CONSUMER-CENTRIC REAL ESTATE GUIDES · PRINTABLE WORKSHEET

Cash Offer vs. Listing Decision Worksheet

From "Cash Offer vs. Listing Your Home: The Arizona Seller's Comparison Guide"

Use this worksheet to compare your actual options side by side. This is an educational comparison tool and is not a substitute for individualized real estate, legal, tax, financial, appraisal, inspection, or other professional advice.

SECTION A Financial Comparison

Enter the written cash offer terms and your own listing estimate. Leave a line blank until you have a figure — do not fill it with an assumption.

ITEM	CASH OFFER	LISTING SCENARIO
Purchase / projected sale price	$	$
Total estimated costs (prep, fees, repairs, concessions, closing)	$	$
Estimated mortgage / liens payoff	$	$
Estimated Net Proceeds	$	$

Estimated Net Proceeds = price, less total estimated costs, less mortgage and liens payoff. Brokerage compensation and seller concessions are separate transaction considerations and should not be combined when estimating proceeds.

SECTION B Contract Comparison

Copy the terms exactly as they appear in the written offer and, for the listing, as your agent proposes them in writing.

FACTOR	CASH OFFER	LISTING OFFER
Proof of funds / financing	—	—
Earnest money	$	$
Inspection rights	—	—
Financing contingency	—	—
Closing date	—	—
Cancellation / due-diligence rights	—	—

SECTION C Lifestyle Comparison (Rate 1–5)

Rate each factor for each path from 1 (low) to 5 (high). There is no correct score.

FACTOR	CASH OFFER	LISTING
Overall convenience	—	—
Timeline predictability	—	—
Market exposure	—	—
Transaction uncertainty	—	—

SECTION D Seller Priorities

My highest priority: _____

My second priority: _____

The option I want to investigate further: _____

Notes, questions, and terms I need to confirm in writing:

This worksheet is an educational comparison tool and is not a substitute for individualized real estate, legal, tax, financial, appraisal, inspection, or other professional advice. Actual proceeds, timing, and contract terms depend on the property, the written agreement, and the parties to the transaction.

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