

# Harriet Cross

BSc (Hons) MSc MRICS

Associate, Rural and EM&P

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## Working in our estate management and professional team, Harriet is a RICS Registered Valuer and Chartered Rural Surveyor, working with clients across Scotland

Harriet is at the forefront of the valuations market, offering a tailored approach to her clients. She uses innovative thinking to challenge approaches and ultimately achieve the best possible outcome for clients, across a range of asset types.

Primarily focusing on valuations but also working with the grid and infrastructure team in a negotiating land agreements and compensation capacity, she works across farms and large estate portfolios to deliver expert advice to her clients. Offering a methodical approach to her projects, Harriet brings a strong sense of organisation to ensure projects are carried out in the most efficient way.

Working on a range of projects with varying client types, she recently worked on the valuation for the largest poultry farm in Scotland. Sustainability is becoming an increasingly key aspect to client portfolios, and Harriet has more recently worked on valuations across the emerging field of natural capital.

Harriet has experience as an expert witness, providing expert witness and independent advice across a range of property and valuation matters. Her experience in rural agency, where she focused on setting guide prices and lotting for property sales, has given her an expansive understanding of the market, enabling her to offer valuable insight to her clients.

### Key relevant project experience

#### Aberdeenshire Estate

Valuation for the transfer of assets to the next generation. A large, varied estate of land, residential and commercial lettings, and sport. Comprising over 6,000 acres of agricultural land and forestry and an additional 7,500 acres of hill land held as a right in title over a commony.

#### Aberdeenshire Farm Portfolio

Four livestock farms in north Aberdeenshire, predominately arable and grazing pasture land. Extensive range of modern agricultural buildings alongside a large, traditional granite courtyard and three residential properties.

#### Ross-shire Estate

Two sporting estates of over 20,000 acres and run as a single entity. The client managed the estates solely for private stalking. Income included rent from third-party owned and operated hydro schemes situated on the estates.

#### Loch Katrine

Various instructions relating to a client's ownership of land at and surrounding Loch Katrine. Including valuation and subsequent purchase negotiations of third-party residential property damaged by a landslide, and calculation of tenant compensation for a lease resumption with a significant carbon credit value.

#### Inverness-shire Estate

Rural estate of c. 7,000 acres and comprising a portfolio of residential, commercial, agricultural, sporting and forestry assets. Analysis required as to impact of expired and informal lease agreements on the suitability of the asset as a security.

#### Poultry Assets

Valuation of a large mixed asset portfolio for a national poultry business and producer.