NET PROCEEDS

Sale price is not seller proceeds

The number that shows up on Zillow after closing is not the number that lands in your account. Everything about comparing offers depends on understanding the gap.

SELLER TOOL · ESTIMATED SELLER PROCEEDS

LINE ITEM	AMOUNT
Contract price	
Less: mortgage payoff	
Less: listing brokerage compensation	
Less: buyer-agent compensation, if agreed	
Less: transfer tax or transfer assessment	
Less: buyer concessions	
Less: repairs or inspection credits	
Less: title, closing and settlement	
Less: HOA status letter, transfer, proration	
Less: property tax proration	
Less: other	
Estimated proceeds	

Two lines people forget

The transfer tax or transfer assessment. Whether your property has one, and how much, depends on the parcel rather than the town. There is a whole section on this later, because two identical properties a few miles apart can differ by tens of thousands of dollars.

The property tax proration. Colorado taxes are paid a year behind, so you usually credit the buyer for the time you already owned it. That is routinely several thousand dollars.

> I can run this for your property at several different offer levels. It is the most useful thing I do before we get to the table.

Tucker Zimmerman · Associate Broker, Slifer Smith & Frampton
(303) 907-9129 · TZimmerman@SliferSummit.com