



Farmland market largely unaffected by changes in political landscape

Despite the momentous changes in the political and wider landscape, in general the market for farms and farmland has remained remarkably unaffected, including post the General Election. This in itself is a clear indicator of what drives the market - concepts of “an asset you can kick”, “they do not make any more of it” and “gold with a coupon” are often trotted out, but they remain as true today as they ever were.

We are proud to have acted for buyers or sellers in a large proportion of the farmland sales that were carried out in our region recently. A number of the deals featured bare arable prices well in excess of £10,000 per acre, with some exceeding £14,000 per acre. However, it would be totally false to suggest that all land in southern England is worth more than £10,000 per acre and the values remain extremely location specific. A couple of miles can literally make all the difference.

A number of farms came onto the market (not via BCM) and were then withdrawn having not found a buyer. Often the cause has been an initial overpricing emasculating the marketing impact from the outset.

You need be certain your agent fully knows the local and wider markets and can advise you on the most appropriate marketing strategy and lotting to set the tone for the campaign from the word go.

There are inevitably potential headwinds on the horizon and questions over the tax treatment of farmland and the valuation impact of reduced subsidy income continue to be raised. However, in our area income from the farm in question is rarely a main driving force for non-farmer buyers. Farmer buyers will always think about the largely cyclical nature of farming. Meanwhile, the availability of

historically cheap agricultural loan finance and farmers with development rollover money continue to bolster demand for farms and land. We are also seeing a resurgence of foreign buyers into the market, driven by exchange rates and the concept of UK farmland as a safe haven for investment.

An increasing number of developers want to buy farmsteads and the like, with land, for housing, with some London-centric developers now moving into our market as they see better returns here than in central London.

We remain confident over the land market going forward and expect to see continued demand. Inevitably, the political and economic climate could throw up factors which

impact the land market, but that is true of any asset. At the moment the safe nature of the asset continues to drive demand.

In the spring we launched a varied mix of properties onto the market.

Highlights include

- a 600 acre farm in north Hampshire, sale now agreed
- more than 680 yards of double bank and almost 190 yards of single bank fishing south of Stockbridge on the River Test, sale now agreed
- an oil well producing a very healthy annual rental income close to Sutton Scotney, sale now agreed
- Houghton Farm Yard, a redundant farmyard near Stockbridge where we achieved planning consent for 13 dwellings, marketed as a development site, sale now agreed

We continue to see strong private off-market demand from buyers seeking substantial farms and estates in our area.

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TEST VALLEY, HAMPSHIRE

Grade II listed farmhouse, outbuildings, farm buildings, three bungalows. In all about 588 acres

SOLD



SOUTH DOWNS, HAMPSHIRE

Arable farm with 6 bedroom farmhouse, 5 further dwellings and farm buildings. In all about 670 acres

PURCHASED



ALRESFORD, HAMPSHIRE

Arable farm with farmhouse, four further dwellings and farm buildings. In all about 202 acres

SOLD



DORCHESTER, DORSET

*Commercial mixed farms.
In all about 880 acres*

PURCHASED



SOUTH DOWNS, HAMPSHIRE

200 acres of arable land

SOLD PRIVATELY



NEWPORT, ISLE OF WIGHT

In all about 407 acres arable and grass land with three farm buildings

SOLD



HOUGHTON, HAMPSHIRE

*Rural residential development opportunity with planning consent for 13 dwellings.
In all about 2 acres*

SOLD STC



STOCKBRIDGE, HAMPSHIRE

*First class fishing on the River Test.
In all about 682 yards double bank and 189 yards single bank.*

SOLD STC



CARISBROOKE, ISLE OF WIGHT

Residential and commercial arable farm including farmhouse and range of farm buildings. In all about 267 acres

SOLD



ALRESFORD, HAMPSHIRE

50 acres of watercress beds and pasture land for retained estate client

PURCHASED PRIVATELY
