

# Businessbroker

The authority on buying and selling businesses

SPECIAL EDITION - MANZ CONFERENCE 2014

## Selling Your Motel Business

Professional Advice on Achieving the Best Possible Outcome

## Why Should You Use LINK?

## LINK - The authority on selling businesses

Official sponsors of MANZ 2014

**73** Motel Businesses for sale

For all business sales  
[linkbusiness.co.nz](http://linkbusiness.co.nz)



The authority on selling businesses



# WELCOME FROM THE DIRECTOR

Aaron Toresen is the Managing Director of the LINK Group throughout Australia, New Zealand, South Africa and the United States through a successful franchise network. Competitive and solutions focused, he is also acutely aware of the value of long term relationships in business.

**If you would like to join LINK visit [linkbusiness.co.nz](http://linkbusiness.co.nz)**

We are pleased to be an official sponsor of the MANZ conference and bring our special style of business broking to accommodation business owners across New Zealand. With specialist brokers across the country selling Motels, Hotels, Lodges, backpackers and other accommodation businesses, we are keen to become part of the community. We currently represent over 100 Motel and Hotel owners around New Zealand, and are the fastest growing accommodation specialists in the country.

LINK prides itself on professionalism and integrity and we are driven by a desire to achieve outstanding results for our clients. If you are considering selling your business or property, please contact any of our 6 LINK offices nationwide and we would be delighted to assist you.

Sincerely,  
**Aaron Toresen**  
Managing Director

## EDITOR/DESIGNER

Carla Watson & Jenny Holden

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# SELLING YOUR MOTEL BUSINESS



You've operated your motel business and have now decided to move on –  
***How Do You Go About Selling?***

## What do I Need to do to Commence the Process of Selling My Motel?

We recommend contacting a LINK Broker as early in the process as you can – be assured that your LINK Broker will treat your contact with complete confidentiality. At this stage you should be prepared to provide the Broker with the following information:

- Profit & Loss Statements for the 3 most recent financial years
- Recent GST returns
- A copy of the lease
- Details of the current lease, any variations, and rent review dates
- Details of any recent abnormal expenditure – for example, exterior painting, repairs & maintenance
- Current details of maintenance fund
- Employee schedules – personal details and wages
- Any other information you consider is appropriate

***LINK has a proud history of sales of motel businesses, and as a result can provide key information which will assist you to achieve the successful sale of your business with the best possible outcome for you and your family.***

## What Happens Then?

Your LINK Broker will then undertake an appraisal of your business to establish a market price range. Under current regulations, a Broker must provide you with a market appraisal prior to listing the business. Your LINK Broker will use a special LINK Valuation Tool, as well as experience, to arrive at the appraised market price range. This appraisal is confidential between you and your LINK Broker – future prospective purchasers will need to make their own assessment of the business.

## So, How do I Take My Motel Business to the Market?

Once your LINK Broker has provided you with a market appraisal, an agency agreement can then be prepared, listing the business at a price you agree to – this may be above, within, or even below the appraised value, depending upon your motivation and other circumstances. Once the agency has been completed, your LINK Broker will, in conjunction with you, prepare an Information Memorandum, providing as much information as possible for prospective purchasers. It should be noted that your LINK Broker will not provide information to any party until they have signed a confidentiality agreement, have the financial capacity to purchase, and are regarded as genuine prospective purchasers by your LINK Broker.

*Article continues onto next page*



## Become Your Own Boss Join LINK Today!

LINK is always interested in discussing career opportunities with talented, motivated individuals who want to join our team of business brokers. With over 10 years in the business broking market, LINK has earned an unparalleled reputation as a leader in the industry.

Our valued relationships in the business community, coupled with extensive experience will provide a solid foundation on which new brokers can build their career.

### We Want To Hear From You If You:

- Have a Serious Level of Self Drive
- Are Highly Motivated
- Are a Problem Solver
- Are Success Driven
- Have Integrity
- Are Prepared and Capable of Prospecting

### So What's In It For You?

- Uncapped Earning Potential
- On-Going Professional Development
- Great Offices and Admin Support
- Unparalleled Training and Support
- Excellent Marketing Collateral and Assistance with Personal Marketing
- Fully Mobile World-Class IT
- International Network

**If you are an ex-business owner and interested in earning top dollars while interacting with likeminded people, please contact your nearest office.** (All applications will be treated as confidential)

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#### Bay of Plenty & Waikato

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#### Wellington

+64 (04) 472 7602

#### Christchurch & South Island

+64 (03) 366 3394



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LINK New Zealand offices are Licensed Agents (REAA 2008)

### What Else do I Need to do?

When selling anything, presentation is the key, and motel businesses are no different in this regard. Maintenance of your buildings and units should be right up to date, and your manager's residence should be presented in a tidy uncluttered state – this is important to purchasers, as it is where they will live. Attend to any gardens or planters and make sure they are looking their best.

When your LINK Broker brings prospective purchasers to your business, try to provide a list of units which have been cleaned and are ready for viewing. You can offer to go around with the Broker, but often purchasers wish to see the business without feeling that they cannot look closely at things because the vendor is there – your LINK Broker will advise what is best. However, at the end of the viewing, purchasers will usually have questions, and you should allow some time to answer these in conjunction with your LINK Broker.

### Presentation of an Offer

Your LINK Broker will contact you to bring you an offer. An offer is always in writing, with price, terms and conditions all recorded. The prospective purchaser is serious enough to put an offer to you in writing, and it is important that you respond – generally by acceptance, or a counteroffer of price and/or terms to meet your requirements.

