THREE THINGS

A BROKER CAN DO TO SELL COMMERCIAL PROPERTIES FOR THE HIGHEST PRICE

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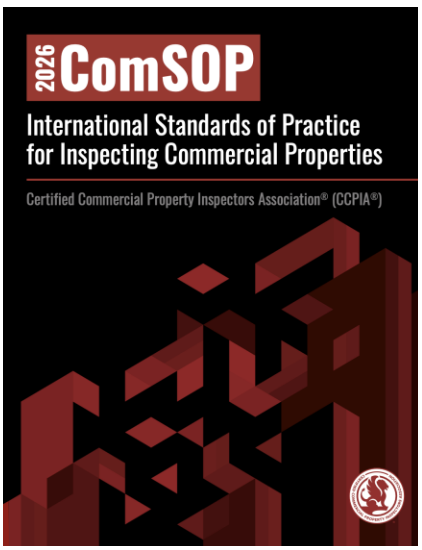
STEP #1

Start with a Pre-Listing Inspection

Selling a commercial property is very different from selling a home. Commercial buyers are typically investors, business owners, or institutions that make purchasing decisions based on risk, return, and future expenses. They are not simply buying a building—they are buying an investment.

Every concern a buyer uncovers translates into one of two things: a lower purchase price or a request for concessions. Every unknown represents risk, and risk has a price.

One of the smartest things a broker can do is convince his/her client to invest in obtaining a professional commercial property inspection. Although referred to as pre-listing inspections, they are often performed by the seller during the listing period and before a buyer if found.



The inspection is typically performed by a certified commercial property inspector following the International Standards of Practice for Inspecting Commercial Properties, which are widely used throughout the U.S. and Canada.

By learning about the property's condition early, your client has time to evaluate options. With your help, your client may choose to repair deficiencies, disclose them honestly, adjust the asking price accordingly, or simply be prepared to explain them. Whatever you decide, the two of you are making informed decisions instead of reacting under the pressure of an active contract.

Just as importantly, a pre-listing inspection demonstrates transparency. Buyers appreciate sellers who have nothing to hide, and that confidence often translates into smoother negotiations. The inspection itself becomes a sales tool for the broker. And by proactively identifying property issues, sellers create a clear record of transparency, which leaves little room for a claim that defects were intentionally hidden.

Many brokers wait for the buyer to order an inspection, but by then the buyer controls the conversation. If significant problems are discovered during due diligence, the buyer may ask for a price reduction, request repairs, delay closing, or even terminate the contract. An inspection shifts that advantage back to the listing broker.

You can find the best commercial property inspector in your area by visiting the Certified Commercial Property Inspectors Association. This is one of the most widely recognized resources dedicated specifically to commercial property inspections. The association's directory lists only Certified Commercial Property Inspectors who have met stringent training and testing requirements. It can be used to find a qualified inspector throughout the U.S. and Canada for all types of commercial real estate properties and transactions, including buying, selling, leasing, maintaining, and other property decision-making needs. Certified inspectors are trained in condition assessment and provide insight for informed property decisions.

In summary, a pre-listing inspection allows the seller and broker to identify issues first. It helps the commercial property owner and broker:

- Discover hidden defects before buyers do.
- Give brokers more information to better price and market the property.
- Make repairs that increase the property's value and appeal.
- Give the seller time to get competitive bids to make those repairs.
- Improve credibility by demonstrating transparency and forthrightness.
- Avoid surprises that can delay or derail a sale.
- Speed up the due diligence process or at least keep it on schedule.
- Reduce renegotiations after a buyer's inspection.
- Reduce failure-to-disclose claims.

Tip: SPACEXPLORATION the free commercial property MLS, allows you to upload your inspection reports to your listings. See STEP #3.

