

Kansas Agricultural Land Values and Trends 2019

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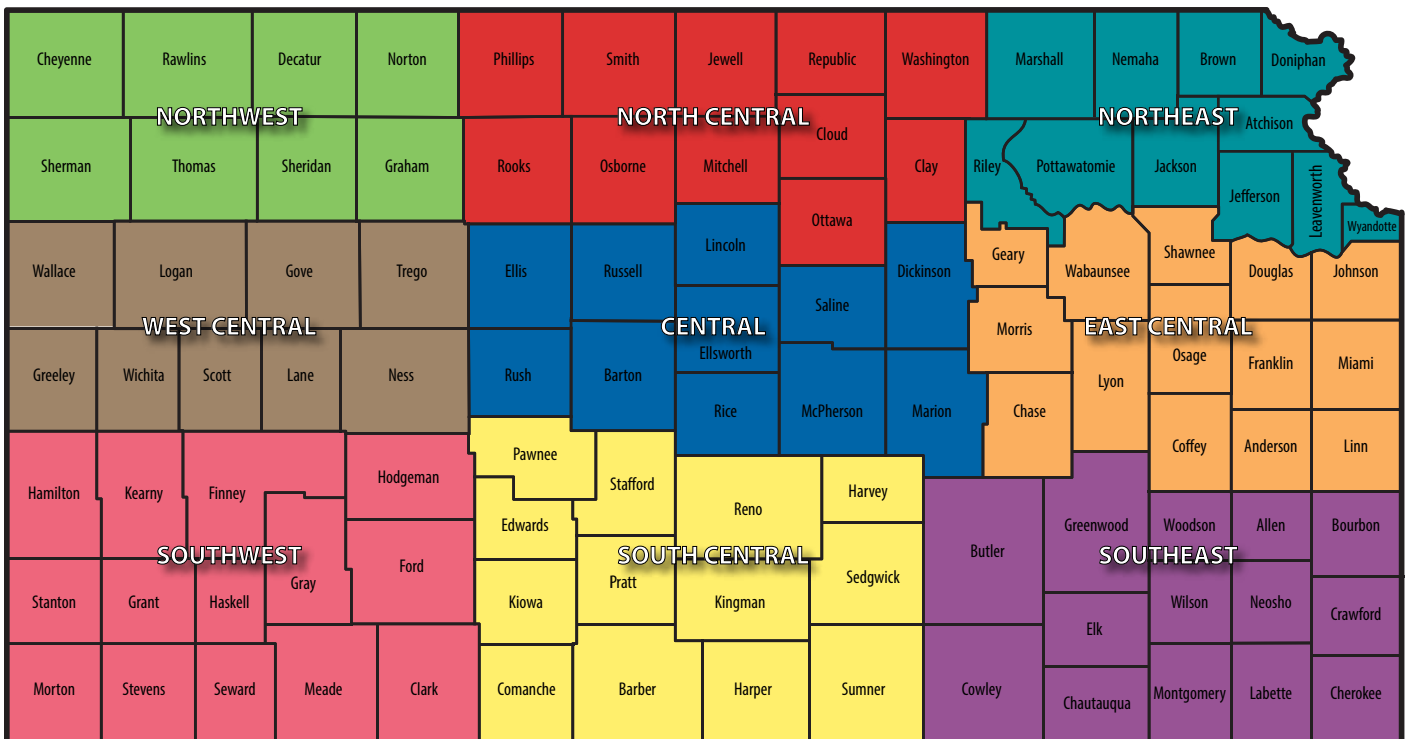
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Table of Contents

2	Acknowledgments and Disclosures
3	KSFMRA and KS Chapter of ASFMRA Officers and Board of Directors
4	Kansas Farm Profitability Trends
6	State Land Value Trends
11	Northwest Region
16	West Central Region
21	Southwest Region
26	North Central Region
31	Central Region
37	South Central Region
44	Northeast Region
50	East Central Region
55	Southeast Region
60	Land Values Book Sponsor List

Kansas Land Region Map



Kansas land regions in this book are consistent with Crop Reporting Districts used by the National Agricultural Statistics Service (NASS).

Acknowledgments

The *Kansas Agricultural Land Values and Trends* publication is a joint venture between the Kansas Society of Professional Farm Managers and Rural Appraisers and the Kansas State University Agricultural Economics Department. Agricultural land sales data comes from the Kansas Property Valuation Department, submitted by county courthouses across the state.

Authors

Robin Reid

Extension Associate
K-State Agricultural Economics
robinreid@ksu.edu
785-532-0964

Mykel Taylor

Associate Professor
K-State Agricultural Economics
mtaylor@ksu.edu
785-532-3033

Electronic copies of this publication can be found at:

<http://www.agmanager.info/land-leasing/land-buying-valuing>

Hard copies are also available through some KFSMRA members and K-State Research and Extension offices.

Disclosure

Data in this publication includes parcels sold in Kansas from 2014-2019. In an attempt to capture parcels selling for agricultural land purposes, some observations were removed from the data set. These included parcels fewer than 70 acres in size and extreme outliers. No adjustments were made to the reported per acre sales value based on land quality, location, fencing, water availability, etc.

Parcels are classified as irrigated cropland, non-irrigated cropland, or pasture/hay ground based on the percentage of the parcel that fits into that category. The parcel needed to have greater than 70% of listed acres within one category to be used in summary statistics. Mixed parcels (parcels that had greater than 30% of acres in multiple categories) were not used in summary statistics due to complexities in breaking out value into multiple land categories. Averages are weighted based on parcel acres.

Readers are asked to exercise discretion when using data from this report. Reported market values should not be used as a substitute for a Land Professional.

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ASFMRA was founded in 1929 and the average member has been part of the organization for more than 17 years. Our Farm Managers and Agricultural Consultants are in strong demand, with more than 40% of farmland in the United States currently being rented. Our Farm Managers and Agricultural Consultants on average manage 55 to 75 farms, consisting of 14,000 to 20,000 acres. They also have influence over more than just the farms they manage, as a typical professional farm manager will work with a farm operator who is farming additional land. Farm Managers and Consultants typically work with 50 to 70 landowners, family members, and their beneficiaries. Our Farm Managers and Consultants have influence on input and other production and marketing decisions on acreage representing millions of dollars.

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Kansas Farm Profitability Trends

Welcome to the second edition of the Kansas Land Values and Trends. We appreciate the support of the Kansas Society of Farm Managers and Rural Appraisers as well as all our advertisers in the creation of this publication. We hope it provides useful and timely information for you and your business.

The price of land reflects the economic well-being of farmers as it encompasses expectations of market participants of future profitability in the agricultural sector. Land values escalated quickly from 2008 to 2014 as farmers invested their profits from high commodity prices back into land through both the purchase and renting of farmland. Commodity prices fell quickly beginning in 2015 and Kansas farmers found themselves having trouble covering costs of production that had been bid up during the 2008 to 2014 boom period. For many farmers, cash flows were constrained and short-term debt started to build up. Land values responded to this new dynamic by falling approximately 20% statewide between 2015 and 2018.

The fall in land values has not been uniform across the state, with local land markets adjusting differently based on the ability of farmers to bid on land. Some of the differences in the reaction of land values across the state to worsening economic conditions come from alternative uses for land including hunting, oil and gas exploration, and wind turbine development. However, the primary use of most land in Kansas is for agriculture and there has been a softening of values statewide due to the economic downturn.

During the commodity boom from 2008 to 2014, net farm income for Kansas farms was relatively high, according to Kansas Farm Management Association data (figure 1). This high level of profitability allowed farmers to buy and rent land at higher prices and make machinery purchases from local implement dealers. This brought income to local economies across the state. The economic downturn that began in 2015 has restricted farmer's spending on machinery and land, which hampers local economies across the state.

The net farm income in 2018 significantly recovered from the previous years. However, it is important to realize that 38% of that income was from government payments including those provided in the Farm Bill and the additional money paid out by the current administration due to losses experienced by farmers from the trade conflicts over the past two years (figure 2). Without these government payments, many farmers would have had more trouble making their debt payments and cash rent.

While land values fell between 2015 and 2018, most analysts agree that things could have been worse. Low interest rates helped keep land values from falling off at a faster pace and the past two years have seen relatively steady land values. The recovery of land values and a return to historic rates of land price inflation (2-3%) will depend heavily on farmers' ability to turn a profit in these lean times until commodity prices can recover.

Sincerely,

Dr. Allen Featherstone

*Kansas State University
Department of Agricultural Economics
Department Head and Professor*

Dr. Mykel Taylor

*Kansas State University
Department of Agricultural Economics
Department Associate Professor*

Figure 1. Net Farm Income Per Operator (dryland crop farms)

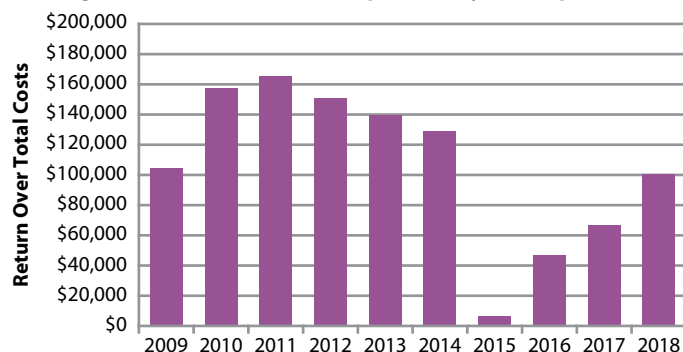
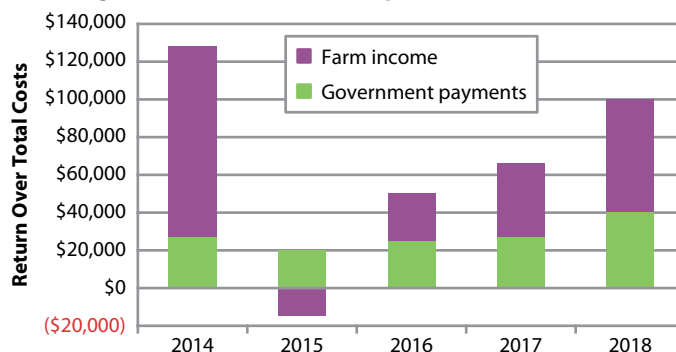


Figure 2. Net Farm Income Per Operator (all KFMA farms)



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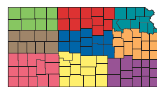
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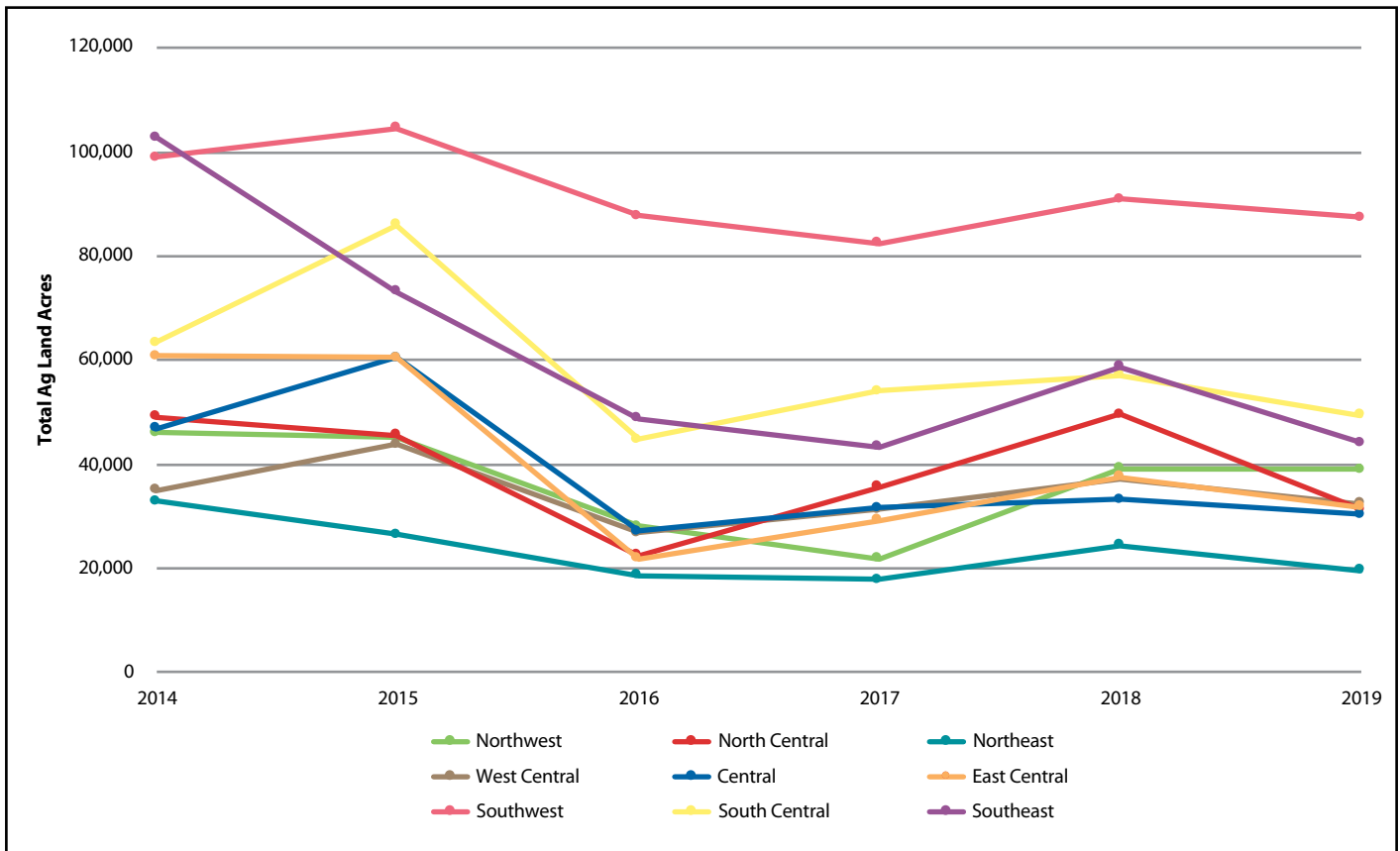
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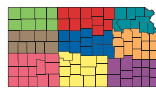


