



WISCONSIN AGRICULTURAL LAND SALES 2019



SEPTEMBER 2020

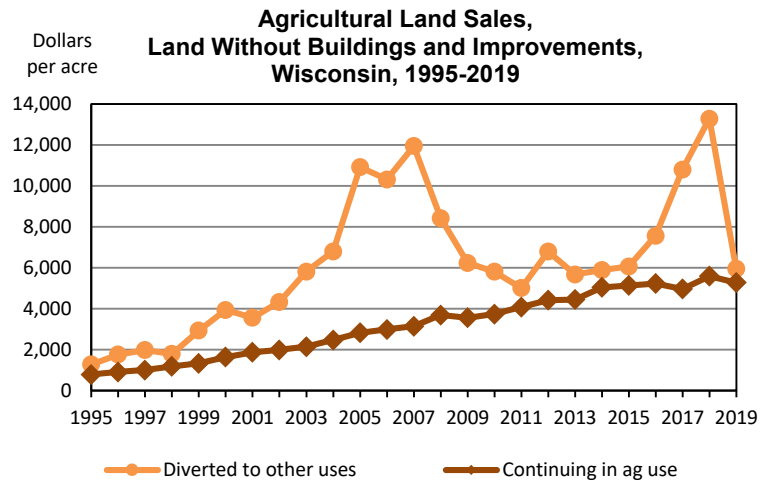
In 2019, the total number of agricultural land sales in Wisconsin decreased 12 percent to 1,470. The total acreage sold decreased 3 percent to 92,233 acres. The average value of all agricultural land sold fell 6 percent to \$5,811 per acre.

The average value of land continuing in agricultural use fell less than one percent to \$5,803 per acre, while the value of land being diverted to other uses fell 48 percent to \$6,269 per acre. The number of transactions where the land continued in agricultural use was down by 70 while the number of transactions where the land was diverted to other uses fell by 123.

The average value of forest land sold in 2019 was down 7 percent to \$2,191 per acre. Land continuing in forest land averaged \$2,162 per acre, while land being diverted to other uses was \$2,358 per acre. There were 12 fewer sales in 2019 than in 2018 but 10,147 more acres sold.

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: WISCONSIN, 2015-2019

| 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 | | | | | | | | | |
| 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 |
| 2019 | 882 | 48,840 | 5,269 | 18 | 626 | 5,942 | 900 | 49,466 | 5,278 |
| Land with buildings and improvements | | | | | | | | | |
| 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 |
| 2019 | 552 | 41,851 | 6,426 | 18 | 916 | 6,493 | 570 | 42,767 | 6,428 |
| Total | | | | | | | | | |
| 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 |
| 2019 | 1,434 | 90,691 | 5,803 | 36 | 1,542 | 6,269 | 1,470 | 92,233 | 5,811 |