

# SELLER CONCESSION OPTIONS

This menu of options is a reference guide for brokers and agents.

Seller concessions are fully negotiable. The amount and kind of concessions sellers, buyers, and their brokers decide to incorporate into their deals are unilateral and independent business decisions.

## SELLER CONCESSIONS

- Buyer closing costs
- Appraisal fees
- Title search fees
- Loan origination fees
- Inspection fees
- Recording fees
- Attorneys' fees
- HOA fees
- Condo fees
- Special assessments
- Real estate taxes
- Liens
- Repairs
- Buydowns
- Home warranties
- Price reduction: \$ amount
- Price reduction: % amount
- Other: list in broker remarks

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## BEST PRACTICES

- **Seller concessions benefit both the buyer and seller**
  - For buyers, can reduce up front costs and barriers associated with purchasing a home
  - For sellers, concessions can make the property more attractive by bringing more potential buyers (helping to ensure max net profit to the seller) and can speed up a transaction
- **Add notes or details in BROKER REMARKS**
  - Do NOT include offers of compensation in the broker remarks or anywhere else in the MLS
  - OK:
    - "Seller will consider concessions for closing costs"
    - "Seller is offering concessions towards HOA fees"
    - "Seller will consider concessions for home improvements"
    - "Seller is offering concessions of \$X"
  - NOT OK:
    - "Seller agent will pay buyer agent concessions"
    - "Seller will offer concessions to buyer's broker or listing office"
    - "Seller is offering concessions of %X"
- **Seller concession limits**
  - Depend on buyer's mortgage loan
  - If no mortgage loan, likely no limits