Seller's Closing Costs and Other Items

1. **Attorney Fees Seller Representation:** Seller attorney representation typically ranges from $750 – $1,500. Seller's attorney drafts Purchase and Sale Agreement, negotiates on seller's behalf for P&S and for any title issues, ensures closing documentation is prepared properly and drafts new deed.

2. **Excise Stamps**: $4.56 per $1,000.00 of sale price. Massachusetts excise stamps are charged to the Seller upon the transfer of title.

3. **Mortgage Liens**: Outstanding mortgages (or other liens which are outstanding) must be paid off at closing. Often written notice is necessary before lenders will release the pay off figures. There may be attorney fees in the order of $100 to secure pay off figures, draw up discharge, and record the same.

4. **Water, Sewer, Oil**: Adjustments to the final water bill, sewer, and oil readings are presented and reconciled at closing.

5. **Brokerage Fee**: Brokerage fee covering the agreed upon percentage of selling price is due and payable at closing.

6. **Smoke and Carbon Monoxide Certificate**: A smoke detector certificate and carbon monoxide certificate must be issued by the local fire department. The ordering of this must be coordinated well in advance, as a closing cannot take place without a recent (usually 60 days) certificate issued by the fire department. Certificates issued for prior sales are unacceptable. Costs for this certificate are the obligation of the Seller.

7. **Tax Bill**: If the Seller has received the tax bill from his city or town, it should be brought to the closing whether paid or unpaid. If the tax bill is paid, the Seller should bring a stamped receipt. The Seller should inform the conveying attorney prior to the closing that a "paid tax" receipt will be brought to the closing. This receipt, along with the municipal lien certificate (which will have been ordered the Buyer's Lender's attorney), documents the lien status.

8. **Holdbacks or Escrows**: If there are to be holdbacks or escrows because of outstanding issues, these issues must be discussed well before the closing date. Mortgage lenders have become more stringent about hold-back agreements and require that they be approved by the lender prior to closing.

9. **Assessment – Condominium 6D Certificate**: For condominiums, a certificate as to unpaid common charges and /or assessments, if any, (also known as 6D Certificate) is required at closing in the form of a notarized statement from the trustees or board of managers of the condominium certifying that all outstanding condominium fees and/or assessments, if any, have been paid as of the month of the closing. Costs for this certificate are the responsibility of the Seller.

The above costs are meant to be a general guide and actual amounts may vary depending on the attorney, lender and type of loan. Your attorney and lender will be able to give estimates well in advance of closing.

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