



GARDEN CENTRE & FARM SHOP MARKET SNAPSHOT

H1 2025



2025 IS IN FULL SWING – A LOOK AT OUR HIGHLIGHTS SO FAR

90 YEARS OF BUSINESS

Christie & Co celebrated its 90th anniversary on 8th May 2025

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 the sale of **200 garden centres** and farm shops. Looking ahead, we remain committed to supporting garden centre operators and driving further progress in this thriving sector.



TOM GLANVILL

Director - Garden Centres

South



The year is off to an impressive start, with 11 transactions completed in the first four months of 2025. Our role in acting for a number of landlords of the Dobbies sites (affected by the restructuring process) has seen us re-letting a number of the largest garden centres in the country, with Blue Diamond and British Garden Centres taking the majority. Nevertheless, there were several notable deals to leading independent garden centre operators including, Gates & Stratford Garden Centre and Squires. At present, our transaction pipelines are strong with a good number of other deals in legals. Lender appetite in the sector is as strong as I have seen, and we have a number of funded deals going through at present.

The interest in garden centres is nationwide and from a wide range of potential buyers.

ANDREW BIRNIE

Director - Garden Centres

North



In the North of England, the first half of the year has seen strong activity including the securing of an acquisition agreement with a garden centre operator keen to expand their portfolio as well as the sale of three garden centre businesses across the region. British Garden Centres have continued their expansion with the purchase of Gosforth Garden Centre, Newcastle and Heighley Gate, Morpeth; their most northern site to date. We are continuing to see family and multi-site operators seeking new opportunities for growth. Beyond new entrants and first-time buyers, we are also seeing interest from owners of connected industries exploring expansion via the acquisition of garden centre businesses.

MARK LAVERY

Associate Director - Garden Centres

Scotland



In Scotland, the first half of the year has seen encouraging activity including the sale of a large garden centre site, a deal agreed on another confidential listing and numerous valuations carried out by our in-house valuation team for various centres across the country. Some big moves in the market to note includes Caulders Garden Centre growth as they continue to expand in Scotland with their new acquisition in Linlithgow, bringing their total centre numbers to ten - demonstrating the continued appetite for good quality garden centres across the country.

WHAT'S ON THE MARKET?



Confidential

FREEHOLD GARDEN CENTRE

REF: 6811103



HILLFOOTS NURSERY

REF: 6811104



POT PLACE GARDEN CENTRE

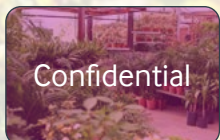
REF: 6411107



Confidential

FREEHOLD GARDEN CENTRE

REF: 6411115



Confidential

FREEHOLD GARDEN CENTRE

REF: 6411092



PILLATON GARDEN CENTRE

REF: 4211101



THE PLANT PLOT GARDEN CENTRE

REF: 4211100



DOWNHAM HOME & GARDEN

REF: 4210654



TREVENA CROSS

REF: 4211127



CONFIDENTIAL OPPORTUNITIES

Whilst we believe that a full and open marketing process will provide you with the best opportunity for selling your business, Christie & Co are also able to offer a semi-confidential service if you do not wish to openly advertise your decision to sell. Our database of ready, willing and able buyers enables us to discreetly market your business and secure the best price.

AROUND 1 IN 5 OF THE GARDEN CENTRE COMPLETIONS LAST YEAR WERE FOLLOWING A SEMI-CONFIDENTIAL MARKETING PROCESS.



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

RECENT SUCCESSES



DOBBIES STRATFORD UPON AVON GARDEN CENTRE

New lease to Warwick Garden Centre



DOBBIES GOSFORTH

New lease to British Garden Centres



WHITEHALL GARDEN CENTRE

Freehold sale to Otter Nurseries



DOBBIES HUNTINGDON GARDEN & LEISURE

New lease to Blue Diamond



ANSELL GARDEN CENTRE

New lease



LAYHAM GARDEN CENTRE

New lease to local operator, Ripleys



WOODLANDS GARDEN CENTRE

New lease to Gates & Sons



HARE HATCH SHEEPLANDS

Freehold sale to Gardening Club



CHRISTIES OF FOCHABERS

Freehold sale to Simpsons Garden Centres



DAISY NOOK GARDEN CENTRE FREEHOLD

Sold to J Parkers Garden Centre Group



NURSERY END GARDEN CENTRE

New lease to a first-time buyer



SALTS FARM SHOP

New lease to an experienced retail operator

OUR ACTIVITY

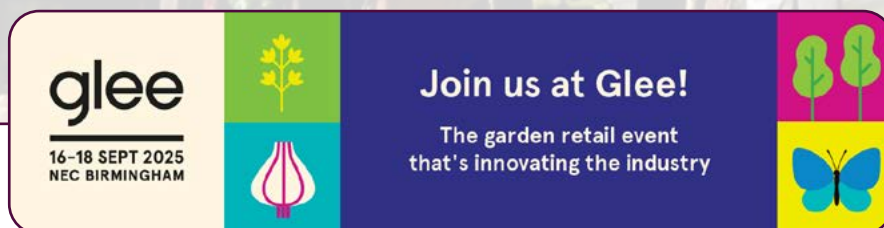
IN THE FIRST HALF OF 2025, THE CHRISTIE & CO GARDEN CENTRE TEAM HAS:



Completed on three times as many business sales compared to the same period in 2024



Witnessed a 16% increase in the number of offers received compared to the same period in 2024



WE'RE EXHIBITING AT GLEE 2025

16th - 18th September 2025 | NEC Birmingham
Stand: 11C82

Our **Christie & Co**, **Christie Finance** and **Christie Insurance** will be in attendance and on hand to discuss anything relating to selling or buying a garden centre or farm shop business.

CHRISTIE FINANCE

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

At present, Christie Finance are in the final stages of securing a leasehold purchase with a 57% LTV as well as a stocking facility for a recent garden centre transaction.



CHRISTIE FINANCE

CHRISTIE INSURANCE

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.



CHRISTIE INSURANCE

OUR TEAM

WHETHER YOU'RE BUYING, SELLING, OR SEEKING A VALUATION, GET IN TOUCH WITH THE EXPERTS:

CHRISTIE & CO | SALES & ACQUISITIONS



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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



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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



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