



WISCONSIN AGRICULTURAL LAND SALES 2019



SEPTEMBER 2020

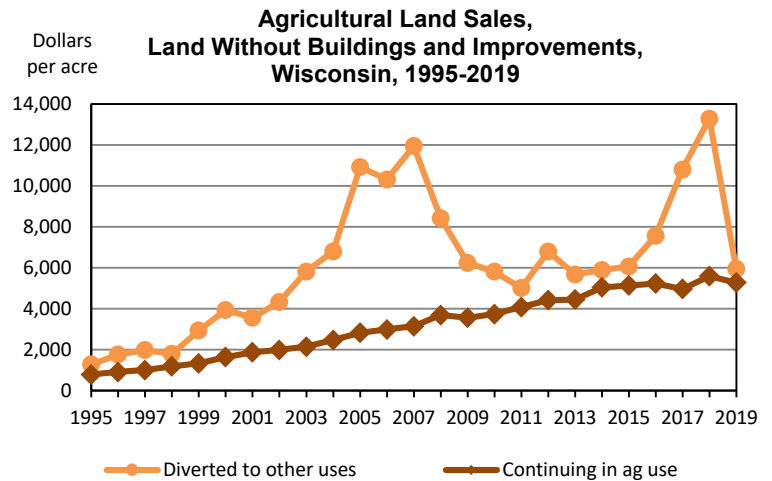
In 2019, the total number of agricultural land sales in Wisconsin decreased 12 percent to 1,470. The total acreage sold decreased 3 percent to 92,233 acres. The average value of all agricultural land sold fell 6 percent to \$5,811 per acre.

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