

Strong Lending Environment Fuels Buyer Confidence - What it Means for Sellers



If you're considering selling your business, now might be the perfect time. Why? Because **buyers have access to competitive lending options**, making it easier for them to secure funding and move quickly on acquisition opportunities.

Major Banks Are Lending - And at Competitive Rates

Despite economic uncertainty, **New Zealand's major banks** like ANZ, ASB, BNZ and Kiwibank are actively lending to business buyers. Interest rates vary depending on the borrower's risk profile, but many banks are offering rates between 7.5% and 11.5% for business loans and overdrafts. These rates are considered competitive in the current market, especially for well-established buyers with strong financials. This increased appetite for business lending has been a result of suppressed domestic property market and low volume of home lending from the banks. Resulting in more capital being allocated to grow the banks business lending books.

Banks offer a large suite of tailored business products such as:

- Business overdrafts
- Term loans for acquisitions
- Asset finance for equipment purchases

While traditional banks may require property security and extensive documentation, they remain a reliable source of funding for serious buyers.

Second-Tier Lenders Are Stepping Up

In addition to banks, second-tier lenders like Prospa, Avanti Finance, Pepper Money and Bizcap are offering fast, flexible, and unsecured lending options. These lenders are particularly attractive to:

- Self-employed buyers
- Buyers with non-standard income
- Those needing quick approvals

For example:

- **Prospa** offers same-day funding up to \$150,000 with no property security required.
- **Avanti Finance** provides loans with competitive rates (starting around 9.15%) and flexible terms up to 30 years.
- **Pepper Money and Bizcap** cater to buyers with variable income or limited documentation, making them ideal for entrepreneurial buyers.

These second tier lenders also only require low documentation for their lending, meaning you are able to drawdown in a couple of days. This has meant more buyers entering the market, increasing competition and demand for quality businesses.

What This Means for Sellers

With funding more accessible than ever:

- **Buyers are more confident and ready to act.**
- **Sales processes can move faster**, especially with lenders like Prospa offering decisions within hours.
- **You may receive stronger offers**, as buyers can secure funding without delays or excessive conditions.

Final Thoughts

If you're thinking about selling, this lending environment is a **strategic advantage**. More buyers with more funding options means **more opportunities for you to sell at a great price**.

Want to know how your business stacks up in today's market? Contact us for a confidential valuation and let's explore your options.

Free Business Value Appraisal



Thinking about selling your business - or just curious about its market value?

Get a professional, no obligation business value appraisal from experts who understand what drives real value.

[CLICK HERE FOR FURTHER DETAILS](#)

Current Listings



Auckland

\$395,000

Vibrant Pilates Studio in Prime CBD Location - semi-managed



Taupo

\$1,080,000 + GST if any

Exciting Motel Business in Taupo - A premium hotspot



Auckland

\$290,000

Established General Dental Practice - On-site Denture Service



Auckland

\$699,000 incl Stock

Island Pizzeria and Kebab Shop
FY25 Normalised EBITDA \$268k



Auckland

\$370,000

Laundromat in busy West Auckland commercial area



Auckland

\$495,000 incl Stock

\$120K return for working "on" rather than "In the business"

Kauri Business Sales Team



[My Profile](#)

Khushdeep Sharma

Director

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Jane Gu

Business Broker

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Steve Alesech

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