

## **Commission Rate Schedule**

As per Agreement No. C-0-2160, Consultant will be reimbursed using the following fee structure. Commissions will be deducted from the total gross sales price or lease of the property. Consultant will be paid by and through escrow on sale transactions.

### **Commission For Sale of Property(ies)**

Consultant's commission on individual properties or single transactions involving multiple properties shall be calculated on the total sales price of the property(ies) as follows when the buyer is represented by a broker who is not Key Personnel as set forth in the Agreement:

- First, \$3 million @ 6%
- Next, \$2 million @ 5%
- Any amount over \$5 million @ 5%

On individual properties or single transactions involving multiple properties, when the buyer is either not represented by any broker, or is represented by Key Personnel, Consultant's commission shall be calculated on the total sales price of the property(ies) as follows:

- First, \$3 million @ 4%
- Next, \$2 million @ 3%
- Any amount over \$5 million @ 3%

### **Commission For Leased Property(ies)**

#### **Consultant's commission on a Gross Lease shall be:**

- 6% of the total base rent actually paid by tenant during the first 60 months;
- 2.5% of the total base rent actually paid by tenant for the next 60 months;
- 1.5% of the total base rent actually paid by tenant for any period after 120 months.

#### **Consultant's commission on a Net Lease shall be:**

- 6% of the total base rent actually paid by tenant during the first 60 months;
- 3.5% of the total base rent actually paid by tenant for the next 60 months;
- 2.5% of the total base rent actually paid by tenant for any period after 120 months.

### Fee For Marketing Services

If Consultant is asked to provide various marketing services to OCTA for properties that are not yet available for sale or lease, Consultant shall invoice OCTA at the fully burdened rate of \$300.00 per hour. If at some point the Consultant is asked to sell or lease said property, those fees charged for prior marketing services which are related to such sold or leased property, will be deducted from Consultant's commission fee. Consultant's invoices shall be submitted in a manner which clearly evidence to which property marketing services are attributable.