

FEE SCHEDULE

There are no sign-up, recurring, monthly, or franchise fees for common real estate business in California.

1. STANDARD BROKER FEES. For each single agency transaction under \$1 million:

- \$500 | Administration Fee
- \$95 | E&O Insurance

2. NONSTANDARD FEES. For nonstandard transactions or risk management:

- Over \$1 million sales price - Standard Broker Fees (Administration Fee and E&O Insurance) are added for each \$1,000,000.00 increment in sales price, plus \$50 for each \$100,000.00 increment in sales price.
- Referral compensation from another broker - 10% flat fee to Broker; and Associate-Licensee receives remaining 90% commission.
- Dual Agency transaction - Each side is considered a separate transaction. Standard Broker Fees and 0.75% of the sales price is applied for each separate transaction. Broker-Supervisor will be assigned to oversee the transaction in order to prevent conflict of interest.
- Broker Price Opinion (BPO) - 10% flat fee to Broker; and Associate-Licensee receives remaining 90% commission.
- Associate-Licensee owned property - Standard Broker Fees and 0.75% of the sales price. Broker-Supervisor will be assigned to oversee the transaction in order to prevent conflict of interest.
- Transaction Coordinator - Optional service. \$350 for each separate transaction.

3. MINIMUM COMMISSION REQUIREMENT.

- Associate-Licensees are free to charge any commission amount for their services. For standard transactions, a minimum commission of \$2,500.00 or 3% (whichever is less) of the sales price (per million, per agency).

- This amount will cover Broker fees and expenses if the Associate-Licensee abandons their transaction and the Broker has to complete the transaction.
- Dual Agency minimum commission is equal to applicable Broker fees and 0.75% of the sales price for each separate transaction.
- Associate-Licensee owned property minimum commission is equal to applicable Broker fees and 0.75% of the sales price.

4. RECRUITING BONUS.

- Associate-Licensee shall receive \$100.00 each time their referral closes a qualified transaction.
- Qualified transactions consist of sales transactions where all Broker fees are paid.
- To be eligible, the recruited agent must state Associate-Licensee's name in the "Referred by" area of the application.
- Eligibility is not applicable when referring a spouse or agents working as a team.
- The recruiting bonus will be paid for 24 months from the referred agent's start date.

Compensation and fees are accepted by the Associate-Licensee at the time of signing the Independent Contractor Agreement and may be changed by the Broker with advance notice to the Associate-Licensee.