



FincenRealEstateReport.com

Training Webinar

Learn when and how to file FinCEN's new reports with best practices and resources for your closings

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Making it Easy

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Resources and Solutions Recap

1,000+

U.S. Firms

Use our FinCEN filing products today at law firms, accounting firms, fund management services, and real estate compliance providers.

150,000

Annual Filings

Flow securely through our Advalis solutions each year to FinCEN, supporting ongoing compliance for entities and their filing service providers.



SOC 2 Type 2

Certification protects client data. This rigorous standard and recurring audits assures security best practices and regular testing.

40+

State Associations

Including state bar associations, CPA societies, and real estate groups work with our experts for continuing regulatory education courses.



FincenRealEstateReport.com



Charles Wismer

CEO - ADVALIS

Charles provides trainings on regulations and best practices for FinCEN filing requirements. He serves as a CPE instructor on this topic for over 40 state bar associations and CPA societies.

FinCEN Done in Minutes

With 150,000 FinCEN filings behind us, we've refined the process so you can file in as little as **2 minutes with our full-service plan** instead of taking hours, all completed to best-practice FinCEN standards.

Communicate

Initiate the RER file and ensure all involved parties are informed of the requirements. This step establishes clear expectations through structured communication and internal preparedness.

Obtain

Distribute required forms or links, respond to inquiries, and address any edge cases. Effective information gathering depends on having reliable tools and accurate reference materials.

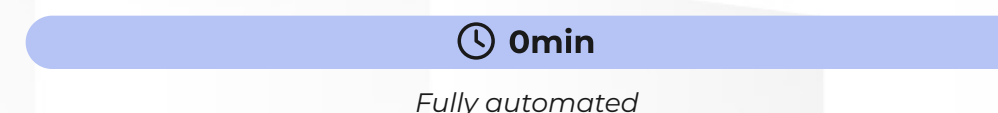
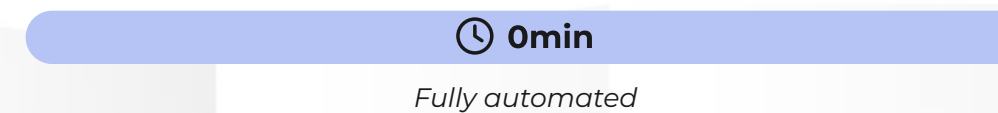
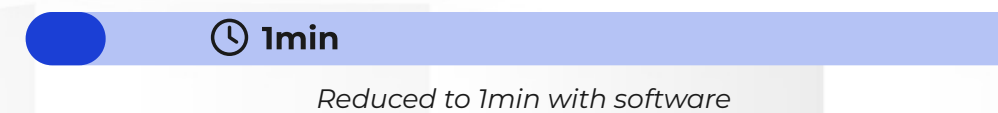
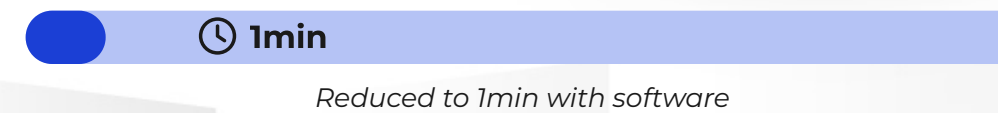
Track

Monitor deadlines, follow up on outstanding information, and keep stakeholders informed of progress. A tracking system and alert mechanism are essential for maintaining compliance and meeting timelines.

Submit

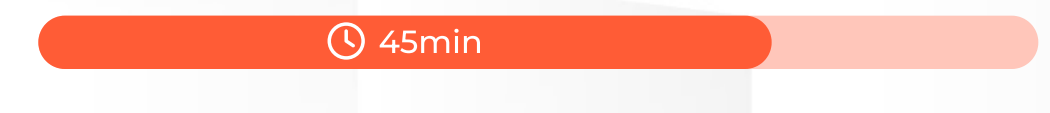
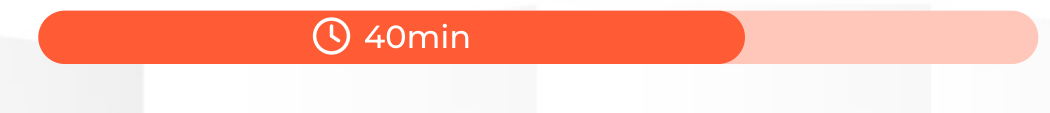
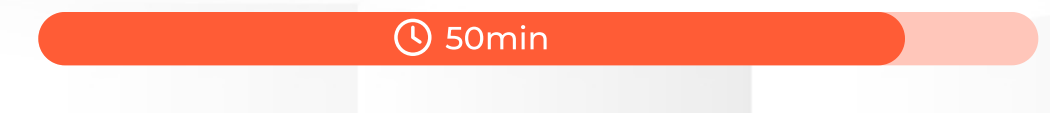
Conduct a final review for accuracy, transmit the report to FinCEN, and retain documentation as required. Update the file status to reflect submission and ensure secure long-term storage.

