



WISCONSIN

AGRICULTURAL LAND SALES



JUNE 2016

In 2015, the total number of agricultural land sales in Wisconsin decreased and the value of land sold increased slightly. The average value of all agricultural land sold rose 0.5 percent, to \$5,457 per acre.

Land continuing in agricultural use fell 0.4 percent to \$5,383 per acre, while land being diverted to other uses rose 21 percent to \$7,050 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 purposes 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 1,572 in 2015. The number of transactions where the land continued in agricultural use fell by 54 and there were 2 fewer transactions where the land was diverted to other uses than in 2014. The total number of acres sold fell 4 percent to 97,945.

The average value of forest land sales in 2015 fell 4.0 percent to \$2,244 per acre. Land continuing in forest land averaged \$2,253 per acre, while land being diverted to other uses was \$2,182 per acre. There were 13 fewer sales in 2015 than in 2014 but 2,839 more 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.

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.

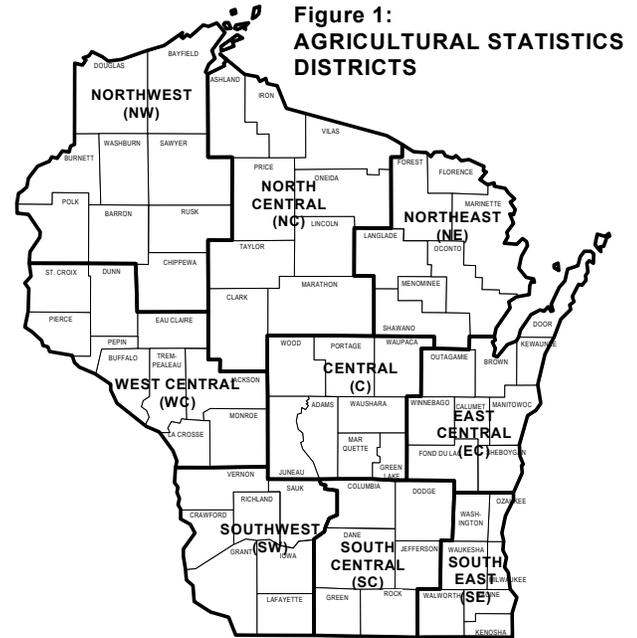


Figure 1: AGRICULTURAL STATISTICS DISTRICTS

AGRICULTURAL LAND SALES: WISCONSIN, 2011-2015

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									
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
2014	872	48,550	5,037	72	3,238	5,880	944	51,788	5,090
2015	854	49,760	5,131	58	2,266	6,057	912	52,026	5,171
Land with buildings and improvements									
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
2014	639	48,869	5,775	45	1,479	5,771	684	50,348	5,775
2015	603	43,851	5,669	57	2,068	8,138	660	45,919	5,780
Total									
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
2014	1,511	97,419	5,407	117	4,717	5,846	1,628	102,136	5,428
2015	1,457	93,611	5,383	115	4,334	7,050	1,572	97,945	5,457