



CALIFORNIA
ASSOCIATION
OF REALTORS®

REFERRAL FEE AGREEMENT

IDENTIFICATION OF PERSONS AND ENTITIES:

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, if within 12 months (or ☐ _____) from the date of this Agreement, Principal:

- ☐ Buys _____
☐ Sells _____
☐ Leases _____
☐ Other _____

Other terms: _____

Date: _____

Date: _____

REFERRING BROKER:

(Brokerage firm name)

By _____
☐ Its Broker ☐ Office Manager (check one)

(Print Name)

Referring Broker

Tax ID # _____

RECIPIENT BROKER:

(Brokerage firm name)

By _____
☐ Its Broker ☐ Office Manager (check one)

(Print Name)

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.

THIS FORM HAS BEEN APPROVED BY THE CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.). NO REPRESENTATION IS MADE AS TO THE LEGAL VALIDITY OR ADEQUACY OF ANY PROVISION IN ANY SPECIFIC TRANSACTION. A REAL ESTATE BROKER IS THE PERSON QUALIFIED TO ADVISE ON REAL ESTATE TRANSACTIONS. IF YOU DESIRE LEGAL OR TAX ADVICE, CONSULT AN APPROPRIATE PROFESSIONAL.

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Date _____



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