

# English Estates & Farmland Market Review

AUTUMN 2026

AVAILABLE  
Langham Farm, Ashpington, Devon. 126 acres.  
Guide price: £3,795,000

## Market at a glance

### Supply



260 farms have been marketed in 2026 so far, which is six higher than the equivalent period of 2025. There has been an increase in the number of smaller arable farms for sale.



Fewer acres have been marketed in 2026 to date than in 2025, mainly due to lower supply in the North, although supply is very close to the five-year average.



More farms have been put up for sale in the East of England and the South West. The vendors are predominantly farmers rather than investors, and the farms range from small to large in size.

### Demand



We continue to see the signs of stabilisation in the market that we noted in our summer report.



70% of the farms marketed last year have now sold, which is above the proportion sold in the previous 12 months. However, the proportion of farms selling for at or more than their guide price has fallen to 51%, the lowest proportion for six years.



Farmers are buying an increasing proportion of the farms sold – the highest percentage for 16 years. The overwhelming reason for purchases by farmers is upsizing, followed by taking the opportunity to buy neighbouring land when it is for sale.

### Pricing



The trend that developed in 2025, of fewer sales of arable land at £12,000 or more/acre, has continued into 2026. Combined with more land selling for £8-10,000/acre, the average price across the first nine months of the year is £10,600/acre.



Pasture has seen a similar but less pronounced pattern, with less land selling at £10,000/acre or more and a slight increase in sales below £8,000/acre. This has led to the average sale price of pasture stabilising at £8,700/acre.

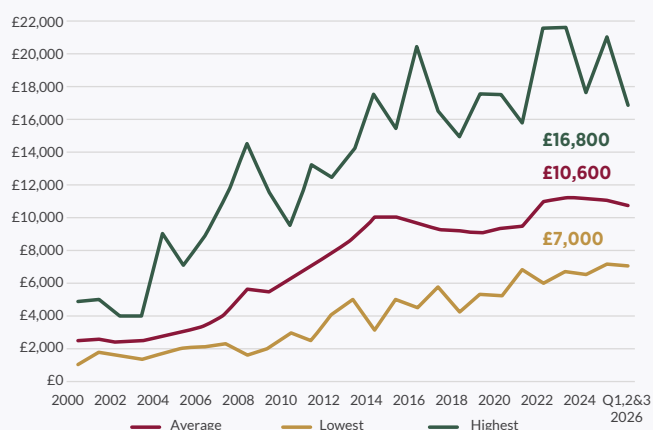


A combination of investment potential and lifestyle appeal continues to support interest in the country estates market.

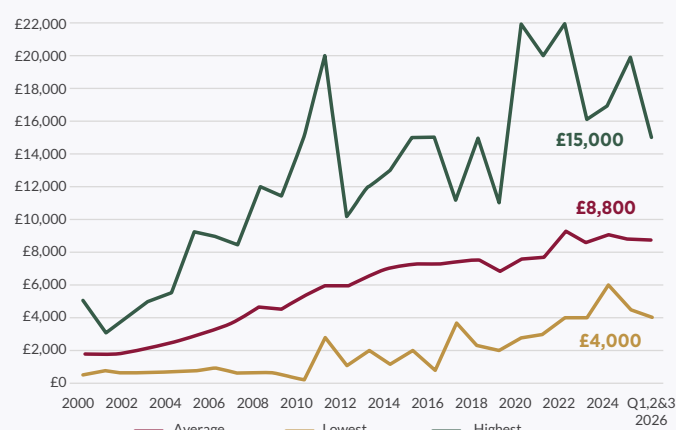
**Figures 1 & 2** Strutt & Parker English arable and pasture sold price series (£/acre)

N.B. The year is when the farmland was sold (exchanged) and is for whole years unless otherwise stated. Although we have stripped out the value of buildings and houses, the data can still be affected by differences in the quality and location of the land sold. Therefore, they should only be used as a broad indicator of changes in prices.

#### Arable



#### Pasture



## Market Overview

### Resilience underpins England's farmland market

England's farmland market continues to demonstrate resilience, with average values holding firm despite the challenging conditions currently impacting the agricultural sector. We are seeing that supply remains relatively constrained, demand is showing signs of stabilisation and both farmers and other buyers continue to see opportunities in investing in land.

The average price achieved for arable land over the first nine months of the year was £10,600/acre, while pasture averaged £8,700/acre. Both these figures are marginally higher than the figures published in our summer report, as additional data has become available. But the trend that developed in 2025 of fewer sales happening in the higher price brackets per acre, for both arable and pasture, has continued into 2026.

