

LEGEND

Customary Fee Splits:

- + Buye
- Seller
- ★ Buyer pays to record deed and mortgage; Seller pays to record documents to remove encumbrances



STATE LAWS AND CUSTOMS

	Title Insurance	State Encumbrance	Customary Closing Entity	Commitment Issued?	Duration of Commitment	When is Bill Issued?	Deed Transfer Tax?	Mortgage Tax?	Leasehold Tax?	Owner's Policy Premium	Loan Policy Premium	Title Search & Exam	Survey Charges	Deed Transfer Tax	Closing Fees	Recording Fees	
ВАМА	Filed	Forms Mortgage	Title or escrow	Y	6 months	Invoice with commitment	Y, Deed Tax	Υ	Υ		+	Negotiable	Negotiable	÷	Negotiable	☆	
SKA	Filed	Deed of Trust	Company/Attorney Title or escrow company; Others	Y	6 months	At closing	N	N	N	Sometimes negotiable	*	Included in premium	Sometimes negotiable	N/A	Negotiable; Usually divided equally	Negotiable; Usually divided equally	-
ONA	Filed	Deed of Trust; Mortgage	Title or escrow	Υ	6 months	At closing	N	N	N	*	÷	Included in premium	Negotiable	N/A	Divided equally	Negotiable	
ANSAS	Not filed	Deed of Trust; Mortgage	company; Others Abstract/Title company	Y	6 months	Invoice with commitment	Y, Deed Transfer Tax	N	N	•	÷	Sometimes included in premium – depends on local custom	Negotiable	◆ Affidavit of value	Divided equally	*	
FORNIA	Filed	Deed of Trust	Title or escrow company; Others	Upon request	6 months	When policy issues	Y, County and City Documentary Transfer Taxes	N	Y	Varies	÷	Included in premium	Sometimes negotiable	Seller pays county tax; City tax varies	Varies by county	*	
ORADO	Filed	Deed of Trust to Public Trustee; Mortgage (rare)	Title or escrow company; Others	Υ	6 months	Invoice with commitment	Y, Documentary Tax	N	N	•	÷	Included in premium	Negotiable	+	Divided equally or by contract	*	
NECTICUT	Filed	Mortgage (lare)	Attorney	Upon request	6 months	Invoice with commitment	Y, State, Municipal Real Estate Conveyance Taxes	N	N	*	÷	*	*	•	Negotiable	*	_
WARE	Filed	Mortgage	Attorney	Υ	6 months	At closing	Y Y	N	Y, If lease is 5 years or more	*	÷	*	*	Divided equally	Buyer; Sussex County Seller pays deed preparation	*	_
	Filed	Deed of Trust; Mortgage (rare)	Title or escrow company; Others	Y	6 months	At closing	Y, Transfer and Recordation Taxes		Y, Transfer and Recordation Tax applicable for leasehold 30 years or more		Customarily Borrower	÷	+	Divided equally	Divided equally or by contract	Customarily Seller records deed, Buyer records Deed of Trust	
IDA	Promulgated Rate by State Insurance Department	Mortgage	Attorney; Title or escrow company; Others	Υ	6 months	At closing	Y, Documentary Tax (Plus surtar in Dade County)	<u>'</u>	N	Sometimes negotiable	*	Seller customary but negotiable	*	Buyer pays Mortgage Tax; Seller pays Deed Tax	Negotiable; Varies by county	Buyer: Records mortgage; Seller: Record deed	S
IGIA	Filed	Security Deed (aka Deed to Secure Debt): Mortgage	Attorney	Υ	6 months	Invoice with commitment	Y, Real Estate Transfer Tax	Y, Intangible Recording	N	♣ Negotiable	÷	Negotiable	Negotiable	•	Negotiable	÷	
11	Not filed	Mortgage Mortgage	Title or escrow company; Others	Υ	6 months	When policy issues	Y, State Conveyance Tax	N	Y, If lease or sublease has term over 5 years	Typically 40% Buyer, 60% Seller	÷	Included in premium	Usually Seller	•	Standard contracts list customary charges	Buyer pays all recording fees except documents to clear Seller's title	-
0	Filed	Deed of Trust; Mortgage (depends on usage and acreage)	Title or escrow company; Others	Υ	6 months	Varies with office	N	N	N	•	*	Included in premium	Negotiable	N/A	Divided equally	+	
