

English Estates & Farmland Market Review

AUTUMN 2026

AVAILABLE
Langham Farm, Ashprington, Devon. 126 acres.
Guide price: £3,975,000

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.

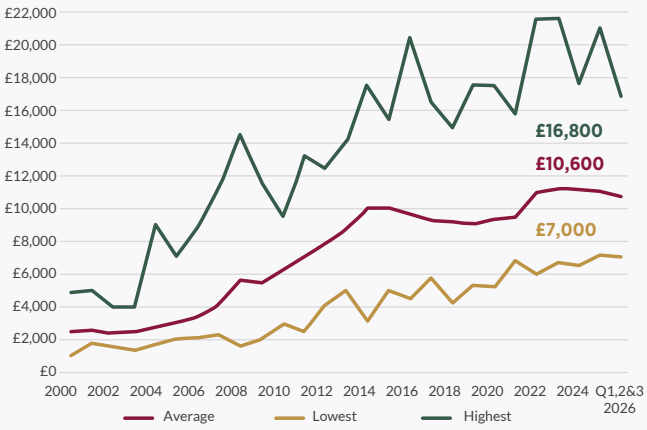
Pasture has seen a similar but less pronounced pattern, with less land selling at £10,000/acre or more and a slight increase in sales below £8,000/acre. This has led to the average sale price of pasture stabilising at £8,700/acre.

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

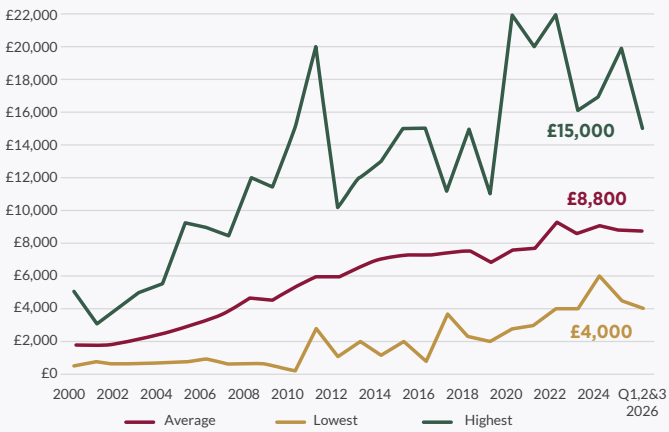
Figures 1 & 2 **Strutt & Parker English arable and pasture sold price series (£/acre)**

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.



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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

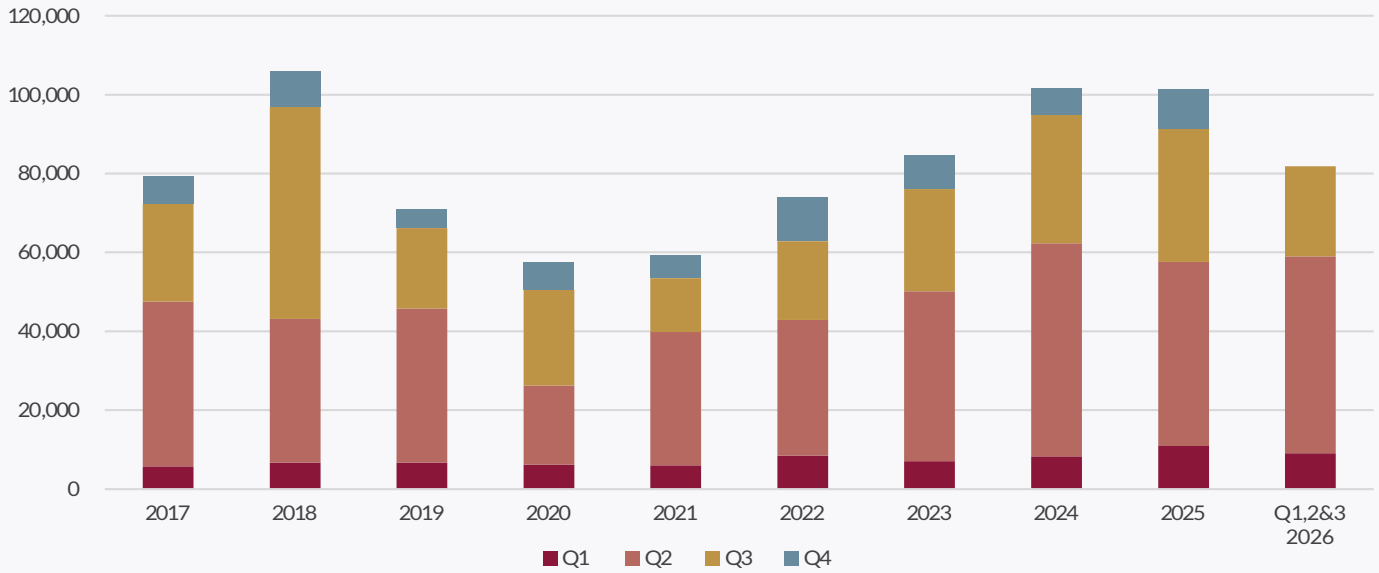
Fewer acres have been marketed in 2026 to date than in 2025, mainly due to lower supply in the North and less land being marketed in the third quarter than in the equivalent period of the past two years. That said, supply is very close to the five-year average.

