



# GARDEN CENTRE & FARM SHOP MARKET SNAPSHOT H2 2025

## 2025 IS WRAPPING UP - A LOOK BACK AT OUR HIGHLIGHTS THIS YEAR

Our involvement in the Garden Centre and Farm Shop market has expanded significantly in the past five years, and our journey of growth continues. This year, we are set to achieve a major milestone - **successfully completing our 200th garden centre sale**. Looking ahead, we remain committed to supporting garden centre operators and driving further progress in this thriving sector.

**TOM GLANVILL**

Director - Garden Centres



### A NATIONWIDE OVERVIEW

The garden centre market has seen a significant uplift in activity this year, with transaction volumes notably higher than in recent years. This includes a number of high-profile sales across England, Wales and Scotland.

Our involvement in the Dobbies restructuring process, acting on behalf of several institutional landlords, led to the successful negotiation of several landmark leasehold agreements. In addition, we completed a number of notable new leases of high turnover independent garden centres, including Ansell Garden Centre in West London and Busy Bee Garden Centre on the Isle of Wight.

Demand from first-time buyers has remained strong, with numerous sites acquired by new market entrants, highlighting fresh interest in garden centres and plant-related businesses. Across the board, we are engaging with a diverse pool of prospective buyers highlighting the sector's broad appeal. At the same time, established operators continue to seek opportunities to expand their existing portfolios.

Several transactions have also involved purchasers planning to repurpose sites for alternative commercial uses such as light industrial, storage and warehousing, care homes, childcare facilities, and alternative retail or supermarket formats. Moreover, recent changes to planning regulations for commercial buildings within the greenbelt appear to be widening the scope for longer-term alternative uses of garden centre and plant nursery sites.

The overall takeaway from 2025 is that the garden centre market continues to develop and the best in class operators continue their expansion programs. The falling cost of borrowing and improved trading figures many garden centres have experienced, often following recent capital investment and improvement / expansion of the centre buildings, mean that garden centres are likely to continue to be one of the best success stories in the retail sector.

**“In the North of England, 50% of offers received were from buyers new to the sector”**



**ANDREW BIRNIE**

Director - Garden Centres  
North of England

**“In Scotland, a significant proportion of centres are coming to market due to retirement planning, with a wave of listings expected by Q1 2026.”**



**MARK LAVERY**

Associate Director - Garden Centres  
Scotland

## OUR 2025 ACTIVITY



In 2025, we have witnessed an **18% increase** in the number of garden centre sales comparable to the same period in 2024



We currently have **26** garden centre, plant nursery and farm shops on the market in the UK



We have undertaken a large number of garden centre valuations with a combined asset value of **over £150m**



Over half of the sites we have brought to the market this year have received **four or more offers**

