

# CHALLENGER HOMES

## 2020 REALTOR REWARDS BONUS PROGRAM

### TERMS & CONDITIONS

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#### PROMOTIONAL OFFER DISCLAIMER

#### FOR REAL ESTATE PROFESSIONALS ONLY

The offered promotion is available for a limited time only. The monetary values attached to this promotion are restricted to contracts signed and **closed** within the 2020 calendar year (from 1/1/2020 through 12/31/2020). Furthermore, this promotion (2020 REALTOR REWARDS BONUS PROGRAM) is subject to certain terms, conditions and restrictions.

- To be eligible for this promotion, the realtor must be 18 years of age or older and employed by or otherwise associated with an active real estate broker licensed to do business in Colorado.
- Realtor must be in good standing with the Colorado Real Estate Commission and have a current and active real estate license in the State of Colorado.
- In order for a realtor to be eligible to earn a reward bonus, realtor must enroll in the Challenger Homes 2020 Realtor Rewards Bonus Program by registering with Challenger Homes on the company website at <https://challengerhomes.com/realtor-corner>.
- Realtor must pre-register their client on the company website at <https://challengerhomes.com/contact> prior to client's first visit to a Challenger home or sales center. Failure to pre-register client will disallow any sales for that client towards any applicable 2020 rewards or bonus program.
- Seller will confirm the relationship with the buyer upon their visit to a sales center at a Challenger Homes model home.
- Realtor must be present or actively involved at the time of contract when their buyer signs the realtor co-op addendum as part of the buyer's purchase agreement.
- Realtor's personal name and brokerage name must be on the realtor co-op addendum as part of the buyer's purchase agreement.
- Realtor and buyer must both sign the realtor co-op addendum as part of the buyer's purchase agreement. Realtor must actively represent the client from contract through home closing in order for said contract to qualify towards any 2020 bonus or rewards program.
- Realtor commissions and bonuses are paid on closings, and not on contracts, written during the 2020 calendar year.
- Throughout the 2020 calendar year, Challenger Homes will maintain a running list of all closings for each individual realtor. Realtor may request a copy of their individual accrual list of the total number of closed homes from Challenger Homes no more than once per month during the calendar year. All requests need to be made in writing via email to [marketing@challengerhomes.com](mailto:marketing@challengerhomes.com).
- ALL taxes that may be incurred by the Realtor who participates in this program are the sole responsibility of the Realtor.

- Realtor is required to submit a signed W-9 form to Challenger Homes prior receiving a realtor bonus.
- Eligibility of a bonus payout is restricted only to homes that contract and close in 2020 and/or by 12/31/20.
- No payouts will be made to the realtor, for any reason or delay that is controlled or not controlled, by the buyer, realtor, Challenger Homes, weather, construction, financing, lender, or act of God if the home is unable to close in 2020. Other limiting factors may apply that are not listed that may affect the completion of a successful closing in 2020 which may eliminate the possibility of a bonus payout to a realtor.
- Challenger Homes reserves the right and has the sole discretion to determine the eligibility of all realtor bonus payouts.
- The bonus level payouts listed below apply to purchase agreements fully executed during the Program Period. Purchase Agreements fully executed prior to 1/1/20 are excluded. The bonuses are paid only if and when the purchase agreement closes and fully funds. Purchase agreements that do not close and fully fund will not be included in the bonus calculation.
- Bonuses are subject to verification of Program enrollment and successful closings.
- All bonuses are based strictly on closings in 2020 and/or by 12/31/20.
  - 1<sup>st</sup> Closing – No bonus is paid to the realtor at this level. The first closing qualifies the realtor for the realtor rewards bonus program.
  - 2<sup>nd</sup> Closing – Realtor receives 3% realtor co-op and a \$1,000 bonus at closing.
  - 3<sup>rd</sup> Closing – Realtor receives 3% realtor co-op and a \$2,000 bonus at closing.
  - 4<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$3,000 bonus at closing.
  - 5<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$5,000 bonus at closing.
  - 6<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$2,000 bonus at closing.
  - 7<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$2,500 bonus at closing.
  - 8<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$3,000 bonus at closing.
  - 9<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$3,500 bonus at closing.
  - 10<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$10,000 bonus at closing.
  - 11<sup>th</sup> Closing – No bonus is paid to the realtor at this level. The eleventh closing qualifies the realtor to continue participating in the realtor rewards bonus program.
  - 12<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$1,000 bonus at closing.
  - 13<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$2,000 bonus at closing.
  - 14<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$3,000 bonus at closing.
  - 15<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$5,000 bonus at closing.
  - 16<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$2,000 bonus at closing.
  - 17<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$2,500 bonus at closing.
  - 18<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$3,000 bonus at closing.
  - 19<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$3,500 bonus at closing.
  - 20<sup>th</sup> Closing – Realtor receives 3% realtor co-op and a \$10,000 bonus at closing.
  - For additional closings (beyond the 20<sup>th</sup> closing), the realtor bonus program continues to repeat itself in its entirety as illustrated above.

Information accurate as of January 1, 2020 and is subject to change without notice at any time. See a new home sales counselor for details. A Broker/Agent must register their client in person on client's first visit at each community for a Broker/Agent to receive a commission and/or bonus. Programs apply to sales of new construction only with Challenger Homes. Challenger Homes reserves the right to change, modify, or discontinue this Program at any time. Other terms and conditions apply.