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.

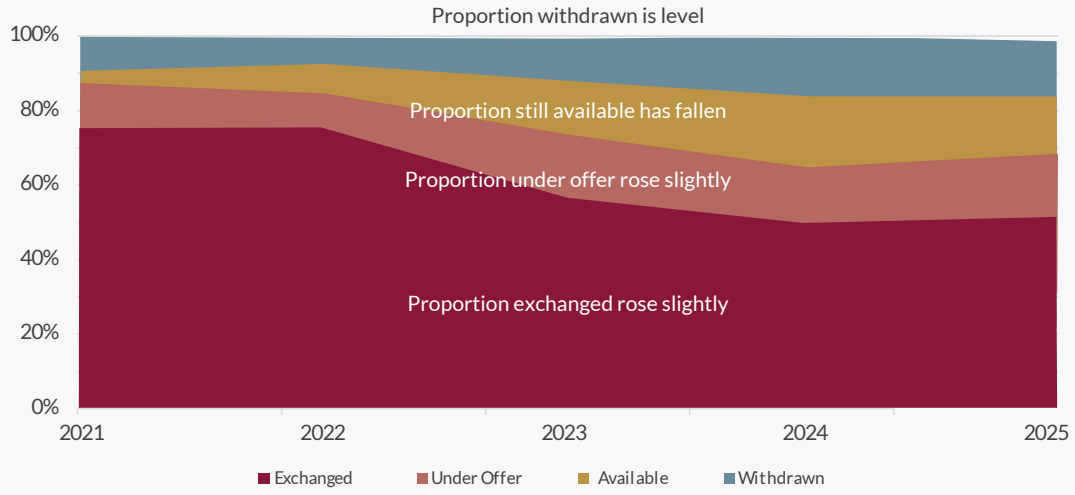
70% of the farms marketed last year have now sold, which is above the proportion we saw 12 months ago. The proportion of farms withdrawn is level (at 15%) and only 15% are still available, lower than at the same time in 2024.

