**Know Before** You Owe

# **REAL ESTATE AGENT**

# **Quick Reference Guide**

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## **CLOSING DISCLOSURE FORMS**

- The new Closing Disclosure (CD) form will be used for most real estate transactions closed with a mortgage. It replaces the HUD-1 Settlement Statement and final Truth-in-Lending Disclosure.
- In most cases the lender, not the settlement agent, will prepare and deliver the buyer CD.
- The settlement agent is not permitted to send a copy of the CD to the real estate agent, but you may request a copy from the buyer.
- The CD must be delivered to the buyer/ borrower at least three business days prior to the scheduled consummation date. Business days are

defined as all calendar days except Sundays and Federal holidays specified in 5 U.S.C. 6103(a).

- Changes to the CD after delivery to the buyer which require a new three business-day waiting period include: APR changes beyond allowable limits, loan product changes, or a pre-payment penalty is added.
- The settlement agent, not the lender, is responsible for completing and delivering the seller's side of the CD. Settlement agents may elect to prepare a separate CD for the seller.



# **CONTRACT CONSIDERATIONS**

- Allow at least 45 days for a normal contract-toconsummation time-frame.
- Communicate with lender to confirm borrower's rate lock is long enough to meet contract obligations.
- Allow multiple days between concurrent closings.
- Schedule inspections early so reports and invoices can be delivered to settlement agent at least two weeks before anticipated consummation date.



## **INFORMATION AND INVOICES**

- In order to close on-time, the settlement agent will need the following information a minimum of 10 days prior to consummation:
- Seller/Buyer/Borrower name and address »
- » Real estate broker(s) name, address and license ID
- » Real estate agent name, address, license ID, email address and phone number
- » Buyer/Seller credits
- Invoices should be submitted a minimum of 14 days prior to consummation and include written instructions indicating the payer and payee.\*
  - » Real Estate Commissions (Pest, Roof, Home, AC/HT, Septic, Pool, etc.)
    - » HOA Fees and Proration
    - » Attorney Fees
    - » Repairs
    - Seller Payoffs with Breakdown

#### **Market Title LLC**

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\* Not be a complete list for every transaction and some of these items may not apply.

» Inspections

» Survey

» Home Warranty

» Hazard Insurance

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