



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.

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.

This form is available for use by the entire real estate industry. It is not intended to identify the user as a REALTOR®. REALTOR® is a registered collective membership mark which may be used only by members of the NATIONAL ASSOCIATION OF REALTORS® who subscribe to its Code of Ethics.

The copyright laws of the United States (Title 17 U.S. Code) forbid the unauthorized reproduction of this form, or any portion thereof, by photocopy machine or any other means, including facsimile or computerized formats. Copyright© 1998, CALIFORNIA ASSOCIATION OF REALTORS®, INC. ALL RIGHTS RESERVED.

R E B S Published and Distributed by:
 REAL ESTATE BUSINESS SERVICES, INC.
 a subsidiary of the CALIFORNIA ASSOCIATION OF REALTORS®
 525 South Virgil Avenue, Los Angeles, California 90020

REVISED 10/98

OFFICE USE ONLY
 Reviewed by Broker
 or Designee _____
 Date _____

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