

Spring 2020

Welcome

It gives me great pleasure and pride to welcome you to the inaugural Parry Land & Property Newsletter. I hope that you will find the various articles and comments interesting and thought-provoking.

The main aim of this quarterly publication is to provide a brief overview of the rural marketplace; looking at trends, values and pointers for those seeking to buy, sell or simply understand the value of their rural assets.

If you would like to discuss further any matter touched on herein, please do pick up the 'phone, or drop me an email.

I look forward to working with you.



A handwritten signature in black ink, appearing to read 'Will Parry'.

Will Parry MRICS

What We Do

Our services focus principally on rural property brokerage. We give advice to buyers and sellers of farms, land and estates throughout the UK. In addition to agency transactions we are also asked to advise existing land and property businesses on their future strategy and to provide valuation advice to help them best understand their assets.

Acquisitions

We have a wide experience in advising clients on purchasing rural property across the UK. Our links with other agents and professionals help to ensure we hear first on potential, opportunities.

An increasing number of transactions are handled off-market and our network can help unearth these deals.

If you are thinking of investing in farmland or a country property, we would be delighted to help.

Disposals

We provide clients with a clear, deliverable strategy when considering a sale.

Our advice is focussed on:

- * Method of sale
- * Timing
- * Pre-sale investment
- * Marketing approach
- * Development options
- * Concluding the sale
- * Agreeing Head of Terms
- * Help with legal matters

For an appraisal of your farm, land or estate do not hesitate to call.

Consultancy

Our experience in working with a wide range of rural businesses can help others benefit when considering their plans.

We work with existing advisors and stakeholders to help devise the best future direction.

We can put you in touch with specialists who can help on legal, accountancy, planning, financial and farm management matters.

Rural Market Outlook - 2020

Much is written about the amount of land that comes to the market throughout the year in the UK. Comments are regularly made concerning average figures, buyer types and the source of funds looking to invest. Of course statistics can be useful, but they do conceal nuances in the market, especially when you consider that no one acre is the same.

It can however be difficult to quantify sentiment and future outlook; emotions have a huge bearing on whether farms are sold or if buyers are keen to snap them up. Sentiment is personal; therefore decisions are not taken lightly.

Despite the recent uncertainty in the UK, owing to political instability, severe weather events and the health of the wider economy, we know that there are buyers looking for farms, blocks of land and rural estates across the country.

As with any sale or purchase there are exceptions to the rule and the shift in farming support might alter how buyers look at farms and land in future.

The Best

It stands to reason that quality sells. In the case of rural property, this includes:

- ◆ **Prime Estates:** those rarely available, in desirable locations
- ◆ **Commercial farms:** good infrastructure, well-farmed and flexible soils
- ◆ **The part-time farm:** country houses with land, for 'the good life'
- ◆ **Land with benefits:** versatile soils or angles for development/diversification
- ◆ **Forestry:** woodland, ideally including clear areas for planting

The Rest

Property requiring considerable investment or let land with low yields, viz:

- ◇ **Marginal land:** needs drainage, careful farming with few cropping options
- ◇ **Let estates with limited uplift:** low yields and ageing property stock
- ◇ **Large houses on small acres:** a 'big pile' on a small plot needing work

Keeping in Touch

If you would like to receive updates from Parry Land & Property, please do let us know by clicking [here](#) and we will add news and articles to the [website](#) regularly.

Finally, if you are attending any of the main agricultural shows or industry events this year, let us know and we will be delighted to meet up.

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