


## Answer first

Your estimated net proceeds are the assumed sale price minus mortgage payout and unpaid sale costs, plus credits and minus debits. Use current written figures and keep unknown amounts marked as unknown. This is a planning estimate, not a sale-price forecast or the final amount your lawyer or notary will release.

## Sellers also asked

### Is net proceeds the same as profit?

No. This worksheet estimates cash remaining from the sale. It does not calculate investment profit, capital gains or your tax liability.

### Can I leave a cost blank?

Yes, while gathering quotes. A blank means unknown, not zero. Do not treat an incomplete total as money available to spend.

### Which figures should I obtain first?

A dated lender payout quote, your written brokerage fee agreement, and a lawyer or notary estimate of closing costs and adjustments.

# Compare two sale scenarios

Use Canadian dollars. Enter your own assumptions; no prices, fees or rates are prefilled. Write “unknown” for missing amounts and “0” only after confirming no amount applies. Use a separate sheet for quote details.

| Calculation inputs | Scenario A | Scenario B |
|---|---|---|
| Planning completion date | | |
| 1. Assumed sale price | | |
| 2. Mortgage / secured-debt payout total | | |
| 3. Brokerage remuneration, including applicable GST | | |
| 4. Legal / notary fees and disbursements, with tax | | |
| 5. Other unpaid sale deductions (list below) | | |
| 6. Credits to you from closing adjustments | | |
| 7. Debits payable by you from closing adjustments | | |
| **8. Estimated closing proceeds: 1 - 2 - 3 - 4 - 5 + 6 - 7** | | |
| 9. Other sale / moving costs still to pay outside closing | | |
| **10. Planning cash after those costs: 8 - 9** | | |

**Other deductions (line 5) / outside-closing costs (line 9):**

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**Scenario B minus Scenario A, line 10: $ _____**

Before using your total: all inputs confirmed? Yes / No. Any unknown means the result remains incomplete. A negative total indicates a possible cash shortfall; keep the minus sign and discuss funding with your lawyer/notary and lender.

Manual worksheet, not an automatic calculator. Use unrounded quoted amounts where available and check arithmetic separately. Do not add the buyer's deposit to the full sale price again.

# Check the estimate before you rely on it

### 1 / Get current figures

Ask each lender for a payout quote for your planned completion date and what it includes. Penalties, discharge charges and cash-back repayment may apply. Do not count a charge again if it is already included in the payout. [3]

### 2 / Separate deductions from money already spent

Use the agreed brokerage remuneration and quoted legal/notary charges, including applicable taxes. Record extra deductions only once. If a cost is already paid, do not deduct it again from cash still to be released. [1]

### 3 / Confirm credits and debits

Ask your lawyer or notary which closing adjustments apply and whether each adds to or reduces your proceeds. Put each item on one side only. Have them check line 5 for any additional amounts relevant to your transaction. [1, 2]

### 4 / Review the final closing documents

Compare this estimate with the documents and payout figures prepared for your sale. Completion and possession may occur on different days; ask when funds will actually be available rather than assuming a release time. [2]

### Investment property? Bring your records

Gather your original purchase statement of adjustments and repair/renovation receipts for your accountant. The treatment depends on the facts; a receipt does not guarantee a deduction or tax saving. Potential income tax is separate from closing cash and is not calculated here. [4]

## Discuss your next move

Before listing, Alvin helps sellers estimate what may remain in their pocket so they can make better-informed decisions.

Call 778-762-0707 to discuss your property and sale plan, or request a home evaluation at AlvinTan.ca/sellers.

Alvin Tan Personal Real Estate Corporation | eXp Realty
alvin@alvintan.ca | Nanaimo Chamber member listing

### Sources and scope

[1] BCFSA: What Costs Come with Selling a Home

[2] BCFSA: Completing Your Sale

[3] FCAC: Breaking your mortgage contract

[4] CRA: Rental Income - records and current/capital expenses

Sources checked November 17, 2026 (Pacific). Planning aid for a Nanaimo resale home; not legal, tax, mortgage or accounting advice. Not a complete list of costs for every property. Obtain transaction-specific review from your lawyer/notary, lender and tax adviser as appropriate.