



Forebank of Canterland – the legacy

Over the course of 2021, the sale of Forebank of Canterland has been a hugely rewarding experience for George Hipwell, Director and Head of Rural & Agency, and fellow Director Lewis Anderson of the Aberdeen office.

The farm, which centred around an imposing Grade A listed farmhouse, extensive traditional steading and 290 acres of mainly arable land, was left to RSABI in the will of the late owner - a significant gift and one of material importance to the charity following the turbulence of Covid-19. We were instructed in late 2020 to undertake the Red Book valuation for reporting to HMRC and to manage the property with the ultimate objective of ensuring a successful sale in 2021.

Launched for sale in June at Offers Over £2.7M, and following significant interest, it went to a closing date 6 weeks later when it was placed under offer with the sale due to complete in late 2021. Davidson & Robertson continue to manage the property until its sale.

In close consultation with the Executor, we devised a strategy to

manage and maintain the property, whilst maximising income from plant, machinery and farming activities in such a way that ensures vacant possession could be granted at the point of sale. Including:

- Introducing a local plant and machinery auctioneer to catalogue, clear and sell the machinery.
- Regular property inspections and co-ordinating necessary repairs and maintenance.
- Providing specialist agricultural consultancy advice to implement and manage contract farming activity.
- Converting old grass leys to arable increasing farm income.
- Completion of drainage repairs and creation of some larger fields to increase efficiency and productivity.

- Implementation of short-term grazing agreements to maintain the farm in good heart.
- Procurement of Basic Payment Scheme Entitlements through a lease and purchase arrangement, generating additional income without extra cost.

“It has been a fantastic project to be involved with; an opportunity to demonstrate D&R’s range of expertise and our ability to add value in a situation which really does make a difference at the end of the day. The generosity of the former owner will make a real difference in the rural community through the proceeds of this sale and the additional income we have been able to secure.”

D&R Director George Hipwell.

Should you be considering a farm sale or purchase, our dedicated sales team is on hand to provide the expert advice that will help you achieve your objectives.

**D&R expands
in D&G**



**Spotlight on
Aberdeen**



**Our team
grows again**



**Graduate
scheme growth**



**See you at
AgriScot
9th Feb**

RURAL & AGENCY

Head of Department Director - George Hipwell

NEW APPOINTMENT



Lewis Anderson - Director

As a Chartered Surveyor and Member of

the Institute of Agricultural Management, Lewis began supporting D&R as a Consultant in January 2021, working from our Aberdeen office, covering Angus, Aberdeenshire, Moray and beyond. With over 20 years' experience, we are excited to welcome him in his new role as a Director. Lewis joins our Rural and Agency Department, focussing on increasing market share for sales and valuations instructions.

2021 market trends for property sales

“Buyers should be readying their funds (either finance offer in principle, or cash) to evidence ahead of search.”

- With an increasing number of properties coming to the market, activity is picking up but demand is still very much outstripping supply, partially down to pent up demand following a slow 2020.
- Investment buyers are an increasingly important part of the market – they are now active in more than just forestry or conventional planting land.
- There is a trend for short closing dates – between 5 working days and 2 weeks now being more common.
- Closing Dates are on the increase with the significant majority of properties being sold at closing date.

2021 Sales & Valuations – a year in review*



Property launched:

Property under offer:

Property sales concluded:

68 Red Book valuations completed:

value £98.5m

Red Book valuations are relied upon by 3rd parties e.g. for lending or HMRC.

*Sales include farms, amenity estates, forestry, planting land, smallholdings and equestrian properties, rural residential and new build plots. (Stats at 1-10-21 include all publicly marketed and off market transactions 1-1-21 – 1-10-21. Some sales/ under offer properties may have been launched in 2020).