Only 22,800 acres were publicly marketed in the third quarter, which is 16% below the five-year average and down from 33,800 acres in the same period last year. A total of 260 farms have been publicly marketed during the first nine months of 2026, which is six more than in the same period of 2025. There is some evidence of a small increase in the number of smaller (100-150 acre) arable farms which have been launched, but no evidence of a widespread increase in farmers choosing to leave the sector.

In terms of demand, the proportion of farms marketed last year that have either sold or are under offer is slightly higher than the level we saw 12 months ago. Farmers have accounted for 62% of purchases so far this year, the highest proportion recorded in well over a decade. This suggests that, despite the pressures facing many farming businesses, there remains a strong appetite among some farmers to invest in land and continue farming over the long term. The gap between buyers' and vendors' price expectations has also narrowed, which has helped to facilitate some of these deals.

Although the proportion of farms and estates acquired by private and institutional investors has decreased this year, we continue to work with a number of investors actively seeking opportunities. For such buyers, farmland continues to offer the potential for long-term investment, diversification and relative stability in an increasingly volatile economic environment. The combination of investment potential and lifestyle appeal also continues to support interest in the country estates market.



**Sam Holt**  
Head of Estates and Farm Agency

07702 317301  
sam.holt@struttandparker.com

## Market Outlook

The Autumn Budget remains an important consideration for both buyers and sellers, because of the uncertainty it presents in terms of taxation policy.

The reduction in new properties coming to the market in recent weeks may, in part, reflect vendors' preference to bring farms to market at a point in the year that allows sufficient time for sales to be concluded before any potential changes to the tax regime are announced. We also expect limited new launches before the end of the year.

Ahead of the Budget, there has been some speculation that the Treasury may be considering reversing the Inheritance Tax (IHT) reforms that came into effect earlier this year. The scope for doing this will inevitably be influenced by the wider pressures on the public finances, but if it were to happen, it would be likely to increase the number of buyers.

It will also be interesting to see the extent to which high fuel and fertiliser costs, low yields and difficulties accessing the Sustainable Farming Incentive (SFI) continue to weigh on sentiment in the arable sector. It remains possible that these pressures could prompt more farmers to consider selling as we move into spring, but there is sufficient scarcity in the market that any increase in supply will be met by demand.

## Methodology

All data in this report is produced on the following basis:

- Data is for whole years unless otherwise stated.
- Area of farmland publicly marketed is rounded to the nearest 100 acres.
- Privately marketed farmland has been excluded due to the difficulty of collecting comprehensive information.
- Main type of farm does not include niche sectors, like horticulture and equestrian, and so the total in any tables may not equal the total number of farms marketed.
- Please also see the methodology section on the back page.

## Supply

### Area of farmland and number of farms marketed

Fewer acres have been marketed in 2026 to date than in 2025, mainly due to lower supply in the North and less land being marketed in the

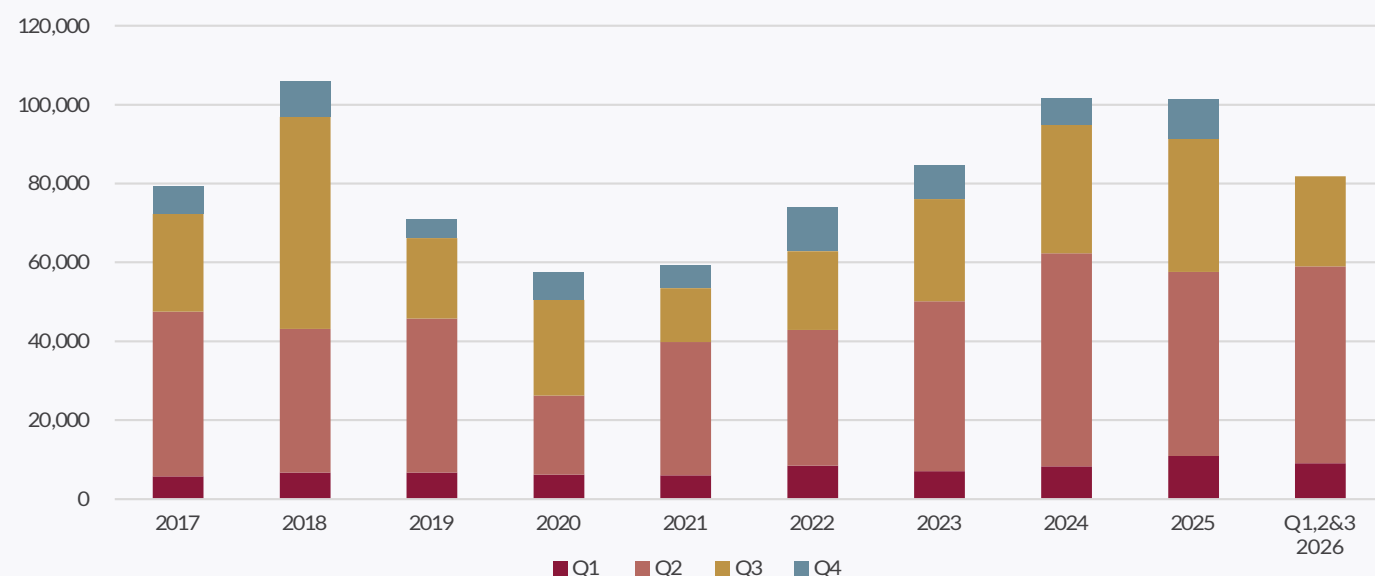
third quarter than in the equivalent period of the past two years. That said, supply is very close to the five-year average.

