

COMMERCIAL BUYER CHECKLIST

Key Steps for a Profitable Commercial Purchase

- Contact Rollins and Associates Real Estate**
Commercial strategy, zoning insight, and deal structure matter before property tours.
- Define Investment Objective Clearly**
Cash flow, appreciation, owner-use, or tax advantage each requires a different approach.
- Secure Commercial Financing Early**
Terms, amortization, and recourse differ greatly from residential loans.
- Analyze Net Operating Income**
Don't rely on pro formas verify actual income and expenses.
- Review Zoning, Use, and Future Restrictions**
Expansion, signage, parking, and permitted use are often misunderstood.
- Evaluate Tenant Quality & Lease Terms**
Lease length, escalation clauses, and tenant credit impact value.
- Assess Capital Expenditures (CapEx)**
Roofs, HVAC, parking lots, and ADA compliance can be costly.
- Understand Exit Strategy Before Buying**
Liquidity varies by asset type and location.
- Order Specialized Inspections**
Environmental, structural, and systems inspections are essential.
- Factor Tax & Depreciation Benefits**
Cost segregation and 1031 planning.



CONTACT

www.rollinsandassociateshomes.com
@rollinsassociatesrealestate

201 Milford Mill Road Suite 104
Baltimore, MD 21208
(O) 443.660.7120 | (F) 443-660-7049

