

Broker Participation Policy

While customers are free to use their own broker/agent when purchasing a home from Lennar, Lennar does not pay commissions to cooperating real estate brokerages in all communities. In order for a participating cooperating real estate brokerage (“Cooperating Broker”) to receive a commission in connection with the sale of real property in a certain community, Lennar must be offering a commission in the community and the Cooperating Broker must be documented on the first customer interaction with a Lennar employee.

This means that the prospective buyer (the “Prospect”) must identify and register the Cooperating Broker: (i) when Prospect first contacts Lennar about a home or community; (ii) when Prospect first discusses or is introduced to a community or home by Lennar’s internet sales employees; (iii) when Prospect first visits a community; or (iv) when Prospect first attends a self-guided tour of a community, whichever is first to occur. A failure of a Prospect to register Cooperating Broker upon the initial communication with Lennar about any community will render Cooperating Broker ineligible for commission. Registration of a Prospect by a Cooperating Broker is not sufficient for Cooperating Broker to be eligible for a commission. Cooperating Broker, or its affiliated sales associate, must also accompany the Prospect during Prospect’s initial visit or initial self-guided tour of a home in a community. If Prospect is not local and does not visit the community in person, the Cooperating Broker, or its affiliated sales associate, must accompany Prospect on the first virtual tour. If Lennar’s tracking system indicates that the Prospect previously inquired about a community, was initially introduced to a community by anyone other than Cooperating Broker, initially registered at a sales office and/or attended a self-guided tour of a community without registering or being accompanied by Cooperating Broker or its affiliated sales associate, neither Cooperating Broker nor its sales associate shall be entitled to receive a commission in connection with the sale of real property in any Lennar community to such Prospect.

The registration is effective for a period of sixty (60) days from the date of registration (“Registration Period”). Cooperating Broker may extend the Registration Period for an additional sixty (60) days by accompanying Prospect to the sales office for the community in person (or virtually if Prospect is not local) before the expiration of the initial Registration Period. Additional terms and conditions may be required by Lennar’s individual homebuilding divisions. Cooperating Broker will not be eligible for a commission if Cooperating Broker and Lennar do not execute a written agreement (“Cooperating Broker Agreement”) setting forth the amount of the commission and any additional terms and conditions prior to or at the time Buyer contracts to purchase a home. The Cooperating Broker Agreement shall be null and void if Cooperating Broker or its sales associate have violated the terms of this Broker Participation Policy. In addition to any other conditions set forth in this Policy and any Cooperating Broker Agreement, in order for Cooperating Broker to be eligible to receive a commission, the Prospect must contract to purchase a home in the community before the expiration of the Registration Period, and close on the purchase of the home pursuant to the Purchase and Sale Agreement. This registration, or any extension thereof, does not protect Cooperating Broker from another cooperating broker or broker registering the same Prospect with Lennar. In all cases, Cooperating Broker shall be solely responsible for payment of any commission to its sales agents. The registration forms, sign-up sheets and other incentives, contracts, or forms given to Prospects or buyers of homes are trade secrets of Lennar.