Offer Structure Template

A strong offer is a package that makes the seller confident saying yes.

Before You Offer

[ ] Put together a real business plan
[ ] See the park in person
[ ] Get to know the owner and build the relationship
[ ] Show how the park fits your criteria
[ ] Provide a real personal financial statement
[ ] Let your consultant do the negotiating

What Makes a Strong Offer

[ ] Proof of funds
[ ] Clear down payment
[ ] Clear timeline
[ ] Simple contingencies
[ ] No unnecessary delays

The Full-Price Strategy

Make a strong offer based on the information available today.
Recognize that due diligence may uncover facts that affect value.
If DD finds legitimate issues (cash flow, infrastructure, deferred maintenance, operations), those facts may justify adjusting the price.
Negotiate with verified facts, not assumptions.