



# Before you list: the numbers to gather

For Sandy and nearby Salt Lake and Utah County communities.

Start with what you know. Write TBD for unknowns. No account numbers needed.

## 01 YOUR STARTING POINT

Target move date / flexibility

Working sale-price range / source date

## 02 PAYOFF QUOTES TO REQUEST

Ask each lender or servicer for a dated payoff quote; a statement balance can differ.

Payoff amount + lender

Quote valid through

Mortgage

Other loans / liens

## 03 SELLING COSTS TO CONFIRM

Note amount + paid / at closing / separately. Agent compensation is negotiable.

Agreed agent compensation

Title / settlement charges

Buyer credits / repair allowances, if agreed

Tax / HOA / other adjustments: charge or credit

## 04 YOUR NEXT-MOVE BUDGET

Amount still needed + due date. Count each cost once, including deposits credited at closing.

Preparation / repairs

Moving / storage

Temporary / overlapping housing

Next-home deposit / down payment / closing

## 05 MY BIGGEST QUESTION OR TIMING DEPENDENCY

Ask for a seller net sheet. Cash received at closing and taxable gain are different.