



# Seller Guide Update



SEL-2023-033: Reminder: Sales Concessions

June 23, 2023

- Correspondent Lending
- Housing Finance Agency (HFA)

## Reminder: Sales Concessions

Underwriting/Delivery	
<input checked="" type="checkbox"/>	Corr. Delegated
<input checked="" type="checkbox"/>	Corr. Non-Delegated
<input checked="" type="checkbox"/>	Corr. EZD
<input checked="" type="checkbox"/>	Corr. Mandatory
<input checked="" type="checkbox"/>	HFA Delegated
<input checked="" type="checkbox"/>	HFA Non-Delegated
Products	
<input checked="" type="checkbox"/>	Conv. (Freddie)
<input checked="" type="checkbox"/>	Conv. (Fannie)
<input checked="" type="checkbox"/>	Conv. (Portfolio)
<input checked="" type="checkbox"/>	FHA
<input checked="" type="checkbox"/>	VA
<input checked="" type="checkbox"/>	Rural Development

As a reminder, it is essential that the correct sales price is provided to U.S. Bank reflective of any sales concession reductions.

Seller concessions are items that exceed the contribution limit and/or exceed the borrower's actual closing costs/prepays. Not providing the correct sales price impacts the overall correct LTV calculation and can cause delays in the loan review and purchase process.

## Questions



**Correspondent:** Please contact your Account Executive or the Client Support Area at 800.200.5881, option 1.

**HFA:** Please contact the Housing Finance Agency Hotline at 800.562.5165, option 1 for the HFA Customer Care Team.

