



PRESS RELEASE

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NEW RECOMMENDATIONS ON ROLE OF AGENTS WELCOMED BY SCOTTISH LAND & ESTATES

A report by the Tenant Farming Commissioner detailing recommendations to enhance the role of land agents within agricultural holdings negotiations is welcome, Scottish Land & Estates has said.

Authored by Bob McIntosh, the report makes nine recommendations, mainly focused on refining communication between land agents, tenants and landlords and also ensuring that interpersonal skills are embedded within staff development programmes for land agents. The full report can be read [here](#).

The publication follows on from an independent survey of landlords and tenants to explore their perceptions and experiences of the use of agents. That survey, released earlier this year, found:-

- Ratings given by tenant farmers and landlords to agents with respect to politeness, professionalism, respect, trustworthiness, openness and honesty and treating them fairly ranged between 98% to 100% being positive.
- Ratings given by tenant farmers for the agents employed by landlords ranged between 67% and 83% rated as 'good'
- Only 17% of tenant farmers and 17% of landlords were very or fairly dissatisfied with their interactions with agents.
- 82% of tenant farmers described their relationship with their landlord as either very good or fairly good and 88% of landlords described their relationship as either very good or good. These percentages are very similar to the Scottish Government's *Renting-out Agricultural Land in Scotland Survey* published in 2014.

Sarah-Jane Laing, Executive Director of Scottish Land & Estates, said: “The survey released earlier this year made clear that the vast majority of agents were conducting their business with honesty and professionalism and that most landlords and tenants were happy with their experiences of land agents.

“Dialogue and communication are at the heart of good business relationships and ensuring there is transparency from all parties – including land agents - will help.

“The report makes recommendations that can enhance existing processes and ensure that dialogue remains productive even where difficult conversations need to be conducted.

“The sector is committed to ironing out difficulties where they exist in a small number of cases and the Tenant Farming Commissioner’s recommendations should help the sector move forward with positivity.”

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NOTES TO EDITORS

Scottish Land & Estates is a membership organisation for landowners, rural businesses and rural professionals.

Scottish Land & Estates promotes the wide range of benefits land-based businesses provide: tourist attractions, leisure facilities and landscapes enjoyed by the public, as well as, housing, employment, tourism & enterprise and farming opportunities.

For more information, visit www.scottishlandandestates.co.uk

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