



TILA-RESPA Integrated Disclosures

LHFS Wholesale Broker Overview Training 10.1.2015



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Today We'll Cover:

Overview of TILA-RESPA Integrated Disclosures

LHFS TRID Process Flow

Resources



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Land Home
FINANCIAL SERVICES, INC.
Your Preferred Wholesale Lender

Before TILA-RESPA Integrated Disclosures

- § Prior to TRID Implementation: Lenders required to provide two different application disclosures and two different closing disclosures
- § Different federal agencies enforce two federal statutes:
 - Truth in Lending Act (TILA)
 - Real Estate Settlement Procedures Act of 1974 (RESPA)
- § Rules contain inconsistent language, are confusing, and burdensome
- § Dodd-Frank Act directed the CFPB to integrate disclosures



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

The Final Rule

- The TRID final rule is effective for all applications taken on or after October 3, 2015.
- TRID applies to all Loan Products with the exception of:
 - HELOCs
 - Reverse Mortgages
 - Mobile Home Loans
 - Investment Properties for Business Purposes



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Two New Forms

Loan Estimate (LE)

- Replaces the Good Faith Estimate (GFE) and the Initial Truth-in-Lending disclosure and combines them into one form.
- It must be provided to the applicant no later than the third business day from the loan application date.
- Saturdays, Sundays and legal holidays are excluded from the wait period.

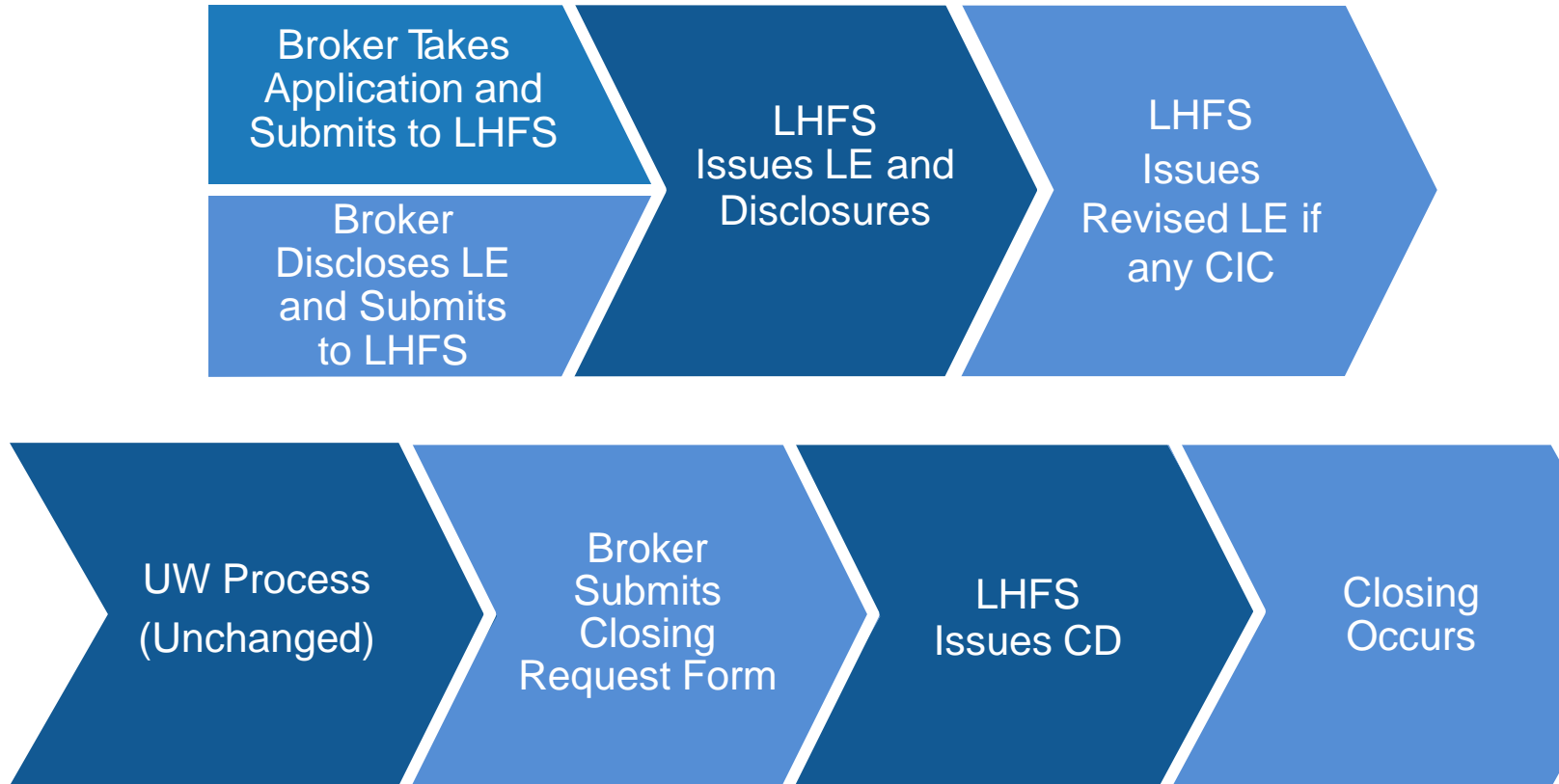
Closing Disclosure (CD)