Trends in Annual Acres Sold – By Region

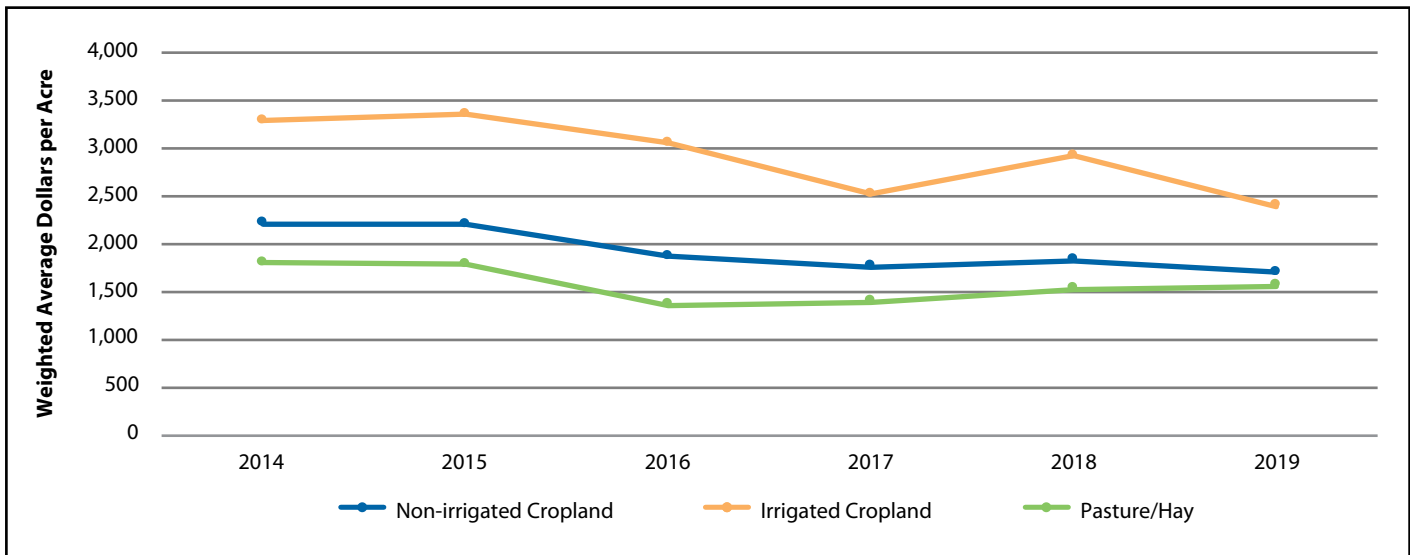


Region	Total Ag Land Acres Sold						% Change in 2019 Acreage Sales from 2014-2018 Average
	2014	2015	2016	2017	2018	2019	
Northwest	46,060	45,272	28,099	21,783	39,235	39,081	8.3%
West Central	35,067	43,871	26,764	31,368	37,207	32,436	-6.9%
Southwest	99,086	104,716	87,866	82,461	91,031	87,427	-6.0%
North Central	49,062	45,581	22,401	35,597	49,634	31,346	-22.5%
Central	46,811	60,502	27,202	31,605	33,172	30,391	-23.8%
South Central	63,464	86,115	44,804	54,025	57,182	49,478	-19.0%
Northeast	32,873	26,502	18,652	17,897	24,418	19,592	-18.6%
East Central	60,814	60,574	21,803	29,274	37,564	31,739	-24.4%
Southeast	102,832	73,168	48,836	43,336	58,768	44,220	-32.4%
State	536,069	546,302	326,426	347,345	428,212	365,710	-16.3%

The number of agricultural land acres in Kansas sold on an annual basis had dramatically decreased from the volume seen in 2014 and 2015, coinciding with the pullback in the farm economy. On the state level, agricultural land sales totaled 365,710 acres in 2019, which is 16.3% less than the 2014-2018 average and 14.6% less than the 2018 value. Land sales volume varies by region but main contributors are Southwest, South Central, and Southeast. While Northeast tends to have the highest prices per acre, it is the smallest in sales volume.



Trends in Average Land Value – By Type



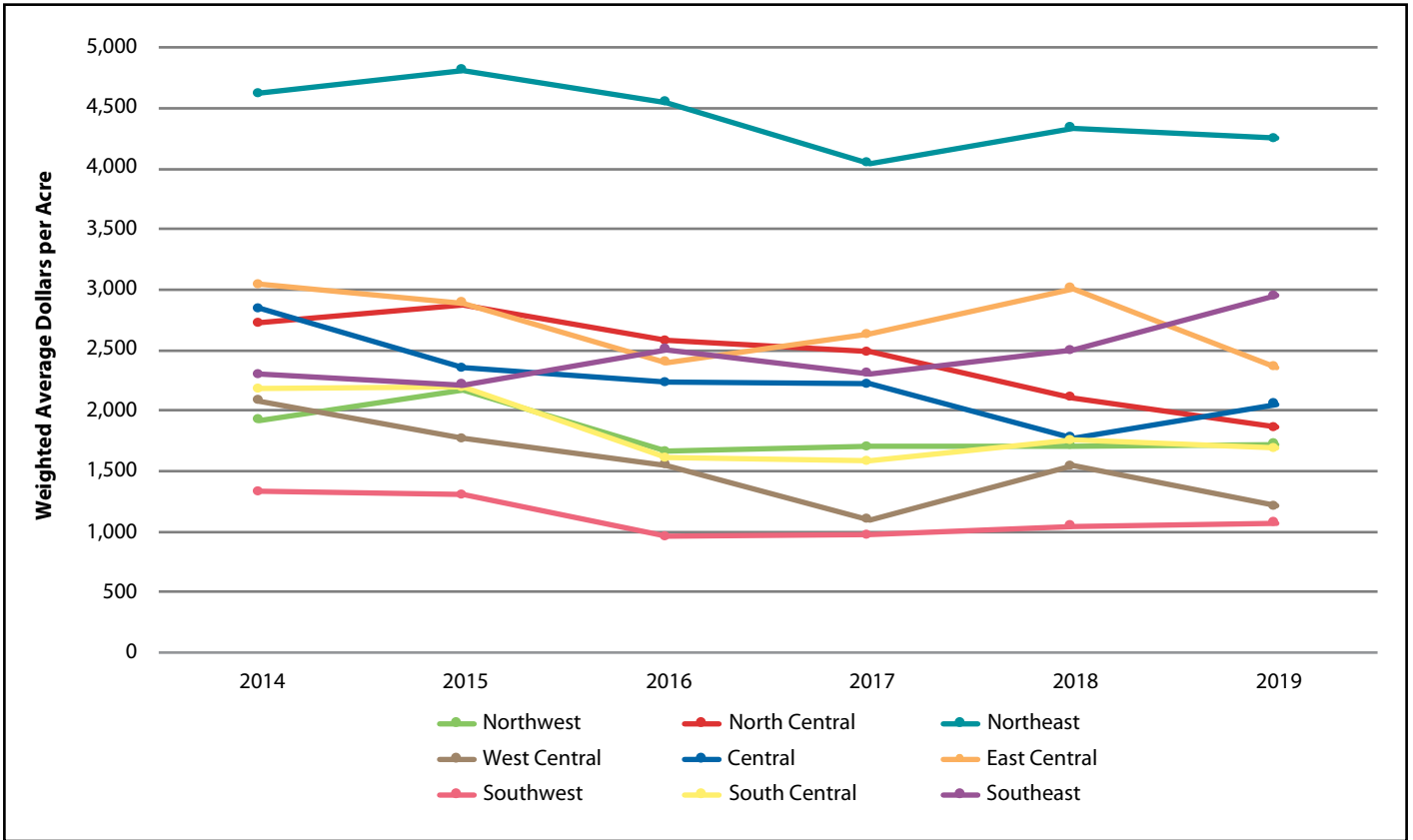
Type	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018 Average
	2014	2015	2016	2017	2018	2019	
Non-irrigated Cropland	2,213	2,207	1,869	1,767	1,831	1,705	-13.8%
Irrigated Cropland	3,289	3,357	3,060	2,527	2,927	2,397	-20.9%
Pasture/Hay Ground	1,802	1,793	1,361	1,399	1,534	1,562	-1.0%

It is difficult to interpret a state average as so much variability exists in land values based on region, productivity level, local demand, etc. that an overall average is unreflective of any one market. When averaging the price per acre from all sales across Kansas, what tends to happen is areas with high sales volume drive the average. In Kansas, the Southwest region accounts for a large number of cropland sales but also has the lowest price per acre, so values in that region heavily influence the state average. Likewise, much of the pasture/hay ground acreage sells in the East Central and Southeast regions so the pasture/hay ground state average is largely influenced by sales in this area. This is why non-irrigated and pasture/hay ground values are closer in value than one would expect, when compared at the state-level average. Evaluating the trend of these values over time does reveal insightful information.

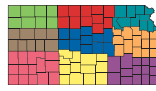
Non-irrigated cropland, which makes up the majority of agricultural land in the state, had been on a steady decrease with exception to a small bump in 2018. Compared to the 2014-2018 5-year average, the value of non-irrigated cropland has decreased 13.8%. Irrigated cropland, which is located primarily in the three western regions of Kansas and the South Central region, saw its peak in 2015 and has shown variability since but overall has declined in value. Agricultural land for pasture and grass hay peaked in 2014 at \$1,802 per acre on average and then saw a pullback in value, but actually has increased on average in the last two years. In 2019, Pasture/Hay Ground was only 1% down from the historical 5-year average. Regional trends in these three types of agricultural land categories are displayed on the following pages. While state trends give an overall picture, local markets are highly variable.



