



**BROKER/REALTOR® COOPERATION GUIDELINES - CUSTOMER REGISTRATION**

Thank you for selecting Wonderland Homes ("BUILDER") to fulfill your prospective Buyer's needs. Commission will be paid to the undersigned Real Estate Broker ("Broker/REALTOR®") only when the transaction is closed, deed is delivered and consideration is paid provided the following guidelines are met:

1. The Broker/REALTOR® must accompany and register the prospect on the prospect's first visit to the sales office.
2. The Broker/REALTOR® is protected against a direct sale by this BUILDER at this location for 30 days.
3. After 30 days, provided the prospect has not entered into a binding contract for the purchase of a home with BUILDER, the BUILDER-Broker/REALTOR® relationship must be reestablished in writing by re-registering the prospect
4. Any dispute arising among Broker/REALTOR®(s) due to these guidelines shall be resolved by the Broker/REALTOR®(s) involved.
5. The BUILDER acknowledging this agreement has a single price policy. The same price whether a home is sold directly by the BUILDER'S sales person or in conjunction with a co-op Broker/REALTOR®.
6. In whatever capacity the Broker/REALTOR® is acting, he/she must have a current and active license with the Colorado Division of Real Estate. By signing below the Broker/REALTOR® acknowledges that he/she has the duties and restrictions/prohibitions as provided by Colorado law.
7. The BUILDER'S Contract and additional addenda have been prepared by the BUILDER'S attorney for the benefit and protection of the BUILDER. By Colorado Law, BUILDERS cannot use the standard Colorado sales contract or addenda which are used for the sale of *existing* homes. The BUILDER'S contract is not subject to review or approval by the Colorado Real Estate Commission.
8. The Broker/REALTOR®'s commission will be 2.8% of the base price\* plus any lot premium as reflected in the Contract; the commission will be paid when the transaction is closed. (\*In the event of the sale of an MLS-listed property, the commission shall be paid on the MLS or initial contract price. If price concessions are granted by Wonderland Homes, those price concessions will be deducted from the contract price for commission calculations.) See page 2 of this form for conditions applicable to multiple contracts written within a calendar year. In no event shall commission be payable if the prospect fails to close on the purchase of the home, for any reason whatsoever.
9. The BUILDER'S sales staff is prepared and trained to:
  - a. Show the prospect the product, answer all questions and communicate directly with the prospect as necessary.
  - b. Write the contract on the BUILDER'S forms, prepare change order(s), discuss and facilitate financial programs and commitments
10. No member of BUILDER'S sales staff has any authority to modify the items of this document or the authority to make any oral representation or agreement, upon which Broker/REALTOR® may rely to cancel, change or modify any portion of this document.
11. All parties signing below hereby acknowledge receipt of a copy of this document.

**PLEASE CHECK ONE:**

First Registration  Registration Renewal-Date of first Registration \_\_\_\_\_ | **AGENT'S ACTIVE LICENSE#:** \_\_\_\_\_

Contract Price Subject to Commission \$ \_\_\_\_\_ Commission to be paid \$ \_\_\_\_\_  
 BUYER: \_\_\_\_\_ BROKER: \_\_\_\_\_

Prospective Buyer's Name (please print) \_\_\_\_\_

Broker/Agent Name (please print) \_\_\_\_\_

**ACKNOWLEDGED BY:**  
**(SUBJECT TO CONFIRMATION PROSPECT HAS NEVER PREVIOUSLY VISITED THIS SALES OFFICE/HOME SERIES)**

Office Phone: \_\_\_\_\_ Cell: \_\_\_\_\_

Email: \_\_\_\_\_

**X** \_\_\_\_\_  
 Builder's Sales Representative Date

Broker Company Name (please print) \_\_\_\_\_

**The above-named Broker/ REALTOR® is acting as a:**  
 (check one):  Transaction Broker  Buyer's Agent

\_\_\_\_\_ Community/Collection

\_\_\_\_\_ Company Address City Zip

**X** \_\_\_\_\_  
 Broker Signature Date

*NOTE: This registration form is not valid unless signed by a Wonderland Homes Sales Consultant. This is not a blanket registration for all Wonderland Homes communities. Please accompany and register your prospective purchaser at the Wonderland Homes Sales Office in each community they may be considering. By providing contact information you are authorizing Wonderland Homes to contact you by phone, email or mail.*



**PAGE 2**

The provisions of this page apply to multiple contracts written within any calendar year; to take advantage of the provisions offered herein, the individual Broker/REALTOR® must be properly registered as set forth on the first page of this form and the pertinent contracts must be dated between January 1 and December 31 of a single calendar year.

For each successive contract written in a calendar year, Wonderland Homes will pay the cooperating Broker/ REALTOR® an additional commission of 0.2% up to a maximum of 4.0% per closing. The graduated commission rate will be paid on the basis of the total number of sales contracts attributed to the cooperating Broker/ REALTOR® within the calendar year, but will be paid as closings occur. For the sake of illustration, the following example is offered.

Smith contract written 2/15/18	Closes 5/31/18(1)	Co-op 2.8%
Jones contract written 3/31/18	Closes 9/15/18(3)	Co-op 3.2%
Gray contract written 5/3/18	Closes 6/30/18(2)	Co-op 3.0%
Brown contract written 8/1/18	Cancel	
White contract written 12/20/18	Closes 3/31/19(4)	Co-op 3.4%
Green contract written 1/3/19	Closes 3/15/19(1)	Co-op 2.8%

Of the five contracts written in 2018, four eventually close and as each successive closing occurs, the co-op commission is augmented by 0.2%. The contract that cancels does not figure into the additional commission computation. And the sixth contract is written in the next calendar year, and so starts the progression anew.

In order to accurately and promptly compensate you under this program, please list any Wonderland Homes contracts on which you are the cooperating Broker/ REALTOR® within the current calendar year. We will track these and adjust the commissions according to the number of closings and the dates on which they occur. (We will enter the closing date.)

Buyers	Community	Contract date	Closing date
Buyers	Community	Contract date	Closing date
Buyers	Community	Contract date	Closing date
Buyers	Community	Contract date	Closing date
Buyers	Community	Contract date	Closing date
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