



## How is our business going to change?

That depends...

What is your role and what products do you offer?



## **Legal History**

• The Dodd-Frank Wall Street Reform and Consumer Protection Act (Dodd-Frank) directs the CFPB to publish rules and forms that combine certain disclosures which consumers receive in connection with applying for and closing on a mortgage loan under TILA (Reg. Z) and RESPA (Reg. X).



#### **Loan Estimate**

- Friday July 31<sup>st</sup> "Old Forms"
- Saturday August 1<sup>st</sup> "New Forms"
- The LE must be delivered or placed in the mail not later than the 7<sup>th</sup> business day before loan consummation.
- The CFPB gave industry 21 months to comply with the final changes, there will be no extensions.



## It all begins with an "Application"

Today, there are 6 different definitions of an application: RESPA, TILA, HMDA, ECOA, FCRA, and NMLS

Application definition on Aug 1 will be six (6) items:

 Name, Income, SS# to pull credit, Address, Estimated Property Value, Loan Amount.



#### **Loan Estimate**

- The CFPB Sept. 2014 wrote a short 90+ page guide to help.
- http://files.consumerfinance.gov/f/201409 cfpb tilarespa-integrated-disclosure-guide-to-form.pdf
- Remember that there are other guides. This one just addresses the forms.

#### TILA-RESPA INTEGRATED DISCLOSURE

Guide to the Loan Estimate and Closing Disclosure forms



## Only fee before an LE is for Credit

- No fees may be imposed on the consumer before the consumer has received the LE and indicated to the creditor an *intent to proceed*:
  - Exception for bona fide and reasonable fee for obtaining the consumer's credit report.



#### Worksheet

If a consumer is provided with a written estimate of terms or costs (fee worksheet) **before** receiving the Loan Estimate (LE):

It must have the statement:

"Your actual rate, payment, and costs could be higher. Get an official Loan Estimate before choosing a loan."

The estimate <u>may not</u> be made with headings, content, and format substantially similar to the LE form.



#### Worksheet

- The creditor may not require a consumer to submit documents verifying information related to the application before providing the LE.
- If a mortgage broker receives the consumer's application, either the creditor or the mortgage broker may provide the consumer with the LE. (§ 1026.19(e)(1)).
- An "alternative" format for the LE may be provided on loans where the transaction does <u>not</u> include a seller (refinance).



## Creditors are bound by the LE

Revisions are only permitted in limited circumstances:

<u>Changed circumstances</u> that occur: (1) after the LE is provided that cause settlement charges to increase <u>more</u> than tolerances; or (2) after the LE is provided that affect the consumer's <u>eligibility</u> for the loan or <u>the value</u> of the collateral.



## **Changed Circumstances**

- Consumer-requested revisions to the loan terms or charges.
- Changes in the points or lender credits disclosed on the LE as a result of a subsequent rate lock.
- Consumer indicates an intent to proceed more than 10 days after the LE was provided.



1026.37 Appendix H-24 (D)

#### FICUS BANK

4321 Random Boulevard • Somecity, ST 12340

Save this Loan Estimate to compare with your Closing Disclosure.

Loan Estimate		LOAN TERM	30 years Refinance	
DATE ISSUED	2/15/2013	PURPOSE PRODUCT	Fixed Rate	
APPLICANTS	Michael Jones and Mary Stone	LOAN TYPE	■ Conventional □ FHA □ VA □	
AFFEICANTS	123 Anywhere Street	LOAN ID #	123456789	
	Anytown, ST 12345	RATE LOCK	□ NO □ ■ YES, until 4/16/2013 at 5:00 p.m. EDT	
PROPERTY	123 Anywhere Street		Before closing, your interest rate, points, and lender credits can	
	Anytown, ST 12345		change unless you lock the interest rate. All other estimated	
EST. PROP. VALUE	\$180,000		closing costs expire on 3/4/2013 at 5:00 p.m. EDT	

Loan Terms		Can this amount increase after closing?
Loan Amount	\$150,000	NO
Interest Rate	4.25%	NO
Monthly Principal & Interest See Projected Payments below for your Estimated Total Monthly Payment	\$737.91	NO
		Does the loan have these features?
Prepayment Penalty		NO
Balloon Payment		NO

