

# CHAPTER 16 - SELLER'S COST

## I. PURPOSE AND USE OF THE ESTIMATED NET TO SELLER FORM

### A. WHEN TO USE THE FORM.

1. AT THE TIME OF LISTING.

2. AT THE TIME OF RECEIVING AN OFFER.

3. PRIOR TO CLOSING.

### B. HOW TO USE THE FORM.

## II. MATH STEPS TO FOLLOW WHEN CALCULATING

**A. SOME GENERAL GUIDELINES.**

**B. PRORATIONS.**

**1. PRORATING THE PROPERTY TAX.**

**2. PRORATING INSURANCE.**

**3. PRORATING ACCRUED INTEREST.**

**4. PRORATING RENT.**

**III. THE ESTIMATED NET TO SELLER FORM**

**LINE #1**

**SELLER'S PRESENT LOAN PAY-OFF EXPENSES.**

**LINE #2**

**LINE #3 & #4**

**LINE #5**

**LINE #6**

**LINE #7**

**LINE #8**

**COSTS OF SALE.**

**LINE #9**

**LINE #10**

**LINE #11**

**LINE #12**

**LINE #13**

**LINE #14**

**LINE #15**

**LINE #16 & 17**

**CREDITS AND FINAL ESTIMATE.**

**LINE #18**

**LINE #19**

**LINE #20**

**LINE #21**

**TOTAL ESTIMATE OF NET TO SELLER.**

**LINE #22**