

SELLER CONCESSION CHEAT SHEET FOR REALTORS®

Loan Type	Property Type	Down Payment	Contribution type	Max. Seller Contribution
Conventional	Primary & Secondary Home	Less than 10% 10-25% More than 25%	Closing Costs, Prepaid Items, & Discount Points	3% 6% 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 Can include Debt Payoff	Unlimited (up to 2 Discount Points) 4%
USDA	Primary	N/A	Closing Costs, Prepaid Items, & Discount Points	6%



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All loans subject to credit approval. Rates and fees subject to change.
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