HOTEL MARKET REVIEW 2025

EST 90 YEARS 1935

CHRISTIE & CO

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INTRODUCTION

The UK hotel industry faced a mixed performance landscape throughout the first five months of 2025. According to Hotstats figures for May 2025 YTD, London experienced a 2.4% year-on-year decline in RevPAR, caused by a softening of ADR amid heightened price sensitivity, triggered by intensified competition in the aftermaths of supply expansion and to an extent the depreciation of the US dollar against the British pound since the start of the year.

Regional UK markets saw a more contained erosion of RevPAR with some healthy growth, led primarily by ADR, including York, Liverpool, Southampton and Edinburgh. With a less dynamic calendar of large events this year, volumes may continue to be challenged and yield opportunities more selective compared to last year.

Labour costs have risen following April's increase in employer's National Insurance Contributions and a 6.7% Minimum Wage hike, disproportionately affecting select-service hotels, although the full impact of this remains to be seen. Utility costs have, however, declined by over 4.5% year-to-date, thus offering some relief while still carrying some uncertainty in the medium to longer-term, in the volatile international political and trade environment. These forces contributed to a setback in GOPPAR, down 9.1% year-on-year over the same January to May period in London and 6.7% regionally. Nonetheless, these headwinds may benefit the industry in the medium-term by calling for hotel operators' ingenuity and agility in identifying opportunities to drive incremental ancillary revenues and challenging operational efficiency to help preserve profitability.

Although five months of trading are not ideal to draw definite conclusions, the geopolitical movements of the start of the year have started impacting tourism flows. After several months of boosted spending power of American travellers, the proposed US tariffs on Chinese imports may further reduce inbound travel from the US and China.

The UK still relies markedly on European and domestic travellers who may, depending on the hotel segment and purpose of travel, materialise in various degrees of impact of measures such as the recently introduced ETAs and possible hike in tourism tax, following the model of some European cities.

After a portfolio-led surge in UK hotel investment in 2024 reaching £6.6 billion, the market witnessed a sharp slowdown in H1 2025, yet with real contrast between London, which dropped markedly in transaction volume, and regional markets which remained comparatively more active. The noticeable deceleration in US capital inflows allowed the share of domestic investment to rise to 48% of the total volume transacted in H1 2025.

Despite sustained RevPAR growth in 2024 (2.4% in London, 1.1% regionally), insolvencies in accommodation and food services rose 29% between October and November. Rising labour and energy costs, creditor actions, and persistent high interest rates remain key distress drivers. With inflation forecast at 3.1% in 2025 and RevPAR growth expectations rather in the range of 1.5%-3.0% depending on markets, financial pressure is expected to persist, together with the end of, and return to the marketplace of, hotels under asylum seeker contracts.

Nonetheless, in the face of the non-negligible headwinds of the global economy and geopolitical scene as well as regulatory and fiscal pressures, the sector continues to show great dynamism and resilience which attracts significant investment interest domestically and internationally. The UK is maintaining its appeal as a 'safe haven' for investors by sitting outside of the EU, further strengthened by the perspective of a trade deal with the US. This is also reinforced by the weakened appeal of other real estate classes comparatively to hotels in recent years, which also induced some office-to-hotel conversion opportunities.

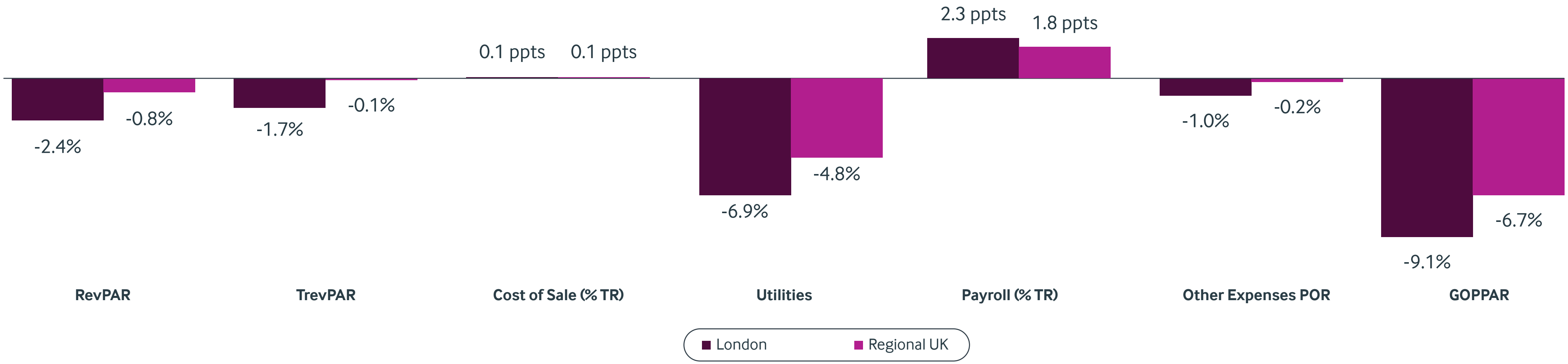
We anticipate hotel owners and professional operators will maintain strategic focus on cost control, active asset management and operational innovation in order to navigate these ongoing challenges and come out the other end stronger than ever.

PIERRE RICORD
Head of Consultancy - Hotels

CARINE BONNEJEAN
Managing Director - Hotels

DEMAND, TRADING & PROFITABILITY

UK HOTEL PROFITABILITY: MAY YTD 2025 VS MAY YTD 2024



DEMAND DYNAMICS

London experienced a 2.4% year-on-year drop in RevPAR, driven by a softening in ADR amid growing price sensitivity and intensified market competition. While RevPAR is expected to record some growth in H2, it is unlikely to fully mitigate the sticky level of inflation most recently forecast for the UK, thus leading to continuous pressure on profitability as the hike in National Insurance contributions reveals its full impact.

Regional UK saw a more modest decline, somehow shielded by ADR gains in markets such York, Liverpool, Southampton and Edinburgh. This rather positive "averaged" overall performance of the regions, however, results from a mixed performance landscape where occupancy in several markets lags behind the results of the same period last year, as some markets experienced the impact of supply injections. As of May 2025 YTD, 35% of tracked markets reported RevPAR growth, mostly under 3%, while four markets, including Belfast, experienced marked year-on-year declines in excess of 5%.

IMPACT OF THE AUTUMN BUDGET

Despite some easing of inflation and gradual lowering of interest rates, macroeconomic pressures continue to weigh on profitability. While the impact on H1 is limited, profitability is expected to tighten further, particularly for hotels unable to fully compensate through greater ancillary revenues or to passing on these increases to consumers through pricing, such as budget and select-service hotels.

UTILITY COSTS EASING

Entering 2025, utility costs remained a source of uncertainty. However, year-to-date figures indicate a notable decline, with per-occupied-room cost decreasing by over 4.5% across both London and regional UK markets. While this relief is welcome, it remains a volatile item of the operators' P&L. Further measures to invest in energy efficiency measures together with fine-tuning of labour and operational efficiencies will certainly be a better avenue for those aiming to regain profitability levels closer to historical performance.

OUTLOOK

These combined dynamics contributed to a marked year-on-year decline in GOPPAR, down 9.1% in London and 6.7% in regional UK. Nonetheless, following five years of unprecedented turbulence and challenges created by the COVID pandemic, and evidencing the agility of the sector in adapting to changing travel patterns, regulatory and cost environment, we expect these headwinds to offer hotel operators a new opportunity to creatively identify opportunities to elevate the customer experience through technological adoption, driving incremental ancillary revenues, together with proactive monitoring of operational efficiency, in order to preserve profitability and support the resurgence of the investment community in hotel real estate.

INTERNATIONAL TRADE AND TOURISM TRENDS' IMPACTS ON DEMAND

Trump's newly proposed tariffs, especially on Chinese imports, are raising concerns about the potential impact on international tourism to the UK. In 2023, the UK saw a record 2.6 million American visitors - an 18% increase from 2019 - driven by a strong US dollar and a weaker British pound. Similar tariffs in 2018 led to economic uncertainty and a decline in US outbound travel, suggesting a potential repeat if the dollar continues to weaken as observed year-to-date. China is projected to account for 7% of UK inbound tourism by 2030, but a 34% tariff on Chinese goods could affect negatively Chinese outbound travel.

In March 2025, visits from the UK to the US fell by 14.3%, compared to the previous year. However, the trade agreement signed in May may help reverse this trend and support a recovery in travel from the UK to the US.

ETAs pose a non-economic risk to UK tourism, especially from Europe, where added travel requirements and lower perceptions of welcome could deter some visitors. A stronger-than-expected reaction may impact short-haul travel and add to the uncertainty carried by the 2025 forecast.

OUTLOOK

The impact of tariffs may take time to fully materialise, but early signs suggest a potential decline in US and Chinese visitors. To manage this uncertainty, the UK tourism sector should remain flexible, with a stronger focus on its domestic market which offers consistent demand despite lower spending per visit. Additionally, the introduction of ETAs could further deter short-haul European visitors, particularly in markets sensitive to added travel requirements and perceptions of unwelcomeness, adding to downside risks in 2025.

It remains too early to accurately pinpoint the effects of the US tariffs on investor appetite for freehold London hotels which remain largely unaffected and a very dynamic market. What has transpired, if anything, is the UK broadly, and London more specifically, gaining back its historical 'safe haven' appeal by sitting outside of the EU, reinforced by the promise of a trade deal with the US. Looking East, investors from the Middle East, Turkey and further afield are actively looking to secure assets in London but are challenged by the lack of well-priced supply.

Thus, whilst trade is marginally softer in London, the investors' horizon remains long-term and either on an all-equity basis or supported by a variety of mainstream and challenger lenders. Short-term trading concerns should also be considered in the context of the numerous asset management opportunities which can be implemented to optimise the asset further.

2025 FORECAST* VS 2019

+6%
Inbound visits

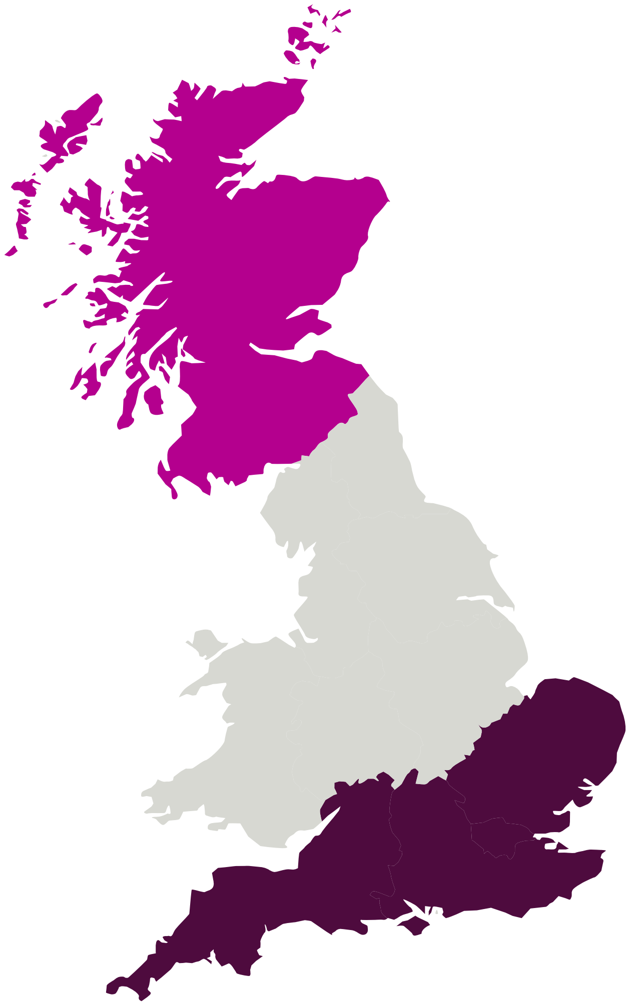
+18%
Inbound spend

-7%
Real inbound spend

*2025 Forecast is as per the "Inbound tourism forecast" published by VisitBritain in February 2025. The forecast does not include any actual and is published on a yearly basis.

Sources: VisitBritain "2025 inbound tourism forecast", Museums Association, Christie & Co Research and Analysis

REGIONAL MARKET TRENDS



SCOTLAND

In H1 2025, overseas buyers and small domestic groups have continued to demonstrate interest in the Scottish hotel market. As such, we received twice as many offers on live instructions and saw a 33% increase in completions compared to last year.

Room occupancy and achieved daily rate remain at the strong levels seen in 2024. However, whilst turnover levels have generally continued to rise, there has been a noticeable pressure on profit margins, impacting on pricing.

There continues to be significant demand for limited service, town, and city centre hotels in destinations like Edinburgh, Glasgow, Inverness, as well as 'honeypot' locations such as Oban and Fort William or championship golf-led locations.

NORTH & MIDLANDS

The sector is facing challenges by way of an increased cost base, however demand remains healthy. Being able to show good profits, or otherwise being offered at a price to reflect lack of profits, is of great importance, as banks are reticent about lending on breakeven or loss-making hotels, and those not reliant on bank funding will tend to drive a hard bargain.

Retirement sales are being accelerated by cost and income pressures, and we have seen a steady uptick in new instructions, as well as distressed opportunities coming to market.

Demand for certain types of hotels outstrips supply significantly. Limited-service hotels, and assets in tourist hotspots and affluent locations remain very popular.

SOUTH & EAST

Buyer activity remains broadly consistent with 2024 levels. Demand for high-quality assets continues to be strong, with a noticeable uptick in debt-financed transactions - particularly short-term loans facilitated by challenger banks and bridging finance companies.

Supply has started to ease, with more hotels entering the market, in part driven by the recent impact of the Government's fiscal policy and budgetary announcements on trading performance and margins.

Pricing remains sensitive, with downward pressure on EBITDA conversion reflecting cautious buyer sentiment. The impact of recent changes in National Insurance contributions and Minimum Wage has yet to be fully reflected in profit and loss statements.

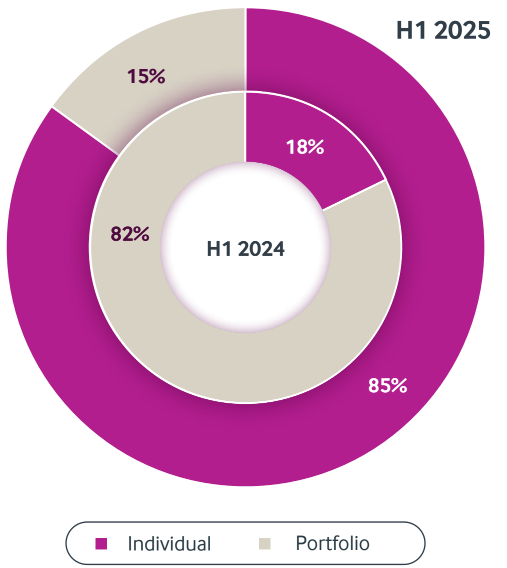
TRANSACTIONS & OUTLOOK

2024 marked the strongest year for UK hotel transactions since 2018, with volumes exceeding £6.6 billion - 3.5 times higher than in 2023. H1 2025 activity encountered a marked slowdown, with London recording about a fifth of the £1.7 billion recorded in 2024 over the same period, which was then largely boosted by Starwood Capital's £800 million acquisition of the Radisson Edwardian portfolio. Regional UK markets saw £758 million in H1 2025, including Schroders Capital's £100 million purchase of the W Edinburgh.

Investor composition has shifted notably. In the first half of 2024, cross-border capital visibly dominated the market, accounting for 65% of total transaction volume. Over H1 2025, the landscape shifted, with domestic investment rising sharply to account for 48% of the volume. Specifically, American investment saw a steep decline from £2.1 billion to just £106 million, while European interest strengthened, exemplified by Limestone Capital's acquisition of the Nobu Shoreditch. Looking ahead, the proportion of European investment is expected to continue increasing, as evidenced by the recently accepted offer from Pandox and Eiendomsspar for the Dalata portfolio, comprising predominantly UK and Irish assets.

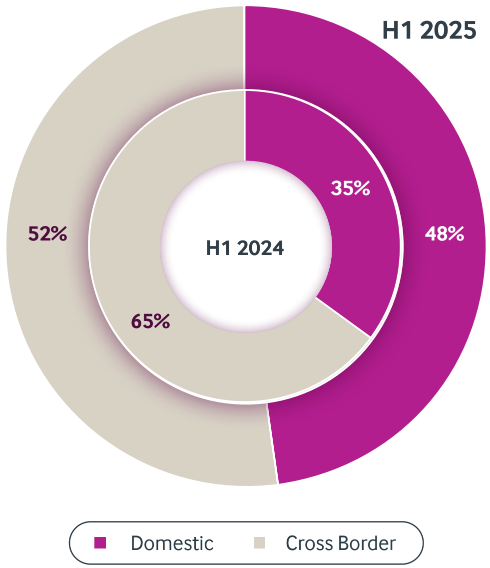
INDIVIDUAL VS PORTFOLIO TRANSACTIONS

% of £ volume of transactions



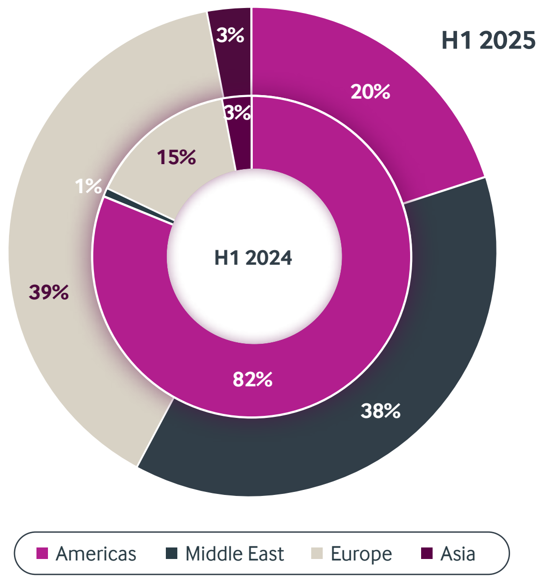
DOMESTIC VS CROSS-BORDER BUYERS

% of £ volume of transactions



CROSS-BORDER BUYERS

% of £ volume of transactions



The hotel sector continues to be a safe harbour investment for a range of both new and established operators and investors. The combination of freehold or long leasehold real estate and dynamic revenue management as a hedge against inflation enhances the appeal of the sector.

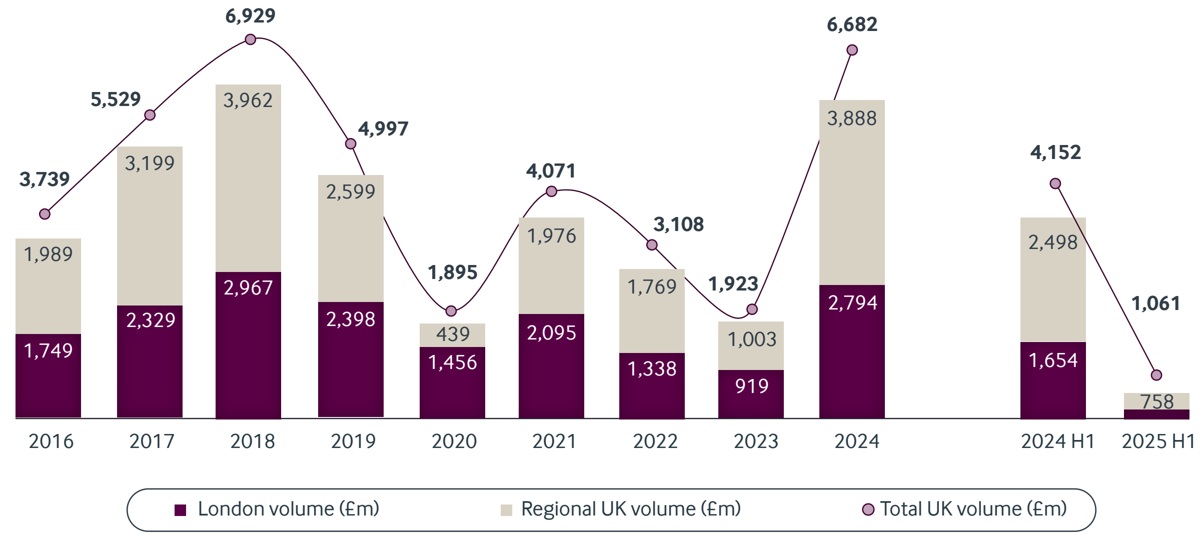
Access to greater volumes of lower margin debt and the slew of deals in H1 this year has enhanced confidence assisted by lenders and global brands who are keen to grow their respective market share.

Jeremy Jones
Head of Brokerage

Sources: MSCI Real Capital Analytics, Christie & Co Research and Analysis. Transaction data included in Q2 is preliminary.

TRANSACTIONS & OUTLOOK

UK HOTEL TRANSACTION VOLUME



The W Edinburgh hotel
(244 keys)
Acquired by Schroders Capital for £100m in March 2025

The Z Hotel Covent Garden
(113 keys)
Acquired by Norges Bank Investment Management for £76.6m in April 2025

TRENDS AND OUTLOOK

Regional buyer activity sits on par with 2024, marked by increased demand for limited-service hotels offering an appealing response to the sustained operational cost pressures.

We have observed a loosening of supply evidenced by more hotels coming to market, supported to an extent by a share of assets in 'soft' distress either consensual and led by lenders or triggered by HMRC along with non-core disposals from some of the portfolio transactions last year which are feeding into the market.

These trends were echoed by some of the largest market players. After completing the sale and leaseback of two hotels for £56m (a net initial yield of 4.25% across the two properties), **Whitbread** is progressing on similar transactions for a further seven hotels across a variety of regional UK locations. The group announced in May that, together with signs that the property investment market was improving, it planned to recycle this way at least £1 billion of its more mature properties as part of a five-year plan to return at least £2 billion to shareholders.

Whilst caution is palpable amongst investors in relation to EBITDA conversion levels, demand remains robust for profitable commercial hotels located in the country's tourism hotspots.

Looking ahead to the second half of 2025, there is definitely some 'catching up' to do to reach the £6.6 million transaction volume we saw last year. And whilst some portfolio deals are currently on the market/ongoing, such as **Malmaison** and **Dalata**, the majority of transactions this year are likely to be individual assets.

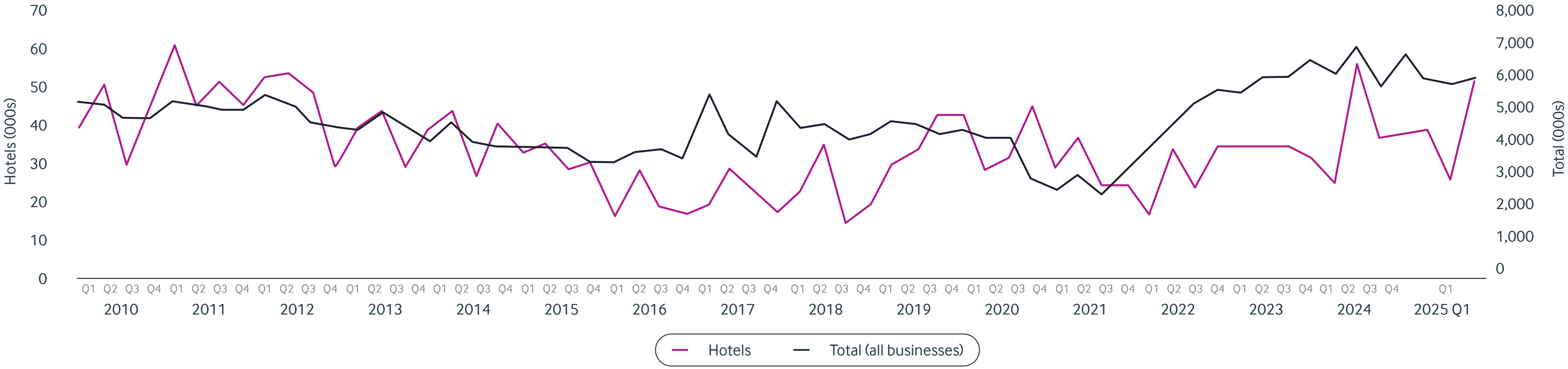
To date, we have completed on the sale of nearly 50 hotels with a strong pipeline of further deals ahead.

Sources: MSCI Real Capital Analytics, Christie & Co Research and Analysis. Transaction data included in Q2 is preliminary.

> Whilst the sector has proved its resilience in the past few years, it should come as no surprise that there has been an increase in both our consensual and insolvent distress hotel sale mandates in Q1 2025 compared with both Q1 and Q4 2024.

Stephen Jacobs
Director – Bank Support & Business Recovery

ACCOMMODATION AND TOTAL (ALL BUSINESSES) ENGLAND & WALES INSOLVENCIES (2010 Q1 - 2025 Q1)



CURRENT STATE

The UK hotel sector closed 2024 on a relatively strong note, with RevPAR growth of 2.4% in London and 1.1% in regional UK. However, this performance masked growing financial strain beneath the surface, some of which came through in Q1 2025, when company insolvencies in the hotel sector in England & Wales increased by 42% compared with Q1 2024. This was driven significantly by creditors voluntary liquidations (CVLs), characterised by directors of small SMEs operating on the thinnest of margins ceasing to trade unsustainable businesses by voluntary liquidating their companies.

DRIVERS OF DISTRESS

Hotels are increasingly pressured by a combination of rising labour and energy costs, continously high interest rates, and intensified creditor recovery action. These financial headwinds are pushing more operators towards business distress and insolvency, particularly those with limited cash flow buffers or exposure to variable-rate debt.

RECOVERY OPPORTUNITIES

Despite these challenges, there are pathways to resilience. Early engagement with insolvency practitioners and strategic business reviews can help operators identify opportunities to stabilise income, improve cash flow, and preserve asset value. Proactive restructuring may be key to navigating the current environment.

OUTLOOK

The outlook remains cautious. Inflation is forecast at 3.1% in 2025 and 2.0% in 2026, while RevPAR growth is expected to range between 1.5% and 3.0%. Financial pressure is likely to persist, particularly as the end of asylum seeker accommodation contracts may release additional supply into the market, intensifying competition. Mainstream lenders will continue to grant relative forbearance compared with secondary and tertiary funders who will be quicker to enforce their security to recover debt. We anticipate an increasing number of distressed businesses in default or breach of banking covenants will come to market due to an inability to refinance.

The lending appetite in the UK hotel market remains relatively positive, albeit lenders continue to exercise a degree of caution towards the sector with many traditional lenders being very selective, adopting strict criteria and with certain locations being preferable.

The sector has faced unprecedented challenges in recent years with ongoing inflationary pressures and the recent National Insurance increases, both continuing to mount pressure on operators. That said, as we have often witnessed, the hospitality industry proves to be incredibly resilient, and good operators continue to deliver impressive results. As such, funding from the large banks where borrowers can demonstrate a proven track record and have relatively modest borrowing requirements attracts relatively low interest rate margins.

However, for many borrowers, both established operators and new entrants, ticking every box on high street banks' credit applications is rarely possible and the increasing number of alternative lenders - including the established challenger banks, new banks, niche lenders, funds and family offices - are proving to be a viable option. Often, the ability to act quickly, and the reliability of delivering finance, offset the likely premium that alternative lenders charge.

Our data suggests that lenders are more willing to support hotel finance applications than they were 12 months ago. We have secured funding from 14 different lenders so far in 2025 (compared to only eight for the same period in 2024). The increase comes from a mix of alternative lenders who are increasingly comfortable with the asset class and borrowers needing solutions that their incumbent bank cannot provide.

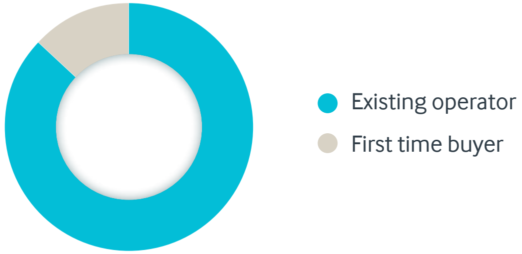
The overall cost of borrowing continues to fall which is always welcome news for borrowers. Not only has the Bank of England base rate reduced from recent highs of 5.25% to 4.25% (as of June 1st 2025), interest rate margins from most lenders have also reduced and we have seen average interest rate margins reduce from 2.9% in 2023/24 to 2.65% in 2024/25.

- Offers of finance secured for hotel operators increased by 100% in the first half of 2025, compared to 2024
- Aggregate value of debt secured for our hotel clients increased 26% in the first half of 2025, compared to 2024
- Offers of finance for hoteliers sourced from 14 different lenders, compared to eight in the first half of 2025, compared to 2024

John Mitchell
Managing Director
– Christie Finance

HOW FUNDING HAS BEEN USED IN THE LAST 12 MONTHS (JULY 2024 - JUNE 2025)

CLIENT PROFILE IN THE LAST 12 MONTHS (JULY 2024 - JUNE 2025)



BEGGARS REACH HOTEL, PEMBROKESHIRE

Christie Finance secured funding for the purchase of Beggars Reach Hotel, a 30-bedroom venue set within seven acres in Pembrokeshire, South Wales. The property includes a restaurant, bistro, and function spaces. A local business family were supported with a competitive funding package within weeks of their offer being accepted. The sale, completed off an asking price of £950,000, adds to their growing portfolio.

Overall, insurance rates have seen a modest decline, however the hospitality sector remains under other cost pressures. Although inflation is currently sitting at 3.5%, labour shortages, increased wage costs, and higher material and transport costs are all contributing to more expensive repairs and longer periods of business interruption.

These factors are keeping claims payments on an upward trajectory, particularly for property and loss of income claims. In addition, surface water flooding, driven by increasingly severe rainstorms and aging drainage infrastructure continues to be a major concern for insurers. Environmental risks are prompting insurers to reassess pricing models, often resulting in higher premiums for properties deemed high-risk.

Cybersecurity is a top priority for hoteliers, in the wake of a surge in cyber-attacks across the UK. Hotels, which rely heavily on digital systems for bookings, payments, and guest data, are particularly vulnerable. Regretfully, many businesses are still seeking cover only after experiencing an incident. Encouragingly, cyber insurance rates have decreased, however it is our view that our clients need to maintain a shift in mindset from 'if' to 'when' a cyber-attack will occur.

Hotels, particularly those in urban areas or with historic features, are exposed to a range of risks including fire. A recent high-profile fire at the now ironically named celebrity hotspot Chiltern Firehouse, a central London hotel, served as a reminder of the importance of robust property insurance. This incident highlights the critical need for accurate reinstatement cost assessments, especially for heritage properties with complex restoration requirements. Without adequate property cover, businesses risk being underinsured, which can severely delay or limit recovery. Beyond the immediate impact, the temporary closure of such a prominent venue had a ripple effect on the surrounding area, highlighting the broader value of business interruption insurance. This type of cover is essential not only for the affected property but also for neighbouring businesses that may suffer from reduced footfall and lost revenue.

HOTEL WEDDING VENUE
Yorkshire

A client approached us for hotel insurance to support their first venture operating a hotel and wedding venue near York. Cover was required both to meet the bank's lending conditions and to satisfy the client's own insurance needs. During our review with insurers, several concerns were raised, including the presence of timber frame structures, the remote location of the property, and the client's lack of previous experience running an event or wedding venue. Despite these challenges, we secured comprehensive cover through our market connections, and the client was satisfied to have obtained the right protection at a competitive premium.

David Foster
Account Executive
– Christie Insurance

VALUATION & ADVISORY SERVICES

Valuations continue apace, with our team engaged across the UK and Europe on hotel and hospitality valuations for lenders, owners and a wide range of other stakeholders.

A range of hotel and hospitality portfolios have come to the market, and there are signs that the bid-ask spread between buyers and sellers has narrowed and the volume of transactions is expected to rise. Valuation certainty is increased where there are more deals on which to rely as evidence and we anticipate providing due diligence in respect of many of these portfolio sales.

Challenges remain, with key issues being the uncertainty around cost pressures driven by the recent increases to employer's National Insurance contributions and the National Living Wage from April 2025. Anecdotal feedback from a number of hotel operators, particularly in London, indicates it has been a struggle to maintain turnover levels when compared to 2024.

However, there are reasons for cheer, not least interest rate cuts in February and May 2025 which have reduced borrowing costs and loosened the debt market. A wider spread of lenders are active in the market with both high street banks and specialist debt providers reporting being 'open for business'.

In H1 2025, we have undertaken a wider range of hotel valuations both in the UK and Europe, for example supporting Travelodge's acquisition of a portfolio of Campanile Hotels, as well as ongoing buy-side due diligence on major portfolio sales.

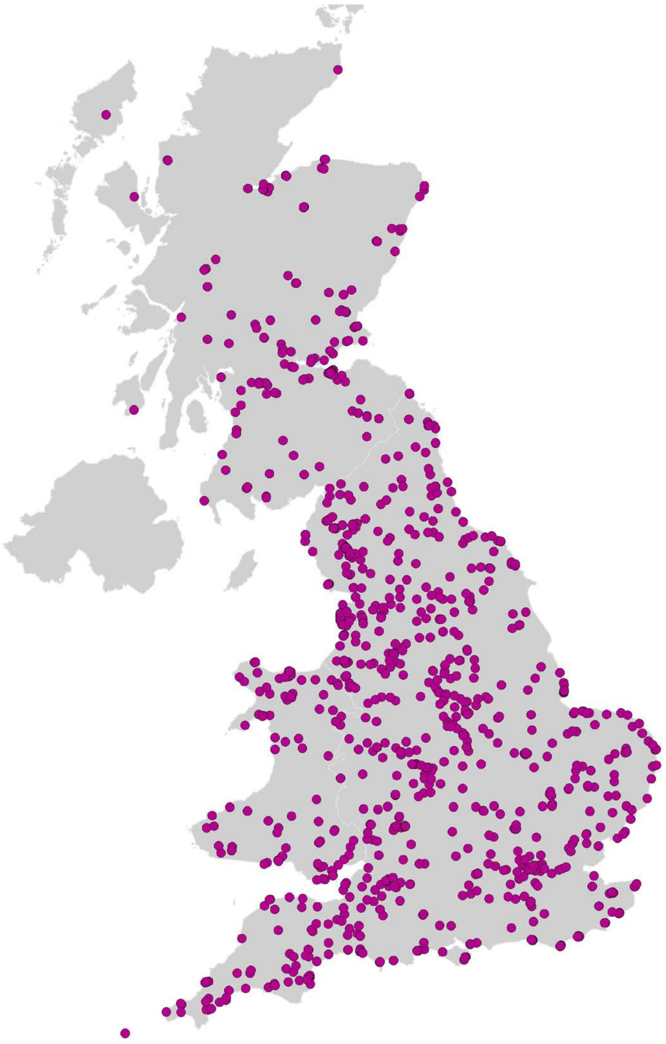
> There are signs that the bid-ask spread between buyers and sellers has narrowed and the volume of transactions is expected to rise.

Elite Hotels Portfolio
HSBC UK

- Portfolio of three unique hotels in the South of England
- 370 rooms across the portfolio, as well as extensive leisure facilities
- Valued for loan security in 2021 and most recently in 2024

Campanile Portfolio
Travelodge Hotels Ltd

- A nationwide portfolio of Campanile hotels
- Nine hotels with 951 rooms
- Valued in support of acquisition and subsequent rebranded by Travelodge in 2025



NATIONAL COVERAGE, LOCAL EXPERTISE

WE HAVE ADVISED ON AND VALUED A WIDE RANGE OF HOTEL ASSETS IN THE PAST 12 MONTHS.

With 11 offices across the UK, our specialist team of brokers, valuers and consultants are well-placed to provide expert advice and specialise in a diverse range of hotel assets from cosy B&Bs to luxurious all-inclusive resorts, independent properties, and internationally branded hotels.

KEY
- Location of hotel assets we have advised on or valued (July 2024 - June 2025)

Yorebridge House, North Yorkshire

An award-winning destination hotel in the heart of Wensleydale, in the Yorkshire Dales National Park. Yorebridge House comprises 12 individually designed en suite bedrooms, finished to an excellent standard and offering sweeping views of the surrounding countryside, as well as The Orangery restaurant, bar, function rooms and wine-tasting room. After 19 years under the previous ownership, the hotel was sold to DWC Hotels off an asking price of £3,800,000.

Latimer House, Cumbria

A popular guest house near Lake Windermere, offering seven en suite letting bedrooms and attracting high tourist trade all year round. The hotel was sold on behalf of the former owner due to retirement, marketed with an asking price of £925,000. It has been been acquired by a hands-on new owner who plans to uphold and enhance its high standards for quality accommodation and service.

The Trouville Hotel, Isle of Wight

An iconic beachfront hotel in Sandown which had been independently owned and operated by the Moorman family for over 45 years. The hotel was sold to expanding hospitality group Compass Hospitality and Seacare Hospitality in a joint venture, for an undisclosed price.

Ballathie House Hotel, Perthshide – Funding Secured

Christie Finance secured funding for the acquisition of Ballathie House Hotel, a historic country hotel set within a 234-acre estate in Perthshire, overlooking the River Tay. The hotel was purchased by IMR Hotels Ltd, owned by Mr and Mrs Ganju, who also operate a long-established travel agency in London with over 25 years' experience in luxury travel. Christie Finance arranged a tailored funding package to support the purchase, enabling the new owners to expand their presence in the hospitality sector.

OUR ACTIVITY

The Cairngorm Hotel, Scotland

A landmark hotel in Aviemore which had been under the same family ownership for three decades. The elegant 32 bedroom Victorian-style property is a well-established spot for food, drink and entertainment. The hotel was sold by previous owners WKW Partnership Limited due to imminent retirement and purchased by growing Highland hospitality group Turas Hotels for an undisclosed sum.

Dreadnought Hotel, Scotland

A 17th century hotel located in the heart of Callander town centre, a popular tourist town in the Trossachs. The former owners purchased the property in 2017 and sold due to retirement, handing over the keys to Caledonian Travel who have added the property to their growing portfolio in Scotland.

Crowne Plaza Felbridge, West Sussex

Located close to Gatwick Airport, the hotel formerly branded as the 'Crowne Plaza Felbridge' was sold to Britannia Hotels at the start of the year. Set within nearly four acres, the hotel comprises 116 en suite bedrooms as well as a health club and spa, bar, restaurant, and extensive conference facilities. The acquisition marks Britannia Hotels' 65th hotel which will be rebranded as 'Elite Venue Selection Felbridge' under the new ownership.

OUR SERVICES

With 90 years of expertise, our team of award-winning brokers, valuers and consultants covers the entire European hotel market, offering tailored advice and support.

BROKERAGE

We provide transactional support for buying and selling hotel businesses and properties. Our market-leading agents are true experts, each immersed in the hotel sector to ensure you receive the most up-to-date and accurate advice possible. With a network of eleven offices and the UK's largest hospitality team, our clients benefit from unrivalled local market knowledge.

VALUATIONS

We offer services for all situations including RICS Red Book Valuations for secured lending purposes. From property valuation to rent reviews, our qualified charted surveyors support you with a range of professional services.

CONSULTANCY

We offer services to support you throughout the lifecycle of an investment from from conceptualisation and planning to development, operational optimisation, turnaround and disposal.

FINANCE

CHRISTIE FINANCE

Our partner company, Christie Finance, is an independent, specialist commercial finance broker within the hospitality sector. With access to a wide variety of lenders, they are able to secure competitive finance solutions for clients in the form of commercial mortgages and unsecured business loans.

STOCKTAKING

venners

Venners is the leading supplier of stocktaking, inventory, consultancy and compliance services, and stock management systems for the hospitality sector. Services include control audits and live event stocktaking. Bespoke software enables real-time reporting using the best technologies. Venners is the UK's largest and longest-established stock audit company.

INSURANCE

CHRISTIE INSURANCE

Our partner company Christie Insurance specialises in insurance and risk management solutions to ensure that our clients have the most appropriate policies in place. Their services range from business insurance through to life insurance and employee benefits.

EPOS

VENNERSYS

Vennersys operates in the UK and delivers online cloud-based ticketing sales and admission systems to visitor attractions such as historic houses and estates, museums, zoos, safari parks, aquaria and cinemas. It has over 25 years' experience delivering purpose-designed solutions for clients' ticketing, admissions, EPoS and food and beverage sales requirements.

OUR 90TH ANNIVERSARY

2025 marks a significant milestone for Christie & Co, as we celebrate 90 years of unparalleled expertise in advising, valuing, and selling businesses across our specialist sectors.

Since 1935, we have been at the forefront of the market, providing expert advice and delivering exceptional results for our clients. We opened our first office on Baker Street in London, and have since expanded our services internationally, becoming the market leader in our respective sectors.

Our team has expanded substantially, bringing together a talented group of professionals across 22 offices in the UK and Europe, who share a passion for achieving the best results. Over the decades we have supported clients through some of their most important business decisions and provided trusted advice on landmark transactions, becoming the partner of choice for generations of business owners.

Today, we are the leading adviser in a variety of specialist operational real estate markets, driven by our long-lasting client relationships and commitment to a professional and collaborative approach. We are regulated by the **Royal Institution of Chartered Surveyors (RICS)** and this year we were named as the Top Contributor and Most Active Hotel & Leisure Agent in the UK in the EG Radius Awards, which includes pubs and restaurants, for the ninth year.

EST 90 1935 YEARS

> Our 90th anniversary is a celebration of the people who have shaped our business and those who continue to drive it forward. Christie & Co's success is built on a tradition of excellence, innovation, and a relentless focus on delivering for our clients. We look forward to seeing this continue into the years ahead.

Darren Bond, Global Managing Director at Christie & Co

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