

For Sale – Private & Confidential



Camiestone Road Inverurie AB51 5NT

THAINSTONE HOUSE

Savills (UK) Limited ('The Agents') is pleased to offer for sale the Heritable (Freehold) interest in Thainstone House, Camiestone Rd, Inverurie AB51 5NT (The 'Property'). Thainstone House is a 47-bedroom 18th century country house hotel in Aberdeenshire, offering a prominent regional hospitality investment with diverse revenue streams.

The property centres on a historic mansion with modern extensions, offering guest accommodation, F&B, events and leisure facilities. It blends traditional character with operational efficiency, attracting year-round demand from domestic and international visitors, with strong accessibility near Aberdeen.





Set within **substantial landscaped grounds**, Thainstone House offers a highly attractive country estate environment, with significant potential to enhance revenue through the expansion of outdoor events, experiential accommodation and premium wedding offerings.



Represents a rare opportunity to acquire a **heritage hospitality asset** of scale within a high barriers to entry sub-market, providing a **significant operational upside**.



The property is **offered freehold**, with expansive grounds totalling **35 acres**. This provides purchasers with an exceptional and irreplaceable Country House Hotel offering a number of genuine value-add initiatives.



Well maintained, charming hotel with **47 en-suite guest bedrooms**. Facilities include multiple F&B concepts, **newly refurbished leisure facilities** within the expansive grounds, which also include a **six-bedroom detached house**.



Multifaceted business with diversified income profile with significant non-rooms revenue and asset management and **value-add opportunities** including the expansion of bedroom inventory, greater utilisation of the grounds for events and leisure activities, and further development of the food and beverage proposition.



Freehold asset offered unencumbered by brand or management.

Investment

Highlights

Situation

Thainstone House Hotel is located on the outskirts of Inverurie in Aberdeenshire, occupying a highly accessible position just off the A96 — one of the North East's principal arterial routes linking Aberdeen with Inverness. Set within attractive landscaped grounds, the property lies in a peaceful semi-rural setting while benefiting from excellent connectivity to Aberdeen city centre (approximately 15 miles to the south-east) and Aberdeen International Airport.



Inverurie is one of Aberdeenshire's most affluent and fastest-growing towns, benefiting from a strong local economy historically underpinned by the energy sector, agriculture and professional services. The town offers a wide range of amenities and serves as an important commercial and administrative hub for the surrounding Garioch area, supporting consistent year-round demand from both corporate and leisure markets.

The location provides convenient access to a range of regional attractions and business centres. Aberdeen, known as Europe's energy capital, remains a key driver of corporate travel, while nearby destinations such as Royal Deeside — including Balmoral Castle and the Cairngorms National Park — enhance the area's appeal to the leisure market. Outdoor pursuits including golf, fishing and walking are readily accessible, contributing to the region's attractiveness as a short-break destination.

Thainstone House itself is a historic Georgian mansion, set within mature parkland and offering a distinctive country house setting in close proximity to major transport links. Its combination of heritage character, accessible location and high-quality accommodation underpins its appeal across a broad customer base, including weddings, conferences, corporate stays and leisure breaks.

Aberdeenshire is widely recognised as an established hospitality market, benefiting from a diverse demand profile that combines corporate, events and tourism activity. The area continues to attract domestic and international visitors, supported by strong infrastructure, proximity to Aberdeen, and a high-quality natural and built environment.



Connectivity

Thainstone House Hotel is situated in Aberdeenshire, in close proximity to the town of Inverurie and approximately 15 miles north-west of Aberdeen city centre. The property benefits from convenient access to the A96, one of the principal transport routes connecting Aberdeen and Inverness, and is within easy reach of Aberdeen International Airport.

Airport

01. Aberdeen Airport and Harbour

Distilleries

02. Glen Garioch Distillery
03. The Glendronach Distillery
04. Knockdhu Distillery

Golf Clubs

05. Inverurie Golf Club
06. Kemnay Golf Club
07. Kintore Golf Club
08. Meldrum House Golf Course
09. Oldmeldrum Golf Club
10. Trump International Golf Links

Attractions

11. St Machar's Cathedral
12. His Majesty's Theatre
13. Aberdeen Art Gallery
14. Aberdeen Maritime Museum
15. Craigievar Castle
16. Fyvie Castle, Garden & Estate
17. Dunnottar Castle
18. P&J Live



