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# Checklist for Qualifying Industrial Buyers

Asking all the right questions to move the transaction ahead

# Qualifying a Buyer of an Industrial Property - Checklist

## 1. Financial Qualification:

- Buyer's budget and financing options.
- Ability to secure funding or obtain a mortgage.

## 2. Intended Use:

- Buyer's specific requirements for the industrial property.
- Compatibility with zoning and regulations for intended use.

## 3. Location Preferences:

- Proximity to transportation hubs (ports, airports, highways).
- Access to suppliers, customers, and labour force.

## 4. Property Size and Layout:

- Required square footage.
- Warehouse layout preferences (e.g., clear height, dock doors, office space).

## 5. Infrastructure and Utilities:

- Adequate power supply for operations.
- Availability of water, sewer, and other essential utilities.

## 6. Accessibility and Parking:

- Truck access and manoeuvrability.
- Parking requirements for employees and visitors.

## 7. Condition of the Property:

- Age and condition of the building.
- Need for renovations or repairs.

## 8. Environmental Considerations:

- Compliance with environmental regulations.
- Potential contamination issues.

## 9. Future Growth and Expansion:

- Buyer's growth plans and scalability.
- Flexibility of the property to accommodate expansion.

**10. Market Trends and Analysis:**

- Current market conditions and trends.
- Comparable sales and rental rates in the area.

**11. Legal and Regulatory Compliance:**

- Compliance with local zoning laws and regulations.
- Any legal encumbrances on the property.

**12. Risk Management:**

- Assessment of potential risks associated with the property.
- Insurance requirements and considerations.

**13. Due Diligence Process:**

- Steps involved in the due diligence process.
- Documentation required from the buyer.

**14. Negotiation and Offer Terms:**

- Terms of the purchase offer.
- Negotiation strategies and considerations.

**15. Closing Process:**

- Timeline for closing the transaction.
- Coordination with attorneys, lenders, and other parties involved.



#### *IMPORTANT INFORMATION*

*This information is prepared as general training for commercial real estate practitioners worldwide. No part of this material may be regarded or relied upon as legal or specific advice for individual situations. Although all care has been taken in the preparation of this material, recipients must not alter their position or refrain from doing so in reliance upon this material and are urged to seek independent legal advice concerning the matters traversed in this material and are urged to undertake further studies into legislation and practices that apply in their location.*

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