

# *The Crofter*

For Sale  
**Bar & Restaurant**

OIRO  
**£1,400,000**

11 High Street,  
Fort William  
PH33 6DH

**sba**  
scottish business agency



## Heritable Interest OIRO £1,400,000

A rare opportunity to own an established free-of-tie restaurant and bar in Fort William.

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

Located at Ben Nevis, Britain's highest Peak.

Owned and operated for over 20 years

65%-35% Wet-Led

650+ MAT Barrelage

£1.55M+ NET Turnover

Genuine retirement sale.

High YoY growth which continues consistently.

2 flats above, 4-bed and 2 bed, currently housing staff



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# Fort William

## Location

Fort William is known as the 'Outdoor Capital of the UK', it is the end point of the popular West Highland Way, starting in Milngavie, and the starting point of the Great Glen Way, ending in Inverness. With Ben Nevis on its doorstep, the town is extremely busy with hikers and climbers. Nearby is Nevis Range - providing year round mountain biking and winter snowsports.

Internationally recognised as the filming locations for the likes of Harry Potter, Highlander and the James Bond epic Skyfall at nearby Glencoe.

Fort William is located in the Lochaber region, home to The Great Glen Way, Glen Nevis, Glencoe and Mallaig. As well as the Glenfinnan viaduct and Jacobite railway experience. It is used regularly as a base for those exploring the highlands and isles of Skye, Harris and Lewis and as a result attracts a vast quantity of domestic and international tourists each season which is only getting busier year-on-year.

[FW2040](#) is a plan aimed at improving all aspects of the town over the next 18 years. The town aims to push these 4 values:

**A great place to live**

**A connected place**

**A net-zero town**

**A place facing water**

The town has a population of around 5,700 however sees a huge number of tourists each year. The closest neighbouring town is Oban, 43 miles south.



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# Description

Prominent bar & restaurant located on High Street in Fort William. The building comprises the entire site boundary. There are two separate entrances on High Street and one access from Middle Street to the rear. There is an external staircase to the side of the premises providing access to the flats above.

The property is over different levels being located on a sloping site, with the cellar and kitchen storage essentially lower than ground level if looking from the front.

There is potential for the flat roofed area at the rear to be decked and offered to customers as an outside seating area when the weather allows.

The building is estimated to be dated in the early 1900s. It is comprised of an end terrace, over three and four levels due to the sloping nature of the site. The flat roof section is to the rear, with access to the two separate flats.

Internally the public areas have a mixture of carpet, tiled and wood flooring. Seating varies, from wooden tables, chairs and bar stools, to upholstered/fixed seating and armchairs.

The bar is solid wood and is able to serve both the restaurant and public bar area at either side of the premises.

The 2 apartments above are 4-bed and 2-bed respectively. They currently house staff.

## Ancillary Areas

- Cellar with fridges and storage
- Fully fitted commercial kitchen
- Various internal storage as well as basement
- Office & staff room

## Business Rates

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

£60,000

## EPC

EPC Rating: G

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



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# The Business

The Crofter Bar & Restaurant is well established and a one of the busiest premises on High Street. Enjoyed by both by locals and tourists year-round.

With a solid trading history, the business has already out-performed 2019 (pre-covid) and continues to grow. The increasing popularity of Scotland's west coast as well as having the UK's highest peak is driving business upwards steadily. It offers great opportunity for an operator looking to venture into a growing town and would suit a range of cuisine styles should they wish to change it.

The Crofter opens 7 days per week, year-round. The seasonality also means that the business operates at a loss for a few months per year, as expected for a business of this type and location. Although for the past 2 years the season seems to have extended, with consistent trade year round.

The restaurant provides a mix of un-complicated food offerings, simple, consistent and high quality. It's extremely popular with both locals and tourists year round. Coupled with an impressive free-of-tie drinks offering the business has established itself as one of the main places to eat on high street.

The Crofter is currently operated by the owner however the team is very well established with multiple years of knowledge and loyalty. This is very much a testament to the past 20 years of work making the business a success and growing it to what it has become today. Business in Fort William is growing year on year, with a higher demand than supply.

This business sale represents a tremendous opportunity to take on an extremely well run and well-established business that continues to grow year-on-year.

The 2 apartments above are crucial as they house staff.

## Trading History / Information

Y/E March 2023: excess of **£1.35M** (net of VAT)

Y/E March 2024: excess of **£1.55M** (net of VAT)

FMOP 15%: £202k-£225k

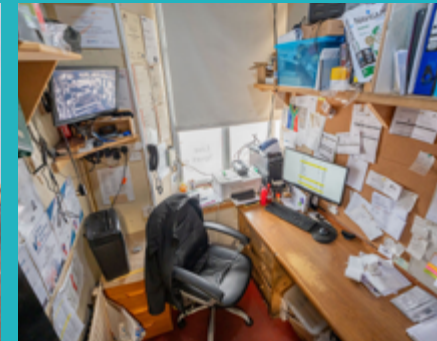
FMOP 20%: £270k-£300k

MAT Barrelage 2022: 600. 2023: 650, 2024: 680

65%-35% Wet-led

Further financial information can be provided to interested parties. The above FMOP figures are taking into account the industry average. True profit figures take into consideration any non-recurring costs, director salaries and other add-backs. Please get in touch to discuss the accurate adjusted EBITDA figure and access to financial accounts.

This is a genuine retirement sale as the owner has worked relentlessly for 20 years taking it to the impressive level where it now stands. It is perfect for a hands-on operator or large multi-operator/pub-co, given the impressive barrelage and established trade.



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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 public house. The full premises is on one title plan.

## Viewing & Further Info

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