

**REQUEST FOR PROPOSAL
EXHIBIT B
PROPOSED COMMISSION /FEE SCHEDULE FORM**

Respondent is required to submit the Proposed Commission/Fee Schedule Form and label as “Tab 15” as requested on page 8 of the RFP. City shall not consider fees higher than the Maximum Commission / Fee Schedule listed on page 2 of this Exhibit B.

**SCHEDULE OF PROPOSED BROKER’S COMMISSIONS AND FEES FORM
(FOR PROPERTIES OWNED BY CITY)**

Type of Transaction	Fee without Cooperating Broker	Fee with Cooperating Broker
Unimproved Land Sale		
Improved Land Sale (Building)		
Ground Lease		
New Lease		
Lease Renewal		

Proposed Hourly Fee for Non-Commission Related Projects	\$ _____/Hour
Maximum % of below Market Value/Rental on which Commission may be paid	_____%

**MAXIMUM ALLOWABLE COMMISSION/FEE SCHEDULE
(FOR PROPERTIES OWNED BY THE CITY)**

Type of Transaction	Fee without Cooperating Broker	Fee with Cooperating Broker
Unimproved Land Sale	<ul style="list-style-type: none"> • 5% of contract price. 	<ul style="list-style-type: none"> • 6% of contract price.
Improved Land Sale (Building)	<ul style="list-style-type: none"> • 5% of 1st \$1,000,000 in gross consideration. • 3% of gross consideration between \$1,000,001 and \$3,000,000. • 2% of gross consideration between \$3,000,001 and \$10,000,000. • 1% of gross consideration in excess of \$10,000,001. 	<ul style="list-style-type: none"> • 6% of 1st \$1,000,000 in gross consideration. • 4% of gross consideration between \$1,000,001 and \$2,000,000. • 3% of gross consideration between \$2,000,001 and 5,000,000. • 2% of gross consideration between \$5,000,001 and \$20,000,000. • 1% of gross consideration in excess of \$20,000,001.
Ground Lease	<ul style="list-style-type: none"> • 4% of total lease consideration for 1st 10 years of lease term. • 2% of total lease consideration for remainder of lease term up to maximum of 20 years. 	<ul style="list-style-type: none"> • 6% of total lease consideration for 1st 10 years of lease term. • 4% of total lease consideration for remainder of lease term up to maximum of 20 years.
New Lease	<ul style="list-style-type: none"> • 4% for 1st 5 years of lease term. • 2% for remainder of lease term to a maximum of 20 years. 	<ul style="list-style-type: none"> • 6% for 1st 5 years of lease term. • 4% for remainder of lease term to a maximum of 20 years.
Lease Renewal	<ul style="list-style-type: none"> • 1.5% for lease term up to a maximum of 25 years. 	<ul style="list-style-type: none"> • 3.5% for lease term up to a maximum of 25 years.

Hourly Fee for Non-Commission Related Projects	\$ 150.00/Hour
Maximum % of below Market Value/Rental on which Commission may be paid	75%