



Who Pays What? Buyer and Seller Charges by Loan Type

Listed below are most of the usual costs involved for the seller and buyer. Because of the difficulties in finalizing these costs, please remember to contact your closer or real estate professional at any time.

When preparing the settlement statements for the seller and buyer, the closers will be guided by what the seller and buyer have agreed in the Contract to Buy and Sell Real Estate (All Types of Properties), which is the standard form of contract used by your real estate agent.

Conventional Loan

Buyer's Costs

1. Mortgagee's title policy and endorsements
2. Record warranty deed
3. Record trust deed
4. Tax certificate
5. State document fee (\$.01 per \$100.00 of sales price)
6. Loan closing fee
7. Real estate closing fee (generally 1/2)
8. Realty tax service fee (if lender charges)
9. First year homeowner's insurance premium
10. 2-3 months hazard insurance reserve
11. Tax reserve (1-2 months, depending on date of closing)
12. Loan origination and discount fee
13. Survey
14. Appraisal
15. Credit report
16. Interest on new loan (depending on date of closing)
17. Mortgage insurance premium (MIP)
18. Water and sewer adjustments.
19. Simultaneous second mortgage closing fee (if applicable)
20. Simultaneous second mortgage title policy (if applicable)
21. Record second deed of trust
22. Flood certifications
23. HOA dues adjustment and/or transfer fees (if applicable/ per contract)

Seller's Costs

1. Loan payoff (per existing lender's payoff letter)
2. Owner's title policy premium
3. Release tracking fee
4. Outstanding taxes (see tax certificate)
5. Real estate taxes (Jan. 1 to date of closing)
6. Water and sewer adjustments
7. Real estate closing fee (generally 1/2)
8. Commissions
9. HOA dues adjustments and/or transfer fees (if applicable, per contract)
10. Seller concessions

FHA Loan

Buyer's Costs

1. Mortgagee's title policy and endorsements
2. Record warranty deed
3. Record trust deed
4. Tax certificate
5. State document fee (\$.01 per \$100.00 of sales price)
6. Loan closing fee
7. Real estate closing fee (generally 1/2)
8. First year homeowner's insurance premium
9. 2-3 months hazard insurance reserve
10. Tax reserve (1-2 months, depending on date of closing)
11. Loan origination and discount fee (per contract)
12. Survey
13. Appraisal
14. Credit report
15. Interest on new loan (depending on date of closing)
16. Mortgage insurance premium (MIP)
17. Water and sewer adjustments.
18. Mortgage insurance reserve
19. Record assignment of trust deed
20. HOA dues adjustment and/or transfer fees (if applicable/ per contract)
21. Loan origination
22. Realty tax service (if lender charges)

Seller's Costs

1. Loan payoff (per existing lender's payoff letter)
2. Owner's title policy premium
3. Release tracking fee
4. Water and sewer adjustments
5. Real estate closing fee (generally 1/2)
6. Real estate taxes (Jan. 1 to date of closing)
7. Commissions
8. HOA dues adjustments and/or transfer fees (if applicable, per contract)
9. Seller concessions

VA Loan

Buyer's Costs

1. Mortgagee's title policy and endorsements
2. Record warranty deed
3. Record trust deed
4. Tax certificate
5. State document fee (\$.01 per \$100.00 of sales price)
6. First year homeowner's insurance premium
7. 2-3 months hazard insurance reserve
8. Tax reserve (1-2 months, depending on date of closing)
9. Loan origination and discount fee
10. Survey
11. Appraisal
12. Credit report
13. Interest on new loan (depending on date of closing)
14. VA funding fee
15. Water and sewer adjustments.
16. Flood certifications
17. HOA dues adjustment and/or transfer fees (if applicable/ per contract)

Seller's Costs

1. Loan payoff (per existing lender's payoff letter)
2. Owner's title policy premium
3. Release tracking fee
4. Loan closing fee*
5. All of real estate closing fee*
6. Realty tax service (if lender charges)*
7. Water and sewer adjustments
8. Real estate taxes (Jan 1. to date of closing)
9. Commissions
10. HOA dues adjustment and/or transfer fees (if applicable, per contract)
11. Seller concessions

*Non-allowable buyer charges for VA Loan

Note: Seller or Buyer may pay for the title policy based on the selection on Paragraph 7.1 or 7.2 or as modified in the additional provisions. Seller or Buyer may pay for the Owner's Extended Coverage or split 50/50 depending on what is selected in Paragraph 7.3.1.