

# Key Private Bank — Fee Schedule for Managing Wealth Real Estate Services

The team at Key Private Bank works with you to develop a focused, personalized approach to managing your wealth. We bring you the best possible insights and strategies — including solutions for investment management, trusts and estates, and banking — to help you stay on track and achieve your goals.

## Annual fees

1. For trust accounts administered by KeyBank National Association that include real estate managed by KeyBank, the market value of the real estate will be included in the market value of the account.
2. For real estate held where Key Private Bank has no management responsibility (as indicated by a signed waiver on file), the title holding fee will be \$750 per year.
3. For mineral, oil, and gas interests, an annual fee of \$100 per asset will apply.
4. For production mineral, oil, and gas interests, a fee of 6% of the gross revenue will apply.

## Other Real Estate Services

1. For the purchase or sale of the real estate where a broker is used, a fee of up to 3% of the sales price (with a \$500 minimum) will apply.
2. For the purchase or sale of real estate where a broker is not used, a fee of 7% of the sales price (with a \$500 minimum) will apply.
3. For property management services, a fee of 4% to 10% of gross income will apply.
4. For sale of timber interest, a fee of 10% of the gross sales price will apply.
5. For the setup of new mineral, oil, and gas interests in an account, a fee of \$200 per asset will apply.
6. For the management of environmental cleanups, a fee of \$200 per hour will apply.

Fees for all other real estate services will be computed and charged based on an hourly rate of \$200 for services performed by a professional and \$125 for services performed by a paraprofessional.

Compensation of third-party professionals employed by KeyBank on behalf of the account shall be in addition to fees charged by KeyBank for its services.

# Key Private Bank



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## Administrative & Investment Management Fees and Disclosures

Fees paid to third-party investment managers are in addition to KeyBank's fees and will be paid directly from the account to the manager.

When KeyBank shares investment responsibility and must consult with or obtain the approval of another individual prior to making or changing investments, a premium of 10 basis points will be assessed.

Management fees for accounts will be charged quarterly, unless otherwise stated.

Tax Preparation Fees for revocable, irrevocable, and managed accounts, as well as individual, charitable, and other tax services will be charged pursuant to the tax services schedule of charges that is available upon request.

Fees for Real Estate services will be charged pursuant to the Real Estate Schedule of Charges that is available upon request.

A co-trustee's compensation shall be in addition to fees charged by Key for its services.

A reasonable fee will be charged when an additional amount of time is requested or required for special projects, extraordinary activities, limited partnerships, closely-held companies, real estate activities, lease negotiations, capital improvements, environmental remediation, trust settlement, out-of-pocket expenses, and other non-recurring services. Fees will be computed based on an hourly fee, commensurate with the work, level of expertise, and direct costs involved. Per item or fixed charges may also apply.

**Trading Costs** – Brokerage commissions on trades in an account are charged to the account. Brokerage commissions on trades in common trust funds are charged to the funds. Any related trading expenses are disclosed in your account statement.

**Mutual Funds** – Fund fees are included within the expense ratios as outlined in the prospectus or similar document.

**Separately Managed Accounts (SMA)** – Management fees are as determined by the manager.

Key Private Bank is part of KeyBank National Association. Bank and trust products are provided by KeyBank. Member FDIC and Equal Housing Lender. Any opinions, projections or recommendations contained herein are subject to change without notice and are not intended as individual investment advice.

Investment products are:

**NOT FDIC INSURED • NOT BANK GUARANTEED • MAY LOSE VALUE • NOT A DEPOSIT • NOT INSURED BY ANY FEDERAL OR STATE GOVERNMENT AGENCY**

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