

# Shouler & Son

Land & Estate Agents, Valuers & Auctioneers

## Summer 2026 Newsletter



## Welcome...

to our Summer 2026 Newsletter.

**As we move into the summer months, it has been another busy period across all areas of the business.**

From a changing property market and new legislation affecting landlords and tenants, to developments in the rural sector, machinery sales, professional services and our thriving auction rooms, there is plenty to update you on.

In this edition, we share the latest market insights, funding opportunities for farmers,

updates from our residential and commercial property teams, auction highlights, and news from across Shouler & Son. We hope you find the information useful and, as always, our experienced team is on hand to provide advice and support tailored to your individual needs.

Thank you for your continued support and we wish you an enjoyable summer.

**Ben Shouler** – Managing Partner

# Welcome to the team



Since our last newsletter, we have welcomed two new members of staff to Shouler & Son.

**Neil Fraser** joined our Commercial and Professional Services team earlier this year, bringing a wealth of

experience in commercial property, landlord and tenant matters, valuations and professional work. Neil has already become a valuable member of the team, supporting clients across a wide range of commercial and rural property matters.

We have also welcomed **Liz Easter** as our Lettings Manager. Liz brings extensive experience within the residential lettings sector and is leading our growing lettings team, helping to ensure we continue to deliver the high standards of service our landlords and tenants have come to expect.

We are pleased to have both Neil and Liz on board and look forward to the expertise and support they will continue to provide to our clients.



## RESIDENTIAL NEWS

### Rental market insights

Since the start of 2026 in Leicestershire, the lettings market remains stable but is transitioning into a more balanced phase, with average rents now typically sitting between £850 and £950 PCM.

Annual growth is moderating to around 4–5%, which is down from previous highs, reflecting improved supply but with reduced tenant competition compared to previous years.

Demand remains strong across Melton particularly for well-presented two- and three-bedroom homes, although tenants now have more choice and are becoming increasingly price-sensitive and it is more important to price conservatively to ensure void periods are not extended.

Should you have a property to let or wish for advice on the lettings market...

Contact: **Danny Barradale**

Tel: **01664 786374**

Email: **d.barradale@shoulers.co.uk**



Dan Barradale,  
Associate Partner  
at Shouler & Son

“ The introduction of the Renters’ Rights Act is placing greater emphasis on compliance, accurate pricing and proactive management, meaning landlords who present and maintain properties to a high standard are best positioned to achieve strong, sustainable returns in the current market. ”

## Residential sales market update: Navigating the summer shift

### The early summer property market is presenting a uniquely split landscape.

Following a resilient spring, June has brought a distinct shift in momentum across the wider UK housing market. Data from Rightmove highlights a 0.6% drop in average asking prices this month – the largest seasonal dip for June since 2012.

This adjustment is largely driven by a significant increase in housing supply creating more competition among sellers, combined with heightened buyer price sensitivity due to stubborn mortgage rates and geopolitical uncertainties weighing on the wider economy.

### KEY SUMMER TRENDS AT A GLANCE

- **A “Two-Tier” Local Market:** We are noticing a clear divergence in activity based on property type. The leasehold market is experiencing softer demand as buyers navigate rising service charges and lease complexities. In contrast, well-presented, sensibly priced freehold homes are operating within their own robust micro-climate, continuing to attract competitive interest.
- **The Power of Realistic Pricing:** With more properties on the market, buyers have the luxury of choice. Properties that are over-optimistically priced are stalling, leading to a notable rise in price reductions across the industry. Conversely, homes that come to market with a realistic, evidence-based guide price are changing hands swiftly.
- **Season of Distractions:** The arrival of the early summer heatwave, alongside major seasonal distractions like the football World Cup, has naturally drawn some immediate attention away from portals, making a standout initial launch more critical than ever.



