

## Seller's Guide to Closing Costs

Each real estate transaction is unique, and closing costs can vary significantly depending on the agreement between parties. The following is a general outline of a typical sales transaction and the closing costs that may be incurred. However, this is not a guarantee of the exact closing costs that will be charged at the close of escrow and should only be used as a reference:

1. CLTA owner's Title Insurance: Insurance that protects the buyer from any losses if there are any issues with the title of the property.
2. Real estate commission: Fees paid to the real estate agents involved in the sale of the property.
3. Fee for document preparation for deed: Fee for preparing the legal document that transfers ownership of the property from the seller to the buyer.
4. Documentary transfer tax: Tax charged by the state or county on the transfer of ownership of the property.
5. Any applicable City Transfer/Conveyance tax as per contract: Additional taxes charged by the city or municipality on the transfer of ownership of the property.
6. Any fees for FHA or VA loans required by the buyer's lender: Fees charged by the lender for processing FHA or VA loans.
7. Seller's loans payoff (or existing loan balance if assumed by buyer): The remaining balance on the seller's existing loan, which must be paid off during the sale of the property.
8. Fees for interest accrued to the lender being paid off, statement fees, reconveyance fees, and prepayment penalties: Additional fees associated with paying off the seller's existing loan, including interest accrued, statement fees, reconveyance fees, and prepayment penalties.
9. Termite inspection (as per contract): Inspection to determine if there is any termite damage or infestation in the property.
10. Termite work (as per contract): If any termite damage is found, the cost of repairing it is included in this fee.
11. Home warranty (as per contract): A warranty that covers the cost of repairing or replacing major appliances and systems in the property for a certain period of time after the sale.
12. Fees for messenger/overnight/courier services if used: Fees for using courier services to deliver documents or payments related to the sale of the property.
13. Any outstanding judgments, tax liens, or other claims against the seller: Any debts or claims against the seller that must be paid off before the sale of the property can be completed.
14. Recording charges to clear all documents of record against the seller: Fees for filing and recording legal documents that clear any claims or debts against the seller on the property.

15. Tax proration for any unpaid taxes at the time of transfer of title: A prorated payment of any unpaid property taxes that the seller owes but hasn't paid yet.
16. Any unpaid homeowner's dues: Any unpaid fees or dues that the seller owes to the homeowner's association for the property.
17. Any bonds or assessments as per contract: Additional fees or assessments that the seller owes for the property, as specified in the contract.
18. Any delinquent taxes: Any unpaid taxes or penalties owed by the seller to the state or county.
19. Notary fees: Fees for a notary public to notarize legal documents related to the sale of the property.
20. Escrow fee (50%): Fee charged by the escrow company for managing and overseeing the transaction.
21. Seller's portion of sub-escrow fee: Fees for any additional services provided by the Title Company.
22. Demand fees: Fees charged by the seller's lender for providing a payoff demand statement.
23. Solar transfer fees: Fees for transferring ownership of any solar equipment or panels installed on the property, if applicable. This should be addressed in the RPA (Residential Purchase Agreement) regarding who will pay.



