



GARDEN CENTRE & FARM SHOP MARKET SNAPSHOT

H1 2026

OUR HIGHLIGHTS SO FAR...

The UK garden centre sector continues to demonstrate remarkable resilience. Despite ongoing cost pressures, consumer demand remains robust, supported by enduring lifestyle trends, growing interest in wellbeing and outdoor living, and an increasingly diversified retail offering.



Transaction activity has remained strong throughout H1 2026, with buyer demand continuing to outweigh the supply of quality businesses; interest from corporate operators, regional groups and first-time entrants has created highly competitive market conditions.

Consolidation remains a key theme, with acquisitive groups such as British Garden Centres and Blue Diamond continuing to expand. Independent operators and lifestyle buyers remain active, **accounting for more than half of all transactions**, particularly for single-site opportunities with growth potential.

While trading performance across the sector remains generally positive, **profitability is under pressure** due to rising employment costs, energy prices and inflation. As a result, operators are placing greater emphasis on efficiency diversified income streams and alternative revenue sources.

The strongest-performing businesses are increasingly destination-led operations that combine horticulture with catering, food retail, concessions and leisure experiences. Buyers continue to favour these diversified models, with the HTA reporting a 9% year-on-year increase in café and restaurant sales in May 2026.*

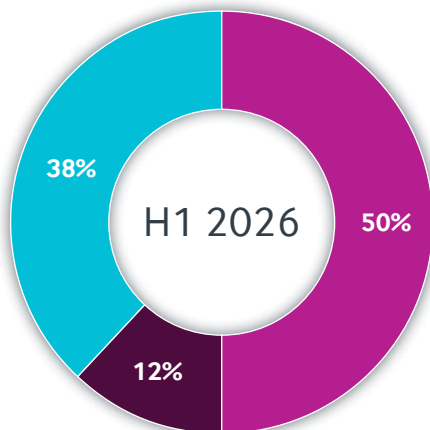
Looking ahead, demand for quality garden centre assets remains strong. Regional operators continue to seek acquisition opportunities, while larger transactions are increasingly being structured through leasehold agreements and share sales. Well-invested businesses with multiple income streams and clear growth opportunities continue to command significant buyer attention.

Christie & Co remains at the forefront of the sector, advising buyers, sellers, operators and lenders across the UK and providing first-hand insight into market trends, valuations and transactional activity.

*Source: HTA Market Update, May 2026 Edition, published 10 June 2026

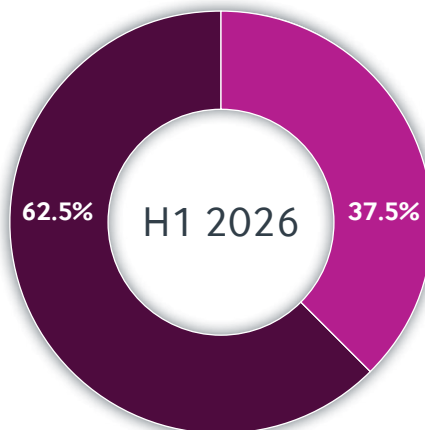
WHAT TRENDS ARE WE SEEING IN THE GARDEN CENTRE MARKET?

Buyer Profiles



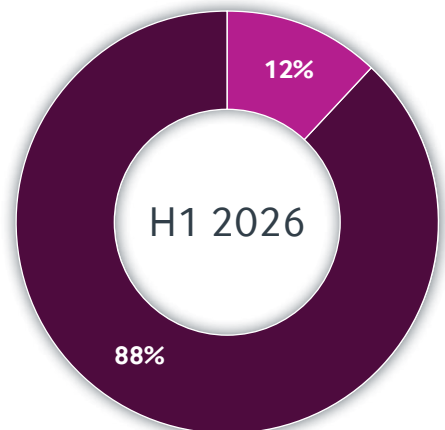
- First-time Buyer
- National Operator
- Regional Operator

Confidential vs Open Marketing



- Off-Market Sales
- Openly Marketed Sales

Leasehold Sales vs Freehold Sales



- Leasehold
- Freehold



Two thirds of all sales were due to retirement



Other less commonly found reasons for sale include diversification and strategic disposal



Notably, there have been no distress sale completions in H1 2026



100% of sites sold to new entrants were following a fully open marketing campaign



Fully open marketing generated 3.5x more offers than confidentially marketed businesses



37.5% of deals were funded via bank funding

GLEE 2026

We're delighted to once again be exhibiting at GLEE – and we'd love to see you there!

