



## SouthStar Realty Associates, Inc.

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### **QUESTIONS FOR SELLERS**

How long in business? \_\_\_\_\_

Reason for Selling \_\_\_\_\_

**\*Net Profit including all owner benefit\*** \_\_\_\_\_

\*(Needed to determine Market Price)\*

Description of business \_\_\_\_\_

Lease – How long, how much and what is included? \_\_\_\_\_

How Much Do you Want and Seller Financing? \_\_\_\_\_

Square Feet, Seating and Parking Capacity \_\_\_\_\_

Number of Employees \_\_\_\_\_

Any Contract accounts with Vendors? \_\_\_\_\_

How do you market the business? \_\_\_\_\_

Is Real Estate Included and for How Much? \_\_\_\_\_

### **LIST OF ITEMS NEEDED**

Annual and Quarterly Statements (P&L)

2-3 Years Tax Returns

Furnishings, Fixtures and Equipment - list & current value

Inventory of Products or Supplies

Copy of Lease

What is and what is not included