

Why the Buyers Said Yes

- **The right fit for their concept**, the restaurant matched exactly what they were looking for to launch their café
- **A location they loved**, the Orlando site checked every box for the couple's vision
- **Proven experience to build on**, having owned a café in Spain, they are bringing a tested concept to a new market
- **A path to their E2 Visa**, purchasing an established restaurant supports the couple's visa journey and their return to the United States
- **Business depth**, with a commercial property investment company and backgrounds in marketing, management, and investments, they arrived ready to operate

Key Takeaways

- Restaurant listings attract international buyers, and E2 Visa candidates are among the most motivated and well capitalized purchasers in the market
- Burnout is one of the most common and legitimate reasons multi-unit operators sell, and downsizing creates strong opportunities for buyers
- Buyers with prior restaurant ownership experience, even abroad, step into a purchase with confidence and a proven playbook
- A restaurant purchase can serve a bigger goal, from visa qualification to bringing an international concept to a new market
- A Certified Restaurant Broker matches sellers ready to exit with qualified buyers, wherever in the world they come from

Frequently Asked Questions

Can international buyers purchase a restaurant in the United States?

Yes. Many international buyers purchase restaurants while pursuing an E2 Visa, which allows investors to live and work in the United States by acquiring and operating a business. This couple is doing exactly that as they return from Spain.

Is a seller's burnout a red flag for buyers?

No. Burnout is one of the most common reasons restaurant owners sell and often has nothing to do with the performance of the business. A motivated seller who wants to downsize can be the ideal counterpart for a clean, efficient transaction.

How does a Restaurant Broker help an international buyer?

A Certified Restaurant Broker identifies listings that fit the buyer's concept and goals, guides them through due diligence, and manages the transaction through closing. Mel Barry-Ferioli connected a Spanish couple with restaurant experience to a seller ready to exit, and the deal earned a five star result and a Google review.