

A close-up photograph of two people's hands signing documents on a white desk. The person on the left is wearing a blue and white striped shirt and a blue tie, holding a blue pen. The person on the right is holding a black pen. The background is a bright, out-of-focus window showing a cityscape. The text "TRID: Three Months of New Rules" is overlaid on the bottom half of the image.

# TRID: Three Months of New Rules

**The National Association of REALTORS®**

**Research Division**

**January, 2016**

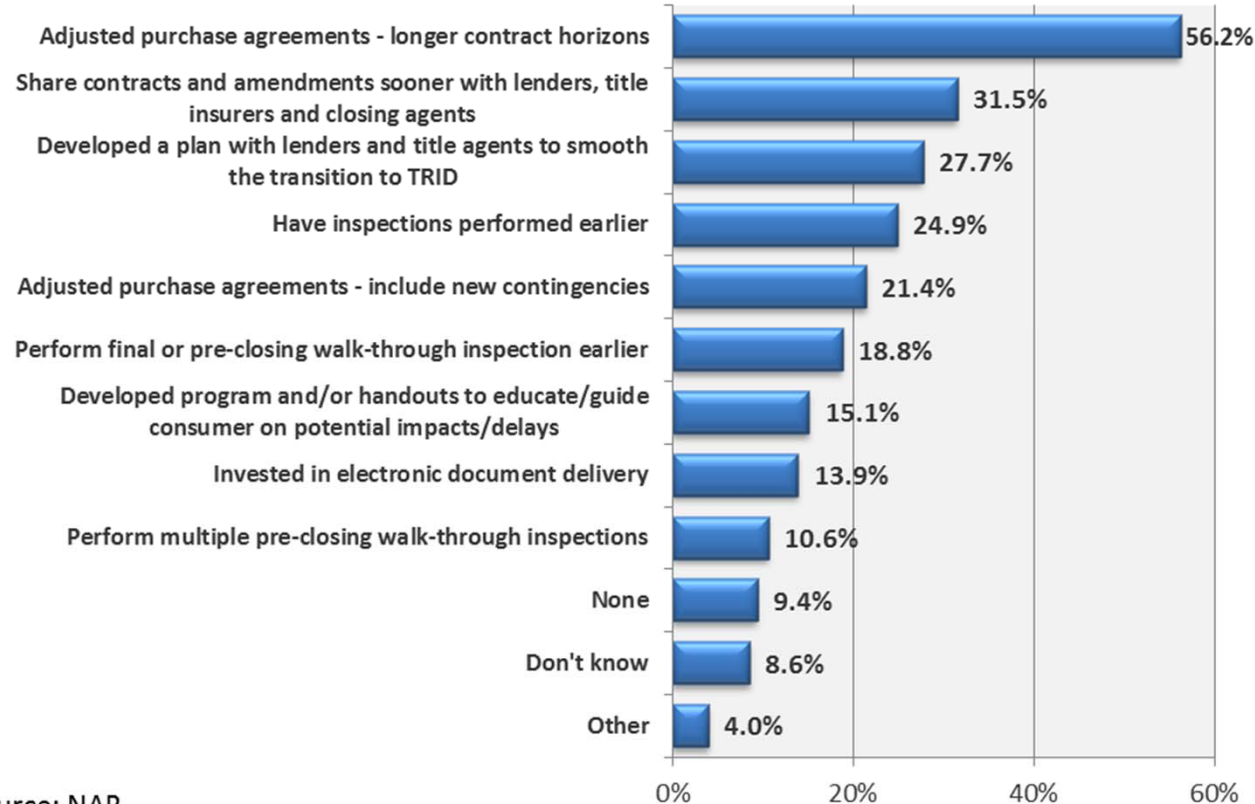
# Executive Summary

The TILA-RESPA Integrated Documentation (TRID) or Know Before You Owe rules went into effect on October 3<sup>rd</sup> 2015. Survey respondents indicate that since implementation:

- 10.4% of transactions were delayed, but less than 1% cancelled, while the typical delay is 8.8 days
- 54.5% of respondents had problems getting closing documents for transactions and half found errors when they did get access
- REALTORS® were less likely to have access to closing documents in delayed settlements
- Missing concessions and incorrect names or addresses were the most frequently cited errors, but incorrect fees, commissions, and taxes were also reported
- E-settlement procedures had fewer errors and faster remediation

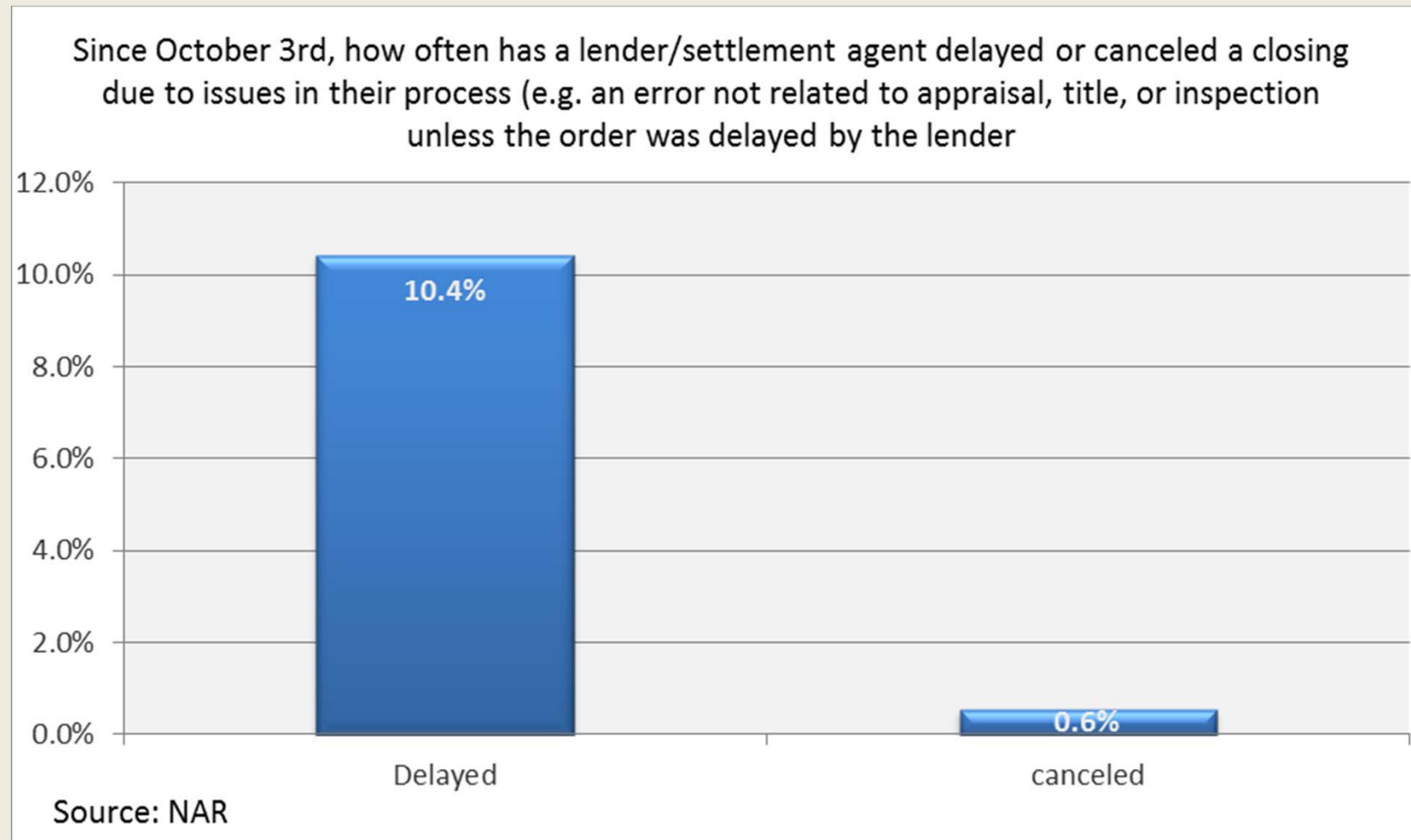
# REALTORS® Combined Remedies; Longer Contracts Most Frequently Cited Solution