#### **Projected Payments**



Years 1-7		Years 8-30	
	\$761.78		\$761.78
+	82	+	_
+	206	+	206
	\$1,050		\$968
\$206 a month	■ Property Taxes ■ Homeowner's Insur □ Other: See Section G on page 2 to	rance for escrowed proper	In escrow? YES YES Tty costs. You must pay for other
	\$206	\$761.78  + 82 + 206  \$1,050  This estimate include	\$761.78  + 82 +  + 206 +   \$1,050  This estimate includes  X Property Taxes  Homeowner's Insurance a month Other: See Section G on page 2 for escrowed proper





#### **Costs at Closing**

\$8,054 **Estimated Closing Costs** Includes \$5,672 in Loan Costs + \$2,382 in Other Costs - \$0 in Lender Credits. See page 2 for details.

\$16,054



Includes Closing Costs. See Calculating Cash to Close on page 2 for details.

Visit www.consumerfinance.gov/mortgage-estimate for general information and tools.

4321 Random Boulevard - Somecity, ST 12340

Save this Loan Estimate to compare with your Closing Disclosure.

#### Loan Estimate

PURPOSE. DATE ISSUED 2/15/2013

APPLICANTS Michael Jones and Mary Stone 123 Arrywhere Street

Anytown, ST 12345 456 Somewhere Avenue

Anytown, ST 12345 SALE PRICE

\$240,000

LOAN TERM 30 years Purchase

5 Year Interest Only, 5/3 Adjustable Rate ■ Conventional □FHA □VA □

123456789

LOANIDE BATE LOCK INO IN YES, until 4/16/2013 at 5:00 p.m. EDT

Before closing, your interest rate, points, and lender credits asn change unless you lock the interest rate. All other estimated closing costs expire on 3/4/2013 at 5:00 p.m. EDT

PAGE 1 OF 3 - LOAN ID # 123456789

Loan Terms		Can this amount increase after closing?
Loan Amount	\$211,000	NO
Interest Rate	4%	YES - Adjusts every 3 years starting in year 6 - Can go as high as 12% in year 15 - See AIR Table on page 2 for details
Monthly Principal & Interest See Projected Payments below for your Estimated Total Monthly Payment	\$703.33	YES - Adjusts every 3 years starting in year 6 - Can go as high as \$2,068 in year 15 - Includes only interest and no principal until year 6 - See AP Table on page 2 for details
		Does the loan have these features?
Prepayment Penalty		NO
Balloon Payment		NO

#### **Projected Payments**

LOAN ESTIMATE

Payment Calculation	Years 1-5	Years 6-8	Years 9-11	Years 12-30
Principal & Interest	\$703.33 only Interest	\$1,028 min \$1,359 max	\$1,028 min \$1,604 max	\$1,028 min \$2,068 max
Mortgage Insurance	+ 109	+ 109	+ 109	
Estimated Escrow Amount can increase over time	+ 0	+ 0	+ 0	+ 0
Estimated Total Monthly Payment	\$812	\$1,137-\$1,468	\$1,137-\$1,713	\$1,028-\$2,068
Estimated Taxes, Insurance & Assessments Amount can increase over time	\$533 a month	This estimate includ  The Property Taxes  Thereowner's Insur  Other:  See Section G on page 2: property costs separatel	rance for escrowed property cost	In escraw? NO NO Is. You must pay for other

Costs at Closing		-
Estimated Closing Costs	\$8,791	Includes \$5,851 in Loan Costs + \$2,940 in Other Costs - \$0 in Lender Credits. See page 2 for details.
Estimated Cash to Close	\$27,791	Includes Closing Costs. See Calculating Cash to Close on page 2 for details.

Visit www.consumerfinance.gov/mortgage-estimate for general information and tools.

More details more is filled out on

> **Fewer** details more white space

#### FICUS BANK

4321 Random Boulevard - Somecity, ST 12340

Save this Loan Estimate to compare with your Closing Disclosure.

