



**GOOD FAITH ESTIMATE OF BUYER'S ACQUISITION COSTS**  
On Acquisition of Property

Prepared by: Agent \_\_\_\_\_  
Broker \_\_\_\_\_

Phone \_\_\_\_\_  
Email \_\_\_\_\_

**NOTE:** This form is used by a buyer's agent when preparing a purchase agreement offer or receiving a counteroffer and disclosing the financial requirements the buyer can anticipate, to prepare a worksheet for review with the buyer estimating the total costs of acquisition and amount and source of funds needed to close the transaction.

The figures estimated in this cost sheet may vary the time of closing due to periodic changes in lender demands, escrow fees, other charges and prorates, and thus constitute an opinion, not a guarantee of the preparer.

If acquiring IRC §1031 replacement property, also use a §1031 Profit and Basis Recap Sheet to compute the income tax consequences of the transaction. [See RPI Form 354]

**DATE:** \_\_\_\_\_, 20\_\_\_\_, at \_\_\_\_\_, California.

1. This is an estimate of acquisition costs and the funds required to close the following transaction:  
 Purchase Agreement     Exchange Agreement     Counteroffer     Escrow Instructions     Option
- 1.1 entered into by \_\_\_\_\_,  
1.2 dated \_\_\_\_\_, 20\_\_\_\_, at \_\_\_\_\_, California,  
1.3 regarding real estate referred to as \_\_\_\_\_

**2. EXISTING FINANCING ASSUMED:**

- 2.1 First Trust Deed of Record.....\$ \_\_\_\_\_  
2.2 Second Trust Deed of Record.....\$ \_\_\_\_\_  
2.3 Other Encumbrances/Liens/Bonds.....\$ \_\_\_\_\_  
2.4 **TOTAL** Encumbrances Assumed [lines 2.1 to 2.4].....(+) \$ \_\_\_\_\_  
a. If loan balance adjustments are to be made in cash, the total funds required to close escrow at §10 and §12 will vary.

**3. INSTALLMENT SALE FINANCING:**

- 3.1 Seller Carryback Financing.....(+) \$ \_\_\_\_\_

**4. NEW FINANCING ORIGINATED:**

- 4.1 New Loan Amount .....(+) \$ \_\_\_\_\_  
4.2 Points/Discount.....\$ \_\_\_\_\_  
4.3 Appraisal Fee.....\$ \_\_\_\_\_  
4.4 Credit Report Fee.....\$ \_\_\_\_\_  
4.5 Miscellaneous Origination Fees.....\$ \_\_\_\_\_  
4.6 Prepaid Interest.....\$ \_\_\_\_\_  
4.7 Mortgage Insurance Premium (MIP).....\$ \_\_\_\_\_  
4.8 Lender's Title Policy Premium.....\$ \_\_\_\_\_  
4.9 Tax Service Fee.....\$ \_\_\_\_\_  
4.10 Loan Brokerage Fee.....\$ \_\_\_\_\_  
4.11 Other \_\_\_\_\_ \$ \_\_\_\_\_  
4.12 **TOTAL** New Financing Costs [lines 4.2 to 4.11].....(+) \$ \_\_\_\_\_

**5. PURCHASE COSTS AND CHARGES:**

- 5.1 Assumption Fees (First).....\$ \_\_\_\_\_  
5.2 Assumption Fees (Second).....\$ \_\_\_\_\_  
5.3 Escrow Fee.....\$ \_\_\_\_\_  
5.4 Notary Fee.....\$ \_\_\_\_\_  
5.5 Document Preparation Fee.....\$ \_\_\_\_\_  
5.6 Recording Fee/Transfer Taxes.....\$ \_\_\_\_\_  
5.7 Title Insurance Premium.....\$ \_\_\_\_\_

- 5.8 Property Condition Reports.....\$ \_\_\_\_\_
- 5.9 Cost of Compliance Repairs .....\$ \_\_\_\_\_
- 5.10 Other \_\_\_\_\_.....\$ \_\_\_\_\_
- 5.11 Other \_\_\_\_\_.....\$ \_\_\_\_\_
- 5.12 **TOTAL** Closing Costs [lines 5.1 to 5.11].....(+)\$ \_\_\_\_\_
- 5.13 Down Payment on Price.....(+)\$ \_\_\_\_\_

**6. TOTAL ESTIMATED ACQUISITION COST** [lines 2.4, 3.1, 4.1, 4.12, 5.12 and 5.13].....(=)\$ \_\_\_\_\_

6.1 No post-closing repairs or renovation cost are included here.

**7. FUNDS REQUIRED TO CLOSE ESCROW:**

- 7.1 Down Payment On Price (From line 5.13).....(+)\$ \_\_\_\_\_
- 7.2 Closing Costs (From line 5.12).....(+)\$ \_\_\_\_\_
- 7.3 New Loan Proceeds (From line 4.1).....(+)\$ \_\_\_\_\_
- 7.4 New Financing Costs (From line 4.12).....(+)\$ \_\_\_\_\_
- 7.5 Impounds for New Financing.....(+)\$ \_\_\_\_\_
- 7.6 Hazard Insurance Premium.....(+)\$ \_\_\_\_\_

**8. PRORATES DUE BUYER AT CLOSING:**

- 8.1 Unpaid Taxes/Assessments.....\$ \_\_\_\_\_
- 8.2 Interest Accrued and Unpaid.....\$ \_\_\_\_\_
- 8.3 Unearned Rental Income.....\$ \_\_\_\_\_
- 8.4 Tenant Security Deposits.....\$ \_\_\_\_\_
- 8.5 **TOTAL** Prorates Due Buyer [lines 8.1 to 8.4].....(-)\$ \_\_\_\_\_

**9. PRORATES DUE SELLER AT CLOSING:**

- 9.1 Prepaid Taxes/Assessments.....\$ \_\_\_\_\_
- 9.2 Impound Account Balance.....\$ \_\_\_\_\_
- 9.3 Prepaid Homeowners' Assessment.....\$ \_\_\_\_\_
- 9.4 Prepaid Ground Lease Rent.....\$ \_\_\_\_\_
- 9.5 Unpaid Rent Assigned to Buyer.....\$ \_\_\_\_\_
- 9.6 Other \_\_\_\_\_.....\$ \_\_\_\_\_
- 9.7 **TOTAL** Prorates Due Seller [lines 9.1 to 9.6].....(+)\$ \_\_\_\_\_

**10. TOTAL FUNDS REQUIRED TO CLOSE ESCROW:** [lines 6, 7.1 to 7.6, less 8.5 plus 9.7].....(=)\$ \_\_\_\_\_

10.1 See §2.4.a. adjustments.

**11. SOURCE OF FUNDS REQUIRED TO CLOSE ESCROW:**

- 11.1 New First Loan Amount (From line 4.1).....\$ \_\_\_\_\_
- 11.2 New Second Loan Amount (Net Loan Proceeds).....\$ \_\_\_\_\_
- 11.3 Third-Party Deposits.....\$ \_\_\_\_\_
- 11.4 Buyer's Cash.....\$ \_\_\_\_\_

**12. TOTAL FUNDS REQUIRED TO CLOSE ESCROW:** (Same as line 10).....(=)\$ \_\_\_\_\_

**I have prepared this estimate based on my knowledge and readily available data.**

Date: \_\_\_\_\_, 20\_\_\_\_  
Broker: \_\_\_\_\_  
Agent: \_\_\_\_\_  
CalBRE#: \_\_\_\_\_

Signature: \_\_\_\_\_

**I have read and received a copy of this estimate.**

Date: \_\_\_\_\_, 20\_\_\_\_  
Buyer's Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_