

## The Room You're in Shapes What You Do Next



***In unsettled markets, it's easy to assume that standing still is the safest option. Headlines focus on uncertainty, conversations lean cautious, and hesitation begins to feel like the sensible default.***

But step into a different room - one filled with experienced operators, investors and active market participants - and the view can look quite different.

Right now, there is a quiet but consistent theme emerging in those conversations. Quality opportunities are available. Good businesses are coming to market. Deals that may not have been possible 12-18 months ago are now being seriously considered. The difference isn't necessarily the market itself, but how people are interpreting it.

For buyers, this is often the hardest part of the cycle to navigate. Acting when confidence is subdued requires a shift away from consensus thinking. It means focusing on fundamentals rather than sentiment - understanding the strength of earnings, the capability of the team, and the long-term potential beyond current conditions. The buyers who move during these periods are rarely the most optimistic. They are simply the most prepared and the least influenced by short-term noise.

At the same time, for business owners, periods like this can present a different kind of opportunity. While it may feel counterintuitive, motivated and well-funded buyers remain active, particularly for businesses that are well-run, stable and clearly positioned. Many of these buyers have been waiting for exactly this type of environment - one where competition is more measured and decisions are more considered.

The key is perspective. Markets don't announce when they've reached the right moment to act. By the time confidence returns and the headlines shift, competition increases and pricing expectations follow. The "obvious" window often only becomes clear in hindsight.

This is why ***who you're talking to matters***. Surrounding yourself with people who are actively engaged in the market - rather than simply observing it - can change how opportunities are recognised and assessed. It provides context beyond the headlines and helps separate genuine risk from perceived risk.

We are continuing to see steady engagement from qualified buyers across a range of sectors, many of whom are looking for well-positioned New Zealand businesses with strong fundamentals and realistic growth pathways. At the same time, a number of business owners are beginning to revisit earlier decisions to wait, recognising that current conditions may, in fact, align with their longer-term goals.

Whether you are considering acquisition or thinking about an eventual exit, informed perspective is critical. Small shifts in timing, positioning and preparation can have a meaningful impact on outcomes.

The important thing is not to rely solely on the mood of the market to guide your decisions. If you're exploring your next move - whether buying, selling or simply understanding where you stand - a conversation grounded in real market insight can provide valuable clarity.

## Trusted Client Experiences

---

Making the right move in any market is rarely about timing alone - it's about having the right people alongside you.

We're proud to have supported many business owners and buyers through important decisions, often during uncertain times like these. Their experiences offer a genuine perspective on what that journey looks like. Explore their stories by clicking the link below.

[CLICK HERE FOR FURTHER DETAILS](#)

---

# Businesses and Property for Sale



## SPECIALIST TRADE

\$511k+ SDE, Auckland-based.  
Asking \$1,300,000



## INFRASTRUCTURE SERVICES

Northwest Auckland, \$383K+  
EBITDA & Recurring Revenue



## PRIME PUTARURU LOCATION

Triple Income Stream. Asking  
price \$1,600,000 + GST (if any)



## AUCKLAND DESSERT STORE

EBITDA over \$300K. Asking  
price \$398,000 plus stock



## AUCKLAND AUTO CAR WASH

Prime South Auckland location.  
FY26 EBITDA \$199,000



## AUCKLAND FOOD FRANCHISE

Average weekly sales \$20K+ (incl  
GST). Asking \$350,000 + stock

## Our Expert Team



### My Profile

**Khushdeep Sharma**  
Director  
022 373 8555



### My Profile

**Michelle Boag**  
Business Broker  
021 940 884



### My Profile

**Hanré Becker**  
Business Broker  
027 807 7243



### My Profile

**Christine Chen**  
Business Broker  
022 317 1359



### My Profile

#### Steve Alesech

Broker | Buyers Agent  
021 949 009



### My Profile

#### Jane Gu

Business Broker  
022 028 0891

---

### Let's get social

Share this newsletter with your network and follow us on social media for more updates.



### Contact Us

**P:** 0800 452 874

**E:** [info@kauribusiness.co.nz](mailto:info@kauribusiness.co.nz)

Level 9, 68 Shortland Street, Auckland 1010  
New Zealand