

Commercial Real Estate Listing Sales Pitch

- Select message
 - Features
 - Target market
 - Timing
- Choose Media
 - Online
 - Offline
 - Cost
- Vendor Paid
 - Database
 - Email
 - Newspapers
 - Signboard
 - Direct mail
- Information Memorandum

- Best solution for market
- Choose the right time
- Sell at a Price?
- Tender
- Expressions of Interest
 - Auction
 - Exchange
 - On market
 - Off market
- Confidentiality



- Rents
- Prices
- Inquiry
- Improvements
- Time on market
- Comparable evidence
- Target market
- Best time to sell
- Current interest
- Tenant mix
- Income stream
- Lease profiles
- Encumbrances
- Supply and demand
- Zoning
- Features

- Property history
- Reason for sale
- Income currently
- Expenditure history
- Outgoings
- Rates and taxes
- Title detail
- Encumbrances
- Tenant mix
- Tenancy schedule
- Current lease matters
- Condition report
- Orders or Notices
- Improvements
- Risk and Liability
- Tenant relations
- Survey and boundaries

- Time on market
- Prices
- Improvements
- Method of sale
- Method of marketing

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 These are some of the key issues as part of pitching your services to sell a property.

