



# SELLER NET SHEET

On Sale of Property

## 1. SALES PRICE

1.1 Price received. . . . . \$ \_\_\_\_\_

## 2. ENCUMBRANCES

2.1 First trust deed note. . . . . \$ \_\_\_\_\_

2.2 Second trust deed note. . . . . \$ \_\_\_\_\_

2.3 Other liens and bonds. . . . . \$ \_\_\_\_\_

2.4 Total encumbrances. . . . . \$ \_\_\_\_\_

## 3. SALES EXPENSES AND CHARGES

3.1 Fix up cost. . . . . \$ \_\_\_\_\_

3.2 Structural pest control report. . . . . \$ \_\_\_\_\_

3.3 Structural pest control clearance. . . . . \$ \_\_\_\_\_

3.4 Property/home inspection report. . . . . \$ \_\_\_\_\_

3.5 Elimination of property defects. . . . . \$ \_\_\_\_\_

3.6 Local ordinance compliance report. . . . . \$ \_\_\_\_\_

3.7 Compliance with local ordinances. . . . . \$ \_\_\_\_\_

3.8 Natural hazard disclosure report. . . . . \$ \_\_\_\_\_

3.9 Smoke detector/water heater safety compliance. . . . . \$ \_\_\_\_\_

3.1 Owners' association document charge. . . . . \$ \_\_\_\_\_

3.11 Well water reports. . . . . \$ \_\_\_\_\_

3.12 Septic/sewer reports. . . . . \$ \_\_\_\_\_

3.13 Lead-based paint report. . . . . \$ \_\_\_\_\_

3.14 Marketing budget. . . . . \$ \_\_\_\_\_

3.15 Home warranty insurance. . . . . \$ \_\_\_\_\_

3.16 Buyer's escrow closing costs. . . . . \$ \_\_\_\_\_

3.17 Loan appraisal fee. . . . . \$ \_\_\_\_\_

3.18 Buyer's loan charges. . . . . \$ \_\_\_\_\_

3.19 Escrow fee. . . . . \$ \_\_\_\_\_

3.2 Document preparation fee. . . . . \$ \_\_\_\_\_

3.21 Notary fees. . . . . \$ \_\_\_\_\_

3.22 Recording fees/documentary transfer tax. . . . . \$ \_\_\_\_\_

3.23 Title insurance premium. . . . . \$ \_\_\_\_\_

3.24 Prepayment penalty. . . . . \$ \_\_\_\_\_

3.25 Prepayment penalty. . . . . \$ \_\_\_\_\_

3.26 Reconveyance fees. . . . . \$ \_\_\_\_\_

3.27 Brokerage fees. . . . . \$ \_\_\_\_\_

3.28 Transaction coordinator fee. . . . . \$ \_\_\_\_\_  
3.29 Attorney/accountant fees. . . . . \$ \_\_\_\_\_  
3.3 Miscellaneous expense. . . . . \$ \_\_\_\_\_  
3.31 Miscellaneous expense. . . . . \$ \_\_\_\_\_  
3.34 Total expenses and charges. . . . . \$ \_\_\_\_\_

**4 ESTIMATED NET EQUITY. . . . . \$ \_\_\_\_\_**

**5 PRORATES DUE TO BUYER**

5.1 Unpaid taxes/assessments. . . . . \$ \_\_\_\_\_  
5.2 Interest accrued and unpaid. . . . . \$ \_\_\_\_\_  
5.3 Unearned rental income. . . . . \$ \_\_\_\_\_  
5.4 Tenant security deposits. . . . . \$ \_\_\_\_\_  
5.5 Total prorates due buyer. . . . . \$ \_\_\_\_\_

**6 PRORATES DUE TO SELLER**

6.1 Prepaid taxes/assessments. . . . . \$ \_\_\_\_\_  
6.2 Impound account balances. . . . . \$ \_\_\_\_\_  
6.3 Prepaid association assessment. . . . . \$ \_\_\_\_\_  
6.4 Prepaid ground lease. . . . . \$ \_\_\_\_\_  
6.5 Unpaid rent assigned to buyer. . . . . \$ \_\_\_\_\_  
6.6 Miscellaneous prorates and adjustments. . . . . \$ \_\_\_\_\_  
6.7 Total prorates due seller. . . . . \$ \_\_\_\_\_

