

# Questions for a Buyer

HRC

1. How can I be of help to you?
2. Tell me a little background about yourself.
3. Do you purchase real estate often?
4. Have you worked with a commercial real estate broker before?
  - Do you currently have a representation agreement with anyone?
5. What type of commercial property are you looking to buy? (e.g., multi, office, retail, industrial)
6. What is the purpose of the property? Are you planning to use it for your business or invest and lease it?
  - If it is an investment property, do you have a target cap rate?
7. Do you have any specific requirements or preferences regarding size, amenities, or features of the property?
8. Will you be managing the property, or will you be hiring someone to run it for you?
9. What is your preferred location or target market for the property?
10. Are there any specific timeline or deadline considerations for the property acquisition?
11. Is this a candidate for a 1031 exchange?
12. What is your budget for the property purchase?
13. Do you plan to pay cash, or will you be financing this purchase?
  - If financing, do you have a lender you currently work with, or do you need assistance to identify one?
  - How much cash do you want to put down on the property?
14. Are there any other specific considerations or concerns you have regarding the commercial property purchase process?
15. Will anyone else be involved in the decision-making process?
16. Do you have a commercial real estate attorney?
17. Is there anything that I have not asked that is important to you?
  - What, if any, deal breakers do you have that I need to be aware of?
18. What is the best way to communicate with you moving forward?