ANDALUSIA
COUNTRY CLUB

BROKER REFERRAL PROGRAM
NEW HOME/HOMESITE SALES

Andalusia Country Club welcomes the opportunity to work with Brokers and/or Sales Agents and their Clients who are new to the community. The Broker Referral Program is in place to reward Brokers and/or Sales Agents that introduce new clients to the community who previously have not found Andalusia through our marketing efforts.

The terms and conditions of the Andalusia Country Club (ACC) Broker Referral Program are as follows:

To be eligible for the Broker Referral Program – The Broker and/or Sales Agent must:

1. Be a licensed California broker or salesperson.
2. Introduce their Client to ACC.
3. Complete a Broker Referral Client Registry at the time of the Client's initial contact or visit to the Andalusia Sales Center and Show Homes or complete the online registry form (under the menu "Residences" then "Realtor Program") prior to the Client contacting or visiting Andalusia.
4. Accompany the Client on his/her initial visit to the Andalusia Sales Center and Show Homes. If that is not possible, please contact a Sales Executive prior to the Client's first visit.

The Client is considered to have been previously introduced to ACC and therefore an ACC Client if the Client has done any of the following:

1. Completed an ACC website interest form.
2. Called or visited the ACC Sales Office/Show Homes (without a Broker and/or Sales Agent).
3. Completed an ACC interest registry card.
4. Attended an ACC marketing event.
5. Joined the ACC Club as an Invitational (non-resident) Member.

Current and former residents have already been introduced to the community and therefore are not eligible clients for the Broker Referral Program if they buy another new home/homesite at ACC.

ACC will check its current ACC client list and the Broker Referral Client Registry to determine whether the Client is already registered. If the Client is not a current ACC Client or is not currently registered, the Broker Referral registration will be authorized and the referring Broker or Sales Agent will be eligible for co-broker commission under the terms of this program. An ACC Sales Executive will be assigned to assist with the Client. The registration will be valid for six months from the date of registration.

A Broker and/ or Sales Agent purchasing 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.

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Home and Homesite Sales

1. The Client may contract to purchase an available new Sunrise Company home and homesite at the ACC listed sales price and close escrow on the homesite within 45 days.
2. The commission paid to the referring Broker or Sales Agent on a new Sunrise Company homesite is 3% of the purchase 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 (including but not limited to Design Center incentives). The commission is payable at the close of escrow. Any and all purchases from the Andalusia Design Center are not included for commission purposes.
3. The commission paid to the referring Broker on a resale lot shall be determined by the individual lot owner. Broker is advised to reference MLS for commission offered for the lot only.

Andalusia Signature Homes

For ACC "Signature Homes" the commission paid to the referring Broker is 2.5 % of the purchase 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. ACC will specify and provide the Homesite Purchase Agreement, Home Construction Agreement and any other documents related to the sale.
2. ACC is responsible for all client contact with reference to ACC property throughout the term of the sale and escrow closing.
3. No representations made by the cooperating Broker or Sales Agent are binding on ACC.
4. Brokers must call ahead to make an appointment to tour the ACC Club Facilities and must be accompanied on such tour by an ACC representative.
5. Prices and terms are subject to change without notice.