



VIRGINIA ASSOCIATION OF REALTORS®
Referral Agreement



THIS REFERRAL AGREEMENT is made as of the \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_, by and between \_\_\_\_\_

(company name and agent) (the "Referral Source") and

HOME REALTY of Buena Vista and Lexington VA

(company name and agent) (the "Referred REALTOR®") and provides as follows:

THAT for an in consideration of the mutual promises contained herein, and other good and valuable consideration, the parties agree as follows:

1. Referral Source hereby refers to Referred REALTOR®, and Referred REALTOR® accepts the referral of, the following prospect (the "Prospect"):

Name(s): \_\_\_\_\_
Address: \_\_\_\_\_
Phone: \_\_\_\_\_
Fax: \_\_\_\_\_
E-mail: \_\_\_\_\_
Services: \_\_\_\_\_

2. Referral Source represents and warrants to Referred REALTOR® that the Prospect has been informed of this referral, has been told the identity of Referred REALTOR®, and has consented to the referral. Referral Source makes no warranty that the Prospect will agree to work with or through Referred REALTOR®. If Referral Source has not obtained the written consent of the Prospect to receive Referred REALTOR®'s phone call, Referral Source will use reasonable efforts to do so and will furnish such consent to Referred REALTOR®.

3. Referred REALTOR® will contact the Prospect promptly regarding the Prospect's needs, and will inform Referral Source promptly of the terms on which Prospect has agreed to work with Referred REALTOR®. If such agreement for services is reached, Referred REALTOR® will act diligently and ethically to accomplish the objectives of the Prospect.

4. If Referred REALTOR®'s services on behalf of or in connection with the Prospect result in Referred REALTOR® earning a commission for services performed within 12 months of the date of this Agreement, Referred REALTOR® will pay to Referral Source a fee of 25% Sellin Half, such fee to be paid within 10 business days of the date the commission is received.

5. If Referred REALTOR® is required to pay to another REALTOR® all or a portion of the commission received as a result of that REALTOR®'s successful arbitration of the right to the fee, Referred REALTOR® will send notice thereof to Referral Source together with evidence of such payment, and Referral Source will promptly refund the referral fee to Referred REALTOR®. If Referred REALTOR® should subsequently recover a commission from the Prospect, Referred REALTOR® will pay the referral fee agreed to in this Agreement promptly to Referral Source. Referred REALTOR® shall be under no obligation to bring any action or arbitration to recover a fee for services rendered in connection with the Prospect.

6. This Agreement shall be governed by the laws of the Commonwealth of Virginia.

**IN WITNESS WHEREOF**, the parties have caused this instrument to be executed pursuant to due authority:

**REFERRAL SOURCE:**

\_\_\_\_\_  
\_\_\_\_\_

By: \_\_\_\_\_ (SEAL)

**REFERRED REALTOR®:**

HOME REALTY of Buena Vista  
and Lexington VA

By: \_\_\_\_\_ (SEAL)

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