

SELLER ESTIMATED CLOSING COST SHEET



SELLER ESTIMATED NET SHEET

Prepared For: _____

Property Address: _____

Closing Date: _____

Prepared By: **Ana Bastas Real Estate Team** _____

SALE DETAILS

DESCRIPTION	AMOUNT
Estimated Sale Price	

ESTIMATED DEDUCTIONS

DESCRIPTION	AMOUNT
Mortgage Payout Balance	
Mortgage Penalty (If Applicable)	
Real Estate Commission	
HST on Commission	
Legal Fees & Disbursements	
Property Tax Adjustments	
Condo Fee Adjustments (If Applicable)	
Staging / Cleaning Costs	
Moving Expenses	
Repairs	
Other Closing Costs	

SALES DETAILS - TOTAL ESTIMATED DEDUCTIONS = ESTIMATED NET PROCEEDS TO SELLER

\$ - \$ = \$

IMPORTANT NOTES

This statement is intended as an estimate only and is provided for informational purposes. Final figures may vary based on:

- Lawyer adjustments
- Mortgage payout statements
- Utility adjustments
- Final closing calculations
- Negotiated credits or amendments

Final numbers will be confirmed by the seller's lawyer and lender prior to closing.



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DESCRIPTION	ESTIMATED COST
Real Estate Commission	\$
HST on Real Estate Commission	\$
Legal Fees & Disbursements	\$
Mortgage Discharge / Penalty Fees (If Applicable)	\$
Property Tax Adjustments	\$
Condo Status Certificate / Document Fees (If Applicable)	\$
Condo Move-Out / Elevator Booking Fees (If Applicable)	\$
Utility Adjustments	\$
Title Insurance / Title Clearance Costs (If Applicable)	\$
Staging Costs (If Applicable)	\$
Cleaning / Junk Removal Costs	\$
Moving Expenses	\$
Repairs / Touch-Ups Requested Prior to Closing	\$
Key / FOB / Garage Remote Replacement Fees	\$
Rental Equipment Buyout or Transfer Fees (If Applicable)	\$
Lawyer Holdbacks / Outstanding Liens (If Applicable)	\$
Miscellaneous Closing Costs	\$

TOTAL ESTIMATED CLOSING COST

\$



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SELLER CLOSING COST DEFINITIONS & ESTIMATED RANGES

Real Estate Commission

The commission payable to the listing brokerage and cooperating brokerage upon completion of the sale.

Approximate Cost:

Typically ranges from:

- 3%-5% + HST of the sale price depending on the agreement.

HST on Real Estate Commission

Harmonized Sales Tax payable on the real estate commission.

Approximate Cost:

13% HST calculated on the commission amount.

Legal Fees & Disbursements

Legal fees for preparing closing documents, discharging mortgages, transferring title, and handling the sale completion.

Approximate Cost:

Usually \$1,200-\$3,000+ depending on complexity.

Mortgage Discharge / Penalty Fees (If Applicable)

Fees charged by the lender to discharge or break the existing mortgage before maturity.

Approximate Cost:

Can range from:

- \$300-\$20,000+ depending on mortgage terms and penalties.

Property Tax Adjustments

Adjustments between buyer and seller for prepaid or outstanding property taxes as of the closing date.

Approximate Cost:

Varies depending on closing date and municipal tax schedule.



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SELLER CLOSING COST DEFINITIONS & ESTIMATED RANGES

Condo Status Certificate / Document Fees (If Applicable)

Fees associated with obtaining condominium documents, status certificates, and management disclosures.

Approximate Cost:

Usually \$100-\$500+.

Condo Move-Out / Elevator Booking Fees (If Applicable)

Some condominium corporations charge fees for moving reservations or elevator bookings.

Approximate Cost:

Usually \$100-\$500+.

Utility Adjustments

Adjustments for outstanding or prepaid utility accounts including hydro, gas, water, or rental equipment.

Approximate Cost:

Typically \$100-\$1,000+.

Title Insurance / Title Clearance Costs (If Applicable)

Costs related to resolving title issues or obtaining seller title insurance if required.

Approximate Cost:

Usually \$200-\$1,000+.

Staging Costs (If Applicable)

Expenses associated with professional home staging, furniture rentals, or décor preparation.

Approximate Cost:

Usually \$500-\$10,000+ depending on property size and staging scope.



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SELLER CLOSING COST DEFINITIONS & ESTIMATED RANGES

Cleaning / Junk Removal Costs

Professional cleaning, disposal services, or junk removal prior to closing.

Approximate Cost:

Usually \$200-\$2,500+.

Moving Expenses

Costs associated with movers, packing, storage, transportation, and relocation services.

Approximate Cost:

Usually \$500-\$5,000+.

Repairs / Touch-Ups Requested Prior to Closing

Potential costs related to negotiated repairs, maintenance items, or agreed-upon fixes before completion.

Approximate Cost:

Varies depending on repair scope.

Key / FOB / Garage Remote Replacement Fees

Replacement fees for missing keys, remotes, access cards, or FOBs.

Approximate Cost:

Usually \$25-\$500+.

Rental Equipment Buyout or Transfer Fees (If Applicable)

Fees related to transferring or buying out rental contracts for hot water tanks, furnaces, or HVAC systems.

Approximate Cost:

Usually \$0-\$10,000+ depending on contracts.



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SELLER CLOSING COST DEFINITIONS & ESTIMATED RANGES

Lawyer Holdbacks / Outstanding Liens (If Applicable)

Potential holdbacks for unresolved issues, work orders, liens, or outstanding balances.

Approximate Cost:

Varies depending on circumstances.

Miscellaneous Closing Costs

Additional seller expenses not specifically outlined above.

General Rule of Thumb for Sellers

We typically recommend sellers budget approximately:

- 4%–7% of the sale price for total selling and closing costs

This helps sellers better understand estimated net proceeds and avoid surprises during the closing process.

IMPORTANT DISCLAIMER

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- Mortgage payout statements
- Lawyer adjustments
- Final commission structures
- Utility and tax adjustments
- Condominium fees and requirements
- Negotiated credits or amendments
- Rental equipment contracts
- Repair obligations

Final closing figures will be confirmed by the seller's lawyer, lender, and brokerage prior to completion.

Ana Bastas Real Estate Team recommends sellers maintain financial flexibility for unexpected adjustments or closing-related expenses.