#### Loan Estimate

**DATE ISSUED** 2/15/2013

APPLICANTS Michael Jones and Mary Stone

123 Anywhere Street Anytown, ST 12345

456 Somewhere Avenue PROPERTY Anytown, ST 12345

SALE PRICE \$180,000

& Assessments

Amount can increase over time

PURPOSE PRODUCT LOAN TYPE LOANID # RATE LOCK

LOAN TERM 30 years Purchase Fixed Rate

■ Conventional □FHA □VA □

123456789

DNO # YES, until 4/16/2013 at 5:00 p.m. EDT

Before closing, your interest rate, points, and lender credits can change unless you lock the interest rate. All other estimated closing costs expire on 3/4/2013 at 5:00 p.m. EDT

Loan Terms	A	Can this amount increase after closing?
Loan Amount	\$162,000	NO
Interest Rate	3.875%	NO
Monthly Principal & Interest See Projected Payments below for your Estimated Total Monthly Payment	\$761.78	NO
		Does the loan have these features?
Prepayment Penalty		YES - As high as \$3,240 if you pay off the loan during the first 2 years
Balloon Payment		NO

<b>Projected Payments</b>		
Payment Calculation	Years 1-7	Years 8-30
Principal & Interest	\$761.78	\$761.78
Mortgage Insurance	+ 82	
Estimated Escrow Amount can increase over time	+ 206	+ 206
Estimated Total Monthly Payment	\$1,050	\$968
Estimated Taxes, Insurance	This estimate in	s YES

\$206

a month

	Enter American Programme
2	
\$8,054	Includes \$5,672 in Loan Costs + \$2,382 in Other Costs - \$0 in Lender Credits. See page 2 for details.
\$16,054	Includes Closing Costs. See Calculating Cash to Close on page 2 for details.

Other:

Homeowner's Insurance

property costs separately.

See Section G on page 2 for escrowed property costs. You must pay for other

Visit www.consumerfinance.gov/mortgage-estimate for general information and tools.

LOAN ESTIMATE PAGE 1 OF 3 - LOAN ID # 123456789

#### **Closing Cost Details**

#### **Loan Costs**

A. Origination Charges	\$1,802
.25 % of Loan Amount (Points)	\$405
Application Fee	\$300
Underwriting Fee	\$1,097

There are less prefilled line items. Name the fee the same throughout the transaction.

B. Services You Cannot Shop For	\$672
Appraisal Fee	\$405
Credit Report Fee	\$30
Flood Determination Fee	\$20
Flood Monitoring Fee	\$32
Tax Monitoring Fee	\$75
Tax Status Research Fee	\$110

There are between 12 to 14 blank lines you can use for fees.

#### **Other Costs**

E. Taxes and Other Government Fees	\$85
Recording Fees and Other Taxes Transfer Taxes	\$85
F. Prepaids	\$867
Homeowner's Insurance Premium (6 months) Mortgage Insurance Premium (months)	\$605
Prepaid Interest (\$17.44 per day for 15 days @ 3.875%) Property Taxes ( months)	\$262

G. Initial Escrow Payment at Closing		
Homeowner's Insurance	\$100.83 per month for 2 mo.	\$202
Mortgage Insurance	per month for mo.	
Property Taxes	\$105.30 per month for 2 mo.	\$211

H. Other	\$1,017
Title – Owner's Title Policy (optional)	\$1,017



I. TOTAL OTHER COSTS (E + F + G + H)

\$2,382



C. Services You Can Shop For	\$3,198
Pest Inspection Fee	\$135
Survey Fee	\$65
Title – Insurance Binder	\$700
Title – Lender's Title Policy	\$535
Title – Settlement Agent Fee	\$502
Title – Title Search	\$1,261

Fees are in alphabetical order with amounts listed. Totals at the top.

D. TOT	AL LOAN COSTS (A + B + C)	\$5,672

I. TOTAL OTHER COSTS (E + F + G + H)	\$2,382
--------------------------------------	---------

J. TOTAL CLOSING COSTS	\$8,054
D+I	\$8,054
Lender Credits	

Calculating Cash to Close	
Total Closing Costs (J)	\$8,054
Closing Costs Financed (Paid from your Loan Amount)	\$0
Down Payment/Funds from Borrower	\$18,000
Deposit	- \$10,000
Funds for Borrower	\$0
Seller Credits	\$0
Adjustments and Other Credits	\$0
Estimated Cash to Close	\$16,054

Breakdowns not just totals are on page 2. As well as Cash to Close amounts



#### **Additional Information About This Loan**

**LENDER** Ficus Bank

NMLS/\_\_LICENSE ID
LOAN OFFICER Joe Smith

NMLS/\_\_LICENSEID 12345

**EMAIL** joesmith@ficusbank.com

**PHONE** 123-456-7890

**MORTGAGE BROKER** 

NMLS/\_\_ LICENSE ID

**LOAN OFFICER** 

NMLS/\_\_ LICENSE ID

EMAIL PHONE



Comparisons	Use these measures to compare this loan with other loans.		
In 5 Years	\$56,582 Total you will have paid in principal, interest, mortgage insurance, and loan costs \$15,773 Principal you will have paid off.		
Annual Percentage Rate (APR)	4.274% Your costs over the loan term expressed as a rate. This is not your interest rate.		
Total Interest Percentage (TIP)	69.45% The total amount of interest that you will pay over the loan term as a percentage of your loan amount.		

Consumers
asked for
this third
interest
rate
disclosure.



A signature by the applicant does not constitute an intent to proceed.

#### **Other Considerations**

**Appraisal** We may order an appraisal to determine the property's value and charge you for this appraisal. We will promptly give you a copy of any appraisal, even if your loan does not close. You can pay for an additional appraisal for your own use at your own cost. If you sell or transfer this property to another person, we **Assumption**  $\square$  will allow, under certain conditions, this person to assume this loan on the original terms. **x** will not allow assumption of this loan on the original terms. Homeowner's This loan requires homeowner's insurance on the property, which you may obtain from a Insurance company of your choice that we find acceptable. **Late Payment** If your payment is more than 15 days late, we will charge a late fee of 5% of the monthly principal and interest payment. Refinance Refinancing this loan will depend on your future financial situation, the property value, and market conditions. You may not be able to refinance this loan. Servicing We intend to service your loan. If so, you will make your payments to us. **x** to transfer servicing of your loan. There are optional consumer signature(s) lines on the new form. **Confirm Receipt** By signing, you are only confirming that you have received this form. You do not have to accept this loan because you have signed or received this form. Applicant Signature Co-Applicant Signature Date Date



Zero Tolerance



#### No Restriction













- Fees to or credits from Lender/Broker
- 3<sup>rd</sup> party services paid to affiliates
- Charges for services where borrower isn't allowed to shop
- Transfer Taxes

- Still based on aggregate amount
- Unaffiliated 3<sup>rd</sup>
   Party if
   shopping
   allowed
- Recording Fees

- Prepaid Interest,
- Impound Amounts
- Property Ins.Premiums
- Consumer
   picked provider
   NOT on Service
   Provider List



## **Answers to Questions**

- You cannot get money, hold a check or hold a Credit Card until the borrower receives an LE and has given you an intent to proceed.
- A "Confirm Receipt" of the LE is NOT an "intent to proceed".
- No new LE needed if adding a borrower.



## **Answers to Questions**

- Once the loan is "Locked" a new LE is sent out within 3 business days.
- The CFPB is looking at borrowers having choices or being able to shop.



#### **Additional Details for Services You Can Shop For**

To get you started with shopping, this list identifies some providers for the services you can shop for (see Section C on page 2 of your Loan Estimate).

## CFPB Example of Written List of Providers Model Form H-27 (A).

The borrowers
<u>must</u> be allowed
to shop

**Service Provider List** You can select these providers or shop for your own providers. Service **Estimate Provider We Identified Contact Information** 



1026.38 Appendix H-25 (B).

Received 3 days before "Consummation"

#### **Closing Disclosure**

This form is a statement of final loan terms and closing costs. Compare this document with your Loan Estimate.

Closing Informa	tion	Transactio	n Information	Loan Info	rmation
Date Issued	4/15/2013	Borrower	Michael Jones and Mary Stone	Loan Term	30 years
Closing Date	4/15/2013		123 Anywhere Street	Purpose	Purchase
Disbursement Date	4/15/2013		Anytown, ST 12345	Product	Fixed Rate
Settlement Agent	Epsilon Title Co.	Seller	Steve Cole and Amy Doe		
File #	12-3456		321 Somewhere Drive	Loan Type	■ Conventional □ FHA
Property	456 Somewhere Ave		Anytown, ST 12345		□VA □
	Anytown, ST 12345	Lender	Ficus Bank	Loan ID #	123456789
Sale Price	\$180,000			MIC#	000654321

Loan Terms		Can this amount increase after closing?
Loan Amount	\$162,000	NO
Interest Rate	3.875%	NO
Monthly Principal & Interest See Projected Payments below for your Estimated Total Monthly Payment	\$761.78	NO
		Does the loan have these features?
Prepayment Penalty		YES • As high as \$3,240 if you pay off the loan during the first 2 years
Balloon Payment		NO

Projected Payments		
Payment Calculation	Years 1-7	Years 8-30





## **The Closing Disclosure**

- Creditors initially prepare.
- Page 1 Mirrors the LE.
- CD must be <u>received</u> not given 3 business days before "Consummation".
- Mailbox Rule.



## **The Closing Disclosure**

- Consummation defined under Reg. Z "the time that a consumer becomes contractually obligated on a credit transaction". (State law definition)
- Many are siding on "when the note is signed".
- If "incorrect" re-disclosure and wait 3 business days.
- Incorrect means APR wrong, loan product changed, or prepayment penalty added.

#### Closing Cost Details

Other Costs Substatals (E + F + G + H)

CLOSING DISCLOSURE

		Borrower-Paid		Seller-Paid		Paid by Others
Loan Costs  A. Origination Charges  11 0.25 % of Loan Amount (Points)		At Closing Before Closing		At Closing Betwe Closing		
		\$1,802	90			
		\$405.00				
(i) Application Fee	9.	\$300.00				
93 Underwriting Fee		\$1,097.00				
04						
00						
07						
08						
B. Services Borrower Did Not Shop For		5216.5	5			
01 Appreisal Fee	to John Smith Appraisers Inc.					5405
02 Credit Report Fee	to Information Inc.		529.80			
(1) Flood Determination Fee	to Info Co.	\$20.00				
Di Flood Monitoring Fee	to Info Co.	\$31.75				
(1) Tax Monitoring Fee	to Info Co.	575.00				
(iii) Tax Status Research Fee	to Info Co.	580.00				
0.7		-07.17.1				
06						
00						
C. Services Borrower Did Shop For		\$2,655.	50			
01 Pest Inspection Fee	to Pests Co.	\$120.50				
(i) Survey Fee	to Surveys Co.	\$85.00				
Title - Insurance Binder	to Epsilon Title Co.	5650.00				
04 Title - Lender's Title Insurance	to Epsilon Title Co.	\$500.00				
11 Title - Settlement Agent Fee	to Epsilon Title Co.	5500.00				
00 Title - Title Search	to Epsilon Title Co.	\$800.00				
0.7	to opinion that co.	200000				
ina.						
D. TOTAL LOAN COSTS (Borrowe	e Buidi	\$4,694	A.S.			
	r-rane)	-				
Loan Costs Subtotals (A + B + C)		\$4,664.23	529.80			
	_					
Other Costs						
E. Taxes and Other Government Fees		585.00				
01 Recording Fees	Deed: \$40.00 Mortgage: \$45.00	585.00				
02 Transfer Tax	to Any State			5950.00		
F. Prepaids		52,120	80			
11 Homeowner's Insurance Premium (12 mo.) to Insurance Co.		\$1,209.96	-			
02 Mortgage Insurance Premium (		3.3827.50				
III Prepaid Interest (517.44 per d		5279.04				
04 Property Taxes ( 6 mo.) to Any County USA		5631.60				
or Property lases ( a med to ved						
G. Initial Escrow Payment at Closing		5412.2	4			
Homeowner's Insurance \$100.8		5201.66				
72 Mortgage Insurance	per month for mo.	2201.000				
	per month for 2 mo.	5210.60	_			
04 Stockers Stockers	por measure y me.	321080				
95						
III Aggregate Adjustment		- 0.01	_			
H. Other		\$2,400	50			
	to 1870 Avenue					
HOA Capital Contribution	to HOA Acreting	5500.00	_			
112 HOA Processing Fee	to HOA Acreting.	\$150.00	_		5750.00	
CO. Minerale Service continue Plant	to Engineers Inc.	\$750.00		d who are	\$750.00	
(1) Home Inspection Fee	Ant. MSPM 14 to a recombination from			5450.00		
DI Home Warranty Fee	to XYZ Warranty Inc.			ALC: NAME OF STREET		
D4 Home Warranty Fee 05 Real Estate Commission	to Alpha Real Extate Broker			55,700.00		
D4 Home Warranty Fee US Real Estate Commission On Real Estate Commission	to Alpha Real Estate Broker to Omega Real Estate Broker			55,700.00 55,700.00		
DI Home Warranty Fee  05 Real Estate Commission  06 Real Estate Commission  07 Title - Owner's Title Insurance (s	to Alpha Real Estate Broker to Omega Real Estate Broker	\$1,000.00				
04 Home Warranty Fee 05 Real Estate Commission 06 Real Estate Commission 07 Title - Owner's Title Insurance ( 08	to Alpha Real Estate Broker to Ornega Real Estate Broker optional) to Epsilon Title Co.	7,541,041				
04 Home Warranty Fee 05 Real Estate Commission 06 Real Estate Commission 07 Title - Owner's Title Insurance is	to Alpha Real Estate Broker to Ornega Real Estate Broker optional) to Epsilon Title Co.	\$1,000.00	05			

