

## Closing Costs When Buying or Refinancing a Home

### Non-Recurring Closing Costs Associated with the Lender.

**Loan Origination Fee** – The loan origination fee is usually around 1% of loan. It is the compensation to the lender or broker.

**Appraisal Fee** – The property serves as collateral for the mortgage and lenders want to be reasonably certain of the value and they require an appraisal. The appraisal looks to determine if the price you are paying for the home is justified by recent sales of comparable properties. The appraisal fee varies, depending on the value of the home and the difficulty involved in justifying value. Unique and more expensive homes usually have a higher appraisal fee. Appraisal fees on VA and FHA loans are higher than on conventional loans because they require the appraiser to inspect items not strictly associated with value.

**Credit Report** – As part of the underwriting review, your mortgage lender will want to review your credit history.

**Lender's Inspection Fee** – You normally find this on new construction and is associated with what is called a 442 inspection. Since the property is not finished when the initial appraisal is completed, the 442 inspection verifies that construction is complete with carpeting and flooring installed.

**Mortgage Broker Fee** – About seventy percent of loans are originated through mortgage brokers and they will sometimes list your points in this area instead of under Loan Origination Fee. They may also add in any broker processing fees in this area. The purpose is so that you clearly understand how much is being charged by the wholesale lender and how much is charged by the broker. Wholesale lenders offer lower costs/rates to mortgage brokers than you can obtain directly, so you are not paying "extra" by going through a mortgage broker.

**Tax Service Fee** – During the life of your loan you will be making property tax payments, either on your own or through your escrow account with the lender. Since property tax liens can sometimes take precedence over a first mortgage, it is in your lender's interest to pay an independent service to monitor property tax payments.

**Flood Certification Fee** – Your lender must determine whether or not your property is located in a federally designated flood zone. This is a fee usually charged by an independent service to make that determination.

**Flood Monitoring** – From time to time flood zones are re-mapped. Some lenders charge this fee to maintain monitoring on whether this re-mapping affects your property.

### Other Lender Fees

We put these in a separate category because they vary so much from lender to lender and cannot be associated directly with a cost of the loan. These fees generate income for the lenders and are used to offset the fixed costs of loan origination. The Processing Fee above can also be considered to be in this category, but since it is listed higher on the Good Faith Estimate Form we did not also include it here. You will normally find some combination of these fees on your Good Faith Estimate.

**Document Preparation** – Before computers made it fairly easy for lenders to draw their own loan documents, they used to hire specialized document preparation firms for this function. This was the fee charged by those companies. Nowadays, lenders draw their own documents.

**Underwriting Fee** – An underwriter for the lender will be putting in time to underwrite the loan.

**Administration Fee** – If an Administration fee is charged, you will probably find there is no Underwriting Fee. This is not always the case.

**Appraisal Review Fee** – Even though you will probably not see this fee on your Good Faith Estimate, it is charged occasionally. Some lenders routinely review appraisals as a quality control procedure, especially on higher valued properties.

**Wire Transfer Fee** - in the "olden days" lenders usually funded their loans with a check. Because of changes made in state laws to benefit banks and savings & loans, mortgage bankers mostly switched to funding by wire.

### **Items Required to be Paid in Advance**

**Pre-paid Interest** – Mortgage loans are usually due on the first of each month. Since loans can close on any day, a certain amount of interest must be paid at closing to get the interest paid up to the first. For example, if you close on the twentieth, you will pay ten days of pre-paid interest.

**Homeowner's Insurance** – This is the insurance you pay to cover possible damages to your home and other items. If you buy a home, you will normally pay the first year's insurance when you close the transaction. If you are buying a condominium, your Homeowners' Association Fees normally cover this insurance.

**VA Funding Fee** – On VA loans, the Veterans Administration charges a fee for guaranteeing your loan. If you have not used your VA eligibility in the past, this is two percent of the loan balance. If you have used your VA eligibility before, it is three percent of the loan. If you are refinancing from a VA loan to a VA loan, it is three-quarters of a percent of the loan amount. Instead of actually paying this as an out-of-pocket expense, most veterans choose to finance it, so it gets added to the loan balance. This is why the loan balance on VA loans can be higher than the actual purchase amount.

**Up Front Mortgage Insurance Premium (UFMIP)** – This is charged on FHA purchases of single family residences (SFR's) or Planned Unit Developments (PUDs) and is 2.25% of the loan balance. Like the VA Funding Fee it is normally added to the balance of the loan. Unlike a VA loan, the homebuyer must also pay a monthly mortgage insurance fee, too. This is why many lenders do not recommend FHA loans if the homebuyer can qualify for a conventional loan. However, condominium purchases do not require the UFMIP.