**Figure 3 Area of farmland publicly marketed in England (acres)**

N.B. Data is for whole years unless otherwise stated. Area of farmland publicly marketed is rounded to the nearest 100 acres. Privately marketed farmland has been excluded due to the difficulty of collecting comprehensive information.

|                      | East Midlands | East of England | North East | North West | South East | South West | West Midlands | Yorkshire and Humber | England |
|----------------------|---------------|-----------------|------------|------------|------------|------------|---------------|----------------------|---------|
| 2021                 | 7,300         | 10,700          | 3,100      | 11,600     | 9,800      | 9,300      | 2,600         | 4,900                | 59,300  |
| 2022                 | 4,900         | 18,700          | 4,400      | 13,600     | 9,000      | 11,000     | 5,100         | 7,300                | 73,900  |
| 2023                 | 13,800        | 14,400          | 14,200     | 5,100      | 11,600     | 12,800     | 8,100         | 4,600                | 84,600  |
| 2024                 | 18,500        | 16,400          | 6,900      | 7,900      | 15,700     | 24,300     | 4,000         | 7,800                | 101,500 |
| 2025                 | 23,400        | 12,400          | 11,800     | 5,300      | 9,400      | 21,300     | 10,100        | 7,700                | 101,300 |
| Five-year ave        | 13,580        | 14,520          | 8,080      | 8,700      | 11,100     | 15,740     | 5,980         | 6,460                | 84,120  |
| 2025 % diff from ave | 72%           | -15%            | 46%        | -39%       | -15%       | 35%        | 69%           | 19%                  | 20%     |
| Q1,2&3 2022          | 3,900         | 16,700          | 4,000      | 9,200      | 8,100      | 9,700      | 3,900         | 7,300                | 62,800  |
| Q1,2&3 2023          | 12,500        | 13,300          | 14,200     | 4,800      | 10,000     | 9,900      | 6,800         | 4,400                | 76,000  |
| Q1,2&3 2024          | 17,800        | 15,600          | 5,400      | 7,400      | 14,100     | 23,700     | 3,100         | 7,700                | 94,900  |
| Q1,2&3 2025          | 18,700        | 11,400          | 11,800     | 5,200      | 8,600      | 19,800     | 9,000         | 7,000                | 91,400  |
| Q1,2&3 2026          | 16,900        | 16,300          | 3,700      | 4,600      | 8,600      | 19,100     | 6,000         | 6,700                | 81,800  |
| Five-year ave        | 13,960        | 14,660          | 7,820      | 6,240      | 9,880      | 16,440     | 5,760         | 6,620                | 81,380  |
| 2026 % diff from ave | 21%           | 11%             | -53%       | -26%       | -13%       | 16%        | 4%            | 1%                   | 1%      |

**Figure 4 Area of farmland publicly marketed in England (acres) by quarter**



## Number of farms marketed

260 farms have been marketed in 2026 so far, which is the second highest in 15 years. As noted previously, this is mainly driven by more farms for sale in the East of England and the South West.

The vendors are predominantly farmers rather than investors, and the farms they are selling range from small to large.

