

seller concessions

The Win-Win Deal-Maker



Seller concessions help make home purchases more affordable for buyers and can speed up the selling process for sellers. Seller concessions are agreements where the seller covers certain costs related to home buying, making it easier for buyers by lowering their upfront expenses. These concessions can reduce financial burdens and make a property attractive to potential buyers.

Types of Seller Concessions

Closing Costs: Seller covers appraisal fees, title insurance, loan origination fees, etc.

Reduction of Price: Seller lowers the home's sale price to account for needed repairs.

Home Warranty: Seller includes a warranty for major home systems and appliances.

Buyer Agent Commission: Not included in seller concessions calculations.

Loan Types & Limits

Conventional	2% to 9% of the home's price*
FHA	Up to 6% of the home's price
VA	Up to 4% of the home's price**
USDA	Up to 6% of the home's price

* Depending on occupancy type and down payment amount. Primary residence and second home conventional loan seller concession limits are: 3% for LTV greater than 90%, 6% for LTV between 75% and 90%, and 9% for LTV 75%. The investment property conventional loan seller concession limit is 2%.

** VA seller concessions can be 4% with an additional 2% going towards discount points if it applies to the market.

Amounts are for illustrative purposes. Subject to credit qualification, not all applicants may qualify, not a commitment to lend. Contact us for an exact quote.

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