

PROPERTY SALE ADVISOR

Seller Net Proceeds Worksheet

Compare four home-selling approaches using your own estimates. This worksheet is educational, not an appraisal, tax calculation, offer, or closing statement.

Shared deductions

Shared item	Your amount
Mortgage / lien payoff	\$ _____
Other shared deductions	\$ _____

Option-by-option estimates

Selling With a Realtor	Your amount
Expected sale price / direct offer	\$ _____
Negotiated brokerage compensation (if any)	\$ _____
Repairs, preparation, or renovation costs	\$ _____
Other closing costs, concessions, prorations	\$ _____
Additional carrying / financing costs	\$ _____
Minus shared deductions from above	\$ _____
ESTIMATED NET PROCEEDS	\$ _____

For Sale By Owner (FSBO)	Your amount
Expected sale price / direct offer	\$ _____
Negotiated brokerage compensation (if any)	\$ _____
Repairs, preparation, or renovation costs	\$ _____
Other closing costs, concessions, prorations	\$ _____
Additional carrying / financing costs	\$ _____
Minus shared deductions from above	\$ _____
ESTIMATED NET PROCEEDS	\$ _____

Renovate, Then Sell	Your amount
Expected sale price / direct offer	\$ _____
Negotiated brokerage compensation (if any)	\$ _____
Repairs, preparation, or renovation costs	\$ _____
Other closing costs, concessions, prorations	\$ _____
Additional carrying / financing costs	\$ _____
Minus shared deductions from above	\$ _____
ESTIMATED NET PROCEEDS	\$ _____

Direct Cash Sale	Your amount
Expected sale price / direct offer	\$ _____
Negotiated brokerage compensation (if any)	\$ _____
Repairs, preparation, or renovation costs	\$ _____
Other closing costs, concessions, prorations	\$ _____
Additional carrying / financing costs	\$ _____
Minus shared deductions from above	\$ _____
ESTIMATED NET PROCEEDS	\$ _____

Decision notes

Which option fits your timing, comfort with uncertainty, available cash, and desired involvement?

Remember: commissions are negotiable; no selling price or closing date is guaranteed. Confirm actual payoffs, taxes, HOA obligations, settlement fees, contract terms, and prorations with appropriate professionals. Estimated proceeds are not taxable capital gain.

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