



SCOTTISH NEWSLETTER

H2 2025



CONTENTS

04

Commentary

05

Hospitality

07

Retail & Leisure

08

Pharmacy

09

Dental

10

Care

11

Childcare & Education

12

Valuation Services

13

Christie Finance

14

Our Team

COMMENTARY

Scotland remains a “must visit” destination for many domestic and overseas visitors to Europe. Whilst Edinburgh continues to lead the way as the second strongest hotel market outside of London and attracted a reported 75% of Scottish hotel investment, other areas continue to benefit from both domestic and international investors across all price points. There remain challenges to the sector with employment costs rising and food inflation continuing to pressurise margins, but new money continues to be pushed to this sector seen as a long-term inflationary hedge.

Demand has increased for rooms-led businesses and operators are exploring reducing their need to provide catering services to protect margins. Key gateway and tourist locations such as Inverness, Oban, Fort William, Skye and Glasgow remain popular. With the FIFA World Cup looming, hospitality must be in a positive mindset!

Despite ongoing challenges, Scotland’s childcare and education sector has seen record mid-market transactional activity from existing operators and first-time buyers, with strong corporate appetite driving growth. This momentum is expected to continue into early 2026, even as pressures from rising Real Living Wage and NIC costs push fee rates up by 7–12% on average. Meanwhile, the Care Inspectorate has introduced a unified quality framework for Early Learning and Childcare, reducing indicators from 28 to 11 and emphasizing children’s rights, wellbeing, and clearer self-evaluation bringing greater consistency and predictability for private providers.

The care sector has seen a year like no other as transactional activity has eclipsed anything since before 2007. Just a year after American Fund Welltower acquired Care UK they completed on £23 billion of investments in the healthcare space across the UK, US and Canada. This included two of the largest care home groups in the UK, Barchester and HC One. They also picked up a number of mid-market sized groups including Aria Care and Danforth. The market around this was already exceptionally active as Christie & Co transacted over £200 million of healthcare assets in Scotland including Thistle Healthcare and Pacific Care Groups. 2026 is set to continue with no let-up in activity and we will see more Scottish groups and individual assets sell in the first half of the year.



In Scotland, the independent pharmacy market has rebounded swiftly following the disposal of around 200 Lloyds Pharmacy branches in 2023. This year has seen significantly more disposals compared to 2024, with the most notable transaction being the sale of nice Gordons Chemists branches to M&D Green Dispensing Chemists Ltd. Market activity has picked up across the board, with both independents and larger groups actively purchasing, driving an increase in sale prices.

HOSPITALITY

Pubs & Restaurants

47

OFFERS

45

VIEWINGS

SOLD



PAOLOZZI RESTAURANT & BAR,
EDINBURGH

- Prime Edinburgh city centre
- Restaurant & bar (c.120 covers)
- Excellent profitable business
- Sold to existing multiple operator



THE HAMPTON,
EDINBURGH

- Located next to Murrayfield Stadium
- Bar, restaurant & rooms
- Sold on behalf of Green King to The Scotsman Group
- Sold with an asking price of £1.2m



TAP HOUSE BAR & KITCHEN,
FINNIESTON, GLASGOW

- Gross yield of 7.7%
- Situated in West End of Glasgow
- Investment sale
- Sold to private investor

FOR SALE



THE HARP & CASTLE,
LEITH, EDINBURGH

- Wet led public house
- Located on Leith Walk with high footfall
- High annual barrelage
- Freehold: Offers Over £800,000



POLDINO'S,
ABERDEEN

- Premium city centre location
- High footfall area
- 90 cover restaurant over two floors
- Freehold: Offers Over £500,000



CITA BAR & GRILL,
WEST KILBRIDE

- Situated in town centre
- 44 covers
- External seating for 40
- Leasehold: £20,000

- Selection of freehold and leasehold investments across Scotland
- Bars, restaurants and residential accommodation
- Tied / Free of Tie barrelage volume income

RUBEN

PROJECT RUBEN – PORTFOLIO OF 10 PUBS

MARKET OVERVIEW

The Scottish pub and restaurant market shows a clear two-tier structure: lower-value freehold and leasehold businesses remain active and resilient, while higher-value, food-led venues face ongoing challenges. Demand is strong in key cities such as Edinburgh, Glasgow, and Inverness, with growing interest in freehold assets offered on leasehold terms, creating opportunities for new entrants.