Automated



Total: 2 minutes

Manual



Total: 2hr 45min

What's Happening and Why

GTO 2016 to 2/28/2026

RER 3/1/2026 +

Test case success

- Geographic Targeting Orders require reporting on \$300K+ all-cash residential purchases by legal entities in selected U.S. counties.
- 7% involve someone already under FBI investigation & 40% of reports match bank SAR.
- Money laundering and national security needs.



Expanding Scope and Data Collected

10x - 15x more reports per year

- Includes entities and trusts
- No price thresholds
- No geographic limits

111 datapoints from both sides

- Buyer and seller information
- Fund source information
- Complete ownership chain of details for buyers

Essential settlement agent resources to prepare:

Free Training

Exemption Checker

Collect & File Service

Explainer Form

Buyer & Seller Guide

Failure to File Penalties

Negligent violations can lead to:

- Civil fine up to \$1,394 per violation
- Additional fine up to \$108,489 for an ongoing pattern of negligence

Willful violations can lead to:

- Up to 5 years in prison
- Criminal fine up to \$250,000 and/or prison
- Civil fine up to the greater of \$69,733 or the amount involved, capped at \$278,937

Final Rule. Consistent with the NPRM, FinCEN believes that it is unnecessary to list potential penalties in the regulatory text because the applicable penalties are already set forth by statute. Negligent violations of the final rule could result in a civil penalty of, as of the publication of the final rule, not more than \$1,394 for each violation, and an additional civil money penalty of up to \$108,489 for a pattern of negligent activity.^[28] Willful violations of the final rule could result in a term of imprisonment of not more than five years or a criminal fine of not more than \$250,000, or both.^[29] Such violations also could result in a civil penalty of, as of the publication of the final rule, not more than the greater of the amount involved in the transaction (not to exceed \$278,937) or \$69,733.^[30] This penalty structure generally applies to any violation of a BSA requirement.^[31] FinCEN intends to conduct outreach to potential reporting persons on the need to comply with the final rule's requirements.

Filing Deadlines

The Real Estate Report must be filed by the later of:

- 1 The last day of the month following the month in which the transaction closes
- 2 Thirty calendar days after the date of closing

This means most filers will have between 30 and 60 days to file.

Closing Date:

Mar 15th Close



2 Apr 15th



Must File By:

1 Apr 30th

**** Remember information should be completely collected prior to closing.**

The FinCEN Compliance Process

Know when to start reports

Training

Exemption Check

Internal Policies

Communicating with customers

Explainer Form

Buyer Guide

Seller Guide

Owner Guide

Collecting information & filing

- 1 Explain reporting requirements
- 2 **Distribute and collect**
- 3 Serve as regulatory liaison
- 4 Follow up on submissions
- 5 Monitor compliance timelines
- 6 Coordinate closing readiness
- 7 **File with FinCEN**
- 8 Maintain compliance records

CRITERIA 1

Is the property residential?

Located anywhere in the US (50 states), DC, Puerto Rico, US territories, or Native American Reservations.

Includes 1-4 family units, condos, dual-use properties, shares in cooperative housing, or vacant land intended for home construction.

