

BASICS OF COMMERCIAL REAL ESTATE

COMMERCIAL REAL ESTATE MEANS ANY REAL ESTATE OTHER THAN REAL ESTATE CONTAINING ONE TO FOUR RESIDENTIAL UNITS OR REAL ESTATE CLASSIFIED FOR ASSESSMENT PURPOSES FOR AGRICULTURAL USE, HORTICULTURAL USE, FOREST USE, OR OPEN-SPACE USE.

BEFORE YOU BEGIN WORKING AS A COMMERCIAL AGENT, MAKE SURE YOU ARE COMPETENT IN THE FIELD OR WORK WITH SOMEONE WHO IS ALREADY COMPETENT.

OFTEN COMMERCIAL TRANSACTIONS INVOLVE LEASES WITH LONG TERMS, AND THE LEASE TERMS TEND TO BE MORE COMPLEX THAN RESIDENTIAL LEASES.