

2006 Agricultural Land Sales

By Counties, Wisconsin

The rapid growth of land values in Wisconsin calmed somewhat in 2006. Sales data showed fewer acres of agricultural land were sold, and the rate of increase was less than in recent years.

Land continuing in agricultural use rose 3 percent to \$3,366 per acre, while land being diverted to other uses grew 5 percent to \$10,681 per acre. Development pressure continued to lead to high land values near Wisconsin's urban areas, but the rate of growth slowed substantially in 2006.

Fewer acres of agricultural land being diverted to other uses caused the total value of all agricultural land sold to decrease slightly to \$4,711 per acre.

There were 404 fewer transactions in 2006 than in 2005, for a total of 1,898 sales. The number of acres sold dropped 19 percent to 130,390 acres. The number of acres sold has decreased for the past two years.

The total value of forest land sales in 2006 rose 7 percent to \$2,415 per acre. Land continuing in forest land averaged \$2,117 per acre, while land being diverted to other uses was \$3,775 per acre. There were 325 fewer sales in 2006 than in 2005, and 18,691 fewer acres sold.

Land sales figures reported here include only averages of 'arm's length' transactions. Sales made under other than normal market conditions (such as family sales or foreclosures) are not included in this report. Sales are reviewed by the Wisconsin Department of Revenue, Bureau of Equalization. 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 directly.

This report was compiled in cooperation with the Wisconsin Department of Revenue, Bureau of Equalization.

AGRICULTURAL LAND SALES: Wisconsin, 2002-2006

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 <i>without</i> buildings and improvements									
2002	1,199	67,550	1,982	609	26,110	4,324	1,808	93,660	2,635
2003	1,037	65,671	2,137	782	28,204	5,807	1,819	93,875	3,239
2004	1,097	70,699	2,465	816	30,190	6,799	1,913	100,889	3,762
2005	917	58,183	2,818	422	21,745	10,916	1,339	79,928	5,021
2006	823	49,134	2,984	285	14,056	10,310	1,108	63,190	4,613
Land <i>with</i> buildings and improvements									
2002	862	65,048	2,531	333	18,384	4,782	1,195	83,432	3,030
2003	768	67,536	2,814	418	18,853	5,040	1,186	86,389	3,300
2004	828	82,986	3,080	305	14,213	7,941	1,133	97,199	3,791
2005	748	68,194	3,679	215	12,063	8,707	963	80,257	4,435
2006	637	57,287	3,695	153	9,913	11,206	790	67,200	4,803
Total									
2002	2,061	132,598	2,251	942	44,494	4,514	3,003	177,092	2,821
2003	1,805	133,207	2,480	1,200	47,057	5,500	3,005	180,264	3,268
2004	1,925	153,685	2,797	1,121	44,403	7,165	3,046	198,088	3,776
2005	1,665	126,377	3,283	637	33,808	10,128	2,302	160,185	4,728
2006	1,460	106,421	3,366	438	23,969	10,681	1,898	130,390	4,711