- Replaces the final TIL and HUD-1 disclosures and combines them into one form.
- Received by the applicant at least three business days prior to consummation.
- Sundays and legal holidays are excluded from the wait period



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx?COMPANY/1796> - Company NMLS #1796.

LHFS TRID Process Flow



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Step One – Application

Broker Takes
Application and
Submits to
LHFS

- The application package must be delivered to LHFS no later than 3:00 PM, PT, the following business day.
- The application package includes:
 - New Application Transmittal
 - Initial Loan Application
 - Draft of Loan Estimate - Typed
 - Draft of the Written List of Providers
 - CA BRE MLDS Waiver Notice (CA loans only)



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Step One – Application (Continued)

Broker Takes
Application and
Submits to
LHFS

TRID defines a loan application as having the following six elements:

A – Address

L – Loan Amount

I – Income

E – Estimated Property Value

N – Name

S – Social Security Number

Note: The definition of an application under TRID does not include the RESPA catch-all term *any other information deemed necessary by the loan originator*.



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx?COMPANY/1796> - Company NMLS #1796.

Land Home
FINANCIAL SERVICES, INC.
Your Preferred Wholesale Lender

Alternate Step One – Broker Discloses LE

Broker
Discloses LE
and Submits
to LHFS

- The application package must be delivered to LHFS no later than 3:00 PM, PT, up to ten days after the application was taken.
- The LE package includes:
 - New Application Transmittal
 - Initial Loan Application
 - Loan Estimate – Creditor blank or LHFS
 - Written List of Providers
 - Notice of Intent to Proceed
 - CA BRE MLDS Waiver Notice (CA loans only)



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Land Home
FINANCIAL SERVICES, INC.
Your Preferred Wholesale Lender

eXPRESS File Upload Screen

Loan Assistance >

Upload a File

Broker Overview

Borrower Paid / Lender Paid / NA - NOO or HECM ARM *

Loan Information

Loan Program *

FICO *

Loan Purpose *

Include Admin Fee in Price: Yes/No *

Compliance (TRID)

Application Date Cert: I certify that the Application date on this loan is: * (mm/dd/yyyy)

Loan Estimate Date Cert: I certify that the Initial Loan Estimate was issued to borrower(s) on: * (mm/dd/yyyy)

Intent to Proceed Cert: I certify that the borrower(s) indicated their intent to proceed on: * (mm/dd/yyyy)

LHFS to Disclose LE on Our Behalf (Yes/No) *

Upload 3.2 File

File to upload: Browse...

File type:

Upload Loan



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Land Home
FINANCIAL SERVICES, INC.
Your Preferred Wholesale Lender

Step Two – Loan Estimate and Disclosures

LHFS Issues LE and Disclosures

- LHFS will provide the Loan Estimate to the applicant with LHFS as the Creditor and the Broker as the Originator.

Additionally LHFS will now send these disclosures:

- Homeownership Counseling List
- Written List of Providers
- Closing cannot occur until seven business days after the LE is provided to the applicant(s).



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Land Home
FINANCIAL SERVICES, INC.
Your Preferred Wholesale Lender

Step Three – Revised Loan Estimates

LHFS
Issues
Revised LE if
any CIC

- A Change in Circumstance (CIC) will still require the re-issue of new disclosures to maintain regulatory compliance.
- The last Loan Estimate must be received by the applicant no later than four business days before closing.



