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# Seller's Estimated Net Proceeds

Three versions of the same sale, so the seller can see what each term is worth before answering an offer.

| PROPERTY                                          | TYPE                      | BUILT / HOA            | PREPARED          |
|---------------------------------------------------|---------------------------|------------------------|-------------------|
| Sample condo, San Diego 921XX                     | 2 bd · 1.5 ba · 872 sq ft | 1970s gated · \$425/mo | Sample date, 2026 |
| ESTIMATE BY SCENARIO                              |                           |                        |                   |
| LINE ITEM                                         | AT OFFER                  | AT COUNTER             | FINAL TERMS       |
| Sale price                                        | \$483,000                 | \$491,000              | \$487,000         |
| COMMISSIONS                                       |                           |                        |                   |
| Listing brokerage (2.5%)                          | -\$12,075                 | -\$12,275              | -\$12,175         |
| Buyer's brokerage (2.5% / 2.0% final), negotiable | -\$12,075                 | -\$12,275              | -\$9,740          |
| ESCROW                                            |                           |                        |                   |
| Escrow fee, seller's half                         | -\$1,650                  | -\$1,650               | -\$1,650          |
| Document preparation                              | -\$150                    | -\$150                 | -\$150            |
| Notary and signing service                        | -\$150                    | -\$150                 | -\$150            |
| Courier, wire and disbursement                    | -\$85                     | -\$85                  | -\$85             |
| TITLE                                             |                           |                        |                   |
| Owner's title policy (CLTA standard)              | -\$1,861                  | -\$1,867               | -\$1,864          |
| Title sub-escrow fee                              | -\$75                     | -\$75                  | -\$75             |
| Recording, release documents                      | -\$35                     | -\$35                  | -\$35             |
| GOVERNMENT                                        |                           |                        |                   |
| County transfer tax (\$1.10 per \$1,000)          | -\$531                    | -\$540                 | -\$536            |
| HOA                                               |                           |                        |                   |
| HOA transfer fee                                  | -\$350                    | -\$350                 | -\$350            |
| Resale disclosure package                         | -\$375                    | -\$375                 | -\$375            |
| Prorated HOA dues (paid through month end)        | \$142                     | \$142                  | \$142             |
| REPORTS AND REPAIRS                               |                           |                        |                   |
| Natural hazard disclosure report                  | -\$99                     | -\$99                  | -\$99             |
| Wood-destroying pest report (unit only)           | -\$150                    | -\$150                 | -\$150            |
| Repair credit to buyer                            | \$0                       | \$0                    | -\$1,200          |
| PRORATIONS                                        |                           |                        |                   |
| Property tax, July 1 to closing (est.)            | -\$1,612                  | -\$1,612               | -\$1,612          |
| Total seller costs and credits                    | -\$31,131                 | -\$31,546              | -\$30,104         |
| Estimated net to seller                           | \$451,869                 | \$459,454              | \$456,896         |

- ASSUMPTIONS

  - Closing in 30 days; escrow fee split 50/50. No city transfer tax in San Diego; property owned free and clear.
  - Seller pays owner's title policy and county transfer tax, customary in San Diego County.
  - Final column reflects the accepted counter: \$487,000, buyer's agent at 2.0%, \$1,200 repair credit.
- WHAT MOVES THE NET MOST

  - Price: every \$1,000 of price adds about \$950 to the net.
  - Buyer's agent fee: each 0.5% is about \$2,400, and it is negotiable.
  - Repair credits: negotiated item by item after inspection.
  - Fixed costs (escrow, title, HOA, reports): about \$5,000, and barely move with price.

