



REAL ESTATE REFERRALS

KAUFMAN REALTY & AUCTIONS will pay 3% referral based on the gavel price* to other Real Estate Agencies who register prospective buyers according to the following guidelines:

1. Buyer to be registered and accepted by **KAUFMAN REALTY** before the day of the auction, at least 24 hrs. prior to the auction.
2. Prospective buyers who have been previously contacted or who have contacted **KAUFMAN REALTY** or any of its agents may not be honored.
3. The referring agent must show the property to the customer and be present with the customer at the auction/open house.
4. The buyer's Broker/Agent is responsible for assisting the client in the registration and bidding process.
5. If the prospective buyers attend the Open House/Showing without the referring agent or an agent from the referring agency, the referral will not be honored.
6. If the prospective buyers contact **KAUFMAN REALTY** with questions regarding the auction, the referral will not be honored.
7. If the prospective buyer is an adjacent and/or adjoining property owner, the referral may not be honored. These parties will be viewed as customers of **KAUFMAN REALTY**.
8. Brokers or agents are not entitled to a referral if they are the purchaser.
9. Referral fees will be paid at closing.
10. If any of these guidelines are not met, **KAUFMAN REALTY** may choose to pay a lesser referral fee or none at all.
11. We offer referral fees to licensed agents who refer property owners to us that have a house or land to sell. Call for details.

REFERRALS

Auction Name & Date: _____

Property Address: _____

Showing Date: _____

Prospective Buyer: _____

Prospective Buyer Signature: _____

Referring Agency: _____

Referring Agent: _____

Date: _____

ACCEPTANCE

Kaufman Realty & Auctions

By: _____

Date: _____

*Gavel Price: the amount that is bid at the auction, prior to the addition of the buyer's premium to arrive at the contract sales price. Example: \$100,000 gavel (bid) price + 10% buyer's premium = contract price \$110,000. 3% referral on the gavel price: \$3,000.