

Pre-Offer Questions

These are the reasonable questions to ask before you make an offer. They're curiosity — enough to decide whether to pursue — not due diligence. The deep file opens after your offer is accepted.

Ask these before you offer

- Why are they selling?
- Is seller financing available?
- Is expansion possible?
- Are there any major known issues?
- What's the general revenue and occupancy picture?
- What's included in the sale?

Do NOT demand these before you offer

- Tax returns and full P&Ls
- Utility maps and engineering documents
- A detailed operational walkthrough or inspection
- Every expense line item

Don't confuse curiosity with due diligence. The full confidential file comes after an accepted offer.