

BROWN & CO

PROPERTY AND BUSINESS CONSULTANTS

LAND MARKET UPDATE 2022



There appears to be various common themes in any commentaries one reads on the land market and these are the same as last year's Land Market Update. There continues to be a very limited supply

of farms coming to the market. Volumes of both public and private offerings are certainly down compared to previous years, although we must accept the previous 10 to 15 years saw a significant amount of land being traded. Covid continues to influence peoples' decision making process as well as continued speculation on future farming profitability with the reduction of the Basic Payment Scheme. At this time of year we normally have some idea of the likelihood of what is coming to the market in 2022 and all indications across the Brown&Co region are that this lack of supply will continue. The general view of all our agents is that if anyone is considering selling there is no reason to delay so as to take advantage of this shortage of farmland.

It should be no surprise that anything that has been traded has sold extremely well reflecting the supply and demand principle. During the pandemic sales of development land continued at very good levels fuelled by the escalation of house prices generally across the country. The vast majority of farmland that has been traded has been bought by buyers looking to rollover their significant gains.

There continues to be plenty of development money in the market which adds to the reason not to delay a decision to consider marketing a farm in the current market. It is not just development land that has created buyers but also those in receipt of monies from infrastructure projects of which there seems to be an increasing numbers so I would suggest it is a sellers' market at present and it is likely to be so for 2022.

In terms of values the reduced supply has helped maintain price levels across our region. Arable land values in the east for Grade 2/3 soils typically ranged from £7,000 to £10,000 per acre. Mirroring the national trend there has not been a significant amount of Grade 1 silt traded but what evidence is available suggests that values have been maintained and reflect a healthy premium over their Grade 2 and 3 counterparts.

So whilst we have a strong market I cannot stress enough the importance of preparing a farm diligently for marketing purposes in advance of its launch. It will certainly assist with the conveyancing process once a deal has been agreed and negate the risk of any problems. Market knowledge is the key to achieving successful sales and all our agents at Brown&Co are well placed to deliver you this advice. We look forward to discussing your property requirements and objectives during the forthcoming year.

Charlie Bryant
Head of Brown&Co Farm Agency

METHODS OF MAXIMISING VALUE

Preparation

Whether retiring, consolidating or restructuring, the decision to sell is a major one and is not taken lightly. Brown&Co are able to provide you with trusted advice on the matters that need to be addressed. This could include the implications for future income, the impact on retained property, tax planning or succession. Brown&Co will ensure that the decision to sell is the right one, and if it is, we can handle the sale and ensure the transaction is undertaken efficiently and in line with your wider objectives.

Maximise value

As local, regional and national agents, Brown&Co know the market and how to achieve best value. We can help you maximise value through areas such as:


- Considering if there is planning potential on buildings or a parcel of land that should be explored before a sale.
- If there is a tenancy or licence that should be terminated before sale.
- Considering whether the property is looking at its best for photographs and what season to sell in.
- Preparing legal information to ensure the sale runs swiftly and efficiently once an offer is accepted.

Tax Planning

It is important to consider Capital Gains Tax on sale proceeds. Entrepreneurs' relief can apply where a disposal is as a result of the cessation of a business, reducing the rate of tax from 20% to 10%. This cannot be left to chance, so the sale needs to be planned and structured accordingly. For the sale of a typical parcel of land acquired for £3,000/acre and sold for £9,000/acre, the tax saving could be in the region of £600/acre. We can work alongside your accountant and legal advisors to provide you with personalised, professional advice and guidance in order to plan ahead and ensure any disposal is as tax efficient as possible.

Marketing the property

We look to present the property to a wide range of potential buyers. We profile the buyer to pitch the farm to the buyer we feel will bid the highest, whether that is a local buyer or a new influence in the market, we will ensure the best price is achieved.



Brown&Co provide unrivalled advice to help you buy, sell or rent your farm for the best price.

