

What Will I Walk Away With?

A one-page worksheet for Los Angeles homeowners getting ready to sell

01 Your sale price

Expected sale price *(ask your agent for a range)* \$ _____

02 Fixed costs

you pay these on every sale

County transfer tax *every sale in LA County* \$ _____

City transfer tax *rates differ by city. Ask for yours* \$ _____

Escrow fees *often split with the buyer* \$ _____

Buyer's title policy *usually paid by the seller in LA* \$ _____

Agent fee *from your listing agreement* \$ _____

03 Hidden costs

the ones that sneak up

Mortgage, HELOC, or reverse mortgage payoff \$ _____

Property taxes up to closing day \$ _____

Repair credits after the inspection \$ _____

HOA document fees *condos only* \$ _____

Moving, storage, two homes at once \$ _____

Total costs (02 + 03) \$ _____

Estimated cash at closing (01 minus total costs) \$ _____

04 The tax question

bring this part to your CPA

What I paid for the house \$ _____

Plus improvements since *roof, kitchen, windows. Keep receipts* \$ _____

Profit *sale price minus the two lines above and your total costs* \$ _____

Tax-free exclusion on your main home *depends on single or married. Ask your CPA* \$ _____

If a spouse passed away: value on that date *may reset your starting value* \$ _____

Escrow will give you a California form about tax withholding. Most people selling their main home qualify for an exemption, but don't skip it.

Want me to run your real number?

Send me your address. I'll get you a written estimate from escrow.

I'm Parnian. Let's talk.

Parnian Noroozi

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*Estimates only. Not tax or legal advice.
Confirm with your escrow officer and CPA.*