

Providing Preliminary Numbers to Lenders (Needed for Loan Estimate)

- Lender: "Send us your preliminary HUD!"
- Problem: Title insurance premiums are not calculated using TRID rules on a HUD-1.
 - You could be blamed for giving wrong information.
- Solution: Send a preliminary Closing Disclosure.
- Bonus: Send the Florida Insurance Premium Disclosure to show rating comparison.

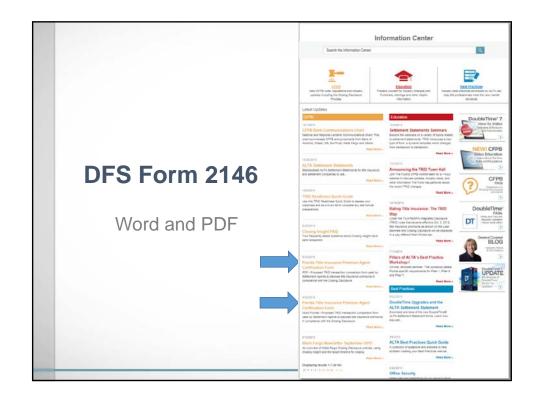
General Counsel News



DFS Form 2146

- Is it required?
 - Substance (Rule 69B-186.008, F.A.C.)
 - Licensed title agencies YES!
 - Law firms It's the right thing to do.
 - Form
 - No.
 - Other solutions
 - Separate page.
 - Add language to other closing agreement forms, etc.
 - What to do with the form
 - Provide to seller, buyer, lender.
 - Keep in file for 5 years.
 - What are the license IDs for lawyers
 - Use Bar number for agent license.
 - Leave blank for agency license.

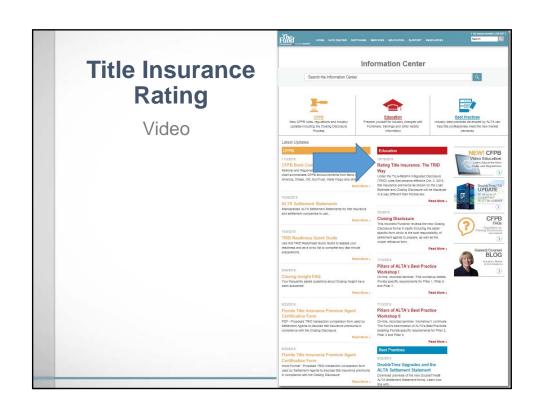


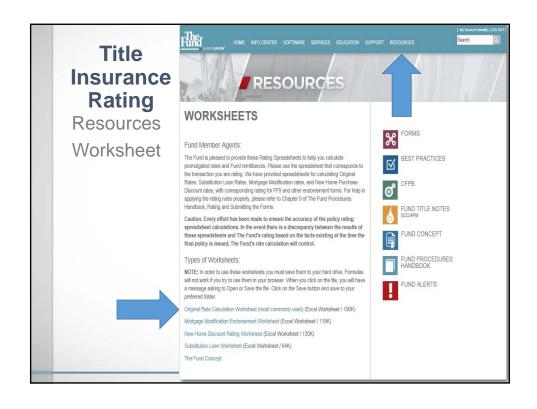


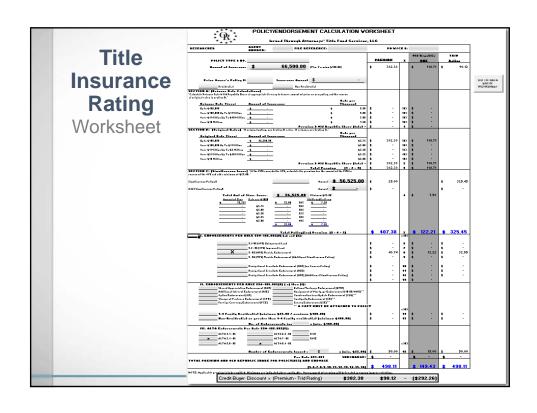
Providing Preliminary Numbers to Lenders

- · What to send?
 - Everything you know of at time request is made!
 - Title insurance premiums the "TRID" way.
 - All your settlement fees described the way you prefer.
 - Let them know if a Title Survey is required (Form 9 issue).
 - Home warranties or other contractual issues (e.g. seller lump sum credit for closing costs).
 - · HOA/COA amounts and fees.
 - · Real estate taxes.
 - Policy surcharge (\$3.28)
 - Loan estimate must include all costs a borrower is likely to pay which are known to the creditor.









- Can I give the combined CD to buyer, seller, real estate agents, associations, etc.?
- Both buyer and seller can receive the combined CD.
- As for real estate agents and associations, check with the lender. Lender may say no or require written authorization from buyer.
- Instead of the CD, consider giving 3d parties the ALTA Settlement Statement. This should meet their needs.
- Buyer is always allowed to give documents directly to 3d parties.



Sharing with Realtors® (and anyone else)

- No TRID prohibition anywhere in the rules!
 - CFPB's April 13, 2012 warning letter.
- Lender policies not uniform read closing instructions.
- You may wish to protect yourself (even if lender is not concerned).
- Provide signed ALTA Settlement Statement(s).



