



## How to Get Your Commercial Property Ready for Sale Quickly

Selling a commercial property can seem like a lot of work, but with the right steps, you can make it happen faster and for a good price. Whether you're selling a business property or an office space, it's important to get it ready before you put it on the market. In this guide, we'll show you the best ways to get your commercial property ready for sale quickly.

### 1. Get a Professional Property Evaluation

The first step is to know how much your property is worth. A professional property evaluation helps you figure out the right price to list. A property expert will look at the location, size, condition, and market trends to give you a fair price.

#### **Why It's Important:**

A good price helps attract serious buyers and avoids your property sitting on the market for too long.

### 2. Clean and Declutter the Property

A clean property looks more appealing to buyers. Make sure the space is tidy and free of clutter so that buyers can see its full potential.

#### *Tips for Cleaning and Decluttering:*

- Clean everything: Floors, windows, and all spaces should be spotless.
- Get rid of clutter: Remove old furniture and things that don't add value.
- Fix up common areas: Make sure entryways, bathrooms, and hallways look neat.

#### **Why It's Important:**

A clean and clutter-free space makes buyers feel like the property has been well taken care of, which increases its value.

### 3. Make Necessary Repairs

Before you sell, fix anything that's broken. Whether it's a leaky faucet, cracked window, or broken door, make sure everything works. Small repairs can make a big difference to buyers.



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### *Important Repairs to Consider:*

- Fix leaks and any water damage
- Repair broken windows or doors
- Update the electrical system if needed
- Repaint walls or exterior if they're looking old
- Replace worn-out flooring

### **Why It's Important:**

Repairing things that are broken shows buyers that the property is well cared for, making it more attractive.

### **4. Stage the Property**

Staging your property can help buyers imagine how they might use the space. This means arranging furniture, adding some decorations, and making the space look inviting.

### *Tips for Staging:*

- Arrange furniture wisely: Show how the space can be used efficiently.
- Make sure it's bright: Good lighting can make the property look better.
- Add decorations: Simple touches like plants or artwork can make a big difference.

### **Why It's Important:**

When buyers can picture themselves in the space, they're more likely to make an offer.

### **5. Improve Curb Appeal**

The outside of the property is just as important as the inside. Buyers will make their first impression based on what they see from the outside, so it's important to make it look good.

### *Curb Appeal Ideas:*

- Clean the sidewalks and landscape
- Paint or fix any outside damage
- Make sure the parking area is well-lit



### **Why It's Important:**

A well-kept exterior will make buyers want to look inside, which can help you sell faster.

## **6. Create High-Quality Marketing Materials**

Once your property is ready, it's time to show it off. High-quality photos, videos, and virtual tours can help buyers get a good idea of what your property looks like.

### *Best Marketing Materials:*

- Clear Photos: Take pictures of the inside and outside.
- Video Tours: Show a walkthrough of the property.
- Virtual Tours: Let people explore the property online.

### **Why It's Important:**

Good photos and videos make your property look more professional and help attract more buyers.

## **7. Use Online Marketing and Listing Sites**

In today's world, most buyers look online first. Make sure your property is listed on popular real estate websites and shared on social media.

### *Where to List Your Property:*

- Real estate websites (like Zillow, LoopNet)
- Social media platforms (like Facebook or LinkedIn)
- Email campaigns targeting commercial property buyers

### **Why It's Important:**

Online marketing helps you reach more people and speeds up the selling process.

## **8. Work with a Real Estate Agent**

Selling a property can be complicated, and a real estate agent can help. They know how to price, market, and negotiate to get you the best deal.



*Why It's Important:*

An agent can save you time, help with negotiations, and get your property sold faster.

## **9. Be Ready to Negotiate**

Once your property is on the market, buyers will likely want to negotiate the price. Be ready to discuss offers and consider your options.

*Why It's Important:*

Negotiation helps you get the best possible price and close the deal quickly.

## **Conclusion**

Selling your commercial property quickly doesn't have to be hard. By following these simple steps—evaluating the price, cleaning, fixing, staging, and marketing—you can prepare your property and sell it fast. With a little effort upfront, you'll be able to sell your property for a good price in no time.

## **Ready to Sell Your Commercial Property?**

If you're looking to sell your commercial property in North Bay, Ces Cecchin is here to help. Our team is ready to guide you through the selling process. Contact us today to get started.



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