For a no obligation and confidential discussion about your property needs, **contact George Hipwell or Will Dalrymple on 0131 449 6212, Lewis Anderson on 01224 766 956 and Joe Bell on 01900 268 633.**



George Hipwell

Scotland's Agri-Environment Climate Scheme extended:

The Agri-Environment Climate Scheme has been extended in Scotland until 2024 with a new application round each year. Farmers, crofters and land managers will be able to apply for funding aimed at promoting low carbon farming and protecting the environment. The 2022 application round will be a full round and the scheme guidance will be updated before the round opens for applications. **Contact your local D&R office.**

England's Farm Resilience Scheme:

This scheme is a DEFRA funded project giving farmers the chance to review the impacts the changes to farming policy and grant funding is likely to have over the coming years. Working with Laurence Gould Partnership, (1 of only 15 businesses to offer a Defra-funded Farm Business Review under the Farm Resilience Scheme), we can offer reviews to existing and new clients in England. It will be offered on a first come first served basis, so if you are interested, **contact Chris Edmunds on 01900 268633.**

Sponsoring Cumbria Farmer Awards

D&R sponsored the Supplier of the Year Award at the inaugural Cumbria Farmer Awards held in October.

Congratulations to the winners Aspatria Farmers, and the shortlisted finalists Lely Centre Longtown and Carrs Billington.

Martin Hall, D&R Senior Director presented the award and was joined at the event by Sam Sykes, Joe Bell, and Nigel Harris.



RURAL OFFICE ROUNDUP

Spotlight on... Castle Douglas, D&G

The Southwest Scotland is a key area for D&R, so we expanded our team in the Castle Douglas office to ensure our clients are well served and we have the opportunity to grow our business in the area.

Heading the local team is Director Ian Austin, who grew up on the family beef and sheep farm near Gatehouse of Fleet, has worked with agricultural clients across D&G and the Central Belt for over a decade. Director Derek Bathgate, now based in our Ayr Office, is now the lead Director for renewable energy within the business and continues to represent clients in the CD area.

Ian McKnight joined D&R this summer and is assisting in negotiations around the reinstatement of the Gas Networks Ireland (GNI) pipeline - along with Senior Land Agent Sarah Bennett (nee Jamison) who returns from maternity leave, and Chris Edmunds and Nigel Harris from the Cockermouth office.

Due to growth in the sales and valuations in CD, Romy Noble has taken on a new role as Sales and Valuations Assistant, delivering support to the sales team.

In the Property and Forestry Department, Kimberly Briscoe has joined D&R as a Graduate Surveyor. Kimberly is an archaeological surveyor and has strong Geographic Information System (GIS) mapping skills.

Eilidh Strachan has joined the team as Property and Forestry Coordinator. Associate Nick Mellish is a property management expert based in Lockerbie and Forestry Manager Rob Cleaver spends much of his time in CD area. **Call the Castle Douglas office on 01556 50 22 70.**



Ian Austin

John Neil FIA Scot:

It was with great sadness we reported the passing of our friend and colleague John Neil. He

was an important part of the firm since the two businesses joined up in 2010. Until the end, John remained engaged with D&R and was committed to ensuring his long-term clients continue to be well served, a legacy we intend to continue. Our thoughts are still very much with his family.



Spotlight on... Aberdeen



Strengthening our presence in the North East, D&R has grown a team in the Aberdeen office that have strong roots with the local area, enabling them to cover Angus, Aberdeenshire, Moray and beyond.

Working as a Consultant with the business since January, Lewis Anderson has now been appointed to our Board of Directors. As a Director with vast experience in commercial and rural property, Lewis joins our Rural and Agency Department, focussing on increasing market share for sales and valuations instructions.

D&R Director George Hipwell, heads the Rural and Agency team, "We were keen to ensure we found someone who was the right fit,

not just for D&R, but for North East clients too. Being Aberdeenshire born and bred, and a farmer himself, we are certain Lewis is the man for the job. He has a wealth of local knowledge, practical farming and surveying experience and has already proved to be a valuable member of the team."

Lewis will continue to cover a wide range of workstreams, supported by D&R Associate Neil Menneer and by recently recruited Graduate Andrew Frank who completed a degree in Rural Business Management at SRUC who also comes from Aberdeenshire..

Lewis said "I'm glad to be joined in the Aberdeen office by Neil and Andrew. We're a down to earth, grounded team and from our Westhill base, we're looking forward to providing a professional, pro-active service to new and existing clients."

Call the Aberdeen office on 01224 766 956.



Neil Menneer

Andrew Frank

Sponsoring LiveScot – Lanark

It was great to see so many people at LiveScot – back after a 2 year gap. We were delighted to sponsor the Heavyweight Heifer Champion – congratulations to B Duffton (who also went on to win Champion Heifer), and to the Reserve Heavy Heifer Champion from H&S Dunlop.



