

McKenzie Homes, LLC Realtor Policy

McKenzie Homes, LLC recognizes and appreciates the value a Realtor brings to our business. This Realtor Policy was created to encourage a positive experience for all parties when collaborating between a Realtor and McKenzie Homes, LLC. McKenzie Homes, LLC welcomes Realtors and will honor any commission earned in keeping with this policy. The requirements and expectations of a cooperative agreement between McKenzie Homes, LLC and the Realtor is explained within this policy. It is our hope that this guideline aids in building a positive relationship between McKenzie Homes, LLC and Realtors based on mutual respect. It is a pleasure to work with you.

McKenzie Homes, LLC recognizes two levels of Realtor involvement in the sale of one of our homes:

1) Referral Program: A Realtor will be compensated a referral fee of 1% of the initial contract sales price, minus Allowances, if the Realtor recommends McKenzie Homes, LLC to a prospective customer. The Realtor **must make the initial contact** with McKenzie Homes, LLC in order to receive this incentive.

- **Registration Process**: The Realtor must make initial contact with McKenzie Homes, LLC and the buyer must verify during their initial visit with the McKenzie Homes, LLC that they have been referred to McKenzie Homes, LLC by listing the Realtor's name on a completed Registration form. The Realtor must complete this process for each new prospective customer.
- **Payment Process**: Realtor commissions will be paid following the slab draw.

2) Cooperative Program: In order to receive a 3% cooperative brokerage commission based on the initial contract sales price, minus Allowances, the Realtor **must accompany the customer** to our model home during their first visit and when they sign a new contract.

- **Registration Process**: The Realtor must accompany the prospective customer on their first meeting with McKenzie Homes, LLC representative and present the McKenzie Homes, LLC representative with the signed and completed Registration form provided by the builder. This Registration is effective for only the registered customer and is effective for 365 days.
- **Payment Process**: Realtor commissions will be paid following the slab draw.

If the Builder or any of the Builder's representatives have had any significant discussions with the prospective customer prior to registration including but not limited to: floor plans, pricing, or the building process, either in person, by telephone, or email, the Builder reserves the right not to sign the register.

Home Buyer Name

Realtor Name and Agency

Home Buyer Address

Agency Address

Home Buyer Phone Number

Agency Phone Number

Home Buyer Signature Date

Realtor Phone Number

Builder's Representative Signature Date

Realtor Signature Date