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WINTER 2019

Shouler & Son

Land & Estate Agents, Valuers & Auctioneers

A ROUNDUP OF OUR RECENT SUCCESSES, ACHIEVEMENTS, NEWS AND UPDATES

Recent Sales >>> FARM MACHINERY

Normanton-on-Soar and Ab Kettleby sales success!



We were delighted to act on behalf of **Mr Keith Bonser** and **Mr Roy Spencer** recently in connection with their respective farm machinery sales.

Despite the inclement Autumn weather and high rainfall many people turned out to place bids on items both large and small. We have a proud and growing reputation in running successful machinery and collective sales, so much so that our Normanton-on-Soar sale will be featured in the February 2020 edition of the **Farmers Guide!**

News in Brief >>> MOBILE PHONE MASTS

The new Telecommunications Code may result in a large drop in future rent (up to a 95% reduction). We are currently advising a number of farming clients on this issue. For further information and advice please contact Harry Baines on 01664 560181.

Moving forward with 2020 vision

As the old guard shuffles off into retirement, we are pleased to welcome **Robert Bloomfield**, a chartered surveyor who has joined us from Berrys and brings 20 years' professional experience in rural town and country matters, and **Tim Harris** a young solicitor now retraining as a land agent, but whose legal and organisational skills are already benefitting the firm. **Helen Vesper-Smith**, our commercial surveyor, and **Harry Baines** have joined the partnership, and we say farewell to

From the
Senior
Partner

**Simon
Shouler**



Philip Strawson who retires at Christmas. So, as I prepare to move to the substitutes bench next June, I know I leave all our clients and customers in good hands.



• Inset, Robert Bloomfield who has recently joined the team

Vacant shops in the Midlands get repurposed the fastest

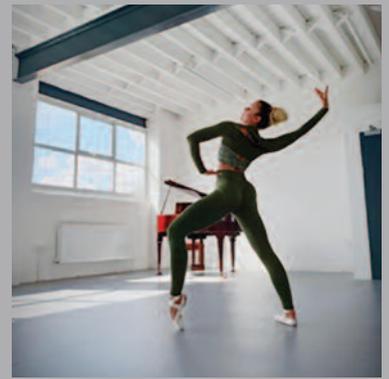
Over the last year there has been a growing trend for many vacant shops to be redeveloped and repurposed for new uses, such as residential office or non-retail commercial uses.

Our local landlords are thinking outside of traditional uses and have given consent to or sought change of use themselves for their vacant shops. Shouler & Son successfully let the former LOROS charity shop at 14-15 Market Place in the summer to a new occupier, soon to re-open as a Dessert Café.



Earlier this year our commercial team sold 13 George Street to a new occupier who obtained change of use planning permission, repurposing this building from a plumbers merchants to a new dance school, Space2Bstudios.

Despite the negativity in Government and concerns over the economy, Shouler & Son's commercial department have found 2019 to be a positive year with business-property sales and lettings transactions already up by 64% on last year. For advice regarding your commercial property call **Helen Vesper-Smith** on 01664 410166.



From plumbers' merchants to dance studios our clients, buyers and tenants are looking creatively at alternative uses for vacant commercial space

Letting success >>>



We recently let this charming three bedroom detached period residence in the village of Long Clawson. The landlord had three initial market appraisals and chose to instruct Shouler & Son as their preferred marketing and managing agent based on our unrivalled levels of customer service and comprehensive knowledge of the local lettings market.

We secured tenants shortly after going to market and achieved the current market rent which was higher than another local agent had suggested.

If you wish to let your property please call **Danny Barradale** on 01664 410166.

Planning for the future >>> SUCCESSION AND TAX PLANNING

Have you thought about it? We do, constantly on behalf of our clients, often working alongside their legal and tax advisors to achieve the best long term strategy possible. Please contact **Harry Baines** for further information on 01664 560181

Property advice >>>

Has online Estate Agency had its day?

A few years ago a new idea for selling your home came along, allegedly to make it cheaper and easier for sellers, BUT IS IT?

It all sounded great, someone would only charge you around £1,000 to sell your property, compared to potentially many thousands with the traditional Estate Agency High Street model.

Unfortunately, many potential sellers hadn't realized until it was too late that, as 'Purple Bricks' state in their adverts, 'we don't charge commission'. This is exactly right, as commission is a sum paid to an agent on the successful sale of a property, at the point of completion of the transaction. However, many online firms charge a set 'Fee' payable either up front or by way of a deferred payment scheme, but this is payable regardless of a sale of your home. So where's the incentive for the 'Agent' to push the sale of your home and try to negotiate the best price they can?

We have experienced many disgruntled sellers who have tried this method, only to come back over to the traditional agency way but £1,000 out of pocket. Luckily with the right advice and help, we have managed to sell their homes for the



'Thorpe Satchville' recently sold and completed achieving a greater price than our vendor expected

best possible price in order to limit any shortfall they may have had. A high street agent gets paid their fees/commission ONLY if they make a successful sale and ONLY if that sale gets to completion. We are, therefore, incentivised to get the seller as much as possible for their home, as we will earn more ourselves.

It does appear that there is a wind of change beginning to happen with several online firms, such as Tepilo and EmooV ceasing trading, leaving their customers out of pocket and with no service to carry on.

If you are selling your biggest, most expensive asset, surely you would want to employ a firm with local knowledge, history and a track record in selling similar property in your area.

If you are looking to sell your home please call **Simon Johnson** or **Lorraine Underwood** on 01664 410166.

How might the future Environmental Land Management Scheme work?

Does Natural England's payment by results pilot lay a cornerstone for the future Environmental Land Management Scheme (ELMS) post Brexit?

