



COOPERATIVE SALES PROGRAM

The Real Estate Brokerage Community has always been an integral part of PRC's success. Because you are so important to us, it is our policy to invite and encourage Broker participation in the sale of our new homes and, as such, we have established guidelines to foster that mutual understanding.

1. We require that you personally escort your customers to our neighborhood on their initial visit. Our representatives will assist you in registering your customer. Have your customer complete our Guest Registration Form registering you as their Broker/Agent. We are unable to honor either telephone/fax/e-mail registrations or customers who arrive with your business card or instructions to advise us that they are "working with a Realtor". You will be fully protected **only if you accompany your client on the first visit to our sales center.**
2. Your registration protects you only as it relates to the sale between PRC sales staff and your customer. Should your customer return with another agent from another company during your registration period and should that agent subsequently prove to be the procuring cause of sale, your registration will be considered invalid and PRC will not be liable for any commission. PRC assumes, with the second registration, the customer has terminated the previous Agent/Customer relationship and the later Broker/Agent shall be deemed to be the Broker/Agent of record.
3. We cannot offer you any protection if the customer has already visited the community prior to your introduction.
4. Your registration is valid for 60 days from the date of registration. It may be renewed, with the same terms, for an additional 30 days with prior notification to the PRC sales staff, in writing, of your continued involvement with this customer.
5. Registrations are only valid for the neighborhood visited or called.

PAYMENT OF COMMISSIONS

PRC will pay 2.0% commission, on the base price or discounted price (whichever is lower), for each PRC home sale in our neighborhood to any Broker/Agent who has complied with the registration procedures for their customer as outlined in this document.

Upon the closing and funding of the sale, the 2.0% commission shall be paid to the licensed brokerage company listed on the registration form at the time of the execution of the contract. Any commission which may be due to a cooperating Broker will be payable only if and when closing occurs. If closing does not occur, no matter what the reason, neither Seller nor Purchaser will be liable for any commission.

Should you require any additional information concerning the PRC "Cooperative Sales Policy" or have any additional input as to how we might better serve you or your customers, please feel free to discuss it with our neighborhood sales manager.

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