



Offers Over
£695,000
(Freehold)

Ceol Na Mara Guest House,
7 Direcleit, Isle Of Harris, Western Isles, HS3 3DP





Outstanding Licensed Bed and Breakfast business on the Isle of Harris

Stunning trading location with striking views over their 20.89 ha tenanted croft

Excellent reviews and occupancy levels

Exceptionally spacious main house comprising 4/5-bedrooms, 2 guest lounges and kitchen / diner

Benefits from separate owners' lodge and attractive grounds extending to circa 0.5 acres





DESCRIPTION

Ceol Na Mara is a successful fully licenced bed and breakfast business which has traded since the early 2000s. Over the past six years, under the current ownership, its charm and service have been elevated to new heights. This desirable business offers a fantastic lifestyle opportunity set in a delightful position on the Isle of Harris just south of Tarbert. It enjoys fantastic views overlooking croft land to the east, Loch Ceann Dibig to Meavag to the south and the southern Harris hills to the west. A truly idyllic location. The property benefits from full renovation over the last 6 years and is in truly walk-in condition. The owners also own the tenancy of Croft C731, which would form part of the sale. This croft extends to a little under 21 hectares.

By adding a timber lodge building recently, the vendors have created a more flexible offering. Owners could choose to live in the lodge during the trading months, or, have the option of renting it out as self-catering and living in one of the floors of the main house. There are various permutations available. It may also be possible to increase the trade by placing a number of "shepherds huts" on the croft, all of which could be controlled from the main house.

The current setup offers an independent and easy-to-operate proposition, making this a true lifestyle business. The business benefits from spacious and easily maintained grounds extending to around 0.5 acres. A couple of sheds on site are currently used to store materials and tools.

The business is presented to the market in turnkey condition and is ready to operate with no requirement for additional significant capital investment. The sale of Ceol Na Mara represents an exceptional opportunity for new vendors to own a lovely property and operate a charming lifestyle business on the Hebridean Way.

REASON FOR SELLING

The vendors have successfully operated Ceol Na Mara since 2018. It is their intention to retire from hospitality that brings this exciting opportunity to the market.





TRADE

The vendors trade the business on a part year basis, income being generated during the period from April to early October. They operate at approximately 98% occupancy during this time, which equates to 550 nights being booked for the 2024 season. A 2 night minimum stay is in place, thus simplifying the operation of the business. The property is an ideal base for exploring the wider region. Catering for groups, families and single travellers, the business has a well-maintained and presented website. A variety of tourists are attracted including cyclists, walkers or those just enjoying a more leisurely holiday taking advantage of the natural beauty of the Outer Hebrides. The current owners take bookings through their website, via Bloom by freetobook, and online portal websites such as TripAdvisor and booking.com as well as their own website. The business has a 5 star VisitScotland accreditation and enjoys enviable reviews with Booking.com scored as 9.7, with location noted as 9.8. TripAdvisor scores 5 stars as does Google.

The vendors trade below the VAT threshold. New owners could, if so desired, drive the business more fully by extending the open period and could consider providing evening meals.

LOCATION

Ceol Na Mara is situated approximately 400 metres off the A859 in a secluded location on the isle of Harris, just south of Tarbert. Lying off the west coast of Scotland, Harris and Lewis form the main island in the Outer Hebrides. This island's dramatic landscape is defined by its incredible mountain ranges, grassy machair, clear sea lochs, sheltered coves, and stretches of exceptional white sandy beaches. One of the most notable mountains is Clisham, which, at 799 meters, is the highest mountain in the Outer Hebrides. The terrain offers a variety of stunning vistas, from rugged peaks to serene beaches, making it a remarkable destination for nature lovers and adventurers alike. The clear sea lochs and sheltered coves provide perfect spots for water activities and exploration, while the machair, a unique coastal grassland, bursts into colour with wildflowers in the spring and summer, adding to the island's natural beauty.

