



Buyer/Seller Concession Cheat Sheet

Loan Type	Occupancy Property Type(s)	Down payment	Contribution Type(s)	Max Seller Contribution	Buyer's Agent Commissions	Payment for Commissions
Conventional	Primary and second homes	Less than 10%	Closing costs, prepaid items and discount points	3%	Not Included	Unsecured loans not permitted. Credit cards (CCs) permitted.
		10-24.9%		6%		
		25% or more		9%		
Conventional	Investment	15% or more	Closing costs, prepaid items and discount points	2%	Not Included	Unsecured loans not permitted. CCs permitted.
FHA	Primary	3.5% or more	Closing costs, prepaid items and discount points	6%	Not Included	Unsecured loans/credit cards not permitted
VA	Primary	0% or more*	Borrower's closing costs and reasonable discount points	Unlimited	Not Included (Note: Veterans may pay fee for contracts on/after 08/10/2024)	Unsecured loans/CCs permitted
			Includes VA funding fee, prepaid taxes and insurance, temporary rate buydowns, discount points over what is considered reasonable, borrower debt	Up to 4%		
USDA	Primary	0% or more**	Closing costs, prepaid items and discount points	6%	Not Included	Unsecured loans/CCs not permitted



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 * A down payment is required if the borrower does not have full VA entitlement or when the loan amount exceeds the VA county limits. VA loans subject to individual VA Entitlement amounts and eligibility, qualifying factors such as income and credit guidelines, and property limits. ** USDA Guaranteed Rural Housing loans subject to USDA-specific requirements and applicable state income and property limits.