### Agreement Reached – What Then?

Normally agreement is reached with the purchaser requiring to satisfy some special conditions – such as finance and due diligence, all within specified timeframes. The due diligence requirement may be facilitated through your LINK Broker, or your solicitor.

Often as part of the lease agreement, there is a provision for the business's freehold owner (your landlord) to purchase the business on the same terms as the purchaser has offered, within a period of time specified in the lease. While landlords don't usually exercise this right, the process must be followed. Similarly, the lease normally requires that the landlord needs to approve the purchaser as the incoming tenant, and you may have to present appropriate background details of the purchaser to the landlord to assist in this process.

Once all special conditions have been met, the Agreement is confirmed, and the deposit (normally 10% of the purchase price) is payable. Once this has occurred, you can consider the business to be sold. All that is left to occur is that on possession date you move out and the purchaser pays the balance of the purchase price, and moves in. You will have an agreed period following possession (usually between 5-10 working days) to provide free assistance to the purchaser to ensure the continued smooth running of the business, after which you are clear to pursue your next opportunity in life.

Remember, your LINK Broker works for you to achieve the best possible result for you.

Here is a selection of businesses LINK has for sale.  
For more business opportunities visit [linkbusiness.co.nz](http://linkbusiness.co.nz)

# BUSINESS OPPORTUNITIES

We have offices with dedicated business sales professionals across New Zealand, Australia, South Africa and USA.

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## Head Office - LINK Business Franchising Ltd

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For further LINK Franchising Opportunities please contact  
Partnership Manager, Kevin Atkinson - [kevina@linkbusiness.co.nz](mailto:kevina@linkbusiness.co.nz)

### The Northerner Hotel FHGC - 8,514m<sup>2</sup> - \$4.25m

ref: 17019



The Northerner Hotel in Kaitaia is one of the largest accommodation complexes north of the Bay of Islands, with 70+ rooms across approx. 8,514m<sup>2</sup> of land. Total building area is approx. 3,781m<sup>2</sup>.

Situated in a high visibility area with excellent frontage, the layout promotes accessibility to passing traffic.

The complex features a large reception area, 2 restaurant areas, licensed bar, commercial kitchen and a conference room.

66 dedicated car parks and 3 large bus bays.

**Location:** Kaitaia, Northland **Asking Price:** \$4,250,000

**Broker:** Michael Osborne / 027 242 6881 / [michaelo@linkbusiness.co.nz](mailto:michaelo@linkbusiness.co.nz)

### Auckland Motel Freehold Going Concern

ref: 17360

Handy to the Motorway (within two minutes' drive) & Airport (20 minutes' drive)

Total of 11 units; 4 studios, 5 one bedroom units, 1 two bedroom units and one 3 bedroom units. A spa pool, laundry room and a garage), together with a 4 bedroom owner's accommodation (free standing single level).

Motel has recently been renovated and sits on 2,211 sqm of freehold land.

**Location:** Auckland **Asking Price:** \$1,850,000 plus GST (if any)

**Broker:** Robert Sohn / 021 345 350 / [roberts@linkbusiness.co.nz](mailto:roberts@linkbusiness.co.nz)



### Fisherman's Retreat in Turangi - 9 Unit Motel FHGC

ref: 10966

Just a rod flick away from the Tongariro River, this motel has nine modern units set in a delightful ¾ acre property with established trees and gardens. This freehold motel has an established clientele and enjoys over 70% occupancy. Turangi attracts visitors from around the world drawn by the National Park, the Tongariro River and Lake Taupo. The location is quiet and peaceful.

**Location:** Waikato **Price:** \$1,295,000

**Broker:** Paul Redman / 021 319 770 / [paulr@linkbusiness.co.nz](mailto:paulr@linkbusiness.co.nz)



# Businesses for sale - \$1 million plus

## First Class 11 Room Lakefront Retreat - Rotorua

ref: 15942

This lodge has it all.

Featuring: one of the deepest Jetty's on Lake Rotorua, riparian rights, 11 rooms, 10 bathrooms with skiing and trout fishing off the lawn. Private exclusive address, few minutes from CBD, Rotorua International Airport & some of NZ's top tourist attractions.



Land 3,773 sqm, two titles, two dwellings, allowing future sell down if required.

**Location:** Rotorua **Asking Price:** \$3,450,000 plus GST (if any)

**Broker:** Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

## Thermal Motel Freehold and Business - Rotorua

ref: 14656

This motel complex is located on the "motel strip" near the CBD of the tourist mecca of Rotorua.

There are 17 large units and the total site area is approximately 2024m<sup>2</sup>.

The property also comes with 5 private thermal pools and thermal heating throughout the complex from its own bore.

The roomy owner's accommodation has 4 bedrooms and 2 bathrooms.



**Location:** Rotorua **Asking Price:** \$1,850,000 plus GST (if any)

**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

## Prime Real Estate with \$50,000 Income - Papamoa

ref: 15469

The property is a purpose built 2 level B&B. The business is operated from the ground floor level, with two very private and secluded guest rooms, private courtyard and sun drenched gardens, along with their own private guest/business lounge.



Upstairs features open plan designer kitchen, dining, lounge area and a balcony.

There is a further two bedrooms and two bathrooms with the master bedroom allowing for wonderful ocean views.

**Location:** Tauranga **Asking Price:** \$1,100,000 plus GST (if any)

**Broker:** Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

## 8 Unit Motel in Rotorua - Freehold Going Concern

ref: 16710

This well presented motel offers an outstanding opportunity. Its strategic location makes it a perfect base to explore all the tourist attractions in Rotorua. All units are fully self-contained and the lovely gardens with mature trees, spread over 4 acres of land, provide an ambience of relaxation. The motel is easy to operate and shows an excellent turnover and profitability.