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

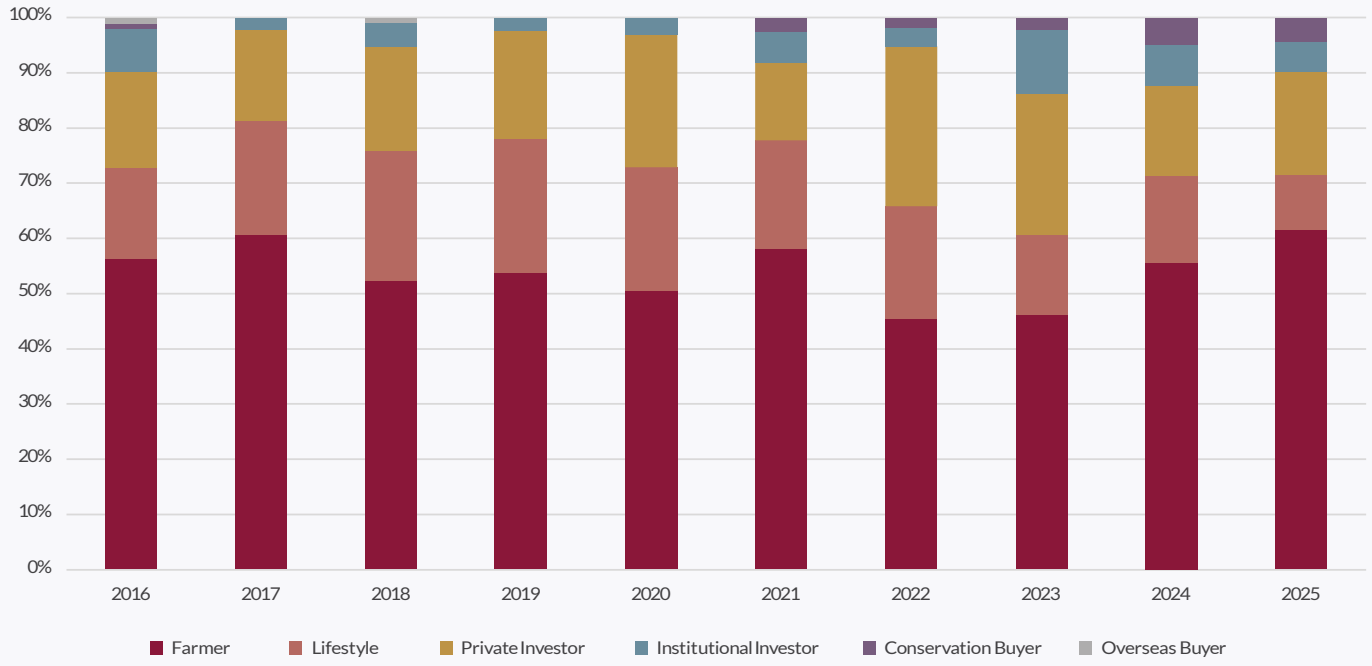
Farmers are buying an increasing proportion of the farms sold, while the proportion bought by lifestyle and private investors continues to fall, although they remain active in the southern half of England.

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

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.

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)

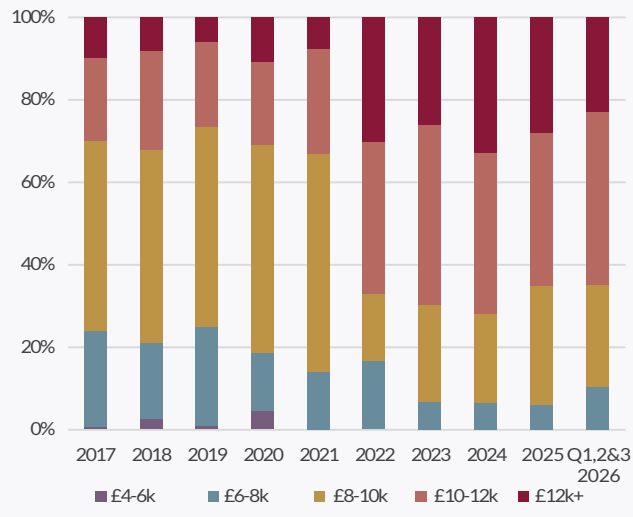
N.B. All prices are in nominal terms and have not been adjusted for inflation.

