

Camberley Homes



Realty Partner Program

Unlocking the Opportunity



CAMBERLEY
HOMES

Realty Partner

A Rewarding Partnership

Teaming with Camberley Homes® as a Realty Partner offers significant benefits, is easy to join, and provides a profitable and painless experience. In addition to the prestige of partnering with one of the region's premier custom home builders, the rewards include:

Full Commissions

As a Realty Partner, you will earn a commission of 3% of the total purchase price, not just on the base price, of a Camberley home. This commission will be paid directly to the broker at settlement. Any additional commission arrangements are between you and your broker outside of the Camberley Homes purchase agreement and settlement.

Strong Referral Program

Qualified relocation referrals earn Realty Partners a reimbursement of up to 1% at settlement. This does not include agent or broker-to-broker referrals. A relocation contract and/or commission agreement must be provided to the Community Operations Manager at contract in order for us to recognize any relocation reimbursement at settlement.

Timely Communications

Realty Partners will receive frequent e-mail updates, offering time-critical communications such as: early notification of lot releases; new community and model openings; current sales inventory; and the like, keeping you ahead of the competition.

For express registration, simply visit www.camberleyhomes.com and become part of a dynamic organization.

The Camberley Approach

Camberley Homes was created to provide its clients and their Realty Partners with not only a distinctive home, but also a customized homebuilding experience.

Formed by Winchester Homes,[®] one of the region's most respected names in residential building, Camberley Homes has shaped a new vision of what the homebuilding—and buying—experience should be.

Through in-depth conversations with the homebuying public, careful planning, and by drawing on their own professional experience, the Camberley Homes team has learned this is a vision shared by the Washington region's most discriminating buyers.

A Flexible Process

Camberley Homes recognizes your value in the home buying process and continually strives to make our relationship as professional, profitable and mutually rewarding as possible. That's why we offer you and your client a unique opportunity to become an integral part of the design and construction team that creates your new Camberley home.

If you choose, we'll provide you the opportunity to be completely engaged in the creation of your client's home. Camberley Homes believes the end result will be the home your client truly desires—one that will offer years of pride, pleasure and satisfaction. From the initial In-Depth Interview, to final walkthrough and closing, the Camberley process assures that your client's personal vision will be brought to life just the way they want it through every phase of construction.

Purchasing A Camberley Home

The purchase agreement and various addenda that were recently presented to your clients at the contract meeting constitute the legal understanding regarding the purchase of their new home. Please read the purchase agreement and all attachments carefully as they contain our mutual contractual obligations.

Post-Contract Meeting

The post-contract meeting is the first of several scheduled meetings. The time frame for this meeting is typically 5–7 days after the purchase agreement is signed. It will be held with your clients and the Community Operations Manager for their community. The purpose of this meeting is to review in detail the Camberley Homes Homeowner's Manual that was presented to your clients after the signing of the purchase agreement. If you would like a complete copy of this manual, your Community Operations Manager will be happy to provide one. It is also available online at www.camberleyhomes.com. This manual will give your clients a clear

understanding of our processes and what we will be able to provide. At the conclusion of this meeting, your clients should be able to make an educated assessment of whether or not Camberley Homes is likely to meet all expectations. This meeting is designed to last approximately one hour.

It is important that your clients read and become familiar with all of the material in this manual prior to the post-contract meeting. We understand there is a lot of material, but given the size of the investment in time and money, your clients will certainly find the investment of a few additional time to read this manual cover-to-cover worthwhile. If your clients have any questions or need clarification on any step in the process, the post-contract meeting is the perfect opportunity to gain a clearer understanding. Please encourage your clients to read this manual prior to this meeting.

Financing A Camberley Home

Your clients have plenty of decisions to make when building a new home. We appreciate that they have put their trust in Camberley Homes. Let us show you why we put our trust in Winchester Home Loans, and why they should too.

Camberley Homes and Winchester Home Loans

Winchester Home Loans is committed to finding competitive and flexible financing solutions for Camberley Homes' homebuyers.

What the Relationship Means to Your Client

Satisfaction is our ultimate goal. Camberley Homes strives to provide customers with quality materials, finishes and amenities. We also seek to provide a highly satisfying, customer-focused mortgage lending experience that serves to complement the Camberley Homes purchase experience. Working with a lender who provides your clients with a full selection of products, superior services and competitive prices is essential. We are confident that Winchester Home Loans offers all this and more.

