

SELLER CONCESSION CHEAT SHEET

LOAN TYPE	PROPERTY TYPE	DOWN PAYMENT	CONTRIBUTION TYPE	MAX SELLER CONTRIBUTION
Conventional	Primary Residence	3% or less	Closing costs	6% of the purchase price
Conventional	Primary Residence	3% to 25%	Closing costs	9% of the purchase price
Conventional	Primary Residence	Greater than 25%	Closing costs	11% of the purchase price
Conventional	Investment Property	Any down payment	Closing costs	2% of the purchase price
FHA	Primary Residence	3.5% or less	Closing costs	3.5% of the purchase price
FHA	Primary Residence	Greater than 3.5%	Closing costs	6.0% of the purchase price
VA	Primary Residence	Any down payment	Closing costs	Up to 4% of the purchase price