

#### **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!
- Lender may be checking the box on page 5 stating "state law may protect you from liability for the unpaid balance."



# **Providing Preliminary Numbers to Lenders**

- Send on Closing Disclosure Form
  - Be careful with title insurance premiums!
  - Disclose title insurance premiums "the TRID way."
  - Include credit to buyer, if necessary.
  - Consider sending DFS 2146.
  - Include all fees you will be paid and show them the way you prefer.



# **Providing Preliminary Numbers to Lenders**

- What to send?
  - Everything you know of!
    - Your fees
    - Taxes
    - HOA/COA amounts and fees
    - Survey
    - Home warranties or other contractual issues (e.g. credits)

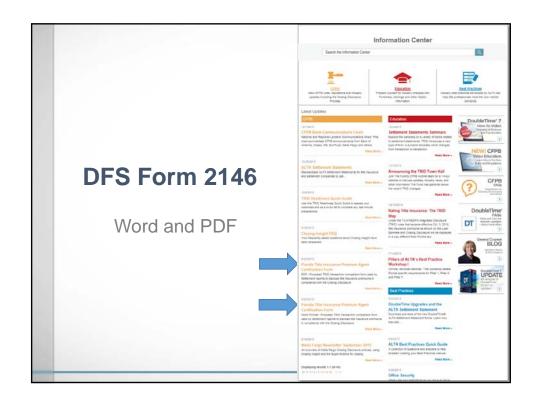


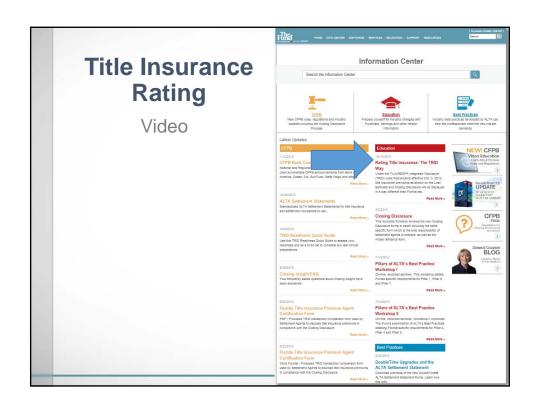
# POPS Form 2146 DFS Form 214

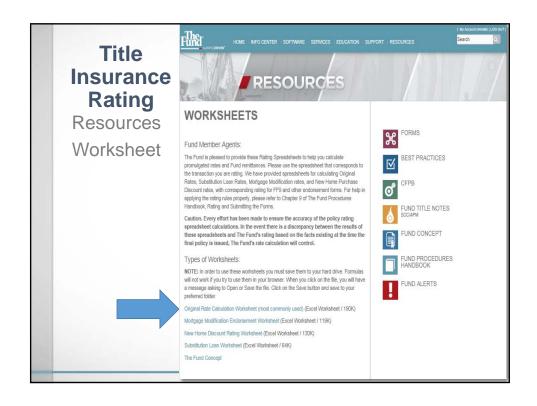
#### DFS Form 2146

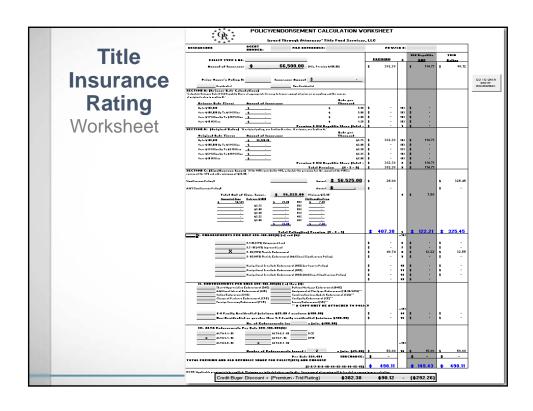
- Is it required?
  - Substance
    - Licensed title agencies YES
    - Law firms It's the right thing to do
  - Form
    - No
  - Other solutions
    - Separate page
    - Add language to other closing agreement forms, etc.
  - What to do with the form
    - Provide to seller, buyer, lender
    - Keep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









