

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

DISCLAIMERS:

This is only meant to provide education and information and is not a substitute for legal advice. It contains links to other third-party websites, which are only for the convenience of the recipient. MIAMI REALTORS® does not recommend or endorse the contents of third-party sites. For legal advice or representation, contact private counsel or call the FLORIDA REALTORS® Legal Hotline (407-438-1409). This should not be construed as legal advice or as an offer to perform legal services on any subject matter. It contains general information and may not reflect current legal developments or information. Nothing is intended to create an attorney-client relationship and shall not be construed as legal advice. The information is not guaranteed to be correct, complete, current, or suitable. MIAMI REALTORS® makes no warranty, expressed or implied, about the accuracy or reliability of the information in these materials. Recipients of the information in this program or materials should not act or refrain from acting on the basis of any information without seeking appropriate legal advice on the particular facts and circumstances at issue from an attorney licensed in the recipient's state. MIAMI REALTORS® expressly disclaims all liability with respect to actions taken or not taken by the recipient based on any or all of the information in this information and materials. LAST UPDATED JUNE 3, 2024.

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
- **You don't have to wait to start utilizing seller concessions in negotiations - start now!**
 - Required MLS changes go live on August 17, 2024, but seller concessions are currently permitted
- **Add notes or details in BROKER REMARKS**
 - Do NOT include offers of compensation in the broker remarks or anywhere else in the MLS
- **Seller concession limits**
 - Depend on buyer's mortgage loan
 - If no mortgage loan, likely no limits