



AMERICAN LAND MART

Company Policy Regarding Cooperative Brokerage Agreements

Coldwell Banker American Land Mart will pay cooperative brokerage commissions to Realtors® and other real estate firms that adhere to the qualifying criteria set forth in this policy.

1. Coldwell Banker American Land Mart will pay 50% of the commission paid by a seller to another real estate company provided that the sales associates and associate brokers of that firm have met at least one of the following qualifying criteria.
 - a. A licensed representative of the company representing the buyer must be present at the initial showing of the property listed with Coldwell Banker American Land Mart. This applies to both new and resale property. In the case of subdivisions with model homes, this includes the initial visit by the customer to the model home.
 - b. A customer clearly states that he or she is working with a real estate agent and gives name and contact number to the Coldwell Banker American Land Mart Listing Agent. It is company policy that listing and subdivision agents ask each customer at least twice if they are working with an agent and the question also appears on the customer registration forms in each subdivision and on displays in each model home.
 - c. A licensed representative of the company representing the buyer calls the Coldwell Banker American Land Mart Listing Agent and makes an appointment for the buyer to view property – new or resale –with the Coldwell Banker American Land Mart Listing Agent and states that he or she has a written Exclusive Buyer Brokerage Agreement with that buyer. In this case the agent from the other company may not have to be present during the initial showing – although the final decision rests with the Coldwell Banker American Land Mart Listing Agent.
2. Coldwell Banker American Land Mart offers commission bonuses on certain houses or subdivisions. The bonus can be a dollar amount or a fraction of a % of the sales price. This offering will be promoted in the MLS listing on the property

as a variable commission rate and the specific amount or % of the commission bonus will be stated on the house or subdivision flyer. In order to receive this commission bonus, at least one of the qualifying criteria shown above must be met.

3. When the qualifying criteria has not been met and an agent becomes involved with a transaction after the initial showing, Coldwell Banker American Land Mart Listing Agents may offer a lower % commission or a fixed \$amount as a transaction fee. This is not a referral fee – it is a transaction fee that will be paid at closing -- provided the agent who became involved in the transaction-in-progress performs some task relative to the transaction. This can be contract preparation, acquisition of mortgage financing or any other task specified by the Coldwell Banker American Land Mart Listing Agent.
4. Coldwell Banker American Land Mart and each of its sales associates and associate brokers belong to the Rockdale County Board of Realtors® and as such adhere to the Code of Ethics and expect all other Realtors® to do the same. The arbitration process is available to all Realtors® in the event of disputes and misunderstandings. Written company policies are admissible as evidence at arbitration hearings and other legal venues.
5. Coldwell Banker American Land Mart Listing Agents will refer to this company policy in the “eyes only” section of the MLS listing by stating “Co-op commission paid per company policy” or similar language and provide any licensed individual with another company a copy of this policy when asked.
6. In addition, many of the builders in Coldwell Banker American Land Mart’s subdivisions offer an increased commission amount (or bonus) to selling agents and an offer to pay up to a certain \$amount of the purchaser’s closing costs – provided the purchaser uses a lender approved by the builder. It is the policy of this company that we reserve the right to eliminate both the increased commission amount (or bonus) to the selling agent and the builder’s offer to pay an amount of the closing costs in the event that the purchaser chooses to use a lender not approved by the builder for that subdivision. Selling agents must be notified of this policy at time of signing of the contract by the Coldwell Banker American Land Mart Listing Agent.

Adopted as policy January 4, 2005
By Coldwell Banker America Land Mart