

## Recommended Scale of Fees and Commissions

Prior to 2005, Tasmanian legislation featured a requirement of the REIT to publish a recommended scale of fees. When the Property Agents and Land Transactions Act (2005) commenced the scale of commissions was discontinued. However, the REIT as a service to members and consumers retains the scale of commission on the REIT website as a GUIDE ONLY.

Effective 1st July 2020 (incl. GST)

### 1. Sale of Property

Where the purchase price:-

Does not exceed \$10,000	11.04% with a minimum of \$100
From \$10,001 to \$50,000	\$1104 plus 6.02% of excess over \$10,000
From \$50,001 to \$100,000	\$3512 plus 4.22% of excess over \$50,000
From \$100,001 upwards	\$5622 plus 3.99% of excess over \$100,000

### 2. Sale of Business

\$2,965 or 6.02%*	on total sale price inclusive of Stock - whichever is the greater*
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### 3. Residential Leasing

Less than 12 months	6.6% of annual rent
12 months to 24 months	7.9%
Over 24 months	9.5%

### 4. Commercial Leasing

Less than 3 years	15.42% gross annual rent
3 years to 5 years	17.50% gross annual rent
Over 5 years	17.50% plus 0.70% each year in excess of 5 years

### 5. Managing Property

Residential	13.83%
Commercial	13.83%
Car Parks	13.83%

### 6. Rent Review Negotiation (Commercial)

\$442.00 minimum or 14.7% of increase in annual rental

### 7. Bidding at Auction (representing purchaser)

\$154.00 plus \$1.54 per \$1,000.00

### 8. Buying Property

Fee as though agent employed to sell property.