Property Overview

Address	Camiestone Rd, Inverurie AB51 5NT	
Tenure	Heritable (Freehold) interest	
Site Area	35 acres	
Keys	47 & 6 Bed Flexible Unit	
F&B	The Green Lady	40
	Stockmans Bar	34
	Cocktail Bar	25
	Drawing room	35
M&E	Ballroom	300
	Large Ballroom	250
	Small Ballroom	50
	Dee Meeting Room	20
	Don Meeting Room	20
	Games Room	10
	Lower Gallery	40
	Upper Gallery	20
	Music Room	5
Other	Leisure Club with swimming pool, sauna and steam room with further outdoor thermal experience.	
Car Parking	100 spaces	
Staff Accommodation	6 bedroom staff house to the rear	

The property offers 47 uniquely designed bedrooms, each thoughtfully styled to provide comfort, character, and a sense of individuality, complemented by additional 6 bedroom flexible unit which could be converted into further accommodation ideal for group stays or extended occupancy.



Guest Bedrooms	Room
Junior Suite	1
King Suite	1
Deluxe Rooms	14
Classic Rooms	26
Petite Double Rooms	5
Total	47



THAINSTONE HOUSE



Food & Beverage

Guests can enjoy a range of dining and social spaces, including **The Green Lady Room**, offering an elegant setting for dining in a historic grand drawing rooms, **Stockman's Bar**, a relaxed space ideal for drinks and informal gatherings, the **Drawing Room Lounge and Bar** and the **Laird Room** offering an intimate bar space.



Food & Beverage	Covers
The Green Lady	40
Stockmans Bar	34
Cocktail Bar	25
Drawing Room	35
Total	134



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Meeting & Events

The hotel also benefits from a **grand ballroom with capacity for over 350 guests**, making it well suited for weddings, events, and large functions. Additional facilities include **games rooms, two meeting rooms**, and an **outside terrace**, providing flexible spaces for both leisure and business use.

Meeting Spaces	Covers
Ballroom	300
Large Ballroom	250
Small Ballroom	50
Dee meeting Room	20
Don Meeting room	20
Games room	10
Lower Gallery	40
Upper Gallery	20
Music Room	5
Total	410



Leisure Club

The Leisure Club is a key attribute to the overall mini-resort, with the undisputed growth in the wellness and fitness sector. The upgraded facilities, completed in March 2026, ensure the leisure club is well positioned for continued growth. The facilities include a 13-metre swimming pool with poolside sauna and steam room, and outdoor thermal experience, alongside a fully equipped gym featuring 30 state-of-the-art machines and two treatment rooms.

Externally, the property benefits from a large lawn, providing further potential for events, recreation, or guest relaxation.



Key Trading Metrics

YE March	Year FY24A	Year FY25A	Year FY26A (10 months)	Year FY27F
KPIs				
Occupancy	73.9%	74.0%	62.0%	77.2%
ADR	96.82	89.34	88.88	91.52
RevPar	71.58	66.07	55.11	70.61

Revenue Summary				
Rooms	1,274,774	1,140,492	942,873	1,208,065
Food	550,096	647,751	488,681	502,806
Beverage	342,954	380,409	285,504	273,731
Leisure	386,288	353,347	196,898	224,552
Other Sales	118,618	94,438	62,310	76,914
Total Revenue	2,672,731	2,616,437	1,976,266	2,286,068



Growth Opportunities

Crerar Hotels is a robustly performing collection of ten destination 4 and 5-star luxury hotels with authentic Scottish hospitality. Many of the hotels have had rooms and spas upgraded over recent years with performance in a ramp up phase and benefits still passing through.

The Vendor is an independent London-based investment firm that manages long-term committed capital. The portfolio has a strong leisure focus with luxury accommodation, spa and wellness and brilliant food at their core. Their quality, facilities and operational performance ensure that Crerar assets compete well in their relevant sub-markets.

At the present time, it is felt that Thainstone House, will benefit from a more focussed owner operator, with new vision, to revitalise the space and enhance the profitability of the offering.

There is clear potential to reposition the asset as a premium exclusive use venue or semi rural retreat, capitalising on its private setting, heritage character and proximity to Aberdeen. Increasing demand for high end buy out venues — particularly for weddings, corporate away days and overseas group travel — supports an offering centred on privacy, flexibility and curated guest experiences.

In addition, the property could be further enhanced through the introduction of a spa, wellness or medical tourism concept, aligning with growing international demand, particularly from Asian markets, for destination-led health, recovery and lifestyle experiences in tranquil, natural environments. This positioning may hold particular appeal to a range of investors seeking to diversify into experiential hospitality assets with strong lifestyle branding and international appeal.

Furthermore, the scale, layout and grounds present potential for alternative use conversions (subject to planning permission), including a care or later-living facility, where demand across the UK continues to be driven by demographic trends and constrained supply.



