



## REGISTRATION POLICY FOR REAL ESTATE BROKERS AT NEXUS

As a Real Estate professional, you play an important part of our team. We appreciate and value your time and consideration in making the reservation process, as well as the eventual conversion to a purchase and sale agreement at NEXUS, rewarding for all parties. We strive to make working with us as simple as possible for you and your clients. We also appreciate you understanding the need to establish clear expectations about buyer agency and communications, as well as contribution and compensation. Given the high level of demand, it is important to have our roles in representation well understood.

In order to receive the full commission (2.5% SOC), you must either:

1. Accompany your client (our buyer) on the client's first visit to the NEXUS Preview Center; or
2. Have your client register you upon their first visit to the NEXUS Preview Center or upon initial guest registration online; or
3. Pre-register you client online at [www.NEXUSseattle.com](http://www.NEXUSseattle.com) and/or [www.NEXUSreservation.com](http://www.NEXUSreservation.com)

Your client must complete our Guest Registration Card or provide us with your current business card upon arrival. If these requirements are met, we will honor this registration for as long as your agency relationship exists and the full advertised SOC will be honored in the future purchase and sale agreement associated with the reservation instrument. You are not required to accompany the buyer on all future visits.

Alternatively, the selling entity may pay you a referral amount of 1% of the sales price on a home if the above conditions are not met and you later represent your client in their purchase at NEXUS.

To receive a commission, you must hold a valid Washington State real estate license as of the date of the registration and the buyer's close of escrow.

We look forward to helping you successfully represent your buyer at NEXUS and we thank you in advance for your observance of this buyer registration policy.

For more information, please visit our website at [www.NEXUSseattle.com](http://www.NEXUSseattle.com).

1200 HOWELL STREET LLC  
a Washington limited liability company

By: The International Land Group  
Its: Manager

By:   
Christian Chan, Vice President