**Mortgage Insurance** – though it is extremely rare nowadays, some first-time homebuyer programs still require the first year mortgage insurance premium to be paid in advance. Most mortgage insurance (when required) is simply paid monthly along with your mortgage payment. Mortgage insurance covers the lender and covers a portion of the losses in those cases where borrowers default on their loans.

### **Reserves Deposited with Lender**

If you make a minimum down payment, you may be required to deposit funds into an escrow account. Funds in this account are your funds, and the lender uses them to make the payments on your homeowner's insurance, property taxes, and mortgage insurance (whichever is applicable). Each month, in addition to your mortgage payment, you provide additional funds which are deposited into your impound account.

The lender's goal is to always have sufficient funds to pay your bills as they come due. Sometimes escrow accounts are not required, but borrowers can request one voluntarily. A few lenders even offer to reduce your loan origination fee if you obtain an escrow account.

**Homeowners Insurance escrow** – your lender will divide your annual premium by twelve to come up with an estimated monthly amount for you to pay into your impound account. Since a lender is allowed to

keep two months of reserves in your account, you will have to deposit two months into the impound account to start it up.

**Property Tax escrow** – How much you will have to deposit towards taxes to start up your impound account varies according to when you close your real estate transaction. For example, you may close in November and property taxes are due in December. Your deposit would be higher than for someone closing in May.

**Mortgage Insurance escrow** – When required, most lenders allow this to simply be paid monthly. However, you may be required to put two months worth of mortgage insurance as an initial deposit into your impound account.

### **Non-Recurring Closing Costs not associated with the Lender**

**Closing/Escrow/Settlement Fee** – Methods of closing a real estate transaction vary from state to state, as do the fees.

**Lenders Title Insurance** – The lender's policy will be required by the lender and paid by the lender. This protects the lender's loan from any title defects that may occur.

**Owners Title Insurance** – This is a cost that is optional for the Buyer. Title Insurance protect the homeowner from any title defects that may occur.

**Notary Fees** – Most sets of loan documents have two or three forms that must be notarized. Usually your settlement or escrow agent will arrange for you to sign these forms.

**Recording Fees** – Certain documents get recorded with your local county recorder.

**Home Warranty** – This is also an optional item and not normally included on the Good Faith Estimate. A Home Warranty usually covers such items as the major appliances, should they break down within a specific time. Often this is paid by the seller.

**Loan Tie-in Fee** - Although this sounds like a lender fee, it is not. When charged, it is usually by a settlement agent (escrow, lawyer, etc) and is to compensate them for services they provide in dealing with the lender.

**Sub-escrow Fee** - When charged, the source of this fee is usually the title insurance company. It is usually to compensate them for activities in coordinating with the settlement agent (lawyer, escrow company, etc).

**Courier Fee** - Sometimes charged and deals with the costs associated with ferrying documents around between the lender, title, escrow, settlement, etc.

**Homeowner's Association Transfer Fee** – If you are buying a condominium or a home with a Homeowner's Association, the association often charges a fee to transfer all of their ownership documents to you. Usually paid for by seller.

### **Refinancing Associated Costs**

**Interest** - When you close the transaction on your refinance, there will most likely be some outstanding interest due on the old loan. For example, if you close on August twentieth (and you made your last payment), you will have twenty days interest due on the old loan and ten days prepaid interest on the new loan. Your first payment on the new loan would not be until October 1st since you have already paid all of August's interest when you closed the refinance transaction (since interest is paid in arrears, a September payment would have paid August's interest, which has already been paid in closing).

**Reconveyance Fee** – this fee is charged by your existing lender when they "reconvey" their collateral interest in your property back to you through recording of a Reconveyance.

**Demand Fee** – your existing lender may charge a fee for calculating payoff figures. If they do, this fee may run in the neighborhood of \$60.

### **Asking the Seller to Pay Closing Costs - Rules**

It has become common to ask the seller to pay some or all of the closing costs when you purchase a home. Essentially, this is financing your closing costs since you will probably pay a little bit more for the property than you would if you were paying your own costs.

Keep in mind a few simple rules. On conventional loans you can only ask the seller to pay non-recurring costs, not pre-pays or items to be paid in advance. The maximum amount in which a seller can pay depends on what type loan (conventional, FHA, VA) and the amount of down-payment.



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