VYBE HOME

REALTOR REFERRAL AGREEMENT - HANDS ON AGENT

This Realtor Referral Agreement (the "Agreement") is entered into as of the date of the last signature below (the "Effective Date"), by and between Vybe Home LLC, a property management company ("Vybe Home"), and the brokerage (“Brokerage”) of the referring real estate agent ("Realtor").

PURPOSE

Vybe Home agrees to compensate Realtor, through the realtors brokerage, for referring landlords who sign a property management agreement with Vybe Home. In return, Vybe Home agrees to refer any landlord who chooses to sell their property back to the Realtor who made the initial referral.

REFERRAL FEE

Vybe Home agrees to pay Brokerage a one-time landlord’s referral fee, per landlord, upon successful placement of a tenant in the referred property. The below referral fees, to be paid to the brokerage, are for 2025 and should any changes be made - a notice will be sent to the brokerage. If a realtor refers a landlord to Vybe Home during a special promotional period, the promotion will be honored, so long as the referral signs the *Full Service Property Management Agreement* during the promotional period.

The referring agent will receive **75% of the first month’s rent** as a referral fee, **minus the cost of marketing materials** (including but not limited to professional photography, videography, and digital floorplans with measurements). These marketing costs may total up to $400 and will be itemized and deducted from the referral fee prior to disbursement.

In the event the **landlord sells the property to the referred tenant**, the referring agent will receive a **25% of the total sales commission**, provided the transaction is not already subject to a separate exclusive listing agreement.

REFERRAL PROCESS

- The referring Realtor must introduce the landlord to Vybe Home in writing via email (Ryan@MyVybeHome.com) or group text (904-206-8994) within five (5) business days of executing this agreement and have fully completed the referral agreement.

- Once the property has been approved as a Vybe Home and the Property Management Agreement has been fully executed, the agent will be reengaged and follow through with their commitment - refer to AGENT COMMITMENT SECTION
- Once a tenant is placed in the referred landlord's property and they pay their first month's rent, the referral fee will be sent to the Realtor's Brokerage. Payment will be made within **1 MONTH** of the tenant move-in and receipt of the first month's rent.
- In the event the referred landlord is already in Vybe Home's database, the Brokerage and Realtor will be notified that a relationship has previously been established and no referral fee will be dispersed.

AGENT COMMITMENT

The agent agrees to perform the following services as part of this agreement. Should Vybe Home or its team need to step in to complete any of the items below, the commission may be adjusted accordingly.

The agent will:

- Conduct a **Property Inspection** using Vybe Home's SnapInspect app to document the current condition of the property.

- Prepare a **Comparable Market Report** with both active and recently leased rental properties.

- **Coordinate and prepare the property** for a professional photo shoot.

- Complete **MLS Listing Preparation**, including uploading photos and property details.

- **Host showings** for prospective tenants.

- Conduct a **Move-In Inspection** on the lease start date using the SnapInspect app.

Upon the tenant's move-in, the agent's responsibilities will be considered complete, and compensation will be provided in accordance with the referral payment timeline outlined above.

VYBE HOME COMMITMENT

Vybe Home will handle the backend administrative and tenant placement support to ensure a smooth leasing process. Vybe Home will:

- Publish the listing on the **Multiple Listing Service (MLS)**.

- **Provide property signage** as needed.
- Handle **all inbound inquiries**, calls, and schedule showings with the assigned agent.
- **Review rental applications**, including screening and background checks.
- **Draft and circulate the lease** for electronic signing.

LANDLORD SELLING PROPERTY

- Should the referred landlord decide to sell their property, Vybe Home will refer them back to the Realtor who made the original referral.
- Vybe Home will notify the Realtor promptly if their referred client/landlord expresses an interest in selling.
- The Realtor's right to the referral for the sale remains in effect as long as Vybe Home manages the property.

CONTRACTOR RELATIONSHIP

This Agreement does not create a partnership, joint venture, or employment relationship between the parties. Each party is an independent contractor and is solely responsible for its own taxes and obligations. Prior to the first referral fee being released, the Brokerage is responsible for completing the included W9 tax form and returning it to a Vybe Home representative.

TERMS & CONDITIONS

- This Agreement remains in effect on an annual basis unless terminated in writing by either party.
- If terminated, Vybe Home will honor referrals made before termination under the terms of this Agreement.
- Once payment has been dispersed to the Brokerage, it is the Brokerage's responsibility to disperse payment to the Realtor.
- Referral Fee and Commission structure/terms are subject to change on an annual basis.
- This Agreement constitutes the entire understanding between the parties and supersedes all prior agreements, written or oral.

IN WITNESS WHEREOF, the parties have executed this Agreement as of the Effective Date.

Referring Agent/Brokerage Representative

Signature: _____

Agent Name: _____

Agent Phone: _____

Agent Email:_____

Brokerage Name: _____

Brokerage Phone: _____

Date: _____

Vybe Home LLC Representative

Signature: _____

Name: _____

Phone: _____

Email:_____

Title: _____

Date: _____

Referred Landlord

Landlord Name: _____

Landlord Phone:_____

Landlord Email:_____

Referred Property Address:_____