



# GARDEN CENTRE AUTUMN/WINTER MARKET SNAPSHOT 2024

## IT'S BEEN A BUSY YEAR! HERE'S WHAT WE'VE BEEN UP TO...

### TOM GLANVILL

Director - Garden Centres

 *South*




During the course of 2024, our garden centre team have been busier than ever with overall transactional volumes considerably up on last year.

More than this, we have broadened the range and types of garden centre businesses that we have sold. A number of the larger transactions, including Hayloft Plants, Riverside Garden Centre and Peter Beales Roses, also involved the sale of high turnover internet-based retail businesses.

**WE HAVE ALSO SOLD MORE PLANT NURSERIES THAN IN ANY OTHER YEAR.**

### ANDREW BIRNIE

Director - Garden Centres

 *North*



In the North of England, we are continuing to see strong demand for larger sites, as well as for those with growth potential beyond existing trade.

Demand is largely coming from multisite owners looking to expand by acquiring large sites with mixed use of retail, food/coffee shops and horticulture. We are also receiving a growing number of enquiries from regional buyers seeking land for alternative use and to run secondary businesses alongside the garden centre.

Naturally, we have plenty of developers and house builders regularly asking for sites for conversion. Moreover, a number of sites have received bids from multiple buyers allowing us to choose qualify and select the best buyer for our client.

### MARK LAVERY

Associate Director - Garden Centres

 *Scotland*



In Scotland, we have launched five sites to the market since expanding the garden centre team north of the border, all of which has been driven by retirement, with one centre now sold and another under offer.

Across the country, a large proportion of traditional garden centre operators are nearing the age of retirement, which is likely to drive more sites to the market in the coming months.

Buyer interest to date has been a mix of both corporate and smaller regional operators, whilst plot size will dictate whether a developer will be interested in the site for alternative use.

