



## STANDARD PACIFIC

Our goal is that introducing a client to a Standard Pacific neighborhood will be a positive and successful experience for you. By providing you with a statement of our policies, we hope to assure that you, your clients and your company may enter into this relationship with a clear understanding of the terms and conditions established by Standard Pacific. Thank you for your efforts on behalf of our neighborhood and our company.

### **STANDARD PACIFIC'S RULES GOVERNING PAYMENT OF REFERRAL FEES TO LICENSED REAL ESTATE AGENTS**

Standard Pacific will pay from 1% to 3% referral fee of the net price on qualifying homes to licensed real estate agents who introduce their clients to one of our cooperating communities ("Standard Pacific Communities") ONLY if ALL of the following conditions have been met:

1. The agent must register in writing as the agent for the client at each Standard Pacific Community to which the client is being introduced by the agent by entering into a Broker Registration and Referral Fee Agreement. The form is available from our sales representatives and is the only form that will be accepted. Note: Not all Standard Pacific Communities and/or Homes are eligible for a Referral Program. Please see the Sales Representative for details.

2. The agent must accompany his or her client on the client's FIRST visit to the specific Standard Pacific Community. Even if a client has been registered, no referral fee will be paid if the client is not accompanied by the agent on the client's first visit to the Standard Pacific Community. If a client has previously registered on Standard Pacific's Interest Registry, or the interest list of any master developer for the development in which the Standard Pacific Community is located, no referral fee will be paid.

3. The client must purchase and close escrow on a "qualified" home in the specific Standard Pacific Community to which the client has been introduced and registered by the agent. No referral fee will be paid if the client purchases a home in a different Standard Pacific Community than the one to which the client has been introduced and registered by the agent. No referral fee will be paid if the client purchases a home that does not qualify.

**4. This offer is only available on homes that enter into a reservation deposit beginning 11/5/08.**

**5. Referral fees will only be paid on "qualified" homes. Please see the sales representative to verify that a specific home will qualify for a referral fee.**

In addition, the following rules shall apply:

- The Standard Pacific sales representative will handle all the necessary paperwork for the sale and escrow.
- Standard Pacific will provide all necessary forms and contracts for the client. Standard Pacific cannot honor contracts for sale on forms other than those approved by Standard Pacific.
- The Standard Pacific sales representative will update the agent on progress during the escrow period and may call the agent from time to time with questions of the buyer.
- Provided all conditions have been met and upon the closing of the escrow the referral fee shall be paid to the licensed brokerage company listed on the registration form at the time of execution of the contract. Should the purchase of the property fail to close for any reason, no referral fee will be paid to the referring agent or broker. The following people will not qualify for a referral fee on the home they are buying: (1) brokers and agents purchasing as principals; (2) previous or current owners of a Standard Pacific home; (3) employees of or immediate family members of an employee of Standard Pacific.

The above terms and conditions will be strictly enforced. Please see a sales representative for further details.

We are eager that your clients may achieve their homebuying goals in a smooth, efficient and equitable manner, so that the experience is a credit to you. In the spirit of that aim, we will strictly enforce all conditions. **Standard Pacific may modify or terminate these policies at any time and without notice. Thank you for your cooperation.**