

## Leasing Like a Pro: From Home to Empire

1. What kind of lease is it? A Gross Lease, meaning the lease covers all costs (property taxes, utilities, property maintenance, etc. are included) or a Net Lease, meaning the lease just covers the cost of the rental space (property taxes, utilities, property maintenance, etc. are not included).
2. What is the duration of the lease? Most leases come in 1, 3, or 5-year increments. The shorter the lease, the less incentive for deals.
3. What sort of tenant inducements are offered? (I.e. renovation budget, free rent period for renovations, signage, etc.)
4. Do you have a lawyer to review your lease? Do they specialize in real estate contracts?
5. What is your growth prediction? If your business expands in the future, will the facility be able to accommodate this growth?
6. Does the lease have a non-compete clause?
7. Is the location appealing to possible employees?
8. Is the facility located in an area zoned for your type of business?
9. Does it meet your layout requirements?
10. Does the building need any repairs?
11. Do the existing utilities – lighting, heating, and cooling – meet your needs or will you have to do any rewiring or plumbing work? Is ventilation adequate?
12. Is the location convenient to where you live?
13. Do people you want for customers live nearby? Is the population density of the area sufficient for your sales needs?
14. Is the trade area heavily dependent on seasonal business?
15. Is the facility consistent with the image you'd like to maintain?
16. Are neighboring businesses likely to attract customers who will also patronize your business?
17. Are there any competitors located close to the facility? If so, can you compete with them successfully?
18. Is the facility easily accessible to your potential customers?
19. Is parking space available and adequate?
20. Is the area served by public transportation?
21. Can suppliers make deliveries conveniently at this location?