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# Seller Concession Cheat Sheet for Realtors®

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