Comparative Visit to an Industrial Warehouse



A comparative visit to an industrial warehouse should produce evidence that allows you to evaluate alternatives using the same criteria. It is not an engineering inspection; it is an organized record of what was observed, what the seller stated, which documents are pending, and which questions must be addressed by a specialist. Bring an identical checklist to every visit and do not make decisions based solely on photographs or memory.

Before the Visit: Use the Same Checklist for Every Property

Record the property's reference, date, time, participants, and the intended business operation. Divide the checklist into four sections: access and walkthrough, spaces and workflow, utilities and documentation, and commercial terms. For each criterion, record the available evidence, who provided it, what is missing, and who will verify it.

Also determine what needs to be available for the visit to be useful: the reference vehicle, the operations manager, the latest floor plan, and authorization to access the areas you need to review. If permission to take measurements or photographs is not granted, respect that restriction and document the limitation.

During the Visit: Always Follow the Same Sequence

Start at the access road and follow the same route through the entrance, yard, loading areas,

interior, offices, and exit. Observe what can be verified visually: entrance width, doors, circulation, occupied areas, visible installations, parking, and apparent condition. Record objective observations, such as “the truck did not enter during the visit,” rather than concluding that “access is impossible.” Dimensions, structural capacity, and technical compliance must be confirmed through plans or qualified specialists.

Ask the same questions about every property: What is included in the sale? When was the listing last updated? What delivery date and conditions are proposed? Which utilities have active service agreements? Who is responsible for maintenance? What repairs have been completed? Which documents are available? What restrictions apply under the industrial park or condominium regulations? Request written confirmation of important answers.

To prepare questions about transportation routes, consult the guide to Ciudad Industrial and the Mérida–Umán corridor, but record the actual route to each address. A general location does not prove that two properties have the same access routes or utilities.

Photographs, Notes, and Outstanding Information

Request authorization before taking photographs, recording videos, or measuring. Do not capture people, documents, screens, passwords, sensitive merchandise, or restricted areas. Name each file using the property reference, date, and area, and record who authorized it. If information comes only from a conversation, label it as “seller's statement; supporting documentation pending.”

After the visit, classify each item as observed, documented, stated without supporting evidence, pending specialist review, or not compatible with the intended operation. Do not assess structural conditions, electrical systems, safety, or permits based on appearance. For these validations, use the industrial warehouse technical checklist as a guide for your questions and request the appropriate independent assessment.

After the Visit: Turn Outstanding Items into Action Steps

Send a visit report including authorized photographs, differences from the property listing, answers received, requested documents, responsible parties, and follow-up dates. Use the same table to compare all candidates; do not mix confirmed information with details that were only mentioned during the walkthrough.

If an item could affect the price, operational start date, permitted use, or purchasing decision, do not mark it as resolved until you receive supporting evidence and professional verification. Industrial real estate advisory services can help coordinate property visits and information, but they do not replace a notary or technical specialists.

Frequently Asked Questions

Should I bring an engineer to the first visit?

Not always. An initial walkthrough can help you compare and eliminate options. If structural conditions, installations, damage, or capacity are decisive factors, request an assessment by the appropriate specialist before making any commitment.

What should I do if the seller does not have a document available?

Record it as pending, request a delivery date, and confirm who will provide it. Do not treat a verbal explanation as documentary evidence.

How can I compare two warehouses with different layouts?

Use the same operational brief and record the workflow you tested, the modifications that require quotations, and the unresolved questions. Compare operational suitability and the cost of addressing outstanding items, not just square footage or appearance.

Prepare a property visit checklist, browse the inventory of warehouses and industrial buildings for sale in Mérida, and contact Yucatán Properties to request property visits and current information based on your business requirements. Verify each detail with the appropriate party before making an offer.



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