

## **Referral Fees**

We may introduce customers to related services such as Purple Pact (a buyers' holding deposit to secure their offer), mortgages, insurance, letting services, conveyancing, property auctions, removals, surveys and price comparison services (for products and utilities), some of which may be provided by third parties outside Purplebricks Group.

Customers may decide of their own free will to use such services and we will never pressure you to use them. Note, it is a condition of some of our products that you use certain recommended services, such as conveyancing.

We may receive a referral fee from the third party for introducing customers to them, if the customer decides to use their services. Details of the current referral fees are set out below. The referral fees shown are per referral and do not affect the final amount you pay to the service provider. All referral fees are separate from your obligation to pay our own fees.

## Sales

| Service                             | Company  | Relationship to<br>Purplebricks | Referral Fee   |
|-------------------------------------|--|---------------------------------|--|
| Coneyancing<br>(England &<br>Wales) | Simplify (or one of their panel firms). Simplify is the trading name of the trading name of Simplify Moving Limited. Its group includes My Home Move Ltd and Move with Us Ltd. | None                            | We receive a £40 fee from Simplify for each file opened and a £170 fee for completed searches.  In addition, we receive a fee for each sale or purchase completed, which varies according to property value:  • To £100k: £480.96  • £100 – 250k: £538.27  • £250 – 400k: £576.74  • £400 – 600k: £635.71  • £600 – 800k: £674.17  • £800 – 1m: £730.65  • £1m+: £787.92 |
| Conveyancing<br>(Scotland)          | Genle Limited trading<br>as GOTO Group (or<br>one of their panel<br>firms)   | None                            | We receive a fee for each sale or purchase completed, which varies according to property value:  • To £100k: £315  • £100 – 250k: £375  • £250 – 400k: £425  • £400 – 600k: £450  • £600 – 800k: £475  • £800 – 1m: £500  • £1m+: £550   |



| Auctions                       | Genle Limited trading as GOTO Group | None  | We receive a referral fee following successful completion of an auction sale. The minimum referral fee is £2750. This can be less if Goto have offered discounts, or it can be slightly more depending on property value.   |
|--------------------------------|-------------------------------------|---|---|
| Purple Pact                    | Gazeal Limited                      | None  | We receive a referral fee of £90 incl VAT which is taken from the Handling Fee for every completed Purple Pact.   |
| Reservation<br>Agreements      | Genle Limited trading as GOTO Group | None  | We receive a referral fee of £250 + VAT for every completed reservation agreement.  |
| Removals                       | Genle Limited trading as GOTO Group | None  | We receive a referral fee of £50 for each completed removal.  |
| Surveys                        | Genle Limited trading as GOTO Group | None  | We receive a referral fee for each completed survey, which varies according to property value:  • To £150k: £120  • £150 – 250k: £130  • £250k – 1m: £150  • £1m+: £180   |
| Mortgages & Financial Services | Purbricks Mortgages<br>Limited      | Part of the same group of companies as Purplebricks Property Limited (the Purplebricks estate agency) | We do not receive any referral fee for recommending you to Purplebricks Mortgages. Purplebricks Mortgages' income and expenses are shared within our Group structure. Our colleagues may individually receive a small cash commission for generating referrals to Purplebricks Mortgages, typically no more than £50. |
| Lettings                       | Purplebricks Property<br>Limited    | Same company<br>that provides<br>Purplebricks's<br>estate agency<br>services                          | Our colleagues may individually receive a small cash commission for generating referrals to Purplebricks Lettings, typically no more than £50.  |



| Energy,      | Ecoeus Ltd trading as | None. Referred    | Referral fees average         |
|--------------|-----------------------|-------------------|-------------------------------|
| Broadband or | My Compare Buddy      | under the brand   | approximately £17.00 for      |
| Boilers      |                       | name Purplebricks | utility switching, £62.50 for |
|              |                       | SmartMove+        | broadband services, and       |
|              |                       |                   | £150.00 for a replacement     |
|              |                       |                   | boiler.                       |

## Lettings

| Service  | Company  | Relationship to Purplebricks | Referral Fee   |
|--|--|------------------------------|--|
| Various Contractor Services to                                 | Various  | None                         | 18% incl VAT (15% excl VAT) on top of contractor invoice.  |
| Landlords  |  |                              | Note, this is not a referral fee as such. Rather it is part of our fees and charges and paid by our landlord customers directly.  However, it is disclosed for transparency.   |
| Utility<br>Switching   | Billing Better Limited<br>trading as Homebox             | None                         | We receive a fee for each package sold:  • £50, one-off, per tenant package  • £12.50, one-off, per void package   |
| Referencing,<br>and Rent and<br>Legal<br>Protection<br>Service | Barbon Insurance<br>Group Limited, trading<br>as Homelet | None                         | We do not receive a referral fee for referencing or the Rent and Legal Protection Service from Homelet, but Homelet market other products and services for which we do receive a referral fee, as to which see below.  Note, the Rent and Legal Protection Service is sold by us on an upsale basis, meaning we sell the service at a higher rate than we pay Homelet. |
| Insurance  | Barbon Insurance<br>Group Limited, trading<br>as Homelet | None                         | 25% of the policy premium before insurance premium tax + fees, for both new business and renewals.   |



| Media<br>Packages                  | Barbon Insurance<br>Group Limited, trading<br>as Homelet | None  | We receive a fee of £40 + VAT for each package sold.  |
|------------------------------------|--|---|---|
| Mortgages & Financial Services     | Purbricks Mortgages<br>Limited                           | Part of the same group of companies as Purplebricks Property Limited (the Purplebricks lettings agency) | We do not receive any referral fee for recommending you to Purplebricks Mortgages. Purplebricks Mortgages' income and expenses are shared within our Group structure. Our colleagues may individually receive a small cash commission for generating referrals to Purplebricks Mortgages, typically no more than £50. |
| Estate Agency                      | Purplebricks Property<br>Limited                         | Same company<br>that provides<br>Purplebricks's<br>lettings services                                    | Our colleagues may individually receive a small cash commission for generating referrals to Purplebricks estate agency business, typically no more than £50.  |
| Energy,<br>Broadband or<br>Boilers | Ecoeus Ltd trading as<br>My Compare Buddy                | None. Referred<br>under the brand<br>name Purplebricks<br>SmartMove+                                    | Referral fees average approximately £17.00 for utility switching, £62.50 for broadband services, and £150.00 for a replacement boiler.  |