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How Much Does It Cost to Sell Your Home in Winnipeg? A Realtor Explains



When most people think about selling their home, the first question is usually: "What price will I get for it?" But the equally important question is: "What will it cost me to sell?"

In Winnipeg, **selling a property** involves more than just accepting an offer - there are commissions, legal fees, mortgage penalties, and other expenses that can impact your bottom line. Here's a detailed breakdown of the typical costs you should know before putting your home on the market.



1. Realtor Commission Fees (3% – 4.5%)

Commission is usually the largest cost in a home sale. In Winnipeg, commission rates generally range between 3% and 4.5%, depending on the services offered and the agreement with your realtor.

Example at 3% Commission

If your home sells for \$400,000 at 3% commission, that equals:

- **Commission:** \$12,000
- **GST (5% on commission):** \$600
- **Total:** \$12,600

This fee is typically split between the listing agent (who markets and negotiates the sale) and the buyer's agent (who represents the buyer). Higher commission structures may include enhanced marketing packages such as [professional staging](#), premium advertising, or 3D virtual tours.

2. Legal (Lawyer) Fees

Every seller in Manitoba requires a real estate lawyer to finalize the sale. Typical costs range from \$900–\$1,500.

Your lawyer's role includes:

- Reviewing the Offer to Purchase
- Handling title transfer and discharging your mortgage
- Managing tax and utility adjustments
- Transferring the remaining sale proceeds to you

3. Mortgage Payout & Penalties

One of the most overlooked costs of selling is the mortgage payout. If you still have a mortgage, it must be fully paid off from your sale proceeds.

Why is there a penalty?

- When you sign a mortgage, you agree to keep the loan for a set term (for example, 5 years). If you sell before the term ends, you're breaking the agreement early. To recover lost interest, the lender charges a prepayment penalty.



The type of mortgage determines the penalty:

- Variable-rate mortgage → Usually 3 months' interest
- Fixed-rate mortgage → The greater of 3 months' interest OR the Interest Rate Differential (IRD)

Example of a Penalty

Suppose you owe \$250,000 on a fixed-rate mortgage at 4.5% with 3 years left.

- Three months' interest: About \$2,800
- IRD penalty: Could be \$7,000 - \$10,000 if today's interest rates are lower than your contract rate.

That's a big difference - and it's why some sellers are caught off guard.

How to Prepare for Penalties

- Request a payout statement from your lender before listing.
- Ask about porting your mortgage to a new property if you plan to buy again.
- Consider timing your sale closer to your mortgage renewal date to avoid fees.
- See if your lender allows partial prepayments to reduce your balance before selling.

4. Staging, Cleaning & Repairs

Making your home market-ready can increase its appeal and final sale price.

- Staging: \$1,500-\$3,000
- Deep cleaning: \$200-\$500
- Repairs/updates: \$500-\$5,000 (painting, landscaping, flooring touch-ups, etc.)



Small investments here can make a significant impact on how fast your home sells and for how much.

5. Property Tax & Utility Adjustments

At closing, your lawyer will ensure you pay property taxes, utilities, and water bills only up to the possession date. If you've prepaid your taxes, you'll actually get a credit back from the buyer.

6. Moving Costs

Professional movers in Winnipeg typically charge \$800 - \$2,000+, depending on the distance and size of your move.

7. Other Possible Costs

- Condo documents: \$100 - \$200
- Survey certificate or Real Property Report (if required): \$500 - \$1,000
- Inspection-related repairs: Negotiated with buyer, varies by situation

Estimated Total Cost of Selling a Winnipeg Home

For a \$400,000 home sold at 3% commission:

- Commission: \$12,000
- GST on commission: \$600
- Lawyer fees: \$1,200
- Staging/repairs: \$2,500
- Moving costs: \$1,000
- Mortgage penalty (if applicable): \$3,000 - \$8,000

Total: \$18,000 - \$25,000 (about 4.5% - 6% of the sale price, depending on mortgage penalties and presentation costs).

