

# Country Life Homes Realtor Commission Program

At Country Life Homes we realize a significant percent of our sales are a result of realtor referrals. For all concerned we strictly maintain a fair “single price” policy for realtor and builder-generated sales, and our program is structured so that our sales staff is never competing with you for commissions. We appreciate your support and want to continue the program that has been so successful. Realtor commissions are earned as follows:

## **3% Sales Commission**

- Bring your client to our Sales Center.
- Register them in writing as your customer.
- Participate with our Sales Associates in the sales process.

## **1% Referral Commission**

- Recommend Country Life Homes, briefly explaining our products/services.
- Call and register your client before they visit our Sales Centers.

**NOTE:** Clients previously registered with Country Life Homes by other means cannot be double-registered.  
All realtor registrations must be updated after 6 months.

## **Commission payment schedule**

- Existing inventory: paid at settlement
- New construction (single family): paid at settlement
- New construction (multi-family): paid at settlement

## **Commission calculations**

- All commissions will be calculated on the base house price less all Builder paid incentives. No commission will be paid on options.

## **Sales contracts**

- Our sales staff will complete all required sales contracts, addendums and selection forms.
- Our financial coordinator will serve as liaison for financial and legal matters relating to the sale.