Natural England recently published their findings from a 3 year agri-environment pilot scheme on both arable and upland grassland systems in England. The scheme moved away from the prescriptive approach of current national agri-environment schemes and centered around a results-based approach, with the value of any payment being directly linked to the environmental outcome achieved.

34 farmers participated in the scheme (19 grassland and 15 arable) which covered a total of 230 hectares in North Yorkshire, Norfolk and Suffolk. They were given extensive training and guidance and had the opportunity to attend events together so



they could learn how best to achieve set environmental objectives and biodiversity targets. A key feature of the scheme was that the farmers self-assessed their sites themselves. This was then followed by an independent expert assessment to determine their accuracy.

The variable payments made were directly linked to the quality of biodiversity results

Agricultural Assistant

Tim Harris



and were assessed by a scoring system for results indicators.

The results of the scheme were surprising with the environmental performance of all results-based measures being better than that of their equivalent control sites. Farmers attitudes towards the results-based approach was almost universally positive, they felt empowered to use their local knowledge and expertise and free to carry out different management practices in order to improve biodiversity results (and thus secure higher payment rates).

Notwithstanding these positives the pilot highlighted particular challenges with the approach. Significant variations in weather conditions for example could unfairly expose farmers to risks beyond their control, which could result in payments going down as well as up.

In concluding their report Natural England state that a results-based approach has considerable potential to improve the performance of agri-environmental measures. As such it will be fascinating to see how elements of this pilot are used in future to design Defra's ELMS scheme, which is due to replace basic payment scheme subsidies post Brexit. As ever, Shouler & Son will be keeping a close eye on developments in order to be your first port of call when the scheme is introduced.

Recent Sales >>> AGRICULTURAL LAND

Sale reaches 77% higher than reserve price!



A few weeks ago we successfully sold 8.68 acres of agricultural land & buildings in Hickling, Nottinghamshire at auction. Through our marketing and contacts we generated considerable interest in the property which was sold at our auction held in the Melton Mowbray Cattle Market.

Do you have a piece of agricultural land or buildings you wish to sell, with or without planning permission? If so, do get in touch with us on 01664 560181

Recent Sales >>> FARM TENANCY

Woodnook Farm let for over £560 per hectare



Simon Allam, our in-house land agent at the Stoke Rochford Estate, recently negotiated a new 25 year farm business tenancy yielding over £560 per hectare/per annum. If you have a farm or land to let or sell, we have a team of land agents and auctioneers with considerable experience and expertise in all aspects of land. For further advice or just an informal chat do not hesitate to get in touch.

The rumours are true.... Philip is 'hanging up his wellies'

Having arrived to work in Melton Mowbray in April 1989 Philip has taken the decision to retire from professional practice at the end of 2019

30 years ago, I joined Alastair Benton in his Nottingham Street office. At that time Shouler & Son were only two doors away.

Alastair was a very active Partner in the cattle market. Before long I was weighing sheep on the weighbridge of the 'Old Sheep Shed', mainly in the company of dear Michael Toon. Prone to shouting 'More Sheep' when the alley leading on to the weighbridge was empty.

The weighing process was made more complicated by the MLC grading and classification of lambs. The skilled presence of Ian Franklin and John Aldred invariably enlivened the day.

Further market duties involved booking for John Young, as he sold the pigs with great vigour and speed.

In 2006, I had the opportunity to join that Victorian Institution (1846) known as Shouler & Son. As I recall, unlike football, it was a free transfer – with no fee involved!

Being based at Kings Road, my commuting journey for the last 13 years has been reduced by a mile a day!

As I anticipate leaving the office, I am aware of a trio of 'forty somethings' about the place – Ben Shouler, Harry Baines and Robert Bloomfield. They have the experience, youth and enthusiasm to

Partner

Philip
Strawson



continue the Shouler brand of advice and service in agricultural matters. They are ably assisted by Tim Harris who is rapidly learning the ways of the farming world. He has much insight to offer, having escaped from legal practice.

In my absence, I feel sure they understand client needs (old and new) to move the Shouler & Son business firmly into the needs of the 21st century.

May I thank all those who have permitted me to be involved and assist in their business over the years.

Hot off the press >>> RDPA GRANTS

Now open to new applicants

Did you know that Business Development, Food Processing and Rural Tourism Infrastructure grants are now open to new applicants?

You could be eligible for a Growth Programme grant if your business is carrying out a project to create jobs or bring more money into the rural economy. Do give us a call to find out if you could apply and what grants are available.

On the Greening Rules

Although we still await clarity from DEFRA over the rules governing next year's Basic Payment Scheme (BPS) in 2020 we expect them to be very similar.

In 2019 there were 3 standard Greening rules that all farmers needed to comply with, these were:

1. Crop diversification on arable land;
2. Ecological Focus Areas (EFAs) on arable land; and
3. Permanent Grassland

The wet autumn has had a serious impact on many farms and if the Greening Rules remain unchanged you will need to be sure your cropping harvest in 2020 will meet those requirements.

As Greening makes up 30% of the BPS payment it is important to comply with the rules to benefit not only you and your business but also the environment. If you have any concerns about Greening or want to check your proposed cropping will meet the criteria please do not hesitate to contact us.

Agricultural land >>>

Farms and farm land market



We regularly see a disparity in the sale price of comparable agricultural land in Leicestershire, Rutland, Nottinghamshire and Lincolnshire. In the last 12 months we have been involved with many on and off market sales and lettings in the region and like to think we know the true value of local farm land better than anyone. Please do not hesitate making contact with our experienced team for their expert advice if you are thinking of selling or renting your farm or farm land in 2020.



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Land & Estate Agents, Valuers & Auctioneers

County Chambers
Kings Road, Melton Mowbray
Leicestershire LE13 1QF
Tel: 01664 560181
Email: enquiries@shoulers.co.uk
www.shoulers.co.uk