ois	Not filed	Mortgage; Deed of Trust	Title or escrow company; Others	Υ	6 months	Invoice with commitment	Y, Real Estate Transfer Tax; (State, county, sometimes local)		Y, State for leases with a term of 30 years or more, including all options to renew and extend; Y, Some counties and municipalities	•	÷	Some areas are abstract areas; Fees vary	•	◆ Buyer often pays Local Transfer Tax	Divided equally	*	
NA	Not filed	Mortgage	Title or escrow company; Others	Y	6 months	Invoice with commitment	N	N	N	•	*	•	Negotiable	N/A	Negotiable	Buyer: Recordation of all other docs; Seller: Recordation of Deed, release of encumbrances	
	No title insurance companies licensed within state; Title policies written outside state	Mortgage	Attorneys, local abstractors and closing companies	Υ	6 months	Invoice with commitment	Y, Real Estate Stamp Tax	N	N	Negotiable	*	Buyer: Post-closing charges; Seller: Pre-closing, abstract charges	Negotiable	•	Negotiable	*	
AS	Filed	Mortgage	Title or escrow company; Others	Υ	6 months	Variable; With commitment or closing	N	Y, Mortgage Registration Tax	N	Varies by county	÷	Varies by county	Case-by-case basis; Buyer obtains survey, or cost is split	N/A	Divided equally	*	
UCKY	Filed; Subject to Municipal Premium Tax	Mortgage	Attorney	Υ	6 months	Invoice with commitment	Y, Deed Transfer Tax	N	N	÷	÷	*	Negotiable	•	Pays most with small portion to seller	÷	
SIANA	Filed	Mortgage	Title company; Attorney	Υ	6 months	Invoice with commitment or at closing	Y, Documentary Tax, Orleans Parish only	N, Documentary Tax, Orleans Parish only	N, Documentary Tax, Orleans Parish only	÷	÷	Negotiable	Negotiable	N/A	→ Can be negotiated	×	
E	Filed	Mortgage	Closing company; Attorney	Υ	6 months	At closing	Y, Real Estate Transfer Tax	N N	N	÷	+	+	*	Divided equally	÷	*	
YLAND	Filed	Deed of Trust; Mortgage (rare)	Title or escrow company; Others	Υ	6 months	At closing	Y, State, County, Agricultural Transfer Taxes: Recordation Tax		Y, Deeds Ground and Commercial Leases taxed as deeds	+	+	*	*	Negotiable; Usually split	Negotiable; Usually Buyer pays	Negotiable; Usually divided equally	-
ACHUSETTS	Not filed	Mortgage	Attorney	Υ	6 months	At closing – residential, at commitment – commercial	Y, Deed Excise Tax		N N	÷	÷		♣, Seller is used to resolve description and title issues		Negotiable	*	
IGAN	Filed	Mortgage	Title or escrow company; Others	Υ	6 months	Invoice with commitment	Y, Real Estate Transfer Tax	N	N	•	+	Included in premium	Negotiable	•	÷	+	
ESOTA	Filed	Mortgage	Title or escrow company; Others	Υ	6 months	Invoice with commitment	Y	Y, Mortgage Registry Tax	N	Negotiable	*	Seller must provide evidence of the current status of title, usually by providing a commitment; Buyer pays for the exam	Negotiable	◆ By statute	Shared by parties	Typically Buyer unless otherwise negotiat	-
SSIPPI	Not filed	Deed of Trust	Attorney	Υ	6 months	Invoice with commitment	N	N	N		Negotiable; Usually Buyer	Negotiable; Usually Seller	Negotiable; Usually Seller	N/A	Negotiated	÷	
URI	Filed	Deed of Trust	Title or escrow company; Others	Υ	6 months	Variable; With commitment or closing	N	N	N		÷		Case-by-case basis; Buyer obtains survey or cost is split	N/A	Divided equally	*	
ANA	Filed	Deed of Trust; Trust Indenture; Over 40 acres, use Mortgage	Title company	Υ	6 months	At closing	N	N	N	•	*		Usually Buyer	N/A	Divided equally	Buyer: Pays to record financing documents; Seller: Pays to record deed	
ASKA	Filed	Deed of Trust; Mortgage	Title or escrow company; Others	Υ	6 months	Variable; With commitment or closing	Y	N	N	Divided equally	Divided equally		Case-by-case basis; Buyer obtains survey, or cost is split	◆ Imposed on grantor by statute	Divided equally	Buyer: Pays all other charges; Seller: Pays recording fees for title clearance documents, deed and Documentary Tax	

