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# Real Estate Team Partnership Agreement

This **Real Estate Team Partnership Agreement** ("**Agreement**") is entered into on \_\_\_\_\_ ("**Effective Date**") by and between the following parties:

**Partner 1**

**Partner 2**

Partner 1 and Partner 2 may be referred to individually as a "**Party**" and collectively as the "**Parties.**"

The Partners agree to form a collaborative real estate team for the purpose of conducting lawful real estate activities and sharing responsibilities, resources, and revenues in accordance with the terms of this Agreement.

**WHEREAS**, the Partners wish to collaborate as a real estate team to provide brokerage, marketing, client representation, and related real estate services;

**WHEREAS**, the Partners desire to establish clear terms governing their professional relationship, responsibilities, revenue sharing, and operational procedures;

**NOW, THEREFORE**, in consideration of the mutual promises and commitments described in this Agreement, the Partners agree as follows.

## 1. Formation and Purpose

The Partners hereby establish a professional real estate team (the "**Team**") under the name \_\_\_\_\_ for the purpose of conducting lawful real estate brokerage, sales, leasing, marketing, and related real estate services.

The Team will operate in association with \_\_\_\_\_ or another brokerage approved by the Partners, and all activities must comply with applicable brokerage policies, licensing requirements, and professional standards.

The purpose of the Team includes:

- Coordinating real estate marketing and sales activities
- Representing buyers, sellers, landlords, and tenants in real estate transactions
- Sharing operational resources and marketing strategies
- Collaborating to improve service delivery and business growth

This Agreement governs the internal relationship among the Partners and does not create a separate legal entity unless the Partners later choose to establish one.

## **2. Term**

This Agreement becomes effective on the Effective Date and will continue until terminated in accordance with the Termination clause of this Agreement.

## **3. Roles and Responsibilities**

Each Partner agrees to perform their duties in good faith and in a professional manner consistent with industry standards. Unless otherwise agreed in writing, responsibilities may include:

### **Lead Generation and Client Relations**

- Prospecting for new clients
- Managing client relationships and communication
- Conducting property showings and consultations

### **Marketing and Promotion**

- Coordinating advertising campaigns
- Managing digital listings and promotional materials
- Overseeing brand representation of the Team

### **Transaction Management**

- Preparing transaction documentation
- Coordinating with attorneys, lenders, inspectors, and other professionals
- Monitoring timelines and closing requirements

### **Administrative Support**

- Managing scheduling and client records
- Maintaining transaction files
- Supporting operational coordination

The Partners may assign specific operational roles, such as Team Lead, Marketing Coordinator, or Transaction Manager, by mutual written agreement.

#### 4. Financial Contributions and Expenses

The Partners may contribute financial resources, services, or other business assets to support Team operations.

Unless otherwise agreed in writing, common Team expenses may include:

- Marketing and advertising costs
- Technology platforms and software tools
- Administrative support services
- Office or workspace expenses
- Client event or promotional costs

The Partners agree that shared expenses will be allocated as follows:

Expense Category	Allocation Method
Marketing expenses	
Administrative costs	
Technology tools	
Other business expenses	

All Partners shall have reasonable access to expense records and financial documentation related to Team operations.

#### 5. Commission and Revenue Sharing

Revenue generated from real estate transactions handled by the Team will be distributed according to the commission structure described below.

Unless otherwise agreed in writing:

All commission distributions are subject to brokerage policies, brokerage fees, and other transaction-related costs. The Partners agree to maintain transparent accounting of all commissions and related income.

## **6. Decision-Making and Management**

Operational decisions relating to Team activities will be made collaboratively by the Partners.

Decisions involving significant business matters—including branding changes, major marketing expenditures, recruitment of new team members, or modification of the commission structure—require the mutual agreement of the Partners.

If the Partners designate a Team Leader or Managing Partner, that individual may coordinate day-to-day operations but does not have unilateral authority to modify the terms of this Agreement.

## **7. Admission of New Partners or Team Members**

Additional partners or team members may be admitted to the Team only with the written consent of the existing Partners.

Any new partner must execute a written agreement that aligns with the terms of this Agreement and clearly establishes their responsibilities and compensation structure.

