



Sellers Guide

1. Calculate your sales price based on recent area sales.
2. If you have paid this years taxes, divide your total tax amount paid by 365 and estimate your closing date. Multiply days after your estimated sale day and add that amount as a "+". If you haven't paid your taxes, then calculate the number of days you'll have in the property for the year and add that amount as a "-".
3. Divide your monthly association fee by the number of days of the month of closing. If you have paid your fee in advance of your closing, add the remaining as a "+". If you have not paid your association fee, add the amount due up to your closing date and add that amount as a "-".
4. From your sales price, multiply that amount by the sales fee percentage you have agreed to. Add that calculated amount as a "-".
5. From your sales price, multiply that amount by .007. Add that amount as a "-".
6. The cost of Title Insurance may vary, as an estimate, take your sales price and multiply it by 1%. Add that amount as a "-".
7. You may need to make repairs to your property as per stipulations in your contract. Depending on the condition of your property, the amount can range anywhere from 0 to 3%. Whatever you feel appropriate, from your sales price multiply that by 0 to 3%. Add that amount as a "-".
8. The fee you will depend on the closing agent and associated services and fees they customarily charge. As a range, \$400 to \$1000 should be used. Add that figure as a "-".
9. If you choose to employ the services of an attorney, only you can estimate what the charges might be. Whatever the fee, add that figure as a "-".
10. It is your option to purchase a home warranty to enhance the sale of your property. The cost of such a warranty can vary from \$300 to \$800. If you choose to offer a warranty, add an estimated amount as a "-".
11. Check with your mortgage holder of what your "close-out" balance estimate will be based on your projected closing date. Add that amount as a "-".
12. Total all your figures accordingly. Add and subtract carefully. Once you have calculated your total, place that figure in the appropriate box.
13. Subtract your total expenses from your estimated sales price. Enter that figure accordingly.



The following guide is meant to be used as an estimating tool only! Each property sale has various elements that can cause unforeseen variables.

Sale Price	\$ <input type="text"/>
Taxes	\$ <input type="text"/>
Association Fees	\$ <input type="text"/>
Sales Fee	\$ <input type="text"/>
State Doc Stamps	\$ <input type="text"/>
Title Insurance	\$ <input type="text"/>
Repairs	\$ <input type="text"/>
Closing Agency Fee	\$ <input type="text"/>

Optional Expenses

Attorney	\$ <input type="text"/>
Home Warranty	\$ <input type="text"/>
Mortgage Balance	\$ <input type="text"/>
Total Expenses	\$ <input type="text"/>
Net Proceeds	\$ <input type="text"/>

Notes: