

▶ **DECEASED**



On May 2, 2024, a new title order was opened and assigned to Johna Cannon, title officer extraordinaire with Ticor Title's office in Newport Beach, California. The new order was for the sale of vacant land in San Diego County for \$85,500 even though the subject property was closer to \$200,000 in value.

The escrow was being handled by an independent escrow company in Orange County. The order was opened as an all-cash transaction with a quick closing.

These are the warning signs that caused Johna to perform additional research on this transaction:

1. Non-owner occupied/vacant land sale.
2. Property was purchased by the current owner on June 24, 1963.
3. All-cash sale with a quick closing.
4. Seller insisted on using their "preferred" notary.
5. Sale price below market value.
6. Property was listed with an agent in Orange County, but the property was located in San Diego County.

Johna knew she was going to have to find out if the seller was the true owner or an imposter. She ran the seller's name through a search engine and discovered the true owner was deceased. In fact, he died in 2002! Johna reached out to the independent escrow officer to let her know she was dealing with an imposter. Johna also alerted all of the other title companies about the attempted fraud, so they did not accidentally end up closing a subsequent deal on the same property.

Johna trusted her instincts and as a result saved the Company from a potential claim.