### SUMMER ADVICE FOR SELLERS

If you are planning a move over the coming months, the local market remains active and transactional, but success requires a strategic approach:

**Get the price right from day one.** Buyers are highly knowledgeable and sensitive to value. Setting a realistic price based on current local comparables rather than peak aspirations is the single most effective way to secure a timely sale.

**Focus on presentation.** With higher supply comes the need to stand out. Ensuring first impressions – both in digital photography and physical viewings – are flawless will give your property a distinct edge over the competition

### LOOKING AHEAD

While the wider economic backdrop continues to evolve, the local market remains resilient for those with the right strategy. Navigating a changing summer market simply requires professional guidance, accurate pricing, and a focus on quality presentation. If you are considering a move this season or would just like an informal chat about where your property sits in the current market, our doors are always open for a confidential market appraisal.

**Richard Cleaver**

Head of Residential Sales

Tel: **01664 786375**

Email: [r.cleaver@shoulers.co.uk](mailto:r.cleaver@shoulers.co.uk)

**View our available  
residential properties here**



## Commercial property update EPC legislation: A reminder to commercial property landlords.

The commercial property sector continues to face increasing pressure to improve the energy efficiency of buildings as the Government progresses towards its net-zero carbon objectives.

Whilst there remains some uncertainty regarding the final implementation timetable, the direction of travel is clear: owners of energy-inefficient commercial property should expect greater regulation, increased capital expenditure requirements and heightened scrutiny from occupiers, lenders and investors.

### CURRENT POSITION

Under the Minimum Energy Efficiency Standards (MEES), commercial properties let in the private rented sector generally require a minimum EPC rating of E unless a valid exemption has been registered.

Since April 2023, landlords have been prohibited from continuing to let commercial properties with an EPC rating below E, subject to certain exemptions.

### FUTURE REQUIREMENTS

The Government has previously consulted on proposals that would require:

- EPC C by 2027
- EPC B by 2030

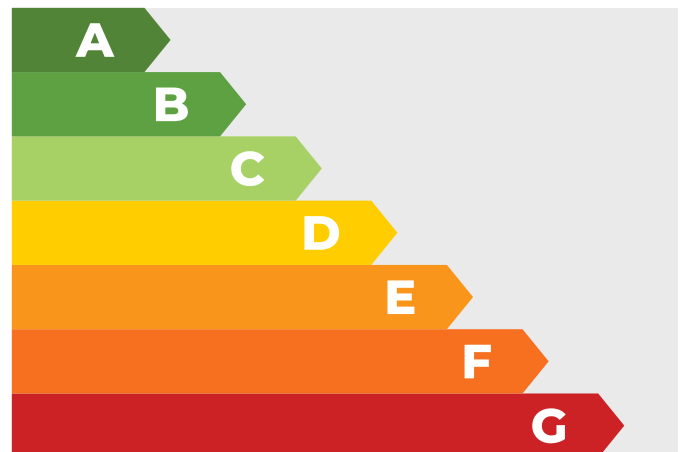
Although final legislation has yet to be confirmed, these proposed standards have become an important consideration for investors, surveyors, lenders and property managers when assessing commercial property assets.

As a result, many market participants are already making decisions based upon the assumption that higher EPC standards will be introduced in the coming years.

### LOOKING AHEAD

Although the precise legislative timetable remains under review, there is little doubt that commercial property owners will face increasing pressure to improve building performance over the coming decade.

Early planning and proactive asset management are likely to place landlords in a stronger position, helping to protect both income and capital values while ensuring continued compliance with evolving regulations.



## Recent commercial let highlights

Let for  
£40,000  
per annum

Farmhouse office & showroom with industrial unit. Welby Grange, Welby, Melton Mowbray LE14 3JL.

Let for  
£11,500  
per annum

A double fronted traditionally styled lock-up shop. 11-13 Leicester Street, Melton Mowbray LE13 OPP.

