

SALTWATER SOLUTIONS FEES

PRICES ARE CURRENT AS AT 18/10/20 AND ARE SUBJECT TO CHANGE WITHOUT NOTICE



Job (Excluding Vessels)	Fee	Caps in Commission	Who pays?	Payment due
Min Fee simple transfers	\$250.00		Either party	
Assist as stakeholder for transfers I.E. Development of the Contract, holding documents and funds etc	\$250 to \$750	\$750.00	Both parties share	On Settlement
Lease Licence	\$10 / week		Owner	Pro rata
Lease and Manage lease	\$15 / week		Owner	Pro Rata
Lease symbol	\$520.00		Fisher	On signing
Permanent transfer of licenses, symbols & quota	6%	\$5,000.00	Owner	On Settlement
Swaps	6% Est market value	\$5,000.00	Both parties share	On signing
Where one party wants to use the Trust Account (optional)	\$300.00 / Transaction		Which-ever party requires this option	Prior to settlement
Lease quota where supplier monitors emails in and outside work hours	.03c / Kg		Owner	When leased
Lease quota where supplier transfers to Broker's licence in advance	.05c / Kg		Owner	When leased
Lease quota where Agent has to call the supplier and assist with the process of the transfer	.06c / Kg		Owner	When Leased
Valuations (applies only to people who are not clients)	\$500		Enquirer	Prior to valuation

For Boat sales and packages

Sole agency commission rate:

a. 5% + GST with a cap of \$5,000.00 + GST for assets up to \$500,000.00. Above \$500,000 the commission is to be by mutual agreement. Note that if the asset is a package, I.E. Vessel and Quota and Licence then the cap applies to each separate part of the breakdown. (Negotiable for each package)

Where the owner does not grant sole agency to the Agent, and/or after the sole agency period expires the following rates apply

- b. For Assets under \$100,000.00: \$550.00 flag-fall and 5% + GST
- c. For Assets over \$100,000.00: \$1,100.00 flag-fall and 4% + GST
- d. For Assets over \$200,000.00: \$1,100.00 flag fall and 3% + GST
- e. \$110.00 AUD + GST listing fee, refundable if the Agent does the sale

Notes

*Commission is not payable on any GST part of the sale price

*Add GST to all indicated fees

*Where contract/lease arrangements are set up for you and where you don't need an Agent to monitor outcomes a min fee of \$250 applies and the actual fee depends on the terms of the agreement and how complex it is.

*Discounts apply for repeat customers and referrals, please enquire