

THE
SCOFIELD
GROUP

Brokerage Disclosure of Referral Agreements

This Referral Fee Disclosure (“Disclosure”) is provided to you as a client of Scofield Group LLC (“Brokerage”) to explain certain referral relationships that may exist in connection with your real estate transaction.

Scofield Group LLC may receive clients through various sources, including but not limited to: Online real estate search portals; Licensed real estate agents; Out-of-state licensed real estate agents; Licensed service providers or affiliated real estate professionals. When a client is referred to Scofield Group LLC or any of its licensed real estate agents (“Salespersons”) by any such source, the Brokerage may be contractually obligated to pay a referral fee to the referring party (“Referring Party”). Referral fees are paid from the gross commission income (“GCI”) generated under the terms of the fully executed Pre-Showing Brokerage Disclosure and Agreement, Buyer Brokerage Agreement, and/or Listing Agreement. Referral fees are disbursed from Scofield Group LLC upon close of escrow, provided compensation has been earned by the Brokerage.

All referral fee payments comply with federal law, state law, and Nevada real estate regulations. Nevada law permits referral fee payments **only** to licensed real estate professionals holding an active real estate license in their respective jurisdiction. No referral fee will be paid to any unlicensed individual or entity.

SECTION 1 – ZILLOW GROUP REFERRAL FEE PROGRAM

Scofield Group LLC is a Zillow Preferred Team in the Las Vegas market pursuant to a Marketing Services Agreement with Zillow Group (“Zillow”). Through this partnership, the Brokerage receives Buyer and Seller clients through Zillow Preferred Connections, Zillow Inquiries, Zillow Seller Connections, and related Zillow lead products.

Scofield Group LLC is obligated to pay Zillow a success fee and/or referral fee (“Zillow Referral Fee”) for any closed transaction connected to a Zillow-provided client. Zillow Referral Fees apply **for two (2) years** from initial introduction or **two (2) closed transactions**, whichever occurs first.

Zillow referral fees are calculated as a percentage of **gross commission income (GCI)** before brokerage transaction fees and after any client rebates.

ZILLOW PREFERRED REFERRAL FEE SCHEDULE

\$0 – \$99,999 purchase price: 15% of GCI, \$100,000 – \$199,999: 25% of GCI, \$200,000 – \$299,999: 30% of GCI, \$300,000 – \$399,999: 35% of GCI, \$400,000 and above: 40% of GCI

Zillow Seller Connections: 40% of GCI at close of escrow.

These referral fees are paid **first**, off the top from GCI. After referral fees and rebates are deducted, remaining commission is subject to Brokerage agent compensation splits.

SECTION 2 – SCOFIELD GROUP AGENT COMPENSATION STRUCTURE

After referral fees and rebates, commission is split as follows:

- 60% Agent / 40% Brokerage – Company-provided clients (Zillow, EZ Home Search, Ylopo, and all Brokerage-supplied lead sources).
- 80% Agent / 20% Brokerage – Sphere of Influence, and self-generated business.

Agent compensation is based on net commission after all referral obligations have been met.

SECTION 3 – OTHER / REFERRALS

(List any additional referral sources and obligated referral fee terms)

1. _____
2. _____
3. _____

CLIENT ACKNOWLEDGMENT & AGREEMENT

By signing below, Buyer and/or Seller acknowledges and agrees:

Client has read and understands this Referral Fee Disclosure. Client acknowledges that Scofield Group LLC may be obligated to pay referral fees to licensed referring parties. Client understands such referral fees comply with state and federal law and Nevada licensing requirements. Referral fees do not alter Client’s contractual commission obligations under their executed brokerage agreements. Client consents and agrees to the referral fee structures disclosed herein.

Buyer/Seller Name: _____

Signature: **Date:** _____

Buyer/Seller Name: _____

Signature: **Date:** _____