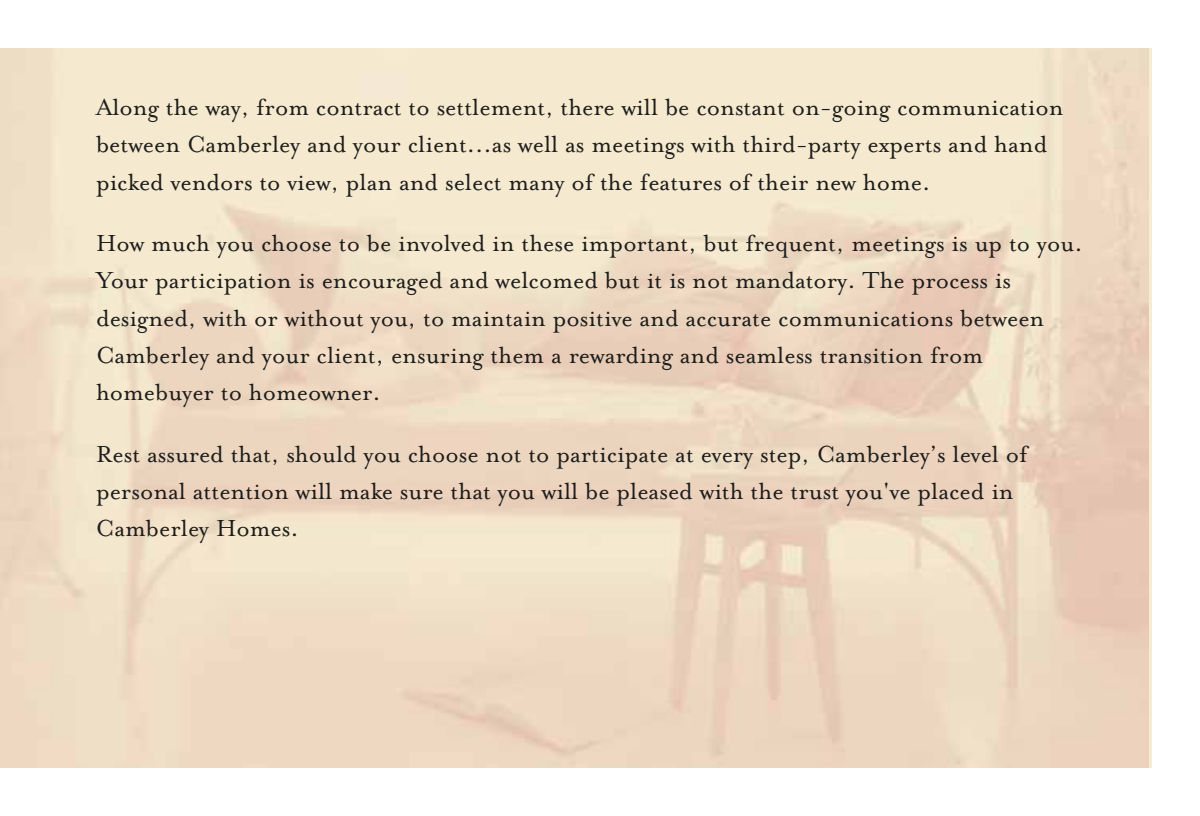
Scheduled Orientations

We provide for several scheduled orientations where your clients meet with the Community Operations Manager and/or Production Supervisor to review the progress of their home and discuss any questions or concerns.

Your Involvement in the Process

The Camberley process is unique to the homebuilding industry. Conceived from the ground up and based on extensive consumer research, it addresses all of the common complaints homebuyers have had when fulfilling their personal vision... the purchase and construction of their ideal home.

One of the features of the process is an In-Depth Interview with the homebuyer to ascertain what their needs and desires are in a new home. Some of the ideas, they will find, have never crossed their minds before but will be stimulated, or triggered, by the In-Depth Interview.



Along the way, from contract to settlement, there will be constant on-going communication between Camberley and your client...as well as meetings with third-party experts and hand picked vendors to view, plan and select many of the features of their new home.

How much you choose to be involved in these important, but frequent, meetings is up to you. Your participation is encouraged and welcomed but it is not mandatory. The process is designed, with or without you, to maintain positive and accurate communications between Camberley and your client, ensuring them a rewarding and seamless transition from homebuyer to homeowner.

Rest assured that, should you choose not to participate at every step, Camberley's level of personal attention will make sure that you will be pleased with the trust you've placed in Camberley Homes.

Closing

A delivery date will be targeted only when construction reaches a point when weather and other factors are unlikely to affect completion of your client's home. This occurs approximately 30 days before closing. Until then, many factors can influence the schedule.

Camberley Homes will notify your clients of the exact date and time of closing 15 or more days before the settlement appointment.

The final cost figure is available near the actual closing. Although a reasonably close estimate may be determined before the date of closing, the pro-ration of several items included is affected by the closing date and cannot be calculated until that date is known.

The title company is not authorized to negotiate or make representations on behalf of any of the parties involved in the closing.

Camberley Homes will have utility services removed from its name five days after closing. Your clients will need to notify all applicable utility companies of their move, so that service is provided in their name.

Thank you for taking the time to review our Realty Partner Program.
We invite you to join us in a successful and mutually rewarding relationship.



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HOMES

www.camberleyhomes.com

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"We are pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the Nation. We encourage and support an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, handicap, familial status, age or national origin."