

# SELLER'S CHECKLIST

## Have you...?

- Decluttered?** (Including storage areas like basement and closets)
- Completed maintenance and repairs** you may have been putting off?
- Spruced up your home's exterior and yard?** (Landscaping and curb appeal are so important!)
- Thought about how home showings fit in your schedule?** Do you understand the showing process?

## Seller Expenses

- Repairs after home inspection**
- Mortgage/Liens/Loans**
- Prorated taxes** (assessed value x tax rate)
- Prorated insurance premiums**
- Real Estate Agents' Commission**
- Recording Fee for Deed**
- Document prep**
- Attorney's fee (less if no mortgage)**
- Excise Tax** (Sales Price divided by 500)
- Portion of closing costs (per sales contract)**

## It may be helpful to...

- Have a recent appraisal**
- List your utilities (Include the company and average monthly costs)**
- Rent a storage space**
- Make a plan for when your home sells FAST!**