**What changes have you or your firm made as a result of new closing rules/documents (mark all that apply)?**



Source: NAR

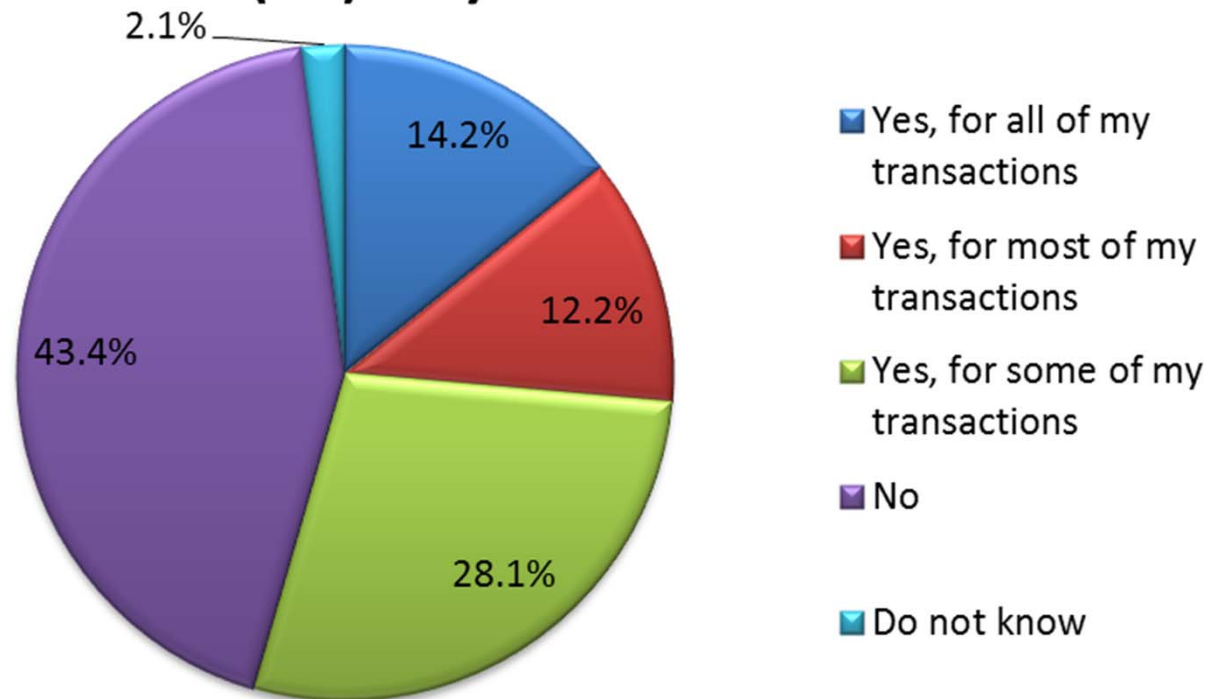
# Delays Were Significant, but Few Cancellations



On average, delayed settlement took 8.8 days longer than normal

# 54.5% of Respondents Indicated Issues Attaining the CD for Their Transaction

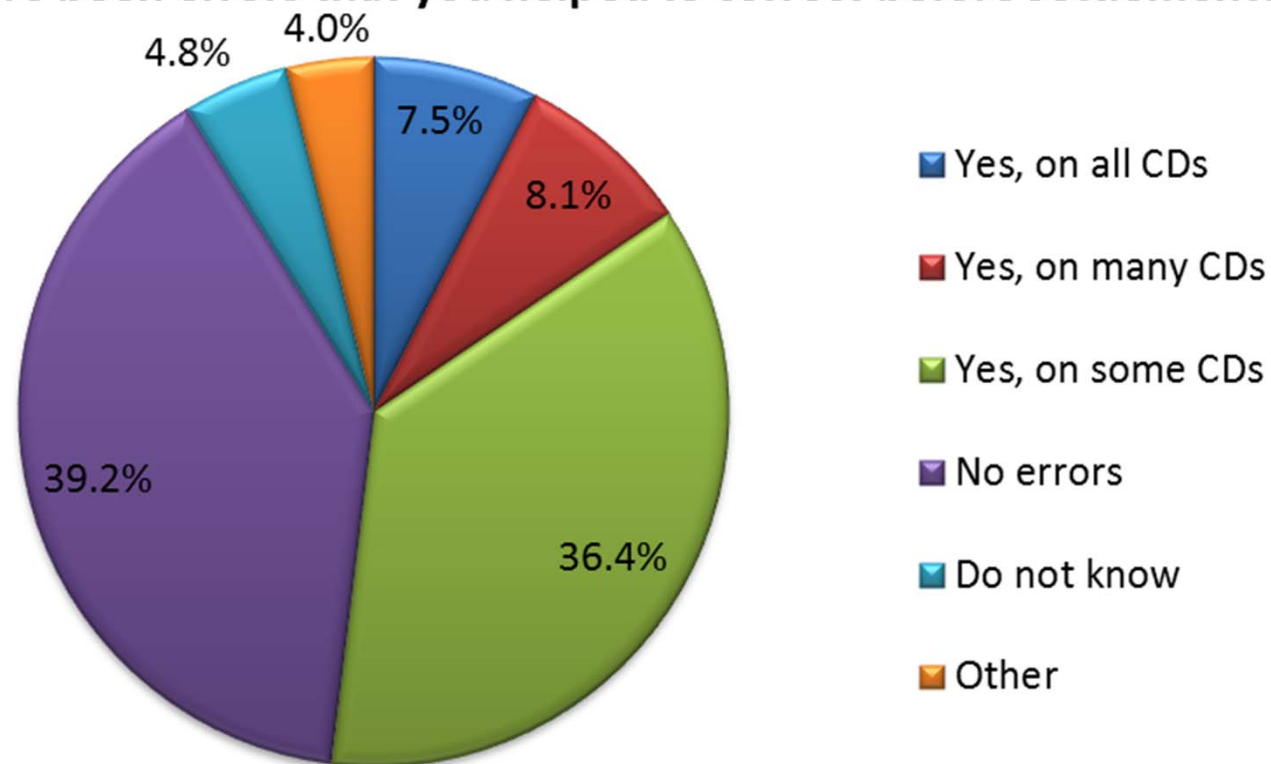
**Have you had issues getting the closing documents (CD) for your transactions?**