## A SELECTION OF GARDEN CENTRES FOR SALE ACROSS THE UK



Confidential

### GARDEN CENTRE

North Scotland  
ref: 6811103



Confidential

### GARDEN CENTRE

East Lothian  
ref: 6811101



### THE POT PLACE GARDEN CENTRE

Cumbria  
ref: 6411107



Under Offer

### MOORLAND NURSERIES & GARDEN CENTRE

North Yorkshire  
ref: 6411115



### THE PLANT PLOT GARDEN CENTRE

Staffordshire  
ref: 4211100



### LITTLE FARTHINGLOE FARM SHOP

Kent  
ref: 3818343



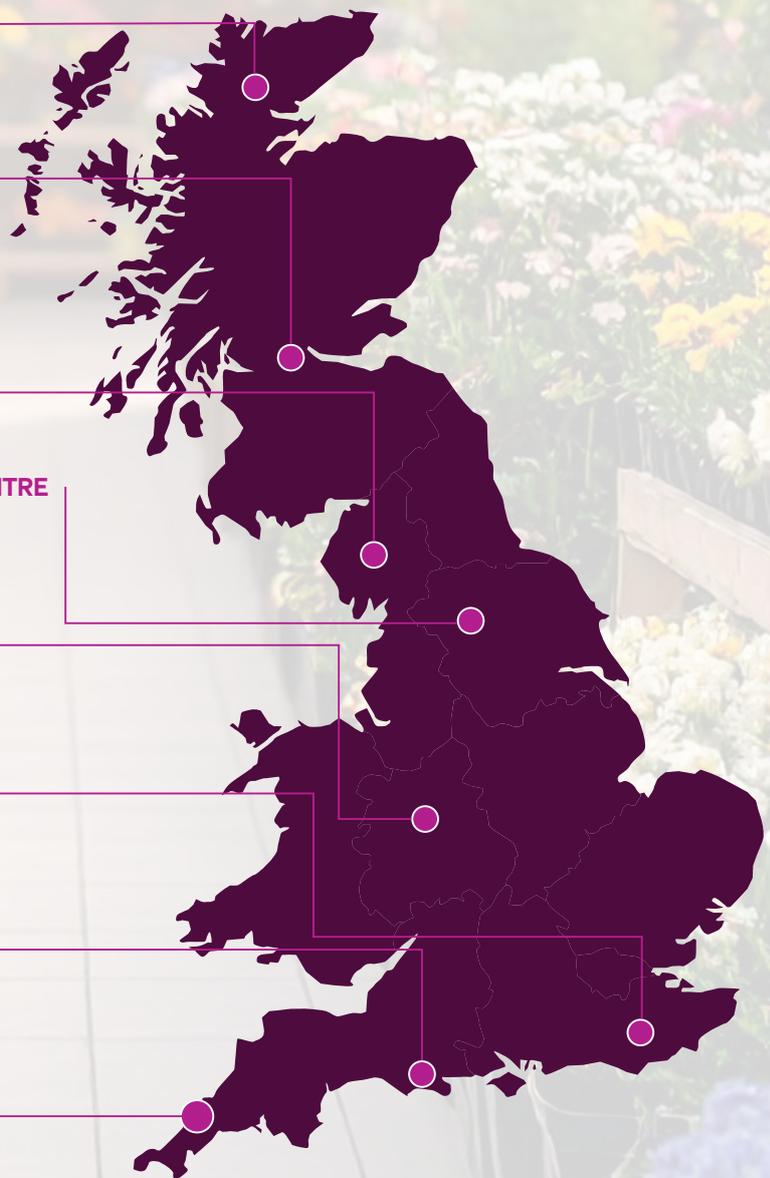
### PLANT WORLD

Dorset  
ref: 4211128



### TREVENA CROSS

Cornwall  
ref: 4211127



## WANT TO KNOW MORE?

To find out more about any of the above opportunities, scan the QR code to visit our website:



# AN INTERVIEW WITH...



**PAUL SOUTHERN**  
*Owner of Warwick Garden Centre*

Paul took over the former Dobbies Garden Centre near Stratford in January 2025 which has now been renamed as Warwick Garden Centre.

## WHY DID WARWICK GARDEN CENTRE DECIDE TO TAKE ON THE SITE PREVIOUSLY OPERATED BY DOBBIES?

Although it's just 6 miles away from our existing site, the new centre has a much bigger catchment area ranging from Solihull in the north, down the M40 corridor to the south and across the A46 to the east. As a result, we can better service all our customers in this extended area and add to the variety of our offering at the same time providing even better value for money through the economies of scale we can derive

## HOW DID THE TRANSITION FROM DOBBIES UNFOLD? WERE THERE ANY CHALLENGES?

We first heard that Dobbies were closing the site in early September 2024 and there was then the expectation that the site might be sold for an alternative use. However, when we learned it was to stay as a garden centre, we were very excited by the opportunity it offered us. After discussing it with our management team everybody was fully committed to making the acquisition happen. After some intensive negotiations we were able to agree a deal and set about planning for the future

## HOW WAS YOUR EXPERIENCE WORKING WITH CHRISTIE & CO DURING THE ACQUISITION PROCESS?

It is always helpful if the advisors on the other side of the deal are knowledgeable and experienced in the sector which sometimes is not the case. However, Christie & Co have an unrivalled track record in the garden centre industry, and we were able to get down to the important aspects of the negotiations and after some tough talking arrive at a fair outcome for all sides.

## ARE YOU SEEING ANY PARTICULAR TRENDS IN CUSTOMER BEHAVIOUR OR PRODUCT DEMAND?

Catering has come on apace since Covid in particular and it looks like this trend will continue. There does also seem to be a renewed interest in gardening and in difficult economic times it's a great hobby to have.