Although widespread financial distress has not occurred, upcoming changes to National Insurance and minimum wage may increase pressure on operators. Deal activity is limited by funding constraints and longer completion times, prompting innovative structures like vendor financing. Performance varies widely, with location continuing to be the most critical factor for success.

HOSPITALITY

Hotels

20

OFFERS

46

VIEWINGS

SOLD



OPEN ARMS HOTEL,
EAST LOTHIAN

- Prime golf coast location
- Great reviews over many years
- Popular restaurant & function room
- Sold to Edinburgh operator



KINGSLEY GUEST HOUSE,
EDINBURGH

- Central Edinburgh location
- High quality en suite bedrooms
- Capacity to increase rooms
- Sold to family group



FORMER LOCH EARN HOTEL,
ST FILLANS

- Development opportunity
- 10 moorings, 3 piers and private slipway
- Planning obtained for 22 serviced apartments
- Sold to overseas investor

FOR SALE



KINLOCH HOUSE HOTEL,
NEAR PITLOCHRY

- Luxury country house hotel
- Private estate setting
- Highly profitable
- Freehold: £2,750,000



ATHOLL ARMS HOTEL,
BLAIR ATHOLL

- Landmark hotel / function room
- Close to Blair Castle & House of Bruar
- 31 en suite bedrooms
- Freehold: £1,650,000



THE TYNDRUM INN,
TYNDRUM

- 22 letting rooms
- Bar & restaurant
- Busy well known tourist location
- Freehold: £1,500,000

MARKET OVERVIEW

Scotland's hotel sector remained strong in the second half of 2025, with room occupancy reaching 87.2% in August - outperforming the rest of the UK. Profit margins remain under pressure due to higher employer National Insurance contributions and persistent food inflation, while debates over visitor tax continue across local authorities.

Buyer demand from both national and international investors is robust for large tourist hotels and smaller profitable private businesses, with hotels being seen as a good long-term inflation hedge, particularly, in prime locations such as Edinburgh, Inverness, Oban, and Fort William.

Adding to the appeal, the popularity of BBC's *The Traitors*, filmed in a Scottish castle, has sparked interest among American buyers seeking historic properties.

New Rateable values will be a talking point for 2026.

RETAIL & LEISURE

7

OFFERS

13

VIEWINGS

SOLD



**EAST PORT PETROL STATION,
NEWBURGH**

- Multiple offers and viewings
- Approved planning permission for full development
- Bought as part of expansion plans into Fife, Scotland
- Sold to multiple operator



**CALDELSIDE GARAGE,
SHOTTS**

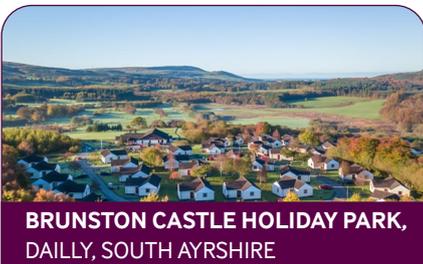
- Retirement sale
- Sold over the asking price
- Off market sale
- Sold to a Top 50 independent operator



**PREMIER CONVENIENCE STORE,
CUPAR**

- Award winning store
- Great central location
- Full refit
- Leasehold sale

FOR SALE



**BRUNSTON CASTLE HOLIDAY PARK,
DAILLY, SOUTH AYRSHIRE**

- 88 Lodges
- Full leisure facilities
- Approved planning for a further 61 lodges
- Freehold: Offers Invited