Come and see us on stand 17E60

Over the three-day event, specialists from our agency and finance teams will be available to discuss all aspects of your garden centre business. Whether you're considering a valuation, exploring market opportunities, reviewing finance and insurance, or looking to buy or sell, we're here to help.



If you would like to arrange a meeting with us during the event - or if you'd prefer a more private conversation, please get in touch via the QR code below and we'll be happy to schedule a time that suits you.

SCAN ME



A SELECTION OF GARDEN CENTRES FOR SALE ACROSS THE UK



STURMER NURSERIES GARDEN CENTRE

Freehold Guide Price: £2,000,000

📍 **Haverhill, Suffolk**

- High specification modern building
- Prominent main road location with affluent local demographic
- Scope & space for additional buildings and car parking STPP

Ref: 4211127



07526 176 391



FARM SHOP & CAFÉ

Freehold Guide Price: £1,950,000 plus stock

📍 **West Lothian**

- Stunning modern location on 1.31-acre site
- Planning permission for three-bedroom dwelling house
- Large 50 space car park

Ref: 6811119



07526 175 850



JAMESFIELD GARDEN CENTRE

Freehold Guide Price: £1,595,000

📍 **Abernethy, Perthshire**

- Modern-build garden centre
- Large 100+ space car park
- Site size approximately 2.8-acres

Ref: 6811112



07526 175 850



DIDLINGTON NURSERIES

Freehold Guide Price: £1,000,000

📍 **Thetford, Norfolk**

- 3.979-acre freehold site
- Detached owner's house
- Scope to expand and opportunity to increase revenue

Ref: 4211189



07526 176 391



THE POT PLACE GARDEN CENTRE

Freehold Guide Price: £1,485,000 plus stock

📍 **Penrith, Cumbria**

- Level site of around 2.75 acres
- ANP of £389,057 (Y/E 2025)
- 90 cover café plus outdoor seating

Ref: 6411107



07734 553 272



RICHARDSON'S GARDEN CENTRE

Freehold Guide Price: £1,200,000

📍 **Seaham, Durham**

- Garden Centre, Nursery & Coffee Shop
- Site area c. 3.214-acres
- Car park for 100+ vehicles

Ref: 6411160



07734 553 272



BENNYBEG PLANT CENTRE

Leasehold Guide Price: £495,000

📍 **Crieff, Perthshire**

- Prominent main road location
- Large 60+ space car park
- Site size approximately 2.57-acres

Ref: 4211162



07526 175 850



FREEHOLD GARDEN CENTRE

Freehold Guide Price: £4,500,000

📍 **Home Counties**

- Large c.10-acre freehold site
- Good management team and experienced staff
- Recently modernised buildings

Ref: 4211192



07526 176 391



SWANN'S NURSERY

Freehold Guide Price: £2,000,000

📍 **Woodbridge, Suffolk**

- Circa 35-acre site
- YE March 2026 Turnover circa £427,277
- Sale includes well-presented detached 3-bedroom house

Ref: 4211191



07526 176 391

A SELECTION OF GARDEN CENTRES SOLD IN H1 2026

SOLD



HILLFOOTS NURSERY & DRIVING RANGE

📍 Clackmannanshire

- Redevelopment opportunity
- Multiple offers received



MILLSTONE GARDEN CENTRE

📍 Lincolnshire

- Retirement sale
- Sold to first-time new-to-industry buyer



VALLEY NURSERIES GARDEN CENTRE

📍 West Midlands

- Retirement sale
- Garden centre with strong concession income sold to local builders' merchants



MOORLAND NURSERIES & GARDEN CENTRE

📍 North Yorkshire

- Acquired by British Garden Centres
- Sold after 79 years of the same family ownership



EVERTON NURSERIES GARDEN CENTRE

📍 Hampshire

- Sold to family-run operator Your Local Garden Centre Group
- Rapid transaction to purchasers on our database of garden centre buyers



CRANSWICK GARDEN CENTRE

📍 East Riding of Yorkshire

- Sold to a new entrant to the sector
- Freehold garden centre



HOLT GARDEN CENTRE

📍 Norfolk

- New lease to leading garden centre operators, Blue Diamond
- The third lease to Blue Diamond that Christie & Co has handled in the last year



MERRYHATTON GARDEN CENTRE

📍 North Berwick

- Retirement sale
- Acquired by Cauders Garden Centres

OUR TEAM



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CONSIDERING YOUR OPTIONS?

If you are considering selling your business, expanding your portfolio, or simply seeking trusted advice, scan the QR code and one of our garden centre specialists will be in touch.



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