

FARMS AND LAND

Covering every acre of the West Country



Farms and Land expertise, throughout the West Country

The South West farms and land market remains robust and in some cases has exceeded expectations with sales agreed in excess of guide prices.

During 2020 Stags farm agency sold over 100 farms and land lots with a combined value of over £31 million. Demand for farms has been from a mixture of lifestyle and farmer buyers and those with rollover funds. As a result of limited choice, demand has been strong for the few farms available, particularly dairy farms, which have often been sold before being offered to the open market. We are seeing increased interest from lifestyle buyers looking to work from home alongside running a farming business.

Land continues to trade with many farmers and investors frustrated with the lack of opportunities to buy, alongside increased demand from buyers looking for land suitable for tree planting to make the most of new grants and carbon off-setting. With more long-term certainty for our agricultural policy and trading relationships, we expect demand to continue and prices to remain robust. If you are considering a sale, take advantage of our market knowledge and contact a member of the Stags Farm Agency team.

We are here to help.



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SOLD

North Devon | 187.26 acres
Productive livestock farm
Guide £1,650,000



SOLD

South Somerset | 113.71 acres
Diverse farm with holiday cottages
Guide £2,000,000



SOLD

Mid Devon | 73.06 acres
Farm sold by online auction
Guide £785,000



SOLD

West Devon | 134 acres
Residential farm with productive land
Guide £1,500,000



SOLD

East Devon | 49.57 acres
Productive arable land
Guide £585,000



SOLD

West Somerset | 147.45 acres
Productive run of grassland with building
Guide £925,000



SOLD

South Cornwall | 99.0 acres
Residential farm with holiday cottages
Guide £2,050,000



SOLD

Mid Cornwall | 42.5 acres
Smallholding sold by online auction
Guide £500,000 - £550,000



SALE AGREED

North Devon | 50.70 acres
Small farm overlooking a tranquil valley
Guide £875,000



SOLD

Somerset | 218.31 acres
Traditional farm in a private position
Guide £2,000,000



SOLD

Mid Devon | 19.34 acres
Gently sloping South facing block of pasture
Guide £190,000



SALE AGREED

North Devon | 91.04 acres
Gently sloping pasture near Exmoor
Guide £485,000



SALE AGREED

East Cornwall | 102.49 acres
Residential Farm near Talland Bay
Guide £1,550,000



SALE AGREED

North Devon | 44.10 acres
Residential farm with views over Lee Bay
Guide £950,000



SALE AGREED

North Cornwall | 15.63 acres
Versatile smallholding
Guide £425,000



SALE AGREED

Mid Cornwall | 17.01 acres
Profitable free range poultry farm
Guide £700,000



What is the likely impact of the new Agriculture Bill?

With more long-term certainty for the future of farm support in the UK we anticipate there to be continued demand from both farming and lifestyle purchasers with prices to remain steady.

As some of the biggest changes in agricultural policy since 2005 are implemented in the coming years, the rural property market will undoubtedly feel some impact.

BPS has provided a great deal of security for many farmers; a guaranteed income regardless of management, trade and market performance, and with BPS being phased out from 2021 and Environmental Land Management Scheme (ELMS) being introduced from 2024, the farming community will need to adjust to a new support system that potentially moves away from the simplicity that BPS provided.

It is difficult to be definite about what impact the Agriculture Bill might have on the market

for farms and land until there is more detail available on what the ELMS will offer.

As farmers will now be paid for their environmental and public access improvements, we may see some deciding to retire and claim the government's Exit Payment which provides a lump sum to those who are leaving the farming sector.

On the flip side, we may also see a surge in the number of farming clients looking for land to expand their farms in order to utilise the new farm support scheme.

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How might Brexit affect 2021?

If demand for rural property continues at current levels, matched with shortage of available property, there is little to suggest that farm and land values will be directly affected by Brexit.

Due to COVID19 continuing to cause disruption it is probably too early to say what impact Brexit might have on the farms and land market in the West Country. The market has been very active for the past three years, despite the uncertainty surrounding these factors.

Since the end of the first lockdown there has been extremely high demand for both farms and land throughout the West Country, with the stamp duty holiday continuing to drive activity for residential farms. The trade

deal with the EU allows continued access to the single market and this has provided a confidence boost for farming businesses and the commercial farm and land market.

If demand for rural property continues at current levels, matched with shortage of available property, there is little to suggest that farm and land values will be directly affected by Brexit. If purchasers are happy to move throughout a pandemic, then the probability of Brexit causing further disruption is unlikely, albeit this may change as we adjust to our new trading relationship.



Analysis of the year: 2020

Land Values...

The average land value achieved throughout the West Country for all land types increased by...

7% ↑ from £7,717 per acre in 2019, to £8,249 per acre in 2020

With notable increases in Devon and Cornwall...

15% ↑ DEVON **5%** ↑ CORNWALL

Farms sold in 2020 by type

25% MIXED **60%** LIVESTOCK **15%** DAIRY

Buyer Analysis...

Farm Buyer Profile...	Farm Buyer Origin...	Land Buyer Profile...
Farmer 37.5%	Neighbour 12.5%	Farmer 55%
Investor 25%	Local within 10 mile radius 12.5%	Investor 25%
Lifestyle 37.5%	South West 37.5%	Lifestyle 20%
	Elsewhere in the UK 37.5%	

Stags in numbers...

Over **£31,000,000**

worth of Farms and Land sold by Stags in 2020

Over **100**

Farms and Land lots sold by Stags in 2020

Why Stags Farm Agency?

Here at Stags we have a dedicated Farm Agency team who focus solely on the sale of farms and land. As a result, we are able to provide in-depth knowledge of the market and buyers, below is a snapshot of what we can offer.

First Class Service

The Stags Farm Agency team sell everything from large farms to small paddocks, woodlands, barns and sporting rights. We aim to provide realistic, knowledgeable and honest advice in order to achieve the best possible price and within the optimum timeframe.

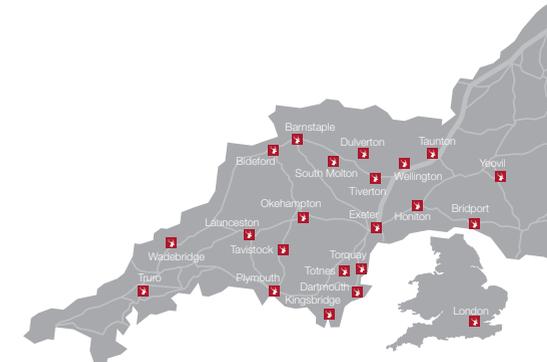


Bespoke Approach

Every sale requires a different approach, and we are always looking to solve any immediate issues and add value. Our wealth of experience selling farms and land throughout the West Country provides us with an unrivalled understanding of the local markets and how to find the right buyers for your property.

Network of Buyers

Our central Farm Agency office in Exeter provides a go to hub for out of area buyers, linking with our 21 Stags offices across the region. This allows us to provide a national reach coupled with comprehensive local coverage. We have the skills and experience to ensure that farm and land sales proceed as efficiently as possible.



If you are buying or selling in 2021 or beyond, and you would like to benefit from bespoke and confidential advice about your individual situation, please do not hesitate to get in touch with a member of the Stags Farm Agency team.

