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# FLORIDA SELLER COST & NET PROCEEDS GUIDE

What Central Florida Sellers Actually Walk Away With

*Educational estimates based on common Central Florida closing scenarios*

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Includes worked examples at \$450,000 and \$750,000

**SLOAN PROPERTIES, INC.**

Central Florida Real Estate

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# Understanding Your Net Proceeds

When you sell a home in Florida, the sale price is not what you take home. Between taxes, insurance, compensation, and fees, the gap between your sale price and your net proceeds can be \$25,000 or more on a typical Central Florida transaction.

This guide breaks down every cost a Florida seller should expect, explains where each dollar goes, and shows you worked examples at two price points so you can estimate your own bottom line before you list.

## The Net Proceeds Formula

Estimated Net Proceeds = Sale Price – Agent Compensation – Transfer Taxes – Title & Closing Charges – Tax Prorations – HOA / Association / Lien Items – Seller Concessions & Credits – Mortgage Payoff

*Every transaction is different. The figures in this guide are estimates based on standard Central Florida practices as of early 2026. Your actual costs will depend on your county, your HOA, your mortgage payoff, and the specific terms you negotiate. Use this as a planning tool, not a guarantee.*

## 1. Agent Compensation

Agent compensation is the single largest seller cost in most transactions. In Central Florida, the total compensation is typically around 5–6% of the sale price, split between the listing broker and the buyer’s agent (if the seller chooses to offer buyer’s agent compensation).

After the 2024 NAR settlement, **compensation is always negotiable**. There is no standard rate. Sellers and their listing broker agree on the listing side compensation in the listing agreement. Whether and how much to offer the buyer’s agent is a separate decision.

For the worked examples in this guide, we use a 6% total compensation (3% listing side and 3% buyer’s agent). Your actual rate may be higher or lower depending on your agreement with your broker.

## 2. Florida Documentary Stamp Tax

Florida imposes a documentary stamp tax on the deed when real property transfers ownership. In all counties except Miami-Dade, the rate is \$0.70 per \$100 of the sale price (Florida Statute §201.02). The seller pays this tax at closing.

The tax is calculated on the full sale price, rounded up to the nearest \$100. There are no exemptions for homestead properties or first-time sellers. This is a state tax, not a county tax, so the rate is uniform across Orange, Seminole, Osceola, Lake, Volusia, Brevard, Polk, and Marion counties.

Sale Price	Documentary Stamp Tax
\$350,000	\$2,450.00

\$450,000	\$3,150.00
\$600,000	\$4,200.00
\$750,000	\$5,250.00

### 3. Owner's Title Insurance Policy

In most Central Florida counties, the seller pays for the owner's title insurance policy. This is a one-time premium paid at closing that protects the buyer against defects in the title (liens, encumbrances, or ownership disputes) that existed before the sale.

Florida title insurance premiums are set by the state (Florida Statute §627.7825) and are the same regardless of which title company you use:

- \$5.75 per \$1,000 on the first \$100,000 of the sale price
- \$5.00 per \$1,000 on the amount above \$100,000

Sale Price	Calculation	Premium
\$450,000	\$575 + \$1,750	\$2,325.00
\$750,000	\$575 + \$3,250	\$3,825.00

*Note: If the buyer finances their purchase, the buyer's lender will require a separate lender's title policy. In a simultaneous issue (both policies issued at the same time), the buyer's lender's policy is discounted. The seller does not pay for the lender's policy.*

### 4. HOA Estoppel Letter (If Applicable)

If the property is in a homeowners association, an estoppel letter is typically required before closing to confirm the seller's account status: current dues, outstanding balances, special assessments, and pending violations.

Estoppel fees are governed by Florida law (Florida Statute §720.30851) and may be adjusted by DBPR. Fees can vary based on whether the request is standard or expedited and whether the account is delinquent. Always confirm the current fee with the association or management company before listing.

Not every property has an HOA. If your property is not subject to an HOA, this cost does not apply.

### 5. Property Tax Proration

Florida property taxes are paid in arrears. The tax year runs January 1 through December 31, but the tax bill is not due until the following November (with an early-payment discount available through March). This means that when you sell, you likely have not yet paid the current year's taxes for the period you occupied the home.

At closing, the seller's share of property taxes is prorated from January 1 through the closing date and credited to the buyer. The buyer then assumes responsibility for the full tax bill when it comes due.

