

What you keep *after the sale.*

Every cost between your sale price and the amount the notary transfers to you, what each one depends on, and a worksheet to run your own numbers before you list.

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DID YOU KNOW?

In Quebec, the welcome tax is the buyer's. So is the notary for the deed of sale.

As a seller you pay the notary only to discharge your own mortgage. The transfer duties, the deed and the title work are on the buyer's side of the file.

Your largest costs are usually the commission with its sales taxes and, if you break your mortgage early, the prepayment penalty. Both are known before you list, if you ask for them.

HOW TO USE IT

01

Call your lender first.

Ask for the payout amount and the prepayment penalty at a target sale date, in writing.

02

Read each cost below.

Note which ones apply to you and what you still need to find: a tax bill, the certificate, the syndicate's documents.

03

Fill in the worksheet.

Run it at two or three prices. The number that matters is the lowest price at which your plan still works.

□ 01

Broker commission

Rémunération du courtier

WHAT IT IS

The listing broker's fee, set as a percentage of the sale price in your brokerage contract. It is paid at the notary, out of the sale proceeds, not before. If the buyer has a broker, that broker is paid out of this same amount.

WHAT TO CHECK

- The rate, and whether it applies to the sale price or to another amount.
- GST (5%) and QST (9.975%) are charged on the commission, 14.975% in total. At a 4% rate, the real cost is 4.6% of the price.
- What the fee includes: photos, marketing, the CMA, negotiation, follow-up to the notary.

TIP At \$500,000 and 4%: \$20,000 of commission plus \$2,995 of GST and QST, so \$22,995.

□ 02

Mortgage payout

Solde hypothécaire

WHAT IT IS

The amount your lender needs to close the loan on the day of the sale: principal plus interest to that date, plus any fees. The notary pays it directly out of the proceeds.

WHAT TO CHECK

- Ask for a payout statement at a target date. The balance on your last statement is not the payout amount.
- A line of credit secured by the property (HELOC) must be repaid and discharged too.
- If you are buying again, ask whether the mortgage can be ported to the next property.

□ 03

Prepayment penalty

Pénalité de remboursement anticipé

WHAT IT IS

What the lender charges to end a mortgage before its term. On a fixed rate it is usually the higher of three months of interest and the interest rate differential. On a variable rate it is usually three months of interest.

WHAT TO CHECK

- Only your lender can calculate it. Ask for the figure in writing, at your target date.
- The interest rate differential depends on the lender's own posted rates, so two similar mortgages can carry very different penalties.
- Your renewal date. Selling at or near maturity usually means little or no penalty.

TIP Ask before you sign a brokerage contract, not after an offer. A penalty can change the price you need, or the date you choose to sell.

□ 04

Mortgage discharge at the notary

Quittance hypothécaire

WHAT IT IS

The buyer chooses and pays the notary for the deed of sale. As a seller, you pay only for the discharge of your mortgage: the deed that cancels the lender's hypothec and its registration.

WHAT TO CHECK

- The notary's quote, including the registry fees.
- One discharge per registered hypothec: a separate HELOC or a second mortgage may mean a second one.
- The example on the worksheet uses \$500.

□ 05

Certificate of location

Certificat de localisation

WHAT IT IS

A land surveyor's report on the property as it stands today: its boundaries, the buildings, and their compliance with the zoning by-laws and the cadastre. The seller provides it, and it must reflect the current state of the property.

WHAT TO CHECK

- The date, and any work done since: an extension, a shed, a pool, a fence, a new balcony.
- Most buyers' lenders ask for a recent one. An older certificate is often redone.
- The lead time. Surveyors can take several weeks, so order it when you list, not after the offer.

TIP The example on the worksheet uses \$1,500. The quote depends on the property and the surveyor.

□ 06

Tax and condo fee adjustments

Répartitions

WHAT IT IS

Municipal taxes, school taxes and condo fees are shared between you and the buyer as of the date of sale. The notary calculates the split.

WHAT TO CHECK

- If you paid the year in full, the buyer reimburses the days after the sale. That adds to your net.
- If a tax bill is still unpaid, your share is deducted from the proceeds.
- A special assessment voted before the sale: who pays it is set in the promise to purchase. Read that clause.

07

Condo documents

Documents du syndicat

WHAT IT IS

Since August 14, 2025, a condo seller must give the buyer the syndicate certificate. The syndicate has 15 days to issue it once you ask, and buyers also ask for the minutes, the financial statements and the contingency fund study.

WHAT TO CHECK

- Request the certificate when you list, so the buyer's document review condition does not stall.
- Ask the manager whether a fee applies to the certificate or to copies.
- Read what it says about the contingency fund and special assessments. The buyer will.

08

Tax on the gain

Impôt sur le gain en capital

WHAT IT IS

The gain on your principal residence is generally exempt for the years it is designated as such. A rental property, a second home or the rented units of a plex are generally taxable on the gain.

WHAT TO CHECK

- The sale of a principal residence must still be reported on your tax return.
- A plex you live in: the exemption usually covers only the part you occupy.
- If you are not a resident of Canada, the notary will withhold part of the price until the federal and Quebec clearance certificates are issued.

TIP This is a question for your accountant, before you set a price. It does not appear on the notary's statement, but it affects what you keep.

Before you *list*

- ☐ Payout statement and penalty from your lender, at a target date.
- ☐ Your certificate of location, and a note of any work done since.
- ☐ This year's municipal and school tax bills.
- ☐ Condo: the syndicate certificate requested, and the last minutes and financial statements.
- ☐ If the property is not your principal residence, a call to your accountant.
- ☐ The lowest net you need for your next step. Decide it now, not at the offer.

Your net proceeds *worksheet*

Run it at the price you hope for, and at the lowest price you would accept. The example is an illustration, not an estimate of your property.

	EXAMPLE	YOURS
Sale price The price in the accepted promise to purchase	\$500,000	
Broker commission Rate × sale price	— \$20,000	
GST and QST on the commission 14.975% of the commission	— \$2,995	
Mortgage payout From your lender's payout statement	— \$320,000	
Prepayment penalty From your lender, in writing. \$0 at maturity	— \$0	
Mortgage discharge Notary's quote	— \$500	
Certificate of location If a new one is needed	— \$1,500	
Tax and fee adjustments Credit or debit, from the notary	± \$0	
Other costs Moving, repairs, syndicate fees	— \$0	
Net proceeds	= \$155,005	

Cost of selling

Commission, taxes, discharge and certificate, as a share of the price

\$24,995 ÷ 5.0%

The example assumes a \$500,000 sale, a 4% commission, a \$320,000 mortgage at maturity (no penalty), a new certificate of location and no adjustment.

Want this with *your real numbers?*

I will prepare a comparative market analysis of your property and run the net at three prices: the likely sale range, and the lowest offer your plan can absorb. No cost, and no obligation to list.

[BOOK A 30-MINUTE CALL](#)

Already under a brokerage contract with another broker? This offer is not intended to solicit sellers already under contract.

For information only. Not legal, tax or financial advice. Your lender, your notary and your accountant confirm the actual amounts. The commission is set in your brokerage contract. Rules current as of September 2026.

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