

## 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 7.6 <i>-</i> 10 m	\$7,975 \$9,775		\$4,000 \$4,900	\$2,700 \$3,300
	10.1 - 15 m	\$9,775 \$10,775		\$5,300 \$5,300	\$3,300 \$3,700
	15.1 - 20 m	\$10,775		\$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
		,,		, =,000	, 5, . 50
Update	Max 24 months	\$990		\$325	n/a
	after CRF signing	,		, , ,	
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		
Deal Fees	Transaction Size	Fee with No Retainer	Fee with Retainer		
Deal Fees					
Deal Fees			Retainer		
Deal Fees			Retainer Ret: greater of		
Deal Fees			Retainer Ret: greater of \$60k or 20-25% of		
Deal Fees			Retainer Ret: greater of \$60k or 20-25% of		
Deal Fees	0.25-0.50 0.51-0.60	No Retainer  15 1/8 14 5/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70	15 1/8 14 5/8 13 5/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89	15 1/8 14 5/8 13 5/8 12 5/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09 1.1 - 2.0	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8 10 5/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A N/A N/A N/A N/		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09 1.1 - 2.0 2.1 - 3.0	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8 10 5/8 9 5/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A N/A N/A N/A N/		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09 1.1 - 2.0 2.1 - 3.0 3.1 - 4.0	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8 10 5/8 9 5/8 8 5/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A N/A N/A N/A N/		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09 1.1 - 2.0 2.1 - 3.0 3.1 - 4.0 4.1 - 5.0	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8 10 5/8 9 5/8 8 5/8 7 7/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A N/A N/A N/A N/		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09 1.1 - 2.0 2.1 - 3.0 3.1 - 4.0 4.1 - 5.0 5.1 - 6.0	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8 10 5/8 9 5/8 8 5/8 7 7/8 7 5/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A N/A N/A N/A 7/A 9 1/8 8 1/8 7 3/8 7 1/8		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09 1.1 - 2.0 2.1 - 3.0 3.1 - 4.0 4.1 - 5.0 5.1 - 6.0 6.1 - 7.0	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8 10 5/8 9 5/8 8 5/8 7 7/8 7 5/8 6 7/8	Retainer  Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A N/A N/A N/A 7 1/8 6 3/8		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09 1.1 - 2.0 2.1 - 3.0 3.1 - 4.0 4.1 - 5.0 5.1 - 6.0 6.1 - 7.0 7.1 - 8.0	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8 10 5/8 9 5/8 8 5/8 7 7/8 7 5/8 6 7/8 6 5/8	Retainer  Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A N/A N/A 9 1/8 8 1/8 7 3/8 7 1/8 6 3/8 6 1/8		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09 1.1 - 2.0 2.1 - 3.0 3.1 - 4.0 4.1 - 5.0 5.1 - 6.0 6.1 - 7.0 7.1 - 8.0 8.1 - 9.0	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8 10 5/8 9 5/8 8 5/8 7 7/8 7 5/8 6 7/8 6 5/8 5 7/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A N/A 9 1/8 8 1/8 7 3/8 7 1/8 6 3/8 6 1/8 5 3/8		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09 1.1 - 2.0 2.1 - 3.0 3.1 - 4.0 4.1 - 5.0 5.1 - 6.0 6.1 - 7.0 7.1 - 8.0 8.1 - 9.0 9.1-10.0	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8 10 5/8 9 5/8 8 5/8 7 7/8 7 5/8 6 7/8 6 5/8 5 7/8 5 5/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A N/A 9 1/8 8 1/8 7 3/8 7 1/8 6 3/8 6 1/8 5 3/8 5 1/8		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09 1.1 - 2.0 2.1 - 3.0 3.1 - 4.0 4.1 - 5.0 5.1 - 6.0 6.1 - 7.0 7.1 - 8.0 8.1 - 9.0 9.1-10.0 10.0-15.0	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8 10 5/8 9 5/8 8 5/8 7 7/8 7 5/8 6 5/8 5 5/8 4 7/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A N/A N/A 9 1/8 8 1/8 7 3/8 7 1/8 6 3/8 6 1/8 5 3/8 5 1/8 4 3/8		
Deal Fees	0.25-0.50 0.51-0.60 0.61-0.70 0.71-\$0.89 0.9-1.09 1.1 - 2.0 2.1 - 3.0 3.1 - 4.0 4.1 - 5.0 5.1 - 6.0 6.1 - 7.0 7.1 - 8.0 8.1 - 9.0 9.1-10.0	15 1/8 14 5/8 13 5/8 12 5/8 11 5/8 10 5/8 9 5/8 8 5/8 7 7/8 7 5/8 6 7/8 6 5/8 5 7/8 5 5/8	Retainer Ret: greater of \$60k or 20-25% of proj. commission  N/A N/A N/A N/A N/A N/A N/A 9 1/8 8 1/8 7 3/8 7 1/8 6 3/8 6 1/8 5 3/8 5 1/8		

## 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