

CASE STUDY

HOTEL + LEISURE



LEASEHOLD DISPOSAL OF TWO HIGHLY SOUGHT-AFTER HOSPITALITY PREMISES IN GLASGOW'S VIBRANT WEST END.

TEAM

Hotel + Leisure

LOCATION

Class 3 Café premises on Great Western Road and Park Bar in Finnieston

CLIENT

Tenants of both premises

PROJECT SUMMARY

Graham + Sibbald were involved in the leasehold disposal of a Class 3 café premises on Great Western Road and Park Bar in Finnieston.

SUMMARY

Graham + Sibbald's Hotel + Leisure team facilitated the leasehold disposal of both hospitality premises after being approached by the respective tenants. A full targeted marketing campaign was produced for each.



WHY G+S

If you are looking to purchase a business then we can help you find the best options that will meet your strategic needs and budget. If you have a business or part of a business that you are looking to sell, we can help you maximise the worth of your assets and optimise your returns.

We are recognised as one of the leaders in this field across the UK. We work across a range of business types and sectors, but have particular expertise in the Hotel, Licensed and Leisure sector. As a result, we are retained by many of the UK's leading hospitality and leisure groups to manage the sales and disposal of their business portfolios.

APPROACH

The first transaction involved the leasehold disposal of a Class 3 café premises on Great Western Road. We were approached by the outgoing tenant, who was ready to move on to new ventures, and we managed a full marketing campaign on their behalf.

The second disposal was for the iconic Park Bar in Finnieston. A long-term tenant approached us with the desire to assign their lease after decades at the helm.

OUTCOME & RESULTS

Disposal One - With over 400 enquiries received, we were able to secure a competitive premium for the lease and advised the client on the best-fit tenant—Olsina, who presented a compelling business plan along with a strong offer. They took over the lease in October 2024 and, following an extensive refurbishment, have since reopened the unit as Cielo Café—a stylish venue offering a wide selection of food options. Definitely worth a visit!

Disposal Two - Following a targeted marketing campaign and numerous enquiries, we advised proceeding with an offer from a couple with previous hospitality experience in the Highlands, we also managed to gain a substantial premium. Their vision aligned with the spirit of the Park Bar—supporting the local Gaelic community with traditional music and hospitality. The new tenants took possession in March 2025, and the venue has already been reinvigorated, blending fresh offerings with the beloved character of the original bar.

If you're considering a disposal or acquisition or simply want an informal chat about your hospitality asset, please don't hesitate to get in touch with our specialist team.

Key contacts:



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