**Figure 5** Number of farms publicly marketed

|                      | East Midlands | East of England | North East | North West | South East | South West | West Midlands | Yorkshire and Humber | England |
|----------------------|---------------|-----------------|------------|------------|------------|------------|---------------|----------------------|---------|
| 2021                 | 26            | 32              | 13         | 22         | 40         | 40         | 13            | 18                   | 204     |
| 2022                 | 23            | 32              | 11         | 32         | 40         | 44         | 24            | 16                   | 222     |
| 2023                 | 37            | 48              | 12         | 17         | 37         | 58         | 32            | 16                   | 257     |
| 2024                 | 41            | 44              | 17         | 31         | 47         | 64         | 17            | 28                   | 289     |
| 2025                 | 66            | 36              | 13         | 19         | 33         | 78         | 24            | 23                   | 292     |
| Five-year ave        | 39            | 38              | 13         | 24         | 39         | 57         | 22            | 20                   | 253     |
| 2025 % diff from ave | 71%           | -6%             | -2%        | -21%       | -16%       | 37%        | 9%            | 14%                  | 16%     |
| Q1,2&3 2022          | 19            | 26              | 10         | 27         | 35         | 37         | 20            | 16                   | 190     |
| Q1,2&3 2023          | 33            | 44              | 12         | 15         | 31         | 47         | 26            | 15                   | 223     |
| Q1,2&3 2024          | 38            | 42              | 13         | 27         | 41         | 61         | 13            | 27                   | 262     |
| Q1,2&3 2025          | 54            | 32              | 13         | 18         | 29         | 68         | 21            | 19                   | 254     |
| Q1,2&3 2026          | 42            | 51              | 11         | 19         | 28         | 73         | 20            | 16                   | 260     |
| Five-year ave        | 37            | 39              | 12         | 21         | 33         | 57         | 20            | 19                   | 238     |
| 2026 % diff from ave | 13%           | 31%             | -7%        | -10%       | -15%       | 28%        | 0%            | -14%                 | 9%      |

## Types of farm marketed

There has been a slight increase in the number of smaller (100-150 acre) arable farms, and lowland livestock units available.

However, the number of mixed farms for sale has dropped.

**Figure 6** Main types of farm publicly marketed

N.B. Main type of farm does not include minor ones like horticulture and equestrian and so the sum of this data does not equal the total number of farms in figure 5.

|                      | Arable | Estate | Livestock (Hill) | Livestock (Lowland) | Mixed | Residential | Dairy |
|----------------------|--------|--------|------------------|---------------------|-------|-------------|-------|
| 2021                 | 75     | 11     | 12               | 34                  | 25    | 16          | 8     |
| 2022                 | 70     | 11     | 19               | 28                  | 30    | 17          | 11    |
| 2023                 | 116    | 7      | 11               | 41                  | 35    | 17          | 10    |
| 2024                 | 111    | 13     | 12               | 54                  | 47    | 20          | 10    |
| 2025                 | 115    | 6      | 9                | 42                  | 66    | 18          | 11    |
| Five-year ave        | 97     | 10     | 13               | 40                  | 41    | 18          | 10    |
| 2025 % diff from ave | 18%    | -38%   | -29%             | 6%                  | 63%   | 2%          | 10%   |
| Q1,2&3 2022          | 62     | 9      | 17               | 22                  | 25    | 16          | 7     |
| Q1,2&3 2023          | 108    | 6      | 7                | 35                  | 27    | 14          | 9     |
| Q1,2&3 2024          | 101    | 13     | 10               | 48                  | 42    | 18          | 9     |
| Q1,2&3 2025          | 101    | 5      | 8                | 30                  | 60    | 18          | 9     |
| Q1,2&3 2026          | 117    | 9      | 13               | 56                  | 26    | 15          | 5     |
| Five-year ave        | 98     | 8      | 11               | 38                  | 36    | 16          | 8     |
| 2026 % diff from ave | 20%    | 7%     | 18%              | 47%                 | -28%  | -7%         | -36%  |

**Figure 7** Area and number of farms publicly marketed

| Area band      |                      | East Midlands | East of England | North East | North West | South East | South West | West Midlands | Yorkshire and Humber | England |
|----------------|----------------------|---------------|-----------------|------------|------------|------------|------------|---------------|----------------------|---------|
| 100-500 acres  | Total area (acres)   | 6,000         | 9,700           | 2,700      | 4,000      | 4,500      | 12,300     | 4,000         | 2,600                | 45,900  |
|                | Number of farms      | 31            | 42              | 10         | 18         | 22         | 67         | 17            | 12                   | 219     |
|                | Average area (acres) | 193           | 230             | 269        | 224        | 207        | 184        | 234           | 220                  | 210     |
| 500-1000 acres | Total area (acres)   | 4,800         | 5,400           | 1,000      | 600        | 3,000      | 3,300      | 2,000         | 1,100                | 21,100  |
|                | Number of farms      | 7             | 8               | 1          | 1          | 5          | 4          | 3             | 2                    | 31      |
|                | Average area (acres) | 679           | 670             | 968        | 563        | 607        | 823        | 662           | 574                  | 681     |
| >1000 acres    | Total area (acres)   | 6,100         | 1,300           | 0          | 0          | 1,100      | 3,500      | 0             | 2,900                | 14,800  |
|                | Number of farms      | 4             | 1               |            |            | 1          | 2          |               | 2                    | 10      |
|                | Average area (acres) | 1,532         | 1,282           |            |            | 1,054      | 1,735      |               | 1,453                | 1,484   |
| All area bands | Total area (acres)   | 16,900        | 16,300          | 3,700      | 4,600      | 8,600      | 19,100     | 6,000         | 6,700                | 81,800  |
|                | Number of farms      | 42            | 51              | 11         | 19         | 28         | 73         | 20            | 16                   | 260     |
|                | Average area (acres) | 401           | 320             | 332        | 242        | 309        | 262        | 298           | 418                  | 315     |

