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Real Estate Fees – \$_____ - No matter what anyone tells you, there is no standard or set commission that is charged to sell a home. Some Realtors will require less or more than others, but at the end of the day commission is negotiable. The average rate normally falls between 3-6% of the sale price + HST. Remember that the total commission is usually split 50/50 between the listing and selling Realtor. Just like any other employee, if you are offered more money to do the same job, you may find some Buyer Representatives are more encouraging towards the homes that will make them a higher commission.

Closing Costs - \$_____ - Closing costs are much lower for a seller than a buyer. Here you are paying your Legal fee, any debts that have been attached to your home, and Final adjustments – these are made if you are behind or ahead on your property taxes, condo fees, or rental contracts. An average legal bill, for a seller that is up to date, will be around \$1,000.

Mortgage Breakage Fees - \$_____ - Call your mortgage holder to find out. If you are selling a home that still has time left on the term of your mortgage you will be charged a Breakage Fee. Your bank may consider waiving the fee if you keep your new mortgage with them. If not you will pay the fee and shop around for your new mortgage.

Home Inspection(s) - \$_____ - A pre-listing home inspection can save you some headaches down the road. Conducting your own inspection before you list could help unearth problems that may cause issues during the offer stage. Ultimately it will help you resolve problems before they come up. Typically inspections cost \$300-500 for an average home.

Renovations - \$_____ - this number can vary significantly. Your home may be turn key or require many updates before it hits the market. It all depends on what your selling expectations are. Don't expect to get top dollar if your home is outdated or requires updates.

Staging - \$_____ - Staging can be a great investment to make before listing your home for sale. Getting an outside Professional opinion can really help to make your home stand out above the competition. What's even better is you can rent furniture, décor, & artwork from them to keep the cost of preparation low.

Moving Costs - \$_____ - This cost can vary tremendously depending on many factors. You can do it yourself, hire professionals, or maybe even try to sell your furniture with your home! You will have to figure out what works best for you

Survey Costs - \$_____ - While surveys aren't required for any purchase or sale, some people may be keen to know exactly where the property lines are. A full survey could cost a couple thousand dollars. Or you can minimize the cost by getting a partial survey if you only need to know where part of the property line is.

Other Cancellation Fees - \$_____ - Do you currently rent items such as a Security system, water heater, or Furnace? What's required to get out of them? A quick call will give you the info you need.