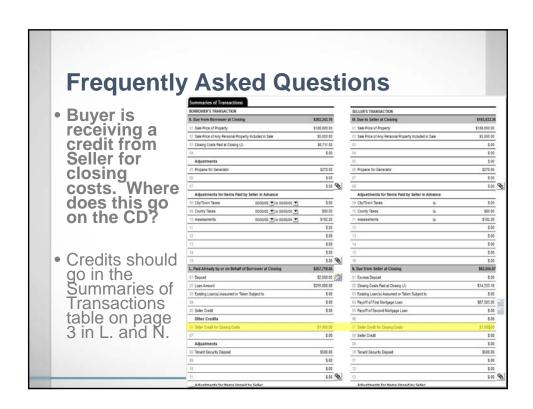


- What new forms does the seller sign?
- Required DFS 2146
- Might be required Addendum B to Closing Disclosure
- Optional Alternative settlement statement, e.g. ALTA Settlement Statement
- TRID does not require seller to sign



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





- 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		\$1,7	16.78			
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)	<u> </u>	\$4,540.49	\$1,181.00			

- 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 the allocation is incorrect, but the total amount is accurate, display as requested by the lender and close.



- 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.



# **Frequently Asked Questions**

How do I fill out the contact table?

	Lender	Mortgage Broker	Real Estate Broker (B)	Real Estate Broker (S)	Settlement Agent
Name	Wells Fargo	The Mortgage Store	Coldwell Banker	Keller Williams	Title Agency, Inc. OR Attorney & Lawyer, P.A
Address	123 Bank Lane Orlando, FL 32822	123 Mortgage Lane Orlando, FL 32822	123 Commission Lane Orlando, FL 32822	123 Listing Lane Orlando, FL 32822	123 Settlement Land Orlando, FL 32822
NMLS ID	ID Number for Wells Fargo	ID Number for The Mortgage Store			DFS Number for Title Agency, In
License ID			ID Number for Coldwell Banker	ID Number for Keller Williams	OR Blank, if law firm
Contact	Billy Banker	Marty Mortgage	Carl Commission	Lisa Listing	Title Agent or Attorne
Contact NMLS ID	ID Number for Billy	ID Number for Marty			Signing Policy
Contact License ID			ID Number for Carl	ID Number for Lisa	ID Number for Title Agent OR Bar Number for Attorney
Email	billy@wells.com	marty@tmp.com	carl@cb.com	lisa@kw.com	Email for contac
Phone	(800) 555-5555	(800) 555-5554	(407) 555-5553	(407) 555-5552	(407) 555-555



 What settlement statement do I use for what kind of transaction?

1-4 Family, Residential with Closed-End Mortgage	HELOCs	Reverse Mortgage	Cash (choose any from below)	Commercial (including single-family investment properties)
Closing Disclosure	Pre-2010 HUD	GFE-HUD	Pre-2010 HUD	Pre-2010 HUD
Supplemental Forms (optional)			ALTA Settlement Statement	ALTA Settlement Statement
ALTA Settlement Statement			"Simple" DT Form	"Simple" DT Form
"Simple" DT Form			Word/Excel Document	Word/Excel Document
Word/Excel Document				

- 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



- 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.



- Do the rules apply to foreign nationals?
- There is no exception based on the nationality or citizenship status of the borrower. If the borrower and loan otherwise fall under the rule, the lender must comply.
- Exceptions for commercial and agricultural land





#### DoubleTime: FAQs

- The contacts are not displaying in the Contact Information table on page 5.
- The Contact Information table is populated based on the Participants added in the Closing File Module, Participants tab.
- Lender, Loan Officer, Buyer's Broker, Buyer's Agent, Seller's Broker, Seller's Agent, Mortgage Broker Company, and Mortgage Broker will populate.
- You can also right-click the header on the Contact Information table to insert or delete participants.



#### DoubleTime: FAQs

- How do I access the ALTA Settlement Statements?
- Make sure you have DT version 7.0.1.
- While in the Settlement Statements module, click the "Reports" menu. The ALTA Settlement Statements are the final 3 options listed.



# What are we looking for now?

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