Source: NAR

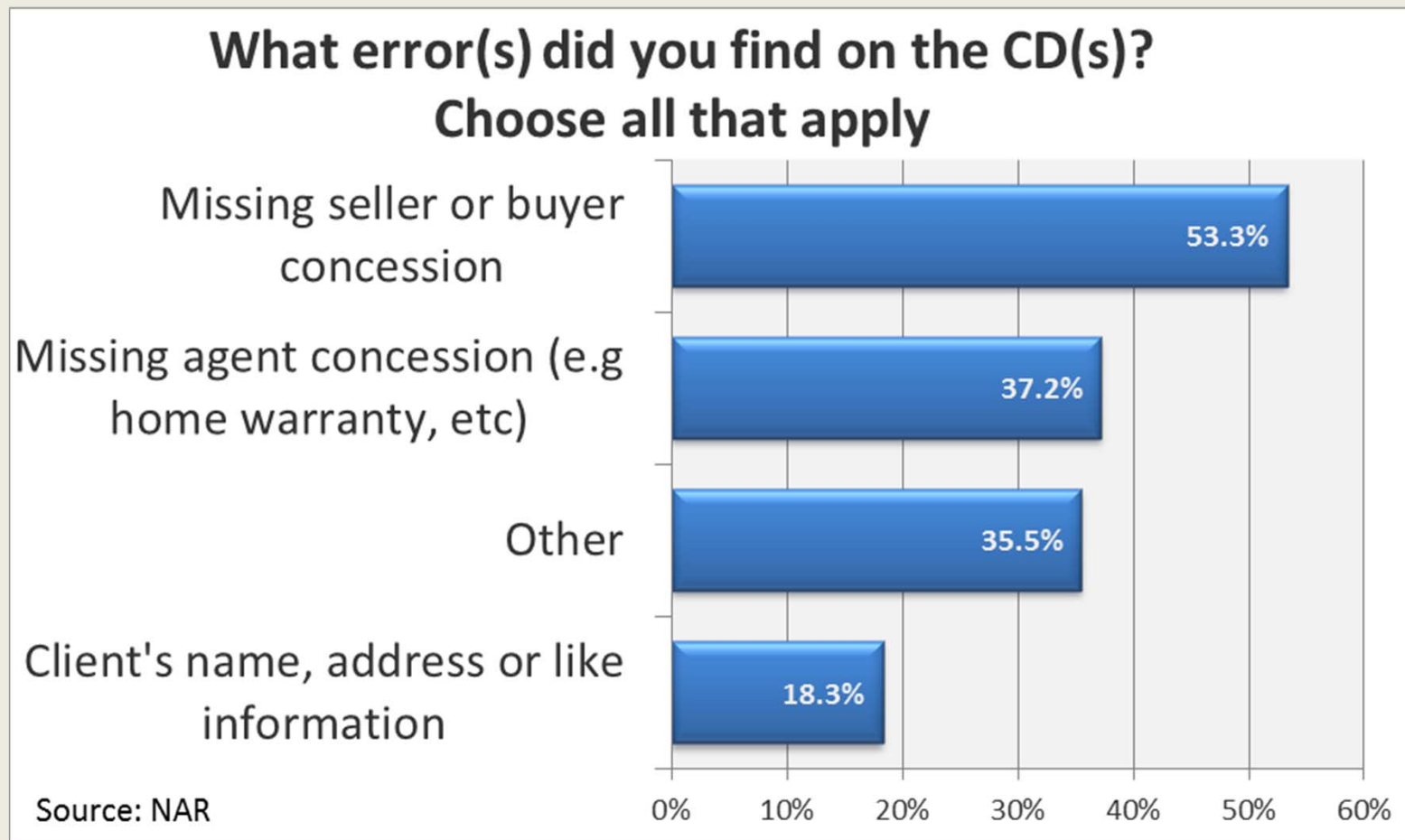
# When Closing Documents Were Available, REALTORS® Found Errors

**Since October 3rd, *when you have viewed* the closing document (CD) have there been errors that you helped to correct before settlement?**



