

## ◆ COMMISSION SCHEDULE ◆

Cummings Properties is delighted to work with the brokerage community, and pays a standard full commission to licensed Massachusetts real estate brokers for all leases consummated with new prospects that are registered as described below. Cummings Properties also pays a fee for leases consummated with new, properly registered prospects, equal to 50% of the standard full commission to cooperating licensed brokers acting as tenant representatives or as referral sources.

It has been a long-standing Cummings Properties policy to pay all fees or commissions due within 48 hours after full execution of the lease, and receipt of original documents and all up-front payments due from tenant including the security deposit and first month's rent, expiration of any contingencies in the lease and receipt of an invoice for brokerage. Standard full commissions are equal to 6% of the annual base rent, net of any discounts, for the first year of the initial lease term, and 3% of the annual base rent, net of any discounts, for each additional year of the initial lease term, up to a total five-year maximum term for full-service leases, including base real estate taxes and standard office leasehold improvements (only).

All prospects must be registered with Cummings Properties' operations or leasing staff, prior to any other contact between the prospect and Cummings Properties. Cummings Properties does not typically pay any commission on leases, lease renewals, lease amendments, expansions, or extensions with existing Cummings Properties tenants or tenant affiliates. Under some very limited circumstances, however, the firm may acknowledge someone as a cooperating broker representing the tenant, and pay 50% of the standard fee, but only by specific prior arrangement and by amortizing said fee as additional rent.

For lease terms of less than one year, or leases with cancellation options that reduce the minimum commitment to less than one year, a fee equal to 6% of the rent, net of any discounts, for the minimum length commitment is paid. No commission or other fees will be paid on lease options, extensions, etc., or for any period subject to any form of lease cancellation provision.

For sales of land and/or structures, a maximum commission of 4% of the sales price is paid. If a lease contains an option to purchase, Cummings Properties will pay a 4% commission if, and when, a sale is ultimately consummated.