

**Real Estate Commission Guidelines
For
The Development Corporation
Clinton County, New York**

The Development Corporation (TDC) is a not-for-profit economic development corporation whose mission is to create new jobs and investment in Clinton County, New York. These real estate commission guidelines are intended to encourage real estate professionals and site selectors to bring opportunities to The Development Corporation. In evaluating real estate prospects TDC considers the job creation level, the level of local payroll and the level of potential investment in the community among other factors.

In order to be entitled to real estate commissions/finders' fees etc. as discussed herein, TDC will enter into a formal written agreement with interested real estate professionals. The commissions/fees discussed herein represent total maximum fees to be paid by TDC for any given transaction.

Sales Transactions

Buildings

6% on the first \$1 Million of sale price on the sale of an existing building plus

3% on sale price amount over \$1 Million

Examples:

Sale Price

• \$750,000

Total Commission or Fee

\$45,000

• \$2,000,000

\$90,000

(\$60,000 for 1st Million,

\$30,000 for balance)

Vacant Land

8% of sale price

Example:

Sale Price
• \$200,000

Total Commission or Fee
\$16,000

Lease Transactions

Based on value of the lease

1 Year lease	4% of annual lease revenue
2 Year Lease	4.5% of lease revenues
3 - 5 Year lease	5% of lease revenues

Examples:

- 1 Year lease of 50,000 s.f. at \$5.00/s.f. at 4%

Value of Lease
\$250,000

Total Commission or Fee
\$10,000

Paid at initial occupancy

- 2 Year lease of 50,000 s.f. at \$5.00/s.f. at 4.5%

Value of Lease
\$500,000

Total Commission or Fee
\$22,500

Paid in 2 installments of \$11,250 at beginning of initial occupancy and the beginning of lease year

- 5 Year lease of 50,000 s.f. at \$5.00/s.f. at 5%

<u>Value of Lease</u>	<u>Total Commission or Fee</u>
\$1,250,000	\$62,500

Paid as follows:

\$25,000 at initial occupancy
\$0 at the beginning of Year 2 of lease
\$12,500 at the beginning of Year 3
\$12,500 at the beginning of Year 4
\$12,500 at the beginning of Year 5

- 10 Year lease of 50,000 s.f. at \$5.00/s.f. at 5% for Years 1-5 and 1% for Years 6-10

<u>Value of Lease</u>	<u>Total Commission or Fee</u>
\$2,500,000	\$75,000

Paid as follows:

\$25,000 at initial occupancy
\$0 at the beginning of Year 2 of lease
\$12,500 at the beginning of Year 3
\$12,500 at the beginning of Year 4
\$12,500 at the beginning of Year 5
\$2,500 at beginning of each year in Years 6-10