**HIGHLAND SAFARIS & RED DEER
CENTRE, DULL, ABERFELDY**

- Multi-faceted visitor experience
- Approved planning for 11 holiday lodges
- Scottish Tourist Board 5* attraction
- Freehold: Guide Price £750,000



**ARDBEG GENERAL STORE,
ISLE OF BUTE**

- Lifestyle changing opportunity
- Main road location
- Unopposed village store
- Freehold: £140,000

CONFIDENTIAL PROPERTIES

2 FREEHOLD GARDEN CENTRES

- East Scotland: Freehold Guide Price £2,000,000
- North Scotland: Freehold Guide Price £3,500,000



MARKET OVERVIEW

The Scottish retail market is showing no signs of slowing down – presently, it is still a seller's market and is proving very attractive to 'new to market' buyers.

Petrol filling stations are still extremely attractive to the market despite the impending ICE regulations that will come into force at some point. Demand for good quality sites shows the appetite is still strong in this sector.

The garden centre market is moving forward with pace and has good quality operations coming to the market, mainly driven by retirement planning. Most buyers are experienced garden centre owners with very few 'new to market' operators.

The leisure sector has shown an upturn this year in instructions across the sector in general and applicants with holiday parks and marinas attracting new investors and buyers alike.

PHARMACY

16

PHARMACIES WILL BE SOLD THIS YEAR

Prices have increased

SINCE 2023 & 2024

SOLD

- Retirement sale, husband and wife
- Average NHS items of 7,250 per month
- Located on busy shopping parade
- Sold to independent operator



UNDER OFFER

CONFIDENTIAL

PHARMACY,
GLASGOW

- Retirement sale
- Average of 9,500 NHS items per month
- Turnover in excess of £1.7m

CONFIDENTIAL

PHARMACY,
ABERDEENSHIRE

- Retirement sale
- Average of 3,600 NHS items per month
- Three offers received

CONFIDENTIAL

PHARMACY,
ABERDEEN

- Part of larger group
- Average of 2,125 NHS items per month
- Deal agreed with first-time buyer

FOR SALE

CONFIDENTIAL

PHARMACY,
PERTH

- Retirement sale
- Average of 4,200 items per month
- Turnover in excess of £940,000 per annum
- Freehold: £1,100,000

CONFIDENTIAL

PHARMACY,
ABERDEEN

- Average of 2,950 items per month
- Turnover in excess of £580,000 per annum
- Close to GP surgery
- Freehold: £500,000

MARKET OVERVIEW

The pharmacy market in 2025 continues to perform well, with multiple bids received on most pharmacies that come to market. This, in turn, has helped sale prices increase compared with 2023 and 2024. The pharmacies we have sold and agreed deals on this year have been to all buyer types, including first-time buyers for the smaller dispensing pharmacies, and independents and larger groups for the busier pharmacies that are higher in value, some above £3 million in value.

In recent months, we have seen owners of former Lloyds branches acquired in 2023 begin reaching out to explore potential buyers and gauge expected sale prices after two years of ownership. In most cases, these businesses have appreciated in value thanks to the dedication and hard work invested in turning them around.

DENTAL

⤴ **54%**

increase in new instructions -
compared with the same period last year

INSTRUCTIONS

⤴ **68%**

increase in viewings -
compared with the same period last year

VIEWINGS

9%

over the asking price achieved for
our clients on average

DEALS

SOLD



**KIRKLISTON DENTAL SURGERY,
EDINBURGH**

- Four fully equipped surgeries
- Well-established, mixed practice
- Sold to a local multi-site operator



**HILLHEAD DENTAL CARE,
GLASGOW**

- Two fully equipped surgeries
- Predominately NHS income
- Sold to an independent buyer



**MARCUCCILLI DENTAL CARE,
LANARKSHIRE**

- Three fully equipped surgeries
- In-house dental laboratory
- Sold to an experienced operator

FOR SALE

CONFIDENTIAL

**DENTAL PRACTICE,
SCOTLAND**

- Four surgery, majority NHS Practice
- Associate-led EBITDA c.£195,000
- Approximately 10,250 patients
- Freehold: £1,300,000

