



BUYER/SELLER CONCESSION CHEAT SHEET

LOAN TYPE	Occupancy/ Property Type(s)	Down Payment	Contribution Type(s)	Max Seller Contribution	Buyer's Agent Commissions	Payment for Commissions
Conventional	Primary and second homes	Less than 10% 10-24.9% More than 25%	Closing costs, prepaid items and discount points	3% 6% 9%	Not Included	Unsecured loans not permitted. Credit cards (CCs) permitted
Conventional	Investment	15% or more	Closing costs, prepaid items and discount points	2%	Not Included	Unsecured loans not permitted. CCs permitted
FHA	Primary	3.5% or more	Closing costs, prepaid items and discount points	6%	Not Included	Unsecured loans/ credit cards not permitted
VA	Primary	0% or more*	Borrower's closing costs and discount points Includes VA funding fee, prepaid taxes and insurance, temporary rate buydowns, discount points over what is considered reasonable, borrower debt	Unlimited Up to 4% borrower debt paid	Not Included (Note: Veterans may pay fee for contracts on/after 08/10/2024)	Unsecured loans/ CCs permitted
USDA	Primary	0% or more**	Closing costs, prepaid items and discount points	6%	Not Included	Unsecured loans/ CCs permitted



THE
SHUMATE
TEAM



Chris Shumate
Loan Officer, NMLS 627360
Office: 404-791-3155
Fax: 678-541-5581
chriss@fairwaymc.com
www.chrisshumatefairway.com
1810 Peachtree Industrial Boulevard, Suite 235, Duluth, GA 30097

