



## BROKER REFERRAL FEE AGREEMENT

**REFERRING BROKER:** \_\_\_\_\_ (Brokerage firm name)

**REFERRING AGENT (if any):** \_\_\_\_\_ (Associate-Licensee)

Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

**RECIPIENT BROKER:** \_\_\_\_\_ (Brokerage firm name)

**RECIPIENT AGENT (if any):** \_\_\_\_\_ (Associate-Licensee)

Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

**PRINCIPAL:** \_\_\_\_\_ (Client or Customer name)

Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

**AGREEMENT:** In consideration for receipt of the referral of Principal from Referring Broker, Recipient Broker agrees to pay Referring Broker as follows: \_\_\_\_\_% of the total gross compensation earned by Recipient Broker (based upon the Principal's side of the transaction), OR \$ \_\_\_\_\_, payable (through escrow, if used in Principal's transaction) upon recordation of deed or other evidence of transfer resulting from the contract specified below (whether closing occurs during or after the expiration time), if within 36 months (or \_\_\_\_\_) from the date of this Agreement, Principal:

- Enters into Contract to Buy \_\_\_\_\_
- Enters into Contract to Sell \_\_\_\_\_
- Enters into Contract to Lease \_\_\_\_\_
- Other \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**REFERRING BROKER:**

**RECIPIENT BROKER:**

\_\_\_\_\_  
(Brokerage firm name)

\_\_\_\_\_  
(Brokerage firm name)

By \_\_\_\_\_

By \_\_\_\_\_

Its  Broker  Office Manager (check one)

Its  Broker  Office Manager (check one)

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

**REFERRING BROKER:**

**RECIPIENT BROKER:**

License # \_\_\_\_\_

License # \_\_\_\_\_

Tax ID # \_\_\_\_\_

Tax ID # \_\_\_\_\_

**Note:** California real estate law prohibits (a) a broker from paying compensation for licensed activity to anyone other than (i) a broker, (ii) a salesperson who is licensed under the compensating broker or (iii) a broker of another State and (b) a salesperson from paying compensation to another licensee for licensed activity, except through the employing broker. Federal law prohibits giving or accepting a fee or other thing of value for a referral involving a federally related mortgage loan (most residential one to four property transactions) unless pursuant to a cooperative brokerage arrangement.