



# GARDEN CENTRE MARKET UPDATE

## SUMMER 2023

# MEET OUR NEWEST UK GARDEN CENTRE TEAM

Due to ever increasing demand, we have now expanded the team with two retail specialists. Andy Birnie and Mark Lavery bring a wealth of experience and will cover the North & Scottish markets.



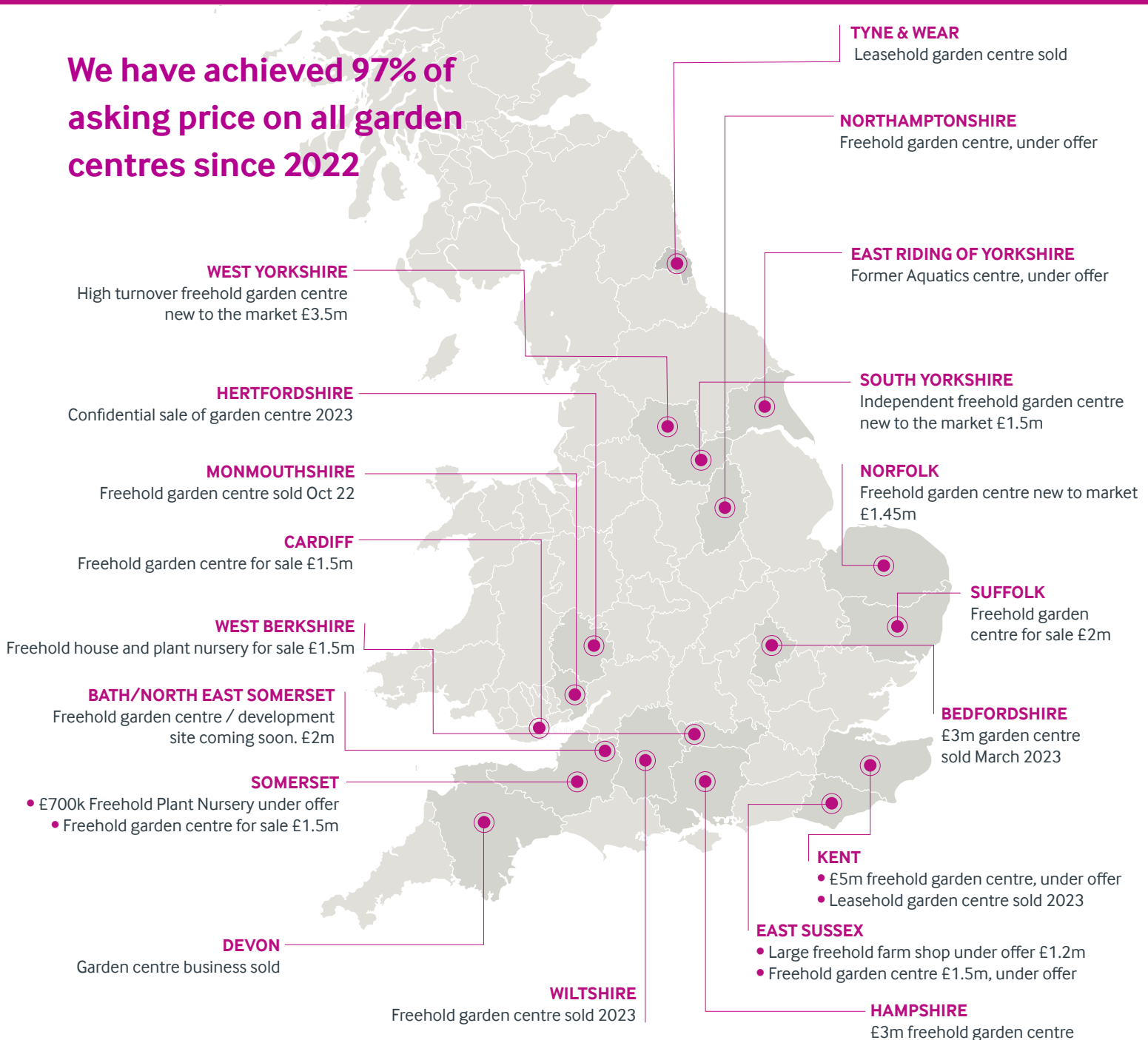
**MARK LAVERY**  
Associate Director  
Garden Centres Scotland



