

**PARK PLAZA COOPERATIVE
MANUFACTURED HOME PLACEMENT INCENTIVE POLICY**

The Board of Directors adopts the following policy to encourage home purchases, move-ins and referrals.

Home Move-In Incentive

Unless the Cooperative is offering any other Move-In assistance, the Cooperative will issue a \$3,000 check to any new Member who moves a home into the Cooperative plus six (6) months half off lot rent. The check will be payable after the home is placed and Occupancy Agreement is signed and the six months half off lot rent will begin the first full month after the Member moves their home into the Cooperative.

Referral Incentive

Any resident of the Cooperative whose *written* referral results in a new member moving into the Cooperative will be eligible for one month's free lot rent, after the new member has resided in the Cooperative for six continuous months AND is current on lot rent and all other fees over the course of those six months.

Home Purchase Incentive

The following incentives apply to:

- Any new member of the Cooperative
- Any existing resident of the Cooperative who is a member in good standing

Value of home being sold by Co-op	Incentive - Free lot rent
\$0 to \$4,999	2nd month
\$5,000 to \$9,999	2nd month, plus <u>one</u> month after 12 months continuous occupancy
\$10,000 to \$14,999	2nd month, plus <u>two</u> additional months at least six months after initial occupancy AND six months apart
\$15,000 and up	2nd month, plus <u>three</u> additional months at least six months after initial occupancy AND six months apart

Dealer Placement

1. The Cooperative will actively market vacant lots to any manufactured home dealer which utilizes standard business practices;
2. In order to motivate dealers to site manufactured homes on the cooperative's vacant home sites, the Cooperative will offer the dealer six (6) months of free lot rent upon move-in of any home, after which the dealer will pay lot rent;
3. Any dealer seeking to sell a home on-site in Park Plaza Cooperative must enter into a contract to retain the home onsite until sold. Other terms and conditions can be found in the contract;
4. All potential buyers of any dealer homes will be required to complete the cooperative's screening process, qualify to live in Park Plaza Cooperative and be accepted as a member in the cooperative BEFORE any sales transaction occurs.

This policy was approved and adopted on March 16, 2017. The foregoing is a true and accurate account, attested by the Board's Secretary, Nicole Caldas.