



How to series

# How to buy a B&B or Guest House

## Checklist

### Have you done these things?



## How to Buy: Checklist

Buying a B&B, Guest House or small hotel is a dream come true for many people. The chances of your business being successful are greatly increased, of course, through doing plenty of preparation and research – right from the start. This will also be useful when obtaining finance. To help you, we've put together a checklist of important actions:

- Research the area** – Ensure there is a healthy market in your chosen location. Investigate the selling prices and room rates of similar businesses
- Ask for the last three years' worth of trading accounts** – Once you've identified a property to buy, get hold of the financial records for analysis
- Speak to your broker to determine whether the business is competitively priced** - Your broker will assess the level of debt service cover the business provides and if it meets the lender's criteria. Stewart Hindley & Partners are specialists in this area.
- Put in an offer, subject to valuation and finance** – A specialist Broker and your local area research will help inform your decision
- Instruct your broker to commence work** – If your offer is accepted, then it's all systems go!
- Provide all relevant and requested paperwork to your broker** – They'll confirm what you need, nearer the time
- Meet with the bank** - An informal meeting with the bank representative for them to get to know you and hear about your plans
- Once the loan is approved, instruct your solicitors** – Congratulations! If possible, use a solicitor who has experience in commercial purchases, as this will facilitate the process and minimise any delays.