

# WHAT ARE THE TRUE COSTS OF SELLING A HOME?

LET'S TAKE A LOOK

Are you thinking about selling your house? Before you decide to list your home for sale, it is helpful to get a clear picture of how much it's going to cost. Whether you are sprucing things up with a fresh coat of paint, replacing the roof, or simply covering the costs to sell, there will be a few things to pay. Let's take a quick look at some of the true costs that you'll incur when selling your home.

## HOME READY TO SELL?

Unless your house is relatively new, it will likely need repairs and maintenance. Depending on the age and condition of your home, you may also decide to invest in a full home inspection. Having a professional inspector look things over is a good investment – especially if they find problem areas that require immediate attention.

## CLOSING COSTS

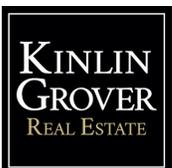
The selling process will also have its costs. From lawyers' fees to excise taxes, there is no shortage of small costs that can start to add up. You may decide to invest a bit in your open houses in order to make them more welcoming. Or you might need to close out your mortgage. Whatever the case, be sure to leave some space in your budget for these costs.

## MOVING OUT

Finally, don't forget to factor in the cost of moving to your new home. Many families fail to budget for moving expenses, which can be significant if you are moving out of a large home with a lot of furniture.

## AGENT FEES

To get the best price for your home, you will need to be represented by a great real estate agent. Of course, they are not going to work for free. Once the home sells, the agent is compensated with a percentage of the sale price, which is known as a commission. This is paid out of the sellers proceeds from the sale of the property.



Martha Knapp

476 Route 28 • Harwich Port • MA 02646

[mknapp@kinlingrover.com](mailto:mknapp@kinlingrover.com) • [www.MarthaKnapp.com](http://www.MarthaKnapp.com) • 508-314-3747



*As you can see, selling a home is a major financial transaction and one that should be led by an experienced professional. When you are ready to begin the process of selling your home, give me a call. I can advise you on local market conditions and ensure that you receive top dollar when you sell.*