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STATE LAWS AND CUSTOMS

	Title Insurance Rates	State Encumbrance Forms	Customary Closing Entity	Commitment Issued?	t Duration of Commitmen	When is Bill t Issued?	Deed Transfer Tax?	Mortgage Tax?	Leasehold Tax?	Owner's Policy Premium	Loan Policy Premium	Title Search	Survey Charges	Deed Transfer Tax	Closing Fees	Recording Fees	
NEVADA	Filed	Deed of Trust	Title or escrow company; Others	Upon request	2 years	When policy issues	Y, Real Property Transfer Tax	N	N	•	+	Included in premium	Buyer: S. Las Vegas vicinity; Negotiable: N. Reno vicinity	•	Divided equally	Negotiable; Usually divided equally	NV
NEW HAMPSHIRE	Filed	Mortgage	Title or escrow company; Attorney	Upon request	6 months	At closing	Y, Deed Transfer Tax	N	N	+	÷	÷	+	Divided equally	*	*	NH
NEW JERSEY	Filed	Mortgage	Attorney: North NJ; Title company: South NJ	Y	6 months	Invoice with commitment	Y	N	N, If lease is less than 99 years	*	*	+	*	1 million or less – paid by Seller; 1 million or more – Seller pays Transfer Tax and Buyer pays Mansion Tax	Parties sometimes agree to split; Usually Buyer in North Jersey	*	NJ
NEW MEXICO	Promulgated Rate by State Insurance Department	Mortgage; Deed of Trust (rare)	Title company	Y	6 months	At closing	N	N	N	◆ Usually	*	Included in premium	♣ Sometimes negotiable	N/A	Usually divided equally	Usually Seller pays for deed and title clearance documents; Buyer pays for financing documents; but negotiable	NM
NEW YORK	Filed	Mortgage	Attorney	N	N/A	Invoice with title report	Y, Deed Excise Tax	Y	Y, Subject to type of transaction						ecording takes place later. Most cla contractually negotiated to Buyer.	osing costs, including title insurance,	NY
NORTH CAROLINA	Filed	Deed of Trust; Mortgage (rare)	Attorney; Non- attorney closing/ settlement office	Y	6 months	Invoice with commitment	Y, Deed Excise Tax	N	N	+	*	*	+	•	Negotiable	+	NC
NORTH DAKOTA	Filed	Mortgage; Deed of Trust (rare)	-	Y	6 months	Invoice with commitment	N	N	N	*	*	Exam paid by Buyer; Search is paid for by Seller	Typically paid by Seller, if needed	N/A	*	*	ND
оню	Filed	Mortgage	Title or escrow company; Others	Υ	6 months	Invoice with commitment	Y, Conveyance Fee – Seller pays	N	N	Negotiable; Usually divided equally	÷	•	♣ Sometimes negotiable	•	Negotiable; Usually divided equally	*	ОН
OKLAHOMA	Not filed	Mortgage	Title or escrow company; Others	Υ	6 months	Invoice with commitment or at closing		Υ	N	+	÷	•	♣ Sometimes negotiable	•	Negotiable; Usually divided equally	*	OK
OREGON	Filed	Deed of Trust; Mortgage (rare)	Title or escrow company; Others	Upon request; Rarely issued	6 months	At closing	N, Except Washington County	N	N	•	÷	Included in premium	+	Washington County only; Divided equally	+ ' '	*	OR