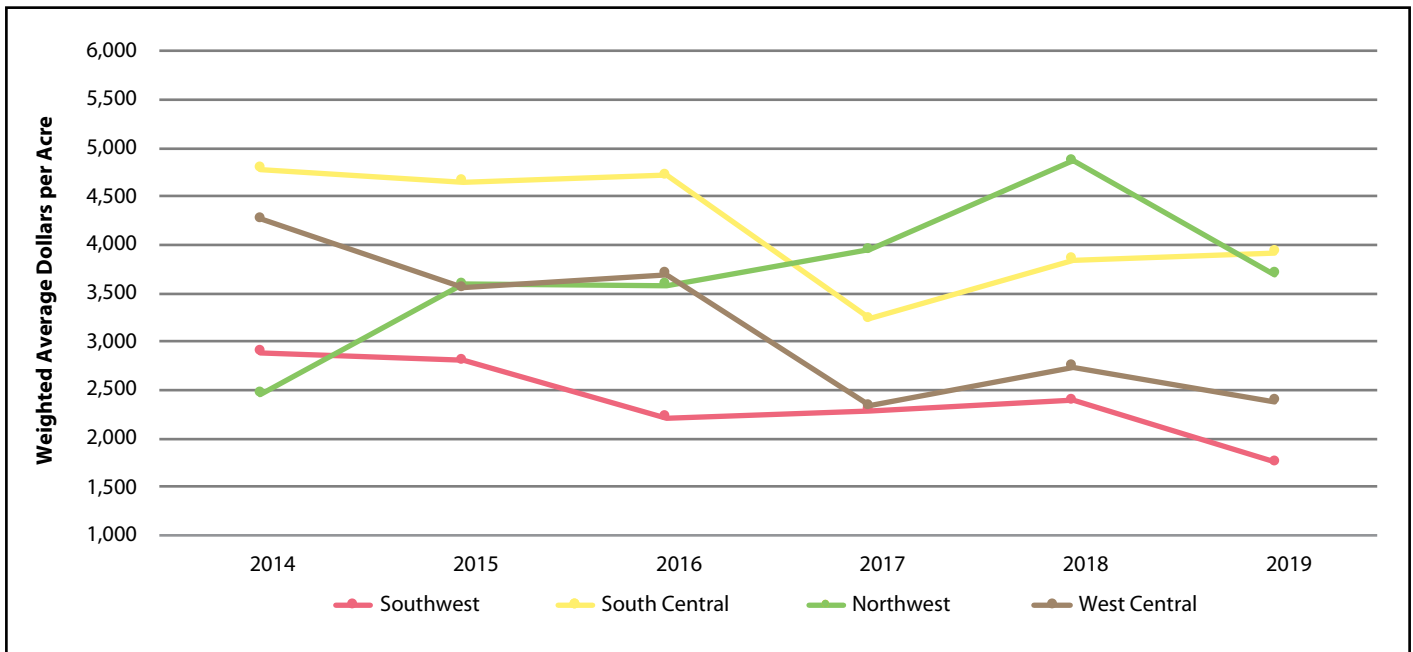
Trends in Non-irrigated Land Value – By Region



Region	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018 Average
	2014	2015	2016	2017	2018	2019	
Northwest	1,918	2,173	1,660	1,700	1,711	1,721	-6.0%
West Central	2,081	1,766	1,550	1,102	1,543	1,213	-24.6%
Southwest	1,333	1,305	957	972	1,044	1,071	-4.6%
North Central	2,723	2,880	2,580	2,484	2,110	1,863	-27.1%
Central	2,844	2,356	2,233	2,222	1,775	2,057	-10.0%
South Central	2,177	2,191	1,612	1,586	1,757	1,686	-9.6%
Northeast	4,625	4,817	4,550	4,045	4,339	4,251	-5.0%
East Central	3,042	2,890	2,398	2,634	3,013	2,362	-15.5%
Southeast	2,299	2,216	2,507	2,304	2,498	2,950	24.8%



Trends in Irrigated Land Value – By Region

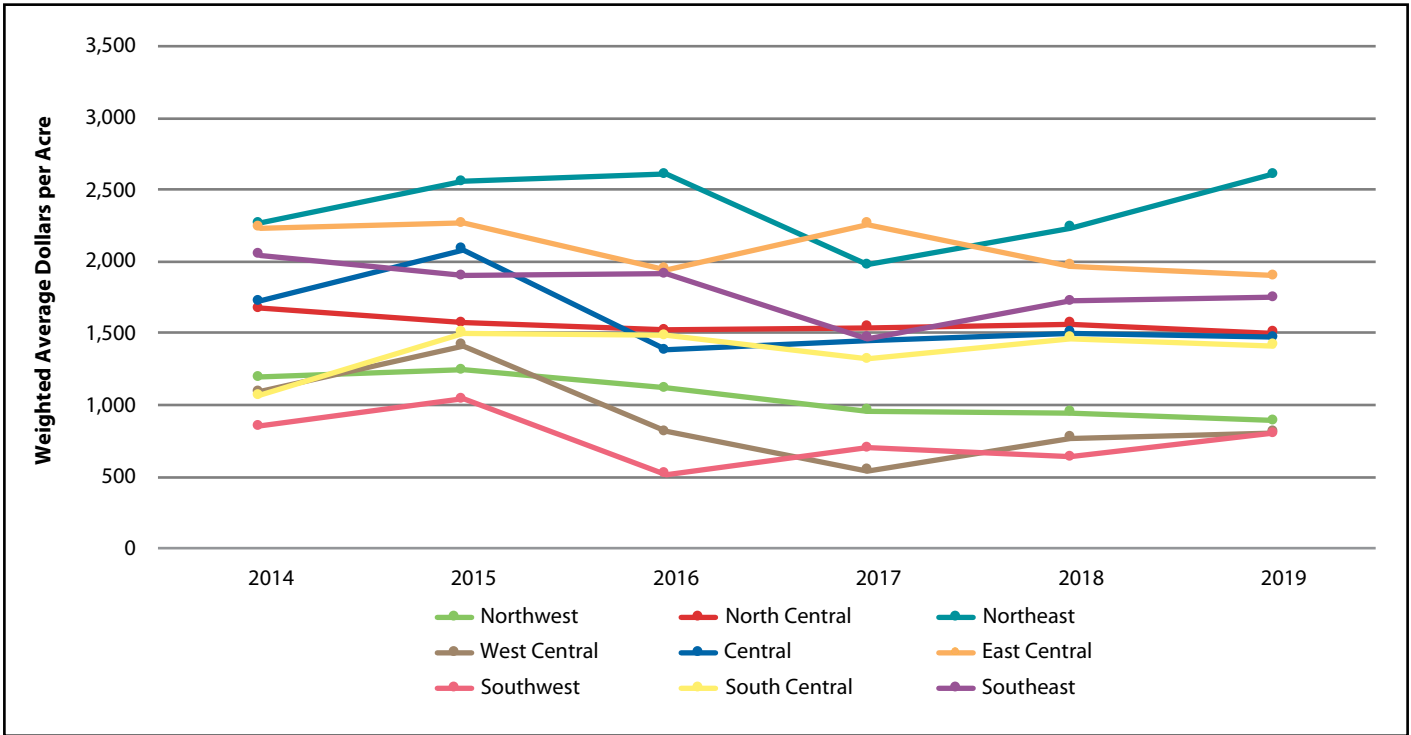


Region	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018 Average
	2014	2015	2016	2017	2018	2019	
Northwest	2,457	3,589	3,583	3,949	4,863	3,695	0.2%
South Central	4,785	4,653	4,718	3,237	3,846	3,921	-7.7%
Southwest	2,890	2,801	2,209	2,284	2,393	1,754	-30.3%
West Central	4,267	3,550	3,698	2,333	2,740	2,382	-28.2%

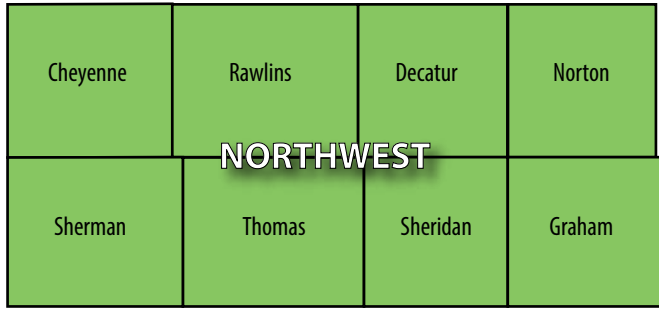
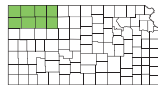
*Limited sales of irrigated crop ground makes trends fluctuate. The Southwest region is the only region that has a consistently large amount of irrigated land sales



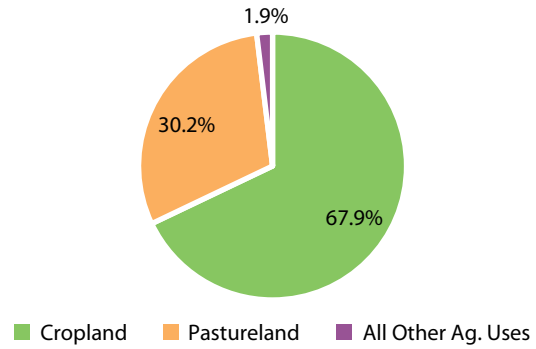
Trends in Pasture/Hay Ground Land Value – By Region



Region	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018
	2014	2015	2016	2017	2018	2019	
Northwest	1,194	1,242	1,117	960	951	893	-18.3%
West Central	1,090	1,413	815	546	770	807	-12.9%
Southwest	854	1,044	520	701	636	803	6.8%
North Central	1,674	1,572	1,523	1,541	1,567	1,505	-4.4%
Central	1,725	2,086	1,381	1,451	1,503	1,473	-9.6%
South Central	1,069	1,500	1,482	1,321	1,465	1,413	3.3%
Northeast	2,268	2,558	2,605	1,978	2,233	2,606	11.9%
East Central	2,237	2,263	1,942	2,261	1,971	1,900	-11.0%
Southeast	2,046	1,903	1,913	1,462	1,724	1,749	-3.4%



Farmland Uses



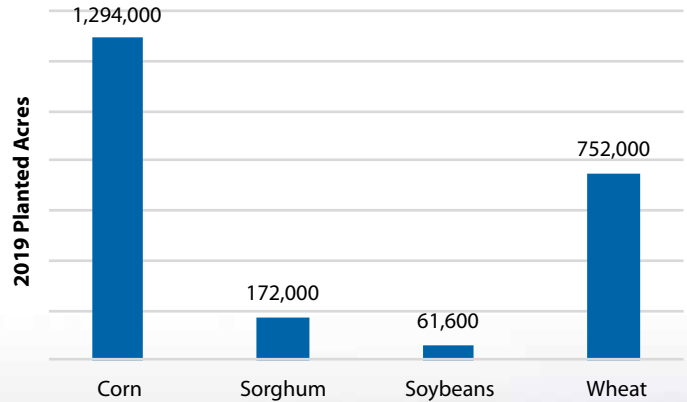
Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

The Northwest region of Kansas is comprised of eight counties with 4,318,789 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 1,534 acres for the 2,815 farms in this region. Farmland is comprised of 67.9% cropland and 30.2% pasture.

Main cash crops in this region include corn, wheat, sorghum, and to a lesser extent, soybeans. According to the National Agricultural Statistics Service in 2019, 1,294,000 acres of cropland were planted to corn. Wheat totaled 752,000 acres and grain sorghum, 172,000 acres.

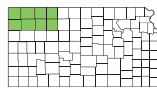
Main livestock enterprises in this region include beef cattle and swine. Norton County ranks among the top 7 hog and pig producing counties in Kansas.

