

## Estate Valuer

we are one of the strongest names in the property business, with the aim of doing what is best for our clients and making sure the vast range of advice we offer enhances their future prosperity.

Our rural land and business experts have many years of experience in the professional valuation of land, farms and estates. We can provide formal valuations for a variety of purposes, including: compulsory purchase; Inheritance Tax; Capital Gains Tax; investment; mortgages; leasehold; sales and purchases; divorce; business restructuring; rental.

I have been asked by my client Kingsclere estates Ltd to advise them on the elements of land management which affect the asset value of rural estates both positively and negatively.

It is important to note that there are many external factors which can have an effect on value, things like location. If the estate is close to a developing town then there may be parts of the holding which have development potential, however this can have a negative effect on lifestyle buyers who often seek relative isolation. Likewise if there is a major road passing through the land this can impact on the tranquillity of the holding but the road can be a major asset in the passing trade that it brings and the increased accessibility to the estate.

Clearly Subsidy and regulation have shaped much of the way that the countryside looks and feels today. First impressions have a large effect on value, and in some cases much more than how profitable the farming enterprise is. There is a difference between valuing an area of land and valuing an estate. When valuing an area of land the agricultural quality is very important however when valuing a whole estate there are many more factors which come into play.

A highly valuable estate will have a real sense of completeness and identity. A property lying within a ring fence with full control is much more valuable than a fragmented land holding. A large amount of diversity is attractive because it will mean a wider range of opportunities available for further business development would and hence appeal to a larger audience in.

Very few of the highly valued estates that come on the market don't have a principal dwelling, and most of those that don't have planning consent to build one. A principal dwelling is an important element of a rural estate because it is the highlight, the main focus of energy and it is the one thing that really gives the land block its identity. The nature of the principal dwelling sets the standard for the rest of the land holding. No rural estate is truly complete without this main piece of infrastructure. The quality of the main house is therefore of vital importance.

One element often overlooked is the people who are involved in the estate, they can be a hugely valuable asset and should not be underestimated.

Typical factors which impacts on value are;

- + Landscape
- + Location
- + Diversity
- + Quality House
- Wind turbines
- Public Access
- Shared occupancy

**It is hugely important to retain Flexibility, Control, Discretion and Identity.**