barbersRURAL
rural surveyors & property agents

Summer 2023 Issue 52

CELEBRATING MILESTONES

It is a big year for Rural Surveyor and Partner Dan Bowden as he celebrates his 40th birthday and a career spanning almost twenty years!

Dan Bowden - age 3

Twenty years ago, a slightly younger equally as tall student, Dan Bowden began his placement year in the Rural department of Barbers with Mike Taylor and Bob Oakes. Upon graduating from Harper Adams with a BSc (Hons) in Rural Estate and Land Management, Dan subsequently re-joined the business in 2007.

A local lad and farmers son from Malpas, in the early years Dan spent much of his spare time on the farm with his father, who was also a qualified RICS Surveyor. Dan is a keen sportsman, regularly seen on a tennis court and hockey pitch, vitalising his long reach in both!! Along with his wife Nicky, he is also kept busy at home with two young children.

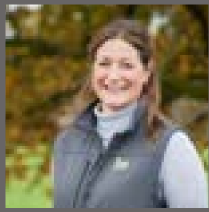
“**Throughout my career to date, there are so many aspects I enjoy. Every day is different, with new challenges always being posed. I work with an unbelievable team, who are always willing to go the extra mile, and constantly on the look out for new opportunities. Bring on the next 20 years!!**”

Dan Bowden MRICS, FAAV
Partner - Rural Surveyor
d.bowden@barbers-rural.co.uk
01630 692500

Dan undertakes all aspects of rural professional work including valuations, compensation claims, planning and development and specialises in grants, subsidies and stewardship schemes.

Need experience and a personal approach to your land and property matters?

Steph Vernon



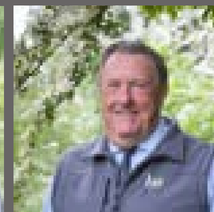
Annabel Fearnall

Harriet Jones

Jonty Cliffe

Dan Bowden

Mike Taylor

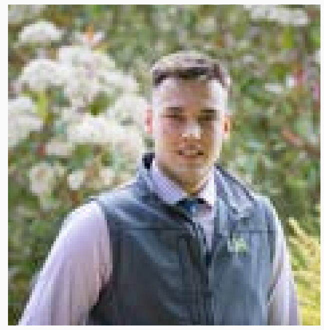


Bob Oakes

Come and speak to the experts!

FUTURE SURVEYOR IN THE MAKING

We are delighted to introduce George McCulloch to the team as he commences his placement year during his studies of Rural Estate and Land Management (REALM) at Harper Adams University. A familiar, if slightly distant memory for Dan, Harriet and Jonty all fellow graduates who also completed a year in industry, an invaluable opportunity which enables you to put knowledge into practice, develop your network and discover your future ambitions.



George McCulloch
Placement Student

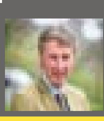
Careers in surveying and land agency are exciting, challenging and creative, and studying at Harper Adams on the RICS accredited course is the first step on the route to qualifying as a chartered surveyor. We will be catching up with George throughout the year as he works alongside our highly skilled and knowledgeable Surveyors and gains experience in the industry to see what he has been up to. Watch this space! Get in touch on g.mcculloch@barbers-rural.co.uk

AMC PROVIDING CERTAINTY IN SUCH UNCERTAIN TIMES

The degression of the BPS scheme, combined with interest rates rising so quickly and the unprecedented levels of volatility in both commodity prices and input costs, means that forecasting future cash-flow is perhaps more difficult than at any other point in recent memory - something which is clearly at the forefront of many farmers' minds.

Such uncertainty is leading many businesses to consolidate, by using any surplus cash to reduce debt, rather than investing for the future. For those who do not have the means for debt reduction or are looking to align themselves to take advantage of whatever opportunities emerge from such uncertainty, now may be an appropriate time to review the structure of existing long-term finances to ensure that the business is more resilient, whatever the future may hold.

When considering finance in such a way, the rule of thumb is always the same, to borrow over as long as possible (to minimise monthly outgoings) and then to repay as quickly as possible (to minimise the total interest paid to the lender).



Andrew Connah
AMC, Regional Agricultural Manager

Following this principle means that cash-flow is not unnecessarily committed to existing loan repayments and therefore not only can any leaner years be managed more comfortably but capacity remains to service further debt in order to take advantage of unexpected opportunities, such as buying neighbouring land.

When borrowing from AMC, loans can be available for up to 30 years and, if taken on a variable rate of interest, the borrower is at liberty to make additional capital repayments at any point in time, enabling businesses to borrow over a very long term but then repay much sooner, if cash-flow allows.

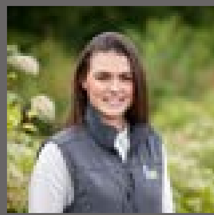
Opportunities to buy neighbouring land rarely present themselves at the right time but AMC's ability to offer long-term interest-only funding allows such opportunities to be taken with more confidence, while still servicing other commitments.

