

What's The Cost To Sell Your Home?

Necessary Home Repairs Before Closing

Often, homes need major repairs before you can list them. These include a faulty furnace, old roof or cracked foundation. These typically cost between 2-3% of your home's sale price per repair. Sometimes, you can offer a Buyer's Credit in lieu of completing the repairs yourself – this means you'll pay a flat fee to the buyer at closing to cover the cost of a repair.

Repair 1: _____

Estimated Cost: _____

Repair 2: _____

Estimated Cost: _____

Repair 3: _____

Estimated Cost: _____

Optional Home Repairs Before Closing

Real estate agents may suggest some optional updates for your home in order to help it sell faster. These could be something as small as repainting a few rooms to comply with new neutral trends, replacing carpeting, or even remodeling an entire room of your home. Optional updates can cost between 2-15% of your home's sale price per repair, depending on the project.

Repair 1: _____

Estimated Cost: _____

Repair 2: _____

Estimated Cost: _____

Repair 3: _____

Estimated Cost: _____

Closing Costs At Closing

Closing costs are made up of fees from several services: the title company, attorney, credit report, appraisal and home inspection, among others. Talk with a loan officer or real estate agent to determine your estimated closing costs.

Estimated Cost: _____

Property Fees At Closing

The outstanding amount of property taxes, HOA fees, and homeowners insurance due on your home. These fees will be prorated at the closing date which means the cost will be adjusted based on the time you've lived in the home. If you close in the middle of a month, you won't have to pay the entire month's fees.

Estimated Fees: _____

Commission At Closing

Sellers are responsible for paying the commission when their house sells. The commission rate will be determined by your listing agent. This will be a percentage of the home's final selling price.

Estimated Amount: _____

Unpaid Bills At Closing

Like the property fees, your utility bills will be prorated to your closing date. This includes your electric, trash pickup, gas, and water bills.

Estimated Bills: _____

Buyer's Credit At Closing

This cost varies depending on the home repairs that need paid for. This is not applicable to all situations, and Buyer's Credits are optional.

Estimated Credit: _____

Mortgage Balance At Closing

What you still owe your mortgage loan.

Estimated Balance: _____

List Price At Closing

What you hope to list your home for.

Estimated Price: _____

Selling Costs At Closing

All costs you've listed on this worksheet.

Estimated Cost: _____

Total Profit At Closing

Listing price minus selling costs.

Estimated Profit: _____



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