

**CO-BROKE ARRANGEMENTS FOR SALES OF NEW HOMES BY DEVELOPERS
AT ROBSON RESORT COMMUNITIES IN ARIZONA**

The policy of the developer/seller (the "Developer") of a new home in a Robson Resort Community in Arizona is as follows when the Developer enters into a purchase agreement (and deposit receipt) for a residence in the Robson Resort Community with a person (the "Client") registered with the Developer by a properly licensed real estate brokerage company ("you" or "Broker"):

- (1) If the purchase agreement is for a new home to be constructed, then:
 - the co-broke commission will be 3% of (a) the base price of the residence selected by the Client, plus (b) any lot premium, less (c) any discounts. Increases in the purchase price for options and upgrades to the home selected by the Client are not included in the calculation of the co-broke commission; and
 - if the Client pays the standard initial earnest money of \$15,000 (\$20,000 for the Preserve) plus 5% of any lot premium and provided there are no open or unsatisfied contingencies in the purchase agreement, the co-broke commission will be paid on the date that is two weeks after the residence to be built for your Client in the Robson Resort Community has been released for construction by the Developer, which occurs after your Client and the Developer execute both a purchase agreement and a construction addendum specifying all of the options and upgrades to be included in your Client's new Robson Resort Community home, except that if the home is in the PebbleCreek Resort Community or if Broker or Broker's affiliate is the purchaser, then the commission will be paid only if and when the sale closes.
- (2) If the purchase agreement is for a move-in-ready designer home, then:
 - your co-broke commission will be 3% of the total net purchase price of the home (i.e. less any discounts); and
 - your co-broke commission will be paid only if and when escrow closes on your Client's new Robson Resort Community home.
- (3) You understand and agree that co-broke commissions are subject to the following terms and conditions:
 - a) You and the salesperson/agent must be licensed at the time of registration and at the time the purchase agreement with the Developer is executed in order for you to be entitled to receive a co-broke commission. You must provide a current copy of both your active Arizona Department of Real Estate license and the license of the salesperson/agent, as well as a current I.R.S. form W-9. You will supplement these documents with additional information upon request by the Developer.
 - b) This registration is valid only for the specific Robson Resort Community specified in the registration form. Each Robson Resort Community is a separate project with a separate owner/developer. Therefore, to receive a co-broke commission for a purchase by your Client in another Robson Resort Community, you will need to fill out the co-broke agreement for that Robson Resort Community. Although similar, there are separate registration forms for each Robson Resort Community.
 - c) You will not receive a co-broke commission for a purchase agreement signed by your Client prior to the date of the registration. No portion of any commission shall be paid, directly or indirectly, to Client by the Developer or Broker unless (i) the Developer consents in writing to the payment to Client, and (ii) Client is a realtor licensed in the State of Arizona.
 - d) You will not receive a co-broke commission if another broker/salesperson has already registered the homebuyer client, or if another broker or salesperson is entitled to a commission pursuant to the regulations of any applicable association of realtors or multiple listing service, or if the homebuyer client is listed already in the Developer's or Robson Communities' lead bank. The Developer and its affiliates together will pay no more than one co-broke commission for each qualifying home sale.
 - e) The registration is valid for sixty (60) days only. You will not be entitled to receive a co-broke commission unless a purchase agreement between your Client and the Developer is entered into on or before the date 60 days following the registration date. Purchase agreements must be on the Developer's forms and on such terms and conditions as are acceptable to the Developer in its sole and absolute discretion.
 - f) To register your Client at a Robson Resort Community, you and your Client must go to that Community's new home sales office together at the time at the time the registration form is submitted by you, which must be the first time the Client visits the Community and prior to the Client being listed in the Developer's or Robson Communities' lead bank. The registration form will not be effective until it is signed by you, the Client and the Developer.

The Developer reserves the right to amend, revise or revoke this co-broke commission program without notice, at any time and from time to time. This document is not an offer or a contract and in no way creates an agency relationship between the Developer and Broker or the salesperson. Broker and its salesperson(s) are agents for the Client and have no right, power or authority to make any agreements, representations or concessions on behalf of the Developer. Any home sales will be on such terms and conditions as are acceptable to the Developer in its sole and absolute discretion as set forth in the purchase agreement signed by the Developer and the Client.