STEP #2

Prepare the Commercial Property for Sale

Here are some things you and your client can do:

Correct safety hazards. Do this first before buyers and their agents begin touring your property. And before contractors begin making any repairs. Noticeable safety issues can raise concerns about your overall property management style, and you want to do your best to keep everyone safe. Examples of such issues include:

- Missing handrails
- Dead lightbulbs
- Trip hazards
- Loose stair treads
- Damaged sidewalks
- Exposed wiring
- Missing electrical panel covers
- Blocked exits
- Broken exit signs
- Emergency lighting deficiencies

Remove clutter. Buyers want to visualize the property's potential. And well-organized spaces feel larger and more functional. Reduce unnecessary:

- Stored materials
- Old furniture
- Broken equipment
- Excess inventory
- Scrap materials
- Parked cars

Deep clean everything. Clean buildings simply show better. And when a commercial building is meticulously clean, it triggers the halo effect—a cognitive bias where visitors unconsciously associate one positive trait (cleanliness) with other unrelated positive qualities such as building maintenance. Pay particular attention to:

- Restrooms
- Common areas
- Mechanical rooms
- Electrical rooms
- Storage areas
- Loading docks

- Windows
- Carpets
- Ceilings
- Exterior walls

Improve curb appeal. Commercial properties sell faster and for more when they appear well cared for. A buyer often forms a first impression even before walking through the front door. Consider:

- Pressure washing
- Fresh landscaping
- Tree trimming
- Parking lot striping
- Signage replacement
- Exterior painting
- Window cleaning
- Trash removal
- Graffiti removal
- Leaving outdoor lights on at night

Service major building systems. Have important systems professionally serviced and keep the documentation of the work performed. Then have it all readily available to potential buyers. Maintenance records reassure buyers that equipment has been properly cared for. Systems to service include:

- HVAC equipment
- Boilers
- Chillers
- Fire suppression systems
- Fire alarms
- Elevators
- Emergency generators
- Backflow preventers
- Automatic doors
- Security systems
- Self-closing and fire doors
- Irrigation systems

Repair deferred maintenance. Buyers notice neglected maintenance immediately. Even relatively inexpensive repairs can significantly improve first impressions. If you decide not to make certain repairs, gather contractor estimates so that you'll be prepared to negotiate if necessary. Here are some items to address:

- Roof leaks
- Damaged pavement
- Broken windows

- Plumbing leaks
- HVAC problems
- Exterior deterioration
- Unsafe handrails
- Peeling paint
- Water intrusion
- Damaged doors
- Non-functioning lighting and dead bulbs
- Worn and dirty carpeting.
- Graffiti removal
- Clogged gutters

The best way to make sure that your seller is not getting ripped off when you have any repairs done is to hire an inspector to oversee the repair or construction projects and approve final payment. This is especially true in commercial properties where the seller might not have specific expertise in the systems and components getting repaired or replaced. It's also useful to hire oversight services if the seller is out of town or too busy to manage contractors.

Inspectors who provide project oversight services can be found at [OverSeeIt.com.](OverSeeIt.com) This site lists skilled and trusted inspectors who are trained to ensure that your seller is getting the work he/she is paying for. These inspectors will also confirm that the projects are completed and let you know that it is OK to make final payment to the contractor.

Tip: Let your contractors know that you have hired a project oversight inspector. Just knowing that a pro is watching them will pressure them into doing their finest work.

Organize documentation. Sophisticated buyers expect organized records. The easier it is for buyers and their inspectors to evaluate the property, the smoother the transaction usually becomes. For investment properties, income documentation is as important as the building itself. Financing is based on paper, not bricks. Here are some documents to try to procure and make readily available:

- accessibility surveys
- appraisals
- building plans
- certificates of occupancy
- citations
- commercial property inspection reports
- deck age records, plans, and construction permits
- deck and balcony maintenance, power-washing, painting, treating, repair and modification history
- emergency evacuation plans
- environmental studies
- evacuation drill records
- fire-detection test and maintenance records
- fire door inspection reports
- fire-prevention plans
- fire extinguisher service records
- fire records
- flame-resistant certificates
- floodplain maps
- floor plans

- inspection and environmental reports
- insurance policies
- kitchen grease-cleaning records
- kitchen post-fire inspections
- maintenance records
- manufacturers' installation instructions
- notices
- permits
- power-washing records
- proposals
- rent records and security deposits
- repair estimates and invoices
- safety inspection records
- seller disclosures
- sprinkler head replacement records
- tax records
- tenant improvements
- utility bills
- Warranties

Tip: You can also ask your inspector to perform certain environmental testing such as radon, mold, and asbestos and then have those reports readily available. If your inspector doesn't perform environmental testing, visit the International Association of Certified Indoor Air Consultants (IAC2) to find an inspector who can help.