PENNSYLVANIA	Filed	Mortgage; Deed of Trust (rare)		Y	6 months	Invoice with commitment	-	N	Y, If lease term is 30 years or more	+	÷	Included in premium	÷	Divided equally	Included in premium	*	PA
RHODE ISLAND	Filed	Mortgage	Title company; Attorney	Υ	6 months	When policy issued	Y, State Transfer Tax	N	N	÷	÷	+	÷	•	÷	*	RI
SOUTH CAROLINA	Filed	Mortgage	Attorney	Υ	6 months	At closing	Y, Transfer Fee	N	N	*	÷	*	♣ Sometimes negotiable	•	4	*	SC
SOUTH DAKOTA	Filed	Mortgage	Title or escrow company; Others	Υ	6 months	Invoice with commitment	Y, Real Estate Transfer Tax	N	N	Divided equally	*	Not included in premium	→ Sometimes negotiable	•	Divided equally	÷	SD
TENNESSEE	Filed	Deed of Trust	Title company; Attorney	Υ	6 months	Invoice with commitment	Y, Deed Transfer Tax	Υ	N	Varies	÷	Varies	Negotiable	÷	Divided equally	+	TN
TEXAS	Promulgated Rate by State Insurance Department	Deed of Trust and Vendor's Liens	Title or escrow company; Lender; Others	Υ	90 days	At closing	N	N	N	•	*	Included in premium	Free to lender; Optional on OTP (5% to 15%)	N/A	Set by escrow agent	*	TX
UTAH	Filed	Deed of Trust	Title company	Υ	6 months	At closing; Sometimes when policy issues	N	N	N	•	÷	Included in premium	Negotiated	N/A	Divided equally	*	UT
VERMONT	Filed	Mortgage	Attorney	Y	6 months	At closing	Y, Property Transfer Tax	N	Y	*	+	Not included in premium	N/A	*	★ Except Seller's attorney's fees, wire fee, Zoning Compliance letter and REALTOR® commissions	❖ \$10 per page	VT
VIRGINIA	Not filed	Deed of Trust; Mortgage (rare)	Title or escrow company; Attorney; Others	Y	6 months	At closing	Y	Y, State, local may apply	Y, State, local may apply	*	*	÷	*	Buyer pays grantee taxes (State and local); Seller usually pays grantor's tax	Buyer pays most closing fees except Seller's settlement fee	Buyer: Pays everything else; Seller Pays for releases and grantor's tax	
WASHINGTON	Filed; Subject to sales tax	Deed of Trust; Mortgage	Title company or independent escrow company that must employ limited practice officer to conduct closing; Attorney	Υ	6 months	At closing	Y, Real Estate Excise Tax	N	N	•	+	Included in premium	♣ Sometimes negotiable	•	Negotiable	*	WA
WEST VIRGINIA	Filed	Deed of Trust; Mortgage	-	Y	6 months	At closing	Y, State and County Excise Taxes	N	N	÷	+	÷	÷	•	Buyer pays most closing fees except Seller's settlement fee	*	WV
WISCONSIN	Filed	Mortgage and Security Agreement	Title or escrow company; Others	Y	6 months	Invoice with commitment		N	N	•	*	Sometimes included in premium but negotiable if not included	Negotiable	•	Buyer: All recording fees; Seller: Document preparation fees	*	WI
WYOMING	Filed	Mortgage	Title company	Y	6 months	Paid at closing	N	N	N	•	*	Included in premium	Negotiable	N/A	Divided equally unless there is an out of state lender; Buyer pays an additional "loan" closing fee	*	WY

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