

# Thinking About Selling Your Liquor Store or License?

**If So, You Should Have The Answers To These Questions:**

## **Why Should I Sell My Store Now?**

The liquor store industry in MA is changing rapidly. Because of recent change in law, many multi-store owners are looking to purchase additional stores or licenses, and are willing to pay a premium. Additionally, some towns are considering increasing the number of available licenses, which will allow competitors, such as supermarkets, to easily obtain a new license. Competition from multi-store owners and from supermarkets is something to consider when planning the future of your business.

## **How Can You Sell Your Business Quickly and For the Best Price?**

You should use a liquor store broker who specializes in your industry. BayState Business Brokers has sold many liquor stores and licenses and generally receive multiple offers. When you work with us you will maintain confidentiality, reach more potential buyers for your business and get better offers. There are several hundred buyers in our database looking for a liquor store to buy and we reach thousands more through our marketing efforts. We carefully pre-qualify our buyers and all are required to sign confidentiality agreements before getting information on your business.

## **How Much is Your Liquor Store or License Likely to Sell For?**

Your store or license is likely to sell for more than you think. The market for a liquor store or license is very competitive and we receive multiple offers after little time on the market.

## **How Can Buyers Get Loans With Little or No Seller Financing?**

We have strong relationships with local lenders who are currently financing the sale of liquor stores. Most sales have included little or no seller financing.



**Brian Labonte, Broker**  
**Former Liquor Store Owner**  
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**“We sold our liquor store quickly and for the right price through BayState. Now I’m working to help other owners successfully sell their store.”**

**Brian Labonte, Broker**  
**Former Owner**  
**Century Discount Liquors**



**Sarah Grossman, Principal**  
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**MassPack Members Receive  
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