

Seller Costs

Below we'll also spell out the main types of fees you'll see on your balance sheet so you can understand each cost:

- Staging and prep fees (anywhere from a couple hundred to a couple of thousand dollars)
 - Real estate agent commissions (although this amount is not fixed and varies between brokerages and agents, the national average is 5.8%)
 - Inspections and repairs (varies)
 - Closing fees (1% - 3% of the sale price)
 - Title fees
 - Transfer or excise taxes
 - Escrow fees
 - Reconveyance fee
 - Recording fees
 - Prorated property taxes
 - Seller concessions (2% - 6%)
 - Overlap costs (1% - 2%)
 - Moving and relocation costs (varies)
 - Mortgage payoff (varies)

