



WISCONSIN

AGRICULTURAL LAND SALES

SEPTEMBER 2019

In 2018, the total number of agricultural land sales in Wisconsin increased 9 percent and the total acreage sold increased 5 percent. The average value of all agricultural land sold rose 7 percent to \$6,182 per acre.

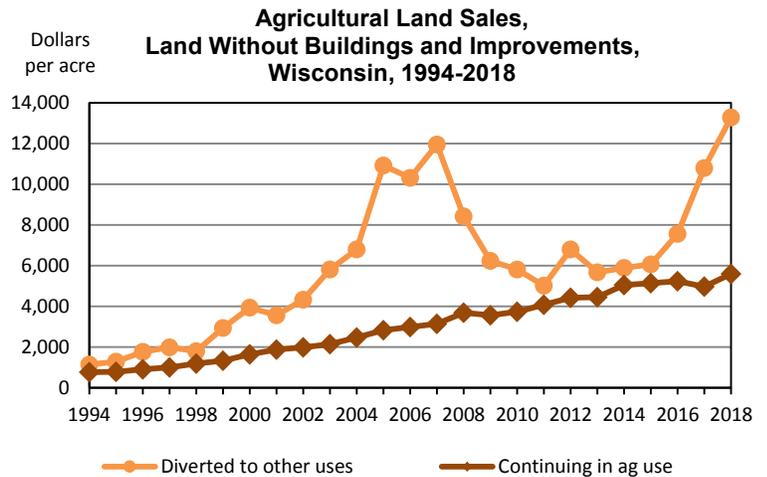
The average value of land continuing in agricultural use rose 7 percent to \$5,818 per acre, while the value of land being diverted to other uses rose 21 percent to \$12,150 per acre.

The total number of transactions rose to 1,663 in 2018. The number of transactions where the land continued in agricultural use was up by 126 while the number of transactions where the land was diverted to other uses rose by 10. The total number of acres sold rose 5 percent to 95,051.

The average value of forest land sold in 2018 was up 21 percent to \$2,349 per acre. Land continuing in forest land averaged \$2,257 per acre, while land being diverted to other uses was \$2,878 per acre. There were 82 more sales in 2018 than in 2017 but 21,109 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.

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: WISCONSIN, 2014-2018

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									
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
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
Land with buildings and improvements									
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
2017	571	41,997	5,937	55	2,032	8,373	626	44,029	6,050
2018	540	38,161	6,128	53	2,217	10,491	593	40,378	6,368
Total									
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
2017	1,378	84,618	5,445	149	6,254	10,007	1,527	90,872	5,759
2018	1,504	89,582	5,818	159	5,469	12,150	1,663	95,051	6,182