

## OUR CHECKLIST FOR CONDUCTING APPRAISALS ON

# BUSINESS ENTITIES AND COMMERCIAL PROPERTY

When determining the fair market price of your business or commercial property, we take into consideration the following factors:-

### Business Checklist

- Current Profit & Loss (income statement)
- Current Balance Sheet (assets / liabilities)
- Normalised Earnings / Cash Flows
- Adjusted Financial Statements
- Assets In-situ
- Industry Returns & Growth
- Buyer Opportunity Cost
- Competitive Opportunities
- Risk Analysis
- Business Size / Scale
- Investor / Owner's Input
- Employees & Contractors
- Lease Particulars & Location
- Contracts, Agreements & Licenses in place
- Competitive Advantages & Competencies
- Recent Comparative Sales & Buyer Demand

### Commercial Property Checklist

- Current Net Rental Income
- Site Improvements
- Particulars of the Lease (term & annual reviews)
- Quality of the current tenant
- Capitalisation Rate (Investor ROI)
- Current Title Search (Ownership, Defects, Encumbrances)
- Comparative Historical Sales (past 5 years)
- Contaminated Land Register Search (CLR)
- Environmental Land Register Search (EMR)
- Current Land Use & Zoning
- Land Size & Useable Area
- Town Planning Appraisal (Development Potential)
- Current Development Approvals / Permits (DA)
- Council Searches (Sewer, Stormwater, Water, Flood Level)

**Note** - CMA's take anywhere from 1 up to 5 working days and are subject to availability of information. The use of CMA's shall be subject to Foresight Property & Commercial P/L Terms & Conditions.