.

MILWAUKEE COUNTY STUDY DEMONSTRATES INGEO'S LEADERSHIP IN REJECTION RATES

A study recently conducted by Milwaukee County, Wisconsin illustrates how Ingeo's superior performance stands out among competitors. The results, gathered by the Milwaukee County Register of Deeds, show that Ingeo's document rejection rates are far lower than those of other e-recording providers. In the study, Ingeo's document rejection rates compare very favorably – 4.6 times lower than one major competitor and 6.9 times lower than another.

The study confirms what Ingeo customers have been saying of Ingeo's performance in the more than 210 counties across the nation where Ingeo has implementations.

323% GROWTH IN 2007: INGEO SETS RECORD IN COUNTY COVERAGE EXPANSION

During 2007, Ingeo's county coverage jumped from 65 counties at the beginning of the year to 210 by year-end. This is a spike in growth of more than 323 percent for the year.

"The company is making great strides in expanding coverage in counties across the nation," said Karl Klessig, Ingeo's CEO. "Currently we provide eRecording in 210 counties in 24 states and in the District of Columbia."

Ingeo's plan for 2008 calls for further expansion into at least eight more states. The company also is targeting more counties in states where Ingeo already has a presence.

"We're starting the year with coverage of more than 50 percent of the population in seven states and the District of Columbia," Klessig said. "In Iowa and the District of Columbia, nearly 100 percent of the population has access to e-recording through Ingeo's implementations."

Following is a chart that shows where Ingeo's current country coverage exceeds 50 percent of the population.

State	Percentage of Population Covered
Arizona	63.14%
California	56.51%
Colorado	65.49%
District of Columbia	100%
Illinois	58.10%
Iowa	91.84%
Texas	52.93%
Wisconsin	56.64%

MORTGAGE BANKERS ASSOCIATION PREDICTS SLOW GROWTH IN 2008

According to a recent report from the Mortgage Bankers Association (MBA), economic growth will continue to slow through the first half of 2008 and resume trend-like growth toward the end of 2009. Total mortgage production will be down 16% to \$1.96 trillion in 2008 from a projected \$2.34 trillion in 2007. This would mark the first time since 2000 that total mortgage originations fell below \$2 trillion. Total originations should see a further drop of 4% in 2009 to \$1.88 trillion.

Following are other key points from the latest MBA forecast:

- Housing starts and home sales are expected to continue to trend down and reach bottom around the end of the third quarter of 2008.
- Total existing home sales for 2008 will decline by about 13% from 2007 to 4.94 million units. Sales will pick up by about 4% in 2009.
- New home sales will decline by about 15% in 2008 from 2007 to 666,000 units. Sales are expected to increase about 7% in 2009.
- Median home prices for new and existing homes are expected to decline in 2008, with nominal median prices falling about 2%. Prices should increase by between 1% and 2% in 2009.
- Residential purchase mortgage originations will decline about 18% in 2008 to \$955 billion from a projected \$1.16 trillion in 2007. Given a recovery in sales and prices in 2009, purchase originations should be up by 5% to one trillion in 2009.
- Refinance originations are expected to decline about 14% to \$1.01 trillion in 2008 from a projected \$1.17 trillion in 2007. Refi activity will decline by 13% to \$883 billion in 2009 from 2008.



INGEO PROVIDES ERECORDING IN SEVEN OF NATION'S TEN MOST POPULATED COUNTIES

According to the U.S. Census Bureau figures for 2006 populations, the top ten most populated counties in the nation include seven that are Ingeo customers. And, of the top 20, 13 are in Ingeo's network. The following chart shows the results of this statistical study of Ingeo's coverage:

Rank	Ingeo County	State	Population
1	Los Angeles	CA	9,948,081
2	Cook	IL	5,288,655
3	Harris	TX	3,886,207
4	Maricopa	AZ	3,768,123
5	Orange	CA	3,002,048
6	San Diego	CA	2,941,454
9	Dallas	TX	2,218,899
11	Riverside	CA	2,026,803
12	San Bernardino	CA	1,999,332
14	King	WA	1,826,732
15	Brevard	FL	1,787,636
18	Tarrant	TX	1,671,295
20	Bexar	TX	1,555,592

INGEO LAUNCHES PLANS TO ADD TAX DOCUMENTS TO ITS PRODUCT PORTFOLIO

Ingeo is working to introduce tax documents as another product line in 2008. "In addition to lien releases, assignments, deeds of trust and closing documents, we are adding tax documents to our product portfolio," said Karl Klessig, Ingeo's CEO.

"Initially, we're focusing on a few states where there is a mandatory need to include tax payments and where there is complicated and multi-tiered routing involved. Pilots, already set up with county partners, will ensure that the systems achieve the same level of performance, reliability and quality that our current document production delivers," Klessig explained. "Each state is different regarding payment and document requirements, and the system will automatically adjust for these differences without the knowledge of or input from the operator," he said.

