List It Yourself

LISTITYOURSELF.NET

A SELLER'S CLOSING COST GUIDE

Closing Costs: Know Your Real Number

What comes out of your sale price before you get paid — so there are no surprises at the closing table.
From a licensed broker with 40+ years of experience.

Your sale price is **not** what you walk away with. Closing costs, your mortgage payoff, and any concessions all come out first. Knowing these in advance lets you calculate your true net. *(Costs vary by location — these are the common categories.)*

1. Common seller closing costs

- [ ] Title fees & title insurance
- [ ] Settlement / closing agent fee
- [ ] Transfer taxes (vary by area)
- [ ] Attorney fee (where used)
- [ ] Prorated property taxes / HOA dues
- [ ] Recording & misc. fees

2. The two big deductions

- [ ] **Your mortgage payoff** — the remaining balance, plus interest to the closing date. Ask your lender for an exact figure.
- [ ] **Any concessions** you agreed to — e.g. covering part of the buyer's costs. Real money off your net.

3. Smart moves

- [ ] Ask a title company for a **net sheet** early — before you list — so you know your bottom line.
- [ ] Remember much of "who pays what" is **negotiable** in the offer.
- [ ] Review the **settlement statement** carefully before signing — catch any errors.

> **The bright side:** selling yourself, you avoid the listing agent's commission — traditionally one of the largest seller costs. Just account for the rest accurately so your expectations match reality.