



United States Department of Agriculture
National Agricultural Statistics Service



2011 Agricultural Land Sales By Counties, Wisconsin

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Cooperating with the Wisconsin Department of Agriculture, Trade and Consumer Protection

July 16, 2012

After several years of declining or moderate growth, agricultural land sales rebounded in both the number of acres sold and the value of the land in 2011. The total value of all agricultural land sold rose 10 percent, to \$4,332 per acre.

Land continuing in agricultural use was up 11 percent to \$4,288 per acre, while land being diverted to other uses fell 2 percent to \$5,818 per acre. Counties in the Madison and Milwaukee areas, as well as in East Central Wisconsin continue to see the highest values. Many of the lowest values are found in the northern counties, as well as a few areas in Central and Southwestern Wisconsin.

In 2011, the total number of transactions increased to 1,887. This was 334 more transactions than in 2010. The total number of acres sold rose considerably from 2010, up 22 percent to 132,872 acres.

The total value of forest land sales in 2011 fell 3 percent to \$2,160 per acre. Land continuing in forest land averaged \$2,203 per acre, while land being diverted to other uses was \$2,006 per acre. There were 114 more sales in 2011 than in 2010, and 1,403 more acres sold.

Land sales figures reported here include only averages of 'arm's length' transactions. Sales made under other than normal market conditions (such as family sales or foreclosures) are not included in this report. Sales are reviewed by the Wisconsin Department of Revenue, Bureau of Equalization. With each sale of a parcel of land, the buyer is required to file a Wisconsin Real Estate Transfer Return, documenting the parcel size, sale price, present use, and intended use of the property. State appraisers inspect the site and verify the transfer return. The sales data in this report are a summary of the Wisconsin Real Estate Transfer Returns. Specifics on land sales transactions within a certain county can be obtained by contacting the Department of Revenue directly.

This report was compiled in cooperation with the Wisconsin Department of Revenue, Bureau of Equalization.

AGRICULTURAL LAND SALES: Wisconsin, 2007-2011

Year	Agricultural land continuing in agricultural use			Agricultural land being diverted to other uses			Total of all agricultural land		
	Number of transactions	Acres sold	Dollars per acre	Number of transactions	Acres sold	Dollars per acre	Number of transactions	Acres sold	Dollars per acre
Land without buildings and improvements									
2007	882	52,642	3,135	243	9,316	11,948	1,125	61,958	4,460
2008	945	62,932	3,683	147	5,335	8,421	1,092	68,267	4,053
2009	650	42,415	3,549	101	3,440	6,230	751	45,855	3,751
2010	923	61,366	3,731	73	2,732	5,800	996	64,098	3,819
2011	1,110	70,807	4,076	55	1,850	5,002	1,165	72,657	4,099
Land with buildings and improvements									
2007	607	51,031	3,914	127	5,912	7,253	734	56,943	4,261
2008	626	62,175	4,199	72	3,331	6,612	698	65,506	4,322
2009	370	30,017	4,461	57	3,262	5,007	427	33,279	4,515
2010	502	42,253	4,050	55	2,167	6,014	557	44,420	4,146
2011	674	58,301	4,546	48	1,914	6,607	722	60,215	4,612
Total									
2007	1,489	103,673	3,518	370	15,228	10,125	1,859	118,901	4,365
2008	1,571	125,107	3,940	219	8,666	7,725	1,790	133,773	4,185
2009	1,020	72,432	3,927	158	6,702	5,635	1,178	79,134	4,072
2010	1,425	103,619	3,861	128	4,899	5,909	1,553	108,518	3,953
2011	1,784	129,108	4,288	103	3,764	5,818	1,887	132,872	4,332