

## WHO PAYS FOR WHAT IN THE SALE AND TRANSFER PROCESS?

### SELLER

#### 1. AGENT'S COMMISSION

#### 2. PENALTY BOND INTEREST:

If 3 months' written notice not given to bank to cancel Seller's bond, a cancellation penalty is payable. It equates to approximately one month's bond instalment for each completed month of notice not given (or pro rata thereof).

#### 3. BOND CANCELLATION FEE: (IF PROPERTY BONDED)

- Fees range from R4000 to R5000.
- If more than one bond is cancelled, the fee increases as per the applicable sliding scale.
- Note: still required to cancel the bond registration, even if the bond has a nil balance.

#### 4. RATES AND SERVICES:

Any arrears, current amounts owing and a 60-day advance collection amount.

#### 5. CERTIFIED COPY OF MISPLACED TITLE DEED:

Fees range from R2500 upwards, depending on the number of deeds to be replaced.

#### 6. LEVY AMOUNTS OWING TO BODY CORPORATE OR HOMEOWNERS' ASSOCIATION

#### 7. COMPLIANCE CERTIFICATES:

- Electrical (in order if issued under 2 years ago and no changes made to the installation).
- Beetle (if applicable).
- Plumbing (if applicable).
- Gas (if applicable).
- Electric fence installation (if applicable).
- Approximately R3000 for all 5 if no repairs necessary.

#### 8. ANY REPAIRS AGREED TO IN CONTRACT

#### 9. OTHER:

- Financial undertakings for Seller.
- Bridging finance for Seller.
- Obtain directive from SARS (withholding tax scenario).
- Repatriation of funds.
- Foreign investment abroad.

### BUYER

#### 1. TRANSFER COSTS:

- Conveyancing fees, as per tariff.
- Transfer duty - payable to the conveyancers approximately a month before transfer.
- No transfer duty payable if Seller is VAT registered and the sale forms part of the Seller's VATable enterprise.
- Purchase price will either be recorded in contract as inclusive or exclusive of VAT.
- The account to Purchaser may include the cost of obtaining a homeowners' association's consent to transfer.
- Cost of rates clearance certificate.
- Cost of levy clearance certificate (in sectional title transfers).

#### 2. BOND COSTS (IF REGISTERING A BOND)

#### 3. TRIPARTITE AGREEMENT (IF APPLICABLE)

#### 4. CONVEYANCER'S CERTIFICATE RE TITLE RESTRICTIONS:

May be required if Purchaser intends subdividing or renovating.

#### 5. OCCUPATIONAL RENTAL:

- If Purchaser moves in before transfer.
- Always try and provide for a figure in the Agreement of Sale, even if occupation is on transfer.

#### 6. PLANS:

If agreement does not oblige Seller to deliver copies of approved plans, Purchaser has to incur costs.

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