



# WISCONSIN

## AGRICULTURAL LAND SALES



JUNE 2017

In 2016, the total number of agricultural land sales in Wisconsin decreased slightly, though the total acreage sold increased. The average value of all agricultural land sold rose 1 percent to \$5,534 per acre.

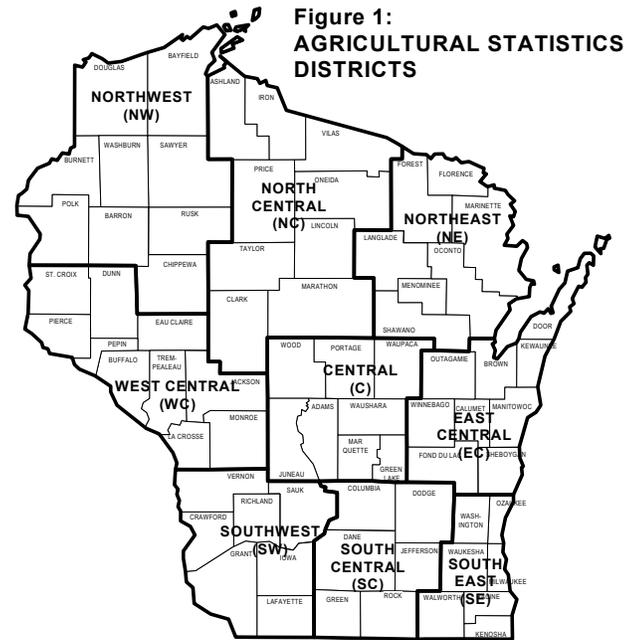
The average value of land continuing in agricultural use rose 2 percent to \$5,483 per acre, while land being diverted to other uses rose less than 1 percent to \$7,085 per acre. The East Central, Southwest, South Central and Southeast districts continued to have the highest prices overall.

The total number of transactions fell to 1,561 in 2016. The number of transactions where the land continued in agricultural rose by 6 and the number of transactions where the land was diverted to other uses fell by 17. The total number of acres sold rose 3 percent to 101,244.

The average value of forest land sales in 2016 rose 2 percent to \$2,280 per acre. Land continuing in forest land averaged \$2,213 per acre, while land being diverted to other uses was \$2,739 per acre. There were 58 more sales in 2016 than in 2015 with 208 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](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.



### AGRICULTURAL LAND SALES: WISCONSIN, 2012-2016

| 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> |  |               |                  |  |              |                  |                                |                |                  |
| 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            |
| <b>2016</b>                                    | <b>817</b>                                       | <b>45,413</b> | <b>5,221</b>     | <b>61</b>                                      | <b>1,720</b> | <b>7,558</b>     | <b>878</b>                     | <b>47,133</b>  | <b>5,306</b>     |
| <b>Land with buildings and improvements</b>    |  |               |                  |  |              |                  |                                |                |                  |
| 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            |
| <b>2016</b>                                    | <b>646</b>                                       | <b>52,604</b> | <b>5,708</b>     | <b>37</b>                                      | <b>1,507</b> | <b>6,544</b>     | <b>683</b>                     | <b>54,111</b>  | <b>5,732</b>     |
| <b>Total</b>                                   |  |               |                  |  |              |                  |                                |                |                  |
| 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            |
| <b>2016</b>                                    | <b>1,463</b>                                     | <b>98,017</b> | <b>5,483</b>     | <b>98</b>                                      | <b>3,227</b> | <b>7,085</b>     | <b>1,561</b>                   | <b>101,244</b> | <b>5,534</b>     |