CONFIDENTIAL

**DENTAL PRACTICE,
EAST CENTRAL SCOTLAND**

- Three surgery, private practice
- Associate-led EBITDA c.£152,250
- Approximately 2,000 patients
- Freehold: £185,000 + property

CONFIDENTIAL

**DENTAL PRACTICE,
GLASGOW**

- Three surgery, private practice
- Turnover to Y/E March 2025 - £742,554
- Principal open to staying on post-sale
- Freehold: £695,000 + property

MARKET OVERVIEW

Scotland's dental market is expected to remain active into 2026, with independent operators and first-time buyers driving transactions as valuations stabilise following the correction seen in 2024. Private dentistry continues to grow steadily, supported by plan-based care, as NHS reforms and extended check-up intervals encourage patients to seek private options.

Investment in digital workflows and technology is accelerating, while rising employment costs and recruitment challenges are placing pressure on margins. Upcoming tax changes are likely to prompt many owners to consider selling before April 2026, adding further momentum to early-year activity.

CARE

Despite ever-increasing challenges within the social care sector, 2025 has been exceptionally strong for the Scottish Healthcare team, with over £250 million in sales value to date.

The highlight of the second half of the year was the sale of Thistle Healthcare to a national operator, which offered 478 beds across a mix of seven purpose-built homes.

Viewings: 38%

increase on last year

Offers: 54%

increase on last year

Completions: 100%

increase on last year

SOLD

CONFIDENTIAL

**PROJECT PURPLE,
SCOTLAND**

- One of Scotland's finest care home groups
- Group offered 219 beds and 40 day-care residents
- Sold to a national operator



**BURLINGTON COURT CARE HOME,
GLASGOW**

- Registered for 90 residents
- All en suite
- Two-storey purpose-built
- Sold to an expanding operator



**RIVERVIEW LODGE,
BROUGHTY FERRY**

- Vacant care home
- 18 bedrooms
- Affluent area with stunning views
- Sold to a local developer who intends to turn into a hotel

FOR SALE

CONFIDENTIAL

**PROJECT EARTH – GROUP OF 6 CARE
HOMES, SCOTLAND WIDE**

- Available to purchase individually
- Strong occupancy and CI Ratings
- Sought after locations
- Mix of long leasehold and freehold

CONFIDENTIAL

**CARE HOME,
EAST SCOTLAND**

- Registered for 28
- Strong occupancy and CI Ratings
- Affluent location
- Freehold: Offers Invited

CONFIDENTIAL

**SENIOR LIVING DEVELOPMENT SITE,
CENTRAL SCOTLAND**

- Affluent location
- 100+ units possible
- Part of masterplan
- Freehold: Offers Invited

MARKET OVERVIEW

Despite ever-present challenges, including rises in employer National Insurance contributions and the future impact of overseas care workers being prevented from working in UK care homes, the sector remains resilient with strong fundamentals and an ageing population. We have seen significant interest in the Scottish market from buyers south of the border as well as a range of new entrants looking to diversify with knowledge and experience from other sectors.

Smaller homes, relying on local authority residents, have been most vulnerable to pressures as any drops in occupancy have significant impacts on the bottom line.

CHILDCARE & EDUCATION

Recent transactions such as Roseangle House Nursery in Dundee, Highland Fling Nursery in Portobello, and Fly High Early Learning & Childcare in Prestwick, highlight strong demand for quality nursery settings across Scotland, with interest from both established operators and first-time buyers. Market momentum is building, driven by expansion plans and new entrants seeking fully managed settings, strong staff teams, and six-figure EBITDA, while vacant properties with conversion potential also attract attention.

Corporate operators remain active, and acquisitions via limited company share sales are particularly appealing as they avoid Care Inspectorate re-registration delays. With viewings and offers up year-on-year and several deals nearing completion, appetite for further acquisitions is expected to continue into 2026.

