



www.barnesrealty.com

<i>18156 Hwy. 59 Mound City, Mo 64470 660.442.3177 Fax: 660-442-3274</i>	<i>Farm Sales Specialists</i>	<i>1711 Oregon St Hiawatha, KS 66434 785.742.4580 Fax 785-742-4538</i>
--	-----------------------------------	--

Barnes Realty Co-Brokerage and Referral Fee Policy

Co-Brokerage

Unless otherwise stated in the brochure of that particular property, Barnes Realty will share commissions in a co-brokerage arrangement on a 40% of the total commission basis. To be eligible for the 40% co-brokerage fee, the buyers agent must:

1. Be the procuring cause of the sale.
2. Be present at all showings
3. Be the main point of contact with the listing agent.
4. Prepare all offers and counter offers for the buyer.

Exclusions: No co-brokerage is offered if Buyer has been in contact with Barnes Realty, or to a buyer who is a Broker or Licensee.

Referrals

A fee of 25% is available for a referral on the listing or selling side of a commission. The listing commission is 25% of the total commission and the selling commission is 25% of the total commission. A listing referral would therefore be eligible for $\frac{1}{4}$ of the 25% listing commission and a selling referral would be eligible for $\frac{1}{4}$ of the 25% selling commission.