



REAL ESTATE REFERRALS

KAUFMAN REALTY & AUCTIONS Of WV 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 & AUCTIONS** 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 & AUCTIONS** or any of its agents will not be honored.
3. The referring agent must show the property to the customer and be present with the customer at the auction.
4. If the prospective buyers are on the **KAUFMAN REALTY & AUCTIONS** mailing list or email blast list, they are not eligible.
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 & AUCTIONS** 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 will not be honored. These parties will be viewed as customers of **KAUFMAN REALTY & AUCTIONS**.

REFERRALS

Auction Name & Date: _____

Property Address: _____

Showing Date: _____

Prospective Buyer: _____

Prospective Buyers 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% buyers premium, contract price: \$110,000. 3% referral on the gavel price: \$3,000.