Primary Crops



Based on NASS reported planted acres in 2019 compiled from Quick Stats





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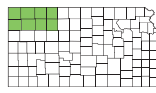
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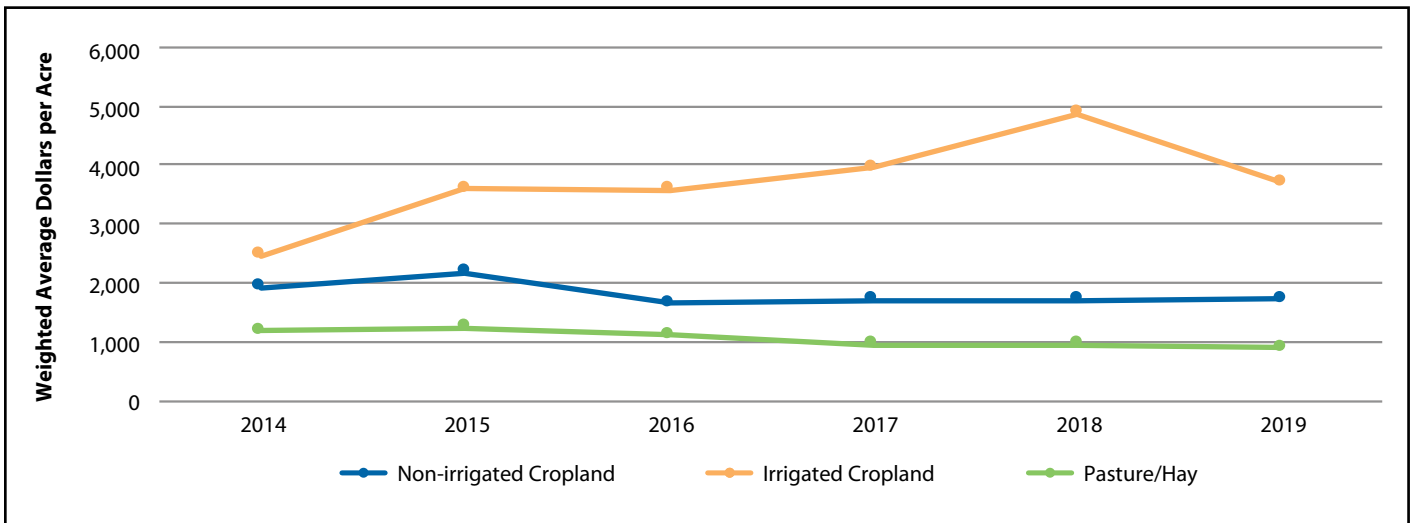
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Trend in Average Land Value – By Type



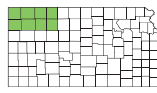
Type	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018
	2014	2015	2016	2017	2018	2019	
Non-irrigated Cropland	1,918	2,173	1,660	1,700	1,711	1,721	-6.0%
Irrigated Cropland	2,457	3,589	3,583	3,949	4,863	3,695	0.2%
Pasture/Hay	1,194	1,242	1,117	960	951	893	-18.3%

The Northwest region experienced significant declines in non-irrigated cropland values in 2016 but has held very steady the last three years. In contrast, irrigated cropland has increased in value through 2018, with a recent pullback in 2019. Pasture and hay ground has been on a steady decline since 2015; being down 18.3% from a 5-year historical average.

As a region, the Northwest had 39,081 agricultural land acres sell in 2019, which is close to the average from 2014-2018. Cheyenne, Norton, and Sherman counties had the majority of sale acres in 2019. Non-irrigated cropland acres made up the majority of agricultural acres sold at 24,277 acres in 2019.

Although irrigation is very prevalent in this area, only 3,278 acres of irrigated ground were sold. Native pasture/hay acres of 11,526 were also sold in 2019.

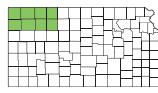
A large variation in value exists at the county level as sales are influenced by local demand. Thomas and Sheridan counties had some of the highest non-irrigated cropland prices, with Graham County significantly lower in value in 2019 than the rest of the region. Irrigated sales were few, with a large range in minimum and maximum values. Pasture/Hay ground also had a wide range in value with a large amount of sales in Norton County in 2019.



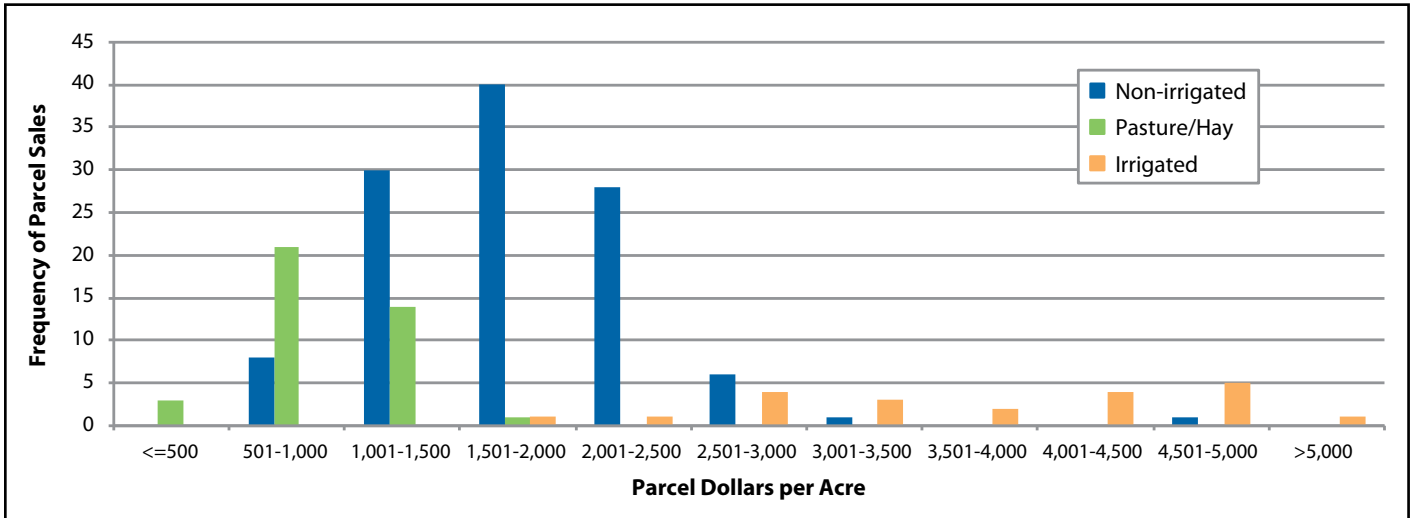
2019 Land Sale Information – By County

County	# of Land Tracts Sold (2019)	Total Acres Sold (2019)	Average Annual Acres Sold (2014-2018)	% Change in 2019 Acreage Sales from 2014-2018 Average
Cheyenne	28	6,057	3,317	82.6%
Decatur	12	2,160	5,162	-58.1%
Graham	13	2,506	4,028	-37.8%
Norton	37	6,994	4,733	47.8%
Rawlins	26	5,607	6,235	-10.1%
Sheridan	36	5,885	3,132	87.9%
Sherman	39	6,443	5,255	22.6%
Thomas	16	3,430	4,227	-18.9%
Total	207	39,081	36,090	8.3%

County	Dryland Crop Acres Sold (2019)	Irrigated Crop Acres Sold (2019)	Pasture/Native Hay Acres Sold (2019)	Tamegrass Acres Sold (2019)	Total Acres Sold (2019)
Cheyenne	4,040	123	1,893	0	6,057
Decatur	1,499	0	661	0	2,160
Graham	866	0	1,639	0	2,506
Norton	3,439	0	3,555	0	6,994
Rawlins	3,142	0	2,465	0	5,607
Sheridan	3,774	1,081	1,030	0	5,885
Sherman	5,439	970	33	0	6,443
Thomas	2,078	1,104	248	0	3,430
Total	24,277	3,278	11,526	0	39,081



2019 Land Sale Information – By County



Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Cheyenne	1,529	813	2,033
Decatur	1,661	1,414	2,066
Graham	953	614	1,306
Norton	1,703	1,083	2,326
Rawlins	1,862	1,086	2,517
Sheridan	1,926	762	2,623
Sherman	1,605	827	4,683
Thomas	2,242	1,512	3,258
Total	1,721	614	4,683

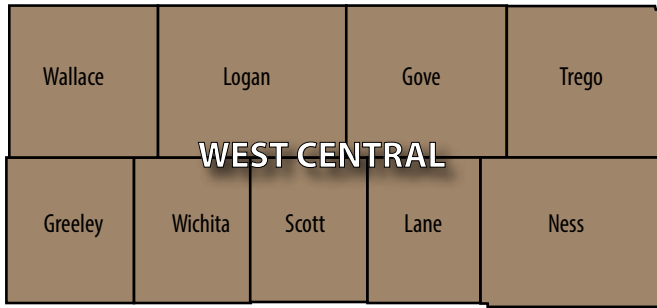
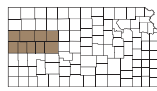
Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Cheyenne	783	695	988
Graham	868	662	1,046
Norton	900	305	1,500
Rawlins	879	727	1,218
Total	893	305	1,500

Irrigated Cropland

County	Weighted Average	Minimum	Maximum
Sheridan	4,244	2,691	5,017
Sherman	3,344	1,703	4,683
Thomas	3,545	2,353	4,848
Total	3,695	1,703	5,017

Note: County averages, minimums, and maximums are only displayed if greater than four parcels sold in that county in 2019. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.

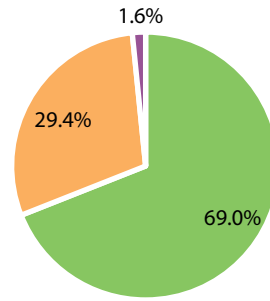


The West Central region of Kansas is comprised of nine counties with 4,591,887 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 1,684 acres for the 2,726 farms in this region. Farmland is comprised of 69% cropland and 29.4% pasture.

The main cash crop in this region is wheat, with significant amounts of corn and sorghum. According to the National Agricultural Statistics Service in 2019, 962,600 acres were planted to wheat and 850,000 acres were planted to corn.

Main livestock enterprises in this region include beef cattle and sheep. Scott County is among the highest ranking counties in Kansas for cattle on feed. Gove County is the top producer of sheep and lambs in the state.

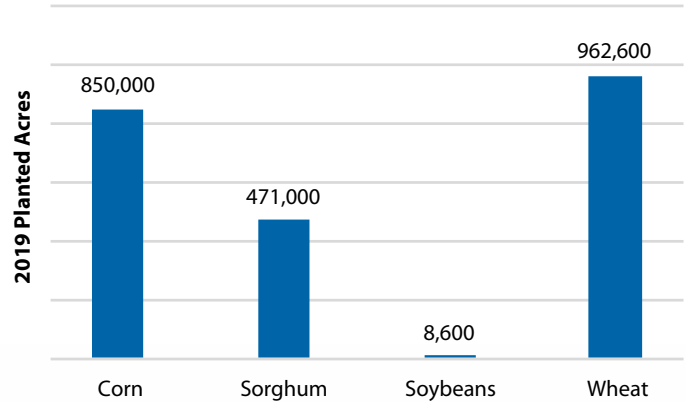
Farmland Uses



■ Cropland ■ Pastureland ■ All Other Ag. Uses

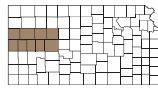
Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

Primary Crops



Based on NASS reported planted acres in 2019 compiled from Quick Stats





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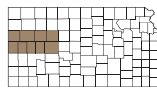
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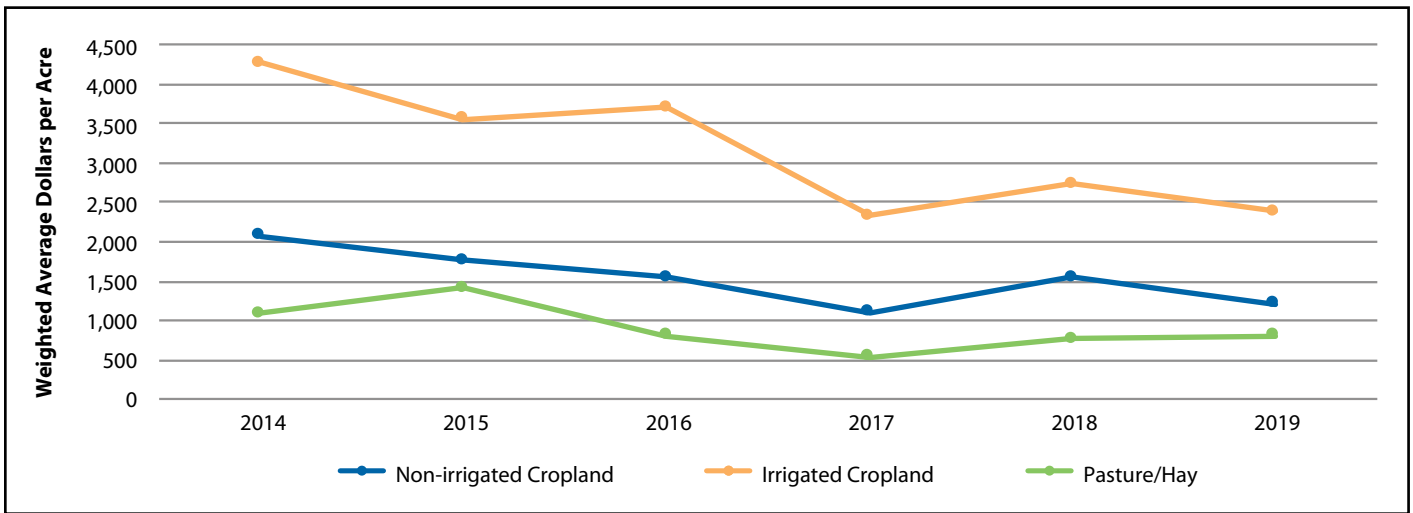
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Trend in Average Land Value – By Type

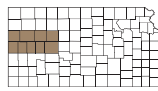


Type	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018
	2014	2015	2016	2017	2018	2019	
Non-irrigated Cropland	2,081	1,766	1,550	1,102	1,543	1,213	-24.6%
Irrigated Cropland	4,267	3,550	3,698	2,333	2,740	2,382	-28.2%
Pasture/Hay	1,090	1,413	815	546	770	807	-12.9%

Non-irrigated cropland in the West Central region had been on a steady decline until somewhat of a recovery in 2018 and 2019. Average non-irrigated cropland value in 2019 is still down nearly 25% from a historical 5-year average, however. Irrigated cropland is more variable due to limited sales and has been fluctuating much lower from its peak value in 2014. Pasture and hay ground rebounded in 2018 and 2019 from a low in 2017, but is currently selling for nearly 13% less than the historical 5-year average.

