

# COMMERCIAL SELLER CHECKLIST

## Position Your Asset to Attract Strong Buyers

### Contact Rollins and Associates Real Estate

- Proper positioning and buyer targeting increase value and speed.

### Clarify Your Sale Objective

- Max price, quick close, tax strategy, or portfolio reallocation.

### Prepare Clean Financials (2-3 Years)

- Buyers scrutinize income, expenses, and rent rolls.

### Optimize NOI Before Listing

- Minor adjustments can dramatically improve valuation.

### Review Lease Structures & Expirations

- Lease term stability directly affects buyer confidence.

### Address Deferred Maintenance

- Unresolved issues lower offers and raise buyer risk perception.

### Confirm Zoning & Compliance

- Misaligned use can kill deals late in escrow.

### Market to the Right Buyer Pool

- Investors, owner-users, or developers require different strategies.

### Prepare for Buyer Due Diligence

- Environmental, legal, and financial reviews can be intense.

### Plan Your Tax Strategy in Advance

- 1031 exchanges and capital gains timing must be coordinated early.



## CONTACT

[www.rollinsandassociateshomes.com](http://www.rollinsandassociateshomes.com)

@rollinsassociatesrealestate

201 Milford Mill Road Suite 104

Baltimore, MD 21208

(O) 443.660.7120 | (F) 443-660-7049

