

COST PROPOSAL

#	Item Name, Description, Etc.	Rate	Comments
1	Buyer Representative (Acquisitions)	4%	Commission paid by Seller.
2	Seller Representative (Dispositions)	4%	Commission paid by the Town.
3	Town as Landlord (Leasing)	6%	Commission paid by the Town. C&W to be responsible for any outside/co-broker (if any)
4	Town as Tenant (Leasing)	4%	Commission paid by Landlord/Owner
5	Strategic Consulting & Advisory Services		See Hourly Rate Schedule

HOURLY RATE SCHEDULE

#	Job Title	Role/Qualification	Year 1 - 3
1	Executive Director	Project Governance/Executive Oversight	\$250
2	Senior Managing Director	Primary Point of Contact and Manager	\$200
3	Director	Assistant Manager, Deliverables	\$175
4	Associate Director	Primary Analysis, Deliverables	\$150
5	Associate	Research and Analysis, Deliverables	\$125
6	Financial Analysis/Research	Financial Analysis, Spreadsheets	\$100
7	Project Coordinator	Assistant	\$90
8	Administrative	Graphics, Deliverables, Clerical	\$75

FIXED RATE SCHEDULE PROJECT/DELIVERABLE

#	Job Project	Fixed Rate	Not to Exceed
1	Independent Marketing Analysis	\$1,500	\$2,500
2	Broker Opinion of Value ("BOV")	\$500	\$1,500
3	Real Estate Transaction Report	\$2,500	\$2,750

ADDITIONAL CONSIDERATIONS

- » Marketing Costs will be the responsibility of Broker (Cushman & Wakefield).
- » No additional payments will be made over and above the agreed upon commission rate for any reason and no payment will be made or due if property is not sold during the contract period.
- » It is expressly understood that Cushman & Wakefield is entitled to receive compensation under this Contract only in the event a transaction is fully and unconditionally executed and approved by the Town.