

1. Background

- 1.1 The RICS~RAU Farmland Market Directory of Land Sales is generated from information provided by land agents from across the country. The Directory provides a detailed list of land transactions, normally representing some 500 individual transactions per annum ranging from small areas of bare land to large estates.
- 1.2 The Directory is normally produced twice yearly, covering the periods January to June and July to December in each year. This report provides a summary of the data for the period from the 1st July to 31st December 2025. The Directory of transactions is now available on the RICS website.
- 1.3 As always, the RICS and RAU are very grateful to members and others who have submitted data to the survey. If you are not contributing to the survey but would like to be included in the circulation list to make a return in the future, please email ricssurveys@rau.ac.uk

2. Transactions

2.1 Total

- 2.1.1 In total 433 of the reported transactions for the period and are analysed in this summary which is significantly higher than previous surveys with the similar numbers of participating land agents. As always, some transactions submitted contained incomplete data and consequently they are not included in the Directory.
- 2.1.2 This compares with 252 transactions from the previous survey (H1 2025). Table 1 shows the historical number of transactions analysed in previous periods.

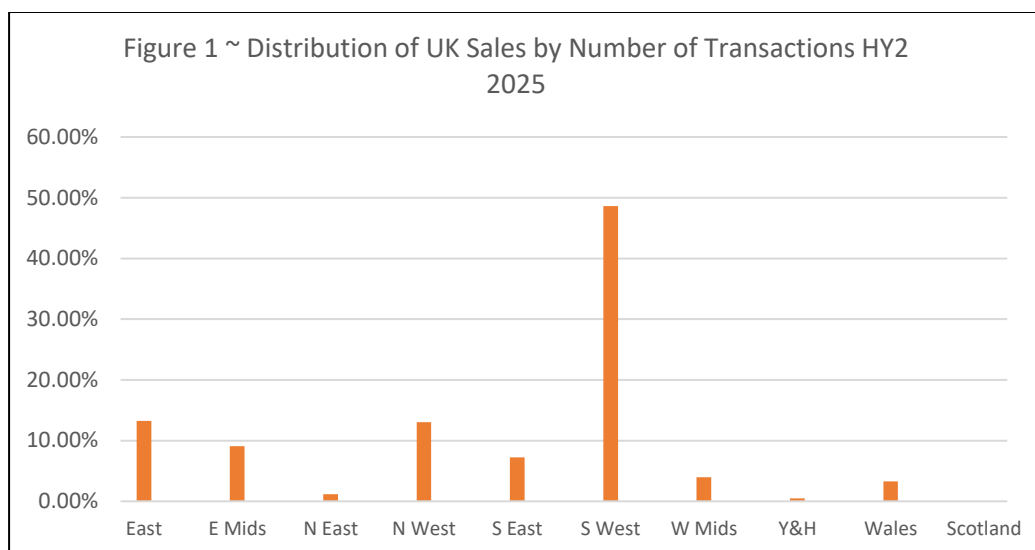
Table 1 ~ Historical Numbers of Transactions

	2H2025	1H2025	2H2024	1H2024	2H2023	1H2023	2H2022
No. of Transactions reported	433	252	277	219	314	217	258

2.2 Distribution

- 2.2.1 There were 416 transactions (96.8%) reported in England, 14 (3.2%) in Wales and 0 in Scotland. The largest number of transactions reported was from the South West (48.6%), as per previous surveys. The distribution of reported sales is shown in Figure 1¹.

¹ Regional distribution relies on the regional information provided by respondents.



2.2.2 The distribution by size reflected the trend of recent surveys; 79.53% of the transactions reported in the overall survey were for sales of 50 acres or less (small), 15.35% for sales of between 51 and 200 acres (medium) and 5.12% for sales of more than 200 acres (large). Comparative figures for the last four years are shown in Table 2. The smallest sale in the sample was less than 1 acre and the largest 1922 acres (2025 H1 1:435acres, 2024 H2 1:935, 2024 H1 1:2526, 2023 H2 1:1491, 2023 H1 1:333acres)

Table 2 ~ Distribution of Sales by Number

	2025 H2	2025 H1	2024 H2	2024 H1	2023 H2	2023 H1	2022 H2	2022 H1
Small (< 50 acres)	80%	87%	82%	76%	84%	79%	81%	79%
Medium (51 to 200 acres)	15%	11%	14%	17.5%	11%	18%	14%	17%
Large (> 200 acres)	5%	2%	4%	6.5%	5%	3%	5%	4%

2.2.3 Unsurprisingly, given the preponderance of small sales, there was no meaningful difference in terms of size distribution between different countries and regions in the survey.