**How it's calculated:** Your annual property tax bill  $\div$  365 = daily rate. The daily rate  $\times$  the number of days you owned the property in the current tax year = your prorated share. For example, if your annual tax bill is \$5,800 and you close on July 1 (day 181), your prorated share is  $\$5,800 \div 365 \times 181 = \$2,876$ .

Your title company will use your actual tax bill (or the most recent available if the current year's bill has not yet been issued) to calculate the exact proration at closing.

## 6. Homestead Exemption Implications

If you currently have a Florida homestead exemption on the property you are selling, two things are worth understanding before you list:

### Save Our Homes Cap (Portability)

Florida's Save Our Homes amendment limits annual increases in assessed value to 3% or the CPI, whichever is lower, as long as you maintain your homestead exemption. Over time, this creates a significant gap between your assessed value and the property's market value.

When you sell, that accumulated benefit disappears from the property — the new owner's assessed value resets to market value. However, if you purchase a new Florida homestead within two years (before January 1 of the third year), you can port up to \$500,000 of your Save Our Homes benefit to the new property. This is called portability.

**What this means for sellers:** The accumulated savings do not affect your sale price or closing costs directly, but losing them affects your future property taxes. If you plan to buy in Florida again, file for portability with the county property appraiser when you apply for homestead on the new property.

### Homestead Exemption and Your Tax Proration

Your current homestead exemption (\$50,000 on the first \$75,000 of assessed value for most homeowners) reduces the taxes you are currently paying. The proration at closing is based on your actual tax amount, which already reflects this exemption. No special adjustment is needed at the closing table.

## 7. Other Common Seller Costs

- **Municipal lien search (\$150-\$300):** Required to confirm no outstanding municipal liens (code enforcement, utility bills, special assessments). Seller typically pays.
- **Title search and exam (\$200-\$350):** The title company examines public records to verify clear title. This is separate from the title insurance premium.
- **Mortgage payoff-related fees:** Includes the recording fee for satisfaction of mortgage, lender's payoff statement fee, wire transfer fee, and per diem interest through the closing date. May also include a prepayment penalty (rare, but check your note). These typically total \$300-\$600 combined.

- **Seller concessions (negotiable):** Buyer may request that the seller contribute toward closing costs. This is a contract term, not a required expense.
- **Repairs and credits (negotiable):** If the inspection reveals issues, the seller may agree to make repairs or provide a credit to the buyer.
- **Home warranty (\$350-\$600):** Optional. Some sellers offer a one-year home warranty to the buyer as a marketing incentive.
- **Mortgage payoff balance:** Your outstanding mortgage balance is paid from the sale proceeds at closing. This is debt repayment, not a closing cost, but it directly reduces what you take home. Request a payoff statement from your lender before listing.

#### Commonly Forgotten Costs That Reduce Your Net

- Utility balances and final water/sewer bills
- HOA transfer or application fees (separate from estoppel)
- Special assessments (pending or recently approved)
- Survey costs (if negotiated as seller's responsibility)
- Open permit resolution or code violation curing
- Cleaning, junk removal, and moving expenses (not closing costs, but they reduce what you keep)

## 8. Special Situations

Most Central Florida transactions follow the standard cost structure outlined above. However, some situations introduce additional costs or requirements that can materially affect your net proceeds:

#### Flag These With Your Broker Before Listing

- **FIRPTA withholding** — If the seller is a foreign person or entity, federal law requires the buyer to withhold up to 15% of the sale price and remit it to the IRS. This is the single largest surprise cost in affected transactions. A withholding certificate (Form 8288-B) can reduce or eliminate the withholding if filed early enough.
- **Probate, trust, or estate sales** — May require court approval, letters of administration, or trustee authority documentation. Additional legal fees apply.
- **Open permits or code enforcement liens** — Unresolved permits or active code violations must typically be cleared before or at closing. Costs vary widely.
- **Solar financing (PACE/HERO)** — PACE assessments are liens that run with the property. Payoff at closing may be required depending on buyer's lender.
- **Community Development District (CDD) fees** — Common in newer Florida communities. CDD assessments appear on the tax bill as non-ad valorem items and may affect buyer perception and proration calculations.

## Worked Examples

The tables below show estimated seller costs and net proceeds at two price points common in Central Florida. Review the assumptions box above each table — your actual costs will vary based on your specific property, county, HOA, mortgage balance, and the terms you negotiate.