Let for  
£22,000  
per annum

Industrial unit / works  
3 Beler Way, Melton Mowbray

## Commercial property update: 2026 so far.

### A positive start to the year for Melton's commercial property market.

As we move through 2026, Melton Mowbray commercial lettings market continues to show steady activity, with businesses reviewing their premises, expanding operations and seeking flexible spaces that support the changing way we work.

From high street retail and professional offices to workshops, storage and industrial units, demand remains focused on practical, well-located accommodation that offers value and flexibility. Commercial property platforms continue to show a range of opportunities across the county, reflecting a varied market for occupiers of all sizes.

### DEMAND ACROSS KEY SECTORS

**Retail and town centre space** – Melton town continues to attract independent businesses looking for characterful premises and local footfall. Retail occupiers are increasingly seeking spaces that combine visibility, accessibility and the ability to create a destination experience for customers.

**Offices and professional space** – Hybrid working continues to influence office requirements, with many businesses looking for smaller more rural efficient premises rather than large traditional offices. Flexible arrangements and well-presented accommodation remain important factors when choosing a new base.

**Industrial, storage and workshop units** – Small industrial units and business accommodation remain an important part of Melton's economy.

Demand continues from trades, storage users, manufacturers and growing local businesses requiring practical operational space. Local business accommodation continues to be promoted across locations including Waltham, Wymeswold, Harby, Stathern and Melton town centre commercial units.

### MOVING FORWARD

Melton Mowbray has secured a huge cash injection to the sum of £11 million from the Levelling-Up Fund being earmarked for the "Stock Yard" for redevelopment in Summer 2027, and already keys entrances to Melton Mowbray (North and South) are being looked at to channel footfall into the town centre, with Melton Bid having a huge input in the project. All this coupled with the new "Pork Pie" Bypass, can only mean a positive future for the town.

For more information about commercial property to let..

Contact: **Edward Danby**  
Tel: **01664 786379**  
Email: [e.danby@shoulers.co.uk](mailto:e.danby@shoulers.co.uk)



[View our available commercial properties here](#)



Workshop / warehouse.  
Melton Mowbray LE13 0DG.



Let for  
£9,500  
per annum

A unique period retail premises.  
King Street, Melton Mowbray LE13 1XB.



Let for  
£7,650  
per annum

Grade II Listed boutique shop.  
25 Burton Street, Melton Mowbray LE13 1AE.

## Planning for the future of your farming business

The rural sector continues to navigate a period of change, with many farming businesses focusing not only on day-to-day operations but also on longer-term planning for future generations.

One of the biggest topics of discussion remains the proposed changes to **Agricultural Property Relief (APR)** and **Business Property Relief (BPR)**, currently due to come into effect from April 2027. While the precise impact will vary between businesses, the changes have prompted many farming families to review ownership structures, partnership agreements, wills and succession plans to ensure they remain fit for purpose.

At the same time, strong demand for agricultural land has continued to support values across much of the country, despite wider economic uncertainty. Landowners are increasingly weighing up opportunities for development, environmental projects, renewable energy schemes and diversification alongside traditional farming activities.

Rural businesses also continue to face challenges from rising costs, evolving legislation and changing market conditions. As a result, having a clear understanding of business objectives and a robust long-term strategy is becoming ever more important.

Whether you are considering succession planning, restructuring your business, reviewing tenancy arrangements or exploring opportunities to maximise the value of your assets, early professional advice can help identify options and provide greater certainty for the future.

Our Rural Professional Services team is available to assist with strategic planning, succession advice, valuations, landlord and tenant matters,

and all aspects of rural property management. To discuss your circumstances, please get in touch with us on **01664 560181** (option 3).



### FUNDING OPPORTUNITIES FOR FARMERS IN 2026

There are a number of important funding opportunities available to farmers and land managers in 2026, with Defra continuing its transition away from the Basic Payment Scheme towards targeted environmental and productivity support.