- What new forms does the seller sign?
- Required DFS 2146
- Might be required Addendum B to Closing Disclosure
- Optional Alternative settlement statement, e.g. ALTA Settlement Statement
- TRID does not require seller to sign



- Who should be listed as the payee for title insurance?
- Title Lender's Title Insurance to [Agent Name]/Old Republic National Title Insurance Company



- The title insurance rates on the CD provided by the lender are not TRID compliant. What do we do?
- Verify the lender is including the full amount due under Florida law. If not, call lender.
- If the total amount is accurate, but the allocation is incorrect, display as requested by the lender and close.



- Lender closing instructions require me to sign and indemnify lender. What should I do?
- Analyze the specifics of the request.
 - Closing Protection Letter (CPL) covers lender for settlement agent non-compliance with closing instructions.
 - If request is for additional indemnification (e.g. lender mistakes) you must make a business decision.
- ALTA is collecting examples needed for them to take action.



- Buyer is paying a fee to the HOA for a new fence.
 Where does this go?
- Fees to HOAs should be in Table H on page 2.

			•			
G. Initial Escrow Payment at Closing		\$1,716.78				
01 Homeowner's Insurance	\$98.42 per month for 3 mo.	\$295.26	\$.00	\$.00	\$.00	\$.00
02 Mortgage Insurance	\$.00 per month for mo.	\$.00	\$.00	\$.00	\$.00	\$.00
03 Property Taxes	\$177.69 per month for 8 mo.	\$1,421.52	\$.00	\$.00	\$.00	\$.00
04	\$.00 per month for mo.	\$.00	\$.00	\$.00	\$.00	\$.00
05	\$.00 per month for mo.	\$.00	\$.00	\$.00	\$.00	\$.00
06	\$.00 per month for mo.	\$.00	\$.00	\$.00	\$.00	\$.00
07	\$.00 per month for mo.	\$.00	\$.00	\$.00	\$.00	\$.00
08 Aggregate Adjustment		\$.00	\$.00	\$.00	\$.00	\$.00
H. Other		\$527.50				
01 Capital Improvement	to White Sands HOA	\$500.00	\$.00	\$.00	\$.00	\$.00
02 Real Estate Commission Buyers Broker	to (none)	\$.00	\$.00	\$11,280.00	\$.00	\$.00
03 Real Estate Commission Sellers Broker	to Buddy Realty	\$.00	\$.00	\$.00	\$.00	\$.00
04 Title - Owner's Title Insurance (optional)	to Old Republic Nat. Title/Richard P. Bruce	\$27.50	\$.00	\$.00	\$.00	\$.00
05	to (none)	\$.00	\$.00	\$.00	\$.00	\$.00
06	to (none)	\$.00	\$.00	\$.00	\$.00	\$.00
07	to (none)	\$.00	\$.00	\$.00	\$.00	\$.00
08	to (none)	\$.00	\$.00	\$.00	\$.00	\$.00
I. TOTAL OTHER COSTS (Borrower-Paid)		\$5,7	21.49			
Other Costs Subtotals (E + F + G + H)		\$4,540.49	\$1,181.00			

- Where should the \$3.28 policy surcharge be shown?
- Preferred Section E. Taxes and Other Government Fees (payable) to State of Florida.
- Other options We have heard lenders wanting it in Section B. Services Borrower Did Not Shop For, Section C. Services Borrower Did Shop For and Section H. Other (payable) to ORNTIC



- Does it have to say "Optional" next to Owner's Title Insurance?
- If Seller is paying for the Owner's policy, the "optional" language is not required. You can make a customized field in DT without this language.
- However, even if seller is paying, if lender wants "optional," it has to stay.



- Lender wants the 2015 property tax bill to be paid and wants it shown in Section F. Prepaids. Is that correct?
- Lender preference should be followed. "Prepaids" refers to items lender requires to be paid before the borrower makes their first mortgage payment.
- Some lenders may suggest Section H when it is not a loan closing requirement while others may allow it in the Seller's Summaries table on page three since the lien in Florida attached back on January 1st.



Some Cautionary Tales

- Lender may order survey!
- Lender may not provide enough funds to balance!
- Lender may not send you CD in advance.
- Even when lender does send CD in advance, it may change!





What are we looking for now? ...your stories to share

- Closing delays?
- Technology challenges
 - Lender portals
 - DoubleTime
 - Email encryption or lender requirements
- Working with lenders
- Customer experience
- What can we do next ideas?





Frequently Asked Questions How do I fill out the contact table? Contact Information Real Estate Broker (B) Real Estate Broker (S) Settlement Agent Mortgage Broker Lender Name The Mortgage Store Coldwell Banker Keller Williams Wells Fargo 123 Listing Lane Address 123 Bank Lane 123 Mortgage Lane Orlando, FL 32822 123 Commission Lane Orlando, FL 32822 123 Settlement Lane Orlando, FL 32822 Orlando, FL 32822 NMLS ID ID Number for Wells Fargo DFS Number for Title Agency, Inc. OR Blank, if law firm __License ID D Number for Coldwell Banker Contact **Carl Commission** Lisa Listing Title Agent or Attorney Signing Policy Billy Banker Marty Mortgage Contact NMLS ID ID Number for Billy ID Number for Marty ID Number for Title Agent OR Bar Number for Attorney Contact __License ID ID Number for Carl ID Number for Lisa Email billy@wells.com marty@tmp.com carl@cb.com Email for contact lisa@kw.com (407) 555-5553 (800) 555-5554 (407) 555-5552 Phone (800) 555-5555 (407) 555-5551 ALWAYS DRIVEN .