

DATE:

Paige Martin
Broker Associate
Houston Properties Team
Real Broker, LLC

Real Estate Referrals (Including Appointments and ISA Handoffs)

Referral Schedule:

For any lead provided to the Agent by the Houston Properties Team (HPT) that results in a closed transaction, the following referral fee shall apply based on the final contract sales price:

- 55% referral for transactions \$500,000 and above
- 40% referral for transactions \$300,000 - \$499,999
- 25% referral for transactions \$200,000 - \$299,999
- 15% referral for transactions \$199,999 and below, including all lease transactions

These referral fees include all costs associated with HPT's Inside Sales Agent (ISA) team, including lead qualification, appointment setting, and agent handoff introductions.

Agent Responsibilities:

Agent agrees to allow HPT's Success Team to prepare the Commission Disbursement Authorization (CDA) or provide a copy of the CDA to Admin@HoustonProperties.com prior to closing. Agent also agrees to include a Real Brokerage referral disclosure, as part of the transaction file.

Third-Party Referral Fees / Relocation Fees:

If a referral fee is paid to an outside agent or relocation company:

- The third-party referral fee is deducted from the gross commission.
- The referral percentage paid to the Houston Properties Team is calculated based on the effective sales price after the third-party referral fee is deducted.
- Example: If a \$500,000 deal includes a 25% third-party referral fee. The effective sales price is \$375,000 ($\$500,000 \times (1 - 0.25)$) and the applicable HPT referral tier is 40%, not 55%.

The Agent agrees not to represent themselves as a member, affiliate, or employee of the Houston Properties Team. The leads provided remain the property of the Houston Properties Team. This referral agreement survives termination of the relationship between the Agent, HPT, or Real Brokerage. This agreement may be cancelled in writing by either party. The referral fee schedule will remain in effect for 24 months following cancellation for applicable leads provided prior to termination.

Agreed to by the parties below:

Signature

Paige Martin
Broker Associate
Houston Properties Team
Real Broker, LLC

Signature

Referral Agent Name:
Referral Agent Phone:
Referral Agent Email:
Referral Agent Address: