



adapt through change
thrive with knowledge

A new way to market and find the perfect property

The CiP fields go live on May 29 — read more below

Starting **Wednesday, May 29**, all MLS systems will feature new, optional Concessions in Price (CiP) fields when inputting a listing. But these fields aren't just another data point — they're a new way to motivate a sale.

Three new fields coming May 29 are:

- **Concessions in Price**: a text box for numerical input only. This amount should include any and all potential concessions in a single total amount.
- **Concessions in Price Type**: classify the number above as either \$ or %
- **Seller Consider Concessions?**: either Yes or No. If Yes, then the listing will include the phrase "A Seller may consider a buyer concession if made in an offer."

Why add concessions fields? Around 40% of Closed listings in 2023 included some sort of concessions paid as seller contributions, things like an offer to pay broker fees or money to help with repairs. But concession info has only been available once the listing was Closed, meaning there was no way for sellers to communicate concessions info to prospective buyers on the MLS. These new CiP fields will change that and open up concessions as a new selling point for all CRMLS users.

Listing agents and sellers - Use the new fields to advertise/market a seller's willingness to consider concessions at the listing level.

Buyer's agents - Provide your clients with up-front information on which listings will consider concessions to assist in transaction fees.

You'll find the new CiP fields in your MLS here:

The screenshot shows the 'Add Listing - Residential' form with tabs for GENERAL, ADDRESS, MAIN FIELDS, DETAILS, and BROKER DISTRIBUTION. The 'MAIN FIELDS' tab is active. A red box highlights the 'Concession In Price' section, which includes the following fields:

- Concession In Price (Text input)
- Concession In Price Type (Dropdown menu, currently showing 'Select One')
- Seller Consider Concession YN (Dropdown menu, currently showing 'Select One')

A red arrow points to the 'Concession In Price' field in the 'MAIN FIELDS' tab. Below the highlighted section, there are additional fields for 'Concession In Price Type' and 'Seller Consider Concession YN' (both dropdown menus), and an 'Additional Parcels?' dropdown menu. The 'Additional Parcels Description' field is a large text area. At the bottom, there is a 'Listing Service*' dropdown menu.

For more info, [please check out our FAQ](#) and [our guide to the new fields](#).

We look forward to seeing how you'll use the CiP fields to seal more deals than ever, and we thank you for your support.

Thank you,

California Regional MLS

Education

CRMLS offers a variety of resources to educate you on our products and services. Click above to visit the CRMLS training center.

Support

If you need MLS support, please click above or call us at (800) 925-1525. Our Customer Care team will be happy to assist.

Compliance

We keep your listing data safe, clean, and accurate. Click above to chat live with a CRMLS Compliance representative.



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