



For Sale

Location: **NSW**
Asking: **\$195,000**
Type: **Hospitality-Cafes**

Award-Winning Cake and Cafe Business, Sutherland Shire, 4 Revenue Streams

This custom cake and cafe business started life on a home kitchen bench. Built on nothing more than a talent for cake decorating and word of mouth, demand outgrew the kitchen fast.

Today it trades from a fitted-out storefront in Caringbah, in the heart of the Sutherland Shire, named Outstanding Bakery/Cake Business of 2024. It's grown into four genuine income streams: custom and wedding cakes, daily cafe trade, weekend stalls at the Cronulla and Shire Farmers Markets, and a growing wholesale line.

It's all held together by a trained team and systems that don't depend on one person to run them. A rare chance to take over a business with real heritage and structure already in place, well suited to an owner-operator or an experienced hospitality buyer.

The Caringbah location keeps the business embedded in the Sutherland Shire community it was built around, from the market stalls where it first found a following to the cafe regulars who walk in daily. The 65m² premises sits on a lease secured through to 2027 with an option to renew.

Customers keep coming back for consistency, backed by a documented recipe library and a weekly production workflow that runs to a process rather than a personality.

Word of mouth and organic Instagram content do most of the heavy lifting on marketing, keeping paid spend low while enquiries keep coming in, a point of difference from competitors who lean more heavily on paid ads.

The business currently runs on a lighter touch, with the owner stepping back to around 10 hours a week to focus on family, and approval already in place to extend trading hours from 6:30am.

Key Highlights

- * Four income streams: custom and wedding cake orders, cafe trade, market stalls and wholesale
- * Award-winning brand recognised as Outstanding Bakery/Cake Business of 2024

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- * Secure lease to 2027 with an option to renew
- * Fully documented systems, recipe library and production workflows in place
- * Custom Shopify website with an integrated cake order configurator
- * Team of 4 full-time and 5 part-time/casual staff already in place
- * Goodwill, plant and equipment, and fit out all included in the sale

Growth Potential

The wedding cake channel is the highest-value line in the business and remains under-developed, with room to build out a dedicated gallery and wedding directory listings.

Wholesale is a small share of revenue despite spare kitchen capacity, and a planned Google/Meta advertising push and stronger local SEO have yet to be deployed. There's also scope to run Cake & Sip classes more often and add an evening dessert menu for night market trade.

Who Is This Business For?

Suited to an experienced hospitality operator looking to grow an already-profitable business, or an owner-operator seeking a business with documented systems and a trained team in place. The low current owner involvement also suits an investor-minded buyer after a business that runs on process rather than personal presence.

Contact the broker for more information on 0400 440 440. For a quicker response, complete our Confidentiality Agreement:
<https://api.thebrokerageconnection.com.au/widget/form/5rd89rHVecI7l100XcL6>