

# SELLER CONCESSION CHEAT SHEET *for Realtors*

LOAN TYPE	PROPERTY TYPE	DOWN PAYMENT	MAX SELLER CONCESSION*	CONTRIBUTION TYPE
Conventional	Primary & Secondary Homes	Up to 10% 10% to 25% More than 25%	3% 6% 9%	Closing Costs, Prepaid Items & Discount Points
	Investment	15% or More	2%	Closing Costs, Prepaid Items & Discount Points
FHA	Primary	Any	6%	Closing Costs, Prepaid Items & Discount Points
VA	Primary	Any	Unlimited (up to 2 discount points)	Closing Costs & Discount Points
			4%	Can Include Debt Payoff & Prepaid Items
USDA	Primary	Any	6%	Closing Costs, Prepaid Items & Discount Points

\*Max Seller Concession cannot exceed actual closing costs, prepaids, etc.



**Tim Erickson**

Branch Sales Manager | NMLS# 322510

(952) 451-2273

Tim.Erickson@goluminate.com

www.TimEricksonMortgage.com

2523 S. Wayzata Blvd. Suite 200  
Minneapolis, MN 55405



**Luminate Bank®**

