



REALTOR CO-OP GUIDELINES Customer Registration

1. The REALTOR must accompany and register the prospect on the prospect's first visit to the sales information center.
2. The REALTOR is protected against a direct sale by this builder at this location for **30 days**.
3. After **30 days**, the REALTOR – BUILDER agency relationship must be re-established in writing by re-registering the prospect.
4. Any dispute arising among REALTORS due to these guidelines shall be resolved by the REALTOR Brokers involved.
5. The Builder acknowledging this agreement has a single price policy. The same price whether a home is sold directly by the Builder's sales person or in conjunction with a co-oping REALTOR.
6. The selling Broker's commission will be _____% of the base price (Home & Lot) per Addendum A, Line 1.
7. The Builder's sales staff is prepared and trained to:
 - a. Show the prospect the product, answer all questions and communicate directly with the prospect as necessary.
 - b. Write the contract on the Builder's forms, prepare change orders, discuss and facilitate financial programs and commitments.
8. All parties below hereby acknowledge receipt of a copy of this document.

ACKNOWLEDGED BY:

REALTOR

DATE

BUILDER

DATE

Co-op Broker Name (Please Print)

Builder Sales Office Phone

Co-op Broker Office Phone

Agent

Prospect's Name (Please Print)