Overall in the West Central region, the volume of agricultural ground sold in 2019 was very close to the 5-year historical average. Decreases in the volume of agricultural land sales were seen in most counties with the exception of Lane, Logan, Wallace, and Wichita counties. Seventy percent of all acres sold in this region were non-irrigated cropland, with just 1,136 acres of irrigated cropland sold in 2019, and 8,643 acres of pasture/native hay.

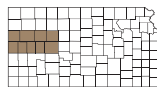
Non-irrigated cropland values were highest in Scott County on average, with Ness, Trego and Greeley counties representing the lowest average values. Sales were limited for irrigated cropland in 2019 so no county values can be reported. Pasture and hay ground averaged just over \$800 per acre in 2019 for the region, with Greeley and Logan counties averaging lower.



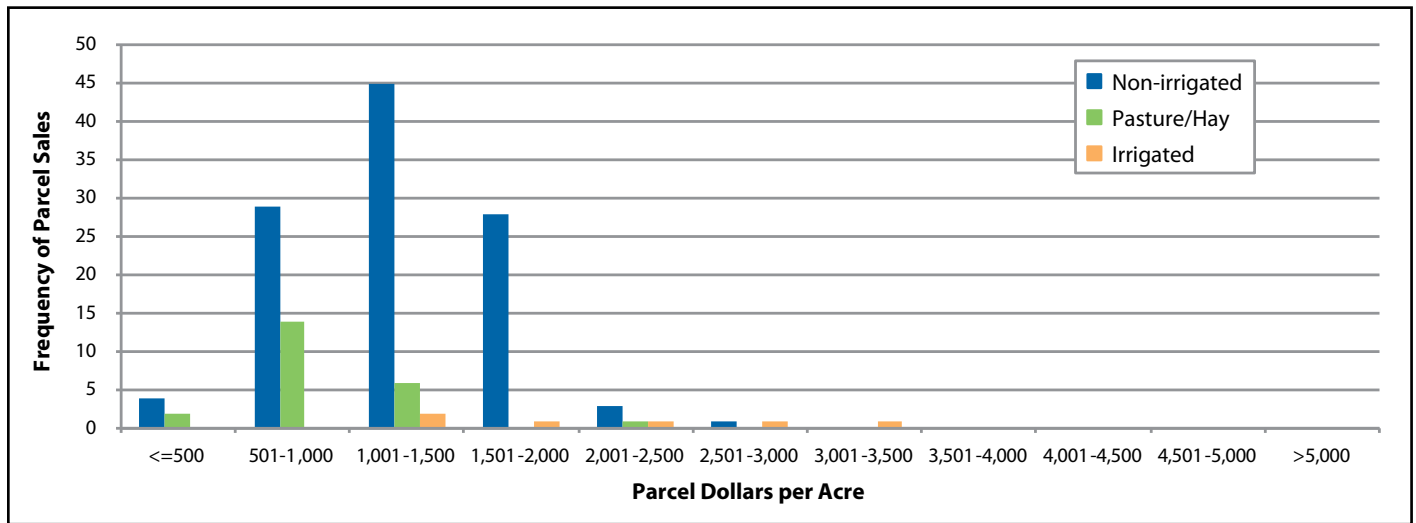
2019 Land Sale Information – By County

County	# of Land Tracts Sold (2019)	Total Acres Sold (2019)	Average Annual Acres Sold (2014-2018)	% Change in 2019 Acreage Sales from 2014-2018 Average
Gove	12	2,718	5,502	-50.6%
Greeley	20	3,234	6,910	-53.2%
Lane	23	4,355	2,671	63.0%
Logan	25	7,161	3,643	96.6%
Ness	15	2,581	4,578	-43.6%
Scott	19	2,799	3,293	-15.0%
Trego	18	2,883	3,757	-23.3%
Wallace	9	2,985	1,682	77.5%
Wichita	20	3,720	2,818	32.0%
Total	161	32,436	34,855	-6.9%

County	Dryland Crop Acres Sold (2019)	Irrigated Crop Acres Sold (2019)	Pasture/Native Hay Acres Sold (2019)	Tamegrass Acres Sold (2019)	Total Acres Sold (2019)
Gove	2,154	0	564	0	2,718
Greeley	2,277	125	832	0	3,234
Lane	3,336	0	1,019	0	4,355
Logan	3,966	0	3,195	0	7,161
Ness	2,256	0	324	0	2,581
Scott	2,523	271	5	0	2,799
Trego	1,740	123	1,020	0	2,883
Wallace	1,412	496	1,077	0	2,985
Wichita	2,992	122	607	0	3,720
Total	22,657	1,136	8,643	0	32,436



2019 Land Sale Information – By County



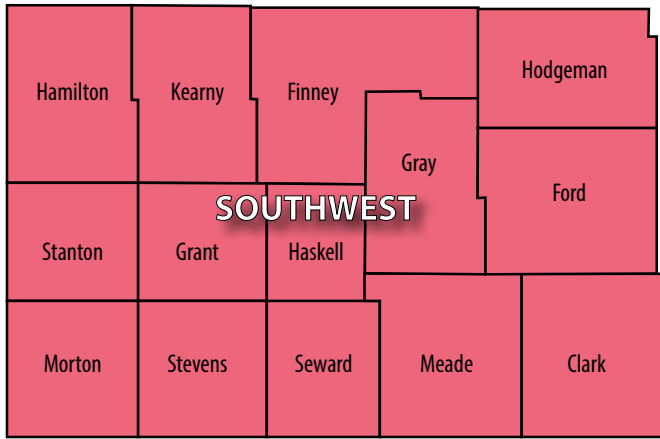
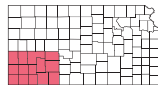
Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Gove	1,155	484	2,193
Greeley	1,081	482	1,426
Lane	1,162	582	1,575
Logan	1,327	530	2,266
Ness	866	653	1,235
Scott	1,515	895	2,604
Trego	1,048	391	1,407
Wallace	1,295	972	1,470
Wichita	1,323	581	1,772
Total	1,213	391	2,604

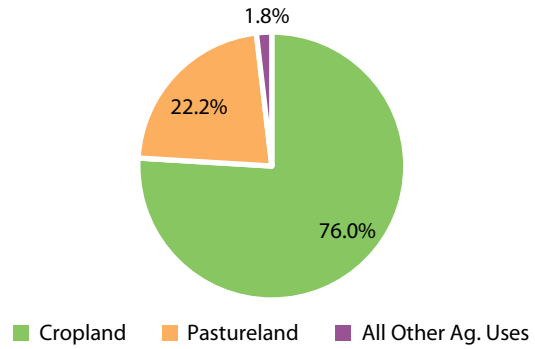
Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Greeley	679	502	820
Lane	826	800	853
Logan	613	480	758
Total	807	445	2,092

Note: County averages, minimums, and maximums are only displayed if greater than four parcels sold in that county in 2019. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



Farmland Uses



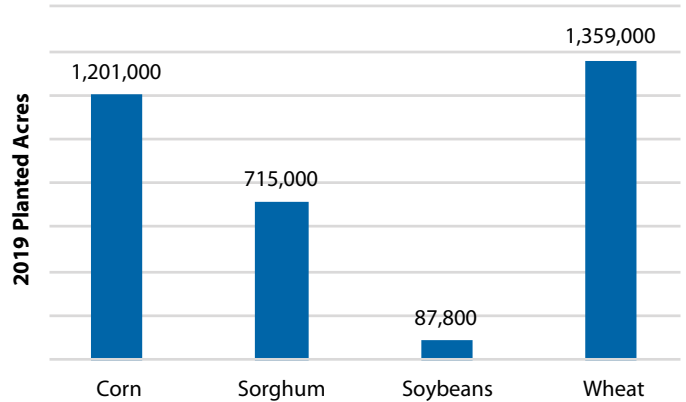
Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

The Southwest region of Kansas is comprised of 14 counties with 6,969,026 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 1,470 acres for the 4,741 farms in this region. Farmland is comprised of 76% cropland and 22.2% pasture.

Main cash crops in this region are wheat, corn, and sorghum, with a small amount of soybeans also grown. According to the National Agricultural Statistics Service in 2019, nearly 1.4 million acres of wheat and 1.2 million acres of corn were planted. Alfalfa hay is also an important commodity in this region with 138,200 acres harvested in 2018.

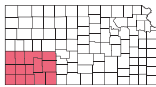
This region is known for large numbers of cattle on feed, having some of the top ranking counties in Kansas. Gray and Hamilton counties also hold a large percentage of the state's dairy cows. Grant and Morton are among the top ranking counties with regards to swine production.

Primary Crops



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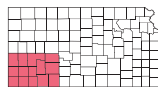
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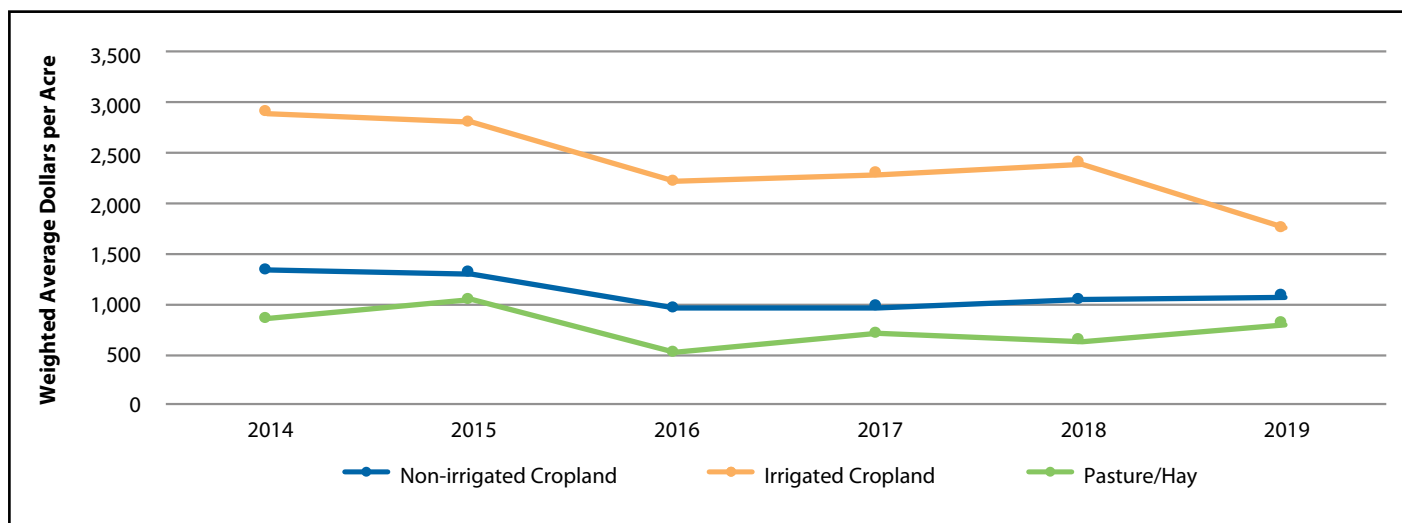
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Trends in Average Land Value – By Type

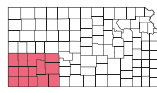


Type	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018
	2014	2015	2016	2017	2018	2019	
Non-irrigated Cropland	1,333	1,305	957	972	1,044	1,071	-4.6%
Irrigated Cropland	2,890	2,801	2,209	2,284	2,393	1,754	-30.3%
Pasture/Hay	854	1,044	520	701	636	803	6.8%

The Southwest region of Kansas consistently has the highest number of agricultural acres sold per year compared to any other region in Kansas, thus being very influential on the state average. Non-irrigated cropland has had a steady decline since 2013, with a modest rebound in 2018 and 2019. Irrigated cropland sales saw a low in 2019, averaging 30.3% less than the historical 5-year average. Pasture and hay ground has been unsteady in its trend, actually selling for 6.8% more in 2019 than the historical 5-year average. Non-irrigated cropland value was \$1,071 per acre on average in 2019, and pasture/hay ground \$803 per acre, both representing the lowest average values for all regions in the state.

