

# Calabash Seller's Guide

*Experience the Difference*

It is strongly recommended that buyers and sellers obtain their own attorneys to review contracts and perform closing requirements. Attorney representation has proven critical to successful closings in many cases!

## Real Estate Seller's Fees & Taxes

### Attorney Fees

- Varies between attorneys.
- View [Calabash Recommended Attorneys](#)
- Fees depend on the complexity of closing and whether other services, such as the creation of an LLC, are needed.

### Preparation of Deed

- Done by Seller's Attorney
- Transfer Tax (if not exempt):
  - 2% for sales up to \$350,000;
  - 2.5% for sales \$350,001-\$1M
  - 3% for sales \$1M-5M
  - 3.5% for sales over \$5M.
- Tax is based on purchase price or the assessed value, whichever is higher.  
>> [Look up Assessed Value](#)

### Public Surveyor's Attest

- Needed to record the deed (not required for condos)
  - \$20 per lot < 1 acre
  - \$25 per lot for lot size 1-2 acres

### Termite Inspection

- If required by contract, varies between pest control companies
- Typically \$75 - \$125.

### Tax Clearance Letter

- \$25
- Seller must obtain a release statement that no taxes are due otherwise seller is required to pay any back taxes, penalties and interest before property can be transferred.

### Sales Commission

- Established in the Listing Agreement unless other terms have been negotiated.



## Calabash Real Estate

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*Experience the Difference*

Take advantage of the experience, market knowledge, and professional expertise that Realtors happily provide! [Contact Calabash Real Estate](#) today to see how we can assist you in selling your property.

## Preparation Steps for Selling

### Select a Realtor

The first step in considering whether to sell a property is selecting a Realtor who can give you good information on the market, recommendations for improving the salability of your property, assist with providing market exposure through advertising and informing other brokers.

### Prepare Your Property for Sale

To maximize the successful sale of your property (successful being at the price and in the time-frame that you wish), there are improvements that can be made that will make a difference!

#### Land Sales

- Establish the boundary lines
- Clear the land

#### Home Sales

- Declutter
- Paint - Exterior & Interior
- Improve landscaping

Tackling these tasks can substantially increase the listing price and the appeal of your house and/or property. Your Realtor should be able to make some objective suggestions.

### Set a Realistic Price

Study the market carefully and look at comparables before deciding on the asking price.

An unrealistically high price discourages buyers from making even a lower offer.

### Keep it Clean and Tidy

**Complete a major cleaning** of windows, floors, kitchen sink, garage, etc prior to the listing period and then keeping it as clean and tidy as possible during the listing period to maximize your home's appeal.

### Make sure...

Your taxes are paid and your property title is clean. Taxes and liens can derail a smooth closing.

