



# WISCONSIN

## AGRICULTURAL LAND SALES 2014



AUGUST 2015

In 2014, the total number of agricultural land sales in Wisconsin decreased and the value of land sold increased. The average value of all agricultural land sold rose 12 percent, to \$5,428 per acre.

Land continuing in agricultural use was up 13 percent to \$5,407 per acre, while land being diverted to other uses fell 12 percent to \$5,846 per acre. The East Central, South Central and Southeast districts continued to have the highest prices overall. However, there were several reports of land being sold for frac sand mining which drove up prices of land being diverted to other uses in the Northwest and West Central regions.

The total number of transactions fell to 1,628 in 2014. The number of transactions where the land continued in agricultural use fell by 306 and there were 19 more transactions where the land was diverted to other uses than in 2013. The total number of acres sold fell 16 percent to 102,136.

The average value of forest land sales in 2014 rose 8 percent to \$2,335 per acre. Land continuing in forest land averaged \$2,298 per acre, while land being diverted to other uses was \$2,588 per acre. There were 73 fewer sales in 2014 than in 2013 and 3,071 fewer acres sold.

Land sales figures in this report include only averages of arm's length transactions reported to and reviewed by the Wisconsin Department of Revenue, Bureau of Equalization. Sales made under other than normal market conditions (such as family sales or foreclosures) are not included in this report. 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 or at [www.revenue.wi.gov/retr](http://www.revenue.wi.gov/retr).

This report was compiled by the Wisconsin Department of Agriculture, Trade, and Consumer Protection in cooperation with the Wisconsin Department of Revenue, Bureau of Equalization.

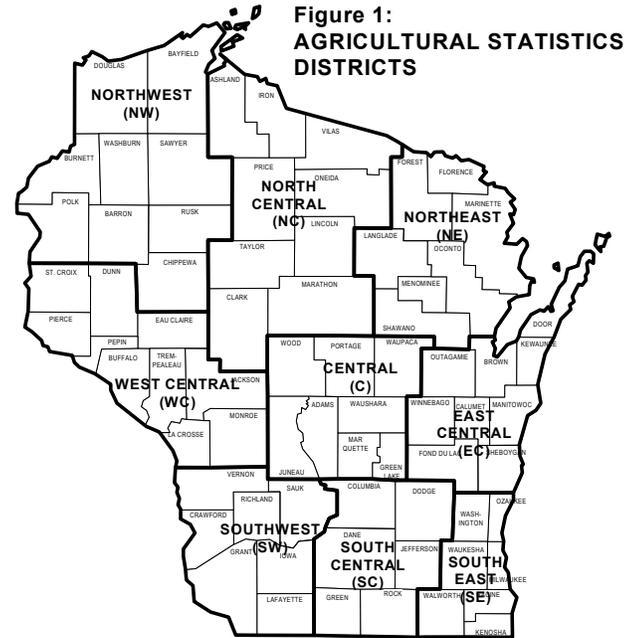


Figure 1: AGRICULTURAL STATISTICS DISTRICTS

### AGRICULTURAL LAND SALES: WISCONSIN, 2010-2014

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
<b>Land without buildings and improvements</b>									
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
2012	1,432	83,814	4,414	55	2,454	6,789	1,487	86,268	4,482
2013	1,112	62,982	4,442	56	1,989	5,670	1,168	64,971	4,480
<b>2014</b>	<b>872</b>	<b>48,550</b>	<b>5,037</b>	<b>72</b>	<b>3,238</b>	<b>5,880</b>	<b>944</b>	<b>51,788</b>	<b>5,090</b>
<b>Land with buildings and improvements</b>									
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
2012	762	61,157	4,891	33	1,823	7,822	795	62,980	4,976
2013	705	53,997	5,198	42	2,430	7,431	747	56,427	5,294
<b>2014</b>	<b>639</b>	<b>48,869</b>	<b>5,775</b>	<b>45</b>	<b>1,479</b>	<b>5,771</b>	<b>684</b>	<b>50,348</b>	<b>5,775</b>
<b>Total</b>									
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
2012	2,194	144,971	4,615	88	4,277	7,229	2,282	149,248	4,690
2013	1,817	116,979	4,791	98	4,419	6,638	1,915	121,398	4,859
<b>2014</b>	<b>1,511</b>	<b>97,419</b>	<b>5,407</b>	<b>117</b>	<b>4,717</b>	<b>5,846</b>	<b>1,628</b>	<b>102,136</b>	<b>5,428</b>