COST TO SELL GUIDELINES™

A Careful Look At ALL the Costs *before* you get to the closing table

Our pledge to you is to get you the best possible price (resulting in the highest ***Net Proceeds From Sale***) in the shortest period of time, with the least amount of inconvenience. Prepared for:_____

			Example Budget	YOUR HOUSE
Asking Price			**$100,000**	$_____
Real Estate Commission	6%	(National Average 5-7%)	$6,000	$_____
Brokerage Service Fee	Fee charged by brokerages for "administration"		$195	$_____
Buyer's Discount	2% - 5% off asking price (National Average 3%)		$3,000	$_____
Underwriter's fee	For buyers getting FHA and VA loans		$400	$_____
Closing Costs	3% of sales price (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 ($35 X 6)		$____	$_____
Marketing Costs	Appraisal	(Varies - $275 to $350) (Could help to justify your asking price)	$300	$_____
	Survey	(Average $275)	$275	$_____
Pre-payment Penalty	2-4% of loan amount		$____	$_____
Theft	Budget at least insurance deductible		$____	$_____
Taxes	Property Taxes ($1,500 per yr./12 X 6 mos.)		$750	$_____
Title Insurance	Title Insurance (plus $225/hr for clearing deeds)		$600	$_____
Inspection "Gotya's"	Required Repairs (Unforeseen items required by Buyer or Lender)		$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	$_____
		Your Total Cost to Sell >>	$21,300	$_____
		Your Total Mortgage pay offs >>		$_____
		What do you feel is fair for us to earn >>		$_____
		Net Proceeds From Sale >>		$_____

Whether the above line shows a negative or a positive number to you we have many solutions to your house. Call and let's talk it over (260) 436-5000. Or fill out the Seller information online at www.HomeSellers911.com

HOMESELLERS 911