

# Property sweetener for deals

GOLD Coast businesses offered for sale with a property are attracting strong interest, according to business brokerage firm LINK.

David Fitzgerald, managing director of LINK, said that post-GFC business sales had been heavily influenced when a property component was included in the deal.

"Prior to the GFC there was a lot of money being spent, and finance was relatively easy to come by," he said.

"A lot of people had the luxury of being able to take risks on the businesses they were purchasing.

"Now, they want to know exactly

what they're getting, and having concrete leasing options or a property is being seen as a major bonus for businesses that are on the market."

Mr Fitzgerald said that a business and land package, or strong leasing covenant, was looked on favourably by buyers and the banks.

"In fact, more than ever we're seeing that a lot of banks will only loan money for a business in line with the length of the lease," he said.

"Selling a business is much easier when the future of the commercial property market has some certainty about it."