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Step Four – Underwriting Process

UW Process (Unchanged)

- TRID does not change the current LHFS underwriting process.
- Additional Underwriting Requirements:
 - Anti-Steering Loan Options Certification
 - Evidence that a borrower has expressed intent to proceed



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Step Five – Closing Request

Broker Submits
Closing
Request Form

- Loan must be:
 - Locked
 - Conditionally Approved or CTC
 - Appraisal Cleared
 - MI and Flood Approved if Applicable
- LHFS will collaborate with the Settlement Agent to prepare, deliver, and collect proof of receipt of the CD by the consumer.
- LHFS will then present Broker partners with earliest allowable closing date.



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx?COMPANY/1796> - Company NMLS #1796.

Land Home
FINANCIAL SERVICES, INC.
Your Preferred Wholesale Lender

Step Six – Closing Disclosure

LHFS Issues CD

- Settlement agents will assist in creation of the Closing Disclosure, but LHFS will provide the disclosure to the applicant.
- Settlement agents will still provide to seller (and copy to LHFS) in purchase transactions.
- Borrower must have acknowledged receipt of the Closing Disclosure 3 business days (including Saturday) prior to closing.
Note: Borrower(s) electronic acknowledgement of receipt may allow for an earlier closing date.
- Once a Closing Disclosure is issued, we can no longer issue revised Loan Estimates.



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx?COMPANY/1796> - Company NMLS #1796.

Step Seven – Closing

Closing Occurs

- Borrower must have the Closing Disclosure for at least 3 days prior to closing, so closing rush requests will not be available for loan applications taken after October 3rd, 2015.
- LHFS will provide a final Closing Disclosure at the loan closing that must be signed by consumer.



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Step Seven – Closing

Closing Occurs

- The Cooling Off Period is reset if the Closing Disclosure is re-disclosed.
- Re-disclosure of the Closing Disclosure must occur if:
 - Prepayment Penalty Added
 - Loan Program Changes (e.g. Fixed to ARM or Interest Only)
 - APR Increase By More Than 0.125%



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Keep In Mind

- Timing is EVERYTHING
- For loans to quickly move through our process and be disclosed correctly, we must receive the application package by 3:00 PM, PT, the following business day after receipt of the six pieces of information for an application. You can turn it in earlier!
- We must have the draft of the Loan Estimate in the application submission package so we can accurately reflect your fees.
- LHFS will accept application packages where the broker has provided a completed Loan Estimate to the borrower.



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

What You Need To Do

- Obtain Your Borrower's Email Address
- Educate Your Borrower On Accepting E-Docs
- Add The Correct Fees To The Initial LE
- Obtain The Intent To Proceed From The Borrower
- LHFS Will Do The Rest!



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Tips To Avoid Unexpected Delays

- E-Sign Electronically
- Obtain Non-Borrowing Spouse and Interested Party Information Upfront
- Complete The Service Provider List



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

Levels of Tolerance

0% Variance

- Appraisal
- Broker or Creditor Fees
- Credit Report
- Transfer Taxes
- Fees Affiliated to the Broker / Lender

10% Variance

- Recording Fees
- Unaffiliated Third-Party (If Shopping is Allowed)
- Borrower Chose Provider from a Provider List

Not Subject To Tolerance

- Amounts Placed in Escrow / Reserves
- Prepaid Interest
- Property Insurance Premium
- Unaffiliated Third-Party Fees Not Chosen from a Provider List



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.