Source: NAR

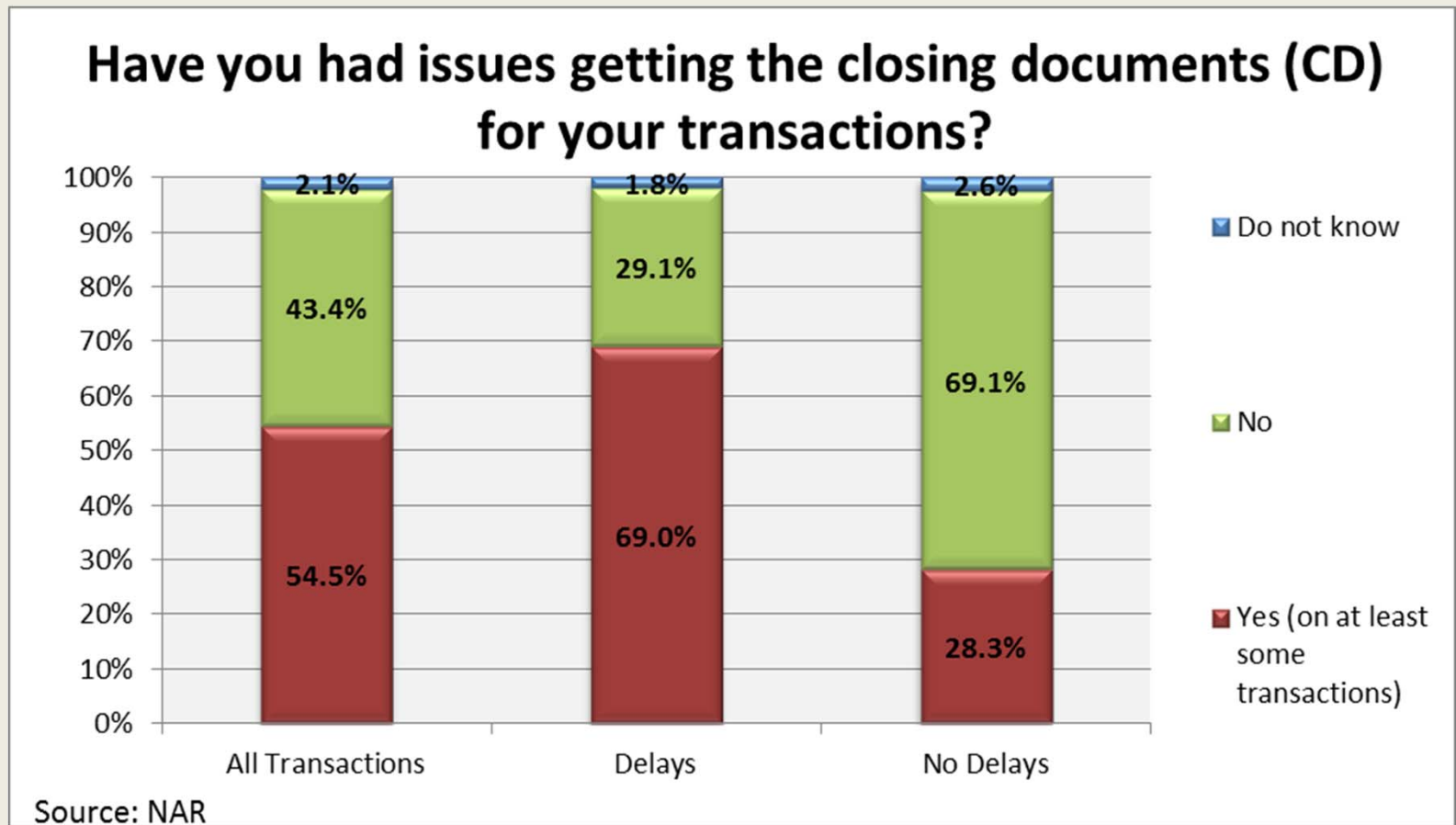
# A Wide Range of Errors Was Found



Incorrect taxes, REALTOR® commissions, and proration of bills were also frequently cited

