

## Estimate of Net to Seller

### NARRATIVE

Sellers Bob and Bette Brown have listed their home at 312 Greene St., Carson, Georgia, with Reliable Realty, Inc. The home is located in Carson County. The asking price is \$196,000 and the commission is to be 6% of the sale price.

Walt and Winifred White offer to buy the home for \$195,000, using an 85% conventional loan. They are represented by Oldtime Realty and have tendered a \$1,000 earnest money deposit. The offer is accepted on April 15.

### INSTRUCTIONS

Using the blank Estimate Net to Seller form provided, complete this form using the following information:

- The balance due on the Brown's mortgage loan is \$96,425 @ 8.5% interest.
- The annual property tax is \$2,846.
- Closing is to take place on May 12.
- The Browns' hazard insurance policy has an anniversary date of January 4 and the annual premium is \$488.
- Closing costs will amount to 3% of the new loan amount, and will be shared evenly between buyer and seller.
- The seller will pay the cost of a wood infestation report, \$160, and the cost of a new survey, \$200.

# ESTIMATE OF NET TO SELLER



2009 Printing

Seller: \_\_\_\_\_ Date Prepared: \_\_\_\_\_

Address: \_\_\_\_\_ Projected Closing Date: \_\_\_\_\_

County: \_\_\_\_\_ Month Tax Bill Paid: \_\_\_\_\_

1. Sales Price \$ \_\_\_\_\_

**Present Loan Pay-Off Expenses:**

- 2. 1st mortgage principal balance after last payment \$ \_\_\_\_\_
- 3. Failure to notify bank penalty + \$ \_\_\_\_\_
- 4. Pre-payment penalty + \$ \_\_\_\_\_
- 5. Accrued Interest (Principal Balance \$ \_\_\_\_\_ x Rate \_\_\_\_\_%  
÷ 360 (365 VA/FHA) X # of days to closing \_\_\_\_\_) (1<sup>st</sup> Mortgage) + \$ \_\_\_\_\_
- 6. 2nd mortgage/home equity loan principal balance  
after last payment + \$ \_\_\_\_\_
- 7. Accrued Interest (Principal Balance \$ \_\_\_\_\_ x Rate \_\_\_\_\_%  
÷ 360 (365 VA/FHA) X # of days to closing \_\_\_\_\_) (2<sup>nd</sup> Mortgage) + \$ \_\_\_\_\_
- 8. Subtotal Present Loan Pay-Off Expenses (Add 2 through 7) - \$ \_\_\_\_\_

**Costs of Sale: (by ¶ of the contract or form number)**

- 9. Seller's Contributions at Closing (¶ 5) \$ \_\_\_\_\_
- 10. Unpaid Property Taxes (Annual taxes \$ \_\_\_\_\_  
÷ 365 X # of days from January 1 to closing \_\_\_\_\_) (¶ 5) + \$ \_\_\_\_\_
- 11. Special Assessments (i.e. Association Fees) (¶ 5) + \$ \_\_\_\_\_
- 12. Survey (¶ 5) + \$ \_\_\_\_\_
- 13. Home Inspection Repairs/Clean-Up (Form F129) + \$ \_\_\_\_\_
- 14. Real Estate Brokerage Fee (¶ 14) + \$ \_\_\_\_\_
- 15. Document Preparation Fees (FHA/VA) (Form F63/F65) + \$ \_\_\_\_\_
- 16. Other \_\_\_\_\_ + \$ \_\_\_\_\_
- 17. Subtotal Costs of Sale (Add 9 through 16) - \$ \_\_\_\_\_

**Credits:**

- 18. Pre-Paid Property Taxes (Annual taxes \$ \_\_\_\_\_  
÷ 365 X # of days from closing to December 31, \_\_\_\_\_) (¶ 5) + \$ \_\_\_\_\_
- 19. Escrow Refund of Taxes & Insurance (Usually received  
30 days after closing) + \$ \_\_\_\_\_
- 20. Other \_\_\_\_\_ + \$ \_\_\_\_\_
- 21. Subtotal Credits (Add 18 through 20) + \$ \_\_\_\_\_
- 22. ESTIMATE OF NET TO SELLER (LINE 1 – 8 – 17 + 21) \$ \_\_\_\_\_

The above information is based on data available as of this date. Additional monthly payments and accrued interest may reduce the loan payoff. Fees such as warehouse fees, tax service, lender inspection, photos, document preparation, handling fees, courier fees, etc. may also appear on the closing statement. No representation is made as to the accuracy or completeness of this form. This is an estimate only.

**Student Affidavit for Online Courses**

Georgia Real Estate Principles  
(Course Name)

Estimate of Net to Seller  
(Homework Assignment)

**I certify that I have personally completed this assignment and that my work is based on my own personal efforts, unassisted by any unauthorized individual or resource. I understand that receiving unauthorized assistance or tampering with results will invalidate my course credit and may be a cause of action under the real estate laws and regulations of my state.**

\_\_\_\_\_  
(Student Name - Please print as it appears on your license)

\_\_\_\_\_  
(License Number)

\_\_\_\_\_  
(Student Signature)

\_\_\_\_\_  
(Date)