



GOOD FAITH ESTIMATE OF SELLER'S NET SALES PROCEEDS

On Sale of Property

Prepared by: Agent _____
Broker _____

Phone _____
Email _____

NOTE: This net sheet is prepared to assist the Seller by providing an estimate of the amount of net sales proceeds the Seller is likely to receive on closing, based on the price set in the agreement, the estimated amount for expenses likely to be incurred to market the property and close a sale, and any adjustments and pro rates necessitated by the sale.

The figures estimated in the net sheet may vary at the time each is incurred due to periodic changes in charges for professional services, administration fees and work enforcement made necessary by later inspections, and thus constitute an opinion, not a guarantee by the preparer.

If the property disposed of is IRC §1031 property and the seller plans to acquire replacement property, use a §1031 Profit and Basis Recap Sheet to compute the tax consequences of the Seller's §1031 Reinvestment Plan. [See ft Form 354]

DATE: _____, 20____, at _____, California.

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

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

- 1.1 dated _____, 20____, at _____, California,
- 1.2 entered into by _____, as the Seller, and
- 1.3 _____, as the Buyer,
- 1.4 regarding real estate referred to as _____.
- 1.5 The day of the month anticipated for closing is _____.

2. SALES PRICE:

2.1 Price Received. (+)\$ _____

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 Local Ordinance Compliance Report \$ _____
- 4.7 Compliance with Local Ordinances. \$ _____
- 4.8 Natural Hazard Disclosure Report \$ _____
- 4.9 Smoke Detector/Water Heater Safety Compliance \$ _____
- 4.10 Homeowners' (HOA) Association Document Charge \$ _____
- 4.11 Mello-Roos Assessment Statement Charge \$ _____
- 4.12 Well Water Reports \$ _____
- 4.13 Septic/Sewer Reports \$ _____
- 4.14 Lead-Based Paint Report \$ _____
- 4.15 Marketing Budget. \$ _____
- 4.16 Home Warranty Insurance. \$ _____
- 4.17 Buyer's Escrow Closing Costs \$ _____
- 4.18 Loan Appraisal Fee \$ _____
- 4.19 Buyer's Loan Charges. \$ _____
- 4.20 Escrow Fee. \$ _____
- 4.21 Document Preparation Fee \$ _____

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

5. ESTIMATED NET EQUITY: \$ _____

6. PRO RATES 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 Association 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 sale or exchange 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: _____

Signature: _____

I have read and received a copy of this estimate.

Date: _____, 20_____
Seller's Name: _____

Signature: _____

Signature: _____