**Sustainable Farming Incentive (SFI26)** remains the flagship scheme, offering payments for actions that improve soil health, biodiversity, water quality and farm resilience while supporting food production. The first application window is expected to open from 30 June 2026 for smaller farms and those without an existing Environmental Land Management agreement, with a wider application window planned for September.

**Capital Grants 2026** are due to reopen in July, with £225 million available to support environmental improvements including hedgerow planting, boundary restoration, natural flood management and water quality projects. These grants can be claimed alongside other schemes and may provide valuable support for one-off capital investments.

With application windows opening throughout the summer, now is an ideal time to review your business objectives and identify which schemes could support your farm. Our Rural Team would be pleased to discuss the opportunities available and help you prepare for upcoming applications.

For all farming matters, contact **Angela Wood**  
Tel: **01664 786366** Email: [a.wood@shoulers.co.uk](mailto:a.wood@shoulers.co.uk)

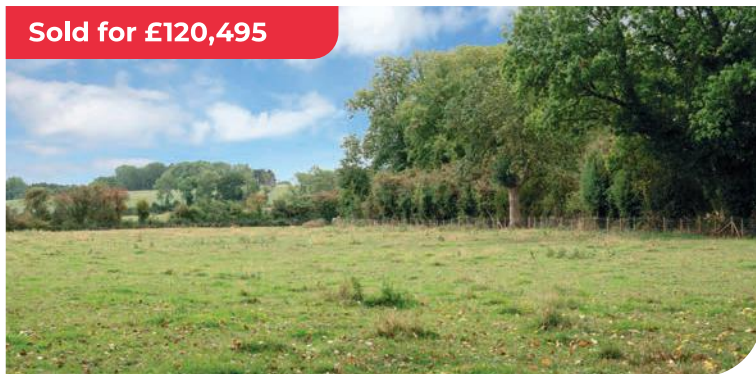
## Recent rural sales

If you're considering selling or acquiring a rural, commercial, or residential property, get in touch with our expert team today. Tel: **01664 560181** (option 3)  
Email [enquiries@shoulers.co.uk](mailto:enquiries@shoulers.co.uk)



Sold

**Farm Land at The Furze Hill Block, Knossington LE15 8LX.** Over 35 acres of pasture with sand canter circle, outdoor riding school, stables, agricultural building and mains water.



Sold for £120,495

**Sale of approximately 4.76 acres (1.93 hectares) of Grade 3 pastureland on Stoughton Road, Thurnby, Leicester.** An attractive parcel of permanent pasture offering a convenient rural location with excellent access.



Sold for £252,526

**A single pasture field of 14.50 acres or thereabouts just outside the village of Wymeswold in Leicestershire.** Benefiting from roadside frontage off Wysall Lane.



## The Farmland Market

**The farmland market in 2026 looks much as it did in 2025: subdued, cautious and short on supply.**

The Prime Minister's resignation this week will only serve to add another layer of political uncertainty to an already hesitant marketplace.

Despite the limited supply, demand remains strong. We continue to see firm interest from farmers, rollover buyers and lifestyle purchasers across the East Midlands.

Recent changes to agricultural and business property relief have caused understandable concern, but the ability to pass on up to £5 million free of Inheritance Tax – and pay 20% on anything above that – is still prompting some to act. As a result, values remain steady, with most arable land continuing to achieve £10,000 per acre and above.

In recent months, more farms and land parcels have come to the market, but volumes are still unlikely to be high enough to shift pricing in any meaningful way.

**“ At Shouler & Son, we continue to advise clients that well-presented, realistically priced rural property continues to attract committed buyers – and in a market defined by scarcity, quality opportunities stand out. ”**

Contact: **Tim Harris**  
Tel: **01664 786365**  
Email: [t.harris@shoulers.co.uk](mailto:t.harris@shoulers.co.uk)

## Changes to Inheritance Tax – SIPP's

**For a number of years now SIPP's (Self Invested Personal Pensions) have been increasingly used to transfer wealth.**

From April 2027 the government has implemented changes that inheritance tax will now be payable on unused assets.

