

SELLING YOUR COMMERCIAL PROPERTY

What is it Worth?

The most important thing Harding Real Estate can provide for you is an in depth analysis of the income and expense stream of your property to determine that highest price your property will bring on the market today. Many of our associates have been education to do this type of analysis.

Before the Sale:

We will meet with you to determine the proper pricing strategy. Gather all the necessary data to assemble a marketing brochure. List your property in the Multiple Listing Service (MLSNI). Develop a personalized marketing strategy and target who the potential buyers are. Our advertising department will determine the proper newspaper media direct mailing lists, virtual tour, telemarketing and personalized signage for your property.

After the Sale:

We will coordinate all aspects of the transaction through our closing department. We will order all necessary building inspections, surveys, environmental audits, well and septic inspections.

BUYING YOUR COMMERCIAL PROPERTY

Think of us as your financial consultant:

The key to success in Income Property is buying it at the right price and in the right location to maximize your return on your investment.

Arrange the necessary financing:

To purchase the income property that fits your needs. Be it a \$100,000 loan or a \$10,000,000 loan, we can help. Over the years Harding Real Estate has developed working relationships with many financial institutions to help you get the best rate and term available at the time.

When we find your investment property:

- ❖ We will help you determine its financial worth based upon its net income.
 - ❖ We will also analyze its future potential income
 - ❖ Review all leases on the property
 - ❖ Negotiate the best possible price
 - ❖ Order the necessary building inspections and environmental audit
 - ❖ Check to see that the property is zoned correctly for the intended use
 - ❖ Coordinate all paperwork in the transaction through our closing department
- Communication between the attorneys, lenders, title company and surveyor are essential to making your purchase run smooth.