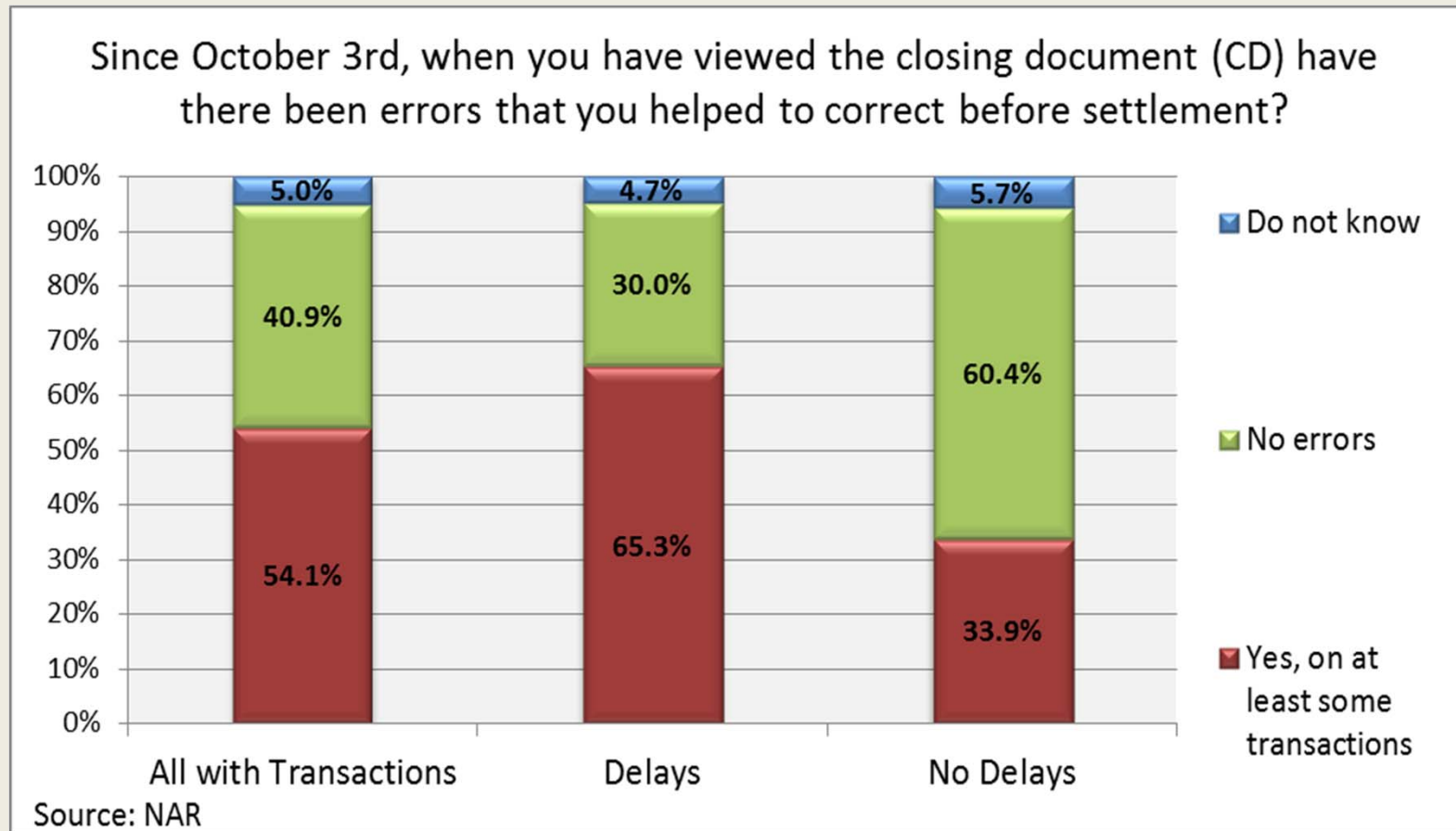


# REALTORS® Reported More Difficulty Getting CDs on Delayed Transactions



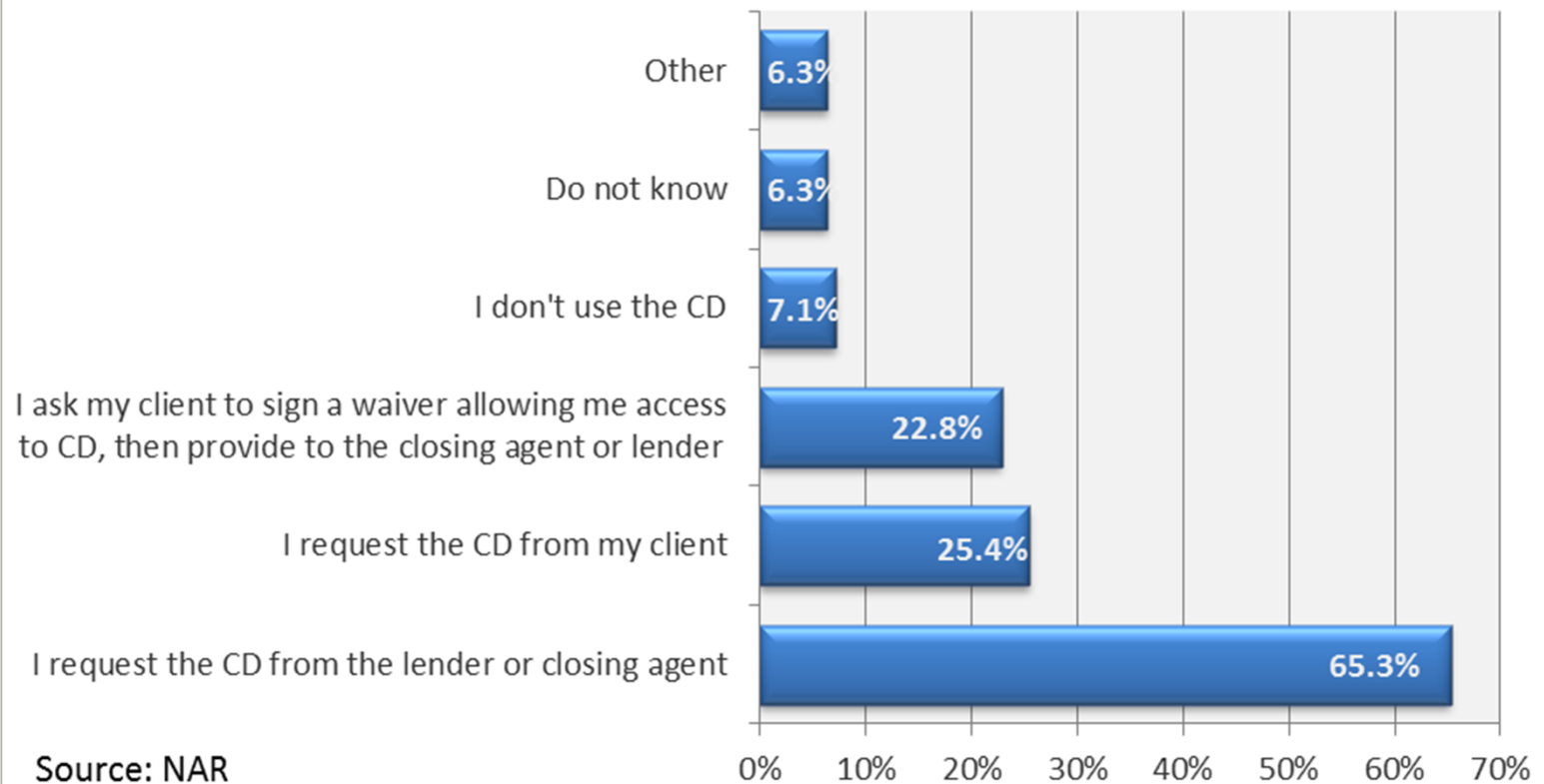


# Closing Documents on Delayed Settlements Had More Errors



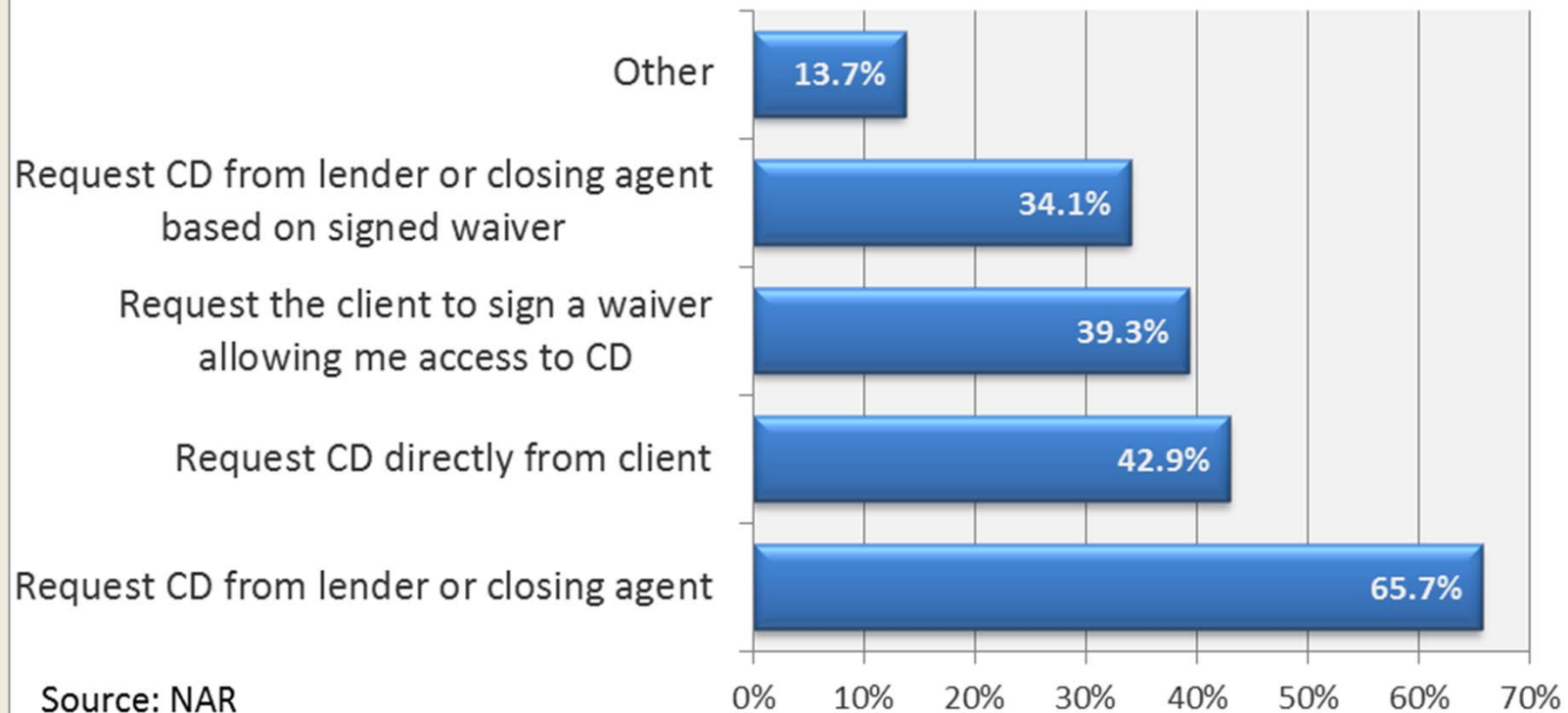
# CDs Most Frequently Requested from Lender or Closing Agent