**Location:** Rotorua **Asking Price:** \$1,075,000 plus GST (if any)

**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

## Management Rights - Great Lifestyle and Income

ref: 14171

This contemporary complex overlooks the Mount Maunganui main beach. There are 20 luxury apartments with 15 in the letting pool, all with sea views. The manager's unit is a two bedroom en-suite facility on the front of the complex with full sea views and a private court yard. The complex is easily managed and yields a cash surplus of over \$150,000.



**Location:** Mount Maunganui **Asking Price:** \$1,400,000 plus GST (if any)

**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

## Stunning Retreat or Luxury Rental - Coromandel Peninsula

ref: 14029



Sitting above Cooks Beach providing panoramic ocean views. Totally private, walking distance from well-known tourist attractions such as Cathedral Cove, Hot Water Beach, with Whitianga just a few minutes away, the area is the jewel of the Coromandel Peninsula.

Built in 2000, approx 450sqm, attention to detail and materials used has transformed this Retreat on 15 acres approx. into one of the most stunning properties on the Coromandel Peninsula.

Features: Northfacing, 4 bedrooms, 3 bathrooms, yoga room, office den, large open plan lounge and dining areas. Manicured landscape with a wood fired oven and grill, hot tub, Pétanque area and large well groomed lawns. Ideal as a retreat, small boutique weddings, bed n breakfast, luxury rental or a premium home.

Plus GST if any.

**Location:** Cooks Beach **Asking Price:** \$2,850,000

**Broker:** Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

## 18 Unit Motel in Ohakune - Freehold Going Concern

ref: 14966

- 18 unit freehold going concern motel situated virtually at the base of Mt Ruapehu
- Perfect place to stay for skiing or hiking the Tongariro Crossing in summer
- Studio, one and two bedroom units
- Large private enclosed spa pool and guest ski/board tuning bench
- 3 bedroom owner's accommodation with lovely mountain views
- Annual turnover in excess of \$350,000
- Great motel for a couple to operate



**Location:** Mt Ruapehu **Asking Price:** \$1,280,000 plus GST (if any)

**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

# Businesses for sale - \$1 million plus

## 16 Unit Beach Motel-Gisborne-Freehold and Business ref: 11509

A few metres from fabulous Waikanae beach, a stroll from the centre of town. 16 spacious units; 7 x studio, 6 x one bedroom and 3 x two bedroom, all with kitchen facilities. Substantial and comfortable owner's home on site. On a half an acre (2023m<sup>2</sup>) of valuable real estate. Steady revenue produces very comfortable profits and pleasant lifestyle. Valuation supports asking price.



**Location:** Gisborne **Price:** \$1,800,000  
**Broker:** Paul Redman / 021 319 770 / paul@linkbusiness.co.nz

## Freehold Motor Camp – 5 Ha of Absolute Beach Front ref: 15472

- 5 Ha of prime beach front land on the beautiful coast of the Eastern Bay of Plenty
- Full range of accommodation and recreational facilities, including a swimming pool
- Substantial turnover and cash surplus to a working couple
- Spacious 4 bedroom owner's accommodation
- Not often that a beach front property is for sale, so be quick!



**Location:** Opotiki **Asking Price:** \$2,700,000 plus GST (if any)  
**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

## Large Function Centre with Luxury Home ref: 15459

This 5 star property offers a first rate private Luxury home or Commercial Lodge, a polished separate venue centre that can cater for large weddings to small corporate functions, plus a separate manager quarters all sitting on approx 5.6 ha with magnificent panoramic views.



There is full resource consent in place for up to 300 offering a point a difference to their competitors.

**Location:** Bay of Plenty **Asking Price:** \$1,100,000 plus GST (if any)  
**Broker:** Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz

## Management Rights – Mount Maunganui ref: 13569

This apartment accommodation business is situated in a prime position, a short stroll from Pilot Bay, the surf beach and Downtown Mount Maunganui. There are 29 units in the complex with 15 in the letting pool. Facilities include a gymnasium and swimming pool, BBQ area and covered parking. A substantial cash surplus is achieved - great business for a couple!



**Location:** Mt Maunganui **Asking Price:** \$1,350,000 plus GST (if any)  
**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

## 9 Unit FHGC Motel in Coromandel – Stunning Views! ref: 17571

- Beautifully presented and strategically located in the Coromandel
- 9 sunny and warm units, all pleasantly decorated
- Standard on-site facilities plus a spa pool and fish cleaning bay
- Ample parking for cars, trailers and boats
- Land area of 1814 m<sup>2</sup>
- Turnover in excess of \$230,000
- Spacious 2 bedroom owner's accommodation with stunning water views



**Location:** Coromandel Peninsula **Asking Price:** \$1,695,000 plus GST (if any)  
**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

## Freehold Going Concern Motel – Great Taupo Location ref: 16512

This motel has stunning views of Lake Taupo and of the mountains beyond. It offers:

- 17 ground floor units, 11 with private mineral pools
- Outdoor heated swimming pool
- 2 indoor thermal spa pools
- Children's playground with trampoline
- Spacious three bedroom owners accommodation



The motel generates a substantial turnover and cash surplus. It is partly managed and offers a great lifestyle.

**Location:** Taupo **Asking Price:** \$2,500,000 plus GST (if any)  
**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

## Motel in Hawkes Bay – Freehold Going Concern ref: 16161

This immaculate motel is within walking distance from the Hastings CBD. It offers:

- 11 ground floor units
- Swimming pool
- Guest laundry and kitchen
- New heat pumps in all units
- Two bedroom owners accommodation



The annual turnover is in excess of \$250,000 and it yields a very healthy net profit. Come and enjoy a great lifestyle in the sunny Hawkes Bay.