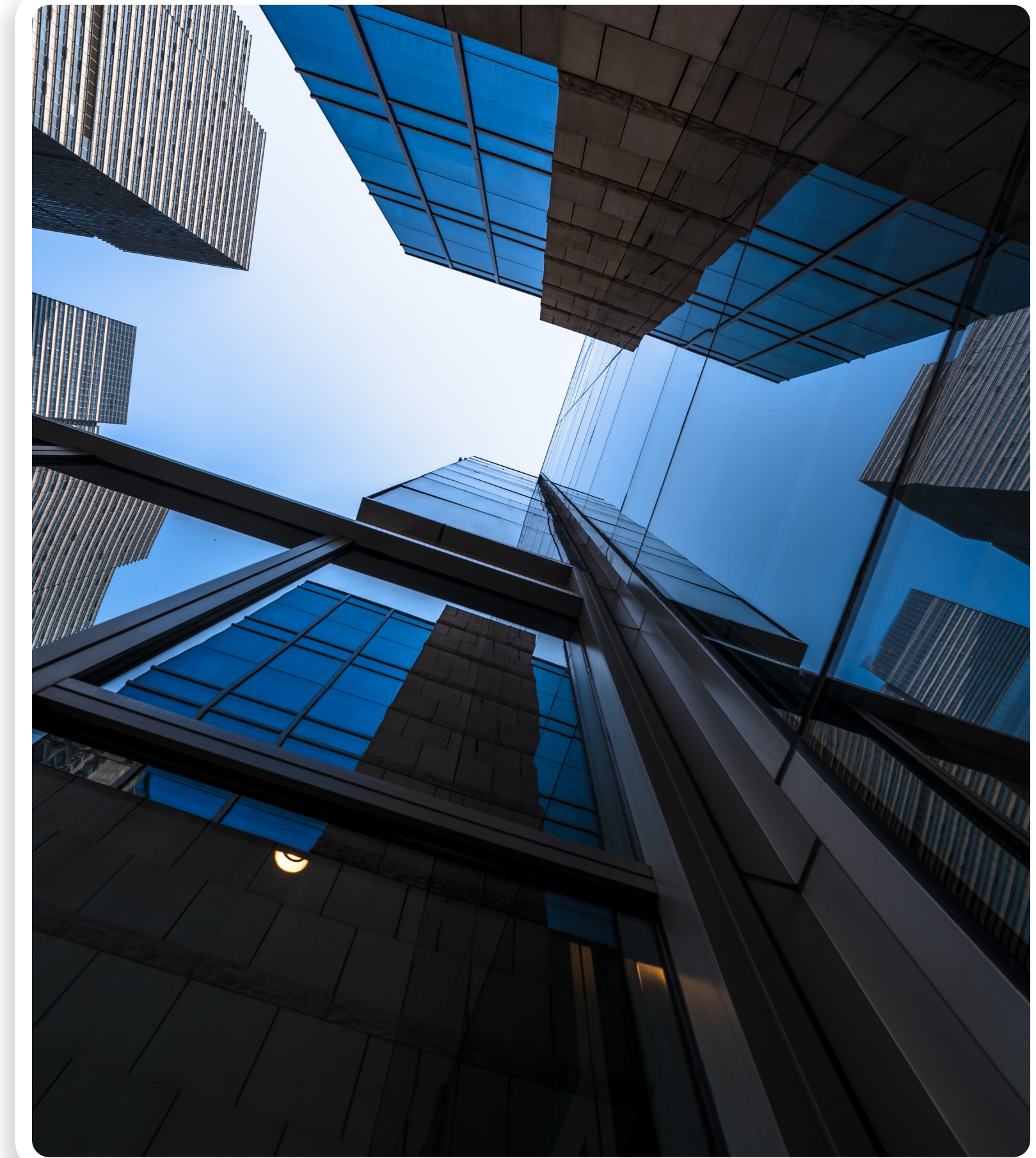


IF YES

CRITERIA 2

Is ANY buyer is Legal Entity or Trust?

This includes LLCs, corporations, or trusts managed by trustees, even if these entities are only co-buyers alongside individuals.



IF YES

CRITERIA 3

Is the transaction non-financed?

Property is being purchased without financing from a bank, mortgage broker, or other regulated lender with AML obligations.

Note: Private or seller financing does not count as an exemption.



IF YES

CRITERIA 4

Do any rare exemptions apply?

