SELLER GUIDE · MORRIS COUNTY, NJ

Selling Your Home for Top Dollar

How pricing, preparation, marketing, and negotiation work together, and what to expect from listing day to closing in New Jersey.

Romila Bajaj

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Why Sellers Work With Romila

210	+12%	5.0★
CAREER SALES	OVER LIST · 30 POWERVILLE RD	96 ZILLOW REVIEWS

01 Price it right from day one

The first two weeks bring the most buyer attention. Romila prices to recent comparable sales in your town and neighborhood, not automated estimates, so your home draws strong offers instead of sitting while the price comes down.

02 Prepare the home

Small investments usually pay back more than big renovations. Romila walks through your home with you and prioritizes what matters for your price point.

- ☐ Declutter and depersonalize
- ☐ Fix small repairs buyers will notice
- ☐ Fresh, neutral paint where needed
- ☐ Deep clean, including windows
- ☐ Curb appeal: lawn, beds, front door
- ☐ Bright lighting in every room
- ☐ Gather records: taxes, utilities, upgrades
- ☐ Plan for pets and showings

03 Market it widely

Professional photography, a measured floor plan, social media promotion, and syndication across Zillow, Homes.com, Realtor.com, and Weichert's network put your home in front of the buyers most likely to act.

04 Negotiate the whole deal

Price is only part of an offer. Romila weighs financing strength, contingencies, appraisal risk, and timing to protect what you actually walk away with.

05 Attorney review, inspection, and closing

New Jersey contracts include a three-business-day attorney review period. Buyers then inspect the home, often including radon and termite tests, and may request repairs or credits. Romila handles the negotiation and keeps the attorneys, lender, and title company on schedule through closing.

What It Costs to Sell in New Jersey

Typical seller costs include the real estate commission, your attorney's fee, the New Jersey realty transfer fee, and any agreed repairs or credits. Romila reviews every expected cost up front, so you know your estimated net proceeds before you list.

> *"Romila did an outstanding job in helping us to sell our house. She is extremely good at marketing..."*
>
> Sam Liang · seller, Mountain Lakes · Zillow review, August 2025

What is your home worth today?

Request a free valuation based on real comparable sales. Call or text (956) 844-6612 · romisellsnj@gmail.com · romilarealty.com

Romila Bajaj is a sales associate with Weichert Realtors, Mountain Lakes office, 43 Bloomfield Ave, Mountain Lakes, NJ 07046 (973-334-9400). Weichert Realtors is a licensed real estate broker. Equal Housing Opportunity. This guide is general information, not legal, tax, or lending advice; consult your attorney and lender about your situation. Figures are approximate as of October 2026.

2026 COST UPDATE

New Jersey's Mansion Tax Now Falls on Sellers

For contracts signed on or after **July 10, 2025**, New Jersey's supplemental realty transfer fee on sales over $1 million, long known as the "mansion tax" and now officially the **Graduated Percent Fee**, is paid by the **seller** instead of the buyer. The rate rises with the price and applies to the **entire** sale price, in addition to the standard realty transfer fee.

Sale price	Rate (paid by the seller)	Example
$1,000,001 to $2,000,000	1%	$1.5M sale: $15,000
$2,000,001 to $2,500,000	2%	$2.2M sale: $44,000
$2,500,001 to $3,000,000	2.5%	$2.8M sale: $70,000
$3,000,001 to $3,500,000	3%	$3.2M sale: $96,000
Over $3,500,000	3.5%	$4.0M sale: $140,000

What this means for you

Because each rate applies to the full price, a sale just over a threshold can cost noticeably more than one just under it. That is worth knowing when choosing a list price and comparing offers. Buyers of homes over $1 million no longer pay this fee, which can make it easier for them to compete.

How Romila helps

Before you list, Romila prepares an estimate of your net proceeds that includes the commission, attorney fees, the realty transfer fee, and, where it applies, the Graduated Percent Fee, so there are no surprises at closing.

Source: New Jersey FY 2026 budget legislation, signed June 30, 2025 (N.J.S.A. 46:15-7.2). General information only, not legal or tax advice; your attorney can confirm the fees for your sale.

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