



SELLER *Goal* SHEET

PROPERTY ADDRESS: _____

TARGET PROFIT: \$ _____ TARGET CLOSE DATE: _____

OTHER CONSIDERATIONS/GOALS: _____

LIST PRICE: _____

% TO RE/MAX CENTER: _____

% TO CO-OPERATING BROKER: _____

MORTGAGE PAYOFF: _____

SECOND MORTGAGE/HELOC PAYOFF: _____

HOME WARRANTY: _____

HOA CLOSING LETTER: _____

SELLER CONCESSIONS: _____

MISCELLANEOUS: _____

TOTAL COSTS OF SALE: _____

ESTIMATED PROCEEDS: _____

TARGET MARKET DATE: _____

KEY TERMS

EARNEST MONEY: A “good-faith” deposit made by the homebuyer to show that they are serious about buying the home. This is held in an escrow account and credited to the buyers expenses at closing.

DUE DILIGENCE PERIOD: An optional but very common period of time where the buyer has the opportunity to assess the condition of the property. During this time, expect the homebuyer to have professional home inspections scheduled. Please keep in mind that the Buyer can cancel the agreement during the due diligence period and have their earnest money returned.

LOAN Type: Conforming/Nonconforming/FHA/USDA/VA/Private Funding - The type of funding and evaluating the lender (if applicable) can be the make or break of the purchase closing.

FINANCING CONTINGENCY - A period of time a buyer has to determine if they have the ability to obtain a loan on the property.

APPRAISAL CONTINGENCY - If the property does not appraise for the sales price, this time period allows for the buyer to request a reduction in the sales price of the property.

*PLEASE NOTE THAT YOU WILL RECEIVE BACK MONEY IN YOUR ESCROW ACCOUNT A FEW WEEKS AFTER CLOSING. THIS IS ONLY AN ESTIMATE AND DOES NOT INCLUDE ANY HOA, TAXES OR INSURANCE PRORATION.

