

# Asset

PROPERTY AND PLANNING NEWS AND UPDATES

EST 1900

**Lambert  
& Foster**

PROPERTY PROFESSIONALS

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With the right team behind you, there are opportunities to add significant value even in the Green Belt.

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### Major farm machinery dispersal

Lambert & Foster are set to sell an extensive range of modern arable farm machinery and equipment.

FRONT COVER IMAGE

# £5.75 MILLION KENT FARM SALE

SEE P.2 FOR FULL STORY

In the south east corner, we have finally received the rain that we desperately needed after a dry spring. Hopefully the summer weather will be kind to farmers and growers.

As if there wasn't enough going on in

the political arena, we have now seen a Conservative party leadership contest and by the time this article is printed, the country will be run by Boris or Jeremy! I did predict a while ago that Trump would be president of the US and Boris would be Prime

Minister. It looks like this is going to become reality!

All aspects of the business continue to be extremely busy and this newsletter will give you an update on just some of the work that we have been involved with on behalf of clients.

TIM DUNCAN, DIRECTOR



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# Farm & land sales

## L&F ARE LEADING THE WAY IN THE SOUTH EAST

Lambert & Foster's farms and land department have been active in this sector for over 100 years and offer regional coverage but with local expertise on the sale of farms, agricultural land, equestrian property and woodland. We work closely with the Bloomfields planning team on a daily basis identifying where value can be added to your land and buildings.

We assist clients by selling by auction, tender or private treaty and offer the added benefit of being able to deal with the Basic Payment Scheme, Agricultural Environment Schemes, taxation and planning advice. Our established and extensive contacts with other Rural Professional Advisers in agriculture or land and property, ensure the process will be handled efficiently from start to finish.

One such property Lambert & Foster are currently looking after is Lower Deans Farm (pictured above and on the front cover). Located high on the North Downs in Kent, this fine downland farm was purchased by the late Tony Crouch in 1961. This sale presents an increasingly rare opportunity to purchase a complete unspoilt residential farm extending in all to some 528 acres in a secluded, yet accessible location close to Harrietsham, Kent. Tony Crouch was a well known local farmer and has expanded Lower Deans Farm by the prudent purchase of neighbouring land over the last 50 years. It is being offered either as a whole or in four lots. We hope to find a buyer during the Summer to achieve an early Autumn completion.

If you require guidance with any farm and land sales, please contact Alan Mummery on [alan.mummery@lambertandfoster.co.uk](mailto:alan.mummery@lambertandfoster.co.uk) or 01892 832 325. See our website for a full list of land and property available.

## Major Farm Machinery Dispersal

HARRIETSHAM, KENT



Lambert & Foster have been marketing the freehold of Lower Deans Farm at Harrietsham on behalf of the Executors of the Late Tony Crouch since the beginning of June. Offers are being discussed and the Estate Executors have confirmed instructions for Lambert & Foster to sell the extensive range of modern arable farm machinery and equipment at the farm by Auction on Thursday 19th September.

Auctioneer Alan Mummery commented: *"The farm has some excellent modern farm machinery and I would expect the sale to attract nationwide interest. The Executors have allowed us to invite local farmers to include any surplus farm machinery and equipment they may have and we will be pleased to hear from anyone with entries by the middle of August so we can get equipment properly catalogued for the sale."*

All enquiries for entries should be directed to Elaine Bishop on 01892 832 325 or [elaine.bishop@lambertandfoster.co.uk](mailto:elaine.bishop@lambertandfoster.co.uk)

## Lambert & Foster link up with leading home builders

Lambert & Foster work with a range of house builders from large PLCs to medium sized developers and private individuals. These ongoing relationships are not only helpful in assisting 'bare land' sales and in the negotiating of option and promotion agreements; but our local knowledge is equally beneficial for these house builders trying to sell into local markets after units are built.

Jones Homes for example are a private family owned property development company who have just five stunning homes left for sale though Lambert & Foster in Mayfield, East Sussex.



Gill Weavers, Residential Sales Manager in Sussex comments; *"Lambert & Foster were involved in the beginning of the marketing of the site, introducing the very first purchaser. Jones Homes pride themselves in focusing on quality, appearance, layout, and style of their homes and L&F are delighted to be working with them on this project."*

For further details please contact Gill Weavers at our Sussex office on 01435 873999.

## Change of use of a redundant agricultural building into a dwelling

Bloomfields has gained approval for the conversion of a redundant agricultural building to a single unrestricted dwelling house. The approval followed significant negotiation with the Local Authority and East Sussex County Council regarding the highways and traffic implications of the change of use and re-use of an existing field access before a suitable scheme was agreed.