**What strategy(s) do you employ to get a copy of the closing document? Mark all that apply**



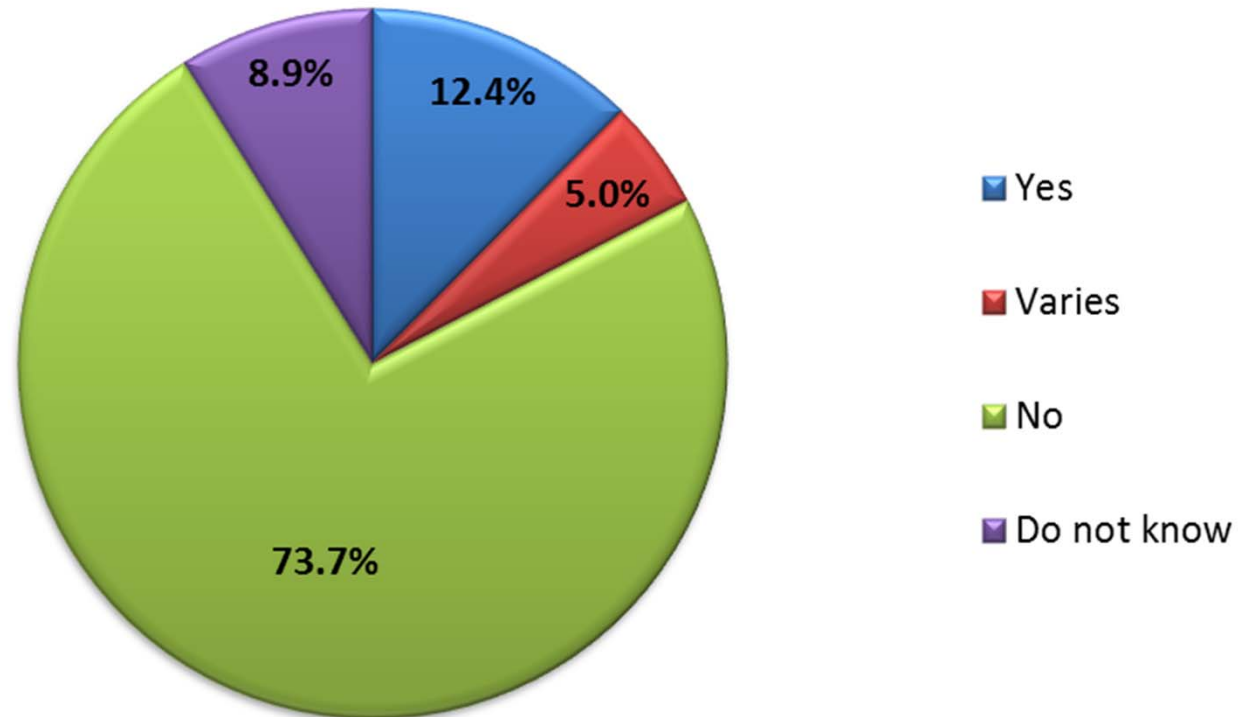
# Lenders are Most Helpful, but Client and Waivers Work Well

**For each strategy, please mark what numeric percent it is successful in getting the CD for a transaction**



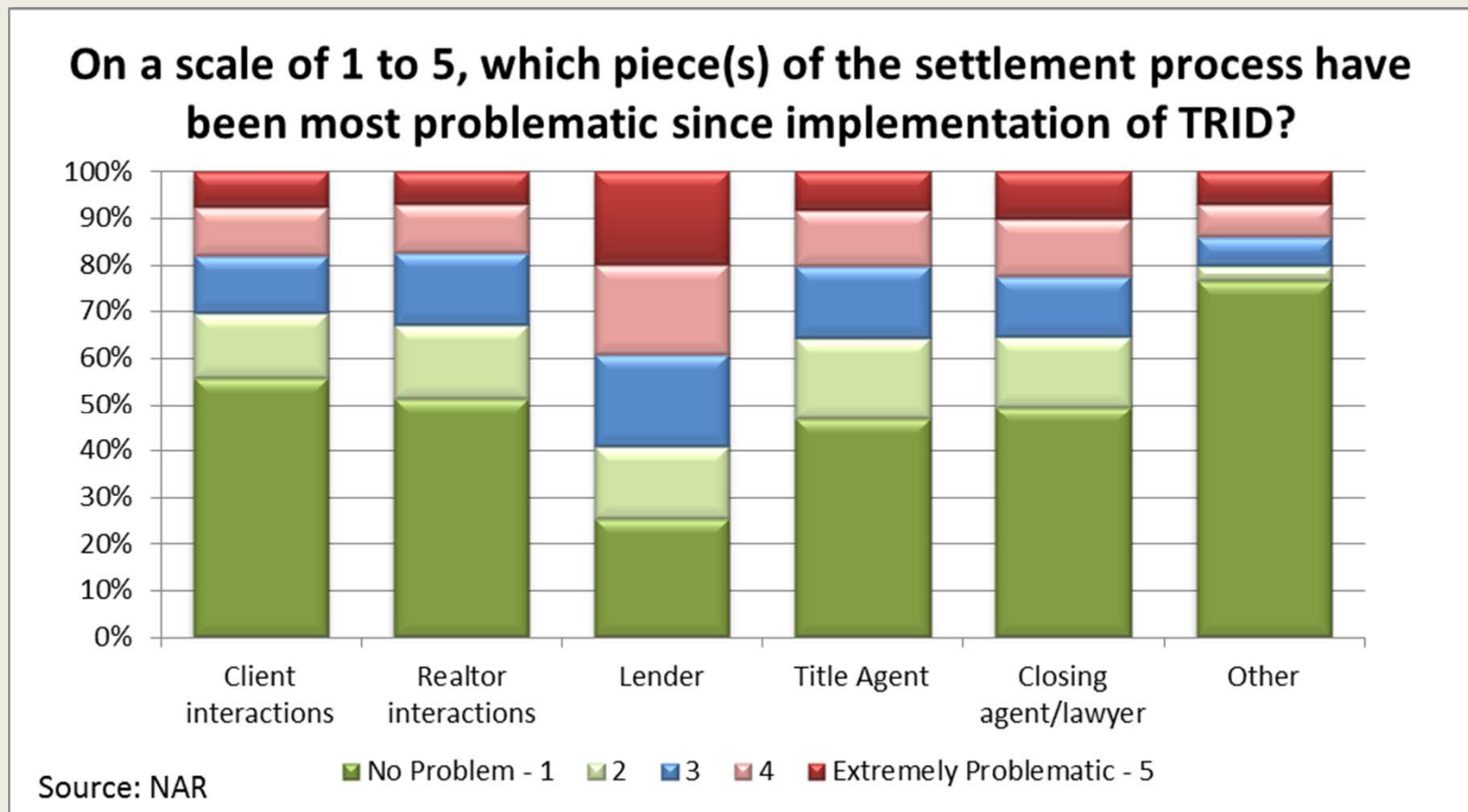
# Lack of CDs Impact MLS Activity

Have you had issues closing records in your MLS due to lack of closing documents (or information therein) since TRID was implemented?