2.3 Area

2.3.1 The total area of transactions submitted to the survey was over 20,000 acres, more than double the H12025. In previous year the second half of the year is when more transactions occur but not by this substantial amount. The data received was of a good quality and could be included in the report, including off market sales. Thus, almost 99% of sales submitted are included in the Directory and the analysis in this report.

2.3.2 The distribution by area is naturally rather different to that by number of transactions. Overall, 20.94% of the sample by area is in small sales, 29.35% in medium sales and 49.71% in large sales. Table 3 shows the comparative figures for the previous four years.

Table 3 ~ Distribution of Sales by Area

Size	2025 H2	2025 H1	2024 H2	2024 H1	2023 H2	2023 H1	2022 H2	2022 H1
Small (< 50 acres)	21%	41%	29%	16%	23%	30%	18%	30%
Medium (51 to 200 acres)	29%	33%	36%	24%	24%	47%	18%	40%
Large (> 200 acres)	50%	26%	35%	60%	53%	23%	64%	30%

2.3.3 There is quite a difference between the regions in terms of the scale of properties sold. Whilst the majority have a significant number of small sales, for this survey only four regions reported large sales in England, these being Eastern, East Midlands, North West and South West. The Eastern region reported the highest number of large sales.

2.4 Value

2.4.1 The total value of all the transactions reported in the Directory for the second half of 2025 was approximately £285million which is considerably higher than the previous survey at £115million. Then as follows for previous years £187,000million (H2 2024) £190million (H12024), £258million (H22023) £112million (H12023), and £180 million (H2 2022),

2.4.2 Distribution by value in this survey reflects the increase in large sales at 37% with an almost equal value to small sales at 40%, followed by medium sales at 23%. The analysis by country for England and Wales is shown in Figure 2, and a comparison with previous years is in Table 4.

Figure 2 ~ Distribution of Sales by Value England and Wales

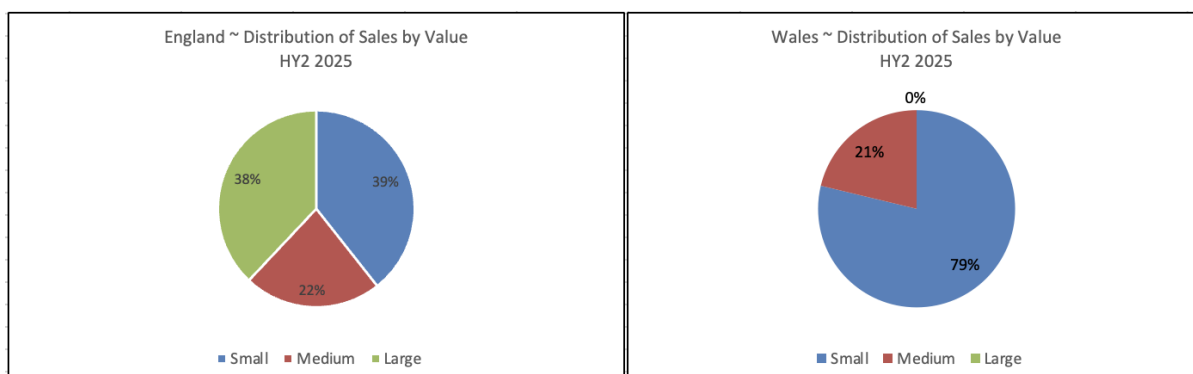


Table 4 ~ Distribution of Sales by Value Overall

Size	2025 H2	2025 H1	2024 H2	2024 H1	2023 H2	2023 H1	2022 H2	2022 H1	2021 H2
Small (< 50 acres)	40%	62%	39%	27%	37%	39%	32%	45%	44%
Medium (51 to 200 acres)	23%	24%	31%	27%	22%	44%	25%	34%	33%
Large (> 200 acres)	37%	14%	30%	46%	41%	17%	43%	21%	23%

2.5 Property

2.5.1 Whilst most responses provide details of the 'Property Type', sorted into Dwellings, buildings and land, Buildings and land or Bare land, some are incomplete with a degree of uncertainty as to the type of property involved. Although for this survey all the 430 responses did have the completed data.