BROWN&CO NATIONAL MACHINERY AUCTIONEERS

The sale of machinery can arise from a disposal of land, letting of land or change in farming policy. Brown&Co offer a complete service of machinery valuations and sales. Brown&Co carry out bespoke sales from full farm sales, along with sales of single items of equipment in our regular collective sales.

ONSITE AUCTIONS

Our onsite auctions remain a popular way of disposing of farm plant and machinery efficiently and with complete transparency. From the commencement of the sale catalogue to the clearance of the site, we guide you through the process in a professional and practical manner. Our dedicated team work closely with sellers and buyers to ensure a successful outcome. We promote auctions to our regular buyer's database, along with new and local buyers. We are able to tailor our services accordingly to meet our clients' needs whether that be an individual or a company. We ensure sale proceeds are maximised, our commission charges are flexible and competitive and we account promptly with the auction proceeds.

ONLINE TIMED AUCTIONS

Our online timed auctions for agricultural machinery are extremely popular. They give our clients the opportunity to sell surplus farm machinery and equipment via a bespoke online auction service run through our website, with the minimum of disruption to our client. We host quarterly collective online auctions throughout the year, but also tailor individual auctions to specific needs of particular clients. Each item will have its own detailed listing, alongside a series of photographs. The auction runs over several days to a timed deadline.

MACHINERY VALUATIONS

Our auction department is also able to offer specialist machinery valuations for a variety of reasons including accounting, transfer and dissolution purposes. Our experienced auctioneers, dealing day in day out, with plant and machinery, are well placed to provide this valuation service.





SOLD

The Barmer Hall Estate, Syderstone, Norfolk | Guide: £9,500,000
430.70 hectares (1,064.29 acres). A first class historic estate is one the most stunning parts of North West Norfolk comprising a let portfolio in a single block including; productive arable land and farm buildings.



SOLD

Moss Farm, Susworth, Lincolnshire | Guide: £3,210,000
155.02 hectares (383.07 acres). Three bedroom bungalow and farmyard along with highly productive arable land with root cropping potential and irrigation available.



SOLD

Springcliffe Farm, Redbourne, North Lincolnshire | Guide: £3,900,000
132.64 hectares (327.78 acres). 5 bedroom farm house, 3 bedroom cottage, range of traditional buildings, grainstores. Along with highly productive arable land.



SOLD

Pooly Farm, Northwold, Norfolk | Guide: £3,000,000
131.27 hectares (324.37 acres). A diverse farm situated on the edge of the village of Northwold to the south of the A134 (Thetford Road).



SOLD

Goredike Bank, Gorefield, Cambridgeshire | Guide: £1,125,000
57.87 hectares (142.99 acres). Good quality, well-farmed arable land with some root cropping potential.



SOLD

Radwell Hall Farm, Radwell, Bedfordshire | Guide: £1,250,000
9.51 hectares (23.49 acres). 3 bedroom detached property with traditional buildings housing 11 stables and yard, all-weather arena, lunging circle and paddocks.



SOLD

Abbey Warren Farm, Bucknall, Woodhall Spa | Guide: £1,950,000
76.44 hectares (188.90 acres). A mixed farm which includes a five bedroom farm house, range of buildings, along with productive agricultural land.



SOLD STC

Home Farm, Priors Hardwick, Warwickshire | Guide: £1,025,000
12.16 hectares (30.05 acres). Attractive 3 bedroom farm house, range of buildings with scope for conversion and paddock land.

WHY BROWN&CO?

Brown&Co has a wide network of agents and farm consultants each with expert local knowledge.

We are a multi-disciplinary Firm with teams dealing with residential and commercial property, all aspects of architecture and planning as well as our land agency and farm consultancy teams.

Our active international offices in Poland and Romania, combined with our other operations in Europe and South America, mean we have access to and understand international buyers.

Every sale, whatever size, is handled with the same dedication and professionalism.

For personalised, professional advice and guidance during any transaction contact our experienced agency team.



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