



COMMISSION GUIDELINES

Brokerage fees are established by the company based on our experience in gross sales, overhead expenses and profit margins. **Nickolas Dalba Real Estate** is independently owned and operated, and it competes with all other brokerage firms.

At the beginning of each year, the owners of the company review commissions to be charged to the public for the year. At the present time, the following commissions will be in effect:

(1) Our current commission rate for representing an owner in the sale of residential or investment property is as follows:

Property Price	Total Comm.	Co- Broker	NDRE
\$0 - \$249,999	7%	3.1%	3.9%
\$250,000 - \$399,999	6.5%	2.9%	3.6%
\$400,000 - \$499,999	6%	2.7%	3.3%
\$500,000 - \$699,999	5.5%	2.4%	3.1%
\$700,000+	5%	2.2%	2.8%

(2) Our current rate for representing an owner in the sale of vacant land is 10% of the sale price.

(3) Our current minimum rate for the listing of a residential property is \$3,500.00.

(4) Our current rate for representing a buyer in the purchase of property when the seller is not paying our commission is 3% of the sale price.

COMMISSION PAYMENT

All parties to a transaction who are entitled to a commission should have a clear understanding of how the commission and fees are divided. Such an understanding should be reached at the beginning of the transaction and should be in writing whenever possible.