business
for sale

BUSINESS REPORT

Date: **19th October 2026**
Business Reference:**38450**

About the Business:

A Smarter Way to Run a Guesthouse

Acquire a recently renovated guesthouse offering convenient self-check-in, remote access management and flexible staffing arrangements. A straightforward, streamlined accommodation business with low overheads, competitive rates and scope for future expansion. Includes the freehold property.

A Smarter Way to Run a Guesthouse

Sector: **Accommodation**

Asking Price:

R **2,600,000**

Monthly Profit:

R **45,888**

Asset Value:
R 2,000,000

Stock Value:
R 0

Yearly Net Profit :
R 550,650

Business Report

Fully describe the business's activities?

This opportunity presents the acquisition of a recently renovated, five-room guesthouse situated on a busy main road. The establishment provides straightforward, comfortable accommodation to both corporate and leisure travellers, with an emphasis on convenience, cleanliness, security and affordability, while providing spacious en-suite double rooms fully equipped with all modern amenities.

Unique, in that the business operates on a streamlined, largely self-service model, utilising modern access technology. Guests access the property and their allocated rooms through an advanced access-control system, which the owners manage remotely using their mobile phones, allowing arrivals to be facilitated without a permanently staffed reception desk. The guesthouse benefits from low operating overheads, enabling it to offer competitive accommodation rates.

This opportunity will appeal to a buyer seeking an accommodation business that does not require a full-time on-site presence.

How does the business operate on a daily basis?

The guesthouse has been deliberately structured to minimise operational complexity and ongoing staffing costs. The operating model requires limited on-site assistance, with staff engaged on an as-needed basis rather than employed permanently. This provides flexibility in managing housekeeping, cleaning, laundry and other operational requirements in line with guest movements and demand, as well as flexibility in adjusting expenditure to occupancy levels.

Operational activities include:

- Managing reservations and availability across online booking platforms.
- Responding to guest enquiries and coordinating arrivals.
- Remotely managing access codes and guest entry.
- Arranging room cleaning, linen changes and property preparation.
- Monitoring guest feedback and online reviews.
- Coordinating maintenance and replenishment of consumables.
- Managing payments, booking records and operating expenses.

The streamlined structure offers the benefit of lower fixed staffing costs and flexibility in adjusting expenditure to occupancy levels. It may particularly appeal to a buyer seeking an accommodation business that does not require a full-time on-site presence.

What competition exists?

While there are a number of guesthouses in the vicinity, this business competes primarily on affordability, convenience and operational efficiency rather than luxury facilities or extensive guest services.

How could the profitability of the business be improved?

- Offering pre-cooked or pre-arranged meals could enhance the overall guest experience while creating an additional revenue stream for the business. The objective would be to generate additional revenue or improve the guest experience without undermining the low-overhead operating model.
- The large property offers the opportunity to investigate the construction of further accommodation units.

When does the current lease end?

The property is owned by the seller and is included in the sale.

What are the main assets of the business?

The main assets include the property as well as all the furniture and equipment required to run the guesthouse.

Strengths?

- Low-overhead operating model: The absence of permanent staff reduces fixed payroll commitments and allows greater flexibility in managing operating costs.
- Technology-enabled operations: Remote access management and lock-box arrangements facilitate self-service check-in and reduce the need for a staffed reception.
- Recently renovated accommodation: The five rooms offer a neat, clean and functional environment.
- Competitive pricing: A simple service offering and limited staffing requirements support an attractive cost structure.
- Modern guest amenities: Streaming services and complimentary Wi-Fi meet common guest expectations.
- Secure parking: On-site parking provides convenience and reassurance for guests.
- Established online marketing channels: The use of major booking platforms and social media provides existing routes to market.
- Expansion scope: The size of the property offers an opportunity to investigate the development of additional accommodation units.

Weaknesses?

- Limited accommodation capacity: With only five rooms, the current operation has a finite revenue ceiling unless room rates or occupancy improve.

Opportunities?

- Introduce a cost-effective breakfast or outsourced meal service.
- Develop additional accommodation units.
- Secure repeat corporate bookings and negotiated accommodation arrangements.
- Improve direct bookings to reduce dependence on commission-based channels.
- Implement dynamic pricing to improve room revenue.
- Target contractors and other longer-stay guests.
- Introduce selected supplementary services without materially increasing fixed overheads.

Threats?

- Travel budgets and tourism trends can fluctuate, impacting bookings.

What is the reason for the sale?

The owners are immigrating.