



# WISCONSIN

## AGRICULTURAL LAND SALES

AUGUST 2018

In 2017, the total number of agricultural land sales in Wisconsin decreased 2 percent and the total acreage sold decreased 10 percent. The average value of all agricultural land sold rose 4 percent to \$5,759 per acre.

The average value of land continuing in agricultural use fell 1 percent to \$5,445 per acre, while land being diverted to other uses rose 41 percent to \$10,007 per acre.

The total number of transactions fell to 1,527 in 2017. The number of transactions where the land continued in agricultural use fell by 85 while the number of transactions where the land was diverted to other uses rose by 51. The total number of acres sold dropped 10 percent to 90,872.

The average value of forest land sales in 2017 was down 15 percent to \$1,943 per acre. Land continuing in forest land averaged \$1,885 per acre, while land being diverted to other uses was \$2,364 per acre. There were 245 more sales in 2017 than in 2016 with 46,826 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. Past years' reports are available at [www.nass.usda.gov/wi](http://www.nass.usda.gov/wi).



### AGRICULTURAL LAND SALES: WISCONSIN, 2013-2017

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>									
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
2016	817	45,413	5,221	61	1,720	7,558	878	47,133	5,306
<b>2017</b>	<b>807</b>	<b>42,621</b>	<b>4,960</b>	<b>94</b>	<b>4,222</b>	<b>10,794</b>	<b>901</b>	<b>46,843</b>	<b>5,485</b>
<b>Land with buildings and improvements</b>									
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
2016	646	52,604	5,708	37	1,507	6,544	683	54,111	5,732
<b>2017</b>	<b>571</b>	<b>41,997</b>	<b>5,937</b>	<b>55</b>	<b>2,032</b>	<b>8,373</b>	<b>626</b>	<b>44,029</b>	<b>6,050</b>
<b>Total</b>									
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
2016	1,463	98,017	5,483	98	3,227	7,085	1,561	101,244	5,534
<b>2017</b>	<b>1,378</b>	<b>84,618</b>	<b>5,445</b>	<b>149</b>	<b>6,254</b>	<b>10,007</b>	<b>1,527</b>	<b>90,872</b>	<b>5,759</b>