**Location:** Hawkes Bay **Asking Price:** \$1,090,000 plus GST (if any)  
**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

## Nature At Its Best - Freehold Paradise Found!! ref: 17105

Excellent freehold going concern motel, backpacker lodge and motorhome park plus ancillary leased land in idyllic 1.2ha natural setting on popular tourist route. 3-bedroom owner's residence. Very good returns with tourist numbers increasing. A unique opportunity to purchase an accommodation business performing well, with potential to grow.



**Location:** Westland **Asking Price:** \$2,195,000  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

# Businesses for sale - \$1 million plus

## Kaikoura Waterfront Motel

ref: 11525

With wonderful sea views and prime waterfront location this motel offers guests a peaceful and magnificent spot to enjoy their time in Kaikoura. Brilliant opportunity to own a new lease on this exciting property or purchase the Freehold Going Concern outright. Trading well. Good mix of units. Spacious 2-bedroom owner's accommodation. A new lease is available at \$645,000.



**Location:** Canterbury **Asking Price:** \$2,500,000  
**Broker:** Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

## Exciting South Island Accommodation Opportunity

ref: 17117

Major well-established complex, backpacker-style and motel units, on spacious site in centre of alpine tourist town. 3-bedroom Manager's residence. Accommodation for sports groups, clubs, outdoor recreation groups, travellers and tourists. Long lease, reasonable rent. Early enquiry is strongly recommended for this very special opportunity – enquire now!



**Location:** Canterbury **Asking Price:** \$1,100,000  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Freehold Going Concern Accommodation Opportunity

ref: 15703



Booming Christchurch motor lodge with restaurant and conference centre on extensive 4,215 sq m prime Riccarton location. Main arterial road close to major amenities (retail outlets, malls, university, sporting & entertainment facilities, etc). 19 motel units in addition to the restaurant (currently used for buffet breakfasts), and conference centre (which can accommodate up to 50 delegates). A 3-bedroom owner's apartment completes the picture.

Strong cashflow and excellent profits underpin this business, and with the available land, this is opportunity with a capital "O"!

**Location:** Christchurch **Asking Price:** \$3,200,000  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Two Outstanding Accommodation Options, One Price!

ref: 15924

Two jointly-operated businesses at one great price, a well-established 15-unit 4-Star motel, with 10 new superior luxury-accommodation apartments. Located in Timaru on the main route through the city, this complex offers a superb opportunity to an operator to own a successful business, with a new secure 35-year lease and reasonable rental.



**Location:** Timaru **Asking Price:** \$1,050,000 Leasehold  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Akaroa - Absolute Waterfront Motel for Sale!

SOLD

Unique waterfront location on Akaroa Harbour, 24-unit motel in two main buildings has an excellent mix of 1, 2 and 3 bedroom units. Recent major refurbishment has set the motel up for many years of low-maintenance trading. 4-bedroom manager's residence. Excellent lease, reasonable rental.



**Location:** Akaroa **Asking Price:** \$1,100,000  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Gold Coast...Lifestyle / with Home & Income

ref: 13658

Golden opportunity to purchase your own home and income with management rights on the magnificent Australian sunny Gold Coast. Large family own residence with double garage. \$180,000 + PA income with part time management role with permanent residents and renters with plenty of leisure time for golf etc..



**Location:** Australia **Asking Price:** \$1,250,000AU  
**Broker:** Clive Derbyshire / 021 946 491 / clived@linkbusiness.co.nz

## Tourism Business on Tax-Free Norfolk Island

ref: 13158

Freehold going concern, six apartment tourist accommodation business set amongst sub-tropical gardens. Apartments are fully self contained and have their own private verandahs. Apartments are a two minute stroll from Norfolk Island's tax free shopping centre, five minute drive to glorious beaches. Management tends to be an easy business offering the owners an enviable, easy lifestyle.



**Location:** Norfolk Island **Price:** \$1,300,000  
**Broker:** Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz

## Backpackers in Whangaroa – Spectacular Views

ref: 17557



Built in 1876, this is your chance to continue the legacy of this historic property whilst enjoying a lifestyle that most can only imagine.

Set on an elevated site above Whangaroa Harbour with views to the Whangaroa Wharf and islands beyond, this picturesque backdrop will be a true pleasure to wake up to.

There are two options for owner / operator accommodation:

1. A spacious on-site apartment - which is currently used as manager's accommodation.
2. A 2 storey, 3 bedroom holiday home adjacent to the backpacker site (which could be purchased in addition to the backpacker property for an extra \$360k).

**Location:** Whangaroa **Asking Price:** \$595,000

**Broker:** Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

## Holiday Park FHGC + Growth + Profitable

ref: 17522



Here is your chance to operate this popular holiday park, located in a heavily trafficked yet tranquil spot on SH12.

Fully equipped with all the modern facilities and amenities your guests would expect, including a well spec'd communal / kitchen block, laundry, swimming pool, eating area and recycling station.

The property features 4 motel units and 3 cabins, alongside ample campervan parking (powered and non-powered sites).

For sale is the FHGC (land, buildings and business) with an additional option to purchase adjacent land if you wish to further expand the operation.

**Location:** Maungatoro **Asking Price:** \$790,000

**Broker:** Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

## Bayview Motel - Profitable Opportunity in Paihia

ref: 17004

The equation is easy: Prime, waterfront location in central Paihia + low entry cost + profitable business = an incredible opportunity.

The vendors have instructed us to sell the Bayview Motel lease - which has 10 years remaining. A genuine reason for sale means your offer will be considered seriously.

All chattels have been recently upgraded so you won't have to spend a cent on in-room renovations.

