



## REALTOR® Program - Earn 3% Buyer Broker Fee\*

**At Carina, we realize that most home buyers in our market already have a REALTOR® - we welcome your expertise in buyer advocacy!**

**Carina Construction Team includes:** **Matt Haney**, Owner/Builder; **Elise Haney**, Interior Designer; **Christine "CJ" DelVecchio**, Director of Sales & Marketing/NYS Licensed Associate Real Estate Broker with Warren Real Estate; **Amy Austin**, Contract Coordinator; **Cassie Ryan**, Project Coordinator.

### How This Works-The Process:



#### **1. FACE-TO-FACE MEETING WITH YOU, YOUR BUYERS AND CARINA CONSTRUCTION**

This provides a good framework for whether Carina can build a home for the buyer in terms of price, style and timeframe.

#### **2a. BUYER ALREADY OWNS LAND?**

Schedule Matt to walk the land with you and the buyer to help with pricing for site preparation.

#### **2B. BUYER NEEDS LAND TO BUILD?**

Work with the Buyer to find a suitable land parcel in their price range.

#### **3. HELP WITH FINANCING PROCESS**

We have a list of lenders we've worked with successfully on construction loans. Help the buyer get the best loan for their needs & communicate on the process with Carina.

#### **4. HELP BUYERS WITH DESIGN CHOICES**

Work with the buyer to help them make good design decisions, keeping in mind re-sale.



#### **5. HANDLE CONTRACT PAPERWORK**

Once a contract is signed by Carina and your buyer, your help is needed in sending the contract to attorney & bank.

*\* Buyer Agent must materially participate in helping the buyer through the steps 1-5 above. Once a contract is signed and the modular home order is placed, Carina will send you/your Broker a letter confirming the sale and your 3% buyer broker referral fee. Also note that the referral fee is:*

- a. *Paid to your broker **within 3 business days after delivery of the modular home, or payment of same***
- b. ***Price Protected** -your fee is included in Carina's standard pricing - it does not add to your buyer client's cost to build*
- c. *Does not include the land cost - commissions for the land sale are subject to the land deal your buyer client signs*