## Demand

### Proportion of farms selling

We continue to see signs of stabilisation in the market.

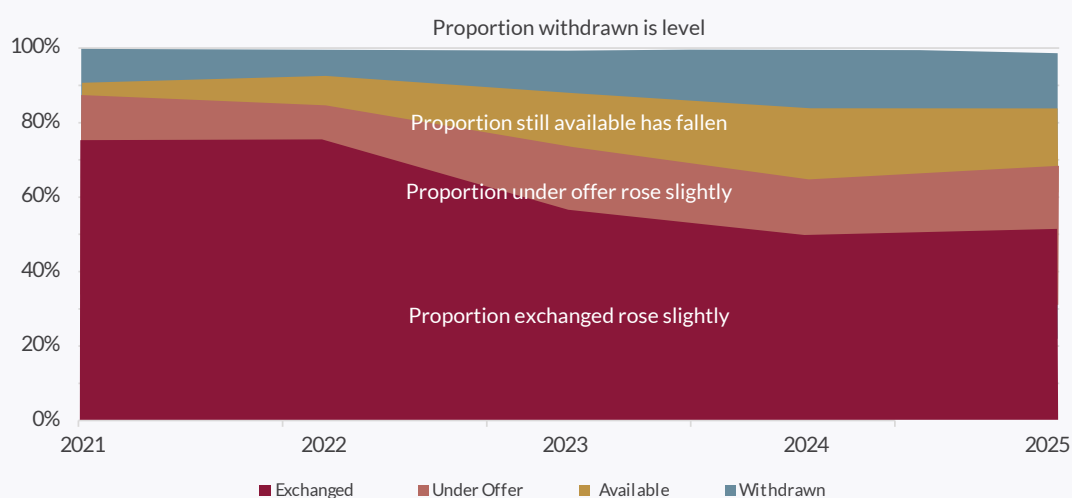
70% of the farms marketed last year have now sold, which is above the proportion we saw 12 months ago. The proportion of farms withdrawn is level (at 15%) and only 15% are still available, lower than at the same time in 2024.

Arable and mixed farms remain more likely to have sold than livestock farms and residential farms. This in part explains why a higher proportion of farms over 500 acres have sold.

However, the proportion of farms selling for their guide price or more has fallen to 51%, the lowest proportion for six years. This contributes to the slight downwards pressure on prices (see the pricing section).

**Figure 8** Speed of land transactions – % of farms sold (exchanged)

N.B. Data shows the sale status by number of sales, not acres. Data captures the sales status on 30 September of land marketed during the previous year, to give the farms time to sell. Privately marketed farmland has been excluded due to the difficulty of collecting comprehensive information.



