

15 Important Questions to Ask Your Commercial Real Estate Agent

It's important to choose the right commercial real estate agent to represent you. To help narrow your search, here are 15 great questions to ask to ensure you select the right partner for your journey.

01

What experience and credentials do you have?

Beyond years in the industry, prioritize an agent's actual deal volume. Ask for references and proof of successful commercial closings.

02

How will you help me find more options?

The best agents find options you haven't considered. Ensure they proactively scour the market to find spaces that fit your goals.

03

How will you help me compare different offers?

Expert agents use financial metrics to compare total lease costs and purchase prices, helping you understand complex terms and operating incentives.

04

What hurdles have you helped other clients overcome?

Commercial transactions are complex. Ask for specific examples of past hurdles they have overcome to evaluate their integrity and creative solutions.

05

How long will the search take?

Avoid frustration by establishing a clear roadmap. Your agent should provide a realistic schedule for tours and average deal turnaround times.

06

Do you have experience with businesses similar to mine?

Every business is unique. Confirm your agent has successfully handled deals for companies similar in size and industry to your own.

07

How familiar are you with the local market and trends?

Long-term local presence is vital. Your agent should provide context on neighbourhood history and transparency regarding current Calgary market projections.

08

What is your strategy for meeting my business needs?

Insights into an agent's specific process will reveal if they have a proven strategy to minimize risks and streamline your deal.

09

What type of commercial space do you specialize in?

Whether you need industrial, office, or retail space, verify the agent specializes in that niche to ensure they understand specific requirements.

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How does the listing, contract, and closing process work?

An experienced professional should walk you through every step—from the initial listing to the final closing—ensuring there are no surprises.

11

What other questions should I be asking?

Look for an agent who identifies the questions you haven't thought of yet, showing a genuine commitment to your long-term success.

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Do you specialize in landlord or tenant representation?

Understanding where an agent's primary loyalties lie is crucial. You want to ensure they don't face a conflict of interest.

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What is your strategy for negotiating lease concessions and structural terms?

Your agent should have a clear methodology for securing tenant improvement allowances, free-rent build-out periods, and flexible lease options.

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How do you track and verify additional property expenses, like operating costs?

In commercial real estate, base rent is only part of the equation. Your realtor needs to show a proactive approach to auditing hidden costs so your business budget remains protected.

15

What professional network connections can you bring to the table?

A seasoned professional should be able to connect you with vetted, trusted local experts, including lawyers, space planners, architects, and specialty contractors.

Next Steps:
Speak to One of Our
Commercial Real Estate Agents

The commercial real estate world can be complicated, and asking the right questions is the first step toward achieving your desired results. At CMS Real Estate, we are a full-service brokerage with over 40 years of experience in the Calgary market. When you're ready to speak to an expert commercial real estate agent, we've got you covered.