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Seller's Customary Closing Costs

Projected Sales Price: \$ _____

Estimated Seller's Closing Costs

Transfer Tax:	\$ _____	<i>Sales price:</i> \$100 - \$250,000 \$5.00 per \$1,000 of value or portion thereof \$250,000.01 - \$999,999.99 \$6.80 per \$1,000 of value or portion thereof \$1million or more \$7.50 per \$1,000 of value or portion thereof
Brokerage Commission:	\$ _____	Usually 6% of sales price.
Prorated Taxes:	\$ _____	May be up to 1/2 of 1 year's real estate taxes excluding delinquencies and penalties, if any, depending on COE.
Escrow and Title Fees:	\$ _____	Usually paid by buyer.
Termite/Contractor's Inspection:	\$ _____	Reports usually paid by buyer.
Termite/Contractor's Repairs:	\$ _____	Often negotiable between buyer and seller.
Report of Residential Building Record (3R):	\$ _____ 50.00	Paid by seller.
Natural Hazard Disclosure Report:	\$ _____ 65.00	Paid by seller.
California Tax Data Report:	\$ _____ 24.95	Paid by seller.
Bonds and Assessments:	\$ _____	If any, usually paid by seller.
Underground Storage Tank (UST) Report	\$ _____ 65.00	Underground storage tank inspection.
Smoke Detector:	\$ _____	Usually installed by seller prior to COE.
Rents and Deposits:	\$ _____	From tenants, transferred to buyer through escrow.
Recording and Notary:	\$ _____	Usually paid by both buyer and seller.
Payoff Existing Loans:	\$ _____	First, second.
Prepayment Penalty:	\$ _____	May be assessed by current lender, can be significant. Check with lender.
Energy/Water Conservation Retrofit:	\$ _____	Refer to Residential Energy Conservation Ordinance Booklet.
Other:	\$ _____	
Less Total Estimated Closing Costs:	\$ _____	
Seller's Estimated Net Proceeds:	\$ _____	