CONSUMER-CENTRIC REAL ESTATE GUIDES

Your Arizona Seller Net-Proceeds Worksheet

Use this worksheet to build and update your proceeds estimate throughout the transaction. Fill in what you know, note what is estimated, and leave space for figures that will only be confirmed at or near closing.

Sale Price – Total Seller Deductions = Estimated Net Proceeds

	ITEM	KNOWN	ESTIMATED	FINAL
1	Contract sale price	$	$	$
2	First mortgage payoff	$	$	$
3	HELOC or second mortgage payoff	$	$	$
4	Other liens or secured obligations	$	$	$
5	Seller-paid brokerage compensation	$	$	$
6	Seller concessions or credits	$	$	$
7	Seller-paid repairs or home warranty	$	$	$
8	Seller-allocated title / escrow expenses	$	$	$
9	Recording, payoff and release-related charges	$	$	$
10	Property-tax adjustment / proration	$	$	$
11	HOA dues, assessments or transfer charges	$	$	$
12	Other transaction-specific deductions	$	$	$
	13. Estimated Net Proceeds	**$**	**$**	**$**

Actual proceeds depend on contract terms, mortgage payoff, liens, taxes, brokerage compensation, repairs, concessions, closing expenses, and other transaction-specific costs. This worksheet is an educational planning tool — not a title/escrow settlement statement, tax calculation, appraisal, financial plan, or guarantee of proceeds.

Andrew Texidor, REALTOR® · Clearly Sold · Brokered by HomeSmart · 13166 W. McDowell Road, Suite B, Goodyear, AZ · AZ License # SA524400000 · ClearlySold.com

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FICTIONAL EDUCATIONAL ILLUSTRATION ONLY

How the numbers can play out

A filled-in example, then the order to work in. Every figure below is invented for planning illustration purposes and does not represent any actual transaction.

FICTIONAL ILLUSTRATION

Contract sale price	$500,000
First mortgage payoff	– $280,000
Brokerage compensation	– $10,000
Seller concession	– $8,000
Est. title / escrow / recording	– $2,500
Est. tax / HOA adjustments	– $2,000
Repair credit	– $3,500
Other lien	$0
Estimated net proceeds	**$194,000**

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WHAT TO GATHER

- Mortgage statement + formal payoff request
- HELOC, second mortgage or lien details
- Most recent property tax bill
- HOA dues, assessments and transfer charges
- Brokerage agreement + title/escrow estimate
- Repair quotes or known condition issues
- Your minimum cash need and timing

1

PREPARE

Gather statements, liens, tax and HOA figures, agreements and estimates.

2

ANALYZE

Run the estimate, then compare offers by net, risk and timing — not price alone.

3

UPDATE

Refresh payoff and title figures close to settlement, and resolve questions before signing.

NO-PRESSURE NEXT STEP

Review your options and build a more informed estimate with Clearly Sold.

ClearlySold.com/schedule

This worksheet is educational only. It is not legal, financial, tax, lending, or appraisal advice. Consult qualified professionals — including licensed attorneys, CPAs, inspectors, lenders, and financial advisors — regarding your individual circumstances.

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