



BACKGROUND ON BUSINESS

What You Need To Know About Commercial Real Estate

(NAPSA)—Real estate can be a great investment if you understand what you're getting into.

Before considering this potentially lucrative financial opportunity, you may want to learn more about what's involved. Here are some commonly asked questions about commercial real estate transactions:

Q: What are the various types of commercial investment properties?

A: Commercial investment properties can include farms and ranches, business opportunities, motels and hotels, mobile home parks and golf courses as well as apartments, commercial retail or office properties, industrial facilities, leasing and land for development.

Q: How difficult can investing in a commercial property be and how important is leverage to my investment decisions?

A: The purchase of real estate is one of the few investments where leverage may be available to the investor, say members at CENTURY 21® Commercial.

Buying real estate involves the investor making a small down payment, usually a percentage of the purchase price.

After making this down payment, the investor controls the entire property and the cash flow. After the lender is paid, this becomes the Return on Investment (ROI) for the investor.

Q: Do you need a special kind



A real estate agent with commercial investment experience can help a business make the most of its investment money.

of real estate agent to help with commercial transactions?

A: A real estate agent with special commercial training is usually better equipped to help complete a commercial real estate transaction. For example, the CENTURY 21 System offers real estate agents the benefit of training, seminars, conferences and newsletters to keep them informed about the latest market developments.

The CENTURY 21 Commercial program has an enormous network of commercial investment professionals who specialize in this field.

Members of the CENTURY 21 Commercial program also have access to the referral services of the company's global support network of 6,600 offices and more than 109,000 salespeople.

For more information, visit www.Century21.com/commercial.