Your ultimate goal is to reduce buyer uncertainty!

STEP #3

List the Property on **SPACE**XPLORATION.com

List your commercial properties on [**SPACE**XPLORATION.com] - a totally free commercial property multiple-listing service. **SPACE**XPLORATION is solely dedicated to commercial properties – not residential. It's where commercial properties meet the people looking for space.

How it works: Brokers list their properties for free. And buyers and tenants search for listings (for free) using factors that actually drive deals. And every inquiry comes straight back to you, the broker. No middle layer, no stale data, and no fees. **SPACE**XPLORATION is totally free.

SPACEXPLORATION

Free Commercial Property MLS

SPACEXPLORATION is built around the metrics that matter. Buyers and tenants can filter by cap rate, NOI, price per square foot, lot size, zoning, etc. Your listing is indexed on those same metrics, so the people who find it are the ones who want it. Buyers can filter retail, office, industrial, and land down to the criteria they care about, save the properties they are watching, and reach the broker behind any listing in just one click. There is no account setup necessary to search. **SPACE**XPLORATION is free and open to all.

Additional advantages of listing your properties on **SPACE**XPLORATION:

- **It only takes a moment to list a property.** Enter the property facts, drop in your photos, and you're done — or let the built-in AI writing assistant draft a polished property description for you from the details you provide.
- **Attach documents that help sell the property**. Upload pre-listing inspection reports (from STEP #1), floor plans, brochures, rent rolls, lease agreements, repair receipts and anything else you want the buyer to know. Potential buyers can download them from each listing with one click.

- **Your listings go live immediately.** The moment you hit "Publish," your listing is live and searchable. There is no review queue, no approval process, and no 24–48-hour wait.
- **Buyers can search in plain English**. Not every buyer thinks in filters. On **SPACE**XPLORATION, they can simply type "warehouse with loading docks under $2M near Denver" and the built-in AI search understands — and surfaces your listing.
- **Your listing finds buyers even while they sleep**. Buyers save the searches they care about, and new listings that match are delivered to them automatically. List a property that fits, and it lands in front of the right people without anyone lifting a finger.
- **Every listing is share-ready**. Send your listing link by text, email, or LinkedIn and it shows up as a professional photo card — not a bare link. Your marketing looks polished everywhere it travels.
- **Your listings are found on Google and by AI assistants.** Listings appear on searchable city and state pages that Google indexes, and **SPACE**XPLORATION is the only commercial MLS that AI assistants can search directly. When a buyer asks an AI to find them a property, your listings will be in AI's answer.
- **Know how your listing is performing.** Your free dashboard shows views and activity on every listing, so you can tell your seller exactly how much attention the property is getting.

INVESTMENT PROPERTY Analyzer

Tip: To price your property correctly, look at it through the eyes of a potential buyer. The best way to do that is to use the free Investment Property Analyzer to analyze your own building. The free online tool will provide you with some indication of what your property is worth.

Commercial properties often take months to sell and only after a price reduction. Increasing the number of places where your property is marketed increases the chances of commanding a higher sales price by attracting the right buyer sooner.

The **SPACE**XPLORATION formula is simple:

Greater exposure = faster sale + higher price

And **SPACE**XPLORATION is how you get greater exposure, faster sales, and higher prices... all for free.

Do you have properties to list? Contact us at hello@spacexploration.com and we'll do it for you... again, at no charge.

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Useful links:

- Find a certified commercial property inspector
- Find an environmental inspector
- Find an inspector that offers project oversight services
- List your commercial properties on **SPACE**XPLORATION
- Free Investment Property Analyzer
- International Standards of Practice for Inspecting Commercial Properties
- Commercial property articles and videos
- About the author