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POSSIBLE CLOSING EXPENSES PAID BY SELLER:

- Payoff of existing mortgage balance(s), including equity lines of credit
- Pro-rated property taxes (January 1 through day before closing)
- Pro-rated Condominium or Homeowner Association fees
- Mortgage interest due for closing month, up to closing day
- Credit to Buyer if prior owners Title Insurance policy not provided
- Title search
- Owners title insurance (negotiable)
- State documentary stamps (transfer tax) on the deed (70 cents per \$100 of sale price)
- Real estate broker commissions – listing and selling offices (X% of sale price - negotiable)
- Seller's side settlement or closing fee
- Preparation of Deed and other documents (may be included in settlement fee)
- Additional Seller's attorney fees, if any
- Special assessments or pending liens as per contract
- Other: courier fees, faxes, etc.
- Condominium or Homeowner Association documents for buyers (POC)
- Condominium or Homeowner Association estoppel letter (sometimes POC)
- Utility bills to day before closing (POC)
- Final water bill (POC)

POSSIBLE CLOSING CREDITS TO SELLER:

- Pro-rated prepaid homeowners insurance premium (POC)
- Deposits held by utility companies (POC)
- Pro-rated prepaid Condominium and Homeowner Association fees
- Pro-rated prepaid property taxes
- Pro-rated prepaid CDD or MSTU assessments
- Refund of balance in Seller's mortgage escrow account for property taxes and hazard insurance (POC)

(POC) = Paid Outside Closing

Not all costs mentioned here will apply to all transactions.

Note: The contract used to document and control the sale will dictate the distribution of Seller and Buyer closing costs. The designated closing title company or Attorney can provide a *preliminary* Settlement Statement of costs to Buyer and Seller. Keep in mind that everything is negotiable. The real key is knowing how to respond to an offer with contract terms in combination with a counteroffer price.