



Short Sale Closing Costs Checklist

Closing Costs Overview

Fannie Mae will pay what is considered the typical and customary closing costs in a particular market.

Acceptable Short Sale Closing Costs

Short sale closing costs that are acceptable for Fannie Mae to pay are:

- Real estate sales commission, not to exceed 6%
- Typical and customary local and state transfer taxes and stamps
- Title and settlement charges typically paid by seller
- Wood destroying pest inspections and treatment (but not repairs) if usual and customary
- Delinquent HOA monthly dues, if applicable (excluding late fees, penalties, interest, estoppels, and transfers)
- Real estate taxes and other assessments prorated to date of closing
- Buyer closing costs typically paid by the seller and usual and customary for the market
- Seller's attorney fees for settlement services typically provided by the title or escrow company

Unacceptable Short Sale Closing Costs

Short sale closing costs that are not acceptable for Fannie Mae to pay include:

Fees paid to any third party (including attorneys) to negotiate the short sale with the servicer

Real estate sales commission paid to the homeowner or purchaser

Buyer's discount points or mortgage loan origination costs

Taxes paid on HUD-1 for a post-closing period