



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 CRMLS Matrix interface with the following fields and buttons:

- Concessions in Price:** 5000
- Concessions in Price Type:** \$
- Seller Consider Concessions?:** Seller willing to co
- Buttons:** Save as Incomplete, Validate, Cancel Input, Su No listing

A red box highlights the top section, and a red arrow points to the 'Validate' button.

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	Support	Compliance
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909.859.2040
15325 Fairfield Ranch Road, Suite 200, Chino Hills CA 91709

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