

Compensation

PROPOSED FEE SCHEDULE

Real Estate Advisory Services

DTSpade is committed to the excellent execution of each task. We provide our best services when our thought partners allow us to ‘stay at the table’ - this helps build trust and relationships, to learn and question, to share and explain, and to be accountable and responsive.

Column two below denotes the upfront professional time we anticipate spending, with no expectation of compensation. We honor the opportunity to do business, to learn and onboard and to contribute in a meaningful way. We list some of these in the Added Value section.

In column three we list our hourly rate of for consultation activities that go above and beyond what is anticipated. This honors our professional time, ensures long term sustainability, and incentivizes efficiency.

We will track all hours in each category as part of our monthly reporting.

ACTIVITIES	TIME	VALUE
<i>ANTICIPATED ANNUAL ACTIVITIES</i>	<i>ANTICIPATED TIME</i> (absorbed at no charge)	<i>ABOVE & BEYOND</i> (after time absorbed)
DTSpade + QVA Meetings With DCSD Team	20 hours each (total 40 hours)	Up to 20 hours at \$125/hr (not to exceed \$2,500.00)
DTSpade Monthly Reporting	24 hours	n/a
DTSpade Broker Opinion of Value	n/a	up to 20 hours at \$125/hr (not to exceed \$2,500.00)
DTSpade + QVA Attend Community Engagement Gatherings	10 hours each (total 20 hours)	Up to 20 hours at \$100/hr (not to exceed \$2,000.00)
DTSpade + QVA Specialized Reports and Presentations For Constituents (outside of DCSD team or DOE)	10 hours each (total 20 hours)	Up to 20 hours at \$125/hr (not to exceed \$2,500.00)
DTSpade ESRI Mapping	20 hours total	Up to 40 hours at \$125/hr (not to exceed \$5,000.00)

Compensation *continued*

PROPOSED FEE SCHEDULE *CONTINUED*

Real Estate Brokerage Fees

Fees for Listing (real estate disposal) and Selling (real estate acquisition) will depend on whether the property has an improvement on it or not. Land deals without improvement typically take significantly longer to sell. The asking prices tend lower depending of course on size and particularities of the market. Higher fees for land sales are not atypical in the brokerage community as upfront holding costs to brokers is significant and transaction times tend to be longer.

Fees for listing and selling also depend on whether there is another broker (co-broker) engaged by the purchasing customer. DTSpade will split its fees 50/50 with purchasing customer’s broker if we list a property for sale.

It is customary in brokerage for the listing broker to receive brokerage fees from the sale at the time of closing and simultaneously for fees to be dispersed to the purchaser’s brokerage. Even though this is customary, a commission agreement will be part of the contract terms and will explicate how much, when and by whom fees are paid. Hence it is important to include the co-brokers fees in this proposal.

Likewise, if DCSD is acquiring the property and DTSpade is the selling broker in an acquisition, then DTSpade would negotiate a sales price that is inclusive brokerage fees below. The fee would be paid by the owner/listing broker and no direct payment would come from DCSD, unless DCSD chooses some other process for paying fees. Such an option would be delineated clearly in settlement documents.

There can be considerable variation in leasing fees and when they are paid depending on the terms, size and Landlord (or Tenant). Hence for simplicity and to ensure there is a specific cap on the fees, we consider leasing from a Landlord as a Tenant the same as an “acquisition” below and leasing to a Tenant as a Landlord the same as a “disposal” below.

ACTIVITIES	DISPOSAL		ACQUISITION	
	<\$2,999,999	>\$3M	<\$2,999,999	>\$3M
Co-Brokered land	10%	8%	5%	4%
Co Broker Land + Improvement	8%	6%	4%	3%
No Co broker Land	5%	4%	5%	4%
No Co Broker land + Improvement	4%	3%	4%	3%

*Brokerage fees include: Negotiating purchase/sale/lease of DCSD parcels and obtaining executed purchase agreements; Advising the DCSD Board of Education and DCSD in all matters regarding the purchase sale, lease offers claims, counter offers pertinent discussions; Attending closings; obtaining plans, right of way maps, title searches, title commitments, owners title policies, acquisition and/or eminent domain use in project.

Compensation *continued*

PROPOSED FEE SCHEDULE CONTINUED

QVA Appraisal and Valuation Fees

The primary focus of Quest Valuation & Advisors is development of sound and credible real estate valuation analysis. We understand that each assignment will require discussion, administration, and coordination time to address the scope of work and any special circumstances. Our fees in the chart below includes typical report development and consultation prior to and during this process. In the instances, after a report is complete, that explanation is needed for constituents beyond DCDS, then an hourly rate of \$125/hour will be applied for additional consultation services beyond the scope of our report development.

	LAND ONLY (NO IMPROVEMENTS)	LAND + IMPROVEMENT
<29,999sf	n/a	\$ 4,000
>30,000 sf	n/a	\$ 5,000
<9.99 AC	\$ 2,500	n/a
>10 AC	\$ 2,500	n/a