

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. Consult your real estate professional for details.

- Real estate commission**
- 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.**
- Inspection** (according to contract)
- Inspection work** (according to contract)
- Home warranty** (according to contract)
- Any judgments, tax liens, et., 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)

THE SELLING PROCESS

BEGINS WITH THE BEST
REAL ESTATE PROFESSIONAL

AGENCY ALTERNATIVES

MARKETING ACTION PLAN

COMPETITIVE MARKET ANALYSIS-CMA

FINANCING ALTERNATIVES

ESTIMATED PROCEEDS

HOME ENHANCEMENT -SHOWINGS

PROMOTION TO OTHER BROKERS

MULTIPLE LISTING SERVICE

PROPERTY INFO -FOR SALE SIGN

SELLER DISCLOSURE

FULL SERVICES - Mortgage, Title, Home Warranty, etc.

ACTIVITY REPORTS -QUALIFYING BUYER

PURCHASE OFFERS-NEGOTIATIONS

SALES CONTRACT

MOVING CHECKLIST

REVIEW
CLOSING COSTS / HUD-1 STATEMENT

FINAL WALK THROUGH

THE CLOSING

AFTER SALE SERVICE

CONGRATULATIONS!