

Who Pays What?

A guide to closing costs



The BUYER Can Generally Be Expected to Pay For:

- ▶ **Loan policy and endorsements**
- ▶ **Record warranty deed**
- ▶ **Record deed of trust**
- ▶ **Courier fee**
- ▶ **Escrow fee**
- ▶ **Tax service fee** (Lender charge)
- ▶ **Full-year homeowner's insurance policy** (Lender charge)
- ▶ **2-3 months hazard insurance escrow** (Lender charge)
- ▶ **Tax reserve** (Lender charge)
- ▶ **Loan origination and/or discount fee** (Lender charge)
- ▶ **Appraisal** (Lender charge)
- ▶ **Credit report** (Lender charge)
- ▶ **Lender document preparation** (Lender charge)
- ▶ **Flood certification** (Lender charge)
- ▶ **Mortgage insurance premium - MIP or PMI** (Lender charge)
- ▶ **Miscellaneous loan fees** (Lender charge)
- ▶ **Survey**
- ▶ **Homeowners' association dues and fees**
- ▶ **Guaranty Fee**
- ▶ **Any other costs as outlined in real estate contract**
- ▶ **Inspection Fees** (roofing, geological, property inspection, etc.)

▶ **Your Closing Professionals!** ▶ You can learn more about all of our services at www.nat.com

The SELLER Can Generally Be Expected to Pay For:

- ▶ **Loan payoff** (per existing Lender's payoff letter)
- ▶ **Owner's Title Policy premium**
- ▶ **Record release of existing lien(s)**
- ▶ **Current year real estate tax pro-ration** (per contract)
- ▶ **Prior year's property taxes still due** (if due)
- ▶ **Homeowners' association dues and fees** (if applicable)
- ▶ **Escrow fee**
- ▶ **Commissions** (per listing agreement)
- ▶ **Any other costs as outlined in real estate contract**
- ▶ **Tax certificate**
- ▶ **Attorney Document Prep Fees for Deeds and Releases**
- ▶ **Homeowner's Transfer Fee** (if applicable)
- ▶ **Guaranty Fee**
- ▶ **Any other costs as outlined in real estate contract**

Negotiated Under Contract

- ▶ City Transfer | Conveyance Tax
- ▶ Termite Inspection
- ▶ Termite Work
- ▶ Home Warranty
- ▶ Bonds or Assessments