Buyer types

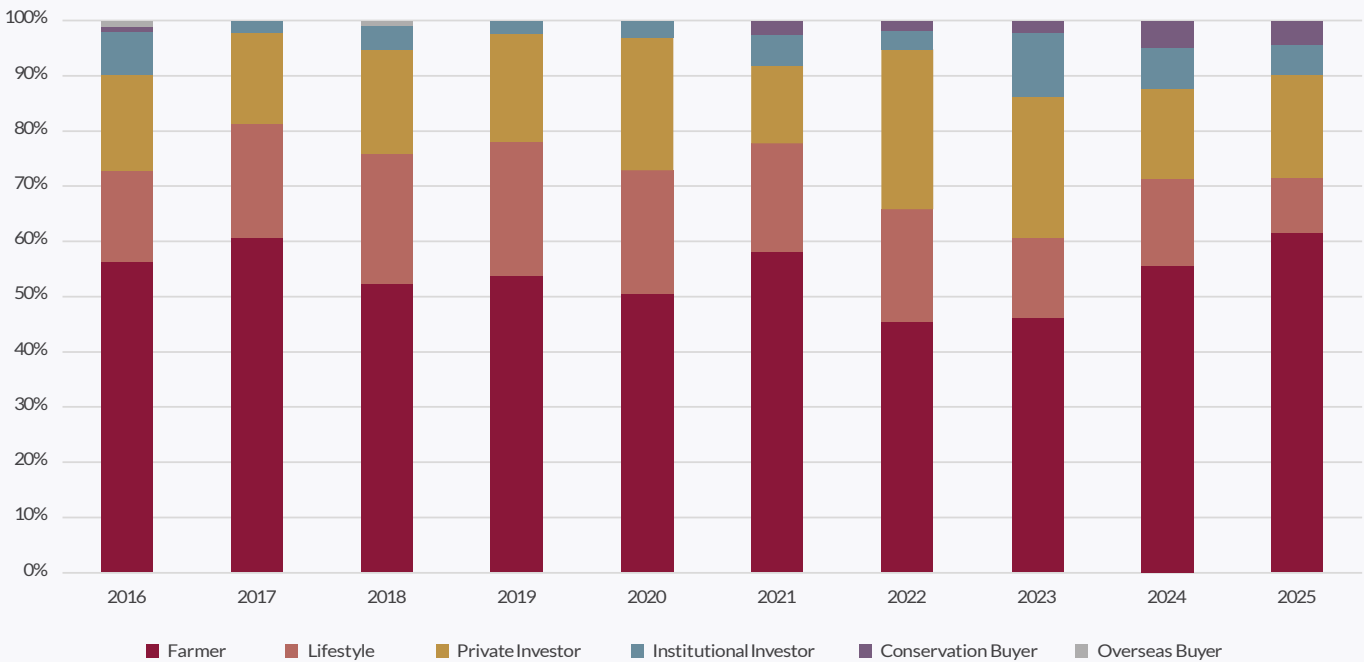
Farmers are buying an increasing proportion of the farms sold, while the proportion bought by lifestyle and private investors continues to fall, although they remain active in the southern half of England.

The overwhelming reason for purchases by farmers is upsizing, followed by taking the opportunity to buy neighbouring land when it is for sale. The reasons for investors buying are much more varied.

Over the past three years, farmers have bought more farms than investors in all regions, other than in the South East.

Figure 9 Buyer type

N.B. Data is by number of sales, not acres. The year is when the farmland was sold (exchanged) and is for whole years unless otherwise stated.



Pricing

Average price and sale price bands

The trend that developed in 2025, of fewer sales of arable land at £12,000 or more per acre, has continued into 2026. This has led to the proportion of land selling for over £10,000/acre falling from over 70% in 2023 and 2024 to 65% in 2025 and 2026. Combined with more land selling for £8-10,000/acre, the average price has fallen to £10,600/acre (which is a smaller fall than reported in our previous report, as more data has become available).

Pasture has seen a similar but less pronounced pattern, with less land selling at £10,000/acre or more and a slight increase in sales below £8,000/acre. This has led to the average sale price of pasture land stabilising at £8,700/acre.

**Figure 10 Average sale price of arable and pasture farmland (£/acre)**

N.B. The year is when the farmland was sold (exchanged) and is for whole years unless otherwise stated. Although we have stripped out the value of buildings and houses, the data can still be affected by differences in the quality and location of the land sold. Therefore, they should only be used as a broad indicator of changes in prices.

|             | Arable  | % change during year | Pasture | % change during year |
|-------------|---------|----------------------|---------|----------------------|
| 2017        | £9,200  |                      | £7,400  |                      |
| 2018        | £9,200  | -1%                  | £7,600  | 2%                   |
| 2019        | £9,000  | -2%                  | £6,900  | -9%                  |
| 2020        | £9,300  | 3%                   | £7,600  | 10%                  |
| 2021        | £9,400  | 2%                   | £7,600  | 1%                   |
| 2022        | £10,800 | 15%                  | £9,300  | 22%                  |
| 2023        | £11,100 | 3%                   | £8,600  | -7%                  |
| 2024        | £11,100 | 0%                   | £9,100  | 5%                   |
| 2025        | £10,900 | -2%                  | £8,800  | -3%                  |
| Q1,2&3 2026 | £10,600 | -3%                  | £8,700  | 0%                   |