SIPP's were originally intended to allow individuals to accumulate unlimited tax free savings in their pension. They would then be used to fund retirement.

However, many retirees have drawn on other means to fund their retirement. This has left the SIPP pension pot unused – to be inherited by beneficiaries without any inheritance tax charge.

The government are closing the loophole, and making changes regarding liability. From next April any unused assets in a discretionary SIPP will become taxable. In addition responsibility for reporting and paying the tax will be the responsibility of personal representatives and advisors.

If the SIPP isn't changed, this could mean any land and property assets will need to be valued and included as part of the tax calculation. However individuals need to carefully consider their next steps – taking assets out can result in a tax charge too.

Property has previously been quite tax efficient, but is not getting any easier!





## Protecting land for the future

Landowners with land on the edge of towns and villages often hope they will secure planning consent, or an allocation in a Local Plan, for development.

The change in value can be significant. However many do not appreciate the hurdles that can be encountered.

One common problem is that local residents have been “allowed” to use the land, often on an “informal” basis – for dog-walking or other recreational activities – and often unchecked.

We have seen numerous instances where landowners then encounter resistance to their development proposals/aspirations – not only

NIMBY, but claims for rights of way and/or use as a village green (all of which frustrates and delays the process).

It can be a difficult balancing act keeping the local population onside, whilst still trying to protect your property from such claims and secure that development potential.

There are steps that can be taken that can assist with resisting such claims. It does however require timely action, and if the use has been ongoing for in excess of 12/20 years may not always be successful.

Contact: **Neil Fraser** Tel: **01664 786376**

Email: [n.fraser@shoulers.co.uk](mailto:n.fraser@shoulers.co.uk)



## Team Spotlight: Aonghus Anderson, Apprentice Rural Surveyor



As part of our continued investment in the future of the business, we're pleased to introduce Aonghus Anderson, our Apprentice Rural Surveyor.

### Q What attracted you to a career in rural surveying?

A I grew up in a rural community and have always had a strong connection to farming and the countryside. Having worked in agriculture for a number of years, I wanted to better understand the decision-making processes that shape farms, estates and rural businesses.

When I was presented with the opportunity to move into rural surveying through a degree apprenticeship at Harper Adams University, it felt like the perfect way to combine my practical experience with a professional career that directly supports the rural sector.

Surveying was also a profession I had been exposed to through family connections, with my grandfather a retired rural surveyor and auctioneer, and my girlfriend and her father both also working within the profession. Having those influences around me further strengthened my interest and gave me a good insight into the opportunities a career in rural surveying can offer.

### Q What does a typical day look like for you?

A No two days are ever the same, which is one of the things I enjoy most about the role. Usually, my day will start with a coffee and a check of the emails to see what's first on the list.

I spend a lot of my time assisting colleagues across the rural department with tasks such as mapping, preparing sales particulars, helping prepare valuation reports, liaising with clients, and, if needed, heading out to the various farms and estates we manage. I also get involved with the commercial and residential departments when they need an extra pair of hands, whether that's conducting viewings, carrying out

inspections or supporting wider projects across the business.

The variety means every day is different, and I'm constantly learning something new.

### Q What have you enjoyed the most about working at Shouler & Son?

A I've enjoyed working with farmers, landowners and tenants across the Midlands, meeting new clients and helping existing ones, alongside the variety of work that comes with the role.

What has stood out to me most is the culture at Shouler & Son. Every door is open, whether it's the senior partners, the residential and commercial teams or the secretaries. Everyone is very approachable and always willing to help if I need it, and I try my best to do the same in return.

### Q What has surprised you most about the profession?

A How much goes on behind the scenes and how complex everything really is. Before joining the profession, I don't think I appreciated the amount of legislation, government policy, professional standards and attention to detail involved in even the simplest tasks.

