



# 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)

**RECIPIENT BROKER:**

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

By \_\_\_\_\_  
 Its Broker  Office Manager (check one)

\_\_\_\_\_  
 (Print Name)

Referring Broker

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

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.

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 or Designee \_\_\_\_\_  
 Date \_\_\_\_\_

**REFERRAL FEE AGREEMENT (RFA-11 PAGE 1 OF 1)**

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