

LAND MARKET UPDATE

— 2023 —

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- Charlie Bryant | Head of Brown&Co Farm Agency

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MARKET UPDATE

Anyone who takes a cursory interest in current affairs will be overwhelmed with the general pessimism currently in the media. But we have good news. The land market is bucking the trend when compared to other areas of general market sentiment.

The last extremely buoyant marketplace took place between 2006 and 2013. At the time, a range of new buyers entered the market and in turn various pensions funds and institutional buyers became interested in purchasing significant tracts of agricultural land. Their involvement was alongside that of usual purchasers, including commercial farmers and fiscally driven buyers. Since 2013, the market stabilised and waned somewhat but once again we see it on the rise.

Land Value Trends 2006 - 2022

Year	Av. Land Value per Acre*
2006	£4,250
2013	£8,250
2014	£10,000
2015	£9,250
2016	£9,500
2017	£9,750
2018	£8,750
2019	£9,000
2020	£9,500
2021	£9,750
2022	£10,750

*Data based on Brown&Co average land sale and purchase values

Evidence showing this rise in real terms can be gleaned from a sizeable block of arable land which Brown&Co purchased on behalf of a client at the beginning of 2022. For various reasons we were recently instructed to remarket this land and have just concluded a sale at a price which is 35% higher than when purchased. The land value was just under £11,000 per acre.

One would not be wrong to question why this rise is the case with increasing interest rates, uncertainty over future farm profitability and a general nervousness over the economy. The answer as to why is quite simple. There is a significant amount of cash, generated from development land sales and compulsory purchase acquisitions. This needs to be placed to take advantage of the ongoing fiscal benefits of owning land such as capital gains rollover relief and agricultural property relief for inheritance tax purposes. Add to that the relative safety which is inherent and attached to this type of property class, then it is no surprise that the market is on the up.

There are of course two main factors which determine any market, namely supply and demand. So if the previously mentioned demand wasn't enough to fuel the market it is being further enhanced by the relative scarcity of supply.

Whether you are a buyer or a seller, you would be well advised to contact our dedicated farm agency team for an initial discussion. Our network of Land Agents and Agri-Business Consultants operating in all our regions enable us to maintain an unrivalled knowledge in terms of opportunities, valuation advice and market trends at a microlevel. An increasing measure of the market is the private transactional activity which takes place. To meet this requirement, we have developed a refined team of buying agents tasked with finding off market opportunities for our database of registered applicants. Our service does not stop at the acquisition but can be extended to ongoing support post-purchase, especially for those not looking to undertake the farming in hand.

From a selling point of view, you only get one chance and our agents are well versed in providing bespoke marketing advice to ensure the best results. A combination of our experience and appropriate valuation advice, formulate a professional sales campaign and detailed knowledge of applicants, both local and remote to the property, to ensure a successful outcome.

By Charlie Bryant
Head of Brown&Co's
Farm Agency Team



BROWN&CO NATIONAL MACHINERY AUCTIONEERS

The sale of machinery can arise from a farm sale, letting of land or change in farming policy. Brown&Co offers a complete service for machinery valuations and sales. Brown&Co can carry out bespoke sales for your needs, ranging from full farm auctions to the sale of single items of equipment in one of our regular collective sales.

Our Year in Numbers:

24

ON-FARM MACHINERY SALES
COMPLETED IN 2022

5,500

TOTAL NUMBER OF
LOTS SOLD IN 2022

£10,000,000

WORTH OF LOTS UNDER
THE HAMMER IN 2022

View Our
Auction
Calendar:





SOLD

Flanders, Peacocks & Grosvenor House Farms, Cambridgeshire | Guide: £12,000,000
292.53 hectares (722.84 acres). An exceptional commercial arable farm within easy reach of major road networks, with extensive land drainage and having benefitted from sympathetic cropping rotations.



SOLD

The Harston Estate, Grantham, Leicestershire | Guide: £7,000,000
Approx. 773.00 acres. An Agricultural, Residential and Sporting Estate comprising of three let farms, a range of farm buildings with development potential, a detached dwelling set within six acres, a portfolio of cottages & woodland with sporting rights.



SOLD

Fowes, Manor & Red House Farms, Little Yeldham, Essex | Guide: £6,000,000
252.18 hectares (623.17 acres). A highly productive commercial arable farm with grain stores and buildings. The farm includes 236.04 hectares of productive Grade 2 arable land and 8.18 hectares of mixed woodland plantations.



SOLD

Hill Farm, Old Buckenham, Norfolk | Guide: £3,700,000
113.47 hectares (280.38 acres). With a combination of period farmhouse, productive arable land and traditional and modern farm buildings, including a grain store, Hill Farm is a well-equipped residential farm in an attractive Breckland location.



SOLD

Fen Farm, Washbrook, Ipswich, Suffolk | Guide: £2,750,000
74.44 hectares (183.95 acres). A highly-productive holding of arable and grassland with a listed four bedroom farmhouse, a useful range of modern and commercial buildings, and productive irrigated arable land.



SOLD

Top Farm, Branston, Lincolnshire | Guide: £1,900,000
66.89 hectares (165.28 acres) of prime Grade 2 arable land to the south east of Lincoln including barns for conversion, set in 0.92 of an acre with planning permission for conversion to two dwellings.



SOLD

Lodge Farm, Raunds, Northamptonshire | Guide: £1,500,000
21.92 hectares (54.17 acres). A fully equipped small holding comprising of productive pastureland, paddocks, a range of agricultural and equine buildings and two rural dwellings, giving the option for further accommodation or a source of income.



SOLD

Lyne House Farm, Walkeringham, North Nottinghamshire | Guide: £2,430,000
108.50 hectares (268 acres) of productive arable land with root cropping potential, also benefitting from a farmyard with a range of modern and traditional farm buildings, along with a four/five bedroom detached house and gardens.

WHY CHOOSE US?

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 St Lucia, Poland and Romania, combined with our other operations in Europe and South America, mean we have access to and understand international buyers too.

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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