**ANDY BIRNIE**  
Director  
Garden Centres North

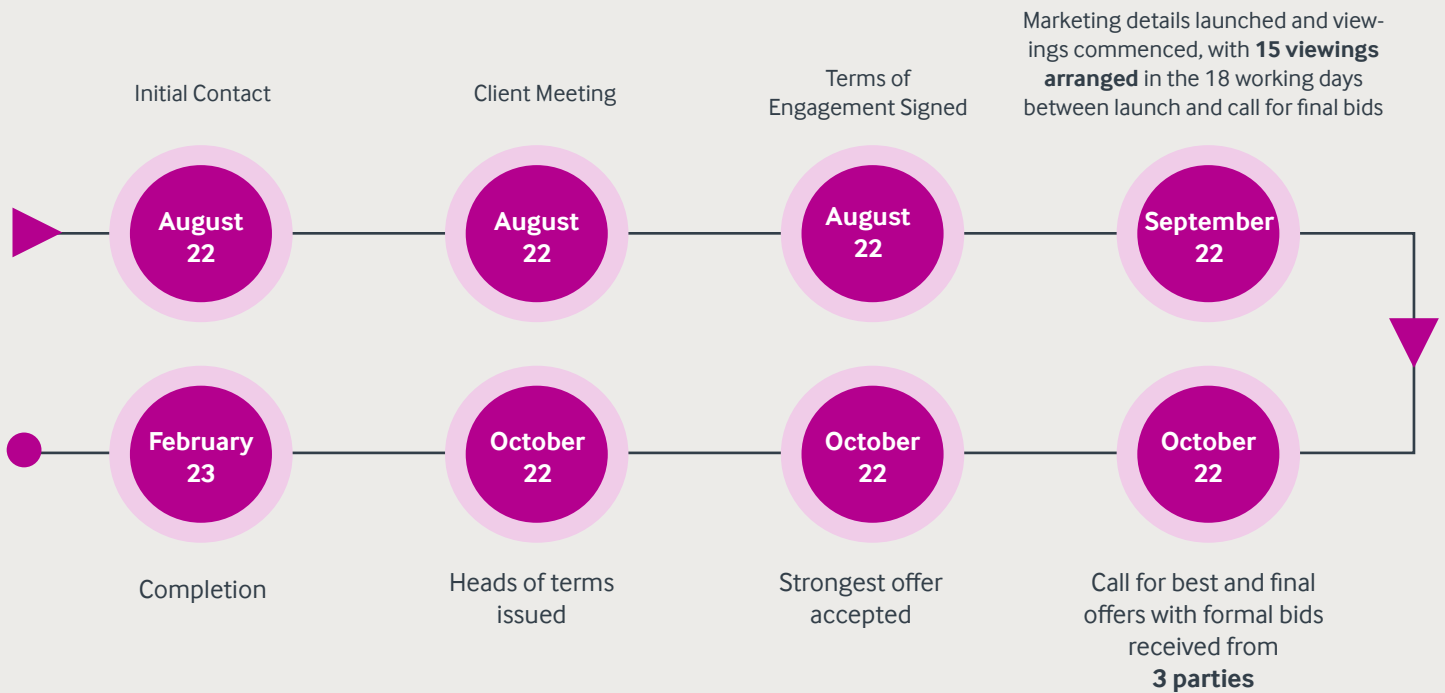
## OUR RECENT ACTIVITY IN THE SECTOR

We have achieved 97% of asking price on all garden centres since 2022



# HOW LONG DOES IT TAKE TO SELL A GARDEN CENTRE?

From initial contact to completion, we sold the Secret Garden Centre in just **six months**.



## CASE STUDY

### FLITVALE GARDEN CENTRE BEDFORD, BEDFORDSHIRE



- The sale price was in the region of 1.5x the combined garden centre and restaurant turnover
- The price achieved was in excess of £1,000,000 per acre
- Flitvale Garden Centre was the third garden centre sold by Christie & Co in the first two months of 2023

*Last year Pam and I came to the decision that it was time to market the business, we engaged Christie & Co having witnessed their success in the Wyevale disposal process where they sold a number of nearby centres.*

*The decision was a good one and we would wish to thank Tom from Christie & Co for his sound advice throughout and for the hands on approach which helped make a stressful job a little bit less stressful.*

*We wish Peter and the great team at the garden centre every success.*

**Ian Stevenson, Vendor, Flitvale Garden Centre**



# NEW TO THE MARKET

Christie & Co have been instructed to bring to the market two quality freehold sites owned and run by Langlands Nurseries Limited.

## SHEFFIELD



**GUIDE PRICE £1,500,000**

- 3.17 acre freehold site
- C. 100 parking spaces
- YE July 22 turnover £1,078,156

## LEEDS



**GUIDE PRICE £3,500,000**

- 4.25 acre freehold site
- 2021 turnover £2,676,279. 2022 turnover £2,365,775
- Parking for 110 cars

## WANT TO STAY UP TO DATE WITH OUR LATEST ACTIVITY?



If you are not on our database and would like to be informed when a garden centre is brought to the market in your area, please scan this QR code to submit your details.

Christie & Co also undertake formal valuation work for a large number of garden centre groups, lending institutions and when independent garden centres require formal valuation advice.

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

### TOM GLANVILL

Director  
Retail South  
T: + 44 (0) 7526 176 391  
E: tom.glanvill@christie.com

### ANDY 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

### STEVE RODELL

Managing Director  
Retail & Leisure  
T: + 44 (0) 7738 183 407  
E: steve.rodell@christie.com

### WALTER MURRAY

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

## CHRISTIE FINANCE

Christie Finance remains active in the sector and is currently working with a wide range of lenders with strong appetite to lend to garden centre operators. Recent deals carried out by the Christie Finance team include loans to operators to fund acquisitions, site refurbishments and working capital/business support loans. Our specialist brokers understand the sector and can work with you to ensure market leading loan terms.

### NEIL COLLINS

Senior Consultant  
Christie Finance  
T: +44 (0) 7548 705 370  
E: neil.collins@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.



On the 24th March Tom Glanvill participated in the annual Greenfingers Garden Re-Leaf Day, the day was a great success and wonderful opportunity to meet many of the garden centre business community. Tom cycled 75 miles in just over 4 hours and raising over £500 for the excellent work of the charity.