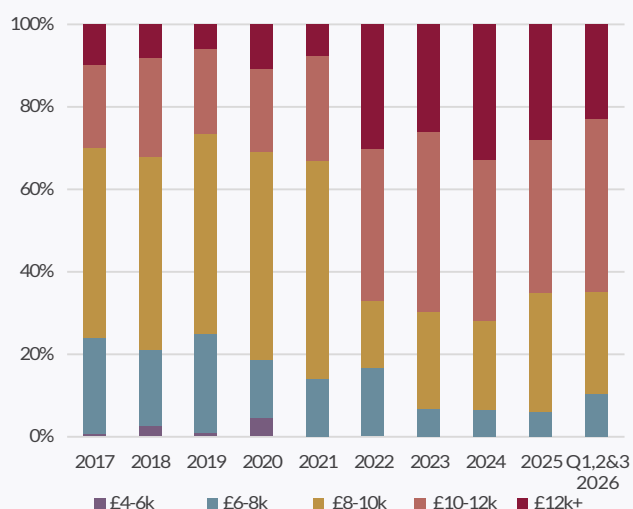
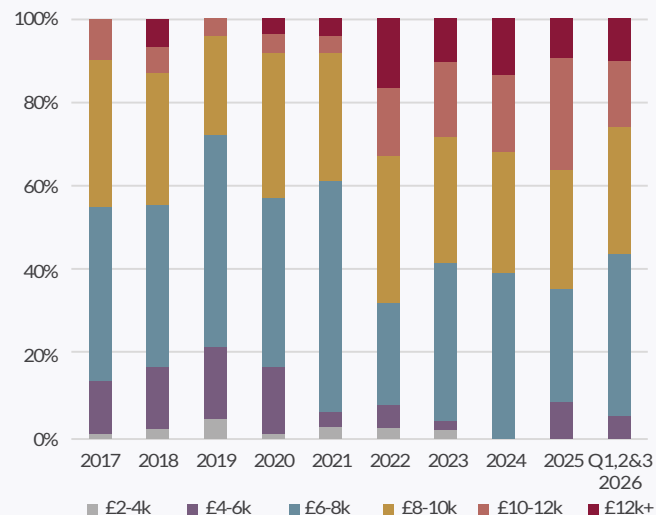
**Figure 11 Change in average sale price of arable and pasture farmland over different time periods (£/acre, % and annualised change)**

N.B. All prices are in nominal terms and have not been adjusted for inflation.

|          |      | Arable  | % change over period | Annualised change (%pa) | Pasture | % change during period | Annualised change (%pa) |
|----------|------|---------|----------------------|-------------------------|---------|------------------------|-------------------------|
|          | 2026 | £10,600 | -                    |                         | £8,700  | -                      |                         |
| 1 year   | 2025 | £10,900 | -3%                  | -3%                     | £8,800  | 0%                     | 0%                      |
| 5 years  | 2021 | £9,400  | 13%                  | 2%                      | £7,600  | 14%                    | 3%                      |
| 10 years | 2016 | £9,200  | 15%                  | 1%                      | £7,200  | 21%                    | 2%                      |
| 20 years | 2006 | £3,400  | 212%                 | 6%                      | £3,300  | 164%                   | 5%                      |

**Figures 12 & 13 Agreed sale price of arable and pasture farmland, by price band (£/acre)**

N.B. The year is when the farmland was sold (exchanged) and is for whole years unless otherwise stated. Although we have stripped out the value of buildings and houses, the data can still be affected by differences in the quality and location of the land sold. Therefore, they should only be used as a broad indicator of changes in prices.