Property Value	Commission	GST	Total	Property Value	Commission	GST	Total	Property Value	Commission	GST	Total	Property Value	Commission	GST	Total
\$500	\$91 +	\$9 =	\$100	\$63,000	\$3,691 +	\$369 =	\$4,061	\$126,000	\$6,054 +	\$605 =	\$6,659	\$189,000	\$8,339 +	\$834 =	\$9,173
\$1,000	\$100 +	\$10 =	\$110	\$64,000	\$3,730 +	\$373 =	\$4,103	\$127,000	\$6,090 +	\$609 =	\$6,699	\$190,000	\$8,375 +	\$838 =	\$9,213
\$2,000	\$201 +	\$20 =	\$221	\$65,000	\$3,768 +	\$377 =	\$4,145	\$128,000	\$6,127 +	\$613 =	\$6,739	\$191,000	\$8,412 +	\$841 =	\$9,253
\$3,000	\$301 +	\$30 =	\$331	\$66,000	\$3,807 +	\$381 =	\$4,187	\$129,000	\$6,163 +	\$616 =	\$6,779	\$192,000	\$8,448 +	\$845 =	\$9,293
\$4,000	\$401 +	\$40 =	\$442	\$67,000	\$3,845 +	\$384 =	\$4,229	\$130,000	\$6,199 +	\$620 =	\$6,819	\$193,000	\$8,484 +	\$848 =	\$9,333
\$5,000	\$502 +	\$50 =	\$552	\$68,000	\$3,883 +	\$388 =	\$4,272	\$131,000	\$6,235 +	\$624 =	\$6,859	\$194,000	\$8,521 +	\$852 =	\$9,373
\$6,000	\$602 +	\$60 =	\$662	\$69,000	\$3,922 +	\$392 =	\$4,314	\$132,000	\$6,272 +	\$627 =	\$6,899	\$195,000	\$8,557 +	\$856 =	\$9,413
\$7,000	\$703 +	\$70 =	\$773	\$70,000	\$3,960 +	\$396 =	\$4,356	\$133,000	\$6,308 +	\$631 =	\$6,939	\$196,000	\$8,593 +	\$859 =	\$9,452
\$8,000	\$803 +	\$80 =	\$883	\$71,000	\$3,998 +	\$400 =	\$4,398	\$134,000	\$6,344 +	\$634 =	\$6,979	\$197,000	\$8,629 +	\$863 =	\$9,492
\$9,000	\$903 +	\$90 =	\$994	\$72,000	\$4,037 +	\$404 =	\$4,440	\$135,000	\$6,380 +	\$638 =	\$7,019	\$198,000	\$8,666 +	\$867 =	\$9,532
\$10,000	\$1,004 +	\$100 =	\$1,104	\$73,000	\$4,075 +	\$408 =	\$4,483	\$136,000	\$6,417 +	\$642 =	\$7,058	\$199,000	\$8,702 +	\$870 =	\$9,572
\$11,000	\$1,058 +	\$106 =	\$1,164	\$74,000	\$4,113 +	\$411 =	\$4,525	\$137,000	\$6,453 +	\$645 =	\$7,098	\$200,000	\$8,738 +	\$874 =	\$9,612
\$12,000	\$1,113 +	\$111 =	\$1,224	\$75,000	\$4,152 +	\$415 =	\$4,567	\$138,000	\$6,489 +	\$649 =	\$7,138	\$201,000	\$8,774 +	\$877 =	\$9,652
\$13,000	\$1,168 +	\$117 =	\$1,285	\$76,000	\$4,190 +	\$419 =	\$4,609	\$139,000	\$6,526 +	\$653 =	\$7,178	\$202,000	\$8,811 +	\$881 =	\$9,692
\$14,000	\$1,223 +	\$122 =	\$1,345	\$77,000	\$4,229 +	\$423 =	\$4,651	\$140,000	\$6,562 +	\$656 =	\$7,218	\$203,000	\$8,847 +	\$885 =	\$9,732
\$15,000	\$1,277 +	\$128 =	\$1,405	\$78,000	\$4,267 +	\$427 =	\$4,694	\$141,000	\$6,598 +	\$660 =	\$7,258	\$204,000	\$8,883 +	\$888 =	\$9,772
\$16,000	\$1,332 +	\$133 =	\$1,465	\$79,000	\$4,305 +	\$431 =	\$4,736	\$142,000	\$6,634 +	\$663 =	\$7,298	\$205,000	\$8,920 +	\$892 =	\$9,812
\$17,000	\$1,387 +	\$139 =	\$1,525	\$80,000	\$4,344 +	\$434 =	\$4,778	\$143,000	\$6,671 +	\$667 =	\$7,338	\$206,000	\$8,956 +	\$896 =	\$9,851
\$18,000	\$1,441 +	\$144 =	\$1,586	\$81,000	\$4,382 +	\$438 =	\$4,820	\$144,000	\$6,707 +	\$671 =	\$7,378	\$207,000	\$8,992 +	\$899 =	\$9,891
\$19,000	\$1,496 +	\$150 =	\$1,646	\$82,000	\$4,420 +	\$442 =	\$4,862	\$145,000	\$6,743 +	\$674 =	\$7,418	\$208,000	\$9,028 +	\$903 =	\$9,931
\$20,000	\$1,551 +	\$155 =	\$1,706	\$83,000	\$4,459 +	\$446 =	\$4,905	\$146,000	\$6,779 +	\$678 =	\$7,457	\$209,000	\$9,065 +	\$906 =	\$9,971
