

## COMMERCIAL SNAPSHOT — LEASING TIP



*‘Track Back in Time: Review the local area and particularly the sales and leasing transactions of about 3 years ago and older. It is quite likely that those properties (landlords and owners) will be the next to enter a period of change or churn from a sale or leasing perspective. On average, most property transactions in sales and leasing will happen between years 3 and 7 after initial purchase.’*