\$5,018.05

529.80 512,800.00

\$405.00

PAGE 2 OF 5 - LOAN ID # 123456789





When the LO Comp is paid by the creditor or "Lender Paid". It is disclosed in the "Paid by Others" column.

This is not on the Loan Estimate.

No POC, it is now "At Closing" or "Before Closing".



## **Closing Disclosure pages 2-5**

Mortgage Educators and Compliance

Costs – Loan and Other Costs

3

Cash to Close and Summaries – Calculations
 & Summaries of Transactions

4

 Additional Loan Info – Disclosures, Escrow, AP and AIR tables (if applicable)

5

Other Info –Loan Calculations, Other
 Disclosures, Contact Info, Confirm Receipt



# Question: Does Everything Change August 1, 2015?





## The Answer: No !!!

#### **Stays the Same**

- Reverses and HELOCs will still use the old forms.
- 0% Interest, Subordinate loans for DPA, Energy Efficiency or Foreclosure avoidance loans will still use the old forms.

- Electronic delivery is fine if approved by borrower.
- Other regulations and dates.



HOME INSIDE THE CFPB GET ASSISTANCE PARTICIPATE LAW &

HOME > NEWSROOM > CFPB ANNOUNCES NEW 'KNOW BEFORE YOU OWE' MORTGAGE



## CFPB Announces New 'Know Before You Owe' Mortgage Shopping Toolkit

"Your Home Loan Toolkit" Will Help Consumers Be Informed Mortgage Shoppers

WASHINGTON, D.C. – The Consumer Financial Protection Bureau (CFPB) today released a new toolkit that guides consumers through the process of shopping for a mortgage and buying a house. Developed as part of the CFPB's "Know Before You Owe" mortgage initiative, the toolkit will help consumers take full advantage of the new Loan Estimate and Closing Disclosure forms that lenders are required to begin providing in August.

#### Your home loan toolkit

A step-by-step guide







#### **What Changes**

- Construction, Lot and Temporary Financing use the new forms.
- Combines 4 disclosures into 2.
- Application definition changed.

- Can collect more during the 3 business days but can't hold up the Loan Estimate.
- Borrower's signature on the bottom is OPTIONAL.



## **Final Thoughts**

- Revised LE's are required 3 business days after rate lock.
- Rate Lock is no longer just a date, include hour and time zone. Which one?
- Records retention Compliance 3 yrs, Final Docs 5 yrs.
- Staff needs to be trained by July 2015 at the latest.

www.consumerfinance.gov/regulatory-implementation/tila-respa



## **Final Thoughts**

- What can you do?
- Set expectations with Real Estate Agents, Title Companies and other service providers you use frequently.
- Make sure you and those on your team or in your company are trained.



and Compliance

## **Thank You!**

