

Commercial Property Performance Analysis



Property Performance Analysis

PPA

An Exclusive Commercial Service
By Donald Teel, CPNA

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Commercial Property Performance Analysis

Introduction to the PPA

As a commercial property owner the financial performance of your property(ies) is critical to your financial objectives.

Unfortunately, real estate investments do run themselves and do not contain a guarantee of performance for you, the owner.

Think of your PPA like you might think about a tune-up on your automobile or an annual physical with your physician. Like these two examples, the PPA is a check-up designed to assess the operability and performance of your commercial investment.

The Property Performance Analysis allows you, the owner/investor or, in some cases, the tenant, to take stock in how your property investment is performing and, if necessary, to make mid-course corrections without waiting for issues to compound and become uncontrollable.

I developed the PPA mostly as a result of my own frustration in dealing with clients who are busy people and don't have time to analyze their commercial real estate investment. Realizing that most investors are busy people who are on the go, I designed the PPA as a short, hard-hitting tool that allows us to quickly identify key issues related to the performance of your investment and then design solutions for those issues that will, in effect, tune-up your property and its performance.

Finally, let me say, most investors in today's market wait too long to take action. We are in perhaps the most volatile, complex and unpredictable real estate market we have ever experienced.

Properties do not automatically produce financial gain for their owners. They must be managed diligently by professionals like me, who have the knowledge and skill to assist busy owners.

— **Donald S. Teel, CPNA**

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Your Two PPA Options

There are two ways for us to conduct your PPA. The first is for you to supply the information through this document or, if you prefer, by means of my "Online PPA" for which you will need to contact me.

The second way for you to complete your PPA is to schedule a meeting with me at my office or, if that is not possible at a location convenient to both of us. This is the most effective way to complete the PPA.

How we complete the PPA is not as important as the action itself.

Once I have the information in my hands, I will evaluate that information, collaborate with my colleagues and provide you with a one page, simple assessment with up to three (3) specific recommendations for improving your commercial property performance.

My recommendations may include financing options, selling options, refinancing options, creative leveraging, partnership recommendations, leasing and marketing incentives and much more.

Property Description

Owner(s):

Property Address:

City:

State:

County:

ZIP:

Property Zoning:

Type of Property:

Total Square Feet:

Number of Units (if demised):

Parking Spaces:

Age of Property:

Date Purchased:

Amount Paid:

Property Situation

Current Gross APOD: \$

Tenants/Users:

YTD Gross Revenues: \$

Last Year Gross Revenues: \$

Lien #1

Company:

Principal Balance: \$

Interest Rate: %

Refinance Date: ____ / ____ / ____

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Lien #2

Company:

Interest Rate: %

Principal Balance: \$

Refinance Date: ____ / ____ / ____

Lien #3

Company:

Interest Rate: %

Principal Balance: \$

Refinance Date: ____ / ____ / ____

YTD Vacancy Rate Expressed as a Percentage: ____ %

Previous Annum Vacancy Rate Expressed as a Percentage: ____ %

Current Reserve Amount: \$

Pending Capital Improvements: \$

Property Management Company Annual Fees: \$

Property Objectives

What was/is your primary purpose for owning/investing in the property?

What is/are the concerns you currently have about the property?

Which of the following services would help you with your property?

Refinancing

Selling

Leasing

Partnering

Management

Exchange

Other: _____

Commercial Property Performance Analysis

Donald Teel's Initial Property Recommendations (to be completed by Donald Teel)

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