

# Who Pays What? Buyer and Seller Charges by Loan Type ▶▶▶

Most of the costs are listed below; contact your closer or real estate professional for complete information. Closers will be guided by what the seller and buyer have agreed to in the Contract to Buy and Sell Real Estate (All Types of Properties), which is the standard contract used by your real estate agent.

BUYER'S COSTS	CONV.	FHA	VA
1. Mortgagee's title policy and endorsements	x	x	x
2. Record warranty deed	x	x	x
3. Record trust deed	x	x	x
4. Tax certificate	x	x	x
5. State document fee	x	x	x
6. First-year homeowner's insurance premium	x	x	x
7. 2-3 months' hazard insurance reserve	x	x	x
8. Tax reserve (1-2 months, depending on date of closing)	x	x	x
9. Loan origination and discount fee (for FHA, per contract)	x	x	x
10. Survey	x	x	x
11. Appraisal	x	x	x
12. Credit report	x	x	x
13. Interest on new loan (depending on date of closing)	x	x	x
14. Water and sewer adjustments	x	x	x
15. HOA dues adjustment and/or transfer fees (if applicable/per contract)	x	x	x
16. Loan closing fee	x	x	
17. Real estate closing fee (generally 50%)	x	x	
18. Mortgage insurance premium (MIP)	x	x	
19. Flood certifications	x		x
20. Simultaneous second mortgage closing fee (if applicable)	x		

BUYER'S COSTS	CONV.	FHA	VA
21. Simultaneous second mortgage title policy (if applicable)	x		
22. Record second deed of trust	x		
23. Mortgage insurance reserve		x	
24. Record assignment of trust deed		x	
25. Loan origination		x	
26. Realty tax service (if lender charges)		x	
27. VA funding fee			x

SELLER'S COSTS	CONV.	FHA	VA
1. Loan payoff (per existing lender's payoff letter)	x	x	x
2. Owner's title policy premium	x	x	x
3. Release tracking fee	x	x	x
4. Real estate taxes (Jan. 1 to date of closing)	x	x	x
5. Water and sewer adjustments	x	x	x
6. Commissions	x	x	x
7. HOA dues adjustments and/or transfer fees (if applicable per contract)	x	x	x
8. Seller concessions	x	x	x
9. Real estate closing fee (generally 50% for Conventional and FHA; 100% for VA*)	x	x	x
10. Outstanding taxes (see tax certificate)	x		
11. Realty tax service (if lender charges*)			x

\*Non-allowable buyer charges for VA Loan.



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