## FINALLY, WHAT ADVICE WOULD YOU GIVE TO OTHERS LOOKING TO ENTER OR EXPAND IN THE GARDEN CENTRE SECTOR?

We are a family business and it's great that there is still an opportunity to establish a venture that is more than just a business. Having come from outside the sector (an accountant by background) I have found it to be a fascinating business to be in. It's also a friendly business to be in and I've much appreciated the help and guidance of many people over the now nearly 25 years as a garden centre operator. As a second career it rivals my first for the enjoyment and satisfaction it has brought.



It was a pleasure to exhibit at GLEE once again this year, spending three productive days at the NEC, Birmingham. Our full team was on hand throughout the event, joined by our colleagues from Christie Finance, our trusted partner company for expert mortgage advice and support.

We were thrilled to welcome so many visitors to our stand. It was great to hear their plans and share insights on the market. These conversations highlighted the value operators see in discussing their business and the market - whether they're looking for short-term guidance or planning for the future.

**We'll be there again next year – why not join us?**

# A SELECTION OF GARDEN CENTRES & FARM SHOPS SOLD IN 2025

## JANUARY



Chelston Nurseries

## FEBRUARY



Ansell Garden Centre



In Water Flowers LLP

## MARCH



Daisy Nook Garden



Hare Hatch Sheeplands



Dobbies Garden Centres

## APRIL



Nursery End Garden Centre

## MAY



Salts Farm Shop

## JUNE



Christies of Fochabers Garden Centre

## AUGUST



Straight Mile Nursery Garden Centre



Layham Garden Centre

## SEPTEMBER



Whitehall Garden Centre Woodborough

## SEPTEMBER



Mill Race Garden Centre



Honiton Garden Centre

## OCTOBER



Busy Bee Garden Centre

## OCTOBER



Preston Garden Centre

## NOVEMBER



Giants Seat Garden Centre

## DECEMBER



Rainbow Plants

# CONTACTS

## CHRISTIE & CO | SALES & ACQUISITIONS



**TOM GLANVILL**  
Director - Head of Garden Centres  
Retail - South  
T: +44 (0) 7526 176 391  
E: tom.glanvill@christie.com



**ANDREW BIRNIE**  
Director  
Retail - North  
T: +44 (0) 7734 553 272  
E: andrew.birnie@christie.com



**MARK LAVERY**  
Associate Director  
Retail - Scotland  
T: +44 (0) 7526 175 850  
E: mark.lavery@christie.com



**NICK BYWATER**  
Director  
Retail - Valuation Services  
T: +44 (0) 7526 176 388  
E: nick.bywater@christie.com

## WANT TO GET IN TOUCH?

If you would like to be informed when a garden centre is brought to market in your area, are considering selling your business, expanding your portfolio, or maybe are just in need of trustworthy advice, please scan the QR code to submit your details and one of our garden centre specialists will be in touch.



OUR FINANCE EXPERTS, FROM OUR SISTER COMPANY CHRISTIE FINANCE, PROVIDE INSIGHTS INTO THE GARDEN CENTRE FUNDING LANDSCAPE.

## CHRISTIE FINANCE



**ASHLEY CLEMENTS**  
Associate Director  
Christie Finance  
T: +44 (0) 7714 138 984  
E: ashley.clements@christiefinance.com



**JOE CARDEN**  
Senior Consultant  
Christie Finance  
T: +44 (0) 7732 602 270  
E: joe.carden@christiefinance.com

RCC Business Mortgages plc, trading as Christie Finance, is authorised and regulated by the Financial Conduct Authority. Our Firm Reference number is 709982. Not all types of business we undertake is authorised and regulated by the Financial Conduct Authority. Christie Finance operate as an intermediary and are not a principal lender.

## CHRISTIE INSURANCE



**WALTER MURRAY**  
Managing Director  
Christie Insurance  
T: +44 (0) 7738 182 412  
E: walter.murray@christieinsurance.com

Christie Insurance is a trading name of RCC Insurance Brokers plc. Registered in England No. 0083266. Registered Address: Whitefriars House, 6 Carmelite Street, London, EC4Y 0BS. Authorised and regulated by the Financial Conduct Authority. FCA No. 980433