

## ◆ 300 and 400 TRADECENTER COMMISSION SCHEDULE ◆

Cummings Properties is delighted to work with the brokerage community, and is offering a \$1.20 per square foot commission to licensed Massachusetts real estate brokers for all new 300 and 400 TradeCenter leases consummated before June 30, 2011, at the buildings' published rates (currently \$29.50 per square foot, and \$34.50 per square foot on the first floor). For leases signed for any reason at rates below published rates, a \$1.00 per square foot commission is being offered. Cummings Properties also pays a fee for leases consummated with new, properly registered prospects, equal to 50% of the standard full commission to cooperating licensed brokers acting as tenant representatives or as referral sources.

Cummings Properties will pay 50% of the commission due within 48 hours after full execution of the lease, and receipt of all up-front payments due from tenant, expiration of any lease contingencies and receipt of an invoice for brokerage. The remaining 50% of the commission will be paid within 48 hours after tenant completely moves into the leased premises and makes its next rental payment. The commission will be paid for each year of the initial lease term, up to a total five-year maximum term. Commissions are not due for any rent-free period(s) or any period subject to any form of lease cancellation provision. Prospects must be registered with Cummings Properties' operations or leasing staff prior to any other contact between the prospect and Cummings Properties.

Cummings Properties does not typically pay any commission on leases, lease renewals, lease amendments, expansions, or extensions with existing Cummings Properties tenants or tenant affiliates. Under some very limited circumstances, however, the firm may acknowledge someone as a cooperating broker representing the tenant, and pay 50% of the standard fee, but only by specific prior arrangement and by amortizing said fee as additional rent.