**7 ESTIMATED PROCEEDS OF SALE. . . . . \$ \_\_\_\_\_**

# VALUES EXPLAINED

## 1. SALES PRICE

1.1. . . . Sales price to be paid by the buyer

## 2. ENCUMBRANCES

2.1. . . . Principal balance remaining due on any first trust deed

2.2. . . . Principal balance remaining due on any second trust deed

2.3. . . . Principal balance and accrued unpaid interest on any judgement, tax, and improvement district bond liens

2.4. . . . Sum of all encumbrances

## 3. SALES EXPENSES AND CHARGES

3.1. . . . Costs to ready the property for viewing and sale

3.2. . . . Fee pest control operator charges for physical inspection

3.3. . . . Cost of fumigation or correction due to infestation

3.4. . . . Fee home inspection company charges for physical inspection

3.5. . . . Cost of elimination, repair, or replacements of conditions not up to building or safety codes

3.6. . . . Fee for an inspection by local government agency

3.7. . . . Cost of retrofitting, permits, and repairs to meet local ordinance standards

3.8. . . . Fee for a third party to review county records and prepare a report on natural hazards

3.9. . . . Cost of installing smoke detectors and water heater anchors to comply with safety standards

3.1. . . . Fees charges by owners' association to deliver a packet of documents

3.11. . . . Fees charged by well-drilling contractor to test and certify wells on the property

3.12. . . . Fee charged by plumbing contractor to test function of sewage disposal system and/or septic tank

3.13. . . . Fee charged by an environmental company to report lead content of paint

3.14. . . . Value of contributions made by the seller toward the marketing of the property

3.15. . . . Premium for a home warranty policy

3.16. . . . Combined buyer escrow costs that the seller will pay

3.17. . . . Combined cost of buyer loan appraisal fees the seller will pay for a purchase-assist loan

3.18. . . . Loan charges the seller will pay for a purchase-assist loan

3.19. . . . Cost of escrow services the seller incurs

3.2. . . . Cost of preparing documents to convey the property, including deeds and bills of sale

3.21. . . . Cost of any services provided by a notary

3.22. . . . Charges and transfer taxes payable to a county record to convey title

3.23. . . . Premium the title insurance company will charge

3.24. . . . Cost of prepayment penalty for first trust deed lender

3.25. . . . Cost of prepayment penalty for second trust deed lender

3.26. . . . Fees for reconveyance and recording trustees charge to release the trust deeds of record

3.27. . . . Fees paid by the seller to the broker at closing

3.28. . . . Fees charged to the seller for third party assistance with the transaction

3.29. . . . Fees paid to accountants and attorneys

3.3. . . . Miscellaneous expense

3.31. . . . Miscellaneous expense

**3.34. . . . Sum of all sales expenses and charges**

**4 ESTIMATED NET EQUITY. . . . Sales price, less encumbrances, less expenses and charges**

#### **5 PRORATES DUE TO BUYER**

5.1. . . . Value of accrued real estate taxes and improvement bond assessments accrued and unpaid by seller

5.2. . . . Value of accrued and unpaid interest on loans

5.3. . . . Value of unearned rental income that will remain unearned on closing day

5.4. . . . Value of security deposits held by the seller at the time of sale

**5.5. . . . Sum of all prorates due to buyer**

#### **6 PRORATES DUE TO SELLER**

6.1. . . . Value of real estate taxes and improvement assessments prepaid by seller and not yet accrued

6.2. . . . Value of impounds held by lenders on loans

6.3. . . . Value of prepaid and accrued owners' association assessment

6.4. . . . Value of prepaid and accrued rent paid by seller for ground lease

6.5. . . . Value of unpaid rent to be charged to buyer, if seller will not collect rent before closing

6.6. . . . Miscellaneous prorates and adjustments

**6.7. . . . Sum of all prorates due to seller**

**7 ESTIMATED PROCEEDS OF SALE. . . . Net equity, less prorates due buyer, add prorates due to seller**