

This course offers a clear, practical deep dive into seller's concessions and how they can be used strategically in real estate transactions. Participants will learn what concessions are, when they're appropriate, and how they can impact financing, negotiations, and overall deal structure. Through Tue Dec 9, 2025

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Real Estate School of Georgia Rea



## All About Seller's Concessions

This course offers a clear, practical deep dive into seller's concessions and how they can be used strategically in real estate transactions. Participants will learn what concessions are, when they're appropriate, and how they can impact financing, negotiations, and overall deal structure. Through real-world examples and scenario-based discussions, agents will gain the skills to advise clients confidently, craft stronger offers, and navigate lender and contract guidelines with ease.

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