

Proposed Changes to Real Estate Commission Rates

Current Rates	Proposed Rates
<u>Industrial</u>	<u>Industrial and Commercial</u>
5% first \$1M	5% first \$1M
3% balance	3% \$1M - \$2M
\$150,000 maximum	1% balance
<u>Commercial/Institutional</u>	\$150,000 maximum
3% on land portion	

Commissions Payable vs Sale Price

