

## BROKER RFP PROBABLE ANNUAL FEE STRUCTURE

Assumptions	
Cooperating Broker will be Involved	Yes
Land Sales Value	\$750,000
Improved Property Sales Value	\$1,500,000
Ground Lease Value	\$600,000
New Lease Value	\$1,200,000
Lease Renewal	\$1,400,000
Annual Billable Hours	120 hours

City Target Commission Percentages			Target Cost to City
Unimproved Land Sale	6%		\$45,000
Improved Property Sale	up to \$1.0	over \$1.0 mil	
	6%	4%	\$80,000
Ground Lease	10 years	6%	\$36,000
New Lease	5 years	6%	\$72,000
Lease Renewal	5 years	3.50%	\$49,000
Hourly Fee	\$150 per hour		\$18,000
			\$300,000