Scottish Regional Success Story

Robust average rate performance has driven positive revenue results for hotels in the Scotland Provincial market. Thanks to stronger international tourism and major events, the past year witnessed robust trading, despite softer demand patterns.

Hoteliers' ability to drive higher pricing has translated into a 12-month RevPAR change of +4.0%, in the year to April. Forward bookings point to a positive year ahead, supported by a stronger summer and autumn period, enabling hoteliers to continue driving average rates. Hoteliers are anticipating increased staycations as many choose to travel closer to home, especially as travellers remain experience-driven.

Seasonality follows that of a typically leisure-driven market. Occupancy accelerates from Easter, with the summer months achieving peak performance. Hotels in submarkets like the Scotland North Regional are expected to continue their outperformance, most notably in ADR, in absolute terms, due to the Luxury segment's success. Hotels in the Luxury and Upper Upscale classes have experienced the largest RevPAR increases over the past 12 months, with market participants often noting that hotels with golf and spa amenities tend to outperform as consumers increasingly seek experiential travel.

Events have supported performance growth in the region in the past five years, including hosting The Open Championship in 2024. Golf-related business generates significant overnight business for the various resorts, supporting total revenues as well. A rise in 'screen tourism' since being featured in films and Netflix shows has further enhanced the region's appeal, especially for foreign tourists, resulting in more overseas visitors.



Aberdeen Market

Aberdeen represents one of Scotland's most established and resilient regional hospitality markets, underpinned by its status as Europe's energy capital and a key hub for the North Sea oil and gas industry. The city benefits from a diverse demand profile, with year round occupancy driven by corporate travel, conference and events activity, energy sector personnel, and a steady leisure market attracted to the wider Aberdeenshire region. This strong underlying demand has historically supported stable hotel trading performance and continues to attract investor interest, with the city recognised for consistent occupancy levels and a broad mix of business and leisure guests.

Investment conditions in Aberdeen are further reinforced by significant long-term capital inflows into the region, with over £30 billion of energy, infrastructure and development investment anticipated in the coming decade. This substantial pipeline, alongside Aberdeen's position as a leading UK centre for foreign direct investment, is expected to underpin continued economic activity and corporate travel demand, supporting the hospitality sector.

A key driver of accessibility and demand is Aberdeen International Airport, which handled approximately 2.2–2.3 million passengers annually in recent years and continues to see gradual recovery and route expansion, supporting both domestic and international connectivity. The airport plays a critical role in facilitating inbound business travel, particularly linked to the energy industry, while also supporting a growing leisure market through expanding European routes. This connectivity, combined with strong road infrastructure including the A96 and A90, ensures Aberdeen remains well positioned within the UK's regional hotel investment landscape.



Transaction Market

Hotel investment activity has been buoyant in the Scotland Provincial market over the past 12 months. Operators seeking to expand their portfolios in key golf resort locations have been acquisitive. Marine & Lawn Hotels & Resorts acquired the luxury 27-room Greywalls Hotel for approximately £12 million (£444,000/room), underscoring investors' appetite for high-end resort hotels. The property has since undergone refurbishment works, further underlining investors' motive in driving additional value.

National owner-operators have also remained active. The Estee Group acquired Project License's hotel portfolio for approximately

£14 million, which included the 71-room Holiday Inn Dumfries and two other hotels. The transaction reflects the ongoing interest from national operators looking to expand across the region through strategic acquisitions.

Transaction activity in Scotland is likely to remain in demand, especially for value-add opportunities. Sales below £20 million are set to drive hotel transactions, with national and local buyers key to these acquisitions. Market participants are cautiously optimistic about the upcoming months, with a favourable financing environment likely to support deal flow.



Statutory Information

Transaction Structure

The property is held Heritable Proprietorship (the Scottish equivalent of freehold) and will be sold as a going concern (TOGC). Title Number – ABN14156.

TUPE

The purchaser will be required to comply with the relevant legislation in respect of current employees.

Staff Accommodation

There is a 6 bedroom staff house on site.

Energy Performance Certificate

The principal building has an energy performance rating of G. The EPC certificate for this is available in the virtual Data Room.

Fixtures and Fittings

Trade inventory will be included in the sale. Stock at valuation on completion.

Rateable Value

The property is designated as a Hotel, with a current rateable value of £210,500. We therefore estimate current rates payable for 2026/27 at £119,564.

Data Room

For further information please request Data Room access via Savills.

Viewings

Strictly by appointment with Savills.

All viewings are strictly by appointment only. Please contact the sole selling agents below to arrange a viewing. Please note this is a highly confidential process and the hotel staff are unaware of the process so under no circumstances should interested parties contact the hotel staff directly.





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