

Review of Real Estate Commission Rates

City of Saskatoon	Calgary	Edmonton	Red Deer/Medicine Hat	Saskatoon Market
<u>Industrial</u>	<u>Industrial/Commercial</u>	<u>Industrial/Commercial</u>	<u>Industrial/Commercial</u>	<u>Industrial/Commercial</u>
5% first \$1M	2.5% first \$1M	5% first \$100,000	5% first \$100,000	5% first \$1M
3% balance	2.0% \$1M - \$5M	3% \$100,000 - \$1M	3% \$100,000 - \$500,000	3% balance
\$150,000 maximum	1.5% \$5M - \$10M	2% balance	1% balance	*This is split between Seller's and Buyer's Agent.
<u>Commercial/Institutional</u>	1.0% balance			**Rates are typical of local commercial real estate transactions, not considering sales involving the City of Saskatoon.
3% on land portion	\$250,000 maximum			

Commissions Payable vs Sale Price

