

Important Tips for Brokers on Mortgage Switches/Transfers

STREAMLINING MORTGAGE DEALS

Getting your switches across the finish line faster

Brokers can capitalize on the surge in mortgage renewals by understanding lender transfer programs as well as the process of getting switches over the line through title insurance companies.

HOW BIG IS THIS OPPORTUNITY?

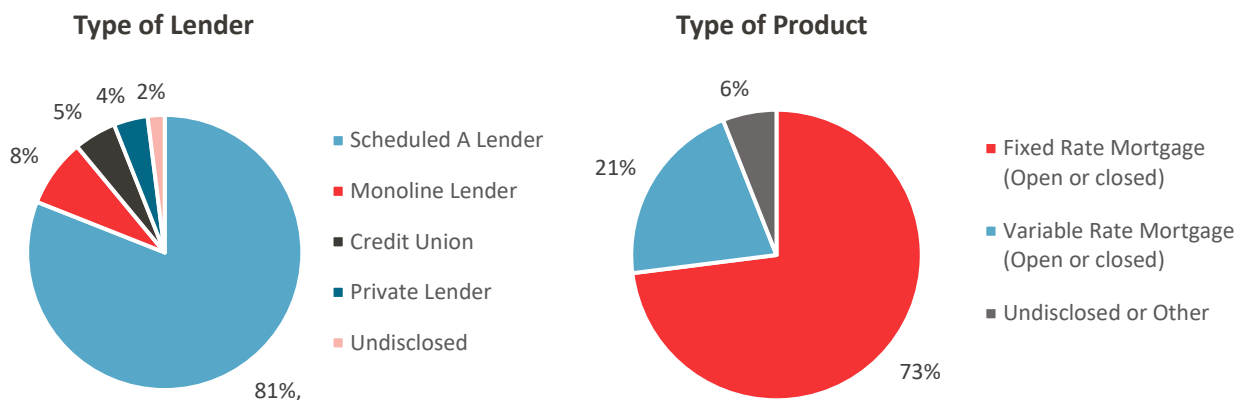
Total mortgages coming up for renewal in the next 3 years

\$901,000,000,000*

2024	2025	2026
\$186 billion	\$315 billion	\$400 billion

WHERE IS THE OPPORTUNITY?

Mortgages Renewing*



KEYS TO AVOID DELAYS

- Include the existing mortgage maturity date in the appropriate field on the request for statement and authorization.
- Inform borrowers that their current institution may have a retention period.
- Ensure borrowers have requested to renew into an open term when available.
- Set closing date expectations with borrowers for the anticipated receipt date of the OFI payout statement.

KEYS TO AVOID PAYOUT STATEMENT DELAYS

- Ensure all registered owners have signed.
- Complete and have borrowers sign individual forms for all secured debts to be discharged regardless of balance.
- Complete each section of the request for statement and authorization in detail, including best contact details for borrowers.
- Respond as soon as possible when title insurance company reaches out to resolve an issue.

KEYS TO AVOID BORROWER PHONE TAG

- Set clear expectations at initial engagement.
- Explain title insurance company's role in the process and provide borrowers with a walkthrough.
- Let your borrowers know that during the closing title insurance company may request additional information.
- The title insurance company email notification can be used as a prompt to let your borrowers know that title insurance company will be reaching out.

KEYS TO AVOID DISCREPANCIES

Standard Mortgage

With a standard mortgage charge, everything is clear and straightforward:

1. The bank registers the loan amount on the house title.
2. You know exactly how much you'll pay each month.
3. All the terms (like interest rate and payment schedule) are written down for you to see.

Collateral Mortgage

Collateral mortgages are a bit trickier:

1. Instead of putting just the loan amount on the title, the bank registers a higher amount (more than what you borrowed).
2. Your payments are "on demand," meaning they don't follow a fixed schedule.
3. Unfortunately, the specific terms (like interest rate) aren't listed directly on the title. You'll need extra documents to understand them.

HELPFUL DOCUMENTS UPFRONT

- **Recent mortgage statements**
This will help you establish the mortgage number, current mortgagors, address, maturity date, lender details, and balance.
- **Recent Property Tax Bill**
This will help you establish the legal names of your customers, legal description, municipal address of the subject property.
- **Copies of Existing Mortgage Registration Documents**
A copy of what your borrower signed with the lawyer or provider on the previous mortgage.

**Data provided by FCT (First Canadian Title)*