For example, something that appears straightforward, such as a grazing license, is far more than just 'putting sheep in a field for 6 months. There are so many factors to consider behind the scenes to ensure everything is done properly and in the client's best interests.

It's given me a real appreciation for the breadth of knowledge rural surveyors need and the important role they play in supporting rural businesses.

### Q What advice would you give to someone considering a career in the rural sector?

A Go for it and take every opportunity that's presented to you. The rural sector is incredibly broad, with many different career paths available.

For me, the degree apprenticeship at Harper Adams has worked really well because I didn't want to go to university full-time. It has allowed me to earn while I learn, gain

valuable practical experience on the job and work towards a professional qualification at the same time.

I'd also say don't be afraid to try something different. I was always adamant that I would never have a desk job, but I've found that my background in agriculture has been hugely beneficial, and the practical knowledge I've gained has given me a strong foundation for building my surveying career.



**Q What's your favourite part about working outdoors?**

**A** The variety and unpredictability of it. One day I could be visiting a farm, the next an estate or meeting a client somewhere completely different. It also gives me an opportunity to build relationships with people across the rural sector and to see firsthand the challenges and opportunities they're facing.

Coming from an agricultural background, I've always enjoyed being outdoors and working in the countryside, so having a career that isn't confined to four office walls is a huge bonus.

**Q What's the most interesting project or property you've worked on so far?**

**A** It's difficult to pick just one, as there's been a real variety already. One of the private estates we manage has thrown up plenty of interesting projects recently, and helping to organise a falconer for pigeon control has got to be one of the more unusual highlights so far.

I've also had the opportunity to assist with two farm sales, which have been particularly enjoyable and has given me good insight into the process from start to finish.

More recently, I've been delving into the new Capital Grants and SFI26 options, which have been an interesting area to research. It's rewarding knowing that the knowledge I'm building will help me advise and assist clients as these schemes continue to evolve.

**Q When you're not at work, how do you spend your spare time?**

**A** I'm a keen field sports enthusiast, so I spend a lot of my spare time running the family shooting syndicate and acting as the DIY gamekeeper, which keeps my evenings and weekends busy throughout the year with habitat management, game cover planning and organising the shooting season.

When I'm not doing that, you'll usually find me spending time with my dogs, repainting the house (for what feels like the third time!), Socialising with friends and maybe even a spot of gardening.

**Q Tell us one thing people might be surprised to learn about you?**

**A** I spent three years living in New Zealand, where I completed my schooling before spending a year working on a beef and sheep station in Central Otago. Whilst I was there, I also found time to become a qualified ski instructor, so it was a pretty varied few years!



## Farm machinery sale successes

**18.04.2026**

### Complete dispersal of farm machinery and implements on behalf of A M & J E Kirby

Our recent complete dispersal sale of farm machinery and implements at Greetham Lodge, Stretton, attracted around 200 buyers, who enjoyed the sunshine while bidding on a wide range of lots.

The sale again demonstrated the popularity of traditional live auctions, which remain an important part of the farming community,

providing not only a marketplace but also an opportunity for people to come together and chat. Strong demand was seen throughout the sale, highlighting the continued value and usefulness of quality used machinery, both locally and as far as southern England!

Sale highlights included a John Deere 170R mower selling for £40,800, a Valtra N101 tractor selling for £16,200, and a Massey Ferguson 390 4WD selling for £8,000. Alongside many other well-supported lots, these results reflect a resilient market for used agricultural machinery and implements.



**05.06.2026**

### Onsite collective machinery sale

The Collective Machinery Sale, hosted by kind permission of Donald Haywood, marked the return of an in-person collective machinery auction after several years of conducting sales through online timed auctions.

The event proved extremely popular, attracting almost 400 entries from approximately 52 vendors and achieving an impressive 92% clearance rate.

