

### New Commission Structure

In 2023 advertised commission (compensation) was 3% to PSCo as listing broker and 3% to the buyer's broker. Total compensation 6%.

Contract Amended on 7/19/24 to conform to DOJ settlement. Changed to 3% to PSCo as listing broker and 2.5% compensation to the buyer's broker. Total compensation 5.5%.

### Proposed Compensation

2.5% to PSCo as listing broker and 1.5% compensation offer to buyer's broker. Buyer's broker compensation is advertised on PSCo webpage. Total Compensation 4%.

	Old Price	P Reduction	New Price	Compensation %	Net to Seller	
38-1	\$1,725,000	8.4%	<del>575/4</del> \$1,580,000	4%	\$1,516,800	526/40'
38-2	\$1,699,000	9.9%	\$1,530,000	4%	\$1,468,800	
38-3	\$1,725,000	8.4%	\$1,580,000	4%	\$1,516,800	
28-1	\$1,599,000	8.4%	\$1,465,000	4%	\$1,406,400	
28-2	\$1,575,000	9.8%	\$1,420,000	4%	\$1,363,200	
28-3	\$1,599,000	8.4%	\$1,465,000	4%	\$1,406,400	
60-1	\$1,699,000	9.9%	\$1,530,000	4%	\$1,468,800	
60-2	\$1,675,000	10.4%	\$1,500,000	4%	\$1,440,000	
60-3	\$1,675,000	10.4%	\$1,500,000	4%	\$1,440,000	

### Marketing Plan for "The Landing Relaunch"

All MLS listings will be terminated.

New Listings will be produced with new photos and 0 days on market.

Existing Matterport will be used.

PSCo will arrange new photos of 38-1 and exterior photos of 28 Landing Circle. 60 Landing Circle is not ready of inside or outside photos.

PSCo will also produce short video for social media.

### Advertising

Instagram – Stats?

FaceBook – Stats?

LinkedIn – Stats?

PSCo will provide a schedule of posts and "click" stats will be provided to the Client and updated weekly. Stowe Reporter Add schedule will also be provided.

GB will contact his Landing database regarding the price change.