Niall Milner presenting the prizes to Championship winners.

What are the main things to consider for residential lettings?

We are often asked this question so thought a simple list for consideration would be useful:

- Think about the long-term use of the property and the implications of having a tenancy (a PRT) in place.
- Is the property fit to be let out? Are there any repairs needed? Are all the necessary certification in place (gas, electric, EPCs etc.)?
- Make sure it has been professionally cleaned and an inventory taken before the tenant takes occupation.
- Is the rent appropriate for the area and the property?
- Making sure the deposit is logged in a deposit scheme.
- References and proximity to landlord - is the client/landlord happy with the tenant references particularly if the rental property is in close proximity to the Landlord's home.

Author: Alison Forrester Smith, Associate Director



Niall Milner

NEW APPOINTMENTS

Alison Forrester Smith, Associate Director



A qualified Chartered Surveyor with nearly 25 years' experience, Alison has a wealth of knowledge managing property in the public and private sectors. Joining the D&R Property Management team, Alison focuses on commercial and residential portfolios for D&R clients in Scotland.

Director and Head of Property and Forestry, Niall Milner, said "Despite the challenges of the last year, we are seeing growth in property management and have been looking to strengthen our team, bolstering our skills and expertise. It's also very important to get the right fit for our clients, so we are delighted to welcome Alison. Contact Alison in the Edinburgh office on 0131 449 6212 or email: AFS@drural.co.uk

Emma Savage, Senior Surveyor



Emma studied Rural Enterprise and Land Management at Harper Adams University before qualifying as a Chartered Surveyor and RICS Registered Valuer. She is a Fellow of the Central Association of Agricultural Valuers, receiving the 2020 prize for the highest mark in the Midland Counties Practical Exam. Emma gaining experience in estate management and professional practice in Yorkshire/Midlands before joining our team in Edinburgh.

Eilidh Strachan, Property & Forestry Coordinator



Eilidh joined D&R's Property & Forestry team in 2021 after a three-year career in Private Residential Letting and Management and has attained Arla PropertyMark qualification Level 6.

Voluntary registration – is it worth it?



Registration of title in the Land Register is now compulsory for all land sold in Scotland and the Scottish Government want all Scottish land to be registered by 2024.

The majority of Scotland's land has never been registered or still remains in the Sasine Register, with rural properties representing a very high proportion of unregistered land due to farms and estates not changing hands as regularly as urban properties.

There are real benefits to ensuring your property is registered. Ultimately, if you are not first to register your land and someone else registers part of your ground – proving it is yours can

be more difficult, leading to court cases and costs. This has already happened in some cases - we have already been asked to comment in court.

It is also imperative that your property is registered if you are looking for a loan or overdraft - you can not secure against your property unless it is registered. You can read this full article on our website or **contact your local D&R office.**

UTILITIES, ENERGY & INFRASTRUCTURE

Head of Department: Director Ian Austin

Development Success from start to finish

Working with a longstanding client, we successfully identified and managed an opportunity to create 81 new homes on 12 acres of land at Stainburn, Workington. Through our knowledge of the local development market, D&R identified the opportunity, promoted it through the local plan, tendered the site and worked on behalf of the landowner alongside developer Genesis Homes who obtained planning permission and will now take the project forward.

The project has also helped build stronger links with Genesis Homes who are looking forward to working with us on future projects.

D&R Director Chris Edmunds, based in our Cockermouth office, said "We are delighted to have provided our



client with a start to finish service, gaining positive feedback for our entrepreneurial vision, focus and ability to keep the project moving forward. We work with several developers and would encourage anyone owning land with development potential to contact us for a free, no-obligation initial discussion."

A66 Northern Trans-Pennine Project Surge

The A66 Northern Trans-Pennine project was confirmed in 2020 and covers the length of the A66 between the M6 junction 40 at Penrith to the A1(M) junction 53 at Scotch Corner (approximately 50 miles). The project involves dualling the remaining single carriageway sections, along with improvements at key junctions along the route.

What action should you take if affected by road improvements?

