

# REFERRAL FEE AGREEMENT



**COSTABAJA**  
Unique living on the Sea of Cortez  
marina • golf • residences

This Referral Fee Agreement is entered into between General Broker for CostaBaja and Referral Broker.

**Developer:** **HSBC Mexico, S.A., I.B.M Div. Fid. F/251704 (“Developer”)**  
Sales office: KM 7.5 Carretera a Pichilingue, La Paz, BCS 23019  
Phone: 52 (612) 121 6226 Fax: 52 (612) 121 5158 Email: sales@costabajaresort.com

**General Broker:** **Interamerican Investment and Development Corporation S.A. de C.V.**  
Filadelfia 1100-B - Colonia Providencia. - Guadalajara 44620 Jalisco, México Phone: 333.817.7460

**Referral Broker:** Referring Brokerage: \_\_\_\_\_ Ref Agent’s Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_ E-mail: \_\_\_\_\_

**Authority of Signatories:** The signers below hereby declare they have the authority to enter into this agreement on behalf of the developer and referral broker, as identified herein.

**The Property:** **CostaBaja Resort and Marina, La Paz, Baja California Sur, Mexico.**

**Prospective Buyer:** Buyer’s Name: \_\_\_\_\_

Buyer’s Address: \_\_\_\_\_

Buyer’s Telephone: \_\_\_\_\_ E-mail: \_\_\_\_\_

**Referral Fee:** **Developer** agrees to pay the **Referring Broker** a **Referral Fee** of **Two (2%) Percent** of the mutually accepted sales price for the real property (excluding personal property), less any discounts. One half of the referral fee is due and payable to Referral Broker within 30 days from receipt from Buyer by Developer of a 10% non-refundable down payment deposit and a fully executed Contract to Purchase Agreement with the balance due within 30 days of receipt of an additional 20% down payment. Referral Broker will be required to submit a Factura/Invoice prior to being paid. Registration must be completed and submitted prior to client making contact with CostaBaja Resort and Marina.

**Responsibilities:** **Referring Broker** needs to register buyer prospect with Developer and make a personal introduction of that client to Developer’s agent and that client cannot be already in Developer’s database. Developer shall be responsible for entire selling and closing process with client.

**Duration of Agreement:** This agreement shall be effective upon execution of the purchase contract and shall continue for a period of 12 months thereafter, but shall expire after 6 months from the execution of this agreement if no purchase contract has been entered into.

**Indemnification:** Referral broker agrees to indemnify and hold harmless Developer and its affiliate companies from any liability arising out of representations by Referral broker or other conduct of Referral broker relative to any transaction arising out of this agreement.

**General Broker: Interamerican Investment and Development Corporation S.A. de C.V.** **Referral Broker:** \_\_\_\_\_

Authorized signers name: \_\_\_\_\_

By: \_\_\_\_\_

Title of authorized signer: \_\_\_\_\_

Armando Cantu

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_