English Estates & Farmland Market Review

SPRING 2026

Market at a glance

Supply

Just over 7,000 acres were publicly marketed in the first quarter, the joint lowest in the past five years, and in contrast to 2025, which was one of the highest years in terms of acres marketed of the past 15 years.

Only 25 farms were publicly launched in Q1 2026, fewer than last year but around the long-term average.

In 2025, there was an increase in cropping farms marketed (either arable or mixed) and a decrease in livestock farms, compared with the average.

Demand

There are signs that the market stabilised in 2025, with the proportion under offer or exchanged increasing slightly on 2024 levels.

Almost 60% of farms sell at or above their guide price, which has been a stable proportion in the past three years.

The revival in buying by farmers continues, with the revised data for 2025 now showing almost 60% of purchasers were farmers. This may not reflect overall farmer confidence as a small number of buyers are involved in transactions annually.

Pricing

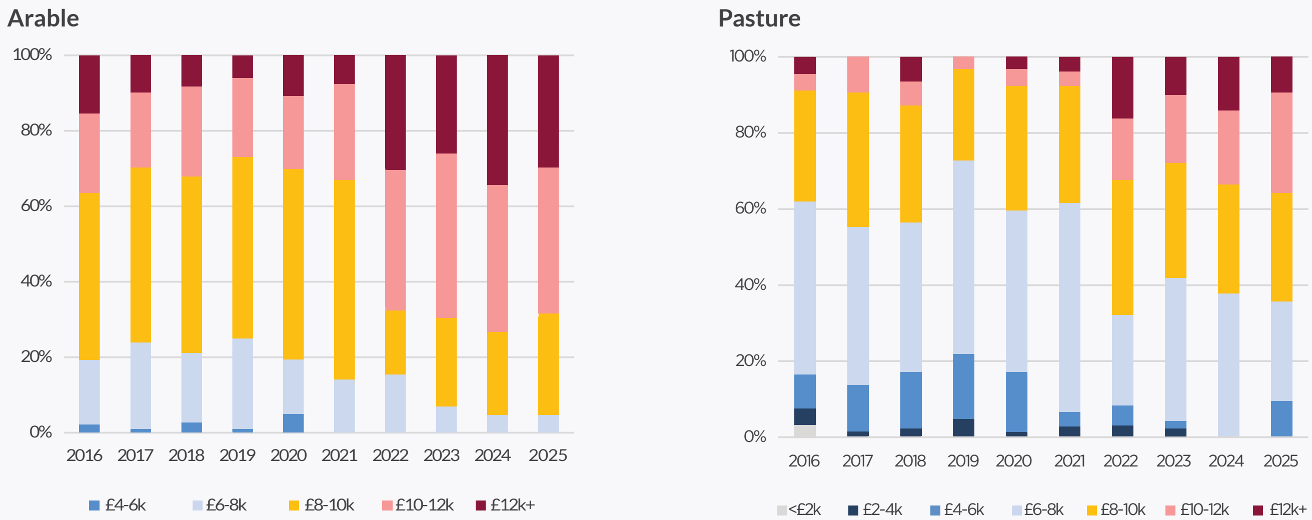
There is not enough data to produce reliable pricing estimates for Q1 2026 yet but, as more data has been gathered on 2025 sales, the average for both arable and pasture has been revised.

The arable average for 2025 remains at or close to record levels at £11,200/acre. It is pulled up by 30% of sales happening at £12,000/acre or more, often to buyers who have a very specific reason for the purchase.

For pasture, the average of £8,800/acre is about 5% below the peak in 2022. Compared with then, less is selling at £12,000/acre or more, and more is selling at £4,000 – 6,000/acre, particularly on general cropping farms.

Figures 1 & 2 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.



Market Overview

Average prices remain stable, despite cautious sentiment

The first quarter of the year is typically characterised by low supply and 2026 has been no exception. Just over 7,000 acres were publicly marketed, which is down on 2025 levels and 15% below the five-year average. We continue to see off-market transactions as sellers seek a more discreet sale – we have recently exchanged contracts on the private sale of a 1,800-acre arable farm two weeks after the offer was accepted.

The persistent rain during the early part of the year has been one contributing factor, with vendors understandably reluctant to bring property to the market while conditions were so wet. More generally there is a sense that some are delaying major decisions pending greater clarity on the impact of the changes to inheritance tax and the wider consequences of the conflict in the Middle East.

Interestingly, despite a prevailing mood of caution, the data does not reflect this sentiment as strongly as some might expect. There is a nervousness within the arable sector, which has had a challenging three years and is now, once again, facing rising fuel and fertiliser costs. Yet despite this volatility, our analysis of the Farmland Database highlights the market remains relatively robust.

There is currently insufficient data to report an average price for Q1 2026. At the lower end of the market, some arable land is changing hands for around £7,500/acre and that tends to be in areas where farmers have little competition and are bidding mindful of the land's profit potential. Where a market is stronger because of local dynamics, then prices are significantly higher. Indeed, our data shows that in 2025 30% of arable land sold at £12,000/acre or more which has kept average prices near record levels.

Overall, while activity in recent months has been relatively subdued and transactions are tending to progress slowly, it is a market that feels stable, with opportunities for both buyers and sellers.

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Market Outlook

Our expectation is that the market will continue in a similar vein to last year. Prices are likely to be highly variable, with demand being robust in some localities, but softer elsewhere, and supply consistent with the five-year average. While supply is expected to rise in Q2 and Q3 – always the most popular quarters for new launches – we are not anticipating volumes to increase significantly.