For more information regarding how reviewing your business finances may be beneficial, speak to Dan Bowden in full confidence on 01630 692 500

**There is always a possibility that interest rates may go down leaving a fixed rate loan at a higher level compared to a variable rate loan. However, if interest rates rise, a fixed rate loan will remain at the same rate. AMC loans available for business purposes only, provided on a secured loan basis. Minimum AMC standard loan £25,001. To meet customer requirements, lending criteria will vary. Lending is subject to status. AMC adheres to The Standards of Lending Practice which are monitored and enforced by the LSB: www.lendingstandardsboard.org.uk and apply to businesses which have an annual turnover of no more than £25 million.

Bespoke and innovative property marketing campaigns

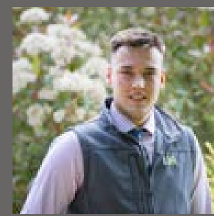

Louise Taylor


Rachel McDermott


Louise Brown


Tracey O'Connor


Rebecca Hemmings


George McCulloch

Exceptional customer service and attention to detail

As our dynamic and dedicated team continues to grow, we are delighted to introduce Louise Brown and Tracey O'Connor as two new points of contact in the office, job sharing as our new and wonderful Business Service Administrators. Alongside Rebecca Hemmings as Marketing support and George McCulloch on his placement year, take our small(ish) but mighty team up to 13 this year! Get in touch with the team on 01630 692500.

Practical property solutions to help promote rural prosperity.

- Valuations
- Farm Finance
- Landlord & Tenant
- Estate Management
- Property Sales
- Grant & Subsidies
- Expert Witness
- Succession Planning

SCAN HERE

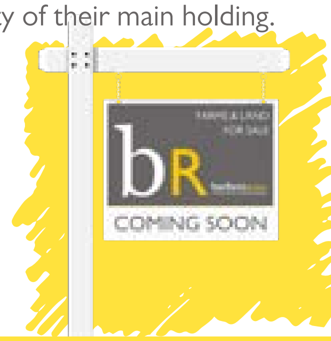
LAND PRICES BUCK PROPERTY TREND

Whilst residential property prices have fallen for seven months in a row, prices for farmland and woodland are bucking the trend, according to latest analysis. Between January and March 2023 it is reported that prices rose between 1.6% and 2%. Farmland has long been seen as a sound long-term investment and, with the average price of arable land in England now standing at more than £10,500 per acre, competition has forced buyers to consider lower-quality land and woodland instead.

The first quarter of 2023 saw 16,700 acres launched across Britain, the most since 2016, and 30% more than in the same period of 2022. Why? Well, supply has been low and demand high which has encouraged many who weren't intending to sell to consider doing so, but in addition to that cuts in the Basic Payment Scheme and the opportunity to benefit from delinked basic payments after 2024, even having sold the land, have encouraged more to consider sale.

Having seen a relatively slow six months at the end of last year and early this year the market in this area has finally come to life. In the last few weeks we have agreed sales on a number of blocks of land and a farm, all of which were brought to a close by informal tender, or best and final offers, due to the high levels of interest and demand. This competitive bidding has resulted in the blocks selling for prices in excess of £15,000 per acre. Whilst we cannot guarantee this price on all blocks of land it is an indication of buyers determination to secure land, particularly when it is close proximity of their main holding.

For those who have missed out on buying this year so far don't panic, the next opportunity may be just round the corner. A number of farms and large blocks of land are expected to come to the market in the next few weeks. If you are interested in securing a farm or land, register with our sales team to ensure that you are amongst the first to hear of our exciting new instructions.



Contact Annabel or Steph on 01630 692 500 or email sales@barbers-rural.co.uk

An exciting year for the dynamic Agency team with 1,000 Acre Estate, Farms & Land For Sale, Sold and further opportunities to come!

Steph Vernon MNAEA
Sales Negotiator
s.vernon@barbers-rural.co.uk

Annabel Fearnall MNAEA
Partner - Head of Sales
a.fearnall@barbers-rural.co.uk

Stud Farm & Nantycordy Farm, Powys|OIEO £11.5m

Varied farming enterprise | 6 poultry houses | 5 bed farmhouse
2 further properties | productive, versatile land | 1013.58 Acres
potential as sporting estate | as a whole or in 4 lots | EPC D/E/D

Red Barn Farm, Staffordshire |OIEO £2.75m

Dairy farm with 4 bed farmhouse | productive pasture land
traditional buildings with PP | range of modern farm buildings
144.63 Acres | equestrian potential | stunning views | EPC F

Land at Lostford, Tern Hill |For Sale in lots

Lot 1 19.8 Acres | Lot 2 45.7 Acres | Lot 3 4.75 Acres
in arable rotation incl. wheat & potatoes | road frontage to all lots
easy access to A41 & A53 | For Sale in three Lots

Hatton Road, Nr Hinstock |OIEO £175,000

3 stables | tack room | hay barn | 2 timber field shelters
20m x 40m floodlit manège with sand & fibre surface
3.19 Acres in all | access to lanes & bridlepaths ideal for hacking

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naea propertymark PROTECTED

rightmove

sales@barbers-rural.co.uk

Market Drayton
01630 692500