



## NATIONAL FEE GUIDELINES 2018

(NOT TO BE HANDED OUT)

Valuation Services	Client Rev	Client Price		MD (direct)	MD (f/house)
Letter Of Opinion	< \$1.0 mio	\$4,275		\$1,900	\$1,600
Valuation Report	< \$2.0 mio	\$5,275		\$2,600	\$1,800
	2 - 3 m	\$6,275		\$3,100	\$2,100
	3.1 - 5 m	\$6,975		\$3,500	\$2,400
	5.1 - 7.5 m	\$7,975		\$4,000	\$2,700
	7.6 - 10 m	\$9,775		\$4,900	\$3,300
	10.1 - 15 m	\$10,775		\$5,300	\$3,700
	15.1 - 20 m	\$13,275		\$6,600	\$4,500
	20.1 - 25 m	\$16,775		\$8,300	\$5,700
	25.1 - 35 m	\$18,775		\$9,300	\$6,400
	35.1 - 45 m	\$22,275		\$11,100	\$7,500
	45 m +	\$23,975		\$12,000	\$8,100
Update	Max 24 months after CRF signing	\$990		\$325	n/a
Real Estate Appraisal*		(upon quote)		50% of margin	N/A
Estate Appraisal*		(upon quote)		50% of margin	N/A
Liquor License*		(upon quote)		50% of margin	N/A
Deal Fees	Transaction	Fee with	Fee with		
	Size	No Retainer	Retainer		
			Ret: greater of \$60k or 20-25% of proj. commission		
	0.25-0.50	15 1/8	N/A		
	0.51-0.60	14 5/8	N/A		
	0.61-0.70	13 5/8	N/A		
	0.71-\$0.89	12 5/8	N/A		
	0.9-1.09	11 5/8	N/A		
	1.1 - 2.0	10 5/8	N/A		
	2.1 - 3.0	9 5/8	9 1/8		
	3.1 - 4.0	8 5/8	8 1/8		
	4.1 - 5.0	7 7/8	7 3/8		
	5.1 - 6.0	7 5/8	7 1/8		
	6.1 - 7.0	6 7/8	6 3/8		
	7.1 - 8.0	6 5/8	6 1/8		
	8.1 - 9.0	5 7/8	5 3/8		
	9.1-10.0	5 5/8	5 1/8		
	10.0-15.0	4 7/8	4 3/8		
	15.0-25.0M	3 5/8	3 1/8		
9/20/18 10:49				Fees Effective 1/1/2018	

### Note

/ Outstanding quotes honored until 3 month after submission

/ MD price discounting fully debited to MD without prior written approval

/ All workshop related valuations paid at "MD (f/House)" rates - if no prior quote