



SCHEDULE A
DUTIES, TERM, AND COMMISSION SCHEDULE
REAL ESTATE TRANSACTIONS

DUTIES:

The Associate-Licensee will perform all the duties of a Licensed Real Estate Agent, including acting as either a Buyer's Agent, Sellers Agent and/or both, according to the laws of the California Bureau of Real Estate. Associate-Licensee is responsible for all marketing costs incurred to procure such transactions. He or she will report directly to Broker. Associate-Licensee shall fulfill any other duties reasonably requested by the Company. Associate-Licensee agrees to abide by all laws set forth by the California Bureau of Real Estate.

On all real estate transactions, Associate-Licensee is required to use our in-house transaction coordinators. The fee for this is \$295.00. For a dual transaction (Associate-Licensee represents both buyer and seller), the transaction coordinator fee is \$395. Associate-Licensee will use only Premier Realty Associates approved Transaction Coordinator for each transaction, and no commissions will be paid out until the complete file is received from the transaction coordinator and reviewed at the Premier Realty Associates office.

TERM:

This engagement shall commence upon execution of this Agreement and shall continue in full force and effect through completion of assignment or upon completion of the Associate-Licensee's duties under this Agreement. The Agreement may only be extended thereafter by mutual agreement, unless terminated earlier by operation of and in accordance with this Agreement.

COMPENSATION:

Broker Compensation: Broker compensation is \$495 (four hundred ninety five dollars) or 10% of the commission check, whichever is less (note: the minimum to broker is \$195). E&O fee of \$125 and Transaction Coordinator fee of \$295. If the sales price in the transaction is over \$1,000,000.00 (One Million Dollars), broker compensation is an additional \$50 for every \$100,000 price increment. If agent represents both sides of a transaction, the following fee adjustments will apply: A \$495.00 fee for both sides for a total of \$990.00, the E&O fee will be raised from \$125 to \$225 to cover both transactions. Also, the transaction coordinator fee will be raised from \$295 to \$395 to cover the additional paperwork. Note: If Associate-Licensee is selling their own property, they are not permitted to conduct dual agency transactions by representing the buyer.

Broker Associate Compensation: Associate-Licensee shall receive 100% (one hundred percent) of compensation actually collected by broker, once the broker compensation fee, \$125 risk management fee and \$295 TC fee has been deducted. Note: if the sales price is over \$1,000,000.00 (one million dollars), the risk management fee is an additional \$12.50 for every \$100,000 price increment.

If Associate-Licensee receives referral compensation from another broker, Premier Realty Associates will deduct a flat fee of 10% (max to broker is \$500), and Associate-Licensee will receive the remaining 90%. If Associate-Licensee collects a fee for doing a BPO (broker price opinion), Premier Realty Associates will deduct a flat fee of 10% (max to broker is \$500), and Associate-Licensee will receive the remaining 90%. If Associate-Licensee leases clients property, Premier Realty Associates will deduct a flat fee of 10% (max to broker is \$500), and Associate-Licensee will receive the remaining 90%.

Commercial Transactions: If Associate-Licensee represents either a buyer or a seller in a commercial transaction, the following commission fees will be charged by Broker, in lieu of standard residential fees: If purchase price is under \$1,000,000, company fee will be 5% of the commission received by the agent. If the purchase price is over \$1,000,000, the company fee will be 10% of the commission received by the agent. The transaction coordinator fee on a commercial transaction is \$395 and the E&O fee is \$250. Commercial leases will be charged a fee of 10% or \$500.00 whichever is less or 5% max of \$1,000 for commissions received over \$10,000 with a transaction coordinator fee of \$75.00.



Associate-Licensee will be paid as an independent contractor, and a 1099 will be issued at the end of the fiscal year for those transactions where Associate-Licensee has been paid by the Company. If Associate-Licensee is paid by the escrow company, the Company will not issue a 1099. Fees and charges are assigned at the time of signing the Independent Contractor Agreement and may be changed by Broker with 90 days advance notification.