



## WHO'S WHO in Title Insurance



### Kenneth P. Warner and John F. Burke

Landstar Title Agency

Landstar Title Agency in Mineola was formed in 2002. Its principal/counsel is Kenneth P. Warner, Esq.; its president is John F. Burke.

"We have accomplished so much in two years," said Burke. "We now have 33 employees, four in-house counsel members, a successful settlement company (Escrow Settlement Corp.), two joint venture companies and a recently-built Manhattan office."

"I feel our clients, who are mostly real estate attorneys, look for legal expertise," Burke said. "Attorneys want to get advice and more importantly, decisions from another attorney. We try to give them quick and common sense solutions to get the deal closed."

Burke and Warner observe major changes in the residential market including the bundling of title insurance with other services such as flood certification, appraisals, document preparation, loan settlement and loan processing. "Title companies are under pres-

sure from lenders to deliver multiple products and services faster and cheaper than ever before," Warner said.

A second major change in the residential market involves the entry of realtors and mortgage professionals into the title insurance business, Warner said.

"The largest title insurance companies have rushed to create joint venture title insurance agencies with realtors and mortgage professionals thereby removing these entities as potential customers for local title insurance agencies," Warner said. "When joint venture title agencies are well managed, they provide the homebuyer with the convenience of a one-stop-shop and the efficiency that comes from the realtor/mortgage broker and title agency working closely together."

However, Warner warns potential clients that poorly managed joint venture title agencies may have higher fees.

"Homebuyers and attorneys should keep in mind that in all cases the homebuyer and

the attorney have the legal right, under HUD regulations and NYS Insurance law, to choose their title insurance provider and the title insurance provider for the lender," Warner said. "If a joint venture one-stop-shop is not likely to provide good service or is charging high fees, the homebuyer and attorney should exercise their right to choose a high quality title insurance provider with competitive fees."

Warner is recognized as an expert in real property and insurance law. His 15-year career in title insurance has included general counsel positions. He has also participated in numerous commercial financings.

Burke started at First American Title Insurance Company as an account executive in its Brooklyn office. From there, Burke led the equity division at First American in Garden City. In 1992, he was recruited by Titleserv and rose to senior vice president. He then joined Commonwealth Land Title in 2000 where he continued to build his clientele.