



MIDDLETON®

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ADVISORS

Estates & Special Projects

Sourcing and optimising estates, land and lifestyle

**Spring/Summer 2024**



*When clients hold property over the medium to long-term, it's important to ensure they derive maximum enjoyment, value and returns.*

Mark Parkinson and I have more than 20 years' experience in this specific field, providing long-term strategic advice on all property-related matters.

We know that owning an estate encompasses wide-ranging interests and aspirations relating to family, business and legacy. Our aim is to help clients – not just with the acquisition of estates and land – but with the broadest possible perspective.

**Tom Hudson, Founding Director**

***Head of Estates & Special Projects***

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## ESTATE ACQUISITION

*Middleton's Estates & Special Projects team delivers a range of services for clients looking to acquire larger estates and farms, expand internationally or manage a growing portfolio.*

### **'Trophy' estates**

A 'trophy' refers to an estate that encompasses a significant-sized principal manor house, multiple residential and/or working farm buildings and a significant land holding.

### **Commercial farmland**

Advisors to UHNW individuals will often encourage their clients to invest in blocks of commercial farmland, driven either by tax considerations, to diversify their investment portfolio, or for lifestyle and pleasure.

For example, a typical brief for Middleton is to acquire a block of 1,000 acres of arable land to provide a valuable asset when planning inheritance.





### Residential farms

Whilst a 'trophy' estate features a significant manor house, a residential farm will always have a farmhouse as the primary property.

This is a vibrant, active market with aspiring buyers often emerging from the City or other London professions. Clients are typically looking for a meaningful change in lifestyle, will usually invest in upgrading the farmhouse to maximise its value, and will have varying aspirations for the agricultural land – from continued use as farmland, change of use for hospitality purposes or rewilding.

### Sporting estates

While 'trophy' estates and residential farms often have a sporting element to them, Middleton regularly advises on a specialised market sector where the key focus is on acquiring land for sporting purposes, such as grouse moors or stretches of river for fishing.

### International

Our services also encompass select international markets, and in recent years we have identified and acquired properties across Europe. We work with known and trusted contacts in overseas markets, whilst ensuring that Middleton's customary service values are applied throughout the entire process.



# STRATEGIC ADVICE

*Some client briefs require highly specialised expertise and insight. With cumulative experience of more than 80 years, our Estates & Special Projects team carries out a range of executive and advisory functions on behalf of Middleton clients.*

## Trustees

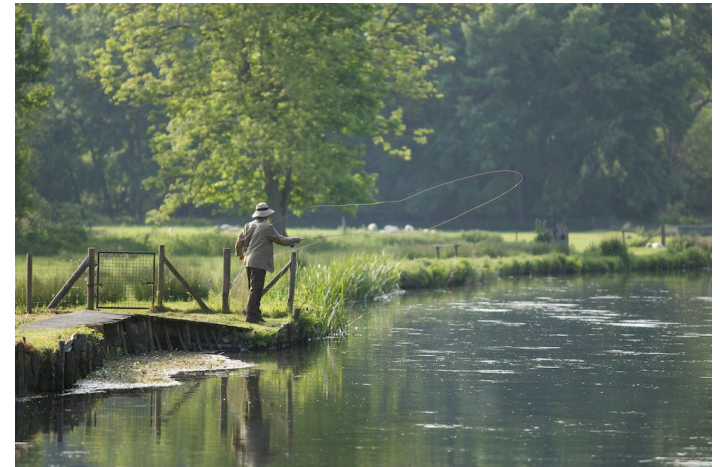
We act for a number of longstanding Middleton clients as a Trustee on behalf of the estate owner. Our work generally involves establishing structures related to the management of the estate, and proactively managing teams of professional advisors which may include lawyers, tax and financial advisors, architects, planners, estate managers and staff.

## Family offices

This is a similar, though less formal, role to acting as a Trustee. We work closely with other family office functions offering advice that is specific to their client's principal's investment across property and land.







### **Market appraisal & due diligence**

Occasionally, a client may have acquired or inherited land outside of Middleton's remit, and will commission us to carry out additional appraisals and due diligence around value and potential, partial or complete divestment.

### **High-level estate management**

We work in partnership with the senior estate management team to provide a high-level, strategic overview and support on all matters relating to the management of the property.

We typically focus on development, changes of use, staffing, optimising revenue and cost-control, tax and grant advice.

### **Sale management**

For owners of farms and estates considering a sale we manage the entire transaction on the client's behalf. This usually encompasses the appointment of an appropriate agent, advice on fee structure, and monitoring progress and processes.



# MIDDLETON'S ESTATES & SPECIAL PROJECTS TEAM



## **Tom Hudson**

Middleton's co-founder heads up our Estates & Special Projects department and acts as a Trustee for a number of legacy clients. Tom is one of the UK's pre-eminent property advisors with an outstanding record of optimising portfolios through long-term, strategic advice.

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+ 44 7920 771 747



## **Mark Parkinson**

Middleton's co-founder works closely with Tom Hudson advising long-term clients on matters from purchasing through to helping build teams on the ground and providing long term strategic advice. Mark continues to service clients in key prime country areas and towns such as Henley.

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## **Hollie Byrne**

A qualified Chartered Surveyor, Hollie brings 13 years of experience in rural and agricultural property, advising Middleton clients on the acquisition of farms and estates anywhere in the UK, as well as ongoing management and development projects.

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## **Will Langmead**

Will specialises in the acquisition of farms and estates across the UK. With an estimated 50% of these properties changing hands without ever coming to the open market, Will's contacts and experience in this sector are invaluable for our Estates & Special Projects clients.

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## **Rosanna Fishbourne**

Rosanna works with Middleton's Estates & Special Projects department, providing consultancy services to meet the needs of private clients who are seeking acquisitions specifically for hospitality purposes.

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"We are not only satisfied clients, but delighted clients. Trust is so important, and Middleton delivered on everything they told us they would do."

*Bob & Mindy Rich*

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