

## **Pioneer Developers of America Inc. Broker/Agent Participation Policy**

Customers are free to use their own real estate brokerage when purchasing a home from Pioneer Developers of America Inc. (Pioneer). In order for a participating real estate brokerage (“Broker/Agent”) to receive a commission in connection with the sale of real property the Broker/Agent must be documented on the first customer interaction with a Pioneer in-house real estate agent or an employee of Pioneer.

The failure of a Broker/Agent to register a Prospect, or the Prospect to register Broker/Agent, upon the initial communication with Pioneer will render Broker/Agent ineligible for commission.

Registration alone of a Prospect by a Broker/Agent is not sufficient for Broker/Agent to be eligible for a commission. Broker/Agent, or its affiliated sales associate, must also accompany the Prospect during Prospect’s initial visit or initial self-guided tour of a home. If Prospect is not local and does not visit the community in person, the Broker/Agent, or its affiliated sales associate, must accompany Prospect on the first virtual tour. If Pioneer’s tracking system indicates that the Prospect previously inquired about a community with a Pioneer employee without identifying and registering the Broker/Agent or, initially registered at the Model Home and/or attended a self-guided tour of a community without registering or being accompanied by Broker/Agent or its affiliated sales associate, neither Broker/Agent nor its sales associate shall be entitled to receive a commission in connection with the sale of real property in the Pioneer community to such Prospect.

Broker/Agent will not be eligible for a commission unless the Selling Broker paragraph of the Purchase Agreement, setting forth the amount of the commission and any additional terms and conditions prior, is completed in the agreement.



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