

Seller's Financial Responsibilities

Selling Your Home: Costs and Fees

The process of selling your home involves several costs and fees. The following information is very general. Many of these items can be negotiated with the buyer. As your real estate professional, I will discuss these in more detail with you.

- Real estate commission
- Document preparation fee for deed
- Documentary transfer tax
- Any city transfer/conveyance tax (according to contract)
- Any loan fees required by buyer's lender
- Payoff of all loans in seller's name (or existing loan balance if being assumed by buyer)
- Interest accrued to lender being paid off, statement fees, reconveyance fees and any prepayment penalties.
- Termite inspection (according to contract)
- Termite work (according to contract)
- Home warranty (according to contract)
- Any judgments, tax liens, etc., against the seller
- Tax proration (for any taxes unpaid at time of transfer of title)
- Any unpaid homeowner's dues
- Recording charges to clear all documents of record against seller
- Any bonds or assessments (according to contract)
- Any and all delinquent taxes
- Notary fees
- Escrow fees (according to contract)
- Title insurance premium (according to contract)

*Note: I work up a "net proceeds" for all of my sellers before listing their home so they have a clear understanding of what final profit of their sale will be.