NATIONAL ASSOCIATION OF REALTORS REPORT SHOWS SOME OPTIMISM FOR 2008



Over the first few months of 2008, existing-home sales are expected to hold fairly steady as indicated by pending sales activity, then rise later in the year and continue to improve in 2009, according to the latest forecast by the National Association of Realtors® (NAR).

NAR's report predicted existing-home sales for 2007 will total 5.66 million, the fifth highest on record, then edge up to 5.70 million in 2008 and 5.91 million in 2009, compared with 6.48 million in 2006.

New home sales are projected at 773,000 for 2007, and declining to 669,000 in 2008 before rising to 730,000 in 2009, but well below the 1.05 million in 2006. With an appropriate slowdown in production, housing starts,

including multifamily units, are forecast at 1.36 million for 2007 and 1.09 million for 2008 before climbing to 1.10 million in 2009; starts totaled 1.80 million in 2006.

Other expectations in the NAR report follow:

- The 30-year fixed-rate mortgage will rise slowly to the 6.5% range by the end of 2008, but additional cuts in the Fed funds rate would lower short-term interest rates.
- Growth in the U.S. Gross Domestic Product (GDP) is seen at 2.1% in 2007, below the 2.9% growth rate in 2006; GDP growth will probably be 2.0% in 2008.
- After averaging 4.6% for both 2006 and 2007, the unemployment rate is estimated to rise to 5.3% in the second half of 2008.
- Inflation, as measured by the Consumer Price Index, is projected at 2.9% for 2007 and 3.1% in 2008; it was 3.2% in 2006.
- Inflation-adjusted disposable personal income is forecast to grow 3.1% for 2007, the same as in 2006, and then grow 1.6% in 2008.

INGEO PARTNERS

ACS	Exigent Technologies	Landata Systems	Reconveyance Professionals, Inc.
AmCad	Fidelity Information Services	Logan Systems	SIRE Technologies
Aptitude Solutions	Fidlar Software	Manatron	SouthTech Systems
Business Information Systems	First American	Nationwide Title Clearing	Sunrise Systems
Communications Intelligence Corp.	Global 360	NewVision Systems	TD Services
Cott Systems	Hart InterCivic	Optical Storage Solutions	TriMin Systems
Document Technology Systems	Kuvera Enterprise Solutions	Rekon Technologies	TylerWorks/Eagle

INGEO AVAILABLE COUNTIES

Maricopa, AZ	Cook, IL	Tulsa, OK
Yavapai, AZ	DuPage, IL	Allegheny, PA
Los Angeles, CA	Kane, IL	Chester, PA
Orange, CA	Rock Island, IL	Lancaster, PA
Riverside, CA	Winnebago, IL	Philadelphia, PA
San Bernardino, CA	Iowa (95 counties)	Bexar, TX
San Diego, CA	Sedgwick, KS	Brazoria, TX
San Mateo, CA	Wyandotte, KS	Collin, TX
Alamosa, CO	Middlesex North, MA	Dallas, TX
Arapahoe, CO	Macomb, MI	Denton, TX
Archuleta, CO	Oakland, MI	Harris, TX
Baca, CO	Ottawa, MI	Hidalgo, TX
Bent, CO	Crow Wing, MN	Midland, TX
Boulder, CO	Hennepin, MN	Nueces, TX
Conejos, CO	Martin, MN	Parker, TX
Delta, CO	McLeod, MN	Tarrant, TX
Denver, CO	Pope, MN	Webb, TX
Douglas, CO	Renville, MN	Wichita, TX
Eagle, CO	Scott, MN	Salt Lake, UT
Gilpin, CO	Wabasha, MN	Fairfax, VA
Jefferson, CO	Wright, MN	King, WA
Kit Carson, CO	Boone, MO	Snohomish, WA
La Plata, CO	Lincoln, MO	Brown, WI
Larimer, CO	St. Louis City, MO	Chippewa, WI
Mineral, CO	Washoe, NV	Columbia, WI
Otero, CO	Merrimack, NH	Dane, WI
Pueblo, CO	Camden, NJ	Eau Claire, WI
Routt, CO	Cape May, NJ	Kenosha, WI
Weld, CO	Cumberland, NJ	Milwaukee, WI
Washington, DC	Gloucester, NJ	Outagamie, WI
Bay, FL	Monmouth, NJ	Ozaukee, WI
Brevard, FL	Ocean, NJ	Portage, WI
Broward, FL	Passaic, NJ	Racine, WI
Duval, FL	Union, NJ	Rock, WI
Hillsborough, FL	Durham, NC	St. Croix, WI
Orange, FL	Mecklenburg, NC	Washington, WI
Palm Beach, FL	New Hanover, NC	Waupaca, WI
Polk, FL	Delaware, OH	Winnebago, WI
Champaign, IL	Richland, OH	