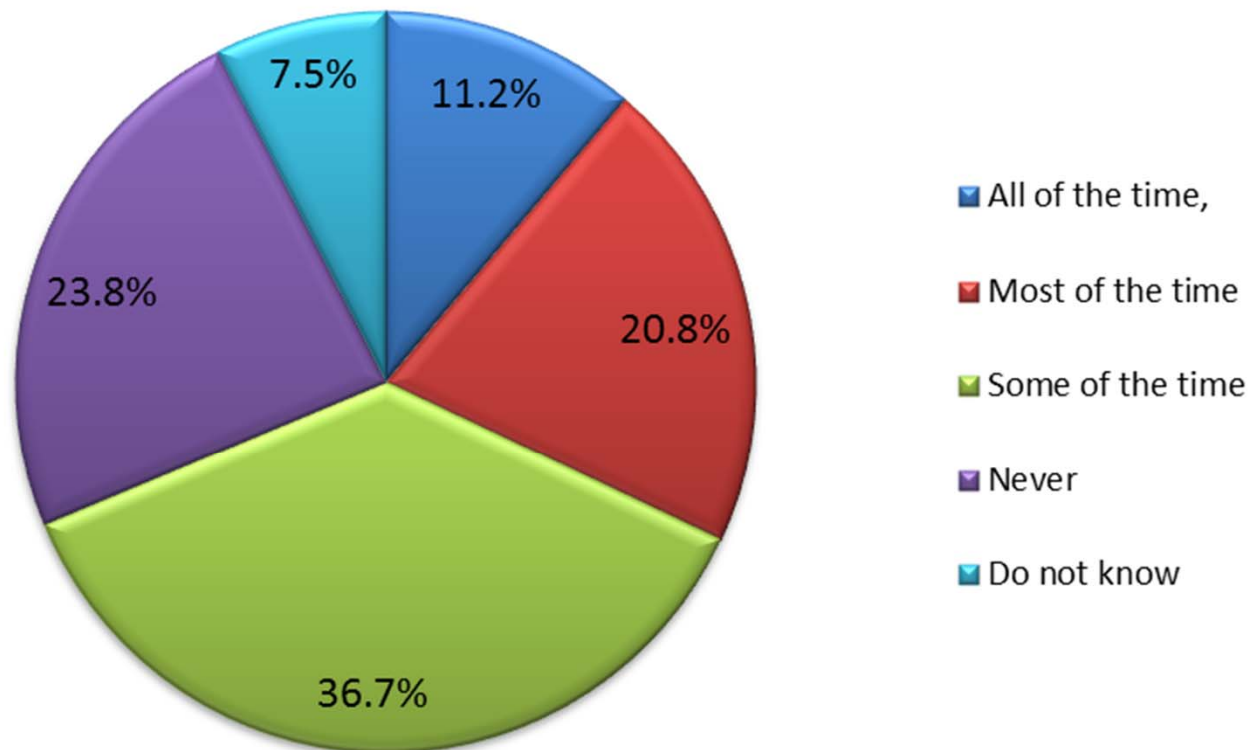
Source: NAR

# According to REALTORS<sup>®</sup>, Lending Process has been the Leading Source of Issues Under TRID



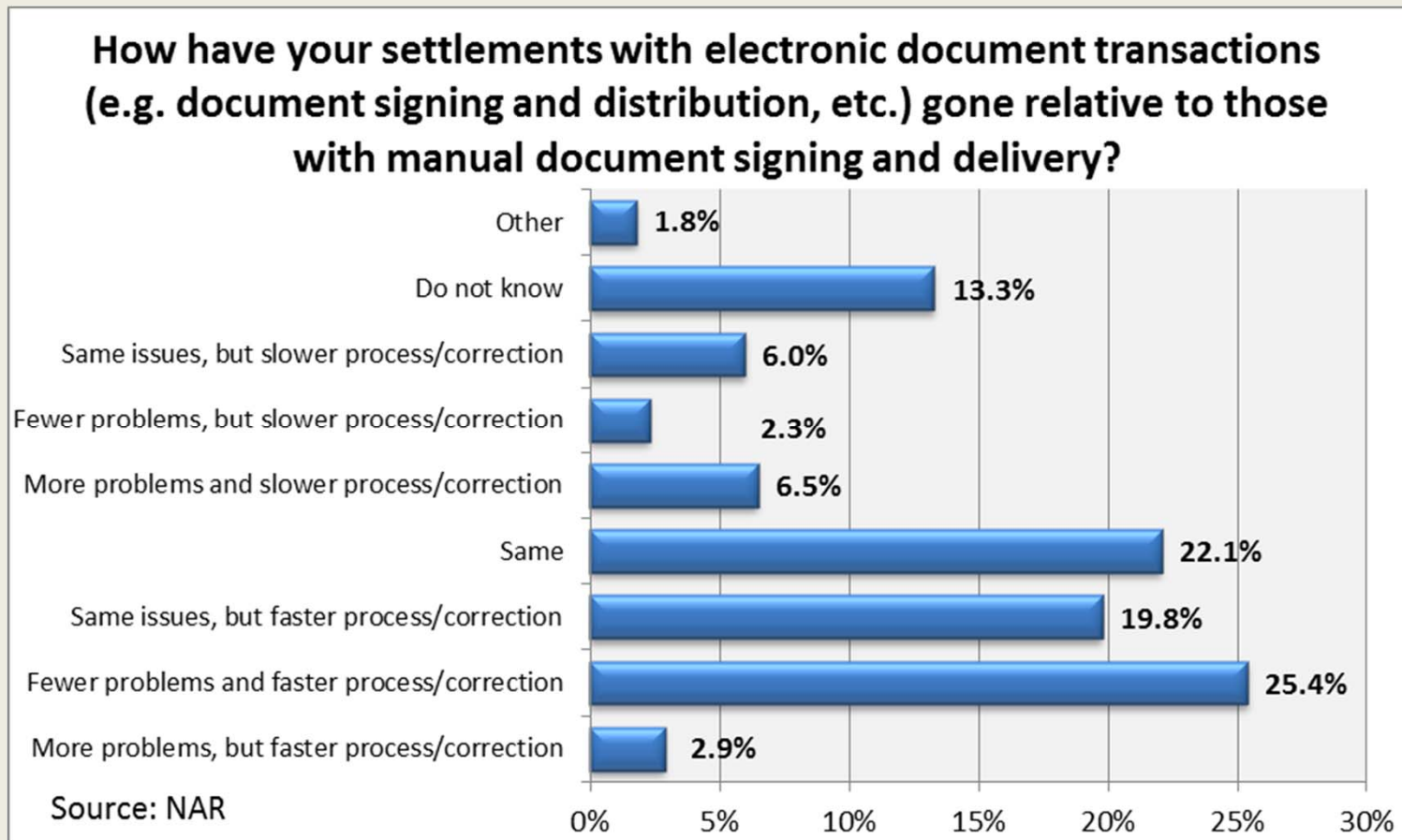
# Nearly 70% of Respondents Reported At Least Some use of Electronic Documentation in Settlement

**How frequently is the settlement process conducted using electronic documentation (signing and delivery) in your area?**



