

HOW TO SELL YOUR FARM WITH 2020 VISION

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CURRENT MARKET



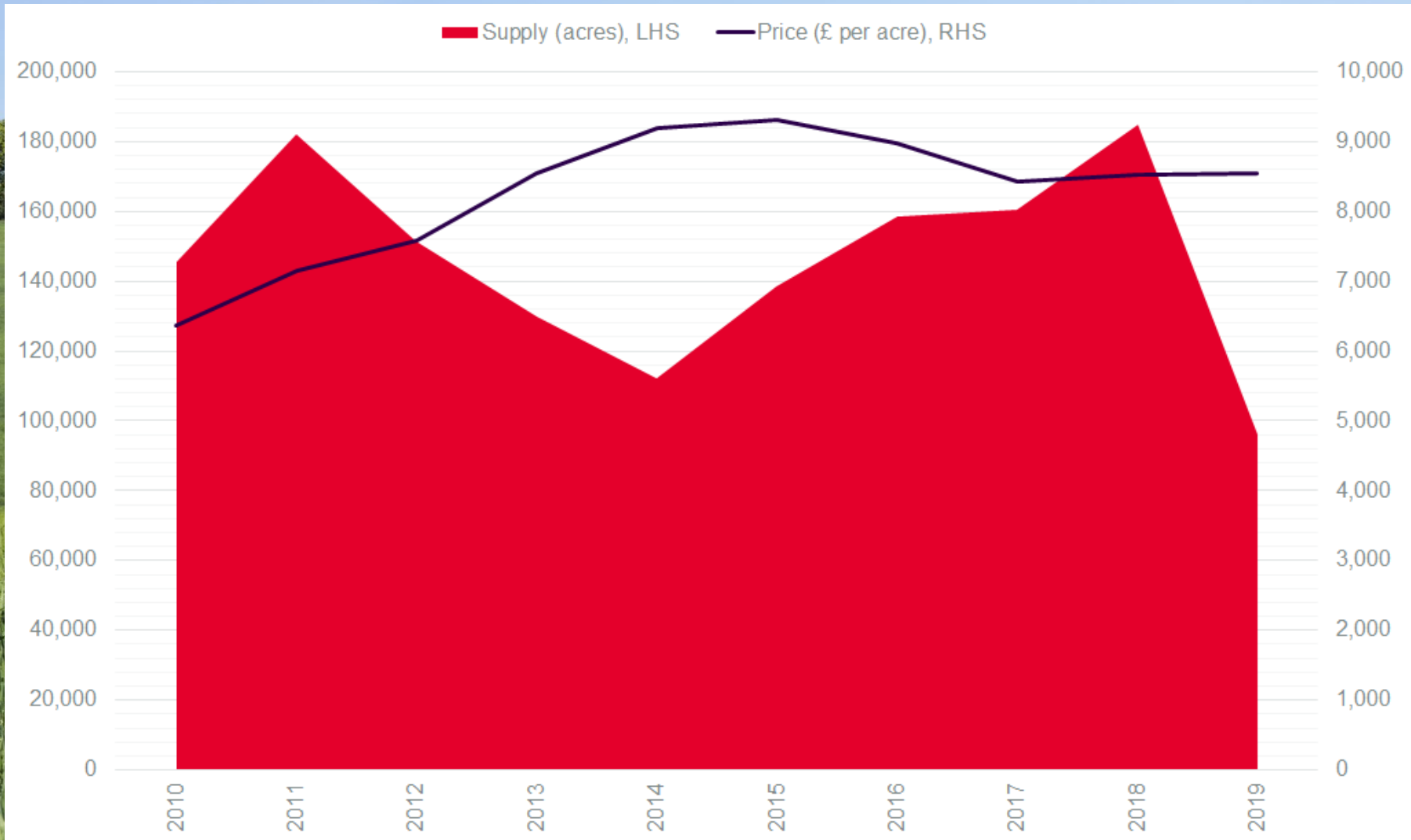
Positive start

Covid 'new normal'

Markets bounce back

Average values static

SUPPLY



DEMAND

An aerial photograph of a rural landscape. The foreground and middle ground are dominated by vast, golden-brown fields, likely harvested corn or wheat, showing distinct rows and patterns. A small cluster of buildings, including a large barn and several houses, is situated in the center. The background features rolling hills under a clear blue sky with a few wispy clouds.

Rollover money

Still tax efficient

Leisure

Diversification

Lifestyle

THE FUTURE

An aerial photograph of a rural landscape. In the foreground, a large green field is filled with a flock of sheep. In the middle ground, there is a farmstead with several buildings, including a large barn with a grey roof and a red-roofed house. The background consists of rolling green hills and a dense line of trees under a clear blue sky.

Covid

Budget / tax

BPS / subsidy

Trade

Values

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David Hebditch

Partner, Head of South West Rural Agency

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ESTABLISH THE FACTS

An aerial photograph of a large farm complex. The central focus is a cluster of several large, dark-roofed barns with gabled roofs. To the right, a tall, white wind turbine stands prominently in a field. The surrounding landscape consists of rolling green hills, some golden-brown fields, and scattered trees. In the foreground, there's a long, low building with a corrugated metal roof. A dirt road and various farm equipment, including a tractor and trailers, are visible near the barns.

Ownership?

Registered title

Reservations

Covenants

Easements

Physical boundaries



WORK AS A TEAM

Legal advice

Accountancy and tax advice

Review existing bank finance and charges

DETAIL ANALYSIS



Lease agreements

Farming

Commercial

Residential

TUPE

Planning

Sporting

Environmental



IDENTIFY PROBLEMS

Equestrian Use - 54 Act?

Farm workers cottages, appropriate notices?

Breaches of planning or Listing conditions?

Dirty water and drainage compliance?

Reservations



DATA ROOM

Copies of all lease agreements

Plans

BPS, Stewardship etc

Answers to standard enquiries



ADDING VALUE PRIOR TO MARKETING

Planning and Class Q?

Minerals/Reserves?

Energy/Grid Connection?

TIMING



Current market conditions

No longer seasonal

Specific circumstances of the property

Probate

Bank

Partnership

Matrimonial

A large, well-lit dairy barn with a high ceiling and metal beams. Numerous black and white cows are housed in rows of stalls. The floor is covered with straw bedding. The lighting is bright, creating strong shadows on the floor.

METHOD OF SALE

On or off market

Private treaty

Tender

Auction or online auction

REVIEW THE MARKET, AS A WHOLE OR IN LOTS

Rollover relief

Lifestylers and flight from urban areas

Sporting