- Death transfer (will, trust, inheritance)
- Divorce/dissolution settlement
- Transfer to bankruptcy estate
- Court-ordered or supervised transfer
- Easement (no property transfer)
- 1031 exchange to Qualified Intermediary
- Gift to seller's own trust (no payment)
- Buyer is regulated entity (bank, credit union, insurance co., public company, etc.)
- Buyer is government authority
- Trust buyer with public company trustee
- Statutory business trust (like Delaware DST)



IF NO

Reporting Required.

Plan your expected reporting volume based on how many residential (include land) cash transactions are selling to LLCs, Corps, or Trusts. For a quick estimate, assume **15%** of your total transactions.

Tip: Don't start paperwork for transactions that do not require filing. We learned from BOI that it's important to separate the qualification and data collection elements.

Free Resource

Check any transaction in 1 minute before starting any filing. Bookmark link below for your team.

<https://fincenrealestatereport.com/rer-quiz-tool/>

Residential Property Criteria

Is the property residential (1-4 family units, condos, dual-use properties, shares in cooperative housing), or vacant land intended from home construction, located anywhere in the US (50 states), DC, Puerto Rico, US Territories, or Native American Reservations?

YES

NO

The Compliance Sandwich



Check at Beginning

Run an exemption check within the first 5 days with front-line or backoffice team.



Watch for Updates

Train team to look out for switches to trusts/entities or financing fall-through.



Check Before Closing

Run an exemption check again just prior to closing.

MARKET METRICS

5.2M

ANNUAL TRANSACTIONS

4.6M homes, condos, coops.
600K residential land transactions.

per ATTOM data

780K-850K (15%)

ANNUAL REPORTS

Estimated annual RRE reports based on industry metrics and FinCEN. 15% of transaction volume is typically cash and to entities/trusts.

Per Office Metrics

50-250

MONTHLY CLOSINGS

Closings per month at each office.
69% under 75. 18% process 250+.

per ALTA data

10-40

MONTHLY FILINGS

RRE Report filings expected per office each month.
Matches 850K filings/20K offices.

Per Office Time

30-120

MONTHLY HOURS

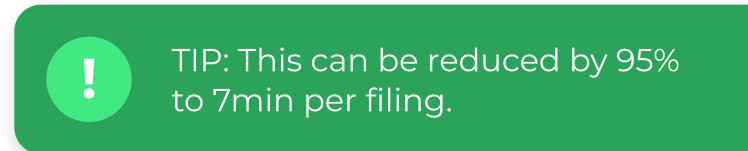
Required for new FinCEN compliance at 3hrs per filing.
Can equate to 1 full-time staff member per office.

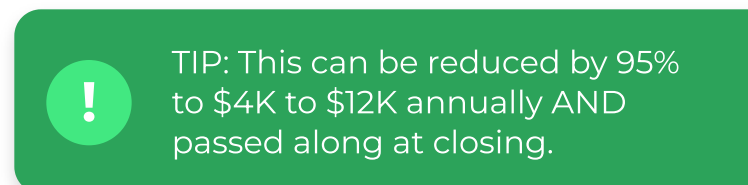
per FinCEN data

\$15K-\$60K

Per Office Time

Annual cost for 25% to 100% of a staff member's time.

 TIP: This can be reduced by 95% to 7min per filing.

 TIP: This can be reduced by 95% to \$4K to \$12K annually AND passed along at closing.

Who must file these reports?

Determined by the **reporting cascade**.

Settlement Agent or Attorney

Typically the party that must file.

1

The individual or business listed as the closing or settlement agent on the official closing or settlement statement.

2

If no such agent is listed, the professional who prepared the closing or settlement statement.

3

If neither of the above applies, the party who filed the deed or other legal document that formally transfers ownership of the residential property with the local recordation office.

4

If none of the above roles are involved, the underwriter of the owner's title insurance policy for the transferee. This is typically a title insurance company.

5

If none of the above parties are involved, the person or entity that disbursed the largest portion of funds connected to the transaction. This may include disbursements from an escrow account, trust account, or attorney trust account.

6

If no one has yet qualified, the party that evaluated the title status for the transaction.

7

Lastly, if none of the above apply, the individual or business that prepared the deed or, in the case of a cooperative housing unit, the party that prepared the stock certificate or other instrument evidencing ownership.

Underwriter

Rarely the party that must file.