SELLER

SELLER

PREPARED BY STEPHEN RESENDES

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# Active Competition and Pending Sales

Every condo and townhome listed under \$540,000 within a half mile, as a buyer would see them in a search this week.

|                                           |                                   |                                       |                               |
|-------------------------------------------|-----------------------------------|---------------------------------------|-------------------------------|
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|-------------------------------------------|-----------------------------------|---------------------------------------|-------------------------------|

ACTIVE LISTINGS · HALF-MILE RADIUS · UNDER \$540,000

| LISTING                | TYPE     | BD/BA | SQ FT | FLOOR   | LIST      | ORIGINAL  | \$/SQ FT | DOM | HOA   | PARKING    | STATUS | READ        |
|------------------------|----------|-------|-------|---------|-----------|-----------|----------|-----|-------|------------|--------|-------------|
| Subject · ground floor | Condo    | 2/1.5 | 872   | 1       | \$489,000 | \$489,000 | \$561    | 6   | \$425 | 1 deeded   | Active | OURS        |
| Complex B, unit · 2    | Condo    | 2/2   | 958   | 2       | \$488,000 | \$499,000 | \$509    | 41  | \$460 | 1 assigned | Active | MAIN THREAT |
| Complex C, unit · 7    | Townhome | 2/1.5 | 1,020 | 2-story | \$499,000 | \$499,000 | \$489    | 23  | \$395 | Carport    | Active | DIFF. BUYER |
| Same complex, unit · 4 | Condo    | 2/1.5 | 872   | 2       | \$482,000 | \$492,000 | \$553    | 74  | \$425 | 1 assigned | Active | STALE       |
| Same complex, unit · 9 | Condo    | 2/1.5 | 808   | 2       | \$476,000 | \$476,000 | \$589    | 33  | \$425 | 1 assigned | Active | SMALLER     |
| Complex D, unit · 1    | Condo    | 2/1   | 790   | 1       | \$465,000 | \$479,000 | \$589    | 52  | \$510 | Open       | Active | HIGH HOA    |

PENDING SALES THAT COULD CLOSE DURING OUR ESCROW

| LISTING             | BD/BA | SQ FT | LIST      | ORIGINAL  | \$/SQ FT | DOM | STATUS           | WATCH            |
|---------------------|-------|-------|-----------|-----------|----------|-----|------------------|------------------|
| Complex E, unit · 3 | 2/1.5 | 840   | \$472,000 | \$485,000 | \$562    | 86  | Pending          | Likely under ask |
| Complex F, unit · 8 | 2/1   | 820   | \$468,000 | \$479,000 | \$571    | 58  | Pending · 30-day | Appraisal risk   |

SUMMARY · 2-BEDROOM ACTIVES

|                            |           |
|----------------------------|-----------|
| Count                      | 6         |
| Median list price          | \$485,000 |
| Median \$/sq ft            | \$557     |
| Median days on market      | 37        |
| Price cuts in last 30 days | 3 of 6    |
| Subject rank by \$/sq ft   | 3rd of 6  |

WHAT THIS MEANS

- **Main threat:** Complex B is 86 sq ft larger and cut to \$1,000 under us. Our answer is the ground floor, deeded parking and finished plumbing work.
- **Same complex, upstairs:** same size, \$7,000 less, 74 days with no offer. Buyers are passing on stairs and dated finishes.
- **Pendings:** both sat 58+ days and likely close under list. If one closes under about \$465,000 during our escrow, an appraiser can use it.

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# Comparative Market Analysis

Closed sales adjusted to the subject home, the market trend behind them, and the recommended price.

|                                           |                                   |                                       |                               |
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ADJUSTMENT GRID · CLOSED SALES

| SALE                    | SOLD  | PRICE     | SQ FT | \$/SQ FT | SIZE     | FLOOR    | CONDITION | A/C      | MARKET TIME | ADJUSTED  |
|-------------------------|-------|-----------|-------|----------|----------|----------|-----------|----------|-------------|-----------|
| Comp 1 · same complex   | 11 mo | \$491,000 | 808   | \$608    | +\$6,400 | +\$3,000 | −\$12,000 | −\$4,000 | \$0         | \$484,400 |
| Comp 2 · same complex   | 22 mo | \$556,000 | 866   | \$642    | +\$600   | \$0      | −\$45,000 | \$0      | −\$22,200   | \$489,400 |
| Comp 3 · nearby complex | 5 mo  | \$462,000 | 790   | \$585    | +\$8,200 | +\$3,000 | +\$6,000  | \$0      | \$0         | \$479,200 |
| Comp 4 · nearby complex | 3 mo  | \$478,000 | 850   | \$562    | +\$2,200 | \$0      | +\$4,000  | \$0      | \$0         | \$484,200 |

|                                             |                     |
|---------------------------------------------|---------------------|
| Adjusted range                              | \$479,200−\$489,400 |
| Indicated value (weighted to comps 1 and 4) | \$485,000           |

Size adjusted at \$100 per sq ft; ground floor +\$3,000 over upstairs; Comp 2 adjusted −4% for the price drop since it sold.