**Location:** Paihia **Asking Price:** \$250,000

**Broker:** Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz



## Whangarei Motel - Prime Location - 18 Rooms

ref: 16945

This motel features 18 rooms over three accommodation types - compact studio, executive studio, and 1 bedroom unit. All chattels have been recently upgraded so this is a turnkey operation.

Owners accommodation comprises a spacious 3 bedroom, 2 bathroom home with ample storage.

The business presents a profitable opportunity which would be perfect for new entrants into the hospitality industry.

**Location:** Whangarei **Asking Price:** \$850,000

**Broker:** Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz



## One Tree Point Motel - Lifestyle and Profit

ref: 16970

The motel features 14 rooms, each furnished to an exceptional standard with quality chattels.

Facilities include a well appointed conference room and an outdoor BBQ area with seating.

Owner's accommodation is located separately from the motel, with space and independence in mind.

Located just a 200m stroll from the beach, 10 minutes from Ruakaka and 30 minutes from Whangarei - this could be the opportunity you've been waiting for.

**Location:** Whangarei **Asking Price:** \$670,000

**Broker:** Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz



## Cypress Court Motel - 11 Units at \$350k

ref: 16968

The property consists of 11 beautifully appointed units, with solid brick and block construction. Facilities include a spa pool, outdoor BBQ area, shared laundry, wifi internet, and two conference facility options.

The new owners will enjoy superior owner's accommodation comprising 3 bedrooms, 2 lounges and 3 bathrooms. The motel reception creates a special sense of quality and space.

**Location:** Whangarei **Asking Price:** \$350,000

**Broker:** Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz



# Businesses for sale - North Island

## Wayfarer Motel - 25 Units @ \$450k

ref: 17002

Located on Commerce Street in Kaitaia (NZ's northernmost city), this 25 unit motel operation is at a 3 star Qualmark level and part of the national ASURE chain. Units are all in excellent condition thanks to the solid construction and attention to detail throughout.

It's clear why this motel is a hit with both leisure guests and corporates. Facilities include an outdoor pool & spa, BBQ area, 2 kitchens, guest laundry, plentiful off-street parking, SKY guest select, and wifi internet.

**Location:** Kaitaia **Asking Price:** \$450,000

**Broker:** Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz



## Leasehold Motor Inn - Waikato

ref: 14551

This Country Motor Inn has a total of 12 studio and family units and boasts a prime main road location in a popular Waikato tourist town.

The owner's accommodation has two bedrooms and an attached office. This could easily be changed into 4 bedroom accommodation with the motel complex then becoming a 10 Unit establishment.

Easily operated by one person.

**Location:** Tirau **Asking Price:** \$209,000

**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz



## Kingswood Manor - 18 Units @ \$470k

ref: 16967

Already very profitable, Kingswood Manor motel in Whangarei, Northland offers an attractive investment for a purchaser looking for future growth potential.

The operation features 18 self contained studio units with 1x honeymoon (1 bedroom suite) unit. An owner's apartment with 2 bedrooms, separate lounge and / or conference facility will accommodate you and the family comfortably. A private spa pool is yours to enjoy also.

**Location:** Whangarei **Asking Price:** \$470,000

**Broker:** Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz



## Motel Freehold for Sale in the Waikato

ref: 14618

This Motor Inn property is the only one in a popular tourist town in the Waikato.

It has high visibility on the main road and is an attractive complex with large roadside frontage.

There are 12 motel units, two bedroom owner's accommodation with a spacious office.

The complex is currently leased and yields an attractive return on investment.

**Location:** Tirua **Asking Price:** \$965,000 plus GST (if any)

**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz



## Walton Park Motel - 26 Units at \$525k in Warkworth

ref: 17018

Located on State Highway 1 (the main thoroughfare to Northland), Walton Park Motel offers spacious accommodation across 26 rooms with a broad target market consisting of singles, couples, families and tour groups.

The complex currently features 2 separate conference facilities, a swimming pool & BBQ area and a restaurant / bar (which is not currently operated - a perfect opportunity for you to boost the bottom line).

**Location:** Warkworth **Asking Price:** \$525,000

**Broker:** Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz



## 14 Unit Leasehold Motel in Waikato

ref: 16501

This leasehold motel is situated in a thriving Waikato town and has a key location on a main road with good exposure. The units are extremely spacious and two have wheelchair access. The motel offers the standard guest facilities, complimented by a sauna and conference facilities for 30 people. The owner's accommodation is a four bedroom facility. Great potential!

**Location:** Matamata **Asking Price:** \$380,000

**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz



## A Little Gem - FHGC Motel - Taihape

ref: 16078



This little gem is only 45 minutes south of the Ruapehu Ski Fields on SH 1 with a lovely outlook onto native bush and rolling hills.

It is a single level complex with 14 units situated on approximately 2400m<sup>2</sup>. Very well presented, the owners have invested heavily in refurbishment over the last couple of years. 3 bedroom owner's accommodation with heat pump.

**Location:** Manawatu/ Wanganui **Asking Price:** \$550,000 plus GST (if any)

**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

## Popular Tavern in Busy Tourist Town

ref: 17597

Well-presented tavern consists of bar, restaurant, gaming room with 18 machines. 15 rooms for accommodation and a two bedroom flat can be rented or used for manager/owner's on site.

Seats 42 in the restaurant area, with spacious well fitted out kitchen.

Currently fully managed and returning great profit. This Tavern is well staffed offering a seamless handover to a new owner.

