

Top 10 Questions to Ask Before Making an Offer

Stop dreaming about ownership and start evaluating like an experienced business owner. Ask — and answer — these before you ever write an offer. Carry it on every tour.

1. Why are they really selling?

2. Does this park fit my lifestyle?

3. Can I realistically finance it?

4. Do I have enough working capital behind the down payment?

5. Can I operate this business today — as it is?

6. Is there upside without major expansion?

7. What is my single biggest risk here?

8. What keeps me awake at night about this deal?

9. Would I still buy it if the market slowed?

10. If I could not sell it for 10 years, would I still be happy owning it?
