

# Umpqua Flat Fee Comparion vs 1% Loan Fee

When a lenders' fees are less, that means the purchase price of the offer can be more competitive (the buyer isn't having to increase the purchase price a bunch to cover the closing costs – makes them look better), OR if the seller has agreed to a seller credit to cover the closing costs, then more of the credit will be applied against the closing costs.

Here is an example on a purchase of \$799,900.00 with 10% down, loan of \$719,910.00:

Competition fees (based on standard broker fees):

|                             |                    |
|-----------------------------|--------------------|
| 1% Orig fee of \$719,910.00 | @ \$ 7,199.00      |
| Processing fee              | @ \$ 350.00        |
| Underwriting fee            | @ \$ 250.00        |
| Misc fees                   | @ <u>\$ 100.00</u> |

Umpqua Fee's – Flat fees meaning they will not increase:

|                           |                 |
|---------------------------|-----------------|
| Original fee of           | \$995.00        |
| Credit report fee of      | \$ 22.00        |
| FEMA flood report fee of  | \$ 7.25         |
| Government service fee of | <u>\$ 58.00</u> |



Total Estimated Fees @ \$7,899.00

Total Flat Fees \$ 1082.25

What a difference now the Buyer has another \$6,816.85 to be used against Closing Cost



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