Seller Net Sheet

What you'll actually walk away with — the knowable costs, and honesty about the ones that aren't.



Prefer something digital? Scan to fill this out on your phone instead. We'll email you your finished copy — and keep your numbers on file, so when we talk, we start exactly where you left off.

Using the digital version shares your entries with Horizon Realty Group. No spam — that's the standing promise.

1 The math

Estimated sale price	
Less: mortgage payoff — get a PAYOFF QUOTE from your servicer, not the statement balance (per-diem interest matters)	
Less: second mortgage / HELOC payoff (if any)	
Less: real estate commission (_____ %)	
Less: NC excise tax — $1 per $500 of sale price (statutory)	
Less: county land transfer tax — 1% of sale price in the seven counties that levy it (see note below)	
Less: attorney / settlement fee (NC closings run through an attorney)	
Less: deed preparation & recording items	
Less: property tax proration (your share of the year)	
Less: HOA dues, transfer & statement letters (if any)	
Less: negotiated repairs or credits (unknown until inspection — hold a cushion)	
Less: home warranty for buyer (only if offered)	
Less: other _____	
ESTIMATED NET PROCEEDS	

Land transfer tax counties (1% of sale price): Camden, Chowan, Currituck, Dare, Pasquotank, Perquimans, and Washington. Everywhere else in North Carolina, only the state excise tax applies.

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2 Where estimates usually slip

- **The payoff quote.** Your statement balance isn't your payoff — interest accrues to the day of closing. One phone call to your servicer fixes this line.
- **Negotiated repairs.** Nobody knows this number until the inspection. Hold a cushion and be pleasantly surprised, not the reverse.
- **The closing date itself** moves the prorations. A week's slide changes taxes, interest, and dues.

Want this tightened into a number you can plan on? Send us your target price and timeline. We'll run it with your actual payoff, this county's rates, and current norms for who pays what.

Questions while you work through this? Call or text Travis at **(252) 632-8681**.

This is a planning estimate, not a closing disclosure. Final figures come from the closing attorney's settlement statement. If your property is currently listed with another broker, this is not intended as a solicitation of that listing.

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