



APPLE TREE CONSTRUCTION BUYER'S AGENT REGISTRATION POLICY

At Apple Tree Resort, our success depends upon the professionalism and expertise of our employees, subcontractors, and our service providers— including Real Estate Agents representing future Apple Tree Residents. To ensure that all Buyer/Agent relationships are honored, we have established a site registration and commission policy for Real Estate Agents. The purpose of this policy is to reward Real Estate Agents for assisting in the sale of inventory homes or homesites. Real Estate Agents are eligible for a 3% commission of the sales price on existing inventory homes or homesites, paid upon closing, if ***BOTH*** of the following criteria are met:

AGENTS MUST INTRODUCE THE BUYER TO THE APPLE TREE RESORT COMMUNITY

First, Real Estate Agents must accompany the Buyer on their ***INITIAL VISIT*** to Apple Tree. After the ***INITIAL VISIT***, it is important for Real Estate Agents to complete a site registration form. To receive a site registration form, please email aaron.hillbery@appletreresort.com or download a form at appletreresort.com/assets/site_registration.pdf. Please drop off the completed registration form at the Apple Tree Resort Marketing Office, located across the street from the clubhouse at 8805 Occidental Avenue in the far right office, or email to aaron.hillbery@appletreresort.com. This will allow us to have a clear record of your visit and your relationship with a client.

AGENTS MUST REPRESENT THE BUYER IN A COMPLETED TRANSACTION

Second, Real Estate Agents must write up and present an offer on the buyer's behalf. If a binding agreement is reached between Apple Tree and the Buyer as a result of the offer presented by the Real Estate Agent, a 3% commission of the sales price will be paid to the selling agent's office upon closing of the transaction.

EXCEPTIONS

A 2% commission of the sales price will be paid to the selling agent's office upon closing under the following circumstance:

- The Real Estate Agent introduces and represents a client in the purchase of a pre-sale homesite and custom home package from Apple Tree Construction.

A 1% commission of the sales price will be paid to the selling agent's office upon closing under any of the following circumstances:

- The Real Estate Agent does not accompany the buyer to Apple Tree on the buyer's ***INITIAL VISIT***, but represents the Buyer in a completed purchase.
- The Buyer does not indicate that a Real Estate Agent has introduced them to Apple Tree when completing a registration card during their ***INITIAL VISIT***, but is represented by a Real Estate Agent in the purchase.
- The Buyer is/was previously an Apple Tree Resident, and is represented by a Real Estate Agent in the second purchase of an inventory home or homesite at Apple Tree.

Registrations are valid for 90 days from the date of registration and may be renewed under certain conditions. For more information, call (509) 972-2740 ext. 9.