### 1. SALES PRICE

1.1 Price received. ............................................. $_________________

### 2. ECUMBRANCES

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. .... $_________________
3.10 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. .................................................. $_________________
3.20 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. ............................................ $_________________
<table>
<thead>
<tr>
<th>Section</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.28</td>
<td>Transaction coordinator fee.</td>
<td></td>
</tr>
<tr>
<td>3.29</td>
<td>Attorney/accountant fees.</td>
<td></td>
</tr>
<tr>
<td>3.3</td>
<td>Miscellaneous expense.</td>
<td></td>
</tr>
<tr>
<td>3.31</td>
<td>Miscellaneous expense.</td>
<td></td>
</tr>
<tr>
<td>3.34</td>
<td>Total expenses and charges.</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>ESTIMATED NET EQUITY.</td>
<td></td>
</tr>
<tr>
<td>5.1</td>
<td>Unpaid taxes/assessments.</td>
<td></td>
</tr>
<tr>
<td>5.2</td>
<td>Interest accrued and unpaid</td>
<td></td>
</tr>
<tr>
<td>5.3</td>
<td>Unearned rental income.</td>
<td></td>
</tr>
<tr>
<td>5.4</td>
<td>Tenant security deposits.</td>
<td></td>
</tr>
<tr>
<td>5.5</td>
<td>Total prorates due buyer.</td>
<td></td>
</tr>
<tr>
<td>6.1</td>
<td>Prepaid taxes/assessments.</td>
<td></td>
</tr>
<tr>
<td>6.2</td>
<td>Impound account balances.</td>
<td></td>
</tr>
<tr>
<td>6.3</td>
<td>Prepaid association assessment.</td>
<td></td>
</tr>
<tr>
<td>6.4</td>
<td>Prepaid ground lease.</td>
<td></td>
</tr>
<tr>
<td>6.5</td>
<td>Unpaid rent assigned to buyer.</td>
<td></td>
</tr>
<tr>
<td>6.6</td>
<td>Miscellaneous prorates and adjustments.</td>
<td></td>
</tr>
<tr>
<td>6.7</td>
<td>Total prorates due seller.</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>ESTIMATED PROCEEDS OF SALE.</td>
<td></td>
</tr>
</tbody>
</table>
VALUES EXPLAINED

1. **SALES PRICE**
   1.1. **Sales price to be paid by the buyer**

2. **ECUMBRANCES**
   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**
   3.10. **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**
   3.20. **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