\$21,000	\$1,606 +	\$161 =	\$1,766	\$84,000	\$4,497 +	\$450 =	\$4,947	\$147,000	\$6,816 +	\$682 =	\$7,497	\$210,000	\$9,101 +	\$910 =	\$10,011
\$22,000	\$1,660 +	\$166 =	\$1,826	\$85,000	\$4,535 +	\$454 =	\$4,989	\$148,000	\$6,852 +	\$685 =	\$7,537	\$211,000	\$9,137 +	\$914 =	\$10,051
\$23,000	\$1,715 +	\$172 =	\$1,887	\$86,000	\$4,574 +	\$457 =	\$5,031	\$149,000	\$6,888 +	\$689 =	\$7,577	\$212,000	\$9,173 +	\$917 =	\$10,091
\$24,000	\$1,770 +	\$177 =	\$1,947	\$87,000	\$4,612 +	\$461 =	\$5,073	\$150,000	\$6,925 +	\$692 =	\$7,617	\$213,000	\$9,210 +	\$921 =	\$10,131
\$25,000	\$1,825 +	\$182 =	\$2,007	\$88,000	\$4,651 +	\$465 =	\$5,116	\$151,000	\$6,961 +	\$696 =	\$7,657	\$214,000	\$9,246 +	\$925 =	\$10,171
\$26,000	\$1,879 +	\$188 =	\$2,067	\$89,000	\$4,689 +	\$469 =	\$5,158	\$152,000	\$6,997 +	\$700 =	\$7,697	\$215,000	\$9,282 +	\$928 =	\$10,211
\$27,000	\$1,934 +	\$193 =	\$2,127	\$90,000	\$4,727 +	\$473 =	\$5,200	\$153,000	\$7,033 +	\$703 =	\$7,737	\$216,000	\$9,319 +	\$932 =	\$10,250
\$28,000	\$1,989 +	\$199 =	\$2,188	\$91,000	\$4,766 +	\$477 =	\$5,242	\$154,000	\$7,070 +	\$707 =	\$7,777	\$217,000	\$9,355 +	\$935 =	\$10,290
\$29,000	\$2,043 +	\$204 =	\$2,248	\$92,000	\$4,804 +	\$480 =	\$5,284	\$155,000	\$7,106 +	\$711 =	\$7,817	\$218,000	\$9,391 +	\$939 =	\$10,330
\$30,000	\$2,098 +	\$210 =	\$2,308	\$93,000	\$4,842 +	\$484 =	\$5,327	\$156,000	\$7,142 +	\$714 =	\$7,856	\$219,000	\$9,427 +	\$943 =	\$10,370
\$31,000	\$2,153 +	\$215 =	\$2,368	\$94,000	\$4,881 +	\$488 =	\$5,369	\$157,000	\$7,178 +	\$718 =	\$7,896	\$220,000	\$9,464 +	\$946 =	\$10,410
\$32,000	\$2,208 +	\$221 =	\$2,428	\$95,000	\$4,919 +	\$492 =	\$5,411	\$158,000	\$7,215 +	\$721 =	\$7,936	\$221,000	\$9,500 +	\$950 =	\$10,450
\$33,000	\$2,262 +	\$226 =	\$2,489	\$96,000	\$4,957 +	\$496 =	\$5,453	\$159,000	\$7,251 +	\$725 =	\$7,976	\$222,000	\$9,536 +	\$954 =	\$10,490
\$34,000	\$2,317 +	\$232 =	\$2,549	\$97,000	\$4,996 +	\$500 =	\$5,495	\$160,000	\$7,287 +	\$729 =	\$8,016	\$223,000	\$9,572 +	\$957 =	\$10,530
\$35,000	\$2,372 +	\$237 =	\$2,609	\$98,000	\$5,034 +	\$503 =	\$5,538	\$161,000	\$7,324 +	\$732 =	\$8,056	\$224,000	\$9,609 +	\$961 =	\$10,570
\$36,000	\$2,427 +	\$243 =	\$2,669	\$99,000	\$5,073 +	\$507 =	\$5,580	\$162,000	\$7,360 +	\$736 =	\$8,096	\$225,000	\$9,645 +	\$965 =	\$10,610
\$37,000	\$2,481 +	\$248 =	\$2,729	\$100,000	\$5,111 +	\$511 =	\$5,622	\$163,000	\$7,396 +	\$740 =	\$8,136	\$226,000	\$9,681 +	\$968 =	\$10,649
\$38,000	\$2,536 +	\$254 =	\$2,790	\$101,000	\$5,147 +	\$515 =	\$5,662	\$164,000	\$7,432 +	\$743 =	\$8,176	\$227,000	\$9,718 +	\$972 =	\$10,689
\$39,000	\$2,591 +	\$259 =	\$2,850	\$102,000	\$5,183 +	\$518 =	\$5,702	\$165,000	\$7,469 +	\$747 =	\$8,216	\$228,000	\$9,754 +	\$975 =	\$10,729
\$40,000	\$2,645 +	\$265 =	\$2,910	\$103,000	\$5,220 +	\$522 =	\$5,742	\$166,000	\$7,505 +	\$750 =	\$8,255	\$229,000	\$9,790 +	\$979 =	\$10,769
\$41,000	\$2,700 +	\$270 =	\$2,970	\$104,000	\$5,256 +	\$526 =	\$5,782	\$167,000	\$7,541 +	\$754 =	\$8,295	\$230,000	\$9,826 +	\$983 =	\$10,809