On the demand side, history points to land often serving as a safe haven for wealth during turbulent times. With the conflict in the Middle East causing significant global stock market volatility, it is possible that land may become a more attractive long-term prospect for some investors. Farmers – who accounted for nearly 60% of transactions last year – are likely to remain cautious in their approach, although there remains a good number of active expansionist farmers looking to grow their businesses.

For vendors, combining the right marketing strategy with expert insight and market intelligence is key to achieving the best results. Lotting farms so any non-core assets, or assets with liabilities, can be sold separately can be preferable to selling as a single entity. Market knowledge is also important in terms of identifying potential buyers who might be motivated to negotiate a private deal.

This is just as relevant for premium estates sales, as it is for the commercial farmland market. For example, we are seeing in the estates sector that buyers can be reluctant to take on properties with extensive residential portfolios because of the high costs of maintaining and improving let property, combined with the introduction of the Renters' Rights Act on 1 May. Thoughtful lotting can be an effective way to address this issue.

Market knowledge is also important in terms of identifying potential buyers who like certain asset classes that can be brought together, as this can often maximise the sale price. However, there are also times when an owner of an estate would prefer to sell it as a whole, and then it's important to find a buyer who is prepared to take a more holistic view.

If you would like to discuss buying or selling land, farms or estates – publicly or privately – then please get in touch.

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.
- Please also see the methodology section on the back page.

Supply

Area of farmland and number of farms marketed

Just over 7,000 acres were publicly marketed in the first quarter, the joint lowest amount in the past five years, and 15% below the five-year average.

This is in contrast to 2025, which was one of the highest years in terms of acres marketed of the past 15 years.

However, in terms of the number of farms marketed the gap feels less pronounced, with 25 launched in Q1 2026 compared with 28 in Q1 2025.

In addition, we are aware of some privately marketed properties, but they have been excluded from our dataset because of the difficulty in collecting comprehensive information.

Demand

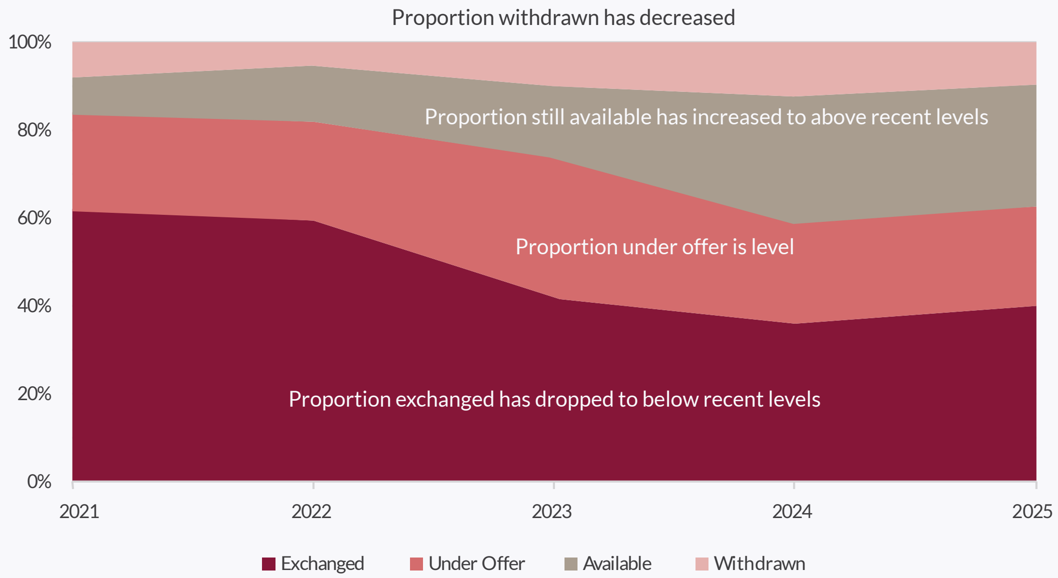
Proportion of farms selling

After clear signs of demand weakening in 2023 and 2024, there are signs that the market stabilised in 2025, with the proportion of farms under offer or exchanged increasingly slightly, although still well below 2021 and 2022's levels.

Where the dynamics are right – perhaps because there happens to be a neighbouring landowner with a specific motivation to buy, or if the land is particularly high quality or has strategic value – properties exceed guide price. But there is another segment of the market, where it remains more challenging to get land under offer or exchanged, including land that vendors perceive is limited by soil quality, the impact of weather or climate, or hindered by issues specific to that property.

Figure 3 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 31 March of land marketed during the first nine months of the previous year, to give the farms time to sell. Privately marketed farmland has been excluded due to the difficulty of collecting comprehensive information.



Pricing

Average price and sale price bands

There is not yet enough data to produce reliable price estimates for land sold in early 2026. However, as more data has been gathered on 2025 sales, the average for both arable and pasture has been updated.

The arable average price last year was £11,200/acre, which remains at or close to record levels. It is pulled up by 30% of sales happening at £12,000/acre or more, which remains high by historical standards.

For pasture, the 2025 average of £8,800/acre is about 5% below the peak in 2022. Compared with then, fewer farms are selling with pasture at £12,000/acre or more, and there is more land selling at £4,000 – 6,000/acre, particularly on general cropping farms.

Figure 4 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
2016	£9,600		£7,200	
2017	£9,200	-4%	£7,400	3%
2018	£9,200	-1%	£7,600	2%
2019	£9,000	-2%	£6,900	-9%
2020	£9,300	3%	£7,500	9%
2021	£9,400	2%	£7,600	1%
2022	£10,900	15%	£9,300	22%
2023	£11,100	2%	£8,600	-7%
2024	£11,200	1%	£9,100	6%
2025	£11,200	0%	£8,800	-3%

Contact your local agent for a regional view on the market

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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.