In 2015, the real estate industry will experience a major shift, due to the new TILA/RESPA Integrated Disclosure (TRID) rule mandated by the Consumer Financial Protection Bureau (CFPB). At North American Title (NAT), we are committed to providing our customers the information they need to prepare for the implementation.

In this brochure, you will learn:

1. The seven most significant elements real estate agents should be aware of under the new TRID system.

2. What actions are important to take in advance of the transition.

3. How NAT Agents can assist you and your clients in the coming months.

Let us know how we can help! At North American Title, we stand ready to assist you through the transition. We invite you to contact our knowledgeable professionals as we work through the challenges together. As always, we remain committed to closing all of your transactions Like Clockwork®.

www.nat.com
1. **THE LOAN ESTIMATE AND CLOSING DISCLOSURE FORMS**

Take time to become familiar with the new forms so that you are better able to assist your clients. The Loan Estimate combines the old Good Faith Estimate (GFE) and initial Truth in Lending (TIL) disclosures into a streamlined form, designed to be more easily compared to the new Closing Disclosure, which replaces the former HUD-1 Settlement Statement and final TIL.

NAT has prepared a 12-page brochure available for download at www.nat.com/CFPBForms that provides an overview of the new forms, as well as information about the change in processes and protocols.

2. **UNDERSTAND THE NEW FEE GROUPINGS**

The Loan Estimate and Closing Disclosure have been aligned to make it easier for consumers to compare what was promised with the final closing numbers, but there are no longer line numbers, as there were on the GFE and HUD-1. Instead, charges are grouped into specific areas. Learning the new sections will help you quickly find information when your clients ask questions about their transaction.

An easy way to learn about the various sections is by viewing NAT’s educational videos explaining the new forms. Created for you and your clients, these videos can be accessed at www.nat.com/News-Info/NAT-TV.

3. **EXTEND YOUR CONTRACT PERIOD**

The National Association of REALTORS® is advising agents to consider adding two weeks to the contract-to-close timeframe – at least initially – to allow for the new Closing Disclosure delivery rules, as well as other potential delays. Review your contract language as well as your processes now to allow for a potentially longer time period.

NAT is working with our lender customers to establish the necessary technology interfaces and protocols for an efficient exchange of information for the creation of the Closing Disclosure, mitigating many of the anticipated delays as we implement the new forms.

4. **KNOW WHO WILL DELIVER THE CLOSING DISCLOSURE**

Under the new regulations, lenders carry the liability for making sure the Closing Disclosure is in your clients’ hands at least three business days before borrowers become contractually obligated for the loan. Be aware if the lender is delivering the Closing Disclosure or if that responsibility has been delegated to the closing or settlement agent.

As each of our lender customers determine who will be delivering the Closing Disclosure, NAT is creating internal processes to accommodate each procedure. We are well-prepared to meet the delivery parameters, if we are assigned that task. Alternatively, we will work closely with the lender to provide the necessary information so the lender may deliver the disclosure.

5. **ENCourage your clients to cOmpare**

Make sure your clients have received the Closing Disclosure and encourage them to review immediately and compare it to their Loan Estimate. If your clients have any questions about the terms of the loan or any of the various fees, they should be encouraged to contact their lender for clarification. If changes must be made, it is imperative to take care of them as soon as possible.

Your NAT Agent will be in close touch with you and your client’s lender as we move through the last critical days before the transaction is finalized and will respond quickly to your queries.

6. **BE AWARE OF TRIGGER ISSUES**

Walk-through issues, homebuyer concerns with the Closing Disclosure, and changes at the closing table could all trigger a re-issue of the Closing Disclosure, which, in some cases, could force another three-day waiting period. Be prepared to resolve problems earlier in the process to avoid a last-minute impasse.

At NAT, we know last-minute changes are inevitable. We are committed to making the necessary changes to the Closing Disclosure quickly or working with the lender to effect a re-disclosure if needed.

7. **KEEP THE LINES OF COMMUNICATION OPEN**

While it is true that it will be business as usual for most real estate agents – as you manage your listings, contracts and sales – your home buyers and sellers will be asking you lots of questions as they work with the new Loan Estimate and Closing Disclosure. You can be of inestimable benefit to your clients by helping them understand the new forms. Being aware of the new Closing Disclosure timing requirements will also help you prepare your client for the process ahead.

Your NAT closing professional will be working closely with your client’s lender to facilitate any last-minute changes. Make sure you stay in close touch to provide additional information as needed.