Agricultural land sales in the Southwest were down 6% in 2019 from the 2014-2018 average, but up significantly in Gray, Grant, Kearny and Stanton counties. Non-irrigated cropland sales made up 58% of all agricultural land sold in 2019, irrigated cropland 26%, and native pasture/hay ground 16%.

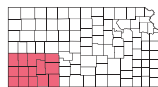
Non-irrigated cropland sold for the highest average values in Ford and Hodgeman counties with Hamilton and Morton counties seeing some significantly lower values. Like other regions, irrigated cropland showed a wide range of values with Finney, Haskell, Kearny and Stevens counties being the highest. Pasture/hay ground had limited sales per county but like non-irrigated cropland, was highest in Ford and Hodgeman counties.



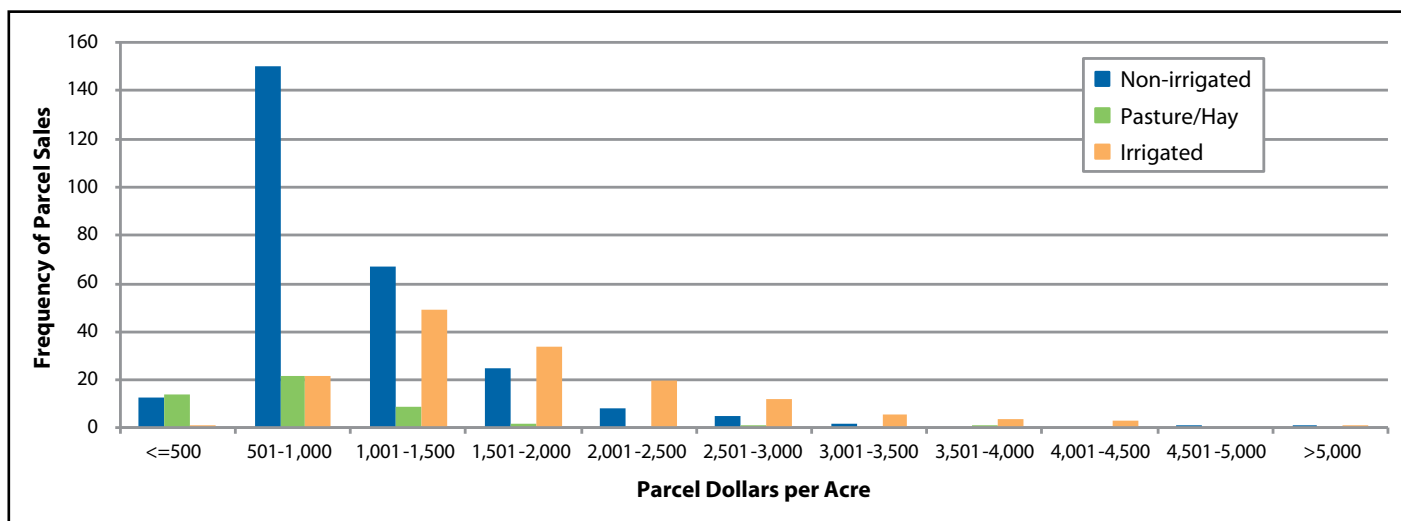
2019 Land Sale Information – By County

County	# of Land Tracts Sold (2019)	Total Acres Sold (2019)	Average Annual Acres Sold (2014-2018)	% Change in 2019 Acreage Sales from 2014-2018 Average
Clark	9	1,236	2,702	-54.2%
Finney	52	12,025	11,046	8.9%
Ford	36	6,400	6,726	-4.8%
Grant	55	7,958	6,135	29.7%
Gray	82	12,537	4,837	159.2%
Hamilton	33	5,908	14,766	-60.0%
Haskell	30	4,389	7,271	-39.6%
Hodgeman	12	2,217	5,924	-62.6%
Kearny	45	8,376	6,294	33.1%
Meade	23	4,208	7,163	-41.3%
Morton	15	2,138	2,565	-16.6%
Seward	14	2,944	4,578	-35.7%
Stanton	63	9,265	4,204	120.4%
Stevens	50	7,827	8,821	-11.3%
Total	519	87,427	93,032	-6.0%

County	Dryland Crop Acres Sold (2019)	Irrigated Crop Acres Sold (2019)	Pasture/Native Hay Acres Sold (2019)	Tamegrass Acres Sold (2019)	Total Acres Sold (2019)
Clark	696	0	541	0	1,236
Finney	6,222	3,705	2,098	0	12,025
Ford	4,103	975	1,321	0	6,400
Grant	4,527	2,645	786	0	7,958
Gray	4,178	6,543	1,816	0	12,537
Hamilton	5,201	0	707	0	5,908
Haskell	2,826	1,522	41	0	4,389
Hodgeman	1,095	0	1,122	0	2,217
Kearny	6,261	783	1,332	0	8,376
Meade	3,040	364	803	0	4,208
Morton	1,273	0	865	0	2,138
Seward	1,692	825	428	0	2,944
Stanton	5,653	3,398	214	0	9,265
Stevens	4,187	1,976	1,664	0	7,827
Total	50,953	22,736	13,739	0	87,427



2019 Land Sale Information – By County



Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Clark	971	755	1,199
Finney	1,445	453	2,091
Ford	1,828	560	3,311
Grant	898	532	4,605
Gray	1,404	529	3,365
Hamilton	642	340	860
Haskell	1,396	944	2,515
Hodgeman	1,728	766	5,299
Kearny	1,070	671	1,600
Meade	965	748	1,991
Morton	543	300	805
Seward	745	558	845
Stanton	802	420	1,221
Stevens	774	334	2,067
Total	1,071	300	5,299

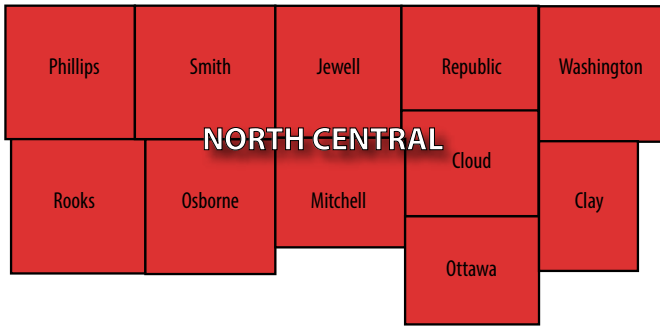
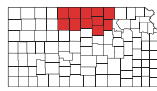
Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Finney	729	463	876
Ford	1,032	449	1,557
Grant	996	509	2,505
Hodgeman	1,036	342	3,627
Meade	745	637	817
Morton	401	336	410
Stevens	524	334	631
Total	803	334	3,627

Irrigated Cropland

County	Weighted Average	Minimum	Maximum
Finney	1,928	876	3,617
Ford	1,630	868	4,263
Grant	1,200	361	2,340
Gray	1,342	529	3,200
Haskell	2,224	1,431	4,153
Kearny	1,906	1,188	3,745
Stanton	1,655	630	2,808
Stevens	2,756	1,759	7,154
Total	1,754	361	7,154

Note: County averages, minimums, and maximums are only displayed if greater than four parcels sold in that county in 2019. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



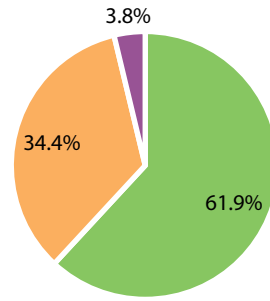
NORTH CENTRAL

The North Central region of Kansas is comprised of 11 counties with 4,958,320 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 983 acres for the 5,043 farms in this region. Farmland is comprised of 61.9% cropland and 34.4% pasture.

Main cash crops in this region include corn, wheat, sorghum, and soybeans. According to the National Agricultural Statistics Service in 2019, 851,000 acres were planted to soybeans, 723,800 to wheat, and 713,000 to corn. Most crops in this region are non-irrigated. Hay is also a significant crop in this region with 99,500 alfalfa acres harvested in 2018 and 133,500 other hay acres.

Main livestock enterprises in this region include beef cattle, sheep, swine, and dairy. Republic County ranks 2nd in sheep and goat production. Washington County ranks high in hog, beef cow/calf, and dairy operations.

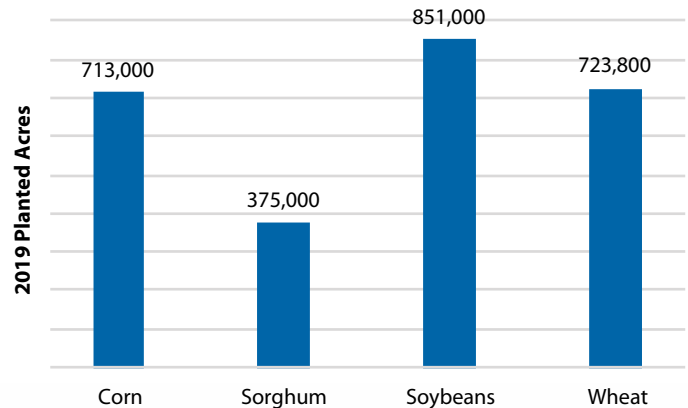
Farmland Uses



■ Cropland ■ Pastureland ■ All Other Ag. Uses

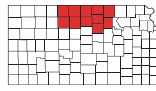
Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

Primary Crops



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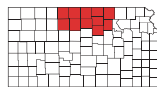
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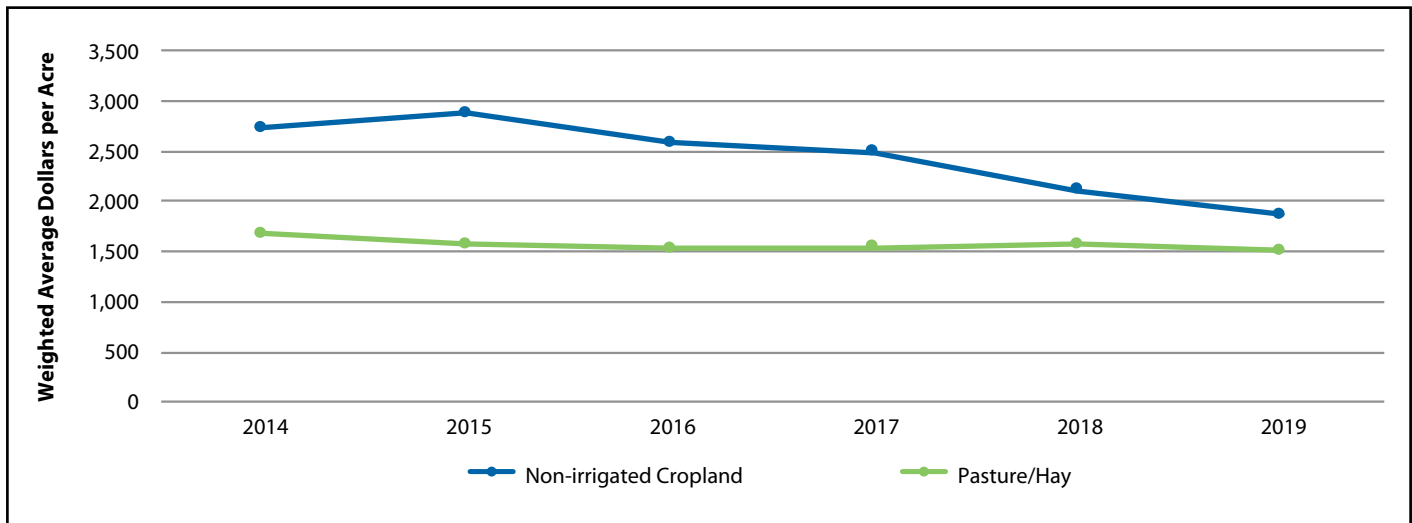
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Trends in Average Land Value – By Type

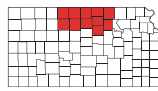


Type	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018
	2014	2015	2016	2017	2018	2019	
Non-irrigated Cropland	2,723	2,880	2,580	2,484	2,110	1,863	-27.1%
Irrigated Cropland	2,848	4,747	7,181	3,529	5,135	4,801	2.4%
Pasture/Hay	1,674	1,572	1,523	1,541	1,567	1,505	-4.4%

The North Central region continues to see a decline in the non-irrigated crop ground value, after a slight recovery in 2018. The average value for pasture and hay ground has held steady in recent years; being only 1% off of the historical 5-year average in 2019. Irrigated cropland in the North Central region of Kansas has very limited sales, so large fluctuations year to year are expected.