68% increase in viewings on this time last year

90% increase in offers on this time last year

SOLD



FLY HIGH EARLY LEARNING & CHILDCARE, PRESTWICK

- Registered to provide care for 38 children
- In partnership with South Ayrshire Council
- Sold to a first-time buyer
- Leasehold share sale



ROSEANGLE HOUSE NURSERY, DUNDEE

- Registered to provide care for 60 children
- In partnership with Dundee City Council
- Sold to an existing regional operator
- Freehold asset sale



HIGHLAND FLING NURSERY, EDINBURGH

- Registered to provide care for 40 children with space to potentially increase registration
- In partnership with Edinburgh City Council
- Sold to an existing regional operator
- Freehold share sale

FOR SALE



CONFIDENTIAL

NURSERY, SCOTLAND (REF: 5280111)

- Effective operating capacity for around 100
- In partnership with the Local Authority
- Management-run, turnover for Y/E 2024 £950,000
- Freehold: Offers Invited



CONFIDENTIAL

PROJECT DAMSELFLY NURSERIES, EAST OF SCOTLAND

- Group of children's nurseries
- Effective operating capacity for c.120 spaces
- 'Good' Care Inspectorate grades, Management-run
- Leasehold: Offers Invited



CONFIDENTIAL

NURSERY, CENTRAL SCOTLAND (REF: 6880024)

- Effective operating capacity of 100 plus
- In partnership with the Local Authority
- Management-run, turnover for Y/E 2024 c.£1,850,000
- Freehold: Offers Invited

MARKET OVERVIEW

As of September 2025, Scotland has around 3,400 registered children's day care services, with 52% run by local authorities, 30% privately owned, 17% voluntary/not-for-profit, and a small fraction by health boards (Source: Care Inspectorate). Regulation is overseen by the Care Inspectorate, which introduced a new Early Learning & Childcare framework on 22 September 2025, updating the quality assessment across operations, setting, leadership, and staff.

The Scottish Government distributes funding to each local authority at varying 'sustainable rates' due to differing demographics. These rates are reviewed annually and support the delivery of 1,140 hours of funded childcare per year for all three to five-year-olds and eligible two-year-olds. Since 2018, nurseries have benefited from 100% Non-Domestic Rates relief, providing financial support. Despite challenges around funding and staffing, private providers remain resilient, adapting session structures and fee strategies to sustain performance.

VALUATION SERVICES

During 2025, the valuation team has travelled to the four corners of Scotland undertaking a range of interesting cases including expert witness/opinion, rent review and advisory in addition to our core, capital valuation workload.

We have inspected a wide range of property assets including hotels, hostels, guest houses, serviced apartments, public houses, restaurants, nightclubs, pharmacies, dental practices, care facilities, nurseries, schools, lodges, caravan parks, gyms, golf courses, petrol filling stations, retail outlets and garden centres.



Westport House in Dundee is a tenanted mixed-use commercial building comprising hot food takeaway, convenience retail, licensed leisure and serviced apartment accommodation.

We assisted RBS with valuation advice on a potential deal for their client to acquire the heritable interest of the property, subject to occupational leases, with a view to redevelopment in future.



On behalf of Virgin Money we carried out the valuation of the portfolio of properties of The TBC Pub Company, including the Ship Inn, a charming coastal Inn and restaurant, overlooking Elie Beach.

Founded in 2010, Brite Dental was established with the aim of providing high-quality dental care across Scotland. The group has expanded to five locations across central Scotland, serving over 30,000 patients by blending NHS accessibility with advanced cosmetic dentistry in a patient focused environment.

Christie & Co were instructed by Co-Founder and Managing Director, Stuart Thomson, to provide a group valuation and strategic advice to assist with a management restructure and growth plans. This further demonstrates that Christie & Co are the go-to sector specialists for dental advice in Scotland.

Stuart explained, "Christie & Co are extremely professional and diligent in their work, with great attention to detail and communication throughout. Site visits worked around clinicians' schedules which was a big help. The project was completed in a timely fashion, and a final detailed report was provided."



