



# SELLER'S NET SALES PROCEEDS

Cost Estimate for Sale of Property

Prepared by: Agent \_\_\_\_\_  
Broker \_\_\_\_\_

Phone \_\_\_\_\_  
Email \_\_\_\_\_

**NOTE:** This net sheet is used by an agent to estimate the amount of the seller's net sales proceeds on a closing based on the price under consideration.

The figures estimated often vary when incurred. Figures estimated are given as an opinion, not a guarantee.

To analyze the federal income tax consequences in a §1031 Reinvestment Plan, use a §1031 Profit and Basis Recap Sheet. [See RPI Form 354]

**DATE:** \_\_\_\_\_, 20\_\_\_\_\_, at \_\_\_\_\_, California.

1. This is an estimate of the fix-up, marketing and transaction costs Seller is likely to incur on a sale, and the approximate amount of net sales proceeds Seller may anticipate receiving on the close of a sale under the following agreement:

- Seller's listing agreement
- Exchange agreement
- Escrow instructions
- Counteroffer
- Purchase agreement
- Option to buy

- 1.1 dated \_\_\_\_\_, 20\_\_\_\_\_, at \_\_\_\_\_, California,
- 1.2 entered into by \_\_\_\_\_, as the Seller,
- 1.3 and \_\_\_\_\_, as the Buyer,
- 1.4 regarding real estate referred to as \_\_\_\_\_.
- 1.5 The anticipated date for closing is \_\_\_\_\_, 20\_\_\_\_\_.

**2. SALES PRICE:**

2.1 Purchase Price.....(+) \$ \_\_\_\_\_

**3. ENCUMBRANCES:**

- 3.1 First Trust Deed Note.....\$ \_\_\_\_\_
- 3.2 Second Trust Deed Note.....\$ \_\_\_\_\_
- 3.3 Other Liens/Bonds/UCC-1.....\$ \_\_\_\_\_
- 3.4 **TOTAL ENCUMBRANCES:** [Lines 3.1 to 3.3].....(-) \$ \_\_\_\_\_

**4. SALES EXPENSES AND CHARGES:**

- 4.1 Fix-up Cost.....\$ \_\_\_\_\_
- 4.2 Structural Pest Control Report .....\$ \_\_\_\_\_
- 4.3 Structural Pest Control Clearance.....\$ \_\_\_\_\_
- 4.4 Property/Home Inspection Report .....\$ \_\_\_\_\_
- 4.5 Elimination of Property Defects.....\$ \_\_\_\_\_
- 4.6 Home Energy Ratings System (HERS) report fee .....\$ \_\_\_\_\_
- 4.7 Local Ordinance Compliance Report .....\$ \_\_\_\_\_
- 4.8 Local Ordinance Compliance Costs.....\$ \_\_\_\_\_
- 4.9 Natural Hazard Disclosure Report .....\$ \_\_\_\_\_
- 4.10 Smoke Detector/Water Heater Safety Compliance.....\$ \_\_\_\_\_
- 4.11 Homeowners' Association (HOA) Document Charge.....\$ \_\_\_\_\_
- 4.12 Mello-Roos Assessment Statement Charge .....\$ \_\_\_\_\_
- 4.13 Well Water Reports.....\$ \_\_\_\_\_
- 4.14 Septic/Sewer Reports.....\$ \_\_\_\_\_
- 4.15 Lead-Based Paint Report .....\$ \_\_\_\_\_
- 4.16 Marketing Budget.....\$ \_\_\_\_\_
- 4.17 Home Warranty Insurance.....\$ \_\_\_\_\_
- 4.18 Buyer's Escrow Closing Costs.....\$ \_\_\_\_\_
- 4.19 Loan Appraisal Fee.....\$ \_\_\_\_\_
- 4.20 Buyer's Loan Charges.....\$ \_\_\_\_\_
- 4.21 Seller's Escrow Fee.....\$ \_\_\_\_\_
- 4.22 Document Preparation Fee.....\$ \_\_\_\_\_
- 4.23 Notary Fees.....\$ \_\_\_\_\_

- 4.24 Recording Fees/Documentary Transfer Tax..... \$ \_\_\_\_\_
- 4.25 Private Transfer Fee ..... \$ \_\_\_\_\_
- 4.26 Title Insurance Premium..... \$ \_\_\_\_\_
- 4.27 Beneficiary Statement/Demand ..... \$ \_\_\_\_\_
- 4.28 Prepayment Penalty (first)..... \$ \_\_\_\_\_
- 4.29 Prepayment Penalty (second)..... \$ \_\_\_\_\_
- 4.30 Reconveyance Fees..... \$ \_\_\_\_\_
- 4.31 Broker Fees..... \$ \_\_\_\_\_
- 4.32 Transaction Coordinator Fee..... \$ \_\_\_\_\_
- 4.33 Attorney/Accountant Fees..... \$ \_\_\_\_\_
- 4.34 Other \_\_\_\_\_ \$ \_\_\_\_\_
- 4.35 Other \_\_\_\_\_ \$ \_\_\_\_\_
- 4.34 **TOTAL EXPENSES AND CHARGES** [Lines 4.1 to 4.35]..... (-)\$ \_\_\_\_\_

**5. ESTIMATED NET EQUITY:**..... (=)\$ \_\_\_\_\_

**6. PRORATES DUE BUYER:**

- 6.1 Unpaid Taxes/Assessments..... \$ \_\_\_\_\_
- 6.2 Interest Accrued and Unpaid..... \$ \_\_\_\_\_
- 6.3 Unearned Rental Income..... \$ \_\_\_\_\_
- 6.4 Tenant Security Deposits..... \$ \_\_\_\_\_
- 6.5 **TOTAL PRO RATES DUE BUYER** [Lines 6.1 to 6.4]..... (-)\$ \_\_\_\_\_

**7. PRO RATES DUE SELLER:**

- 7.1 Prepaid Taxes/Assessments..... \$ \_\_\_\_\_
- 7.2 Impound Account Balances..... \$ \_\_\_\_\_
- 7.3 Prepaid HOA Assessment..... \$ \_\_\_\_\_
- 7.4 Prepaid Ground Lease ..... \$ \_\_\_\_\_
- 7.5 Unpaid Rent Assigned to Buyer..... \$ \_\_\_\_\_
- 7.6 Other \_\_\_\_\_ \$ \_\_\_\_\_
- 7.7 **TOTAL PRO RATES DUE SELLER** [lines 7.1 to 7.6]..... (+)\$ \_\_\_\_\_

**8. ESTIMATED PROCEEDS OF SALE:**..... (=)\$ \_\_\_\_\_

8.1 The estimated net proceeds at line 8 from the transaction analyzed in this net sheet will be received in the form of:

- a. Cash..... \$ \_\_\_\_\_
- b. Note secured by a Trust Deed..... \$ \_\_\_\_\_
- c. Equity in Replacement Real Estate..... \$ \_\_\_\_\_
- d. Other \_\_\_\_\_ \$ \_\_\_\_\_

**I have prepared this estimate based on my knowledge and readily available data.**

Date: \_\_\_\_\_, 20\_\_\_\_

Broker: \_\_\_\_\_

DRE#: \_\_\_\_\_

Agent: \_\_\_\_\_

DRE#: \_\_\_\_\_

Signature: \_\_\_\_\_

**I have read and received a copy of this estimate.**

Date: \_\_\_\_\_, 20\_\_\_\_

Seller's Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_