

## Top 10 Questions to Ask About Industrial Properties

1. Is the facility technologically current?
2. Have there been any environmental problems associated with the property? If so, how have they been resolved?
3. Does the municipality, county, or state offer incentives for major industrial tenants in the area? Have other industrial users in the area recently received incentives? What type?
4. How accessible is the property to major distribution routes, such as highways, rail lines, and airports?
5. Is the area's labor pool suitable for the intended use? What are prevailing wages and benefits? What is the competition for this labor pool from industries and users in the area?
6. What industries are growing in the area? Which are contracting?
7. How does this property's physical plant compare with others in the market?
8. Are lease or sale terms comparable with other properties in the area? Is leasing and/or sales velocity increasing or decreasing in the area?
9. What is the property's reputation in the business and real estate brokerage communities? What is the developer or owner's reputation in the business and real estate brokerage communities?
10. How responsive is management to tenants' requirements?