# GARDEN CENTRES FOR SALE



## CONFIDENTIAL GARDEN CENTRE

REF: 6811103



## HILLFOOTS NURSERIES & DRIVING RANGE

REF: 6811103



## THE POT PLACE GARDEN CENTRE

REF: 6411107



## CONFIDENTIAL NURSERY & GARDEN CENTRE

REF: 6411115



## MILLSTONE GARDEN CENTRE

REF: 6411082



## MILL RACE GARDEN CENTRE

REF: 3818309



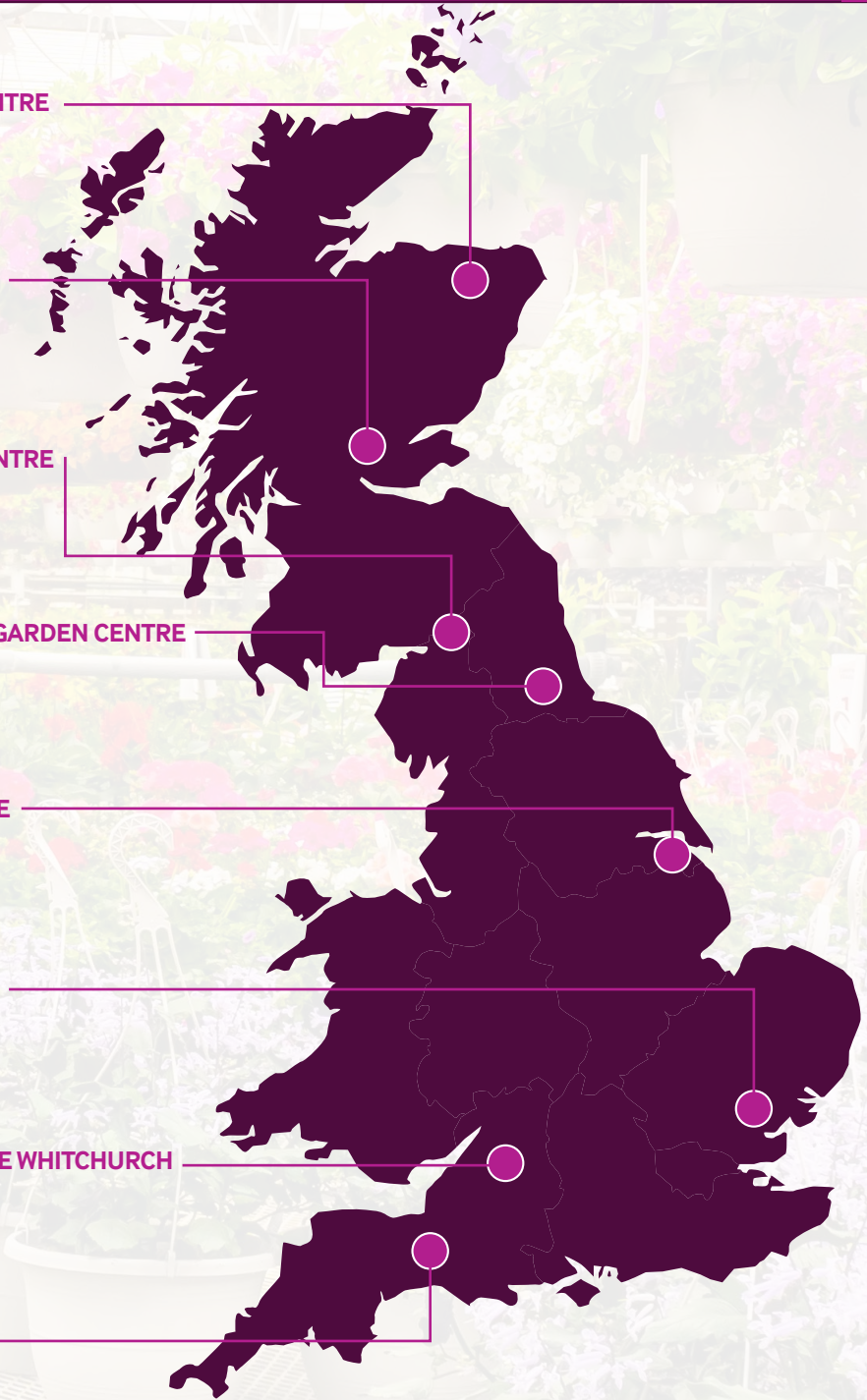
## WHITEHALL GARDEN CENTRE WHITCHURCH

REF: 3818303



## RAINBOW PLANTS

REF: 4211064



## 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.

## OUR RECENT ACTIVITY

### IN 2024, THE CHRISTIE & CO GARDEN CENTRE TEAM HAS:



Sold more than twice as many Garden Centres in 2024 than in the whole of 2023

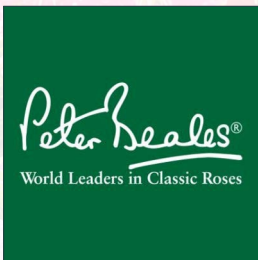


Received an average of 2 offers per business



Witnessed a 40% increase in the number of viewings across all Garden Centres on the market

### A SELECTION OF GARDEN CENTRE BUSINESSES WE HAVE WORKED WITH:



**Dobbies Garden Centres** - We are currently working with landlords to re-let recently closed Dobbies sites.

## OUR RECENT ACTIVITY | VALUATIONS

In the last 12 months, we have **valued 14 garden centres** with a combined value of **over £80 million** and provided rental valuations for a further two. The valuations were provided for a variety of purposes including loan security, accounting and investment acquisition.

### WANT TO GET IN TOUCH?

Considering selling your business, expanding your portfolio or just in need of some expert advice?

Scan the QR code to complete the form and one of our Garden Centre Specialists will be in touch:



## OUR RECENT ACTIVITY | RECENTLY SOLD



### THE SPECKLED HEN FARM SHOP

*Dundee, Scotland*

- Traditional Farm Shop and Cafe
- Sold to a first-time buyer



### LANGLANDS GARDEN CENTRE

*Leeds, Sheffield & York*

- Group of four Garden Centres
- Sold to UK's largest family-owned Garden Centres group



### HAYLOFT PLANTS

*Pershore, Worcestershire*

- High turnover online plant business
- Sold in an off-market sales process



### PLANTERS A21

*Etchingam, East Sussex*

- Independently owned
- Farm Shop and Café & Antiques Centre



### CHOICE PLANTS NURSERY

*Romsey, Hampshire*

- Sale price c. £500,000 per acre
- Sold with vacant possession for alt. use



### STURMER NURSERIES

*Haverhill, Suffolk*

- Freehold sale to newcomer to the garden centre industry
- Retirement sale



### THE PLANT SHOP

*Midlothian, Scotland*

- Sold for alternative use
- Situated in an affluent area



### CONWY GARDEN WORLD

*Colwyn Bay & Rhyl*

- Sold to an experienced buyer
- Deal completed within four months



### PACIFIC GARDEN CENTRE

*Walsall, West Midlands*

- Highest value garden centre we have sold in 2024
- Deal completed within three months

## OUR TEAM

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



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IN ADDITION TO SELLING AND BUYING BUSINESSES, WE OFFER A FULL RANGE OF SERVICES INCLUDING FINANCING AND INSURANCE VIA OUR PARTNER COMPANIES, CHRISTIE FINANCE AND CHRISTIE INSURANCE.

### 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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