

# Cost To Sell Your Home Worksheet

## Necessary Home Repairs *Before Closing*

Often, homes need major repairs before you can list the home. These include a faulty furnace, old roof, or a 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 doing the repairs. This means you pay a flat fee to the buyer at the closing table to cover the cost of a repair.

Repair 1: \_\_\_\_\_

Repair 2: \_\_\_\_\_

Repair 3: \_\_\_\_\_

Estimated Cost: \_\_\_\_\_

Estimated Cost: \_\_\_\_\_

Estimated Cost: \_\_\_\_\_

## Optional Home Repairs *Before Closing*

Real estate agents may suggest some optional updates for your home in order to help your home sell faster. These could be something as small as repainting several 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: \_\_\_\_\_

Repair 2: \_\_\_\_\_

Repair 3: \_\_\_\_\_

Estimated Cost: \_\_\_\_\_

Estimated Cost: \_\_\_\_\_

Estimated Cost: \_\_\_\_\_

## Closing Costs *After 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 *After 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 *After 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 *After 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 *After 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 *After Closing*

What you still owe your mortgage loan.

Estimated Balance: \_\_\_\_\_

## List Price *After Closing*

What you hope to list your home for.

Estimated Price: \_\_\_\_\_

## Selling Costs *After Closing*

All costs you've listed on this worksheet.

Estimated Cost: \_\_\_\_\_

## Total Profit *After Closing*

Listing price minus selling costs.

Estimated Profit: \_\_\_\_\_



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