



MIDDLETON®

ADVISORS

Estates & Special Projects

Sourcing and optimising estates, land and lifestyle

2025/26



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.

Farmland

While the changes to Agricultural Property Relief (APR), which are due to come into force from April 2026, have changed the picture regarding Inheritance Tax, owning rural land – whether for continued use as farmland, change of use for hospitality, for rewilding, or simply for lifestyle and pleasure – remains a powerful aspiration. With focused advice, opportunities remain for buyers looking for a meaningful change in lifestyle, and with the wherewithal to invest in both the land and buildings.



Sale management

Selling a complex estate can consume vast amounts of your time, energy and emotions. From interviewing, appointing and directing a sales agent on your behalf, through negotiations, marketing strategy and delivery, viewings, sales progression, exchange and completion, we can manage the whole process, saving you time, stress and usually money too, bringing total transparency and Middleton-grade service to every interaction.

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

Special Projects 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 principal's investments 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.

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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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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Lucy Robson

As the Team Lead for our Executive Assistants, Lucy is our senior administrator, playing a vital role supporting Middleton's co-founder and Managing Director Mark Parkinson.

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Sophie O'Donovan

Our Executive Assistants are integral to the premium-plus level of client service that our Estates & Special Projects department depends on. Sophie brings outstanding eye for detail and organisational skills to this vital role.

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OUR CONSULTANTS

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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