



adapt through change
thrive with knowledge

**The optional fields make agent communication easier
and more direct**

Find the new fields when inputting a listing — more details below

As of today, May 29, all CRMLS MLS systems will now feature Concessions in Price (CiP) fields. These optional fields will help communicate Seller willingness to offer concessions, giving Sellers an edge and Buyers a clearer idea on a property's cost. Learn how to navigate the CiP fields in [this guide](#) and find them in your MLS system here:

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Bas

Concessions in Price: 5000 ?

Concessions in Price Type: \$?

Seller Consider Concessions?: Yes ?

Save as Incomplete Validate Cancel Input Submit

Additional Parcels?: No ?

Additional Parcels (Separated By Comma): ?

Concessions in Price: 5000 ?

Concessions in Price Type: \$?

Seller Consider Concessions?: Yes ?

Save as Incomplete Validate Cancel Input Submit

Last year, CRMLS recorded nearly 40% of Closed listings included some form of concession, ranging from such seller contributions as payment of broker fees, repair costs, and more. However, this information was only available in the MLS once a listing was Closed. Now, Active listings will feature readily available concessions info to motivate sales and make finding the perfect property that much easier.

If you're on the selling side, you can now market your seller's willingness to consider concessions. If you're on the buying side, you can find listings willing to incentivize a sale and offset financial hurdles. The CiP fields are a win-win.

The new fields are:

- **Concessions in Price:** a text box for numerical input only. This amount should include 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."

If you have questions, please consider [our FAQ](#). And, as a reminder, **the CiP fields are completely optional**. Concessions are not mandatory.

We're always looking for ways to improve the MLS for all our users, and we hope you enjoy this latest innovation.

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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