### Example A: \$450,000 Sale Price

#### Assumptions for this example:

Sale price: \$450,000 | Annual property taxes: \$5,800

6% total agent compensation (3% listing side, 3% buyer's agent) | HOA estoppel included  
July 1 closing date (181 days of tax proration) | Non-Miami-Dade deed tax rate

Excludes: mortgage payoff balance, seller concessions, repair credits, special situations

Cost Item	Rate / Amount	\$450,000
<b>Sale Price</b>		<b>\$450,000</b>
Agent Compensation (total)	6.0%	\$27,000
Documentary Stamp Tax	\$0.70 / \$100	\$3,150.00
Owner's Title Insurance Policy	FL promulgated rate	\$2,325.00
HOA Estoppel Letter	Varies (see Section 4)	\$250
Municipal Lien Search	Flat fee	\$200
Title Search & Exam	Flat fee	\$250
Mortgage Payoff-Related Fees	Recording / wire / lender	\$350
Property Tax Proration (181 days)	$\$5,800/\text{yr} \div 365 \times 181$	\$2,876
<b>Total Estimated Seller Costs</b>		<b>\$36,401</b>
<b>Estimated Net Proceeds</b>	(before mortgage payoff)	<b>\$413,599</b>

**Example B: \$750,000 Sale Price****Assumptions for this example:**

Sale price: \$750,000 | Annual property taxes: \$9,600

6% total agent compensation (3% listing side, 3% buyer's agent) | HOA estoppel included  
July 1 closing date (181 days of tax proration) | Non-Miami-Dade deed tax rate

Excludes: mortgage payoff balance, seller concessions, repair credits, special situations

Cost Item	Rate / Amount	\$750,000
<b>Sale Price</b>		<b>\$750,000</b>
Agent Compensation (total)	6.0%	\$45,000
Documentary Stamp Tax	\$0.70 / \$100	\$5,250.00
Owner's Title Insurance Policy	FL promulgated rate	\$3,825.00
HOA Estoppel Letter	Varies (see Section 4)	\$250
Municipal Lien Search	Flat fee	\$200
Title Search & Exam	Flat fee	\$250
Mortgage Payoff-Related Fees	Recording / wire / lender	\$350
Property Tax Proration (181 days)	$\$9,600/\text{yr} \div 365 \times 181$	\$4,761
<b>Total Estimated Seller Costs</b>		<b>\$59,886</b>
<b>Estimated Net Proceeds</b>	(before mortgage payoff)	<b>\$690,114</b>

**Important**

These examples are simplified estimates and may not include special situations that can materially reduce net proceeds, such as mortgage payoff balance, seller concessions, repair credits, HOA special assessments, utility or municipal liens, or FIRPTA withholding (if applicable). See Section 8 for details.

## What to Do Next

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This guide gives you a framework for estimating your net proceeds, but every property and every transaction has details that shift the numbers. County-specific assessments, CDD fees, outstanding liens, HOA special assessments, and negotiated terms all play a role.

The most accurate way to know what you'll walk away with is to have a broker run a personalized net sheet using your property's assessed value, your actual tax bill, your mortgage payoff, and the real costs for your county and HOA.

## Request Your Free Net Proceeds Estimate

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Morgan Sloan and associates with Sloan Properties have been helping Central Florida homeowners buy and sell for over 26 years. Request a no-obligation net proceeds estimate tailored to your property — most requests are returned within 24-48 hours.

### What to Have Ready

- Your property address
- Approximate mortgage payoff balance (check your most recent statement)
- Whether the property is in an HOA (and the name, if known)

That's it. We'll use the county's assessed value and current tax records to build your net sheet.

- **Phone:** (407) 961-7720
- **Email:** [mail@sloanproperties.com](mailto:mail@sloanproperties.com)
- **Online:** [sloanproperties.com/free-home-valuation/](https://sloanproperties.com/free-home-valuation/)

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### Disclaimer

*This guide is provided for informational purposes only and does not constitute legal, tax, or financial advice. Closing costs and net proceeds vary based on the specific terms of each transaction, county regulations, HOA requirements, and lender conditions. The figures and rates cited are estimates based on standard Central Florida practices as of early 2026 and may change. Consult with your broker, attorney, or tax advisor for advice specific to your situation.*

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