		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%

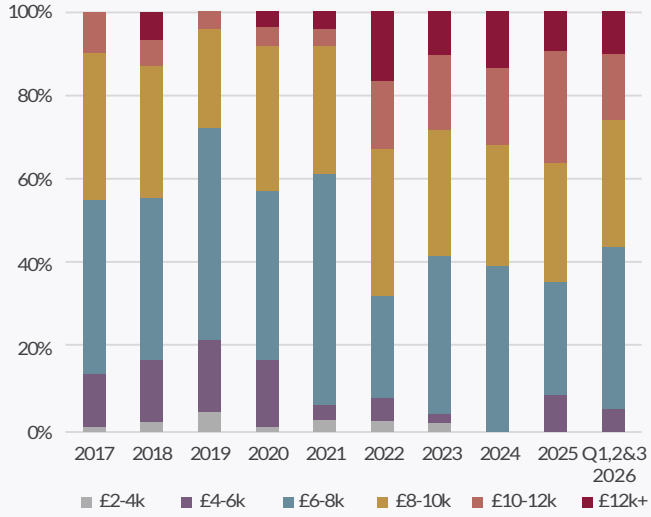
Figures 12 & 13 Agreed sale price of arable and pasture farmland, by price band (£/acre)

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Arable



Pasture



Contact your local agent for a regional view on the market



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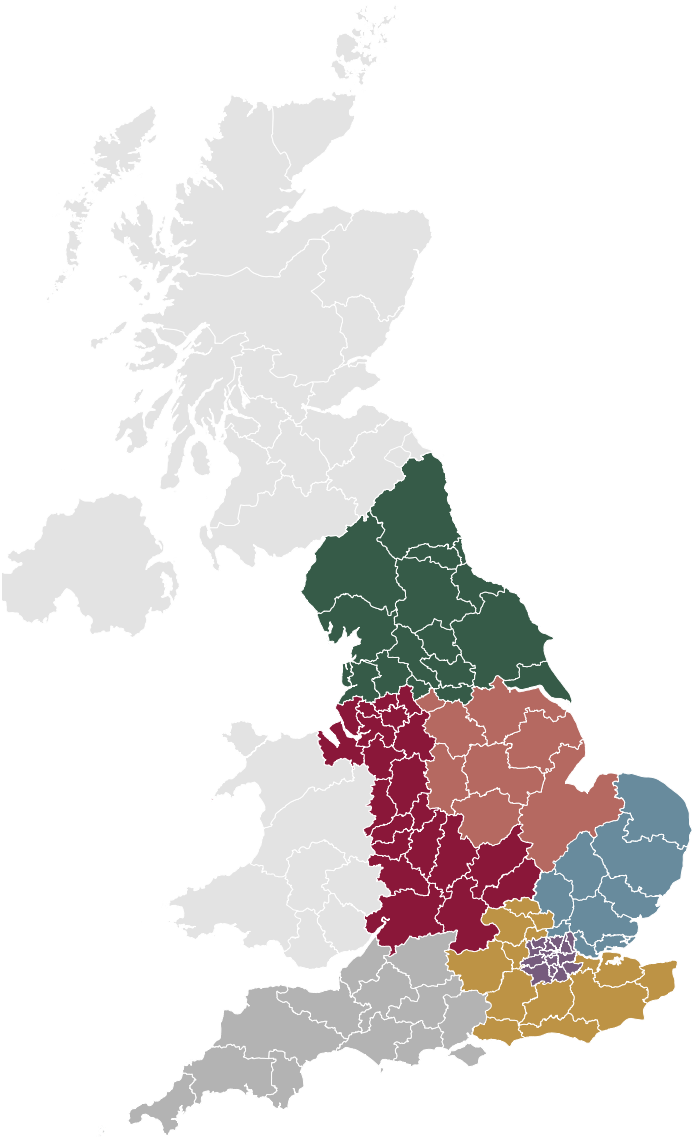
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Methodology
All data in this market report is from Strutt & Parker's Farmland Database of privately and publicly marketed farmland over 100 acres in England. It has recorded detailed information on the farmland, buildings and soils as well as buyer 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.

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