2.5.2 The distribution between the property types is, unsurprisingly heavily weighted towards bare land sales. Overall, 72% of the transactions in the sample were Bare Land, 14% Land and Buildings and 14% Dwelling(s) Land and Buildings. This is similar to previous surveys, the comparison with the previous years is provided in Table 5 below.

Table 5 ~ Distribution of Sales by Property Type

Size	2025 H2	2025 H1	2024 H2	2024 H1	2023 H2	2023 H1	2022 H2	2022 H1
Bare Land	72%	62%	70%	68%	63%	75%	69%	63%
Land & Buildings	14%	11%	12%	9%	12%	9%	11%	9%
Dwellings, Land & Buildings	14%	27%	18%	23%	25%	16%	20%	28%

2.5.3 The figures for England are similar to the overall sample, 71%, 14.5% and 14.5% respectively. For Wales where highest level of transaction at 86% were for Bare Land, only 7% Land and Buildings and 7% for Dwellings, Land and Buildings.

2.5.4 Distribution by value is heavily influenced by residential values with 44% of the overall value reported being for Bare Land, 10% for Land and Buildings and 46% for Dwellings, Land and Buildings. The total acreage sold for the complete holding were split 52% for Bare Land and 39% for Dwellings, Land and buildings reflecting the larger sizes of holdings sold in this survey.

3. Average Price

3.1 There is a very wide range of property included in the reported transactions and consequently the overall average price can vary significantly between surveys depending on the nature of the sample. That challenge is addressed in part by the Weighted Average calculation explored further in Section 4 below.

3.2 The overall average price for all the property reported to the survey was £13,848 per acre or £34,219 per hectare. This compares with £16,029 per acre or £39,609 per hectare from the last survey. Details of previous surveys are provided in Table 6. Commentators should beware of straining too hard to interpret the land market from these figures, much of the volatility reflects the diverse nature of each survey sample and the small sample size in certain regions.

Table 6 ~ Average Prices All Reported Transactions

Average Price	2025 H2	2025 H1	2024 H2	2024 H1	2023 H2	2023 H1	2022 H2	2022 H1
£ per acre	13,848	16,029	16,119	11,478	15,712	14,021	10,091	15,888
£ per hectare	34,219	39,609	39,830	28,363	38,824	36,646	24,935	39,259

- 3.3 This survey only had 3 tenanted sales (average £8,163 per acre).
- 3.4 The averages for the three 'types' of property in the survey are set out in Table 7 below, reflecting the presence of tenanted sales figures are given both on an overall basis and for property sold with vacant possession. However, with minimal tenanted sales this only slightly impacted the average prices.
- 3.4.1 Table 7 shows how the property type Dwellings, land and buildings raises the overall average of the £/acre. This will be reflected in the lower weighted averages when properties where residential value is more than 50% are removed.

Table 7~ H1 2025 Average Prices All Reported Transactions by Property Type

Property Type	Overall	England	Wales	Scotland
	<i>£/acre</i>			
Full Sample				
Bare Land	11,847	12,158	4,203	-
Land and Buildings	14,669	14,637	16,113	-
Dwelling(s), land and buildings	16,282	16,278	25,000	-
Vacant Possession Property Only				
Bare Land	11,862	12,176	4,203	-
Land and Buildings	14,669	14,637	16,113	-
Dwelling(s), land and buildings	16,302	16,278	25,000	-

4. Weighted Average

4.1 The Weighted Average

4.1.1 The previous RICS~RAU Land Market Survey series (as distinct from the Directory) included a 'Weighted Value' used to create the Rural Land Price Index and developed to reflect approaches adopted in earlier land market surveys. Generating that weighted value involves both excluding those sales reported where residential value is more than 50% of the sale price, or with some other reported distortion such as development value or the impact of a secure tenancy and applying a regional adjustment to reach an overall average figure. That national 'weighted average' was previously reported alongside the opinion-based figures, which were at the core of the previous Land Market Survey.

4.1.2 Whilst the opinion-based Land Market Survey data is no longer collected the transactions reported to the Directory of Land Prices make it possible to generate the 'Weighted Average' figure as previously used for the index. The Weighted Average value per hectare (as traditionally reported) for the second half year 2025 was £27,691 per hectare (£11,206 per acre). As mentioned in 3.4.1 the below table details the reduction in average prices once distortions are removed such as the influence of residential or development value. This value compares with £31,247 per hectare (£12,646 per acre) for the previous survey. A comparison of the last ten surveys is set out in Table 8.