Historically known for its fishing industry, Harris, though sparsely populated, is characterised by its friendly community spirit and active Gaelic culture. This cultural richness is celebrated and preserved in various ways throughout the island. One of the major attractions on Harris is the Isle of Harris Distillery, Tarbert, renowned for its high-quality spirits. Art enthusiasts can visit several art galleries, including the Mission House Studio, which showcases local talent and both Skoon Gallery and Hebscape Gallery are close by. The newly opened Isle



of Harris Brewery, in Leverburgh, adds to the island's charm with its taproom, restaurant, and deli. Tarbert, the main village on Harris, is 1 mile away where there are several shops where residents and visitors can purchase groceries, along with a newsagent and a hardware store. The village also has a bus station with regular services connecting different parts of the island, making travel convenient. For dining options, the two hotels in Tarbert serve food, and there are a number of independent cafes and restaurants such as Flavour and the North Harbour Bistro which offer a variety of local and international cuisines. These establishments contribute to the welcoming atmosphere of Harris, making it a delightful place to visit and experience the local culture and hospitality.

Miles of white sandy beaches extend along the west coast of southern Harris, with Luskentyre Beach being the most well-known and celebrated for its stunning beauty. These pristine beaches provide a perfect setting for relaxation and enjoying the natural surroundings. For those seeking adventure, Harris offers extensive walking and cycling routes that allow exploration of the island's diverse landscapes. Outdoor enthusiasts can also engage in activities such as coastering, kayaking, gorge walking, climbing, and abseiling. These activities provide thrilling ways to experience the rugged terrain and coastal beauty of the island, making Harris an ideal destination for both relaxation and adventure.

Caledonian MacBrayne operates direct ferry services that make accessing Harris convenient. One route runs from Uig on the Isle of Skye to Tarbert, taking approximately one hour and 40 minutes. With the introduction of new larger boats on the routes to the Outer Hebrides from 2025, the number of visitors to the area is expected to increase significantly. Alternatively, there is a service from Ullapool to Stornoway, which involves a two-and-a-half-hour crossing followed by a 45-minute drive to Harris. For those travelling by air, Stornoway Airport is located around 42 miles to the north of Harris. The airport offers regular connections to several major Scottish cities, including Aberdeen, Inverness, Edinburgh, and Glasgow, providing a range of options for reaching this picturesque island.

THE PROPERTY

The property is clearly signed at the end of the drive and accessed via a tarmac drive leading into a large gravel parking area. Though there has been a building on the property since the 1800's, the current house was built in the early to middle part of the last century. About 5 years ago the vendors installed a new log style lodge to the side of the main house, which is used as their trading season accommodation.







CEOL NA MARA

This is a charming and deceptively large, detached house set over 3 floors. The ground floor is used by the owners to run the B&B; storage, kitchen etc, with the guests having access to the breakfast room, located adjacent to the main reception hallway. The dining area has stunning views of the local area from the sunroom. On the 1st floor there is bedroom ensuite and one bedroom with dedicated shower facilities and a guest lounge. The second floor is characterful with dormer windows and provides two ensuite bedrooms and a second guest lounge area, with a mini bar. The outside of the building is finished with white painted rendered with a slate roof. The windows are all double glazed and the lower two floors have imitation shutters, adding to the character of the elevation.

All rooms at Ceol na Mara are equipped to the highest standards, featuring solid wood furniture, a relaxing armchair, a hairdryer, dressing gowns, complimentary slippers, a selection of local information, a torch, a vanity mirror, pillow mist, fluffy towels, and quality toiletries.

The beds boast luxury mattress toppers, fine cotton bed linen, and goose-down pillows and duvets, all carrying the Nomite Anti-Allergy label. Synthetic duvets and pillows are available on request.

All the bedrooms have a Nespresso machine, a mini fridge with fresh milk, and an extensive complimentary hospitality tray with a range of teas, coffee, biscuits, and chocolates. In addition to this, every bedroom has a seating area, TV, Satellite channels, ironing facilities, and all guests have access to outdoor seating and the guest lounge.



