

SAVVY NEW HOME BUYERS & the Builder/Broker Code

Home Builders want Realtors to bring their clients to their New Communities to help them sell homes. The Builder/Broker Code is an agreement between the Tucson Association of REALTORS and the Southern Arizona Home Builders Association that welcomes REALTORS to Professionally Represent their Clients in Purchase of a New Home. Here is what this means to YOU:

- Our Clients gain the benefit of having Nara Brown, Realtor professionally represent them in the purchase of their brand new home. We represent only our Clients, negotiating on your behalf and expertly guiding you through the New Home Purchasing and Construction Process.
- Home Builders have pledged themselves to a “Single Price Policy”, so their published prices are the same whether you are represented by Nara Brown, Realtor or if you decide to try to navigate the purchase of your new home directly from the Builders Sales Associate on your own. You will not pay more when you use us to represent you.
- We receive compensation from the Home Builder after the close of escrow.
- Home Builders require REALTORS to accompany their Clients and register them on the **FIRST** visit to the Builders on-site sales office in the neighborhood. This registration will be honored for 30 days by the Home Builder, with an extension of an additional 30 days at the written request of the sales agent. This means that buyers may revisit the site with or without their REALTOR, knowing that their relationship with their own agent will be honored and respected.

CALL US FIRST!

Remember, it is to your advantage to have Nara Brown, Realtors accompany you on your **FIRST** visit to the Builders Sales Office to guarantee that you are professionally represented during the purchase, construction and closing process of your new home!

For more information, see the Builder Broker Code down below.

The Builder Broker Code

This code is established for the benefit of the Southern Arizona Builders Association (“SAHBA”) Members (“Builder”), Tucson Association of REALTORS® (“TAR”) Members, or for the benefit of Multiple Listing Service Participants (“Cooperating Broker”) who wish to cooperate in the sale of new homes, and home consumers who may take advantage of the benefits that accrue when Cooperating Brokers are involved in the home buying decision. The practice of individual builders or sellers of homes compensating Cooperating Brokers for their services in promoting sales and bringing clients to homesites and subdivisions is believed to further these goals.

Accordingly, it is believed as follows:

- I. The Cooperating Broker should be entitled to compensation when:
 - A. **The Cooperating Broker accompanies the purchaser on the initial visit to a specific subdivision** and the visit results in a sale within 30 days.
 1. A registration form shall be provided by the Builder and shall be honored for 30 days.
 2. A registration may be extended for an additional 30 days by either of the following:
 - a. a revisit or registration by the purchaser and/or Cooperating Broker; or
 - b. written notice from the Cooperating Broker to the Builder advising of the purchaser’s continued interest in the site.
 - B. Should the purchaser return with a subsequent Cooperating Broker and a sale is agreed upon between the Builder and the purchaser, then the Builder would not be liable for compensation to the original Cooperating Broker.
- II. This Builder/Broker Code includes the following points:
 - A. The policy of SAHBA, TAR and their members is to cooperate with the Cooperating Brokers. **There shall be full and equitable cooperation between Cooperating Brokers, Builders and their clients, as such conduct will promote better advice, assistance and benefits to the parties and their clients.**
 - B. Builder or Cooperating Brokers acting as agents or subagents for Builder shall disclose that relationship to the purchaser in accordance with Arizona State law.
 - C. Purchase contract and addenda will be specified by the Builder.
 - D. Title company and mortgage company may be specified by the Builder.
 - E. **Compensation shall be paid upon close of escrow or as specified by the Builder.**
 - F. At the point of each sale, the Builder will indicate whether the compensation is based upon the gross sale price, including extras, or whether the compensation is based only on the base price.
 - G. Any representations made by a Cooperating Broker to a purchaser are not binding upon the Builder, unless either incorporated into the purchase contract or in an addendum signed by the Builder.

Any grievance arising from this Code will be referred to an arbitration committee composed of members of the Southern Arizona Home Builders Association and the Tucson Association of REALTORS®.