The number of agricultural acres sold in 2019 in the North Central region was 22.5% less than the 5-year historical average of 40,455 acres, with Jewell, Phillips, Rooks and Washington counties experiencing the biggest sales volume. Cloud and Republic counties saw very few sales in 2019. Fifty-three percent of the agricultural land sold in this region is non-irrigated cropland and 43% is native grass. The remaining small percentages are irrigated cropland and tamegrass.

Non-irrigated cropland had some higher sales in Mitchell and Washington counties that brought their averages higher than the rest of the region. Osborne and Rooks counties experienced the lowest average per acre sales price on non-irrigated cropland. Pasture and hay ground value was highest in Clay County but had very limited sales. Rooks County had a significant number of native grass acres sell in 2019 but had one of the lowest average prices per acre.



2019 Land Sale Information – By County

County	# of Land Tracts Sold (2019)	Total Acres Sold (2019)	Average Annual Acres Sold (2014-2018)	% Change in 2019 Acreage Sales from 2014-2018 Average
Clay	19	2,418	2,396	0.9%
Cloud	5	554	1,777	-68.8%
Jewell	24	3,471	2,450	41.7%
Mitchell	14	1,917	2,755	-30.4%
Osborne	16	2,218	4,489	-50.6%
Ottawa	16	2,369	3,774	-37.2%
Phillips	32	4,500	3,452	30.4%
Republic	7	738	2,490	-70.4%
Rooks	33	6,651	4,337	53.3%
Smith	16	2,342	7,106	-67.0%
Washington	25	4,170	5,428	-23.2%
Total	207	31,346	40,455	-22.5%

County	Dryland Crop Acres Sold (2019)	Irrigated Crop Acres Sold (2019)	Pasture/Native Hay Acres Sold (2019)	Tamegrass Acres Sold (2019)	Total Acres Sold (2019)
Clay	1,456	78	822	62	2,418
Cloud	424	0	121	9	554
Jewell	1,882	140	1,448	0	3,471
Mitchell	728	0	1,190	0	1,917
Osborne	1,382	100	737	0	2,218
Ottawa	987	36	1,309	37	2,369
Phillips	2,538	0	1,962	0	4,500
Republic	441	124	155	17	738
Rooks	3,207	0	3,444	0	6,651
Smith	1,458	240	591	53	2,342
Washington	2,112	270	1,670	118	4,170
Total	16,616	988	13,447	295	31,346



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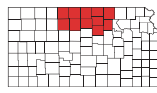
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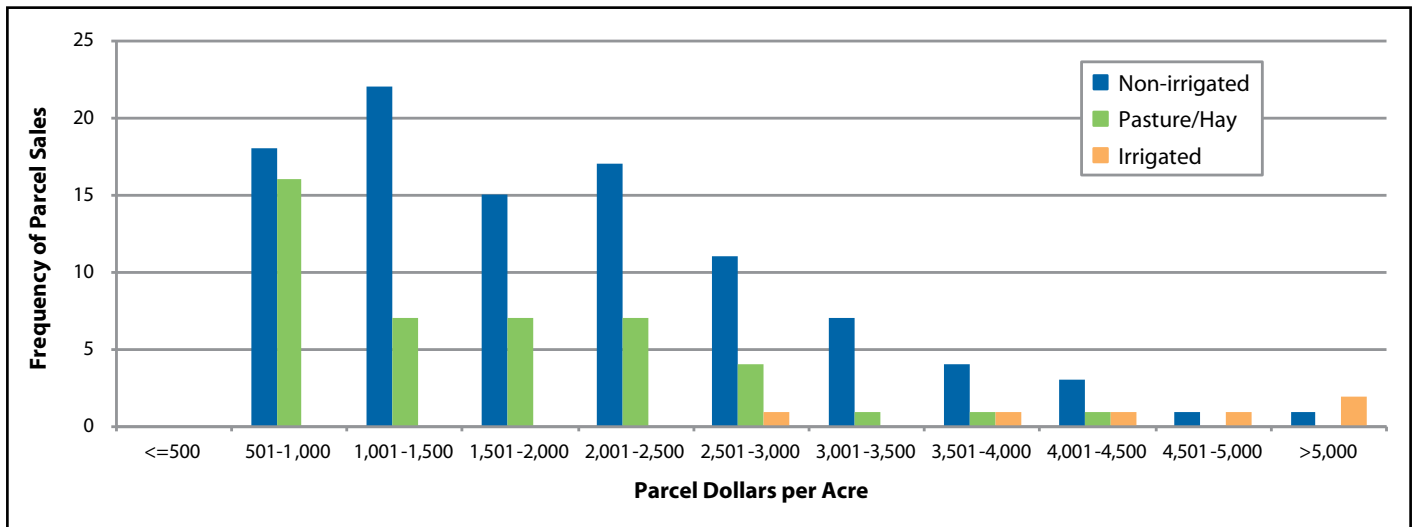
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2019 Land Sale Information – By County



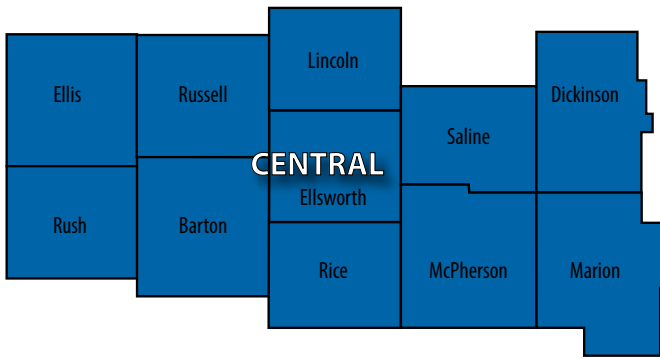
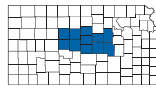
Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Clay	2,284	1,526	3,249
Jewell	1,484	565	2,852
Mitchell	2,892	2,059	5,662
Osborne	1,115	563	1,561
Ottawa	1,779	1,312	2,191
Phillips	1,575	942	3,438
Rooks	1,015	577	2,130
Smith	2,535	1,437	3,559
Washington	3,537	1,014	4,701
Total	1,863	563	5,662

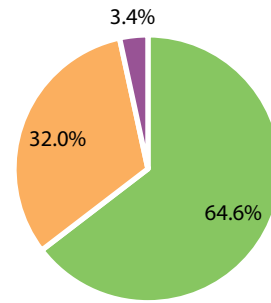
Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Clay	2,360	2,092	2,489
Jewell	1,295	736	2,023
Mitchell	1,405	1,302	2,059
Osborne	948	803	1,315
Ottawa	1,281	1,000	2,158
Phillips	1,890	941	4,047
Rooks	1,147	667	3,434
Total	1,505	667	4,047

Note: County averages, minimums, and maximums are only displayed if greater than four parcels sold in that county in 2019. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



Farmland Uses



■ Cropland ■ Pastureland ■ All Other Ag. Uses

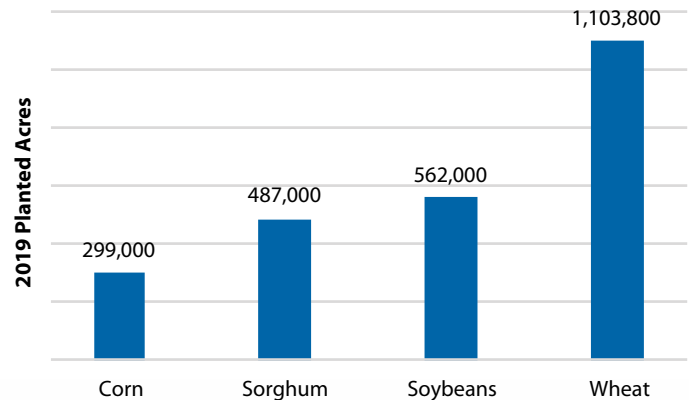
Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

The Central region of Kansas is comprised of 11 counties with 5,241,757 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 763 acres for the 6,873 farms in this region. Farmland is comprised of 64.6% cropland and 32% pasture.

The main cash crop in this region is wheat, with significant amounts of corn, soybeans, and sorghum. According to the National Agricultural Statistics Service in 2019 more than 1.1 million acres in the Central region were planted to wheat. Most cropland in this region is non-irrigated. Alfalfa hay production is also significant in this region with 125,300 acres harvested in 2018, with an additional 188,000 other hay acres.

Main livestock enterprises in this region include beef cattle, poultry, sheep, and swine. Rice County is the top county in Kansas for poultry and egg production. McPherson County ranks 5th in poultry and egg production and 3rd in sheep and goats.

Primary Crops



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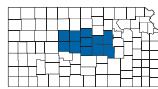
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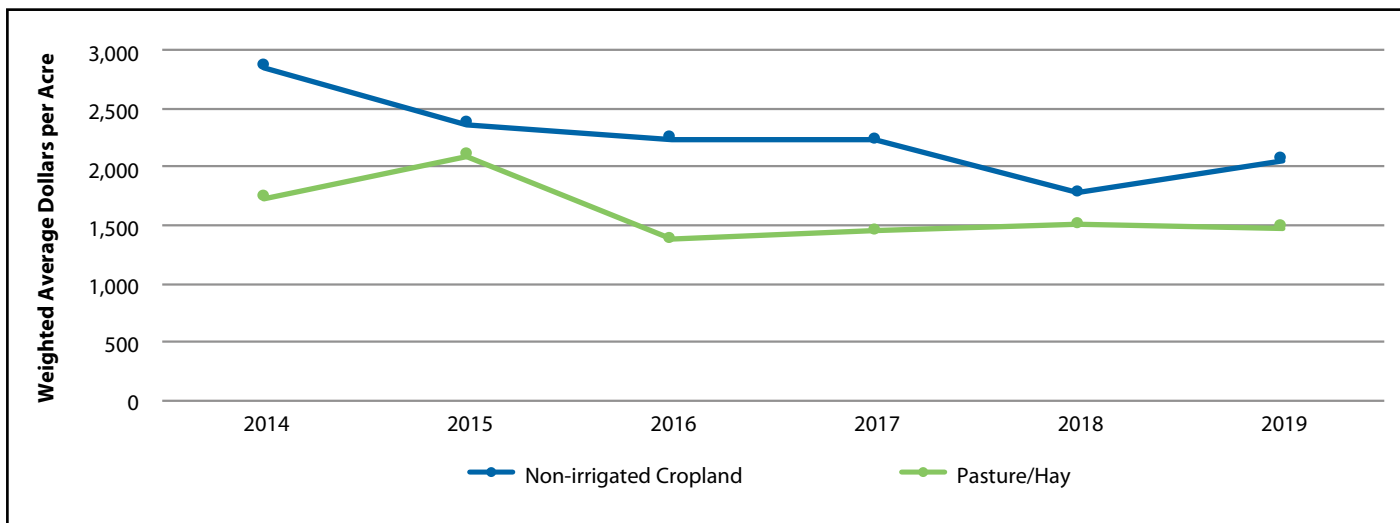
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Trends in Average Land Value – By Type



Type	Weighted Average Dollars per Acre						% Change in 2019
	2014	2015	2016	2017	2018	2019	Dollars per Acre from 2014-2018
Non-irrigated Cropland	2,844	2,356	2,233	2,222	1,775	2,057	-10.0%
Irrigated Cropland	5,253	3,871	5,474	4,438	4,953	4,623	-3.6%
Pasture/Hay	1,725	2,086	1,381	1,451	1,503	1,473	-9.6%

Non-irrigated cropland saw a recovery in average price per acre in 2019, but is still down 10% from the previous 5-year average. Irrigated sales were few in this region in 2019, but value appears to be still holding steady. Pasture/hay ground is also holding steady in the last few years; only down 4.4% from the historical 5-year average.

