



REAL ESTATE COMMISSION POLICY

A. Declaration of Existence of Agent

Representatives of the Department of Economic Development shall, at the first meeting with a prospective client to discuss purchase of land from the Development Authority, require the prospective purchaser to execute a letter in substantially the same form as that attached to this policy statement, stating whether or not that prospective purchaser is represented by a real estate agent or broker, and shall attach a copy of the contract signed between the prospective purchaser and his/her agent or broker.

B. Registration of Project for Commission

In order to qualify for payment of a commission by the Authority, a representative of the Department of Economic Development must be present when sites in any of the industrial parks are being shown to a client by the real estate agent/broker.

- C. The City of Virginia Beach Development Authority will recognize the client/broker relationship for a period of nine months from date of registration as noted in paragraphs A and B. The project can be re-registered provided the client is still represented by the broker, and the account is still active. The method of re registering a project shall be a letter in substantially the same form as the original registration letter, and must be signed by the prospective purchaser.

- D. The real estate broker must be named as the agent for the purchaser in any agreement or option that any client enters into with the City of Virginia Beach Development Authority.



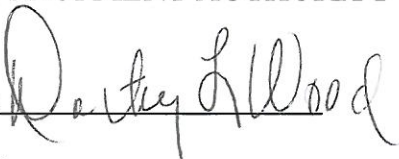
E. Real Estate Commission Schedule:

Sales Price	Cumulative Commission Rate
\$0 - \$500,000	5%
\$500,001 - \$1,000,000	3%
\$1,000,001 and up	2%

Any real estate agent/broker who is handling a project and becomes a principal in that project will not qualify for a real estate commission from the Development Authority.

It is expressly stated that the Development Authority will assume no relationship of any kind with the real estate agent. The agent exclusively represents his client and, simply because the Authority pays a commission to foster development within the City of Virginia Beach, the payment of that commission should not be interpreted that the real estate agent has any relationship whatsoever with the Development Authority.

CITY OF VIRGINIA BEACH
DEVELOPMENT AUTHORITY

BY: 

Chairman

ATTEST: 

Secretary

Place Letterhead of Real Estate Broker

Date

Virginia Beach Development Authority
4525 Main Street, Suite 700
Virginia Beach, VA 23462
Attn: Business Representative working with the project

Re: Location of site
Exact parcel number

Dear Mr. :

This letter is to confirm the registration of (client's name) with the Virginia Beach Development Authority relevant to any commission that would be paid to me by the Development Authority, should my client purchase the above-referenced site. This commission would be paid in accordance with the Real Estate Commission Policy that has been provided to me.

Sincerely,

Real Estate Broker's name
Title

Client's signature

Date executed