The bedroom accommodation is as follows:

Machair	Super King Bed with Ensuite Shower on the 1st floor.
Loch View	Super King Bed with Ensuite Shower on the 2nd floor.
Croft View	Twin Bed with Ensuite Shower on the 2nd floor.
Heather	Double Bed with Dedicated Shower room on the 1st floor.
Ground Floor Bedroom / store	Currently not used as a bedroom but has a dedicated shower room on the ground floor and walk-in wardrobe.





THE OWNERS LODGE

Accessed from the parking area, the owners built the log lodge about 5 years ago, allowing them a private area away from the main house. The lodge comprises a main living space, including seating and bed, a shower room and a storeroom (which would be large enough to fit out as a kitchen, should the future owners wish to let this unit out as a self-catering unit). The lodge living area is spacious and looks out to the west, with a private deck area to enjoy some quiet time in the sun. The building is well maintained both internally and externally. The current owners use the lodge over the trading months, retrenching into the main house over the winter.

GROUNDS

The grounds extend to around 0.5 acres and offer ample parking and recreational space both for guests and owners. Guests gain access to the house along a drive taking them into the quiet and secluded location overlooking Loch Ceann Dibig and the southeast towards Skye. To the front of the main house is the car park area.

Guests have access to the newly laid out patio seating area and a separate new deck area where they can enjoy the views and the sun. To the side of the property the grounds are laid mainly to lawn with two sheds sitting down into the landscape to avoid obscuring the views. The bird song within the surrounding heathland adds to relaxing atmosphere enjoyed on the property. The ground finishes have been carefully selected to minimise maintenance, while enhancing the experience of staying in the beautiful location.

The larger shed is used as a store for the business, while the smaller is used for tools and gardening equipment.

The owners own the tenancy of the adjacent croft, which extends to around 20 hectares of rough grazing, covering the southern half of the peninsula, from Ceol na Mara on the west to the Minch on the east. It maybe possible to develop the croft land to extend the business, the buyer would need to satisfy themselves that this was possible by contacting the Statutory Authorities. There has been a ground survey for a domestic dwelling on the croft, details can be provided should this be of interest.







SERVICES

The subjects benefit from mains electricity and water with drainage to septic tank. The main house benefits from oil-fired central heating. The lodge has electric heating. There is WiFi throughout. All accommodation units are double glazed.

ACCOUNTS

The business trades below the VAT threshold and is operated on a restricted basis to suit the vendors' lifestyle. Accounting information, will be made available to seriously interested parties subsequent to viewing.

WEBSITE

Ceol Na Mara has its own web site, <https://ceolnamara.com/> and is advertised on several web-based marketing portal sites, such as VisitScotland who awarded the business a 5 star rating. The business also has its own Facebook page <https://www.facebook.com/CeolNaMaraIsleofHarris>



PRICE

Offers Over £695,000 are invited for the heritable property complete with goodwill and trade contents (according to inventory), excluding personal items. Stock to be purchased at cost valuation. The tenancy of Croft Number, C731, is included in this price.

DIRECTIONS

See map insert. What3word reference is [///widely.civil.host](https://widely.civil.host)

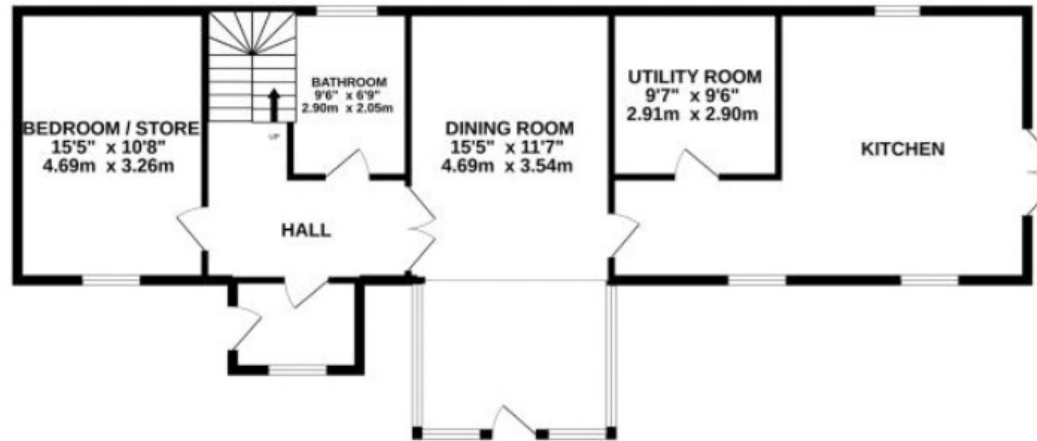
EPC RATING

The EPC ratings for the property are:
Ceol na Mara – "E"