\$42,000	\$2,755 +	\$275 =	\$3,030	\$105,000	\$5,292 +	\$529 =	\$5,822	\$168,000	\$7,577 +	\$758 =	\$8,335	\$231,000	\$9,863 +	\$986 =	\$10,849
\$43,000	\$2,810 +	\$281 =	\$3,091	\$106,000	\$5,329 +	\$533 =	\$5,861	\$169,000	\$7,614 +	\$761 =	\$8,375	\$232,000	\$9,899 +	\$990 =	\$10,889
\$44,000	\$2,864 +	\$286 =	\$3,151	\$107,000	\$5,365 +	\$536 =	\$5,901	\$170,000	\$7,650 +	\$765 =	\$8,415	\$233,000	\$9,935 +	\$994 =	\$10,929
\$45,000	\$2,919 +	\$292 =	\$3,211	\$108,000	\$5,401 +	\$540 =	\$5,941	\$171,000	\$7,686 +	\$769 =	\$8,455	\$234,000	\$9,971 +	\$997 =	\$10,969
\$46,000	\$2,974 +	\$297 =	\$3,271	\$109,000	\$5,437 +	\$544 =	\$5,981	\$172,000	\$7,723 +	\$772 =	\$8,495	\$235,000	\$10,008 +	\$1,001 =	\$11,009
\$47,000	\$3,029 +	\$303 =	\$3,331	\$110,000	\$5,474 +	\$547 =	\$6,021	\$173,000	\$7,759 +	\$776 =	\$8,535	\$236,000	\$10,044 +	\$1,004 =	\$11,048
\$48,000	\$3,083 +	\$308 =	\$3,392	\$111,000	\$5,510 +	\$551 =	\$6,061	\$174,000	\$7,795 +	\$780 =	\$8,575	\$237,000	\$10,080 +	\$1,008 =	\$11,088
\$49,000	\$3,138 +	\$314 =	\$3,452	\$112,000	\$5,546 +	\$555 =	\$6,101	\$175,000	\$7,831 +	\$783 =	\$8,615	\$238,000	\$10,117 +	\$1,012 =	\$11,128
\$50,000	\$3,193 +	\$319 =	\$3,512	\$113,000	\$5,582 +	\$558 =	\$6,141	\$176,000	\$7,868 +	\$787 =	\$8,654	\$239,000	\$10,153 +	\$1,015 =	\$11,168
\$51,000	\$3,231 +	\$323 =	\$3,554	\$114,000	\$5,619 +	\$562 =	\$6,181	\$177,000	\$7,904 +	\$790 =	\$8,694	\$240,000	\$10,189 +	\$1,019 =	\$11,208
\$52,000	\$3,269 +	\$327 =	\$3,596	\$115,000	\$5,655 +	\$566 =	\$6,221	\$178,000	\$7,940 +	\$794 =	\$8,734	\$241,000	\$10,225 +	\$1,023 =	\$11,248
\$53,000	\$3,308 +	\$331 =	\$3,639	\$116,000	\$5,691 +	\$569 =	\$6,260	\$179,000	\$7,976 +	\$798 =	\$8,774	\$242,000	\$10,262 +	\$1,026 =	\$11,288
\$54,000	\$3,346 +	\$335 =	\$3,681	\$117,000	\$5,728 +	\$573 =	\$6,300	\$180,000	\$8,013 +	\$801 =	\$8,814	\$243,000	\$10,298 +	\$1,030 =	\$11,328
\$55,000	\$3,385 +	\$338 =	\$3,723	\$118,000	\$5,764 +	\$576 =	\$6,340	\$181,000	\$8,049 +	\$805 =	\$8,854	\$244,000	\$10,334 +	\$1,033 =	\$11,368
\$56,000	\$3,423 +	\$342 =	\$3,765	\$119,000	\$5,800 +	\$580 =	\$6,380	\$182,000	\$8,085 +	\$809 =	\$8,894	\$245,000	\$10,370 +	\$1,037 =	\$11,408
\$57,000	\$3,461 +	\$346 =	\$3,807	\$120,000	\$5,836 +	\$584 =	\$6,420	\$183,000	\$8,122 +	\$812 =	\$8,934	\$246,000	\$10,407 +	\$1,041 =	\$11,447
\$58,000	\$3,500 +	\$350 =	\$3,850	\$121,000	\$5,873 +	\$587 =	\$6,460	\$184,000	\$8,158 +	\$816 =	\$8,974	\$247,000	\$10,443 +	\$1,044 =	\$11,487
\$59,000	\$3,538 +	\$354 =	\$3,892	\$122,000	\$5,909 +	\$591 =	\$6,500	\$185,000	\$8,194 +	\$819 =	\$9,014	\$248,000	\$10,479 +	\$1,048 =	\$11,527
\$60,000	\$3,576 +	\$358 =	\$3,934	\$123,000	\$5,945 +	\$595 =	\$6,540	\$186,000	\$8,230 +	\$823 =	\$9,053	\$249,000	\$10,516 +	\$1,052 =	\$11,567
\$61,000	\$3,615 +	\$361 =	\$3,976	\$124,000	\$5,981 +	\$598 =	\$6,580	\$187,000	\$8,267 +	\$827 =	\$9,093	\$250,000	\$10,552 +	\$1,055 =	\$11,607
\$62,000	\$3,653 +	\$365 =	\$4,018	\$125,000	\$6,018 +	\$602 =	\$6,620	\$188,000	\$8,303 +	\$830 =	\$9,133				