**Location:** Waikato Surrounds **Asking Price:** \$570,000 plus Stock  
**Broker:** Therese Bailey / 021 707 641 / thereseb@linkbusiness.co.nz



## Holiday Park in the Thermal Explorer Region

ref: 14597

This holiday park has a natural thermal hot stream, natural hot pools, 7 self-contained motel/chalet units, 3 self-contained tourist flats, 6 cabins, a back packer facility, 21 powered sites, several non-powered sites, a fully licensed restaurant, 4 rental cottages and 3 bedroom owners' accommodation. Long lease at reasonable rent in place. Annual turnover exceeds \$260,000 - excellent profitability.



**Location:** Bay of Plenty **Asking Price:** \$350,000 plus GST (if any)  
**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

## Hotel Lease, Profits Show \$100K - Waikato

ref: 16807

Country Style Hotel featuring a liquor store, small cafe/takeaways, bar, hostel sleeping up to 40 in a picturesque Waikato region close to Taupo & Rotorua.

Located on a busy SHW with little to no competition in the area.

A new lease will be provided to the purchaser with terms as follows:

Term 25-30 years. Annual Rent \$45,000 + GST  
Freehold can be purchased.

**Location:** Waikato **Asking Price:** \$180,000 plus Stock  
**Broker:** Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz



## Modern Motel & Backpackers. \$100,000 Profit!

ref: 16084

This is a very tasteful, easily maintained Motel & Backpackers lease in the heart of Rotorua's central business district.

It has it all: excellent sales, low overheads with an excellent profit. CBD location with bus stop at the front door.

Design is impeccable, very good internet ratings, combination of Motel and Backpackers configuration. 27 year lease.

Modern one bedroom owner's accommodation.

**Location:** Rotorua **Asking Price:** \$299,000  
**Broker:** Nuree Allan / 0274 466 987 / nureea@linkbusiness.co.nz



## Budget Motel and Cabins Over \$100k Return

ref: 15413

Consists of 18 cabins plus 16 motel units a bed capacity of 110 and an average rate of \$25 to \$35 per bed per night .

The annual rent is \$112,000 and the current lease has a further 18 years to run.

The turnover last year was \$389,883 and returned the current owners a net surplus of \$100,320.

**Location:** Taupo **Asking Price:** \$450,000  
**Broker:** Grant Jacobson / 0274 540 432 / grantj@linkbusiness.co.nz



## Motel - Freehold Going Concern in Rotorua

ref: 16546

This Motel is a 3 minutes walking distance from Rotorua's famous shopping mall & within 2 km of the city centre.(Prime Location)

All 8 units have a kitchen with cooking facilities. The owner has a total of three bedrooms, bathroom and a garage on site.

Excellent profits and potential to grow the business to the next level. Freehold land area- 885 square meters

**Location:** Rotorua **Asking Price:** \$850,000 plus GST (if any)  
**Broker:** Robert Sohn / 021 345 350 / roberts@linkbusiness.co.nz



## Kiwipaka - Budget Accommodation / Backpackers Asking \$690k

ref: 17425



First time to market in 27 years, this family owned and operated backpackers is your chance to secure a major foothold on the Rotorua accommodation market.

Situated just steps from Kuirau Park and the Rotorua Aquatic Centre, this backpackers is one of the largest in town with capacity for 246 individuals each and every night.

Current sales of \$750k+ could realistically be returned to their former glory of \$1.1m+ with a motivated and focused vendor - representing exceptional value and profit potential at the asking price of \$690,000.

**Location:** Rotorua **Asking Price:** \$690,000  
**Broker:** Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz

# Businesses for sale - North Island

## Oceanfront B&B with Plenty of Old World Charm

ref: 15024

Beautiful Boutique B&B that sits on Marine Parade in Napier with lovely ocean views, within walking distance to central town and local tourist destinations.

Lovingly renovated, the B&B has an abundance of old world charm as it is modelled on the small privately owned French Hotels.

Highly rated on trip advisor. A lovely home with a good income.

**Location:** Napier **Asking Price:** \$895,000 plus GST (if any)

**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz



## 18 Unit Leasehold Motel for Sale in Ohakune

ref: 14973

- 18 unit leasehold motel situated virtually at the base of Mt Ruapehu
- Perfect place to stay for skiing or hiking the Tongariro Crossing in summer
- Studio, one and two bedroom units
- Large private enclosed spa pool and guest ski/board tuning bench
- 3 bedroom owner's accommodation with lovely mountain views
- Annual turnover in excess of \$350,000
- Great motel for a couple to operate

**Location:** Mt Ruapehu **Asking Price:** \$320,000

**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz



## Napier Motel Lease - 4 Star - 18 Rooms

ref: 16969

The motel features 18 modern units at a 4 star Qualmark level. As part of the Bella Vista group, the operation benefits significantly from its close ties with other properties (26) also operating under the Bella Vista brand.

Owner's accommodation comprises 3 bedrooms and is very tidy.

The lease of 35 years runs from 2005 with rent reviews 2 yearly.

**Location:** Hawkes Bay **Asking Price:** \$835,000

**Broker:** Michael Osborne / 027 242 6881 / michaelo@linkbusiness.co.nz



## Outstanding Leasehold Motel in Napier

ref: 14722



This 35-unit motel has studio, 1-bedroom and 2-bedroom deluxe units. The complex is close to the waterfront restaurants/cafes and boutique shops. On-site facilities include a semi-enclosed swimming pool, spa pool and meeting room. The owner's accommodation is a 4-bedroom home. 20 years remain on the lease. The turnover exceeds \$600,000 and a cash surplus close to \$200,000 is achieved.

**Location:** Napier **Asking Price:** \$860,000

**Broker:** Nols Bertram / 027 238 1450 / nolsb@linkbusiness.co.nz

## Motel Lease - Hawkes Bay Lifestyle

ref: 15430

Great central location, 30 year lease from 2005 with swimming pool and children's playground.