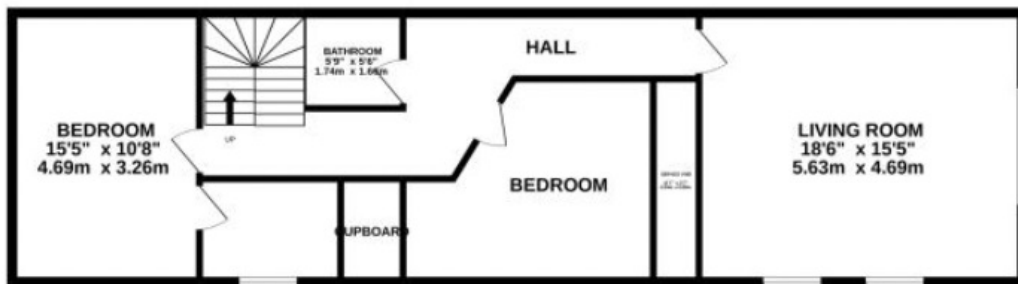
TITLE NUMBER

Ceol Na Mara has a title number of INV51936.

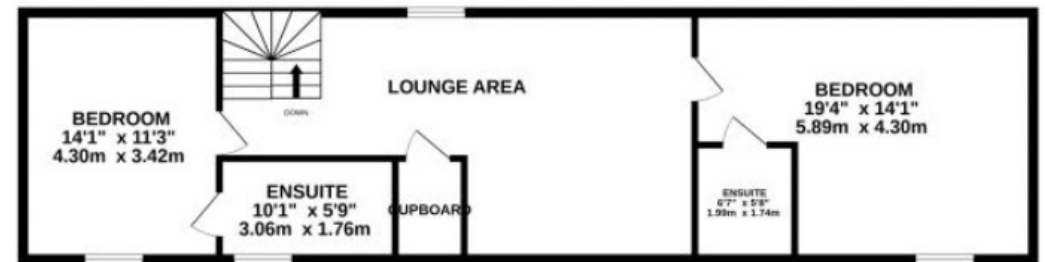
GROUND FLOOR
1024 sq.ft. (95.1 sq.m.) approx.



1ST FLOOR
889 sq.ft. (82.6 sq.m.) approx.



2ND FLOOR
815 sq.ft. (75.7 sq.m.) approx.



Not to Scale: For Illustrative
Purposes Only

RATEABLE VALUE

The business elements have rateable values of; Ceol na Mara is £4,200 (effective from 01 Apr 2023) with £1075 residential apportionment, reference 09/09/056902/6, eligible for 100% discount under the Small Business Bonus scheme for eligible applicants. The owners lodge has a council tax band of "A".

LICENCES

Ceol Na Mara has an alcohol licence, details can be provided on request. Currently, Ceol Na Mara does not have a Short Term Let Licence number as this is not required due to an Alcohol Licence being granted previously. The relevant certificates are in place, and will be provided, to ensure the purchaser can make an immediate STLL application, and also apply for their Personal Licence should they wish to continue selling alcohol to guests.

FINANCE & LEGAL SERVICES

ASG Commercial is in touch with several lenders who provide specialist finance to the hospitality trade. We will be delighted to discuss your financing requirements with you and make an appropriate introduction. We have access to a large variety of legal experts who can act in all legal matters.

