



**SELLER REFERRAL AGREEMENT BETWEEN AGENT / BROKERAGE AND INSTRUCTIONS TO BROKERAGE BOOKKEEPER FOR COMMISSION DISBURSEMENT**

Referral Period Begins \_\_\_\_\_ and Ends \_\_\_\_\_  
 (Referral Period begins on signature date, email out date, or fax confirmation date and/or ends in 365 days if left blank)

	Referring	Accepting
Agent Name		
Agent Phone		
Agent Fax or Email		
Company Name		Realteam Real Estate Center
Address		296 W Sunset Ave, Suite 14
City/State/Zip		Coeur d'Alene, ID 83815
Broker Name		Dan Tesulov
Office Manager		

\*Client / Prospect: \_\_\_\_\_ Phone/Email: \_\_\_\_\_

Address: \_\_\_\_\_

Estimated Approximate Market Value: Price Range: \_\_\_\_\_

Client Minimum Needs: Beds \_\_\_\_\_ Baths \_\_\_\_\_ Square Feet \_\_\_\_\_ Lot size \_\_\_\_\_

**TERMS AND INSTRUCTIONS TO BOOKKEEPER:** If Client/Prospect enters into a Listing Agreement with Accepting Agent and subsequent Purchase and Sale Agreement and Escrow is opened using the services of the accepting agent within the referral period, and the sale is successfully completed within 90 days of the end of the referral period, the following fee(s) shall be paid to the Referring agent/brokerage from the Listing Side commission after the Listing Agent Brokerage Fee is taken from same commission as follows:

- \$ For properties with a sales price of \$150,000 or greater **and** a base Listing side commission rate of 3% or greater, a referral fee in the amount of \_\_\_\_\_% of the base Listing side commission.
- \$ For properties with a sales price of \$149,999 or less; **and/or** a base Listing side commission rate of 2.99% or less; **and/or** a short sale, then a referral fee in the amount of \_\_\_\_\_% of the base Listing side commission or \$ \_\_\_\_\_ whichever is less.

Selling bonuses shall not be included as part of the base Listing Side commission. The title company shall be instructed to issue the referral fee directly to the referring agency brokerage at the time of settlement. In compliance with state laws, referring agent and brokerage must be in good standing through entire referral period to receive the referral fee.

**OTHER TERMS:** Accepting agent shall retain entire selling side commission, and any bonuses in the event that Listing Agent procures the buyer for same listing. ( ) yes ( ) no; If not checked, then answer is yes. In such case, listing and selling commissions shall be split equally regardless of payout offered in MLS.

\* Accepting Agent/Brokerage Contacting Client/Prospect constitutes acceptance of the terms as written. Only one agent may refer any one client to accepting agent. In the event that multiple agents refer the same client to the same agent, only one referral fee shall be paid based on the earliest received.

\_\_\_\_\_  
Accepted by Referring Agent

\_\_\_\_\_  
Acknowledged by Referring Broker or Bookkeeper

\_\_\_\_\_  
Date

\_\_\_\_\_  
Accepted by Accepting Agent

\_\_\_\_\_  
Acknowledged by Accepting Broker or Bookkeeper

\_\_\_\_\_  
Date



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Acknowledged by Referring Broker or Bookkeeper

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Date

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Accepted by Accepting Agent

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Acknowledged by Accepting Broker or Bookkeeper

\_\_\_\_\_  
Date