



Industrial Property Listing Checklist

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Get	Get to understand the industrial property in all its complexity. Your town or city will likely have different industrial precincts. Some will be better than others. Rents and vacancies will change by precinct.
Know	Know why businesses prefer one industrial zone over another
Review	Review the locations for business operations and convenience

Know the Industrial Precincts

Look

Look at the industrial property from an 'occupancy' perspective.



Know

Know the region, the precinct, the street, and the neighboring properties.



Investigate

Investigate everything and create your checklist of facts and questions about the property.

Look at things as an Occupant...

A photograph of a large industrial warehouse interior. The ceiling is high with a series of bright, rectangular fluorescent light fixtures. The walls are made of concrete or metal panels. In the background, there are several large, closed roll-up doors. To the left, there is a small white door and a red fire extinguisher. The overall atmosphere is industrial and somewhat dimly lit, with the primary light source being the overhead fixtures.

Industrial

How to do your assessment of local industrial issues.....



Know these things with any industrial property.....

- You do need to know specifically about important things such as:



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- **Development costs** for an industrial property will vary from location to location based on access to vacant land, zoning, services and amenities, plus construction materials.

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- **Land costs** for industrial development land will be based on the future availability of land, the zoning, and the quality of the land (soil, gradients, flood risk, environmental pressures, size).
 - Get to know what prices have been doing locally over the last few years. Check out the sale reports for the zones and precincts. Break the prices down to cost per unit of area (ft² or m²).

- **Warehouse design** for modern and convenient industrial property use will be specific to the industry and property.
 - Inspect a property comprehensively to understand the best target market of tenants or buyers that may be suitable for the property. For example, heavy industry, light industry, manufacturing, storage, noisy works, environmental matters.

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- **Rents, lease types, lease terms and lease conditions** for industrial situations will change between large, medium, and small industrial property.
 - Structure industrial leases based on the investment targets of the landlord, and the property use application of the tenant

- **Prices and methods of sale** for industrial property today should be studied and tracked.
 - The size and the location of the industrial property will likely have local factors that should be considered in pricing and methods of sale.
 - Try to answer this question. ‘What method of sale would best suit the industrial property in the current market conditions?’

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- **Transport corridors** for goods delivery and despatch. That assessment will include ports, seaports, airports, railheads, and highways.

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- **Transport costs** for typical deliveries and raw materials supply will be special for a particular industry.

- **Services and amenities** for a local industrial property should be checked out including the communications capability such as the internet, data, and telephone capabilities.
 - A lot of industrial business today is done remotely and industrial tenants or occupants must be able to tap into their client contact system that helps them make more sales and connect with customers. Where are the clients located as industrial end users?
 - Ensure that the services and amenities are clearly matched to an industrial business. They will include power, water, gas, drainage, roads, and communications.

- **Raw materials** access points for manufacturing industry will be specific to your area and business type.
 - The mining industry or the forestry industry is a case in point. [Understand what an industrial business needs by way of raw materials and just how they will get access to it](#)



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- **Labour access** and public transport so you can staff the business with suitably [skilled labour force](#)

- **Car parking** for staff and or customers will always be essential to and industrial business and its function.
 - Ask the business owner or industrial property owner what they need and on what basis it will be accessed (all day parking, or customer short term access)

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- **Access and turnaround** requirements for deliveries and modern transport vehicles

- **Ratios** between office and warehouse layouts.
 - Typically most industrial property owners do not want to have an 'office component' of over 15% as a ratio of office to the size of the warehouse.
 - Too much office space will generally make an industrial property harder to lease and or sell.

- **Hardstand** for external storage in industrial situations.
 - This is the special storage area that many industrial businesses will require.

- **Loading and unloading** methods and strategies for the given warehouse design. This will involve the [circulation of vehicles](#) and the time it could take to unload and load deliveries.
 - What types of machinery will the occupant be using to load and unload goods? Ask questions.

- **Floor loadings** in warehouse design will have relevance given the storage of goods in the warehouse.
 - What will be the weight of stored goods and where will the storage be occurring?

- **Pallet storage** requirements for the industry today.
 - Understand the methods of industrial goods handling and how a warehouse today should be designed for efficient goods handling.

Summary

- It can be said that industrial property is a unique property type requiring dedicated sales and leasing people. Ensure that you specialize. Have the industrial property skill to list, market, and negotiate comprehensively, no matter how big the shed or warehouse.