

### Customary Closing Costs and Expenses

The custom in this area with regard to who pays for what at closing is as follows, but with the listing not being all-inclusive as to closing costs and expenses:

#### Seller:

1. Revenue stamps or stamps on deed are \$4.00 per \$1,000 of the sale price. This cost can vary by County, e.g., the rate is \$9.00 per \$1,000 in Erie County.
2. Abstract re-date cost depends on date of last re-date, the number and common nature of names in chain of title and other factors.
3. Mortgage discharge is generally \$40.00, plus \$5.00 per page (if seller has mortgage to payoff).
4. Re-dated instrument survey.\*
5. Broker's commission as per agency.
6. Seller's attorney fee.

#### Buyer:

1. Recording deed is \$40.00 plus \$5.00 per page (\$55.00 for standard 3-page deed); filing of accompanying equalization form is generally \$250.00 in commercial transactions.
2. Mortgage tax is generally 1% of the mortgage amount. This cost varies by County, e.g., the total base rate is 0.75% in Ontario County and 1.25% in Steuben County.
3. Recording mortgage and other loan documents is \$40.00 plus \$5.00 per page.
4. Title insurance, if necessary, depends on sale price, mortgage amount, liability issues and other factors. Title insurance premium rates are set by the New York State Insurance Department and are not subject to negotiation or shopping.
5. Bank costs and fees such as application fees, credit report fees, commitment fees, mortgage points, etc.
6. Buyer's attorney fee.
7. Appraisal fee. (Varies \$2,500 and up.)
8. Interim interest from closing date through end of the month.
9. Tax and insurance escrow deposits.
10. Engineering inspection fee. (Full inspection fee  $\pm$  \$5,000; larger projects can cost much more.)
11. Environmental audit fee. (\$1,500-\$2,500 for simple Phase I.)
12. Bank attorney's fee.
13. Tax adjustments due back to the seller.
14. Buyer's broker fee, if applicable.

\* The instrument survey and some costs of closing (e.g., points) can be negotiated and often are. Depending on the nature of the transaction, the party to bear the cost of some of the above can be negotiated.