You know how the old real estate joke goes: "Location, location, location!" Location is an important factor in commercial real estate decisions, but it's certainly not the only one.

## Location

Your business type will actually play a big part in determining where you want to locate. Do you need to be on the way in to work, or on commuters' way home? Should you be near major traffic flows or near the suburbs? Do you want to be in an established area or a new area? Once you know the answer to these questions, you can pick a location that will serve your business type well.

## **Expenses**

When you decide on a location and start looking at properties, focus on the expenses the seller has. Each different type of property has a normal range of expenses, usually under 50 percent of the total income. Higher expenses are a reason to dig a little further. You can also divide your expenses by the total rentable square feet and come up with an even more precise number.

## **Price**

Comps, or comparableses, are just as important in commercial real estate as they are in residential real estate. Come up with a price per unit and compare that with the expenses that were reported to you. You should also talk these numbers over with your lender and the local assessor. The assessor will be able to tell you if taxes have changed at all from the numbers you were given, and you can refigure your numbers based on new tax estimates.

Call <u>Miami Real Estate Lawyer Isaac Benmergui</u> at 305.397.8547 and set up a no charge, no obligation consultation to discuss your case. We have close to 10 years of experience handling Real Estate, Personal Injury, Immigration and Commercial Litigation cases throughout Miami and South Florida, and will use our expertise to help your case to the best of our abilities.

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