

1. **Q: Why should I use a Commercial Agent?**

A: By using an agent that focuses strictly on Commercial Real Estate, you are guaranteed in the knowledge that he/she is well versed in Commercial Sales and Leasing Contracts and are up to date on all C-1 Codes, Regulations, Vacancies and Market Comparables. These agents are knowledgeable about **all** commercial properties in the area, not just those visible in the MLS.

2. **Q: Where can I go to find information on Commercial Real Estate (land, office space, industrial space, hotels/motels, retail, restaurant space, and businesses)?**

A: Ocean Atlantic Commercial has a website that contains all of this information at www.oacommercial.net they can also be reached at (302) 644-7250.

3. **Q: What are the average rental rates on Coastal Highway?
Rehoboth Boardwalk?
Rehoboth Avenue?**

A: The average rental rates range on Coastal Highway range from \$20-30/sf NNN
The average rental rates on the Boardwalk range from \$22-30/sf NNN
The average rental rates on Rehoboth Avenue range from \$30-38/sf NNN

4. **Q: What is a Triple Net Lease (NNN)?**

A: A NNN Lease is a Lease in which the Lessee pays rent to the Lessor, as well as all real estate taxes, insurance and maintenance expenses that arise from the use of the property.

5. **Q: When should I start looking for Commercial Space for my business?**

A: A good rule of thumb is to start looking for space 8 months to a year and a half out so you get a good feeling for the market.