



The Glenforsa Hotel

Offers Over
£1,350,000

Salen by Aros,
Isle of Mull
Scotland
PA72 6JW

sba
scottish business agency

Heritable Interest

O/O £1,350,000

Rare opportunity to obtain one of the most idyllic hotels on Scotland's West Coast. Adjacent to an airfield with views across the Sound of Mull.

Scottish tourism growing year on year with demand massively out-stripping supply in both accommodation and food/drink offerings.

The Isle of Mull sees an excess of 750,000 visitors per year.

Trading April-Early October. Closed October-March

Income split: **78% F&B, 22% Accommodation**

**£503k NET Turnover. EBITDA
In excess of £160k**

Owned for 12+ years.
Genuine retirement sale.

YoY growth which
continues consistently.

Owners' Accommodation which is currently being rented out as a short term let for additional income.



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Isle of Mull

Glenforsa Hotel occupies an enviable position at Salen by Aros, on the eastern side of the Isle of Mull, overlooking the Sound of Mull.

The hotel is conveniently positioned approximately midway between Craignure and Tobermory, providing an excellent base from which guests can explore the island and its many attractions. The property is approximately 10 miles from Craignure, the principal ferry arrival point from Oban, with the journey providing an immediate introduction to Mull's spectacular scenery.

The hotel can also be accessed via the Lochaline–Fishnish ferry, providing an alternative mainland connection through Morvern and the West Highlands.

The Isle of Mull is one of Scotland's premier island destinations, renowned for its dramatic coastline, beaches, mountains, lochs and abundant wildlife.

The island attracts visitors seeking walking, wildlife watching, fishing, photography, outdoor pursuits and a genuine escape from everyday life, while nearby attractions include Tobermory, Duart Castle and Iona.

Glenforsa itself benefits from an exceptionally scenic setting, with uninterrupted views across the Sound of Mull, private woodland, beach access and the distinctive backdrop of the surrounding Highland landscape.

The hotel's location is further distinguished by its proximity to Glenforsa Airfield, creating a unique aviation association and an additional point of interest for visitors and potential future operators.

Ultimately, Glenforsa's location is one of its greatest assets: a secluded and peaceful island setting, while remaining conveniently positioned for exploring the wider attractions of Mull.



Credit: Visit Scotland



Property & Land

The Glenforsa Hotel is set upon an impressive 7.83-acre (3.17 hectare) freehold site, incorporating extensive woodland, landscaped grounds and areas of open space overlooking the Sound of Mull.

The principal hotel building is a distinctive Norwegian-style property dating from 1968, positioned to take full advantage of the surrounding landscape and waterfront setting.

The grounds incorporate the two separate Scandinavian-style cabins, a detached two-bedroom owner's chalet, customer parking for approximately 25 vehicles, beer garden and external seating areas, together with established woodland and paths leading towards the shoreline.

The scale and character of the freehold grounds provide considerable privacy and create an attractive platform for future enhancement or alternative uses, subject to the necessary planning and regulatory consents.

Airfield

A distinctive feature is the hotel's relationship with the adjacent Glenforsa airstrip. The airstrip itself is not included within the freehold sale, although the current owners have historically leased the strip from the local authority. They will continue to trade the airfield as they live nearby - it is crucial for this relationship to continue as this provides continuous business throughout the season. Further details available to interested parties.

LIVE AIRFIELD WEBCAM HERE

Business Rates

The subject are entered into the valuation roll as having the following rateable value:

£30,750

EPC

EPC Rating: G

A copy of the energy performance certificate (EPC) is available on request.





The Business

The Glenforsa Hotel presents a rare opportunity to acquire an established hotel and hospitality business in one of Scotland's most spectacular island settings.

Set on the Isle of Mull, the business has been established for many years and has built a strong reputation as a destination hotel, welcoming visitors from across the UK and internationally. The business currently operates seasonally and combines guest accommodation with a well-established bar and restaurant operation, creating multiple complementary income streams.

The hotel provides 14 en-suite letting bedrooms plus 1 with private bathroom. while a separate lodge 'Forsa' within the grounds provides flexibility for owner occupation. It currently provides additional accommodation income.

The spacious bar and restaurant enjoys uninterrupted views across the Sound of Mull and provides approximately 60 covers, serving both residents and non-residents. The business has strong emphasis on quality food, local produce and the destination appeal of Mull

The business is being offered as a freehold going concern and represents an attractive proposition for an experienced hospitality operator, lifestyle purchaser or investor seeking an established business with significant scope to develop its existing offering.

With an exceptional setting, established reputation, substantial freehold grounds and several avenues for future development, Glenforsa offers the opportunity to acquire not simply a

www.glenforsa.com

hotel, but a distinctive island hospitality business with considerable lifestyle appeal.

Financial Information

The business currently operates from April to early October, with scope for the incoming owner to extend the trading season. For the 6-7 months of trade, it is highly profitable with turnover growing year on year.

Turnover	Profit
2026: £503,086	£152,602
2025: £500,983	£119,242
2024: £474,328	£126,021

Full financial information can be provided on request. Including occupancy, average room rate, wet/food split in the restaurant.

Growth Potential

Extend the Trading Season

Increase Direct Bookings Develop Food & Beverage

Maximise Accommodation with dynamic pricing or packages.

The substantial 783-acre holding provides scope to explore additional guest facilities, accommodation and experiences, subject to planning and consents.

Develop Island Experiences by partnering across Mull.

Private Hire & Events



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Fixtures & Fittings

We have been advised that all trade fixtures and fittings are owned outright

Licences

The business trades with licence as a hotel with restaurant & bar.

Viewing & Further Info

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