

REAL ESTATE TEAM AGREEMENT

NOTE: This form is used by a group of individuals employed by the same broker to form a real estate Team and set out each member's obligations and fee sharing as DRE-licensed team members.

DATE: _____, 20_____, at _____, California.
Items left blank or unchecked are not applicable.

FACTS:

1. The following DRE licensees agree to form the **Real Estate Team**, _____,
as employees of Broker _____ (DRE #: _____) on the following terms.

Name	DRE #	Percent share of Team net income	Assigned tasks and obligations

2. All Team Members agree:

- 2.1 To comply with all employment policies of Employing Broker. [See **RPI** Form 505 and 506]
- 2.2 To diligently complete assigned tasks and obligations in a timely manner.
- 2.3 To maintain confidentiality of client information.
- 2.4 To meet _____ times a _____ to discuss performance and benchmarks with the other Team Members.
- 2.5 _____
- 2.6 _____

3. Team Fee Schedule:

- 3.1 The sources of Team fees to be shared include:
- a. ☐ brokerage fees received as the result of a sale, lease or mortgage transaction.
 - b. ☐ referral fees.
 - c. ☐ broker price opinions (BPOs).
 - d. ☐ consulting.
 - e. ☐ staging services.
 - f. ☐ property management services.
 - g. ☐ photography services.
 - h. ☐ _____
 - i. ☐ _____
- 3.2 The following sources of fees received by individual Team Members are not shared with the Team:
- a. ☐ _____
 - b. ☐ _____
 - c. ☐ _____
- 3.3 The Team Member who is the primary lead to the client who is the source of a Team fee receives a priority distribution equal to _____% of the fees generated by the sourced transaction. When the lead for the source of a Team fee is not a Team member or is unknown, fees are split as otherwise agreed without concern for this priority distribution for a lead source.

3.4 In the case of termination of Team membership prior to the closing of a sale in which the Team Member has participated, the Team Member will receive a reasonable share of the fee, as determined by Broker.

4. Shared Team Expenses:

4.1 Team expenses incurred and paid by individual Team Members include the cost of:

- a. ☐ Print/advertising expenses.
- b. ☐ Unlicensed assistant/transaction coordinator.
- c. ☐ Office/desk space.
- d. ☐ _____
- e. ☐ _____

4.2 Team Members to pay their share of Team expenses on the first of each month.

5. TERMINATION:

5.1 This agreement continues until terminated by mutual written agreement, or 30 days after a Team Member gives their written Notice of Termination.

6. GENERAL PROVISIONS:

6.1 All disputes arising between Team Members to be resolved as provided for in Team member employment agreements with Employing Broker.

7. _____

As the employing broker, I grant permission to the Team Members to join as a member of the Team on the terms stated above.

Date: _____, 20____

Broker's Name: _____

DRE #: _____

Broker's Signature: _____

I agree to the terms stated above.

Date: _____, 20____

Team Leader's Name: _____

DRE #: _____

Team Leader's Signature: _____

Date: _____, 20____

Team Member's Name: _____

DRE #: _____

Team Member's Signature: _____

Date: _____, 20____

Team Member's Name: _____

DRE #: _____

Team Member's Signature: _____

Date: _____, 20____

Team Member's Name: _____

DRE #: _____

Team Member's Signature: _____

Date: _____, 20____

Team Member's Name: _____

DRE #: _____

Team Member's Signature: _____

Date: _____, 20____

Team Member's Name: _____

DRE #: _____

Team Member's Signature: _____

Date: _____, 20____

Team Member's Name: _____

DRE #: _____

Team Member's Signature: _____

Date: _____, 20____

Team Member's Name: _____

DRE #: _____

Team Member's Signature: _____