MARKET TREND · LOCAL CONDOS

|                                         |                    |
|-----------------------------------------|--------------------|
| Median condo sale price, year over year | −9.8%              |
| Average days on market                  | 34 (was 27)        |
| Sale-to-list price ratio                | 97.6%              |
| Months of inventory                     | 3.1                |
| Share of sales with price cuts          | 44%                |
| Typical mortgage rate at listing        | 6.75−7.0%          |
| Estimated market rent                   | \$2,650−\$2,750/mo |

SUBJECT STRENGTHS AND WEAKNESSES

|                                           |
|-------------------------------------------|
| + Largest 2-bedroom in complex            |
| + Ground floor, deeded parking space      |
| + Plumbing redone, windows replaced       |
| − No central A/C; electric wall heat      |
| − Flooring color varies after leak repair |
| − ~75% rentals: FHA loans not available   |

PRICING RECOMMENDATION

| STRATEGY    | LIST PRICE | LIKELY RESULT                                                                |
|-------------|------------|------------------------------------------------------------------------------|
| Aggressive  | \$509,000  | Above every comp; slow showings; appraisal gap risk for financed buyers.     |
| Recommended | \$489,000  | Inside the pack at \$561/sq ft; strongest week-one traffic; appraises.       |
| Fast sale   | \$474,000  | Below every 2-bedroom; likely multiple offers but leaves money on the table. |

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# Offer Summary and Counter Recommendation

One offer after the first week on market. Every term side by side, what it is worth to the seller, and the counter.

|                                           |                                   |                                       |                               |
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|-------------------------------------------|-----------------------------------|---------------------------------------|-------------------------------|

| TERMS                         |                        |                          |                          |
|-------------------------------|------------------------|--------------------------|--------------------------|
| TERM                          | BUYER'S OFFER          | SELLER'S COUNTER         | FINAL AGREED             |
| Purchase price                | \$483,000              | \$491,000                | \$487,000                |
| Buyer's agent paid by seller  | 2.5% (\$12,075)        | 2.5% only at \$491,000   | 2.0% (\$9,740)           |
| Initial deposit (EMD)         | \$14,500 (3%)          | Accepted                 | \$14,500, due in 3 days  |
| Down payment                  | \$378,000              | Accepted                 | \$382,000                |
| Loan                          | \$105,000 conventional | Accepted                 | \$105,000 conventional   |
| Loan-to-value                 | 21.7%                  | —                        | 21.6%                    |
| Proof of funds / pre-approval | Both provided          | —                        | Verified with lender     |
| Close of escrow               | 30 days                | Accepted                 | 30 days                  |
| Inspection contingency        | 17 days                | 10 days                  | 12 days                  |
| Appraisal contingency         | 17 days                | Waive if within \$10,000 | 14 days, gap to \$10,000 |
| Loan contingency              | 21 days                | 17 days                  | 17 days                  |
| Seller credit toward costs    | \$3,000                | \$0                      | \$0                      |
| Escrow and title              | Buyer's choice         | Seller's choice          | Seller's choice          |
| Home warranty                 | Seller pays \$550      | Declined                 | Declined                 |
| HOA documents                 | Seller pays            | Accepted                 | Seller pays              |
| Possession                    | At close               | Accepted                 | At close                 |
| Estimated net to seller       | \$448,319*             | \$459,454                | \$456,896                |

\* After the \$3,000 credit and \$550 warranty the buyer asked for. See the net sheet for every line.

