

3 Things That Can Cost You Money When Selling Your Home

Selling a home in Oklahoma usually goes smoothly. But a few costs and rules catch sellers off guard, and they can quietly take money out of your pocket at closing or afterward. Here are three of the big ones, with the official sources behind each one, so you know exactly where the numbers come from.

1. The Documentary Stamp Tax

When you sell a home in Oklahoma, the deed that transfers the property to the buyer has to carry a state transfer tax called the Documentary Stamp Tax. It applies whenever the sale price is more than \$100.

The rate is \$0.75 for every \$500 of the sale price (or any fraction of \$500). In practice, Oklahoma sellers are the ones who typically pay it at closing, even though the statute itself says it's owed by whoever "makes, signs, issues or sells" the deed. It gets paid through stamps attached to the deed, and the county clerk won't record the deed without them.

Here's a simple way to see it: on a \$250,000 sale, that's 500 units of \$500, so the tax comes out to \$375. On a \$400,000 sale, it's \$600. It's a fixed, predictable cost — not a percentage that moves with the market — so it's easy to plan for once you know your expected sale price.

Why it catches people off guard: sellers often focus on commission and forget this is a separate line item at closing. It's small compared to most other costs, but it's one more thing that reduces your net proceeds, and it's worth knowing about before you set your bottom-line number.

2. Not disclosing what you know about the property

Oklahoma law (the Residential Property Condition Disclosure Act, 60 O.S. § 831 and following) requires sellers of most one- and two-unit residential properties to give buyers a Disclosure Statement — or, if you've never lived in the home and have no actual knowledge of its condition, a Disclaimer

Statement — before you accept an offer. These are official forms from the Oklahoma Real Estate Commission (OREC).

This isn't paperwork you can skip or rush. If a defect you actually knew about doesn't make it onto that form, you can face a legal claim from the buyer after closing — long after you thought the sale was behind you. That can mean real money: legal fees, a settlement, or a judgment, on top of whatever the repair would have cost in the first place.

The honest, upfront approach costs you nothing extra and protects you. If you're not sure whether something needs to be disclosed, don't guess — ask us or a real estate attorney before you sign anything. (A few exemptions to this law exist, such as certain foreclosure or new-construction situations; if you think one might apply to your sale, confirm the details with OREC or an attorney rather than assuming.)

3. Getting the price wrong from day one

This is the one that costs the most, and it's the hardest to put an exact number on — which is exactly why it's worth talking about honestly.

There's no single statistic that says "a home priced wrong sits on the market for X extra days" — that number depends on your specific neighborhood, price range, and what's happening in the market right now, and it changes month to month. Don't trust a guide (including this one) that hands you a made-up percentage.

What we can tell you is this: the list price is the single decision that most affects both how long your home takes to sell and how much you end up with. Price too high, and buyers skip it while it sits — then even a later price drop can make buyers wonder what's wrong with it. Price too low, and you may leave real money on the table.

The fix isn't guesswork. It's a current, honest look at what's actually selling near you — what we call a Comparative Market Analysis (CMA). That's something we can put together for your specific home, based on real recent sales and what's active right now, so your price is grounded in today's market instead of last year's number or a gut feeling.

A quick note on buyer concessions

One more cost worth having on your radar: buyers often ask for concessions during negotiation — repairs, credits toward closing costs, or other terms. There's no state law that sets these; they're worked out between buyer and seller in the purchase contract. Going in with a clear idea of what you will and won't agree to (and why) puts you in a stronger negotiating position.

Want the real numbers for your home?

We can walk through your specific situation — what your home could sell for, what your closing costs are likely to look like, and what to expect from the disclosure paperwork — with no pressure and no guesswork. Reach out to Manuel Vasquez (OREC #209378) or Emmanuel Vasquez (OREC #210124), licensed real estate agents in Oklahoma, at (405) 467-2418.

Sources

- Oklahoma Documentary Stamp Tax, 68 O.S. § 3201 (via Justia):
<https://law.justia.com/codes/oklahoma/title-68/section-68-3201/>
- Oklahoma County — Documentary Stamp Tax handout:
[https://www.oklahomacounty.org/Portals/13/Documentary%20Stamp%20Handout%20\(PDF\).pdf](https://www.oklahomacounty.org/Portals/13/Documentary%20Stamp%20Handout%20(PDF).pdf)
- Residential Property Condition Disclosure Act, 60 O.S. §§ 831–839 (OREC):
<https://oklahoma.gov/content/dam/ok/en/orec/documents/contracts-and-forms-page/RPCD%20Act%20Updated%202025%20.pdf>
- OREC 2026 Disclosure/Disclaimer forms:
<https://oklahoma.gov/content/dam/ok/en/orec/documents/contracts-and-forms-page/2026-contract-forms/2026%20Appendix%20B%20RPC%20Disclaimer.pdf>
- Residential Property Condition Disclosure Act statute text (via Justia):
<https://law.justia.com/codes/oklahoma/title-60/section-60-831/>

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