



NEW HOME SALES - BROKER / AGENT POLICY

DeNova Homes values the real estate professionals in the communities where we build new homes and we appreciate referrals from the resale Brokers and Agents who direct their clients to our new home communities. Accordingly, we wish to share with you our policies regarding compensation when circumstances merit payment of a referral fee.

REGISTERING:

In order to register your client, you will need to accompany them on their first visit and complete the Broker Registration form. By providing the completed Broker Registration form, the Broker/Agent represents that they have obtained authorization from the Client to provide their name and contact information to DeNova Homes. All Client registration(s) must be verified to confirm that their Clients were not previously registered with DeNova Homes.

RULES AND REGULATIONS (BROKER/CLIENT REFERRAL POLICY)

1. Broker/Agent Referral Policy payment amounts and terms may differ from community to community and residence to residence, Broker/Agent referrals may not be offered for all residences in a community or in all DeNova Homes new home communities.
2. Broker and/or Broker Representative must register Client in advance or upon Client's first visit to the community by fully completing the Broker Registration Card, available at the Sales Office
3. Subsequent Broker registrations will not be allowed for Clients registered on-site without Broker or Broker's Representative upon their first visit.
4. The Broker/Agent relationship will be recognized for sixty (60) days from the date of Registration and will expire after that unless the registration is updated.
5. The broker's referral fee will be paid by the client at the close of escrow, provided the broker was registered during the client's initial visit and the home is purchased within sixty (60) days of that registration. Referral credit will be applied directly to the buyer at closing, and it is the client's responsibility to compensate their broker accordingly.
6. If more than one Broker or Broker's Representative registers the same Client, the referral fee will be paid to the Broker the Client designates at the time of purchase—regardless of the order of registration. It is the Client's responsibility to determine which Broker they wish to compensate.
7. Seller Representatives will communicate directly with Purchaser.
8. All referral fees are subject to verification that Broker or Broker's Representatives hold valid and active real estate licenses in the State where the community is located at time of purchase.
9. DeNova Homes may change the terms of its Broker/Agent Referral Policy, including the residences covered by the offer, at any time without notice.
10. Seller Representatives will complete all of the necessary paperwork, including written offers, execution of the purchase agreement, escrow follow-up, and administration of the purchase transaction.
11. The Broker/Agent Referral fee shall be paid only if the Client closes escrow for the residence specified in the accepted Broker/Agent Registration. If escrow does not close for any reason, including the fault of the seller, no referral fee shall be credited to buyer.

MARKETING:

DeNova Homes maintains the exclusive rights to all text, imagery, and video assets located within our website, YouTube Channel, brochures or other DeNova Homes marketing materials.