



Commission Overview

We operate according to industry norms and adhere to standard commission fees prevalent in the real estate market.

General Overview with Regards to Commissions.

- We understand that the scope of services can vary for each client and project. Or, we may end up representing both the Buyer and the Seller.
- As such, our commission fees are negotiable and can be customized to align with the specific requirements of the engagement.
- When acting as a Buyer Agent during the acquisition of a property, it is customary in the industry that the commission is shared by the Listing Brokerage.

Schedule of Commissions

Sales and Exchanges:

- **Improved Property:** 6% of the Gross Sales Price.
- **Unimproved Property** (acreage substantially lacking amenities necessary for urban development such as roads, utilities, and zoning); 8% of the Gross Sales Price.
- **Exchanged:** Each Party to the exchange shall pay a fully commission in accordance with this schedule.

Leases

Gross lease

(where the landlord pays for taxes, maintenance, and fire and extended coverage insurance):

- 6% of the rent for the first year, plus
- 5% of the rent for the second year, plus
- 4% of the rent for the third year, plus
- 4% of the rent for the 4th year, plus
- 4% of the rent for the 5th year, plus
- 2% of the rent for the balance of the term up to a maximum of 15 years

Net Lease

(where the tenant is responsible for all or any portion of the real property taxes on the premises, to maintain the premises or any portion thereof, and or for all or any portion of the cost of fire and extended coverage insurance. Rent, for Commission calculation purposes, is deemed not to include tenants share of such taxes and or insurance):

- 7% of the rent for the first year, plus
- 6% of the rent for the second year, plus
- 5% of the rent for the third year, plus
- 4% of the rent for the 4th year, plus
- 4% of the rent for the 5th year, plus
- 2 1/2 percent of the rent for the balance of the term up to a maximum of 15 years.

Month to Month Tenancy:

- The Commission shall be the greater of 60% of the first month's rent, or \$1,000.000

Schedule of Commissions (Cont.)

Extension or renewal of lease (including tenancy agreements)

Or additional space taken:

- Should the lease term be extended, the lease renewed or a new lease entered into between landlord and tenant upon expiration or termination of the original lease, or should the tenant lease additional space from the landlord, then the regular leasing Commission as computed from this schedule shall be paid to the broker at the time of such extension comma renewal comma new lease and/or leasing additional space, using the Commission rates applicable as if the initial term of the lease included such extension, renewal or new lease, or the premises originally leased had included such additional space.

Option to Purchase:

- Should the tenant, his successor, nominee or assignee, purchase or enter into a contract to purchase the lease property or any portion thereof during the term of the lease, any renewals or extensions thereof or within 180 days after the expiration of the lease or any renewals or extensions of the lease, then a sales Commission shall be paid at such time as the purchase is consummated in accordance with paragraph C-1 hereof. Sales Commission shall be computed as set forth herein lest the amount of paid up lease commissions relating to that portion of the lease extending beyond the effective date of the purchase. However, there shall be no rebate in the event the sales Commission is less than the paid up lease Commission.

Payment of Commissions

Sales & Exchanges:

- Commissions shall be paid through escrow upon the closing thereof. If there is no escrow, commissions shall be paid upon recordation of a deed. IN the event of an installment sale contract, a commission shall be paid upon execution of the contract.

Leases:

- Commissions shall be due and payable within 5 days of the execution of a lease by Landlord and Tenant. Broker is hereby authorized to apply any funds held in its trust account on behalf of Landlord to the payment of its commissions(s) hereunder, should said funds be less than the full commission(s) due Broker, then owner shall promptly pay the difference to Broker in accordance herewith.