



"I was worried about how to sell both my restaurants and buildings and structure it so I could pay taxes over time and not all up front. Peter was able to structure the sale so I was able to do a 1031 tax deferred exchange for the real estate and take my business sale profits over a number of years, which will help my cashflow as I start up my next business. I'm very happy with the Job that Peter and Colliers did for me"

**Benito C., LaCosta Group
Seller**

SUCCESS STORY

LACOSTA MEXICAN RESTAURANTS

BACKGROUND

Client started and ran two successful Mexican restaurants over the course of the last 15 years, including buying and remodeling the real estate for both locations. He was ready to enjoy his success, and retire to pursue other interests.

CHALLENGE

The adjusted EBTIDA was large enough that the buyer would have to be a large restaurant operator or restaurant group looking to expand. The real estate needed to be a part of the sale. The sale needed to include some limited and strategic seller financing, so the seller could take his capital gains over a number of years, for tax purposes.

STRATEGY

Through selective advertising and discrete marketing, we were able to find an experienced local restaurant group that bought the business. One of the operating partners was able to put together a small investment group to purchase the real estate and lease the buildings and equipment back to the restaurant operating group.

RESULTS

Both buyer and seller benefitted from the structure of the sale. The seller was able to do a 1031 Tax deferred exchange on the real estate sale, and also take his proceeds from the business sale over time, enabling the seller to spread out the income and benefit from a lower tax bracket. The buyer and operating partner of the restaurants was able to complete a real estate purchase and leaseback of the two properties and take advantage of real estate ownership. Both parties were happy with the sale structure and outcome.

Sandy & American Fork, Utah

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HIGHLIGHTS

Well-established Mexican restaurant
2 locations
\$2.2 million annual sales
\$390K adjusted net income

SERVICES PROVIDED

Mergers & Acquisitions
Real Estate

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Accelerating success.