| MARKETING EXPOSURE BEFORE THE OFFER  |            | RECOMMENDATION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
|--------------------------------------|------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| Days on market                       | 6          | <ul style="list-style-type: none"><li>Keep this buyer. Putting down 78% makes a failed loan very unlikely, and loan failure is the most common way escrows fall apart.</li><li>Counter, don't reject. One offer after strong exposure is the market's answer. Relisting into two soft pendings risks a lower price and a "fell out of escrow" label.</li><li>Trade, don't split. Give on the buyer's agent fee, get price and shorter contingencies.</li><li>Drop the home warranty and seller credit; keep escrow and title with the seller's team.</li></ul> |  |
| Online listing views                 | 1,180      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |
| Views per day vs. nearest competitor | 112 vs. 91 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |
| Social video views                   | 812        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |
| MLS buyer matches notified           | 118        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |
| Private showings / open house groups | 9 / 14     | <b>Result:</b> price up \$4,000, buyer's agent fee down 0.5%, contingencies cut by 5 days, net up about \$8,500 over the original offer.                                                                                                                                                                                                                                                                                                                                                                                                                       |  |
| Offers received                      | 1          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |

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## Response to Buyer's Request for Repairs

Each item in the buyer's 70-page inspection report, checked against the home and the rules, with the seller's answer and a cost estimate.

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|-------------------------------------------------|--------|---------------------------------------|---------------------------------------|-------------------|-----------|
| Sample condo, San Diego 921XX                   |        | 2 bd · 1.5 ba · 872 sq ft             | 1970s gated · \$425/mo                | Sample date, 2026 |           |
| REQUESTED ITEMS                                 |        |                                       |                                       |                   |           |
| #                                               | REPORT | BUYER'S REQUEST                       | WHAT WE FOUND                         | RESPONSE          | EST. COST |
| 1                                               | p. 14  | Service central heating system        | Electric wall heaters; no furnace     | CORRECTED         | \$0       |
| 2                                               | p. 19  | Install carbon monoxide detector      | All-electric; no fireplace or garage  | NOT REQUIRED      | \$0       |
| 3                                               | p. 22  | Remove subpanel cover for evaluation  | Sealed by electrician; use panel door | CORRECTED         | \$0       |
| 4                                               | p. 31  | Repair bathroom exhaust fan           | Tested; runs normally                 | NO ACTION         | \$0       |
| 5                                               | p. 36  | Investigate stains under kitchen sink | Dry; old marks, plumbing redone       | NO ACTION         | \$0       |
| 6                                               | p. 38  | Add second GFCI outlet in kitchen     | Protected; second one optional        | IN CREDIT         | \$180     |
| 7                                               | p. 41  | Anti-tip bracket, microwave filters   | Fair, low-cost items                  | IN CREDIT         | \$140     |
| 8                                               | p. 47  | Seal small pipe openings under sinks  | Fair maintenance item                 | IN CREDIT         | \$120     |
| 9                                               | p. 52  | Recaulk or replace stained baseboards | Cosmetic                              | IN CREDIT         | \$300     |
| 10                                              | p. 55  | Power-stretch bedroom carpet          | Cosmetic upgrade, not a repair        | DECLINED          | \$0       |
| Fair items, estimated                           |        |                                       |                                       |                   | \$740     |
| Seller's final response: flat credit at closing |        |                                       |                                       |                   | \$1,200   |

ALREADY PAID BY THE SELLER IN THIS DEAL

|                                 |         |
|---------------------------------|---------|
| Owner's title policy            | \$1,864 |
| Escrow fee, seller's half       | \$1,650 |
| HOA transfer and resale package | \$725   |
| County transfer tax             | \$536   |
| Natural hazard and pest reports | \$249   |
| Total                           | \$5,024 |

WHY A FLAT CREDIT

- Covers every fair item with room to spare, so the buyer can use it however they choose.
- Declined items are answered in writing with photos, so the buyer's agent has the reasons, not just a "no."
- Ends line-by-line haggling and keeps the escrow on schedule.
- Appraisal already came in at \$505,000, \$18,000 over the price, so the buyer starts with equity.

SELLER

SELLER

BUYER ACKNOWLEDGMENT