VIEWING

All appointments to view must be made through the vendors selling agents:

ASG Commercial Ltd, 17 Kenneth Street, Inverness, IV3 5NR

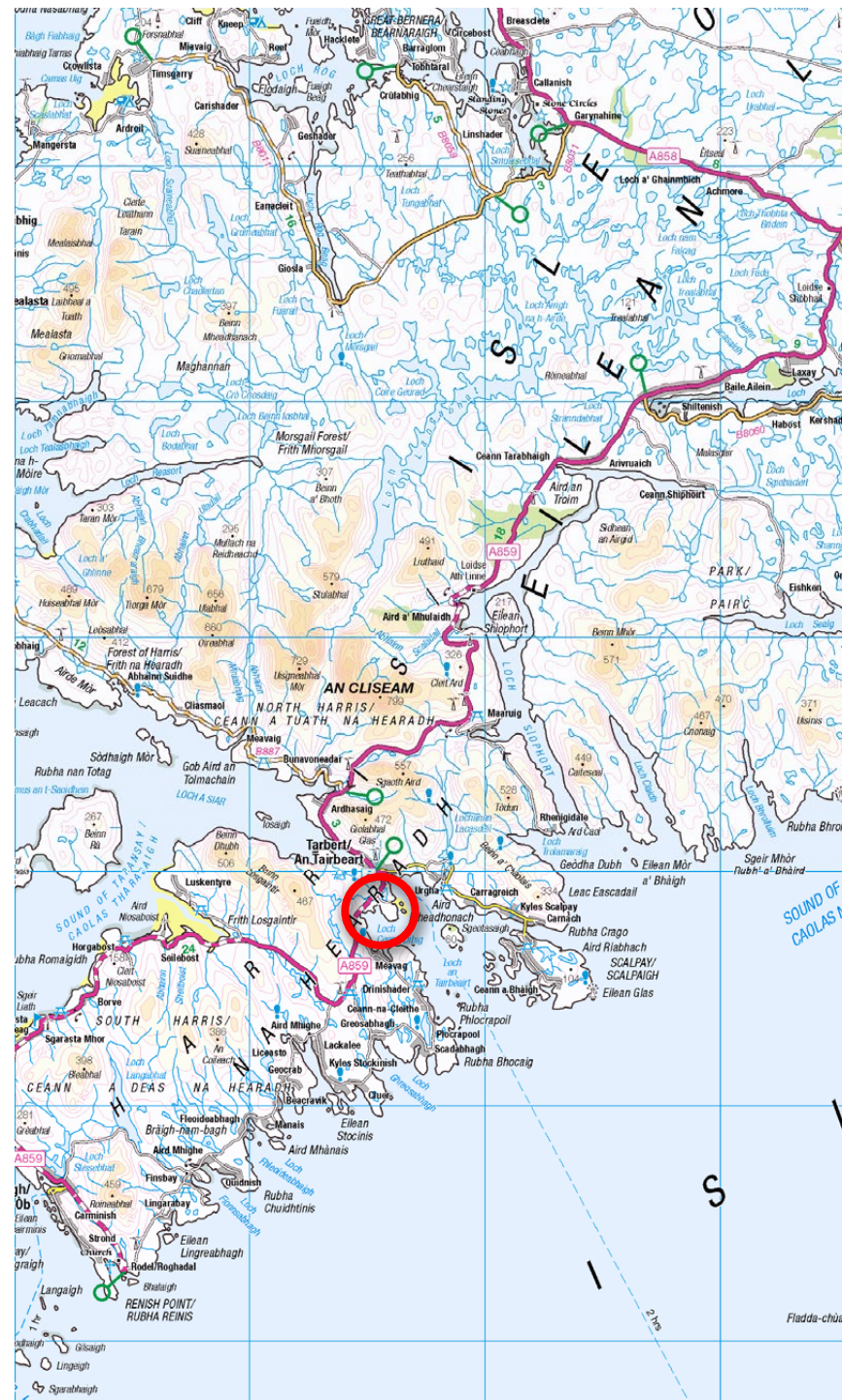
Tel: 01463 714757 (5 Lines)

E: info@asgcommercial.co.uk

Web: www.asgcommercial.co.uk

OFFERS

All offers should be submitted in writing to ASG Commercial Ltd with whom purchasers should register their interest if they wish to be advised of a closing date if one is set.



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