

SALES INCENTIVE ADDENDUM

THIS SALES INCENTIVE ADDENDUM (this "**Addendum**") is executed in conjunction with and, by this reference, incorporated into the Purchase and Sale Agreement (the "**Agreement**") dated as of the _____ day of _____, 20____, between _____ ("**Seller**") and _____ ("**Buyer**") as to Lot _____ of Block _____ of _____ Subdivision/Plat, in the community known as _____ (the "**Community**").

1. **Defined Terms**

. All initially capitalized terms not defined herein shall have the meanings set forth in the Agreement, and all references in this Addendum to the Agreement shall be deemed to include references to this Addendum and to any other addenda and riders attached to the Agreement, which are hereby incorporated by this reference.

2. **Sales Incentives**

. Seller has agreed to offer certain specified sales promotions, marketing allowances, discounted options or upgrades, or other discounting of the Property as follows:

[SELECT APPROPRIATE OPTIONS]

[At Closing Seller will contribute _____ Dollars (\$_____) towards:] OR

[At Closing Seller will contribute _____ Percent (____ %) of the Total Purchase Price of the Unit towards:] OR

[At Closing Seller will contribute _____ Percent (____%) of the Loan Amount towards:]

Check One:

the location premium for the Unit.

the Total Purchase Price of the Unit.

Buyer's Closing costs.

documentary stamp taxes on the Deed, the premium for an owner's title insurance policy, the title search/exam fees and the costs to record the Deed.

the purchase price of options, upgrades and/or extras.

Buyer's Closing costs, the purchase price of options, upgrades and/or extras, and the Total Purchase Price of the Unit.

Seller will discount the Total Purchase Price of the Unit by _____ Percent (____ %) of the Total Purchase Price.

Seller will discount the Total Purchase Price of the Unit by _____ Dollars (\$_____).