

# CLOSING COSTS 101: WHO PAYS WHAT?

## KNOWLEDGE IS POWER:

Don't find yourself off guard at closing. Federal law requires buyers and sellers to receive a copy of the settlement statement identifying all charges in the transaction.



## SELLER

CLOSING COSTS RANGE **6-10%**  
from purchase price



**COMMISSIONS**  
Paid to listing and selling agent. Average is 5-6%



**LOAN PAYOFF**  
Any remaining balance with prorated interest



**REAL ESTATE TAXES**  
Prorated



**ADDITIONAL FEES**  
- Homeowner Association Fees (prorated, if applicable)  
- Termite Inspections  
- Home Warranty (optional)  
- Home Repairs/Credit (found during home inspection)



## BUYER

CLOSING COSTS RANGE **2-5%**  
from purchase price



**HOMEOWNERS INSURANCE**  
Typically for one year



**LENDER'S FEES**  
Appraisal costs, origination fees, etc.

**TITLE & ESCROW FEES**  
Title insurance, taxes, etc.

### ADDITIONAL FEES

- Home Inspection
- Credit Report Fees
- Flood Certification/Insurance



### CLOSING TIPS:

- Prepare for the home inspection. Appearances matter, so thoroughly clean your house. Make sure all outlets, light switches, etc. are working properly.
- Don't cancel your homeowner's insurance or utilities until AFTER the closing.
- All closing costs are negotiable.



### CLOSING TIPS:

- Review all loan documents in advance.
- Ask questions to ensure you are fully aware of what is expected and what is needed at closing.
- Take the day off! Closing can be a stressful process even when it goes smoothly.

## LOAN ESTIMATE VS. CLOSING DISCLOSURE

There is a difference: These documents look identical EXCEPT for the purchase price.



### LOAN ESTIMATE

You will need to request this from your agent or lender after applying for a loan.



### CLOSING DISCLOSURE

You will receive this document a few days before closing. Review charges and ask any questions before your closing day.

# RADIAN

[www.radian.biz](http://www.radian.biz)