



# Nicole MALCOLM

Title Family of Rockstarclosers

Many people say Pink is the most famous person to come out of Bucks County, but Affinity Land Services President and CEO, Nicole Malcolm, has a whole family of rock stars here! Nicole and her Title Family of Rockstarclosers shine as brightly in real estate as Pink does on stage, and they're garnering just as many rave reviews.

"We aren't your typical title company," Nicole says. "As a family-owned and operated company, we put our blood, sweat, and tears into 'wowing' clients and industry partners. We are passionate about helping people have a smooth and seamless closing, and we love making REALTORS® look like rock stars, too. People pick up on our vibe as soon as they step through our door. Instead of being bland and boring, we make this last piece of the transaction memorable and fun."

A Philadelphia native, Nicole grew up in the real estate arena. Her parents were both REALTORS® then eventually venturing into mortgages. Later, her dad went on to own his mortgage brokerage, and her mom became a mortgage company executive. "They inspired







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me to always go after what I wanted and not let anything stop me," Nicole smiles. "I've always been an entrepreneur, so after working for others in the mortgage and title arenas, I decided to start a title company in 2008 with a partner. We succeeded even though that was not the ideal year to start a business in real estate! Then, in 2012, I launched Affinity Land Services on my own. Now my three kids work with me, and we all have our niche. Rachel is our VP of Escrow and Closings, Thomas is our Executive Vice President, and Brittany is our Vice President of Marketing and Sales. We've evolved Title Family of Rockstarclosers into a well-oiled machine."

The company is known for being able to solve problems other title companies won't typically address. "We think outside of the box," Nicole says. "What looks like a barrier to closing can often be overcome with the proper knowledge, understanding, and effort. For example, not all court judgments necessarily stop the process. Our team is fantastic at clearing issues up and working with

underwriters to get more closings approved. We take the stress and fear out of closing by looking at every transaction detail and helping clients figure out how to move forward efficiently, effectively, and quickly - regardless of the circumstances."

Appreciating the Rockstarclosers' personal approach and breadth of connections, real estate agents around Bucks County are singing their praises. The company has joint ventures with a multitude of different brokerages and qualified REALTOR® partners. "Over the course of the last decade, we've created relationships and multiple joint ventures at pivotal transaction points, leading to positive outcomes for everyone. Our partners grew as we grew, and we will continue nurturing those relationships."

Being available 24/7 and accommodating last-minute closing is the standard operating procedure at Rockstarclosers. "Most title companies work corporate, 9-to-5 hours," Nicole says. "But it's not unusual for one of us to be on the phone at 10 pm."

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We are always working because title is our life. Besides, we love it so much it doesn't feel like work. The title industry is intriguing and rewarding. It's also fast-paced, and our secure e-Closing and e-Notary technology has saved many deals, especially international ones. Solving problems and giving clients peace of mind in what can be a stressful, emotional process makes us feel like rock stars. We love it when someone says, "That was easy!"

Title Family of Rockstarclosers has earned several awards, including:

- 2016, 2017 and 2020 Stewart Pacesetter Award
- 2019 and 2020 Commonwealth Top Producer Award
- 2020 and 2021 Stewart Circle of Excellence Award
- 2021 Commonwealth Top 25 Agent Award

Nicole's biggest fan is her husband of 30 years, Tom Malcolm. "We married young and have been through it all," she says. "Tom has always been my rock, even though he had to endure many late-night dinners alone. Without his love and support, I couldn't have built a successful business while raising a family of Rock Star Closers."

*To learn more about how you can 'Close with a Rockstar,' please visit <https://www.deedsearchers.com/index.html>.*

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