

Country Life Homes Realtor Commission Program

At Country Life Homes we realize a significant percentage of our sales are a result of Realtor referrals. For all concerned, we 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 to earn your referrals. Realtor commissions are earned as follows:

3% Selling Agent Commission

- Recommend Country Life Homes, explaining our company and homes.
- Bring your client in person to one of our Sales Centers, **OR**
- Call, fax or email to register your client **before** they visit our Sales Centers.
- Complete a customer registration card in full and sign a commission agreement. Our Sales Associates are required to follow up with all prospects, but they will not interfere with your relationship.
- Participate with our Sales Associates in the sales process.

NOTE: Clients previously registered with Country Life Homes by any other means cannot be double-registered.
All inactive Realtor registrations will expire after 6 months.

Sales Contracts

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

Commission Calculations

- All commissions will be calculated on the net contract total. That is, final contract sales price including all addendums less all Builder paid incentives/credits, if any.
- Commissions will be shown on HUD-1.

Commission Payment Schedule

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