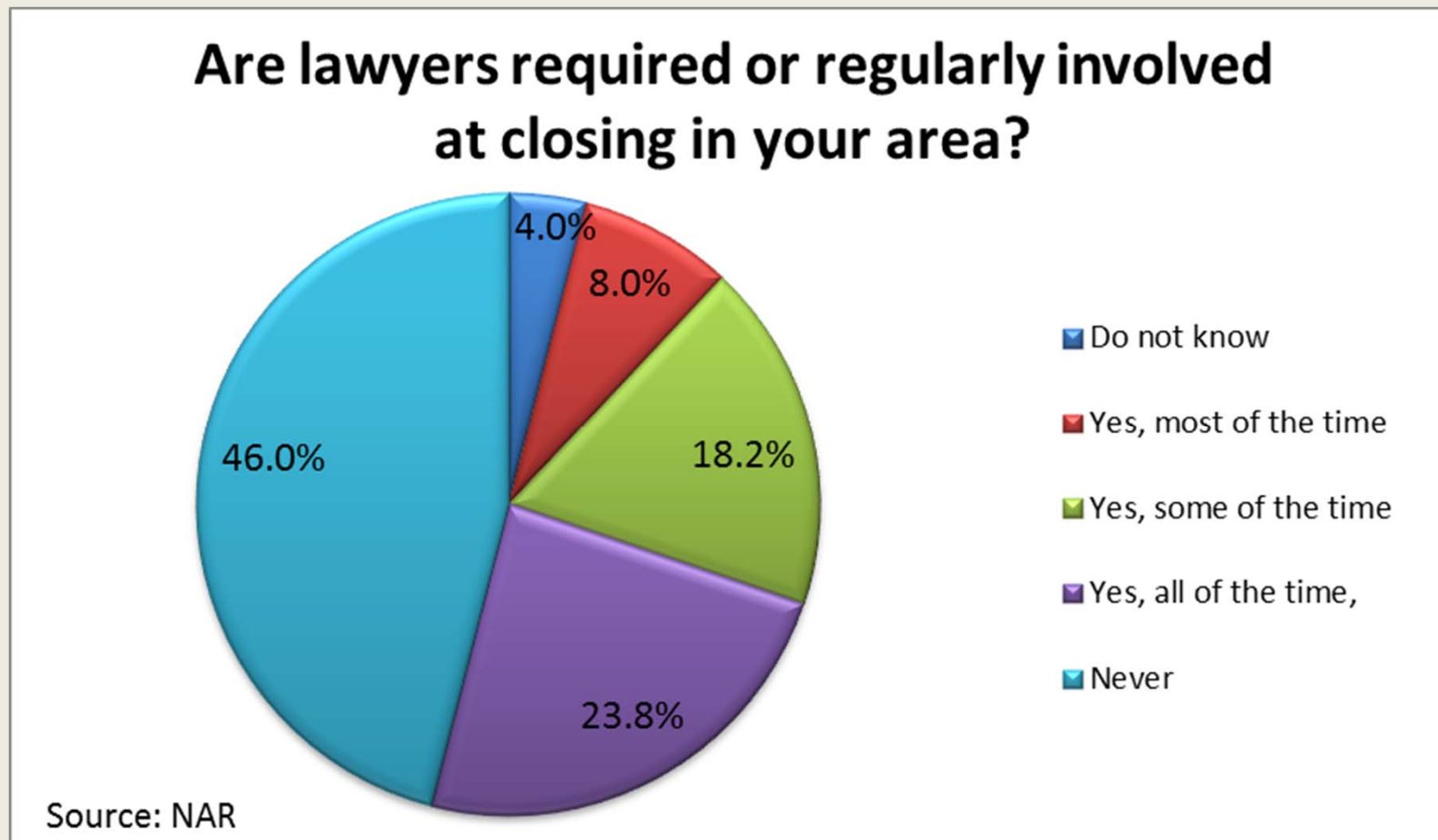
Source: NAR

# E-settlements Were Faster and had Fewer Issues than Traditional Settlements



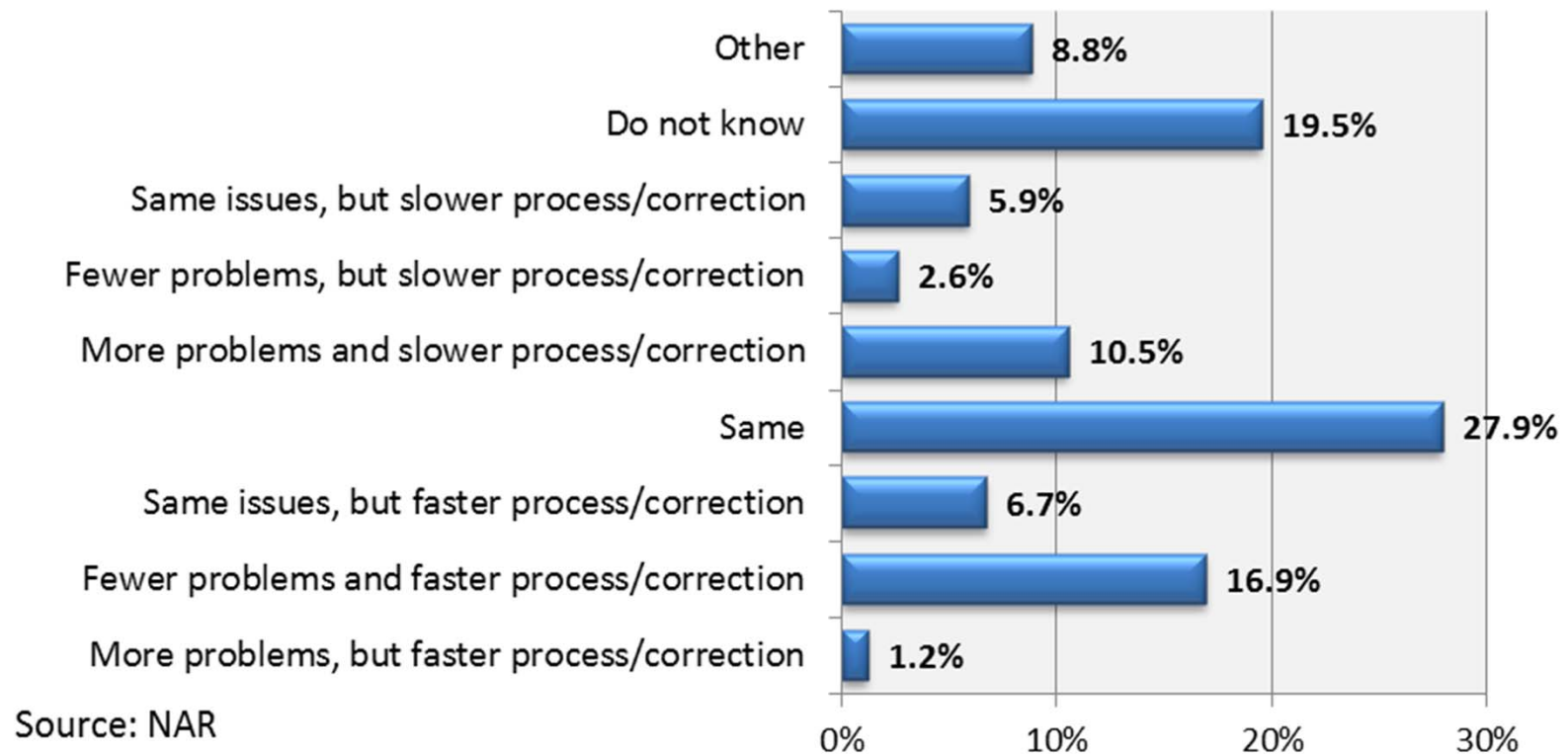


# Half of Respondents Indicated that Lawyers Were Involved in At Least Some Settlements



# Settlements With Lawyers Were Modestly Faster and Error Free

**How have your settlements with direct involvement of lawyers gone relative to those without?**



# National Association of REALTORS®

## Research Division

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