

Who Pays For What?

Customary for the Truckee/Tahoe Area

The items listed below are negotiable between Buyer and Seller, as agreed upon in your individual sales contract. This is for informational purposes only and reflects typical charges for the area.

Item	Seller Pays
Real Estate Commission	✓
Document preparation fee for Deed	✓
Document recording charges that effect the Seller	✓
County Transfer Tax (approximately \$1.10 per \$1,000 of sales price)	✓
Any loan fees required by Buyer's lender (usually just FHA/VA loans)	✓
Notary fees - Seller's documents	✓
Any city transfer/reconveyance tax	✓
Payoff of all loans in Seller's name	✓
Interest accrued to current lender, Statement Fees, Reconveyance Fees and any prepayment penalties	✓
Bonds or assessments according to contract	✓
Pest work or repairs according to contract (Negotiated, but usually requires Section 1 pest work only)	✓
All delinquent taxes	✓
Any judgments, tax liens, etc. against the Seller	✓
Recording charges to clear all documents of record against Seller	✓
Zone disclosure reports	✓
Capital gains taxes (Have you owned the property less than two years? Consult your accountant.)	✓
Woodstove retrofit (check local governing agency for requirements)	✓
Sewer clearance test (if required by local Sanitary District)	✓
Snow removal during the listing period (Driveway and walkway access need to be clear.)	✓
Smoke detectors (Replace batteries if necessary.)	✓
Hot water heater must be seismically strapped	✓

Customary for the Truckee/Tahoe Area (continued)

The items listed below are negotiable between Buyer and Seller, as agreed upon in your individual sales contract. This is for informational purposes only and reflects typical charges for the area.

Item	Seller Pays	Buyer Pays
Cleaning (home, carpet, windows), if requested by Buyer	✓	
Defensible space ordinance, if required	✓	
Homeowner Association point-of-sale inspection, if applicable	✓	
Half of Title and Escrow Fees	✓	✓
Special delivery/courier fees	✓	✓
Home warranty according to the contract (<i>Negotiated</i>)	✓	✓
Tax pro-ration	✓	✓
Document preparation, & recording fees, Notary fees - Buyer's documents		✓
Pest inspection according to contract		✓
Title insurance premium covering loan policy (ALTA)		✓
Inspection fees (roofing, geological, contractor, pest, etc.)		✓
Homeowner's transfer fees		✓
Preliminary change of ownership fee		✓
Beneficiary statement fee for assumption of existing loan		✓