

# COMMERCIAL QUESTIONS FOR BUYERS AND TENANTS

Before you can begin helping a commercial buyer or a commercial client looking to lease a space you must ask great questions to get THE STORY. Here are the questions to get you started so you know how to find them what they need. (Notice these questions seem similar to residential questions you would ask with some slight differences)

- Are you looking to lease or to buy
- Are you buying the property for investment or are you looking to put your own business into the property
- What kind of business do you have?
- What location are you looking for and why?
- How many square feet do you need?
- Are there any special requirements the building needs to have to fit your business?
- How Many Parking Spaces do you need? This is so important, this will often kick a property out right off the bat. In other words, if someone says they need at least 20 parking spaces and the property has 6 spaces...move on.
- What is your budget to lease or to purchase?
- If they are leasing, find out how much their budget is for monthly rent.
- For Purchase...Are you looking to finance this or buy it cash?
- IF SOMEONE HAS AN EXISTING BUSINESS ASK TO VISIT THEIR CURRENT BUSINESS! This will show them you care, you will build a better relationship with your client ensuring they will use you, and you will get a real sense of what they actually need for their next business space.
- How to look for commercial properties:
  1. Do an MLS search under the "Commercial" search tab
  2. Go to [LoopNet.com](http://LoopNet.com) . This is like the Commercial Agent "MLS". Agents who are strictly commercial often are not members of the MLS meaning they don't list their properties on the MLS. LoopNet is where they list it.
  3. There is a newer site called [www.Crex.com](http://www.Crex.com) where Commercial Agents will also list properties. This site is trying to compete with LoopNet.
  4. When you call another Commercial Agent build a relationship with them. Always ask them if they have any "off market" properties for sale or lease. Many times properties for sale are not listed. Think about a business owner who might not want their employees to know they are selling. So those properties are sold through personal relationships and not public websites. Build great relationships with Agents and tell them to keep you on their list if they get any new properties.
  5. Drive areas. There are commercial signs EVERYWHERE if you look for them. Call the numbers, ask questions, make great contacts! And of course find your client what they are looking for!