4 bedroom manager's residence with a double garage, 6x studio units, 4x2 bedroom units and a freestanding 2 bedroom unit sited on a large site close to town.

**Location:** Hawkes Bay **Price:** \$120,000

**Broker:** Paul Redman / 021 319 770 / paulr@linkbusiness.co.nz



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## Central Blenheim Freehold Lodge

ref: 14755

Home and income. Profitable. Boutique and very special motel-style accommodation business. Comprises of 4 executive class ensuite units, a 3 bedroom self-contained lodge and a spacious two level, 2-bedroom owner's accommodation. Easily run by one person, with or without casual help. Low maintenance, easy care grounds.



Profits and easy running that make other operations envious. Where else can you live in a spacious residential home while earning a \$100k plus!!!

**Location:** Blenheim **Asking Price:** \$950,000

**Broker:** Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

## Central South Island Lodge

ref: 15121

The lodge offers four ensuite deluxe rooms. Situated on 4 acres of native garden, leading down to private stream. Surrounded by national parks and some of the most renowned fishing and walking locations in New Zealand and the world. Murchison is on the state highway crossings for travellers enroute to West Coast, Nelson and Marlborough.



**Location:** Murchison **Asking Price:** \$750,000

**Broker:** Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

## Motel In Kaikoura For Sale

ref: 16376

This motel comprises of 12 self-contained units and one and two bedroom units built in January 2009.

There is an Owners' accommodation of one 3-bedroom house plus 2-bedroom sleep out.

The total land is approximately 2,800 square meters.



**Location:** Kaikoura **Asking Price:** \$360,000 or FH \$1,500,000

**Broker:** Henry Han 021 516 588 / Susan Han 027 566 8938

## Popular Nelson Motel For Sale

ref: 13310

Look at this for a great business - a delightful 15-unit motel with an excellent mix of unit types from studios to family units and a spacious 4-bedroom home. This motel has shown significant increase in revenue over the past year. Reasonable rental. Will appeal to someone seeking a reasonably-priced home and income package in a sought-after location.



**Location:** Nelson **Asking Price:** \$395,000

**Broker:** Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

## Superior Marlborough Motor Inn - Opportunity!!

ref: 13252

Situated on the main route into beautiful Blenheim, this well-established attractive modern Motor Inn is absolutely stunning. Solid performance is poised to continue. A superb mix of unit types make up its total of 17 units, swimming pool. Spacious manager's residence. Long lease, reasonable rental. For a superior Motor Inn/ motel with lifestyle to match, this is the business for you.



**Location:** Blenheim **Asking Price:** \$680,000

**Broker:** Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

## Excellent Motel, Prime Location

ref: 16989

Modern 12-unit motel, prime sunny Nelson-area location. This motel is superb, featuring excellent guest facilities and a prized 4 Star Plus Qualmark rating. Long lease in place. 3-bedroom Manager's residence. Strong growing performance. Enjoy the sun, the lifestyle, and the income this stunning motel will provide. Enquire today.



**Location:** Nelson **Asking Price:** \$425,000

**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Blenheim Motel Opportunity

ref: 13256

This 20-unit motel is a great family-friendly motel business offering guests a home-away-from-home, located on a main route. Good lease period to run (and opportunity to purchase additional lease-years), reasonable annual rent. 3-4 bedroom manager's residence. As a place to operate a successful business, Blenheim has so much to offer - enquire today.



**Location:** Blenheim **Asking Price:** \$650,000

**Broker:** Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

## Nelson Motel - Perfect Position

ref: 11896

Close to the vibrant heart of Nelson and outstanding beaches, this modern motel is very appealing. Showing excellent growth in revenue. Suitable for a couple to operate. 3-bedroom manager's residence. Nelson is renowned for its high sunshine hours and delightful climate, and this motel is well-positioned to take advantage of the tourist patronage which occurs year round.



**Location:** Nelson **Asking Price:** \$570,000

**Broker:** Tony Cridge / 027 227 6050 / tonyc@linkbusiness.co.nz

# Businesses for sale - South Island

## Outstanding West Coast Freehold Backpacker Lodge ref: 13026

Operates from substantial iconic 3-storey building in Greymouth, a popular West Coast town. With strong revenue and excellent profitability, this business provides a superb opportunity to purchase a well-established freehold business and buildings (on long-term lease land), all set up and operating - simply take over from the vendor and reap the rewards.



**Location:** West Coast **Asking Price:** \$399,000  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Superb Motel - Lifestyle Plus Excellent Income ref: 17612

Very well-presented modern 25-unit motel in key South Westland destination on the main South Island tourist route. Modern 3-bedroom manager's residence. Year-round custom. Long lease. Forward bookings are currently higher than at any other time under the vendor's seven-year stewardship. A tremendous opportunity for a prospective Purchaser to secure an established quality motel in a popular tourist locality - enquire today.



**Location:** Westland **Asking Price:** \$695,000  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Attractive, Easily-Operated Hanmer Motel ref: 16793

Modern well-presented ground-level 9-unit motel, in a handy quiet location with real street appeal. 3-bedroom Manager's residence. Excellent secure lease and reasonable rent. A short walk to the award-winning Hanmer Springs Thermal Pool Complex. Excellent secure lease and reasonable rent provide idyllic lifestyle returns, with performance currently increasing. Hanmer Springs is a popular tourist destination approximately 90 minutes' drive northwest from Christchurch.



**Location:** Hanmer Springs **Asking Price:** \$425,000  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## 4 Star Plus Opportunity - Christchurch Motel! ref: 17547

Quality well-presented modern 12-unit motel, excellent street appeal, on main arterial route. Convenient suburban location. Good mix of spacious units provides accommodation options for a wide range of guest requirements. Coveted 4-Star Plus Qualmark rating. The spacious 3-bedroom manager's residence. Well maintained complex. Long lease. The business has strong patronage which we expect to continue for some years.



