

COST TO SELL GUIDELINES

Be Careful To Consider ALL Costs Before You Accept That Offer
Based on a \$100,000 Asking Price

(Adjust Budget Based on Your Asking Price and Area Differences)

		<u>Budget</u>	<u>Adjustments</u>
Real Estate Commission	7% (National Average 5-7%)	\$7,000	\$ _____
Buyer's Discount	2% - 5% (National Average 3%) (Discount off asking price)	\$3,000	\$ _____
Closing Costs	3% (Varies 2% - 4%)	\$3,000	\$ _____
Holding Costs	Loan Payments During Marketing (\$700 X 6) (National Average Gross Marketing Time – 6 mos.)	\$4,200	\$ _____
	Utilities (\$100 X 6)	\$600	\$ _____
	Insurance (Vacancy Insurance for 6 mos.)	\$300	\$ _____
	Yard Maintenance/Cleaning (\$25 X 6)	\$150	\$ _____
Marketing Costs	Appraisal (Varies - \$275 to \$350) (Could help to justify your asking price)	\$300	\$ _____
	Survey (Average \$275) (Sometimes required by Sales Contract or Buyer's lender)	\$275	\$ _____
Theft	Budget at least insurance deductible	\$500	\$ _____
Taxes	Property Taxes (\$1,500 per yr./12 X 6 mos.)	\$750	\$ _____
	Transfer Tax (\$1 per \$1,000) (Insert Cost for Your Area)	\$100	\$ _____
Inspection "Gotya's"	Repairs (Unforeseen items Buyer requires repaired before closing)	\$500	\$ _____
Contract "Gotya's"	Home Shield Warranty (This could also be provided as part of marketing)	\$500	\$ _____
Appliance Allowances	If Buyer requires you to pay for (Stove, Refrigerator, etc.)	\$500	\$ _____
Termites	Inspection (Required in most contracts in states where termites exist)	\$75	\$ _____
	Repairs (If any damage is found)	\$300	\$ _____
	Treatment (If evidence of termites found)	\$400	\$ _____
Total Cost to Sell		\$22,450	\$ _____

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