



## **BROKER REFERRAL PROGRAM – JUNE 2020**

This sets forth the terms and conditions of the Andalusia Country Club (ACC) Broker Referral Program.

The Broker and/or Sales Agent must be a licensed California broker or salesperson and must complete a Broker Referral Client Registry at the time of the initial visit to the Andalusia Sales Center and Model Homes or fill out the online registry form prior to the client visiting Andalusia.

The Broker and/or Sales Agent is required to accompany the client on his/her initial visit to the Andalusia Sales Center and Model Homes. If that is not possible, please contact a Sales Executive.

ACC will check its current ACC client list and the Broker Referral Client Registry to determine whether the client is already registered or has already been introduced to the community. If the client is not a current ACC client or is not currently registered, the Broker Referral Registry will be authorized and the referring Broker is eligible for co-broker commission under the terms of this program. An Andalusia Sales Executive will be assigned to assist with the client.

A Broker and/ or Sales Agent purchasing a Signature Home or a Home and Homesite for his or her personal use is not eligible for a commission and none will be paid or offset against the purchase price.

### **Home and Homesite Sales**

1. The client may contract to purchase an available new Sunrise Company homesite and home at the ACC listed sales price and close escrow on the homesite within 45 days. However, under a currently available program the client has an option to defer selection and construction of the home for a period of up to 12 months from close of escrow on the homesite.
2. A purchased homesite may not be offered for resale and a home may not be offered for resale until one year after delivery of the completed home to the client.
3. The commission paid to the referring Broker on a new Sunrise Company homesite is 3% of both the Purchase Agreement price for the homesite and the base price of the home set forth in the published Price Sheet for each of the home collections, less the amount of any purchase incentives offered by ACC to the buyer. The commission is payable at the close of escrow. Any and all purchases from the Andalusia Design Center or Design Center selections previously made or to be made on available Andalusia "Custom" homes are not included.
4. The commission paid to the referring Broker on a resale homesite shall be determined by the individual homesite owner. Broker is advised to reference MLS for commission offered for the homesite only.



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### **Andalusia Signature Homes**

The commission paid to the referring Broker is 2.5 % of the Purchase Agreement price, less the amount of any purchase incentives offered by ACC to the buyer. The commission is payable at the close of escrow.

### **General**

1. The purchaser of a homesite and home will receive a Sports Club Membership (dues are paid through the HOA). They will have option to purchase a Golf Membership. No commission is payable on the purchase of a membership.
2. ACC designates the Purchase Agreement, Construction Agreement and any other documents pertinent to the sale.
3. ACC is responsible for all client contact with reference to ACC property throughout the term of the sale and escrow closing.
4. No representations made by the cooperating Broker or his agent are binding upon ACC.
5. Brokers must call ahead to make an appointment to show the private Club and must be accompanied by an ACC representative.
6. No Broker may advertise on ACC property or advertise ACC property in any media.
7. Prices and terms are subject to change without notice.