



# MARINA SNAPSHOT **2025**

**BUSINESS. BUILT AROUND YOU.**

[christie.com](https://christie.com)

# ABOUT CHRISTIE & CO



NATIONAL  
OFFICE  
COVERAGE

Established in 1935, Christie & Co is the leading advisor in a variety of specialist operational real estate markets, driven by our long-lasting client relationships and commitment to a professional and collaborative approach to doing business.

Operating seamlessly across the UK and Europe through a robust professional network, clients benefit from our localised expertise and national exposure.

We are regulated by the Royal Institution of Chartered Surveyors to ensure protection from unscrupulous practices.

## WHAT MAKES US DIFFERENT?



We consistently sell more specialist leisure businesses than any other business agent



Our national coverage, with local market penetration, ensures maximum exposure of your business to the largest pool of genuine buyers



We use competitive tension to deliver multiple bids and robust deals

Selling a marina business is a complex process that often involves many unknowns - particularly for a first-time seller who may be unaware of the common pitfalls that can disrupt a sales process. In our experience, issues that delay the process are often uncovered as a result of due diligence undertaken by the buyer, banks and surveyors, and it is in any sellers best interest to be well prepared in advance to ensure a smooth, successful transaction.

Working with an experienced marina broker, who can support the pre-sale preparation by identifying potential issues in advance, is therefore essential to achieving a successful sale.

## WHY CHRISTIE & CO?

As an experienced agent, we understand the key things to watch out for when selling your marina business that can impact value, including:

- Dredging
- Bathymetric Surveys
- Pontoons and walkways
- Electricity and hook-up supplies
- Structural pier and land contamination surveys
- Third-party leases and concessions
- Sea and river-bed leases
- Trading Information
- Mooring / Berthing Data
- Staffing Information

Beyond these key considerations, we also recognise that owners will want to ensure they achieve the best possible price for their marina, which is why we leverage our marketing strategy to highlight the unique strengths of each business. Through our knowledge of deal creation and management, we use competitive tension to drive interest and with the objective of maximising the price achieved for our clients.

As a leading commercial agent with a track record of successful marina and marina-based business sales, we recognise the niche nature of the marina market, including its unique traits and processes, and can therefore provide vital expertise to support you in making the best decision for the future of your business.

## ABOUT CHRISTIE GROUP

**CHRISTIE & CO IS PART OF CHRISTIE GROUP,  
OFFERING PROFESSIONAL SERVICES AT EVERY  
STAGE OF YOUR BUSINESS LIFECYCLE**



SALES | AQUISITIONS | VALUATION | ADVISORY | CONSULTANCY | INVESTMENT | RESEARCH  
STOCKTAKING | FINANCE | INSURANCE

### CHRISTIE FINANCE

#### CHRISTIE FINANCE

Christie Finance has over 45 years' experience and is a market leader in the sector, supporting clients to enter, expand, or develop their marina portfolio.

We can assist with the acquisition of a marina or marina-based business refurbishment, expansion or development work or perhaps a loan to purchase a new item of specialist equipment.

### CHRISTIE INSURANCE

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Christie Insurance specialises in insurance solutions to help ensure that our clients have the most appropriate policies in place.

Our services range from business insurance (buildings, loss of income, injuries to staff and customers) through to life insurance and employee benefits.



# OUR ACTIVITY

## SOLD



### **ALBA SAILING** DUNBEG, SCOTLAND

A longstanding marina charter business in Dunbeg, Oban, sold through Christie & Co. The business was acquired by a first-time buyer and new entrant to the marina market with vast experience in yachting and maritime services. Alba Sailing has been Scotland's premier independent bareboat and skippered yacht charter company for over 40 years.



### **THE MARINE & PROPERTY GROUP** WALES & SOUTHWEST ENGLAND

Supporting advisory services provided by Christie & Co to the joint administrators RSM in the respect of the sale of marinas in Cardiff, Aberystwyth and Watchet.



### **BROOM BOATS** NORWICH, NORFOLK

A freehold marina, marine services and boating holiday business with an adjacent pub sold to Horning Pleasurecraft, brokered by Christie & Co. The business was established in 1898 and has been part of the Brundall boating community for 125 years.



### **PORT DINORWIC MARINA** Y FELINHELI, GWYNEDD

Christie & Co were instructed by Azets acting in their capacity as administrators to sell Port Dinorwic Marina. We provided initial pricing and marketing recommendations and implemented a structured sales process, creating a competitive bidding process which resulted in 10 offers. The result was a successful sale in line with our pricing advice.



### **FARNDON MARINA** NEWARK, EAST MIDLANDS

Christie & Co were instructed to sell this 300 berth freehold marina in the same family ownership for nearly 60 years. Launched openly to the market in February 2025, the property attracted multiple bids with the sale to Tingdene Group being swiftly completed in mid-June.

# OUR ACTIVITY



In the first quarter of 2025, we witnessed an increasing amount of activity throughout the leisure market across the whole of the UK.

## SO FAR IN 2025, THE CHRISTIE & CO LEISURE TEAM HAS:



Brought **24** new leisure businesses to market throughout the UK



Advised on or valued **50+** leisure businesses with a combined value of **c. £200+ million**



Received **c. 400** new registrations for buyers looking for leisure businesses

## UNDER OFFER



WEST OF SCOTLAND



**250**  
berths

- Freehold
- Long established family business

## FOR SALE



SOUTHWEST SCOTLAND



**266**  
berths

- Long leasehold
- Extensive hard standing facilities

## MARKET PREDICTIONS FOR 2025

- We anticipate an increase in corporate M&A activity driven by falling interest rates and capital restructure opportunities
- Boat brokerage sales are expected to remain more challenging
- Marinas in excess of 200 berths and with opportunities to diversify the business offer will be in greatest demand
- Poorly invested marinas will be at greatest risk of business failure, and we may anticipate further potential distress involving both secured lenders and HMRC seeking to protect their positions
- We expect to see further cross-sector acquisition activity from the holiday and residential park markets as well as high net worth individuals making selective acquisitions

# CONTACT US

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Christie Insurance is a trading name of Advisory Insurance Brokers Limited which is authorised and regulated by the Financial Conduct Authority, Register Number 313250.



If you'd like one of our agents to contact you to discuss anything related to the marina market, please scan the QR code and complete the form.