## **8. Confidentiality**

During the course of the Team's operations, the Partners may have access to confidential business information, including client data, marketing strategies, financial information, and proprietary materials.

Each Partner agrees to maintain the confidentiality of such information and to use it solely for legitimate Team purposes.

Confidential obligations continue even after a Partner leaves the Team.

## **9. Professional Conduct and Compliance**

All Partners agree to comply with:

- Applicable real estate licensing requirements
- Brokerage policies and procedures
- Professional standards governing real estate practice
- Applicable laws relating to fair housing, consumer protection, and advertising

Any conduct that materially harms the reputation or legal standing of the Team may constitute grounds for termination under the Termination clause.

## 10. Termination

A Partner may withdraw from the Team by providing \_\_\_\_\_ written notice to the other Partners.

The Team relationship may also be terminated:

- By mutual written agreement of the Partners
- If a Partner materially breaches the obligations of this Agreement
- If a Partner loses required licensing or professional authorization
- If continued collaboration becomes impractical due to professional misconduct or serious business conflict

Upon termination or withdrawal:

- Pending transactions will be completed according to the commission structure agreed upon at the time the transaction was initiated.
- Shared business assets will be distributed according to the Partners' contributions or another mutually agreed method.
- Access to Team branding, marketing materials, and client databases may be restricted as agreed by the remaining Partners.

## 11. Ownership of Team Branding and Marketing Materials

Unless otherwise agreed in writing, the name \_\_\_\_\_, marketing assets, branding materials, and promotional resources developed for the Team are considered shared business assets.

Use of Team branding following termination or withdrawal requires the written consent of the remaining Partners.

## 12. Dispute Resolution

If a dispute arises between the Partners concerning this Agreement or Team operations, the Partners will first attempt to resolve the matter through good-faith discussions.

If the dispute cannot be resolved through discussion, the Partners may agree to engage a neutral mediator before pursuing any formal legal action.

## 13. Governing Law

This Agreement will be governed by and interpreted in accordance with the laws of \_\_\_\_\_, without regard to conflict-of-law principles.

**14. Amendments**

This Agreement may be amended only by a written document signed by all Partners.

**15. Entire Agreement**

This Agreement represents the complete understanding between the Partners regarding the formation and operation of the real estate team and supersedes any prior discussions or understandings related to the same subject.

By signing below, the Partners acknowledge that they have read and understood this Agreement and agree to be bound by its terms.

**Partner 1**

**Partner 2**

**Name**

**Name**

**Date**

**Date**

**Signature**

**Signature**

\_\_\_\_\_

\_\_\_\_\_

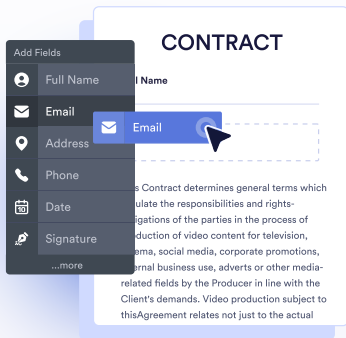


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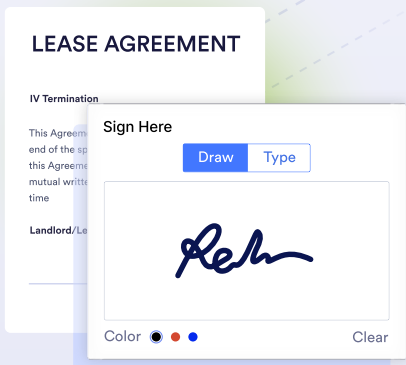
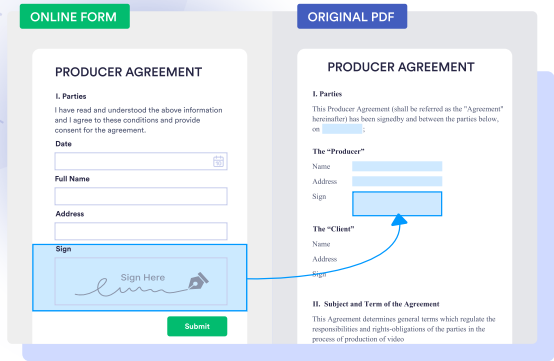
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