

SELLER COSTS

Below we'll also spell out the main types of fees you'll see on your balance sheet so you can understand each cost:

- Staging and prep fees (anywhere from a couple hundred to a couple of thousand dollars)
- Real estate agent commissions (although this amount is not fixed and varies between brokerages and agents, the national average is 5.8%)
- Inspections and repairs (varies)
- Closing fees (1% – 3% of the sale price)
- Title fees
- Transfer or excise taxes
- Escrow fees
- Reconveyance fee
- Recording fees
- Prorated property taxes
- Seller concessions (2% – 6%)
- Overlap costs (1% – 2%)
- Moving and relocation costs (varies)
- Mortgage payoff (varies)

