

HIRC

The High-Risers Club

2.4.2025 – Common Transaction Questions

Coach Jeff Wright

Welcome

HRC
The High-Risers Club

Does anyone have anything great to share personally or professionally?



HRC
The High-Risers Club

Greatness is Within



You Can Do This

HRC
The High-Risers Club

Greatness is Within

1. Selling a commercial building as is. Is there anything I should be aware of?
2. Commercial listing description indicates Class A Building. How do I know if it's a Class A building, and what does that really mean?
3. A client asked me how much apartments buildings were selling per door. What does that mean and how do I know?
4. How do you know what the highest and best use of the property is?

Greatness is Within

5. Where do landlords get the \$ from to pay a commission-say a 5 year lease term @ a 5% commission.
6. How will property owners benefit from paying on an entire lease term as opposed to a flat (1 month) fee like residential rental.
7. How do we have the conversation with property owners about how commercial lease commissions work?
8. What do you think about owners paying the commission over the term of the lease? Bad idea? Depends on deal? And if yes, would you invoice your client quarterly, yearly? Thank you!

Greatness is Within

9. A potential buyer in residential real estate is financially vetted by a lender. How can you vet a buyer when you don't know the lender source. As in they are bringing their own lender and financing. How to verify this buyer is legit?
10. When we see Loopnet listings that don't have all the detail like Coach Jeff Wright was showing us, what's our best course of action: Call the listing agent and ask for income/expense? How much detail can we expect the LA to give us? If LA doesn't have much to show, do you still move forward with an LOI and state somewhere the offer price is based on getting solid numbers?
11. Hi Coach Jeff Wright , what would be industry standard for an agent to expect from a listing agent as compensation when bringing a tenant into a commercial space?
12. My question relates to commercial multifamily. Will lender consider market rate rents for vacant units?

Join Our Facebook Group

<https://www.facebook.com/groups/commercialrealestateforresidentialrealtors>



HRC
The High-Risers Club

This Month's Topics

- **Structuring A New Construction Offer for Both Residential and Commercial Real Estate**
- **Mindset Training Presented by Ed Schultek from Sandler Training**
- **Commercial Real Estate Terms You Need to Know: Test Your Knowledge and Understanding**

Next Session

Structuring A New Construction Offer for Both Residential and Commercial Real Estate

**Tuesday, February 11, 2025
@ Noon Eastern**

HRC
The High-Risers Club

Greatness is Within



You Can Do This

HRC
The High-Risers Club