



SELLER CONCESSION CHEAT SHEET FOR REALTORS

LOAN TYPE	PROPERTY TYPE	DOWN PAYMENT	CONTRIBUTION TYPE	MAX SELLER CONTRIBUTION
Conventional	Primary & Secondary Home	Less than 10%	Closing Costs, Prepaid Items, & Discount Points	3%
		10-25%		6%
		More than 25%		9%
Conventional	Investment	15% or More	Closing Costs, Prepaid Items, & Discount Points	2%
FHA	Primary	3.5% or More	Closing Costs, Prepaid Items, & Discount Points	6%
VA	Primary	N/A	Closing Costs, Prepaid Items, & Discount Points	Unlimited (up to 2 Discount Points)
			Can Include Debt Payoff	4%
USDA*	Primary	N/A	Closing Costs, Prepaid Items, & Discount Points	6%

*Some state and county maximum loan amount restrictions may apply.

FOR MORTGAGE AND REAL ESTATE PROFESSIONALS ONLY



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