Although both consumer and business confidence in Scotland has been relatively poor throughout 2025, we have not seen any significant negative effect in buyer demand or prices paid. NIC and NMW/NLW changes in April 2025 have been generally well absorbed by operators, however other cost headwinds continue to impact businesses, and their ability to continue to absorb cost increases may not continue throughout 2026. Undoubtedly, valuers will have to reflect this in the year ahead, particularly with upcoming changes announced in the Autumn 2025 Budget.

CHRISTIE & CO - VALUATION SERVICES



Jamie Savage
Director
Care & Medical
T: +44 (0) 7840 022 116
E: jamie.savage@christie.com



George Ranachan
Director
Hospitality
T: +44 (0) 7717 448 182
E: george.ranachan@christie.com



Chris Rutter
Senior Valuer
Hospitality, Care & Medical
T: +44 (0) 7734 553 275
E: chris.rutter@christie.com



The Bank of England cut Base Rate to 4.0% in August, and some forecasts predict rates could remain steady for a while, while others expect further cuts in late 2025 or into 2026.

Funding appetite remains strong across all Christie Finance's key sectors.

H2 ACTIVITY:

- Sold through Christie & Co
- Three surgeries, predominately NHS Practice
- 100% of the freehold achieved
- 90% of the goodwill achieved
- Market-leading terms



**MARCUCCILLI DENTAL CARE,
AIRDRIE**



**FLY HIGH EARLY LEARNING & CHILDCARE,
PRESTWICK**

- Sold through Christie & Co
- First-time buyer, no experience
- Leasehold nursery
- High street lender



**PHARMACY,
SCOTLAND**

- Scottish Pharmacy Group
- Refinance of existing facilities and capital raise to purchase another two pharmacies
- £10 million facility arranged
- Market-leading terms

CHRISTIE FINANCE



Craig Dickson
Regional Director - North
Christie Finance
T: +44 (0) 7713 061 621
E: craig.dickson@christiefinance.com



Stephen McConalogue
Associate Director
Christie Finance
T: +44 (0) 7590 488 475
E: stephen.mconalogue@christiefinance.com

OUR TEAM

Whether you're buying, selling, or seeking a valuation,
get in touch with the experts:

CHRISTIE & CO



Paul Graham
Managing Director
Medical
T: +44 (0) 7739 876 621
E: paul.graham@christie.com



Gary Witham
Director
Hospitality
T: +44 (0) 7712 198 834
E: gary.witham@christie.com



Karl Clezy
Director
Pharmacy
T: +44 (0) 7885 813 160
E: karl.clezy@christie.com



Brian Sheldon
Regional Director
Hospitality
T: +44 (0) 7764 241 315
E: brian.sheldon@christie.com



Joel Mannix
Director
Dental
T: +44 (0) 7764 241 691
E: joel.mannix@christie.com



Tony Spence
Associate Director
Hospitality
T: +44 (0) 7546 698 684
E: tony.spence@christie.com



Kevin Strain
Senior Business Agent
Dental
T: +44 (0) 7701 315 069
E: kevin.strain@christie.com



Simon Watson
Senior Business Agent
Hospitality
T: +44 (0) 7754 559 534
E: simon.watson@christie.com



Martin Daw
Senior Director
Care, Childcare & Education
T: +44 (0) 7764 241 280
E: martin.daw@christie.com



Mark Lavery
Associate Director
Retail & Leisure
T: +44 (0) 7526 175 850
E: mark.lavery@christie.com



Andrew Fyfe
Associate Director
Care
T: +44 (0) 7732 497 878
E: andrew.fyfe@christie.com



Martin Ward
Business Agent
Retail
T: +44 (0) 7764 241 288
E: martin.ward@christie.com



Callum Lancaster
Business Agent
Childcare & Education
T: +44 (0) 7754 559 529
E: callum.lancaster@christie.com



