



WISCONSIN AGRICULTURAL LAND SALES 2020



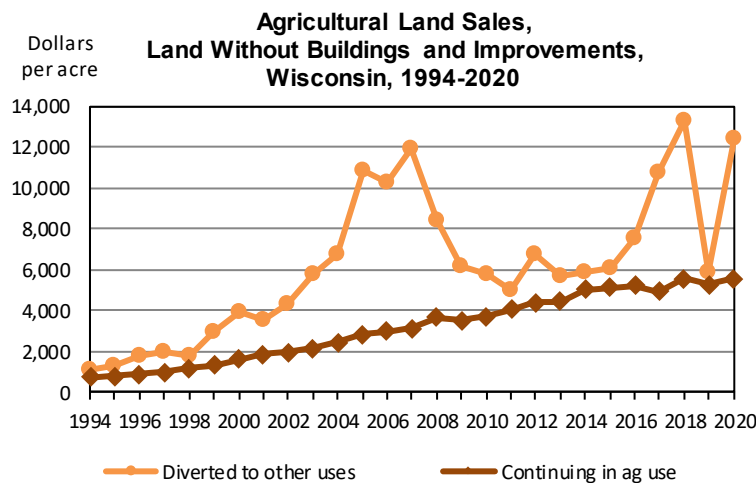
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In 2020, the number of agricultural land sales in Wisconsin without buildings or improvements increased by 29 percent to 1,159 transactions. The total acreage of these sales increased 24 percent to 61,564 acres. The average value of agricultural land without buildings or improvements sold rose by 12 percent to \$5,886 per acre. Of these sales, land continuing in agricultural averaged \$5,579 per acre, while land being diverted to other uses averaged \$12,458 per acre.

The average value of forest land sold in 2020 rose 9 percent to \$2,392 per acre. Land continuing in forest land averaged \$2,347 per acre, while land being diverted to other uses was \$3,313 per acre. There were 404 more sales in 2020 than in 2019 and 9,446 more acres sold.

Agricultural land sales figures in this report include only averages of arm’s length transactions classified as predominately for agricultural use 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. Past years’ reports are available at www.nass.usda.gov/wi.



AGRICULTURAL LAND SALES: LAND WITHOUT BUILDINGS AND OTHER IMPROVEMENTS: WISCONSIN, 2016-2020

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
2016	817	45,413	5,221	61	1,720	7,558	878	47,133	5,306
2017	807	42,621	4,960	94	4,222	10,794	901	46,843	5,485
2018	964	51,421	5,587	106	3,252	13,280	1,070	54,673	6,045
2019	882	48,840	5,269	18	626	5,942	900	49,466	5,278
2020	1,072	58,810	5,579	87	2,754	12,458	1,159	61,564	5,886