

Brokerage Commission Policy

The Port of The Dalles (“Port”) shall pay real estate commissions to real estate brokers licensed in the State of Oregon who are the procuring cause of a land sale or lease. No commission shall be payable if the broker has an interest in the sale or lease transaction.

To be eligible to collect a brokerage commission, brokers must notify the Port of their work with a client before a transaction reaches sale, preferably immediately after showing the property. Commissions shall be payable on leases after acceptance and execution by both parties of the appropriate documents.

REAL ESTATE BROKERS COMMISSION SCHEDULE

1. Leases

Commissions for land leases shall be 3 percent of the net rental to the Port for the first five years of the lease agreement.

Commissions on land leases shall not exceed the commission which would have been paid if the property had been sold rather than leased, based on the Port’s standard sales commission.

2. Sales

Commissions on the sale of Port property shall be 3 percent up to and including the initial \$500,000 of the gross sales price, plus 1.5 percent of any portion of the sales price in excess of \$500,000 for cash sales. Commissions on contract sales may be payable over time at no interest at the sole discretion of the Port. If the Port elects to pay commissions over a period of time, the time span shall be mutually agreed upon between the Port and the broker

3. Options

Commissions for options shall be 2 percent of the option price, paid at the time that the option is granted by the Port. If the option to purchase is exercised in the time set out in the option agreement, and the real estate broker has worked diligently with their client to finalize the sale, the sales commission rates outlined above will be paid, less the initial 2 percent paid for the option. The Port reserves the right to withdraw or amend this schedule at any time.

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Easy access to
I-84 east-west
Hwy 197/97 to CA I-5,
and Hwy 197
to WA-Hwy 14