

## **Johnson Homes Realtor Policy**

Johnson Homes welcomes Realtors and appreciates and the contribution they make to our business. We honor any commission earned in accordance with this policy, which has been designed to encourage a positive experience for all parties when a Realtor becomes involved in the custom home building process with us.

### **Referral**

Johnson Homes compensates agents in two ways. We offer a referral incentive of 1% of the base price of the home to real estate agents payable to the brokerage office for recommending Johnson Homes to a prospective client. To receive this incentive, the client must indicate on his/her first visit to the model that they have been referred by listing the name of the agent on the registration card.

### **Cooperative Program**

Johnson Homes pays a 3% cooperative brokerage commission to agents who are working with a client and are the procuring cause of a new or inventory home customer. Commission will be paid on the base price of the home as Johnson Homes does not deal in homesites. At this level, Johnson Homes expects that the agent has a client relationship with the buyer and will represent the client throughout the home buying/building process. Commission will be paid in full when a Certificate of Occupancy is issued to the builder.

### **Registration**

The preferred method for registering prospective customers is to accompany them on their initial visit to the model. If unable to accompany, the agent must contact Johnson Homes by email or telephone with buyer information including:

- Contact information for buyer
- Name and contact information of agent
- Name and contact information of real estate firm

The registration of a customer is valid for 180 days and may be extended by contacting Johnson Homes with written confirmation of the client relationship.

### **Procuring Cause**

Registered Broker/Associate real estate agents will be recognized as being the procuring cause of a sale unless the customer has an existing registration without an agent, or the customer makes a subsequent registration and signs a contract under another agent. At that time, the initial agent will be deemed to have lost the client relationship with the customer along with any claim for commission.

### **Agency**

All real estate agents shall be assumed to be operating as Transaction Brokers unless informed otherwise on initial visit.