



rural property specialists

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RURAL BRIEFING

MARKET COMMENT



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Farmers’ resilience and ability to make decisions in response to changing circumstances has been displayed in spades recently with what has been one of the driest and hottest periods on record. It is this spirit and mindset which must come to the fore as we move towards the hugely uncertain post Brexit landscape. Whether we have an orderly or a disorderly exit from the EU, there is going to be significant change for farmers and landowners to grapple with.

On the basis that “no plan survives first contact with the enemy”, it is not only vital that farmers and landowners challenge themselves with open minds as to how they proceed in the future, but they will also need to retain an element of flexibility to make sure they are best placed to react and restructure in the face of whatever policies emerge in the coming months and years. In many ways, the one thing the CAP has provided is a financial comfort blanket to most farming enterprises and arrangements and it seems to us there is little doubt that blanket is going to be summarily removed.

In this issue of the rural briefing we concentrate on just a few of the many areas where we feel farmers and landowners need to focus and drive income that is not derived from normal agricultural production.

We are also delighted to welcome Tom Bishop back from New Zealand and he sets out here what he found on his studies and draws conclusions as to how UK farmers can take the New Zealand example and set themselves for the forthcoming maelstrom.

We hope you enjoy the read. Please do feel free to circulate this and, if you would like to be signed up to receive regular updates from BCM, please email info@bcm.co.uk.



Mixed farm, 7 bedroom farmhouse with about 588 acres

We have had another busy time in the land market, both on the open market and negotiating private deals.

Although many report a slight fall back in demand and prices, we still see strong buyers in our area willing to pay strong prices for the right piece of land. As previously reported, however, local knowledge is key because demand can change significantly over small distances.

Whilst we have continued to sell farms and land in the traditional sense, we have also been involved with a number of more diverse transactions including the sale of a multi-million pound AD plant on the Isle of Wight (capable of turning 50,000 tonnes of energy crops into enough biomethane to supply the majority of the Island’s gas needs in summer and for 5,000 homes in winter), an on shore oil well, land for viticulture and more than 1,100 yards of fishing on the River Test.

Recent transactions also include the sale of Parsonage Farm in Hurstborne Tarrant which included a Grade II-listed seven bedroom farmhouse and 590 acres of land, Carron Row Farm at Titchfield and Hardwick Court farm near Chertsey in Surrey. In addition, we are involved in a number of farm and land transactions on the Isle of Wight including Rowlands Farm and Little Upton Farm.

We have a number of farms coming forward in the sales pipeline. Please contact us for further details or if you are considering a land sale or purchase.



Residential development with consent for 13 units



Grade II listed farmhouse & buildings with about 22 acres



682 yards double bank and 189 yards single bank fishing



On shore oil well extraction site with established covenant

HENRY McCOWEN
Partner
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