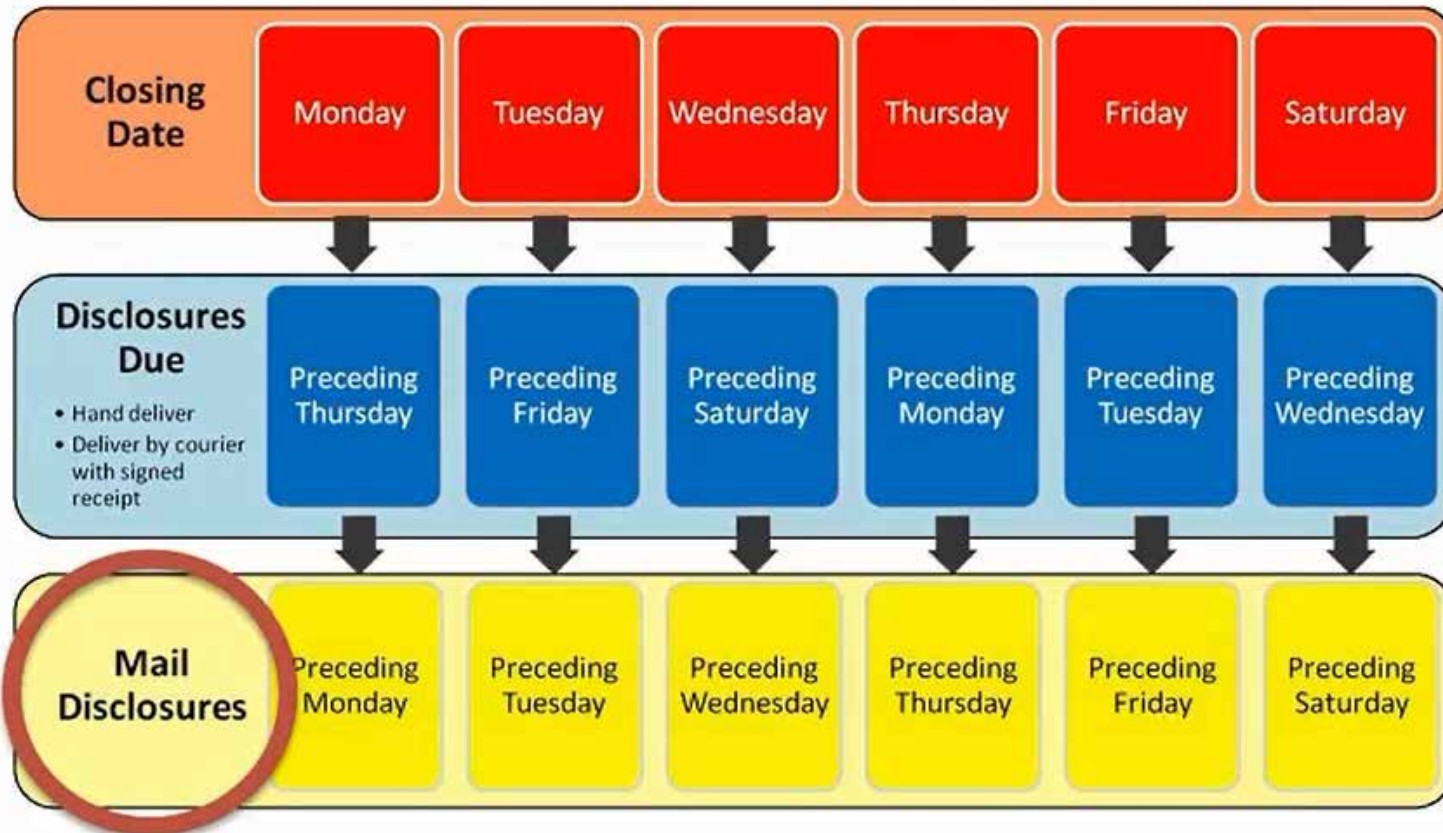
Closing Timeline Chart

www.alta.org/cfpb/

Three-Day Closing Disclosure Rule



American Land
Title Association
Protecting the American Dream Since 1907



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx?COMPANY/1796> - Company NMLS #1796.

Land Home
FINANCIAL SERVICES, INC.
Your Preferred Wholesale Lender

Your Role

- You will provide the following by 3:00 PM, PT, the following day after Application:
 - New Application Submission Transmittal
 - 1003 signed and dated by the LO
 - Draft of Loan Estimate - Typed
 - Draft of Written List of Providers
- You will need to continue to submit change requests to Underwriting or Registration when terms change.
- You will need to continue to submit the full Underwriting Package.



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx?COMPANY/1796> - Company NMLS #1796.

TRID Resources

- The Consumer Financial Protection Bureau (CFPB) [TRID website](#) has sample forms, timelines, the new consumer guide, and other resources to help you learn more.
- We have created a TRID section on our websites [LHFSW-eXPRESS.com](#) and [LHFSWholesale.com](#)
- Please send any TRID-related questions to us at TRID@LHFSWholesale.com



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx?COMPANY/1796> - Company NMLS #1796.



Thank you for joining us today!

TILA-RESPA Integrated Disclosures



Please note that all information provided herein is for informational purposes only, for the exclusive use of licensed mortgage professionals, and not for the general public. This information does not represent an offer or commitment to enter into a loan agreement by Land Home Financial Services, Inc. (LHFS). Not all programs are available in all areas and rates and costs stated do not apply to all loans made. LHFS's underwriting guidelines and program restrictions apply. Terms and programs listed are subject to change without notice. LHFS only conducts business in states approved to. LHFS is an Equal Housing Opportunity Lender. For complete licensing information go to <http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/1796> - Company NMLS #1796.