

Bay East Consumer Guide

Seller Concessions

A flexible tool to help attract buyers

What Are Seller Concessions?

Concessions can help:

- Attract more buyers
- Strengthen an offer
- Speed up negotiations
- Reduce a buyer's upfront costs

 Offering concessions doesn't always mean lowering your asking price.

What Can Be Covered?

Seller concessions may help pay for expenses such as:

- Closing costs
- Loan origination fees
- Title services
- Home inspections
- HOA fees
- Property taxes
- Home repairs or updates

Concessions vs. Compensation

Seller Concessions

- Help cover buyer-related purchase expenses
- Can reduce out-of-pocket costs
- May make your home more competitive

Offer of Compensation

- Refers specifically to compensation for a buyer's real estate professional
- Is separate from seller concessions



"Sometimes flexibility creates the strongest offer."

How Do Concessions Work?

Seller concessions can be:

- ✓ Advertised upfront (where allowed)
- ✓ Negotiated during the purchase process
- ✓ Included as part of the purchase agreement

They aren't final until both parties agree and the terms are included in the signed contract.

We're Here to Help

A Bay East REALTOR® can help you:

- ✓ Understand seller concessions
- ✓ Evaluate negotiation strategies
- ✓ Compare your marketing options