What every real estate pro needs to know about the FINCEN REAL ESTATE GTO

1. PREPARE EARLY
   Early awareness of the Geographic Targeting Order gives customers the most flexibility and time to collect information.

2. LIKE OPENING A BANK ACCOUNT
   Let clients know that the info they need to provide is the same that is needed to open a bank.

3. EARNEST MONEY
   Tell the title company about how earnest money was paid. Money collected by a party representing purchaser or seller (i.e. an attorney or real estate agent) no matter how de minimis counts when reporting.

4. PRIVACY
   Reports made under the GTO are confidential. They are not made public and not subject to a Freedom of Information Act disclosure.

5. KNOW THE NUMBERS
   - California - $2m
   - Los Angeles
   - San Diego
   - San Francisco
   - San Mateo
   - Santa Clara
   - Florida - $1m
   - Broward
   - Miami-Dade
   - Palm Beach
   - Texas - $500k
   - Bexar
   - New York - $1.5m
   - Bronx
   - Brooklyn
   - Queens
   - Staten Island
   - Manhattan - $3m

YOU'RE READY TO CLOSE

www.alta.org/fincen