



“The purchaser was the perfect buyer because she was local to the area and knew the café well.”

# Unconditional within two weeks!

HOSPITALITY  
SPECIALIST BROKER

**Company** Columbus Café Glen Innes

**Time to sell** 3 weeks

**Sold** 2.9 x (appraisal value \$500,000 and sold for \$486,000)

## Customer

The owners of this franchise business had worked very hard to get sales up around \$17,000 per week (including GST). They had two chefs, one barista and three working front of house; this was a fantastic day to day operation.

## Background

Due to a new cafe commitment, the owners wanted to sell the business and devote more time to the new cafe. Small businesses require a working owner to be actively involved in the day to day operations. Their biggest challenge was running the two businesses, especially as the new one demanded a more significant time commitment.

## Brief

The owner was not keen to list the business. He didn't want to create any instability within the staff, as they depended on them to run the business.

## Our approach

LINK had a buyer who had pre-approved by the franchisor, and we were confident that she was the perfect fit for the business. Everything went well. The deal was very straightforward and went unconditional within two weeks!

## Solution

The buyer had put in an offer on another business within the franchise. The vendor did not accept the offer. Our client's business was part of the same franchise and was of the same standard - it was a done deal.

## Result

This business was sold in just two weeks, to the first offer, with asking price achieved. The purchaser was the perfect buyer because she was local to the area and knew the café well.