Note: A designation agreement is a written agreement between professionals involved in a transaction that assigns filing responsibility to a specific party. It allows real estate professionals to shift reporting obligations in a clear and documented way, providing flexibility. Each agreement must be specific to a single transaction and kept on record for five years.

Third-Parties and Designations

Prepare

- [WHAT IS THE REAL ESTATE REPORT?](#)
- [WHEN IS A TRANSFER REPORTABLE?](#)
- [AM I A REPORTING PERSON?](#)

File

- [FILE A REPORT USING THE BSA E-FILING SYSTEM](#)
- [CREATE A BSA E-FILING ACCOUNT](#)
- [CREATE A LOGIN.GOV ACCOUNT](#)












Alert: FinCEN Announces Postponement of Residential Real Estate Reporting Until March 1, 2026

On September 30, 2025, FinCEN issued exemptive relief from the requirements of the Residential Real Estate Rule until March 1, 2026. Accordingly, reporting persons are exempt from the requirement to file reports for reportable transfers that close prior to March 1, 2026. See <https://www.fincen.gov/news/news-releases/fincen-announces-postponement-residential-real-estate-reporting-until-march-1> for more details.

Alert: Filing a Real Estate Report directly through FinCEN's BSA E-Filing System is free

There is no fee for submitting a Real Estate Report (RER) directly to FinCEN through FinCEN's BSA E-Filing System at <https://bsaefiling.fincen.gov>.

Reporting persons may use third-party service providers to submit RERs to FinCEN. Those providers might charge fees for their services. Before authorizing a third-party service provider to file a RER with FinCEN, you should: (1) understand the fees for the offered services; and (2) carefully review any terms of service or agreements.

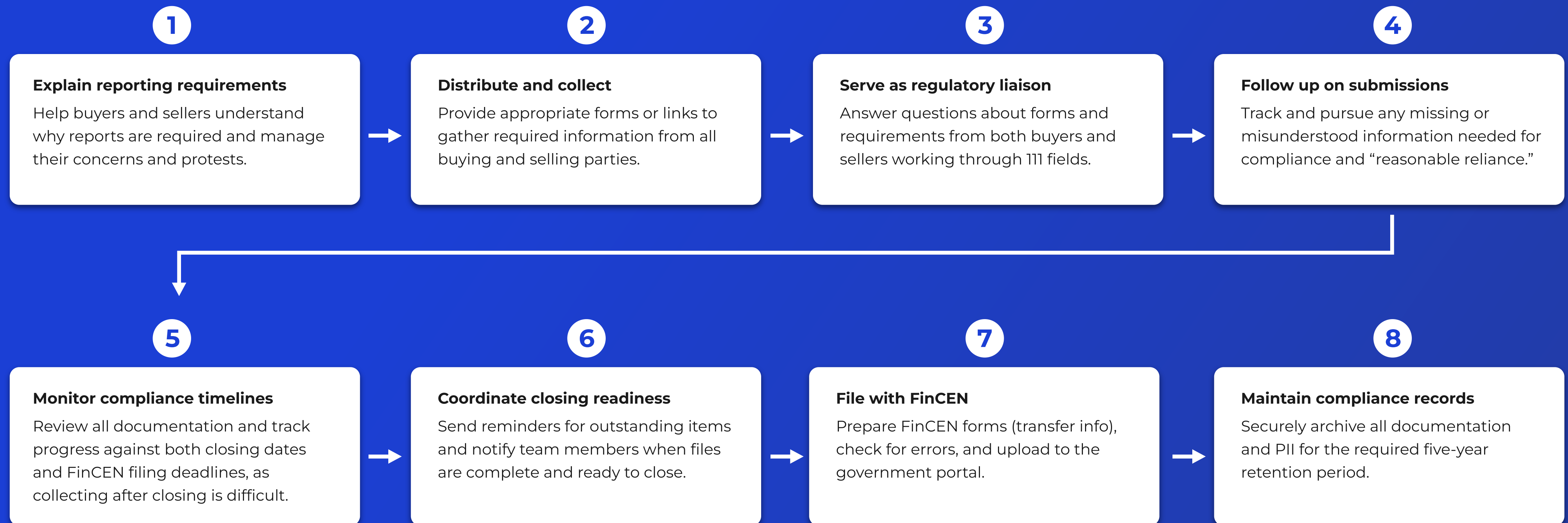
-  PDF
-  Document Details
-  Document Dates
-  Table of Contents
-  Public Comments
-  Regulations.gov Data
-  Sharing
-  Print
-  Document Statistics
-  Other Formats
-  Public Inspection

