



Seller Concessions

Heartland MLS is aware of your questions and concerns related to what is included in the commissions paid on gross sale price and net sale price. When entering a percentage in the compensation fields of a new listing, the 'Comp Based On' field will need to be clarified to determine whether the commission will be paid on the gross selling price or net selling price. Please refer to the following for definitions for commission based on gross sale price and net sale price:

1. **Commission Based on Gross Sale Price** – The definition of gross selling price is the final sale price that is entered in the MLS system as indicated on the closing statement. If the price is lowered in lieu of repairs, the contract sale price at the time of closing would be the gross price.
2. **Commission Based on Net Sale Price** – The definition of net selling price is the gross selling price minus allowable seller concessions which at this time include only two items:
 - **Seller Paid Closing Costs** Such things as a home warranty or repairs to the property are not included in the closing costs.
 - **Construction Upgrades**

Reporting the Closing of a Sale

When modifying the status of a listing to sold, the following are fields available to report seller concessions.

1. **Financing Concessions** is a required field and is a total dollar amount which covers seller paid closing costs.
2. **Major Repairs** is required *if* the total dollar amount for that field equals 1% or greater of the total sale price. There is a field for the total dollar amount and a description field. It could include repairs or replacement of items such as roof, driveway, furnace, flooring, foundation, windows, paint (interior or exterior) and chimney repair or liners.
3. **Other Incentives** is also a required *if* the total dollar amount for that field equals 1% or greater of the total sale price. There is a field for the total dollar amount and a field to provide a brief description of incentive items offered to the buyer such as cars, trips or gift cards.

We hope this will help smooth the way to easier negotiations and closings! If you have any questions, please feel free to contact Elaina at 913-266-5940.