



## Real Matters Begins Deployment with Tier 1 Lender for Title and Closing Services in the U.S.

May 1, 2018

### *Platform to service the centralized mortgage origination channel by the end of Fiscal 2018*

TORONTO--(BUSINESS WIRE)-- Real Matters Inc. ("Real Matters") (TSX: REAL), a leading network management services platform for the mortgage industry, today announced that it is beginning deployment with a Tier 1 lender in the U.S. to provide title and closing services for core refinance mortgage originations through its platform by the end of Fiscal 2018. The platform is expected to significantly reduce closing times by leveraging Real Matters' innovative technology and field agent partnerships, creating an industry-leading consumer experience.

"We are thrilled to be putting our Solidifi title and closing network management platform to work for one of the largest mortgage lenders in the U.S., building on our performance track record in appraisals," said Real Matters CEO Jason Smith. "We are transforming the consumer experience at the closing table by setting a new standard for the industry. Solidifi has the capability and scale to deliver quality and compliance, on a consistent basis."

Designed with a focus on getting quality right at the front-end of the process, the Solidifi network management platform is an open network where field agents compete for business based on performance. Solidifi's national network has the capacity to scale and deliver better performance across the country. Through its breadth of expertise, robust credential management and performance-based assignment, Solidifi is able to provide the best local market expert for every mortgage transaction, every time.

"Our network management platform is at the forefront of innovation in the mortgage industry and is helping lenders deliver simplicity and convenience for their customers throughout the mortgage process," concluded Smith. "With more than 60 of the top 100 lenders in the U.S. as clients, we continue to drive greater efficiencies for lenders while offering new ways to improve the consumer residential lending experience."

### **About Real Matters**

Real Matters is a leading network management services provider for the \$16 billion mortgage lending and insurance industries. Real Matters' platform combines its proprietary technology and network management capabilities with tens of thousands of independent qualified field agents to create an efficient marketplace for the provision of mortgage lending and insurance industry services. Our clients include more than 60 of the top 100 mortgage lenders in the U.S. and some of the largest insurance companies in North America. We are a leading independent provider of residential real estate appraisals to the mortgage market and a leading independent provider of title and mortgage closing services in the U.S. Real Matters services the U.S. residential mortgage industry through the Solidifi brand. Established in 2004, Real Matters has offices in Buffalo (NY), Denver (CO), Middletown (RI), and Markham (ON). Real Matters is listed on the Toronto Stock Exchange under the symbol REAL. For more information, visit [www.realmatters.com](http://www.realmatters.com).

### **FORWARD-LOOKING INFORMATION**

This press release contains forward-looking statements within the meaning of applicable Canadian securities laws including statements related to the expected date of providing title and closing services to the Tier 1 Lender as well as the expected reduction in closing times by use of the platform by the Tier 1 Lender. The words "continue", "expect", "anticipate", "estimate", "may", "will", "should", "views", "intend", "believe", "plan", "outlook" and similar expressions are intended to identify forward-looking statements. Forward-looking statements are based on estimates and assumptions made by Real Matters in light of its experience and its perception of historical trends, current conditions and expected future developments, as well as other factors that Real Matters believes are appropriate in the circumstances. Many factors could cause Real Matters' performance or achievements to differ from those expressed or implied by the forward-looking statements, including, without limitation, the following factors, some of which are discussed in detail in Real Matters' Annual Information Form and other public filings which can found

at [www.sedar.com](http://www.sedar.com). 

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