What Closing Costs Actually Look Like in Pensacola, FL

Pam Heinold · August 28, 2026 · 8 min read

> *Closing costs in Pensacola typically run 2–5% of the purchase price for buyers and 6–10% for sellers. Here's the real, itemized breakdown — not a national average that ignores Florida's specifics.*

Every buyer and seller asks me some version of the same question near the end of a transaction: "So what am I actually going to owe at closing?" It's a fair question, and it deserves a specific answer — not the vague national estimate you'll find on most real estate websites.

After 22 years closing homes in Pensacola, I can tell you the honest range: buyers typically pay 2–5% of the purchase price in closing costs, and sellers typically net out 6–10% once commissions, title costs, and prorated items are accounted for. But the specific number depends on your loan type, your lender, your insurance situation, and whether you're buying or selling — so let's break it down piece by piece.

What Buyers Actually Pay at Closing

Loan origination and lender fees. Typically 0.5–1% of the loan amount. This covers underwriting, processing, and the lender's administrative cost to originate your mortgage.

Appraisal fee. $450–$700 in the Pensacola market, paid upfront in most cases rather than rolled into closing.

Title insurance (owner's and lender's policies). In Florida, title insurance premiums are set by the state and calculated on a sliding scale based on purchase price — expect roughly $5.75 per $1,000 for the first $100,000, with lower rates on amounts above that. On a $350,000 home, that's approximately $1,575–$1,900 depending on the exact structure.

Recording fees and documentary stamps. Florida charges a documentary stamp tax on the deed (typically paid by the seller in Escambia County by local custom, though this is negotiable) and on the note (paid by the buyer, $0.35 per $100 financed).

Prepaid items. This is where buyers are often surprised. You'll prepay several months of property tax and your first year of homeowners insurance into an escrow account at closing — and in Pensacola, insurance is the line item that catches people off guard. Between homeowners, flood, and wind coverage, a full year prepaid can run $3,000–$8,000+ depending on the home's age, construction, and flood zone.

Home inspection. $350–$600 for a standard inspection, usually paid directly to the inspector before closing rather than at the closing table itself.

Survey. $350–$500 if a new survey is required, which is common in Florida transactions.

Add it up, and a buyer purchasing a $350,000 Pensacola home should realistically budget $9,000–$16,000 in total cash needed at closing — down payment excluded. That range moves considerably based on your insurance costs, which is why I tell every buyer to get real insurance quotes during the inspection period, not after.

What Sellers Actually Net Out at Closing

Real estate commissions. Typically the largest single cost, negotiated between the seller and their listing agent. This is the line item most people already expect.

Title insurance (owner's policy). In much of the Pensacola market, the seller customarily pays for the buyer's owner's title policy — though like the deed stamps, this is negotiable and varies by contract.

Documentary stamps on the deed. As noted above, this is typically a seller cost by local custom in Escambia County: $0.70 per $100 of the sale price.

Prorated property taxes. Sellers owe property taxes up through the closing date, prorated and credited to the buyer if taxes haven't yet been paid for the year.

HOA transfer and estoppel fees. If the home is in a gated community like Marcus Pointe or Nature Trail, expect a $100–$400 estoppel letter fee and sometimes a separate transfer fee — small, but easy to forget when budgeting.

Any negotiated repairs or credits. Whatever came out of the inspection negotiation shows up here, either as completed repairs or a closing credit to the buyer.

Who Pays What: Florida and Escambia County Customs

Florida doesn't have a single statewide standard for who pays which closing cost — it's a matter of local custom and contract negotiation. In Escambia County specifically, the customary pattern is: sellers typically pay for the owner's title policy and the deed documentary stamps, while buyers typically pay for their loan-related costs, the lender's title policy, and the note's documentary stamps. "Customary" is not the same as "required" — every one of these items is negotiable in the purchase contract, and in a buyer's market, sellers sometimes agree to cover more.

A Simple Way to Estimate Your Own Number

If you want a fast, rough estimate before getting a formal quote: buyers should plan on 3% of the purchase price for closing costs alone, separate from the down payment, and add another 1–2% if insurance costs run high for the specific property. Sellers should plan on 7–8% of the sale price coming off the top before they see their net proceeds. These are planning numbers, not guarantees — your actual figures come from your lender's Loan Estimate and the title company's closing disclosure.

Why This Number Matters Before You Ever Make an Offer

The biggest mistake I see is a buyer who budgets perfectly for a down payment and then gets surprised by closing costs during the final week. That surprise is entirely avoidable. Before you write an offer, I walk every client through a realistic closing-cost estimate based on the actual property, the actual loan program, and real insurance quotes — not a rule of thumb. It takes twenty minutes and it removes almost all of the anxiety from the final stretch of a purchase.

If you're getting close to making an offer — or getting ready to list — let's run your actual numbers together. There's no cost and no pressure to that conversation, and it's one of the most useful twenty minutes you can spend before signing anything.

Frequently Asked Questions About Pensacola Closing Costs

How much are closing costs in Pensacola, FL?

Buyers in Pensacola typically pay 2–5% of the purchase price in closing costs, not including the down payment. On a $350,000 home, that's roughly $9,000–$16,000 depending on loan type, insurance costs, and prepaid escrow items. Sellers typically net out 6–10% of the sale price once commissions, title costs, and prorated taxes are factored in.

Who pays closing costs in Florida — the buyer or the seller?

Both parties pay closing costs, but different ones. In Escambia County, local custom has sellers typically covering the owner's title insurance policy and the deed's documentary stamps, while buyers typically cover their loan origination fees, the lender's title policy, and the note's documentary stamps. None of this is legally required — it's customary and fully negotiable.

Can closing costs be rolled into the loan or covered by the seller?

In many cases, yes. Buyers using FHA, VA, or conventional financing can often negotiate seller-paid closing cost credits, subject to loan program limits (typically 3–6% of the purchase price). Some closing costs, like an upfront FHA mortgage insurance premium, can be financed directly into the loan amount.