Within the application, Bloomfields provided a robust case with supporting information to prove that the new dwelling would be feasible within the existing structure.

## The importance of tax planning

When it comes to agricultural and/or business property relief (APR/BPR), Lambert & Foster continue to see HMRC looking carefully at let properties, farm buildings and land with planning potential and the farmhouse.

This highlights the importance of tax planning for your property to identify areas where you may be vulnerable. Simple changes, such as ensuring that the correct agreements are in place for lettings, could be crucial to a successful APR/BPR claim.

Lambert & Foster undertake a number of Red Book valuations for Inheritance Tax (IHT) purposes each year. We can help provide a holistic service through identifying planning potential, setting up lettings agreements and carrying out valuations for tax planning to assist discussions with accountants/solicitors on IHT.

# Buoyant transactions between sales and lettings

Over the last few months, the estate agency department has seen investors returning to bricks and mortar despite all the well-publicised doom and gloom.



Both of these examples shown above were originally let properties. They were marketed by us for sale and successfully sold to new investors. The new investors then instructed Lambert & Foster to re-let the properties.

Should you have an ideal investment property to sell or let, or you are looking to invest yourself, please do not hesitate to contact our agency or letting teams.

## Who'd be a Rural Agent?

A 'proper' rural agent's job is not to sell property; rather it is to move people. Moving anything is often complicated. It can be fraught with difficulty and have unforeseen consequences. Just think about moving twin six-year-olds single handedly from home to school every morning, or moving a central heating boiler, or moving a herd of sheep from one hillside to another; it all takes planning, patience, know-how, experience and resolve. It means expecting the unexpected, problem solving and, when other people are involved, the highest level of tact and diplomacy.

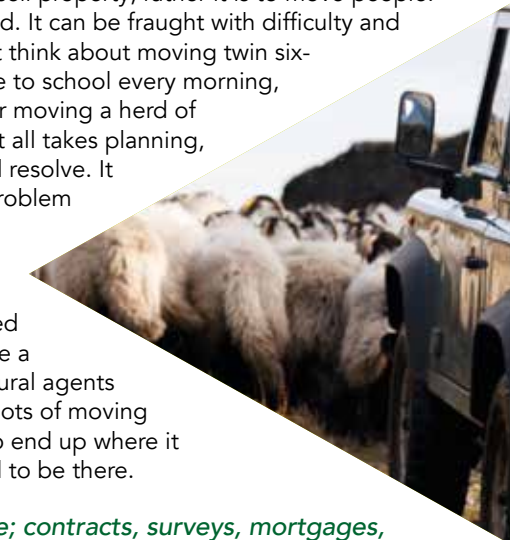
I don't know about you but if I wanted to move a herd of sheep, I would hire a shepherd and, in a way, that's what rural agents are. We arrange for something with lots of moving parts, each with a mind of its own, to end up where it should be on the date it is supposed to be there.

*Rural agent's shepherd people; contracts, surveys, mortgages, removals, withdrawals, gazundering, false starts, disappointments, the unforeseen and triumphs from one place to another.*

Sometimes it's a smooth process but all too often it isn't. You may not think it's worth paying for a shepherd at the beginning but, at the end, when it has been sheeting down with rain all day, the quad bike has broken down, a fox snatched a lamb and a large group of unreasonable ewes made a long break for freedom, you will think a shepherd is worth every penny.

Why are we rural agents?

We do it because we enjoy being shepherds. Not because people see us as market leaders but because moving people and families on to the next stage of their lives and making it as seamless and stress-free as possible is a job we enjoy and think is well worth doing.



## More and more Councils are looking for garden settlements

With the pressure to provide new housing, the news that Paddock Wood will receive 4,000 new houses on top of the recently approved 1,000 houses is a significant increase in numbers effectively doubling the size of this Kent town.

The transformation of Paddock Wood will be off the back of garden settlement principles and to the west of Paddock Wood, there will be a new stand-alone garden settlement at Tudeley with predicted numbers between 2,500 – 2,800 homes. These allocations will involve the strategic release of Green Belt and the expectations of the Borough Council will be for a high-quality development delivered through a masterplan approach.

More and more local authorities are looking to garden settlements to provide their housing numbers. We work closely with developers, promoters and the Council to guide landowners through the process.

