

NARROW DOWN YOUR PROPERTY PARAMETERS TO REVIEW WITH YOUR BUYER'S REP.

CRITERIA	QUESTION	YOUR ANSWER
Location	Where is your ideal location?	
Near Amenities	Important or not?	
Parking	How many spaces?	
Access	Do you need easy access?	
Highways	Near highways or major arterials?	
Signage	How important is it?	
High visibility	Does your business require high visibility?	

PROPERTY	QUESTION	YOUR ANSWER
Building Size	How many square feet do you need?	
Land	Need yard or land?	
Zoning	What zoning is required for your type of business? i.e. industrial/office/retail, etc.	
Building Style	Stand-alone, Multi-Tenants or other	
New or Older	Do you want a new building or one that needs renos?	

TIMING	QUESTION	YOUR ANSWER
Move-in date	When do you require the building or space?	
Timing Flexibility	Are you flexible?	
Renovation	Estimate time?	
Build-to suit	Do you have 18-24 months to build from the ground up?	

FINANCING	QUESTION	YOUR ANSWER
Debt	What can you afford?	
Budget Estimate	Common area maintenance, property taxes, insurance, HVAC, etc.	
Down Payment	How much can you put down?	