Despite the wet June weather, the sale drew a strong attendance from buyers, demonstrating the continued demand for well-presented machinery, both old and new. The catalogue featured a wide variety of equipment, ranging from an "as new" sheep handling system, a Bunnings muck spreader, 2019 Ford Ranger, a Ford 3600 4WD tractor and a John Deere 3130

to a Vintage Allis Chalmers Model B 2 WD tractor. The strength of trade throughout the day reflected a promising market and reinforced the value of collective sales.

Thinking of  
selling farm  
machinery in  
our next online  
collective?



If you're considering selling farm machinery, plant or equipment, we'd love to hear from you.

To register your interest or join our catalogue mailing list, please email [o.arnold@shoulers.co.uk](mailto:o.arnold@shoulers.co.uk)



## Auction highlights



1. Sold  
£4,300



2. Sold  
£110



3. Sold  
£180



4. Sold  
£320



5. Sold  
£300



6. Sold  
£130



7. Sold  
£110



8. Sold  
£110



9. Sold  
£360



10. Sold  
£650



11. Sold  
£270



12. Sold  
£750



13. Sold  
£460



14. Sold  
£120

[View our next auction here](#)

**Ian King** - Auction Room Manager  
Email: [salerooms@shoulers.co.uk](mailto:salerooms@shoulers.co.uk)

### May

- 1971 Lotus Europa S2 Reg WAW 855K.
- Silver trophy cup - Birmingham 1925.
- Bramley Hedge Tea Service.

### April

- Mid 20th century Ercol Pebble nest of 3 tables.
- Le Creuset cast iron frying pans, cook pots.
- Brass industrial fire hose nozzles.
- Robert Harrop Doggie People military figures.

### March

- Georgian silver stilton scoop with pusher - Birmingham 1818.
- Collection of Warhammer books, Warhammer 40,000, Champions rpg, Realm of Chaos.
- Red ground Persian Heriz rug.
- 18ct gold ruby and diamond ring.
- Cased flintlock pistol by Horton in fine condition, complete with powder flask, bullet mould, shot measure and flints.

### February

- Large quantity of Patchwork fabrics - Amy Butler, Liberty, Woodrow, William Morris, Kaffe Fassett etc.
- Vintage enamel advertising sign 'Daisy Headache Cures'.

## Dates for your diary

All sales are subject to confirmation.

**Sales:** Thursday 10am.

**Viewing:** Tuesday prior to the sale from 2pm - 7pm and on the morning of the sale from 9am.

**July**  
**16**  
General Household and Collectables

**August**  
**13**  
General Household and Collectables

**September**  
**17**  
Antiques, Vintage and Collectables

**October**  
**15**  
General Household and Collectables

**November**  
**12**  
General Household and Collectables

**December**  
**10**  
Antiques, Vintage and Collectables

## A busy year so far...

The Auction Rooms have enjoyed another busy and successful year, with strong interest from both local buyers and bidders across the UK and beyond.

From antiques and collectables to vintage items and specialist sales, we continue to see excellent results for clients looking to realise the value of unwanted possessions.

Our monthly Antiques, Vintage & Collectables sales remain popular, regularly attracting

hundreds of bidders online and in person. We have also seen strong demand for quality jewellery, silver, watches, coins and military items, with many lots exceeding expectations.

Whether you are downsizing, handling a house clearance, administering an estate or simply curious about the value of an item, our experienced team is always happy to provide advice and auction valuations.

For more information, contact the Sale Room:  
Tel: **01664 560181** (option 4)  
Email: [salerooms@shoulers.co.uk](mailto:salerooms@shoulers.co.uk)

## Turn your unwanted gold into auction success.

With gold prices remaining at historically high levels, now could be an excellent time to sell unwanted or broken gold jewellery.

Our specialists can provide a free, no-obligation valuation and advise whether your items are best sold through auction or via our gold buying service.

### We are actively seeking:

- Gold jewellery (including broken or damaged items)
- Gold watches
- Gold coins and sovereigns
- Scrap gold
- Dental gold



\*image for illustrative purposes only

 **Shouler & Son**

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