The D&R team have previously worked on large scale infrastructure projects in Northern England and Scotland, and experience has shown that the sooner you engage with the process in terms of preparation and early discussion, the better.



Chris Edmunds

Our top tips are:

1. Engage & act early
2. Mitigate impact and consider practical issues
3. Be prepared and negotiate

If you are facing any form of land/property purchase or if contractors or utility companies require access to your land, and you haven't yet engaged an experienced agent, it really is time to act.

Chris Edmunds heads the CPO and Utilities team for Northern England – call him on 01900 268633 or email CE@drrural.co.uk



Ian Austin

NEW APPOINTMENTS

Stuart Lobb, Associate Director



With 19 years' experience and a background in commercial and residential development, Stuart is very knowledgeable in the English and Scottish property legal systems. Working from our Edinburgh office, he provides support throughout Scotland and Northern England, where he focuses on clients interested in planning and development, the resurgence of the renewables/energy sector and the changes in telecoms legislation.

Ian McKnight, Land Agent



Ian was brought up on a family farm near New Luce in Wigtownshire, which he now farms in partnership with his wife Hayley. They farm 700 Scottish Blackface ewes and a small herd of Galloway cattle. Ian's role includes assisting in the continued negotiations surrounding the reinstatement of the Gas Networks Ireland (GNI) pipeline and other Utilities project work.

Abigail Wass, Assistant Land Agent



Abigail has joined with experience from a Cumbrian Land Agency firm. She graduated from Harper Adams University in 2018: BSc Honours Degree in Rural Enterprise & Land Management. As part of her degree, she spent a year working on the Chatsworth Estate, involved with a wide range of estate management tasks.

Growing with our Graduates

Welcoming our 2021 Graduates: Kimberly Briscoe, Andrew Lumgair, Andrew Frank and Tess Gibson.

D&R has welcomed four new Graduate Surveyors who will spend the next two years working towards their APC. Their induction took place in our Edinburgh office where they also got the chance to meet some of our existing staff at a BBQ on their first day. Read more about our new graduates on our website: www.drrural.co.uk



Andrew Frank

Andrew graduated with a 2:1 honours degree in Rural Business Management from SRUC Aberdeen. He grew up on a beef, sheep and arable farm in Aberdeenshire. He enjoys clay and game shooting, watching rugby and is a keen member of Udry YFC.



Andrew Lumgair

Andrew completed an honours degree in Rural Business Management at SRUC Edinburgh in 2020, before returning to work on the family potato farm near Letham, Angus. He starts his APC training with our Utilities, Energy & Infrastructure team.



Kimberly Briscoe

Kimberly completed an honours degree in Archaeology from the University of York (2013) and has worked within Archaeology and GIS roles until she returned to University in 2020 to complete her Master's of Land Economy (MLE) at the University of Aberdeen.



Tess Gibson

Tess enjoyed her placement year at D&R in 2019/2020 and has returned as a Graduate Surveyor after gaining a 2.1 BSc Honours Degree in Rural Enterprise and Land Management from Harper Adams University. She is very involved with her family's commercial sheep farm.

130 year celebrations

CELEBRATING
130
YEARS
ANNIVERSARY



October dinner date - we celebrated with a dinner at the Waldorf Astoria in Edinburgh. It was a black-tie event and a lovely opportunity for all our colleagues to come together and celebrate this exceptional milestone and Senior Director Martin Hall's 30 years with the business. Thanking Martin for his service D&R Chair, Robert Shearlaw presented Martin with an engraved silver tray.



Our 130 mile Anniversary Challenge – every year we set a company wide challenge. Normally it's for charity, but after the 18 months we've had – we're focusing on the opportunity to reconnect with each other and introducing the host of new staff who joined us this year. Two teams (north & south) each completed a walk to cover 130 miles.

CAAV Council elect Martin Hall to Executive Committee

CAAV (Central Association for Agricultural Valuers), is the professional body representing, briefing and qualifying those acting and advising on agricultural and rural property and business matters across the UK. Martin Hall has been appointed to the CAAV panel of Arbitrators – and was also appointed to the Executive Committee – responsible for the management of the Association.



Martin Hall

STOP PRESS: Martin Hall has been awarded REV status – Recognised European Valuer – one of only 2 in Scotland.