



**JL+CoRE**

Real Estate and Property Management

**SELLER TIP SHEET**



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Congratulations on accepting a great offer!

This short guide will help you with the next steps in the selling process and provide recommendations and date reminders in one handy place.

Please reach out to us if you have any questions.  
We are here to help!

- The JL+CoRE Crew



# Recommendations

We recommend choosing from the following highly rated professionals to help you through the home-selling process.

## Attorneys\*

Patrick Dwyer Dwyer, Spino & Goncalves 617.244.2665 PDwyer@DRSGLaw.com	Gina Gagliardi Gilmartin Magence LLP 617.375.9000 GGagliardi@GMLawLLP.com	Ali Alavi Alavi & Braza PC 877.552.2529 AAlavi@AlaviBraza.com
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\*It is our professional responsibility to represent your best interest. That being said, we strongly recommend hiring an attorney.



# Important Dates

Here is a sheet to help keep track of dates once you have accepted an offer.

\_\_\_\_\_ Offer Accepted (OA)

A legal commitment that outlines basic terms and conditions of the sale.

\_\_\_\_\_ Inspection (OA + 2-3 days)

Gives you a chance to better understand the condition of the property. We will attend this with you.

\_\_\_\_\_ Inspection Result (Inspection Date + 2-3 days)

If anything stands out on the inspection report, the buyer may try to renegotiate some terms by this date, or fully revoke their offer.

\_\_\_\_\_ Purchase & Sale (OA + 10 days)

An attorney will create this document and review with you the specific legal requirements.

\_\_\_\_\_ Closing (OA + 60 days)

The exciting day that the deed is delivered and the title is transferred.



# Seller To Do List

1. Payment to seller attorney.
2. A newly prepared deed conveying title to buyer. If you don't have an attorney, most bank attorneys will draw a deed for a fee.
3. The Massachusetts excise stamps charged to you upon transfer of title are \$4.56 per \$1,000.00 of the selling price (e.g. an \$800,000 property would have a tax of \$3,648.00).
4. Payment of outstanding mortgages or other liens.
5. Adjustments to final water bill, sewer, electric, oil, and gas.
6. Brokerage fee is due.
7. A Smoke/Carbon Dioxide Detector Certificate issued by the fire department for \$50 when passed.
8. Condo sellers will need a 6D certificate. This document states that all expenses are paid.
9. The tax bill, whether paid or unpaid.
10. Capital gains tax, if any. A capital gains tax is calculated based on the amount of years the property was owner occupied and capital gained from sale (sale price - purchase price).