**Arable****Pasture**

# Contact your local agent for a regional view on the market



## HEAD OF ESTATES AND FARM AGENCY

**SAM HOLT**  
07702 317301  
sam.holt@struttandparker.com



## NATIONAL

**LOUISE HARRISON**  
07469 913181  
louise.harrison@struttandparker.com



## NATIONAL

**MARK MCANDREW**  
07702 317231  
mark.mcandrew@struttandparker.com



## NATIONAL

**HARRY KENNEDY**  
07350 404756  
harry.kennedy@struttandparker.com



## NORTH

**DAVID SLACK**  
07584 506128  
david.slack@struttandparker.com



## NORTH

**ROSE MARTIN**  
07353 168115  
rose.martin@struttandparker.com



## EAST MIDLANDS

**GRACE MILLBANK**  
07384 828776  
grace.millbank@struttandparker.com



## EAST MIDLANDS

**RICHARD BROOKS**  
07966 401548  
richard.brooks@struttandparker.com



## SOUTH WEST

**CHRIS JOHNSON**  
07899 068281  
chris.johnson@struttandparker.com



## SOUTH EAST

**LIZA HOWDEN**  
07469 154 771  
liza.howden@struttandparker.com



## EAST ANGLIA

**GILES ALLEN**  
07702 317232  
giles.allen@struttandparker.com



## EAST ANGLIA

**TIM FAGAN**  
07702 199588  
tim.fagan@struttandparker.com



## COTSWOLDS AND CENTRAL

**JULIETTE BURT**  
07826 672139  
juliette.burt@struttandparker.com



## COTSWOLDS AND CENTRAL

**AMY REED**  
07917 249098  
amy.reed@struttandparker.com



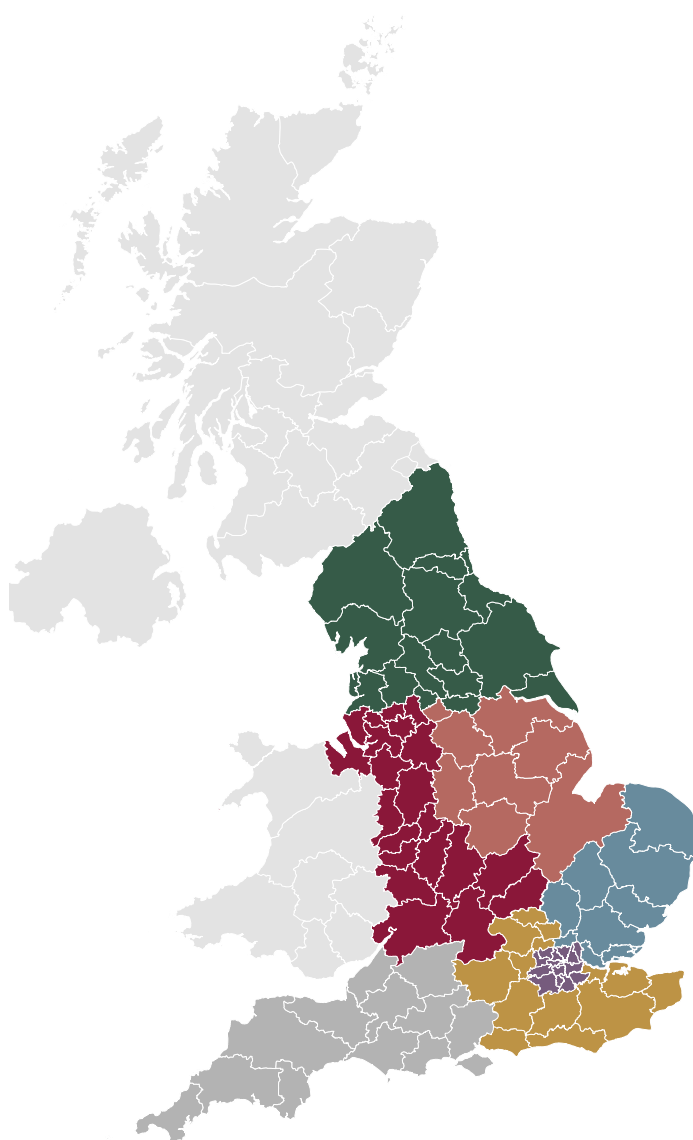
## CENTRAL AND SOUTHERN

**FRED COOK**  
07834 539675  
fred.cook@struttandparker.com



## RESEARCH

**DR JASON BEEDELL**  
07795 651493  
jason.beedell@struttandparker.com



### Methodology

All data in this market report is from Strutt & Parker's Farmland Database of privately and publicly marketed farmland over 100 acres in England. It has recorded detailed information on the farmland, buildings and soils as well as buyer and seller profiles since 1996, and so is one of the most comprehensive databases available. What makes it different to other databases is that it records sold prices (i.e. what the farm exchanged contracts for) as well as guide prices, and so is a more accurate reflection of actual market conditions as guide prices can overstate or understate the prices that buyers are willing to pay. The national prices stated in this report are based on sold prices. Once a farm is exchanged, we have assumed it is sold, following HMRC custom.

### Copyright

© BNP PARIBAS REAL ESTATE ADVISORY & PROPERTY MANAGEMENT UK LIMITED. ALL RIGHTS RESERVED. No part of this publication may be reproduced or transmitted in any form without prior written consent by Strutt & Parker. The information contained herein is general in nature and is not intended, and should not be construed, as professional advice or opinion provided to the user, nor as a recommendation of any particular approach. It is based on material that we believe to be reliable. While every effort has been made to ensure its accuracy, we cannot offer any warranty that it contains no factual errors. The information contained herein should therefore not be relied upon for any purpose unless otherwise agreed with Strutt & Parker and Strutt & Parker shall have no liability in respect of the same. Strutt & Parker is a trading style of BNP Paribas Real Estate Advisory & Property Management UK Limited, a private limited company registered in England and Wales (with registered number 4176965) and whose registered office address is at 10 Harewood Avenue, London, NW1 6AA.