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FACTS



Real Estate Agents must know about TRID

1 A new Closing Disclosure (CD) went into effect on October 3, 2015.

- The lender, not the Settlement Agent, will be preparing and delivering the CD to the borrower.

2 The CD must be received by the borrower at least 3 business days prior to the scheduled closing date.

3 The Settlement Agent must get information to the lender approximately 10 to 14 days prior to the closing date.

- Communicate to the Settlement agent all borrower paid charges 10 to 14 days prior to the closing date.

4 The lender will need your individual real estate license number.

- Your company's state real estate license number will also be required for the new CD.

5 The Settlement Agent (not the lender) is responsible for completing and delivering the seller's CD on or before closing.

6 Trident Mortgage Company will share the borrower's CD with their Real Estate Agent.

- This is process is unique to Trident! Other lenders have communicated they will not share the CD with the borrower's agent; you will need to obtain it from the borrower.

7 After delivery to the borrower, these changes will trigger a new 3 day waiting period:

- A changes in fees cause the Annual Percentage Rate (APR) to be inaccurate, the loan product changes, or a prepayment penalty is added.

8 Become familiar with the CD so that you can answer buyer and seller questions.

- The CD refers to Owner's Title Insurance as "optional". However, "optional" should not be confused with "unnecessary". Obtain advice from your trusted Trident Land Transfer partner as to which owner's policy is better for the buyer; Standard or Enhanced.

9 The new TRID rules may affect the negotiated contract terms for the buyer or the seller.

- For example, a 30 days closing may no longer be realistic. 45-60 days is recommended by NAR.
- When you negotiate the contract, schedule the closing date immediately & consider choosing a low volume day for closings (Fridays, as well as the 15th, 30th or 31st of the month are considered high volume closing days).

10 Have a system in place to communicate changes to the contract (after it's been executed) to the lender.

- Have a conversation with buyers about their need to respond immediately to lender requests and remind the seller they must follow the contract to the letter because not doing so may delay the closing.

Questions?

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