**Location:** Christchurch **Asking Price:** \$735,000  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Superb Central Hanmer Motel - Long Secure Lease ref: 16792

Attractive 13-unit motel in a prime central location in Hanmer Springs, a popular resort town, about 1.5 hour's drive from Christchurch. Well-presented in a key location - across the road from the outstanding thermal pool complex. Spacious 4-bedroom Manager's residence.



**Location:** Hanmer Springs **Asking Price:** \$495,000  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Hot Hospitality Opportunity, Price Slashed! ref: SOLD

Canterbury location. Stunning large accommodation complex, restaurant/cafe/bars, large function centre, meeting rooms, other facilities, and manager's accommodation. Superb pools. This well-established, highly-profitable business attracts regular patronage and hosts a range of functions. Brand new 30-year lease. Reasonable rental. An outstanding business opportunity at an affordable price. This is the best opportunity we have seen for some time. Enquire today!



**Location:** Methven **Asking Price:** \$395,000 plus SAV  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Motor Lodge, Park Backdrop Motivated Vendors! ref: 16380

Located on a visible main street site in Timaru, this 14-unit Motor Lodge has so much to offer: Convenient ground-level units, attractive Ashbury Park backdrop, Good presentation, Long secure lease, Attractive 3-bedroom manager's residence and easy access to all local amenities. Enquire today for more information!



**Location:** Timaru **Asking Price:** \$475,000  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Near New Noteworthy Motel ref: 16473

13-unit motel with tremendous potential. Timaru is approximately half way between Christchurch and Dunedin. 2-bedroom Manager's apartment.

A near-new motel, with a long lease in a very visible location with restaurant and bar facilities in the same building, making the business very self-contained. Enquire today.



**Location:** Timaru **Asking Price:** \$345,000  
**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Freehold Going Concern Motel - Attractive Price!

ref: 12609

Great buying in Palmerston, a delightful Otago town about 30 minutes drive from Dunedin! 10 spacious motel units with 3-bedroom owner's residence on an elevated site of over 2,200m<sup>2</sup>. An excellent opportunity for those seeking a profitable business in a lovely lifestyle location. Become the proud new owner/operator - call Athol McCully today for further details.



**Location:** Otago **Asking Price:** \$695,000

**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Central Otago Motel - Freehold Going Concern

ref: 11909

A genuine retirement sale - a property that has been in the same ownership for over two decades! The motel comprises of 8 units, currently two units are used for personal accommodation. Good road frontage. Beautiful grounds and gardens. Large garage/workshop, well equipped laundry. Plenty of space on-site for further development.



**Location:** Central Otago **Asking Price:** \$620,000

**Broker:** Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz

## Well Renowned Motel Lease For Sale

ref: 15398

Well-presented modern motel with substantial owner's accommodation is offered for sale with a 26 year lease. 10 immaculate units (studio units, spacious executive 1-bedroom units plus a large family unit). Conveniently located to Mosgiel, 12km from Dunedin. Freehold land and building is available for purchase in addition to the lease purchase.



**Location:** Dunedin **Asking Price:** \$385,000

**Broker:** Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz

## New 35 Year Lease for Sale

ref: 15234

Currently has 4 spacious motels, a 60 bed backpacker's hostel, and holiday park, with campervan and tent sites, spa and sauna. New Restaurant, Bottle Store/Bar and Information Centre to be built (Plans and Consents approved). Would suit a younger couple with hospitality experience and energy. Excellent home available and possible vendor assistance for the right people.



**Location:** Southland **Asking Price:** \$200,000

**Broker:** Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz

## Key Dunedin Location, Excellent Motel

ref: 15636

Superb larger (20-unit) motel with excellent mix of unit types in Dunedin's motel "golden mile". This well-located motel attracts guests on a year-round basis. 3-bedroom manager's residence. Here is a rare opportunity to purchase a larger motel in a key location with a long lease in place, with the benefits of recent refurbishment. Secure your future - call today.



**Location:** Dunedin **Asking Price:** \$850,000

**Broker:** Athol McCully / 027 433 8052 / atholm@linkbusiness.co.nz

## Motel Lease For Sale - New 35 Year Term

ref: 15122

Situated on the Southern Scenic Route this Qualmark 4-Star plus motel comprises of a good variety of unit sizes making up its total of 17 units. Well located to all city facilities and has recently been refurbished. Excellent chattels. Long lease in place. Excellent access and security. Very good manager's residence.



**Location:** Invercargill **Asking Price:** \$640,000

**Broker:** Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz

## Fire Sale - "Owner Burnt Out"

ref: 13787

This licensed tavern has a public bar area, a large garden bar with an outdoor deck area, spacious dining room and conference/event facilities. 3 motel/cabin-style units with planning for more. Campervan power point are also on site. 3 titles totalling over 4000m<sup>2</sup> of commercially zoned freehold land. 3 bedroom owner's accommodation.



**Location:** Southland **Asking Price:** \$PBN

**Broker:** Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz

## Chalets in the Catlins

ref: 14721

Accommodation & EcoTourism. Mohua Park offers a home plus income - a rural lifestyle combined with an environmentally sound and profitable business. 14 hectares of land centrally located in The Catlins. Four private eco efficient four star plus, self-catering cottages. Historic homestead owner's/manager's residence. Currently returning a good income. Many possibilities for expansion.



**Location:** Southland **Asking Price:** \$800,000

**Broker:** Tom Richardson / 027 516 7777 / tomr@linkbusiness.co.nz

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