

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 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% 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. These are typically around \$4,000-\$6,000, depending on the portion the buyer may pay.

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: _____

Realtor Commission

After Closing

Sellers are responsible for paying the real estate agent commissions for both their own agent and the buyer's. This is 6% of the home's sale price – 3% for each agent.

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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