Final Rule. In the final rule, FinCEN adopts the allowance for designation agreements in 31 CFR 1031.320(c)(4) as proposed. Although FinCEN sees the potential benefits of blanket designation agreements, such agreements would undermine FinCEN's ability to enforce the rule, particularly when a Real Estate Report is not filed as required, and accordingly the final rule does not permit a blanket designation agreement in lieu of a separate designation agreement for each relevant transfer. A single transfer could be subject to multiple, potentially overlapping, blanket designation agreements between different parties. In such a situation, it would be difficult for FinCEN to determine which person had ultimate responsibility for filing the report, and even the persons described in the reporting cascade may not know who had filing responsibility. By comparison, a separate designation agreement for each transfer, describing the specific details of the transfer, makes that determination straightforward. The designation agreement is designed to provide an optional alternative to the reporting cascade that can be effectively and efficiently implemented by reporting persons if they choose. However, nothing in the final rule prohibits persons in the reporting cascade from having an understanding, in writing or otherwise, as to how they generally intend to comply with the rule, provided that they continue to effect designation agreements for applicable transfers.

The final rule also does not allow for **third-party** vendors who are not described in the reporting cascade to be designated as a reporting person, as such vendors are not financial institutions that can be regulated by FinCEN; a reporting person could outsource the preparation of the form to a **third-party** vendor, but the ultimate responsibility for the completion and filing of the report would lie with the reporting person.

8 Steps of Every Report

Whether you're processing these manually or with automated tools/services, eight critical steps must be completed for every non-exempt transaction.



Time Required

The RRE report typically takes around **3 hours** to complete, which aligns with the estimated range of 2.5 to 6 hours. But with automation, it can be done in just **2 minutes**.



Communicate

Tasks & Time (Estimated)

- 10min Start RER File
- 20min Explain RER to all parties. (often 10m per party)

Requirements

- Communication script
- Staff training
- Escalation plan
- File tracking system

Obtain

Tasks & Time (Estimated)

- 20min Share forms/links x2+
- 20min Answer/route questions x2+
- 10min Manage edge cases

Requirements

- Form or software
- Rule reference materials

Track

Tasks & Time (Estimated)

- 10min Monitor deadlines
- 15min Chase down missing info
- 10min Update closing team
- 5min Track statuses

Requirements

- File tracking dashboard
- Deadline alert system

Submit

Tasks & Time (Estimated)

- 10min Check for errors
- 20min Transmit to FinCEN (PDF best)
- 10min Store files (5 years)
- 5min Update file status (filed)

Requirements

- Error checking process
- Secure storage system

FULL FILING SERVICE

Have experts collect and file for you

We file with FinCEN for you. Filed in 3 easy steps.

1

Order reports in 1 minute with title integrations or secure portal.

Start a report online with only a few data points and we'll gather the rest. **Integrations with leading title software** and OCR options automate order creation.

2

We gather info & confirm FinCEN filing ready before your closing.

Our U.S. team reaches out to buyers and sellers with secure links, answers regulatory questions, and guides customers through an easy 5 minute online submission. 150K completed to date.

3

We file for you after closing. Pay only if your transaction closes.

We manage reminders & validate data. Get email digests of all file statuses or log in to review. We file with FinCEN & you pay only for closed transactions. **Customer payment options available. All filings insured.**

INTEGRATIONS AVAILABLE



Comparison to Form-based Options

Other tools just collect forms and leave the rest to you. We handle the full compliance process in the background so filings are accurate, on time, and stress-free.

	Collect Customer Information Securely	We File For You	Capture & Store Signoff	Expert Regulatory Support Team	We Remind Customers & Track Deadlines	Check & Log Exemptions	SOC2 Type 2 Secure 5-Year Storage	Cost Pass-Through Compatible
Fincen Real Estate Report.com	✓	✓	✓	✓	✓	✓	✓	✓
Other Form Based Solutions	✓	✗	✗	✗	✗	✗	✗	✗

Free tools for settlement agents

<https://fincenrealestatereport.com/old-republic-partner/>