If you require advice with any development land prospects, contact Tim Duncan on [tim.duncan@lambertandfoster.co.uk](mailto:tim.duncan@lambertandfoster.co.uk) or 01892 831 601

### New homes in the Green Belt

Lambert & Foster have worked closely with Bloomfields to obtain eight new dwellings in a small rural village in the Green Belt. This was part of a detailed planning strategy that was carried out over a number of years to create six infill building plots and two conversion units, all in the village and all within a 150 metre stretch of the same road. With a clear strategy and professional team there are opportunities to add significant value even in the Green Belt.

### New winery brings new opportunity

With some careful analysis of planning policy and a comprehensive explanation on the functional requirements of their client's business, Bloomfields were successful in presenting the case for a new winery to support a growing Kent business. Thomas Ogden, a Director at Bloomfields, said "This is wonderful news for our client, as it allows them to bottle some of their own harvest whilst still opting to send some of the crop off site at harvest time. This helps spread the risk of the business whilst increasing the opportunities to add value."

**J**ohn and Mary legally separated in 2002 but despite all, continued to farm in partnership but his buildings and half his land were not used and all fell into disrepair. John became ill and retired from the partnership in 2011. He died in 2015.

Mary entered into an option agreement in respect of her land with a developer. It was a "bum" deal. Mary believed (perhaps naively) that John had done the same. However, he had not.

In 2014, the developer submitted a planning application for part of Mary's land and John's house, buildings and land. The consent was granted but with some quite onerous planning conditions. John died within 24 hours of the Council grant of planning permission not knowing about the planning consent. The planning application had been made in the names of John and Mary, care of the developer.



The option agreement with Mary was prepared by the developer using a pre-printed form but not registered with Land Registry until four years later. The developer had a similar form for John but not signed.

It now seems that neither John nor Mary took any advice.

Following John's death, the Revenue took the position that

the house, most of the buildings and about four acres with a residential consent has a value of circa £4.5 million. The value without consent is perhaps £850,000. At face value, a tax bill of £1,330,000.

The final sting is that the planning consent has lapsed and, incredibly in the current environment, the planning authority say they are unlikely to grant planning permission again.

The moral of the tale...

...TAKE PROPER ADVICE AT THE BEGINNING!

## Sponsorship of the CLA's Kent Branch AGM

Bloomfields were pleased to co-sponsor and attend this event, which was generously hosted by AC Goatham & Son at their state-of-the-art fruit packhouse and cold store HQ in North Kent.

This was an especially proud moment for members of our planning and development team who have been successful in obtaining the range of planning permissions associated with this site; turning it from an agricultural field in 2011 to what it is today – a site capable of storing over 40,000 fruit bins in cutting edge cold stores, which packs over 120,000 bins of fruit a year, stores rainwater, accommodates farm workers, provides office facilities and has extensive chilled dispatch areas - all of which supports the employment of hundreds of staff and promotes British agriculture.



## Lambert & Foster expand their valuations team

We are delighted to welcome Peter Wright, a very experienced local chartered surveyor who joins us to strengthen our valuation department in Kent and East Sussex. Our team of RICS Registered Valuers are able to carry out RICS Red Book Valuations including, Valuation for Inheritance and Capital Gains Tax purposes, Secured Lending, Expert Witness and Tax Planning valuations. We hope you will join us in welcoming Peter to the team and if you require any valuation services we will be happy to help.

## FORTHCOMING 2019 SALES

TALK TO THE AUCTION TEAM FOR MORE DETAILS

**19th Sept:** Farm Dispersal Sale (Harrietsham, Kent)

**3rd Oct:** Paddock Wood Collective Sale

**DISCLAIMER:** The articles in this edition of Asset should not be relied upon or regarded as a substitute for advice. Lambert & Foster and Bloomfields would be pleased to provide further information or advice on any property or planning issues.

## DIARY DATES 2019

JOIN US AT THESE KEY RURAL EVENTS

**14th Sept:** Weald of Kent Ploughing Match

**18th Sept:** Laughton & District Ploughing Match

**25th Sept:** East Kent Ploughing Match

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## Brand new Bloomfields website launched!

Bloomfields are delighted to announce the arrival of their new website which showcases the extensive range of services on offer across the planning sector.

The website is regularly updated with news stories, insights and case studies. If you have a project in mind and would like to use a consultant with an excellent track record - this is a perfect way to do some initial reconnaissance without having to pick up the phone!

Don't forget to register on the website and start receiving our e-newsletters for up-to-date planning news and interesting planning case study reports.

[www.bloomfieldsltd.co.uk](http://www.bloomfieldsltd.co.uk)

## SIGN UP TO OUR EMAILS

For all the latest news, auction catalogues, event invites and planning updates - sign up to receive our emails via our website.

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