

MARINA MARKET SNAPSHOT **2026**

ABOUT CHRISTIE & CO



NATIONAL
OFFICE
COVERAGE

Established in 1935, Christie & Co is the leading advisor in a variety of specialist operational real estate markets, driven by our long-lasting client relationships and commitment to a professional and collaborative approach to doing business.

Operating seamlessly across the UK and Europe through a robust professional network, clients benefit from our localised expertise and national exposure.

We are regulated by the Royal Institution of Chartered Surveyors to ensure protection from unscrupulous practices.

WHAT MAKES US DIFFERENT?



We consistently sell more specialist leisure businesses than any other business agent



Our national coverage, with local market penetration, ensures maximum exposure of your business to the largest pool of genuine buyers



We use competitive tension to deliver multiple bids and robust deals

Selling a marina business is a complex process that often involves many unknowns - particularly for a first-time seller who may be unaware of the common pitfalls that can disrupt a sales process. In our experience, issues that delay the process are often uncovered as a result of due diligence undertaken by the buyer, banks and surveyors, and it is in any seller's best interest to be well prepared in advance to ensure a smooth, successful transaction.

Working with an experienced marina broker, who can support the pre-sale preparation by identifying potential issues in advance, is therefore essential to achieving a successful sale.

WHY CHRISTIE & CO?

As an experienced agent, we understand the key things to watch out for when selling your marina business that can impact value, including:

- Dredging
- Bathymetric Surveys
- Pontoons and walkways
- Electricity and hook-up supplies
- Structural pier and land contamination surveys
- Third-party leases and concessions
- Sea and river-bed leases
- Trading Information
- Mooring / Berthing Data
- Staffing Information

Beyond these key considerations, we also recognise that owners will want to ensure they achieve the best possible price for their marina, which is why we leverage our marketing strategy to highlight the unique strengths of each business. Through our knowledge of deal creation and management, we use competitive tension to drive interest and with the objective of maximising the price achieved for our clients.

As a leading commercial agent with a track record of successful marina and marina-based business sales, we recognise the niche nature of the marina market, including its unique traits and processes, and can therefore provide vital expertise to support you in making the best decision for the future of your business.

ABOUT CHRISTIE GROUP

**CHRISTIE & CO IS PART OF CHRISTIE GROUP,
OFFERING PROFESSIONAL SERVICES AT EVERY
STAGE OF YOUR BUSINESS LIFECYCLE**



SALES | ACQUISITIONS | VALUATION | ADVISORY | CONSULTANCY | INVESTMENT
RESEARCH | FINANCE | INSURANCE

CHRISTIE FINANCE

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Christie Finance has over 45 years' experience and is a market leader in the sector, supporting clients to enter, expand, or develop their marina portfolio.

We can assist with the acquisition of a marina or marina-based business refurbishment, expansion or development work or perhaps a loan to purchase a new item of specialist equipment.

CHRISTIE INSURANCE

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Christie Insurance specialises in insurance solutions to help ensure that our clients have the most appropriate policies in place.

Our services range from business insurance (buildings, loss of income, injuries to staff and customers) through to life insurance and employee benefits.

OUR ACTIVITY



In 2025, the leisure market continued to demonstrate resilience amid a complex economic and regulatory landscape. While consumer appetite for experiences remained strong, operators faced a mixture of headwinds and opportunities.

IN 2025, THE CHRISTIE & CO LEISURE TEAM:



Brought **41** new leisure businesses to market throughout the UK



Advised on leisure businesses with a combined value of **£716 million**



Received **1300+** new registrations from buyers looking for leisure businesses

FEATURED MARINA FOR SALE



TEWITFIELD MARINA HOLIDAY APARTMENTS & MOORINGS

- Long-established and renowned holiday accommodation marina business
- Profitable trading business operated by general manager
- Over 50 marina and canal-side berths, plus accommodation for up to 134 guests
- Turnover for the year ending 31 January 2025 £755k (2026F £803k)

Ref: 5490068

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MARKET PREDICTIONS FOR 2026

- Continued growth in experiential and active leisure, fuelled by consumer demand for experiences.
- Integration of AI and automation, primarily in customer service (such as chatbots), dynamic pricing, and predictive maintenance.
- ESG will become a competitive differentiator and core investment criteria.
- Staffing pressures will drive workforce innovation, as labour shortages will persist particularly in seasonal and skilled roles.
- Businesses will need to respond with flexible contracts, upskilling programmes and automation in low-complexity tasks.
- Energy and insurance costs will remain volatile and interest rates, though expected to slowly fall, will keep financing comparatively expensive. Bank lending will continue to favour established operators.

OUR ACTIVITY

SOLD



ALBA SAILING DUNBEG, SCOTLAND

A longstanding marina charter business in Dunbeg, Oban, sold through Christie & Co. The business was acquired by a first-time buyer and new entrant to the marina market with vast experience in yachting and maritime services. Alba Sailing has been Scotland's premier independent bareboat and skippered yacht charter company for over 40 years.



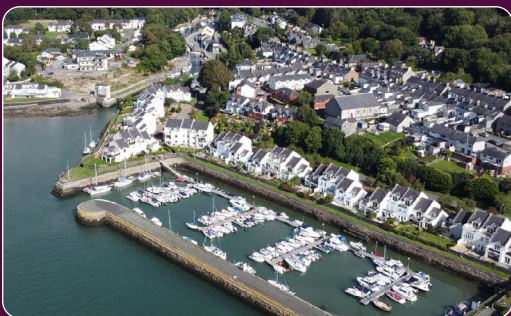
HOLY LOCH MARINA DUNOON, ARGYLL & BUTE

A 250-berth marina with substantial indoor and outdoor hard standing and ancillary services in Sandbank. The long-established business offers multiple income streams as well as development and expansion opportunities. The marina was acquired by Tingdene Group.



BROOM BOATS NORWICH, NORFOLK

A freehold marina, marine services and boating holiday business with an adjacent pub sold to Horning Pleasurecraft, brokered by Christie & Co. The business was established in 1898 and has been part of the Brundall boating community for 125 years.



PORT DINORWIC MARINA Y FELINHELI, GWYNEDD

Christie & Co were instructed by Azets acting in their capacity as administrators to sell Port Dinorwic Marina. We provided initial pricing and marketing recommendations and implemented a structured sales process, creating a competitive bidding process which resulted in 10 offers. The result was a successful sale in line with our pricing advice.



FARNDON MARINA NEWARK, EAST MIDLANDS

Christie & Co were instructed to sell this 300 berth freehold marina in the same family ownership for nearly 60 years. Launched openly to the market in February 2025, the property attracted multiple bids with the sale to Tingdene Group being swiftly completed in mid-June.

CONTACT US

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If you'd like one of our agents to contact you to discuss anything related to the marina market, please scan the QR code and complete the form.