



New, High-Tech Central Florida Title Agency Makes Key Additions to Fast-Growing Real Estate Closing Operations

Winter Park-Based NewCastle Title Services Solidifies Management, Sales & Marketing Positions -- Planning Future Florida Expansion

WINTER PARK, FL, UNITED STATES, January 31, 2014 /EINPresswire.com/ -- NewCastle Title Services, a new, high-tech Winter Park-based title agency that debuted on January 1, continued to press forward on full building mode by adding five new people to its fast-growing Central Florida real estate closing operations.

According to President, CEO and company co-founder Daniel A. Wallace, the new staff additions will shore up the company's sales & marketing, management and administrative efforts in Winter Park, Southwest Orlando and Osceola County.

The new additions include:

- Paul Ricci, Pinpoint Office Manager, Winter Park;
- Joyce Stratton, Pinpoint Office Manager, Southwest Orlando;
- Larissa Jackson, Pinpoint Office Manager/Paralegal, Kissimmee;
- Kellie Richards, Production Manager, Kissimmee;
- Christy Hoffman, Assistant Escrow/Plant Manager, Kissimmee.

In their capacities as Pinpoint Managers, Ricci, Stratton and Jackson will be responsible for new business development in their respective markets and building a customer base to service the customers of Realtors, lenders, home builders and attorneys in those areas.

Richards and Hoffman will work out of the company's Escrow and Production Center in Kissimmee which is responsible for supporting all of NewCastle's Central Florida closing operations, which presently include offices in Kissimmee, Winter Park and the Dr. Phillips areas of Southwest Orlando.

The new hirings follow the earlier additions of Connie Hall, who joined NewCastle in November as Vice President/Escrow Plant Manager for the company's Escrow and Production Center in Kissimmee and Pam Potenza, who came on board January 1 as Office Manager for the company's corporate office in Winter Park.

"We are on schedule putting the essential personnel in place to support our real estate closing locations," says Wallace. "In addition to Central Florida, we also are vigorously looking outside the market for other locations within the state to introduce the NewCastle brand."

Wallace and partner and CFO and co-founder Nathan Chitty expect to have at least six NewCastle locations fully staffed and running throughout Central Florida by the end of the year and a total of 33 locations sprinkled throughout the state by Year 2018 – the final year of the company's five-year business plan.

Besides its current three locations, Wallace and Chitty are looking at expanding their market presence by opening additional Central Florida closing operations in Seminole, Brevard, Volusia, Lake and Polk counties which comprise the Metro Orlando area.

Chitty adds that NewCastle also is looking hard at the Tampa/St. Petersburg market which would serve as the company's first push outside Central Florida. Discussions currently are underway with a high-profile Tampa home builder to lead the efforts in that market and the company is developing a statewide marketing plan for home builders.

"We are looking and evaluating every market under consideration within and outside the Central Florida core," says Chitty. "Right now, though, we are concentrating on Central Florida trying to build and solidify the company's infrastructure.

"We believe the outstanding additions we have made so far will be instrumental in our growth and success as we push forward."

Wallace and Chitty anticipate making additional personnel announcement in the coming weeks.

NewCastle Title is a full-service, high-tech title agency that will employ a plethora of innovations and technologies in its real estate closing efforts as it works to build market share.

The company is projecting on processing between 1,200 and 1,500 title orders in its first year.

Chicago Title Insurance and Westcor Title are handling the underwriting for NewCastle Title Services.

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