Table 8 ~ Weighted Average Price

	£ per hectare	£ per acre
H2 2025	27,691	11,206
H1 2025	31,247	12,646
H2 2024	37,520	15,184
H1 2024	31,488	12,743
H2 2023	34,343	13,989
H1 2023	32,074	12,970
H2 2022	31,810	12,873
H1 2022	32,173	13,020
H2 2021	28,839	11,671

4.2 Regional Analysis

4.2.1 The initial sifting process required to create the 'Weighted Average', removing properties where the residential value represents more than 50% of the sale price and other anomalies, generates a reduced database of transactions. For this survey 8% of the transactions were removed leaving 395 transactions in the weighted analysis.

4.2.2 The transactions in that reduced database have been analysed by location and size in Table 9 below². In some cases, that analysis is based on relatively few transactions in each category and is thus vulnerable to the impact of individual transactions.

Table 9 ~ Weighted Sample Average Prices by Location and Size

Weighted Sample	Small <50 ac		Medium 50-200 ac		Large > 200 ac	
	£/ac	£/ha	£/ac	£/ha	£/ac	£/ha
East	16,429	40,595	9,828	24,285	12,224	30,206
East Midlands	12,511	30,915	8,582	21,206	10,725	26,502
North East	11,990	29,628	10,954	27,068		
North West	14,871	36,747	12,798	31,625	2,749	6,793
South East	22,269	55,028	9,873	24,395		
South West	19,480	48,136	12,430	30,715	8,637	21,342
West Midlands	15,558	38,444	13,267	32,783		
Yorks and Humber	10,058	24,853	9,183	22,692		
England Overall	17,636	43,578	10,989	27,154	10,469	25,870
Wales	13,044	32,231	2,078	5,136		
Scotland						
GB Overall	17,436	43,085	10,538	26,039	10,469	25,870

² These figures represent the average of actual transaction prices before any weighting to construct the Weighted Average Figure.

5. Comments

5.1 Respondents were invited to offer their comments on the market during the second half of 2025.

HJ Burt

An unusual last 6 months of 2025 with significant uncertainty fuelled by negative pre-Budget reporting having a significant negative effective on the prime residential market and therefore affecting small farms as well. Added to this has been IHT reform causing angst for those looking to the future but with a pre-Christmas break news sweetener on the increase on thresholds helping many small to medium size units combined with careful planning. Volatile World/Trump affairs will likely have their influence on the 2026 market and depending on how long the Iran conflict lasts or possibly develops. For smaller parcels of land, the market remains more predictable and generally strong.

Lambert and Foster

The UK farmland market has been characterised by mixed sentiment over the past year. While media coverage has often focused on uncertainty, the transactional market has remained resilient. Demand for well-located and versatile rural property has persisted, and we have continued in the South East to complete on deals of varying acreages across the sector.

That said, the tone of the market has shifted slightly. Buyers are increasingly price-sensitive and, in some cases, feel more empowered to negotiate on asking prices, particularly where property has been on the market for longer, or where there is less competition. Overall, despite the negative headlines, the underlying market remains active, with realistic pricing and quality holdings continuing to attract interest.

Rollover funds continue to be a driver to values with significant local spikes in value where well-placed buyers with cash funds compete.

Luscombe Maye

The announcement on 23 December 2025 to increase the APR threshold from £1 million to £2.50 million per person might have been a reprieve for some farm/landowners meaning that they now don't need to dispose of some land or the farm to pay a future inheritance tax bill. We would suggest that this will mean less farms and land coming to the market which may ultimately mean prices remaining reasonably firm reflecting the supply and demand. We would be concerned however that the Iran war and other global economic factors may affect buyer confidence and demand.

Moore Allen & Innocent

The proposed changes to the IHT regime, higher interest rates, lower commodity prices, challenging weather and the uncertainty in the global economy, all had a negative impact on the rural land market in 2025. We believe prices dropped by as much as 10% for mainstream farmland, compared to 2024. A much more cautious market. Equestrian buyers and smallholders still have an appetite for small parcels of land with or without buildings (0-5 acres) and are prepared to pay £20,000 - £40,000 per acre.