

**Figure 3.3: Sample Calculation Worksheet for Estimating Seller's Equity**

|   |        |          |
|---|--------|----------|
| Estimated sales price (or offering price) |        | \$ _____ |
| Mortgage balance – primary loan           |        | \$ _____ |
| Junior liens/equity loans                 |        | \$ _____ |
| Prepayment penalty                        |        | \$ _____ |
| Title expense                             |        | \$ _____ |
| Attorney fees                             |        | \$ _____ |
| Transfer taxes – state/county             |        | \$ _____ |
| Transfer taxes – local                    |        | \$ _____ |
| Survey                                    |        | \$ _____ |
| Marketing fee                             |        | \$ _____ |
| Assessments                               |        | \$ _____ |
| FHA/VA fees                               |        | \$ _____ |
| Seller concessions                        |        | \$ _____ |
| Tax prorations                            |        | \$ _____ |
| Other                                     |        | \$ _____ |
| Other                                     |        | \$ _____ |
| Total estimated expenses                  | LESS   | \$ _____ |
| Estimated net equity to seller            | - OR - | \$ _____ |
| Estimated funds needed to close           |        | \$ _____ |

Note: **This is not a closing statement.** This is intended to give the seller an estimate of what their expenses could be in a typical real estate transaction. The broker and designated agent cannot be responsible for miscalculations resulting from changes in fees, differences in mortgage balances or escrow balances, changes in taxes or any other item that may affect the accuracy of this estimate. **This is an estimate and all figures should be reconfirmed with your attorney and possibly your lender.**

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