

Revaluation 2023
Commercial Properties Committee

Practice Note 7
Valuation of Garden Centres

1.0 Introduction

- 1.1 This practice note applies to Garden Centres that generally sell shrubs, plants, trees and associated merchandise as well as other retail goods. Retail Warehouse which have a Garden Centre element should be dealt with under SAA Commercial Properties Committee Practice Note 5 – Valuation of Retail Warehouses.
- 1.2 Traditionally the Garden Centre market has been fragmented, with the majority of sites being occupied by independent, often family run businesses, with a few well known chain operators. The addition of concessions within Garden Centres has been a developing feature since the last revaluation with a number evolving to become significant retail outlets.
- 1.3 Care should be taken to ensure that a Garden Centre, in view of their physical layout and location, should be valued recognising the hypothetical open market letting of the subject.
- 1.4 Where any part within the site of the Garden Centre is occupied by an operator other than the Garden Centre (e.g. for the sale of conservatories, garden sheds or as a café or carwash etc), then it will be necessary to consider whether a separate entry should be made in the valuation roll for that subject.

Subjects so let out as to merit separate entries should be valued according to the method of valuation most appropriate taking cognisance of the occupation, use, physical attributes and rent.

2.0 Basis of Valuation

2.1 General Approach to Valuation

Garden Centres are valued on the Comparative Basis. Rents have been analysed in terms of the SAA Basic Principles Committee Practice Note 1 (Adjustment of Rents).

2.2 **Extent of Subject to be Valued**

The site, all buildings, glasshouses, display areas and nursery ground should be included in the valuation.

The only area to be excluded is any part that is used as a market garden or other areas included in the definition of agricultural lands and heritages (see section 7(2) of the Valuation and Rating (Scotland) Act 1956 (as amended)).

2.3 **Survey and Measurement**

Building areas should be calculated on a net internal basis. The total site area and areas for display, storage, car parking, etc. should also be determined.

3.0 **Garden Centre Categorisation**

The Garden Centre should be allocated to a category from the following list. With reference to section 3.2., turnover may assist in the categorization of the subject. It should be noted that the specific characteristics of the individual property, such as the quality of buildings and the location, should be reflected in accordance with section 3.3(a) to 3.3(g) and will not be impacted by turnover.

3.1 **Categories**

Category 1

The most basic Garden Centre with limited buildings, if any.

Category 2

Buildings are of glasshouse construction and in some instances are minimal in number. Typically these traditional Garden Centres are primarily used for plant sales.

Category 3

These are subjects that have evolved from traditional Garden Centres to become good quality Garden Centres with a mixture of building construction but, on the whole, are of good quality and include horticultural standard greenhouses.

Category 4

Subjects tend to be purpose built, modern, of good quality and have good finishes but will also include a number of older subjects which have been extended / improved over time.

Category 5

These are the best properties that because of scale and turnover do not fall into Category 6. These subjects are purpose built, modern, of high quality and have excellent facilities.

Category 6

These Garden Centres fall into the “super centre” category and will have a combination of the following factors;

Large and/or more affluent catchment area

Good access/situation

High quality of buildings and/or extensive range of buildings

Typically in excess of 5,000m²

3.2 **Turnover**

Turnover can prove to be an aid in the valuation process as a check on whether the valuation arrived at by the conventional method is broadly at an appropriate level. The placing of a Garden Centre in any particular category does not necessarily indicate that a certain turnover can be achieved. The approximate turnover bands refer to the hypothetical achievable turnover in the year to tone for the different categories of Garden Centres and it is expected that, generally, turnover ranges will be as follows;

Category 1 – Turnover up to	£250,000
Category 2 – Turnover between	£250,000 and £750,000
Category 3 – Turnover between	£750,000 and £1.5 million
Category 4 – Turnover between	£1.5 million to £3.0 million
Category 5 – Turnover between	£3.0 million and £6.0 million
Category 6 – Turnover greater than	£6.0 million

Smaller operations may be at the lower end of the scale whereas larger Garden Centres, with high quality buildings meriting an uplift, are likely to be at the upper end of the scale. It is likely that there will be some overlap between the categories.

3.3 **Adjustment Factors**

The following relativities will apply to all Garden Centres and will be applied to the adopted basic rate (see 3.4).

(a) “Average/standard” sales glasshouse:

This refers to traditional rod and truss glasshouses or more modern examples constructed of steel/latticework, providing equivalent accommodation to that of the older style rod and truss construction. 100% should be applied to these areas.

There may need to be an addition of up to 25% on “average/standard” sales glasshouse to reflect additional quality. The percentage addition should reflect the extent to which the quality exceeds “average/standard”.

It would be expected that the maximum 25% addition would be appropriate for retail accommodation superior to the average e.g. high bay steel portal frame buildings that may be clad in a variety of finishes, (brick/profile/steel/glass) or cavity brick/block buildings which offer a superior retail environment, and will include restaurants, coffee shops, offices, etc.

The maximum 25% uplift for additional quality will apply within all Garden Centre categories.

Similarly a deduction from the “average/standard” rate may be justified where the building provides a particularly low standard of accommodation compared with the average e.g. disabilities such as low internal height, changes in floor level etc.

(b) Warehouse/Storage Buildings:

These will represent a wide range of quality:

Good quality industrial building

A maximum of 80% should be applied.

Average industrial workshop type building

60% should be applied.

Poor quality timber sheds

A minimum of 20% should be applied.

(c) Covered sales, glass open sided canopy:

40% to 50% should be applied, assuming similar quality to main sales glasshouse.

(d) Portacabins:

40% should be applied if office use.

(e) Metal storage containers:

30% should be applied.

(f) Nicotarp/polytunnels:

Enclosed: from 30% for ex-growing tunnels up to 40% for modern purpose built with adequate heating and lighting etc.

Open: from 25% for ex-growing tunnels and between 30% to 40% on modern Nicotarps. (Representing an uplift on the main display land).

- (g) Areas partitioned off from main space to be valued at same rate as the building in which they are located.
- (h) Land (display/sales):
20% will typically be applied. However, if there is some substantial permanent good quality hard landscaping e.g. built up brick display beds then a maximum of 25% may be applied.
- (i) Land (storage):
5% for unsurfaced land used for storage of products intended for sale.
- (j) Car parking,
This is reflected in the rates applied to the buildings.

3.4 Rates to be Applied

CATEGORY	£/sqm
Category 1	£18.00 - £23.50
Category 2	£23.50 - £28.50
Category 3	£28.50 - £36.50
Category 4	£36.50 - £45.00
Category 5	£45.00 - £57.50
Category 6	Greater than £52.50

The above rates are for “average/standard” sales glasshouses and the percentage adjustments in paragraph 3.3 should be applied to these rates.

The choice of valuation rate within each range should recognise the property’s location, other relevant evidence and the levels of value applied to comparable subjects.

In respect of Category 6 subjects the rate should be derived where possible by reference to appropriate local rental evidence. In the absence of local rents it may be necessary to consider comparison with other Category 6 subjects elsewhere in Scotland or where necessary the UK as a whole.

Land values should be applied in accordance with paragraphs 3.3 (h) to (j) with a check made to local levels of value.

4.0 Plant and Machinery

- 4.1 Rateable items of plant and machinery not already reflected in the rental rates should be dealt with in terms of the Valuation for Rating (Plant & Machinery) (Scotland) Regulations 2000 as amended and valued by reference to the Rating Cost Guide.