Agricultural acreage sold in the Central region is down 23.8% from the 2014-2018 average but up slightly in volume the last 2 years. Ellis, McPherson and Rice counties had the most agricultural acres sell in 2019 with very few acres selling in Russell County. Sixty-three percent of the acres sold in this region were non-irrigated cropland with fewer 1,000 acres of irrigated cropland sold.

Non-irrigated cropland average value was highest in Dickinson, McPherson, Marion, and Saline counties with Rush County representing the lowest average price. Pasture/hay ground was also highest in Saline County, with many other counties having too few sales to report a county average.



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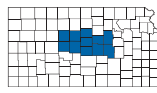


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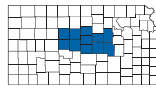
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2019 Land Sale Information – By County

County	# of Land Tracts Sold (2019)	Total Acres Sold (2019)	Average Annual Acres Sold (2014-2018)	% Change in 2019 Acreage Sales from 2014-2018 Average
Barton	15	2,161	3,554	-39.2%
Dickinson	17	2,734	3,799	-28.0%
Ellis	22	4,554	4,935	-7.7%
Ellsworth	16	2,849	3,410	-16.4%
Lincoln	14	2,141	3,465	-38.2%
Marion	14	2,043	3,423	-40.3%
McPherson	38	4,716	3,987	18.3%
Rice	32	3,889	4,578	-15.1%
Rush	13	2,574	3,096	-16.9%
Russell	5	678	3,860	-82.4%
Saline	15	2,052	2,190	-6.3%
Total	201	30,391	39,858	-23.8%

County	Dryland Crop Acres Sold (2019)	Irrigated Crop Acres Sold (2019)	Pasture/Native Hay Acres Sold (2019)	Tamegrass Acres Sold (2019)	Total Acres Sold (2019)
Barton	1,544	298	320	0	2,161
Dickinson	1,954	29	751	0	2,734
Ellis	2,026	0	2,528	0	4,554
Ellsworth	1,481	0	1,369	0	2,849
Lincoln	1,041	0	1,088	12	2,141
Marion	993	0	921	129	2,043
McPherson	3,855	372	387	103	4,716
Rice	3,012	132	710	35	3,889
Rush	1,910	0	664	0	2,574
Russell	334	0	345	0	678
Saline	1,146	0	897	9	2,052
Total	19,295	831	9,978	287	30,391



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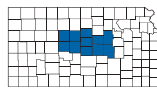
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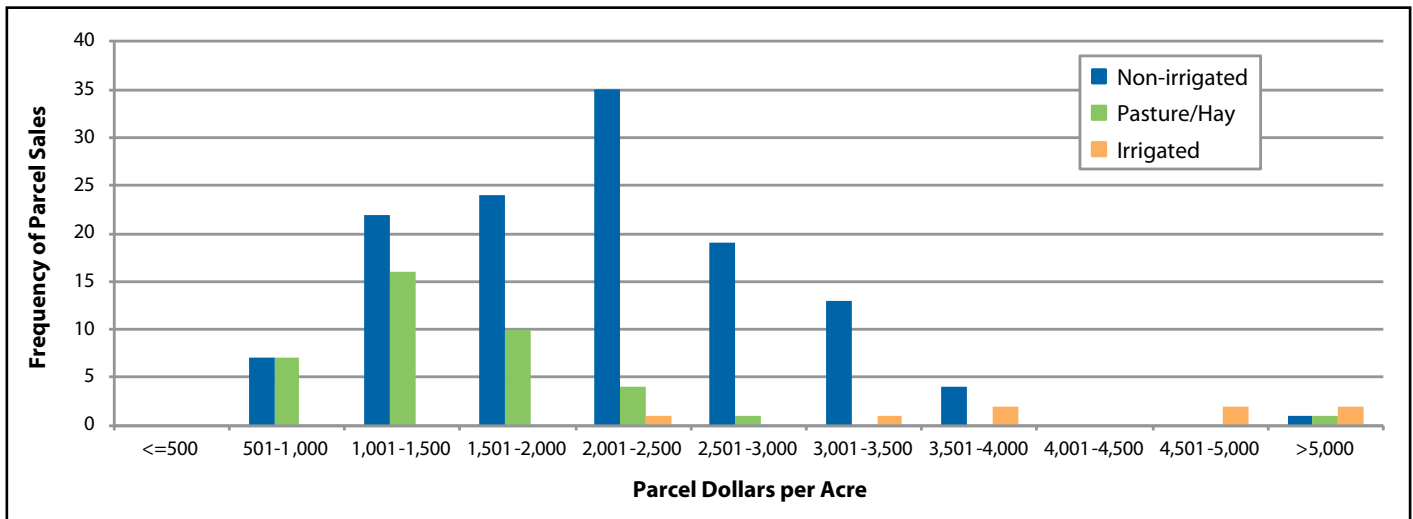
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2019 Land Sale Information – By County



Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Barton	1,489	505	2,414
Dickinson	2,409	698	5,073
Ellis	1,556	1,004	2,397
Ellsworth	1,762	1,188	2,488
Lincoln	1,900	1,519	2,643
Marion	2,274	1,462	3,518
McPherson	2,924	1,456	3,848
Rice	1,757	1,003	2,288
Rush	1,194	685	1,894
Saline	2,817	2,200	3,517
Total	2,057	505	5,073

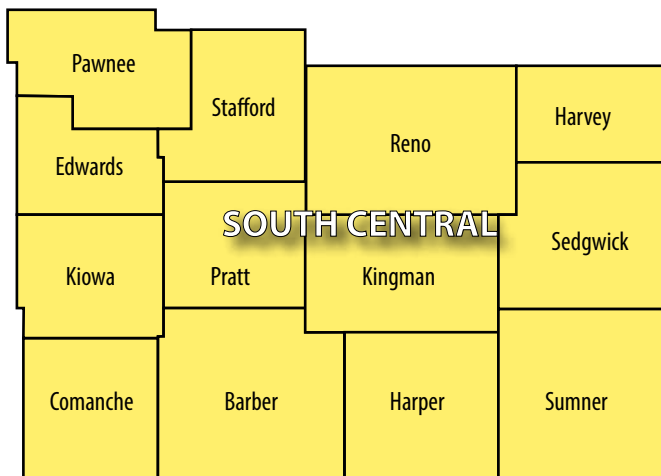
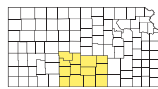
Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Ellis	1,258	889	2,109
Ellsworth	1,449	1,070	1,650
Lincoln	1,228	976	1,473
Marion	1,457	1,300	1,500
Rice	1,952	1,184	2,761
Saline	2,336	1,496	5,792
Total	1,473	698	5,792

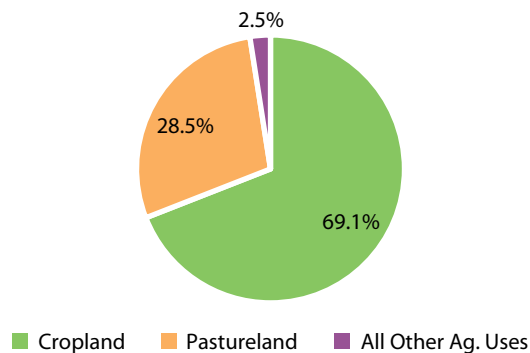
Irrigated Cropland

County	Weighted Average	Minimum	Maximum
McPherson	5,821	3,935	10,091
Total	4,623	2,414	10,091

Note: County averages, minimums, and maximums are only displayed if greater than four parcels sold in that county in 2019. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



Farmland Uses



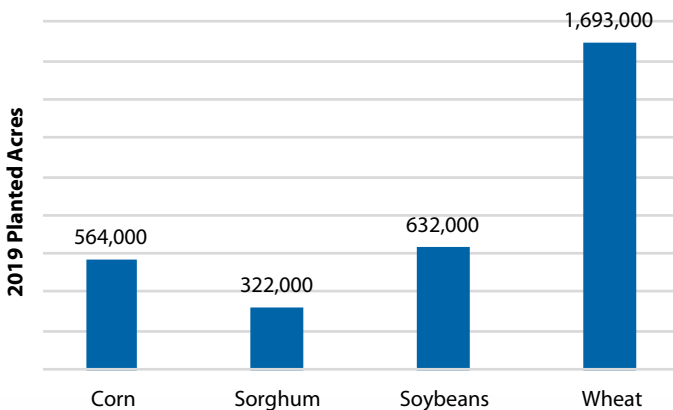
Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

The South Central region of Kansas is comprised of 13 counties with 6,746,527 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 812 acres for the 8,310 farms in this region. Farmland is comprised of 69.1% cropland and 28.5% pasture.

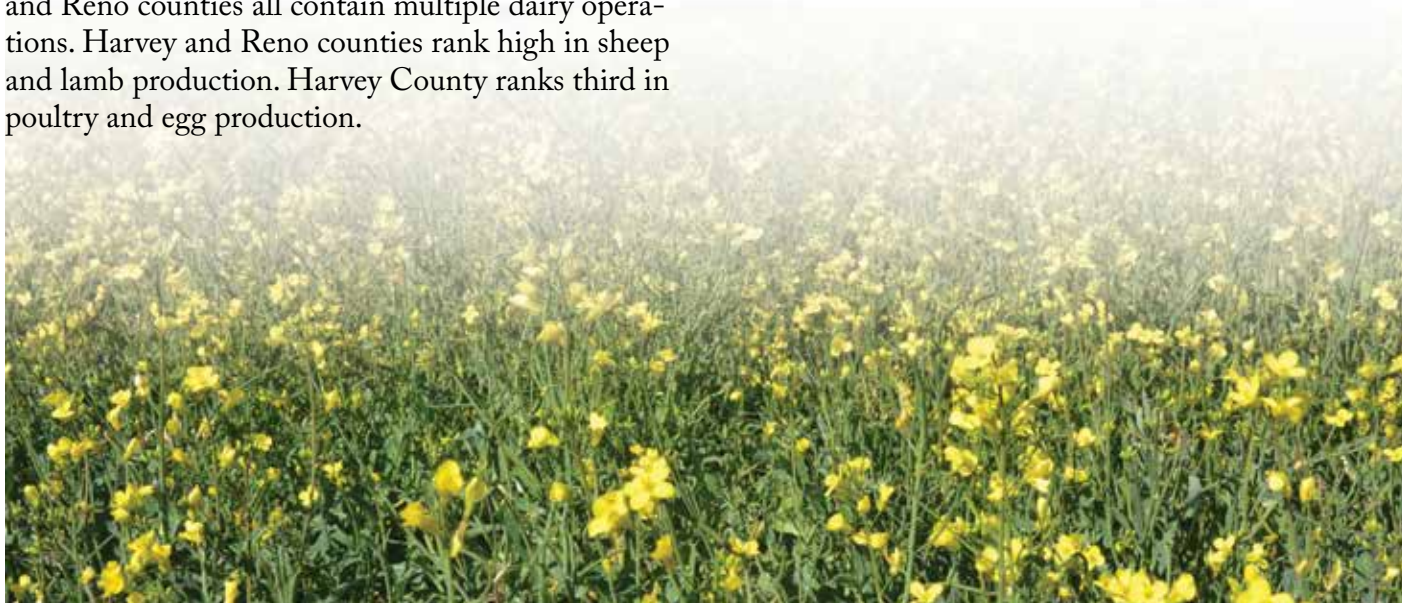
The main cash crop in this region is wheat, with nearly 1.7 million acres planted in 2019, according to the National Agricultural Statistics Service. Corn was planted on 564,000 acres and soybeans on 632,000 acres. Hay production is also significant in this region, with more than 173,000 alfalfa and 114,900 other hay acres harvested in 2018. Cotton is also becoming more popular in this region with 59,500 acres planted in 2017. In addition, Barber is the top county in the state for canola production.

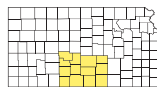
Main livestock enterprises in this region include beef cattle, dairy, poultry, and sheep. Harvey, Sedgwick and Reno counties all contain multiple dairy operations. Harvey and Reno counties rank high in sheep and lamb production. Harvey County ranks third in poultry and egg production.

Primary Crops



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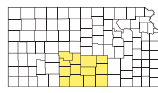


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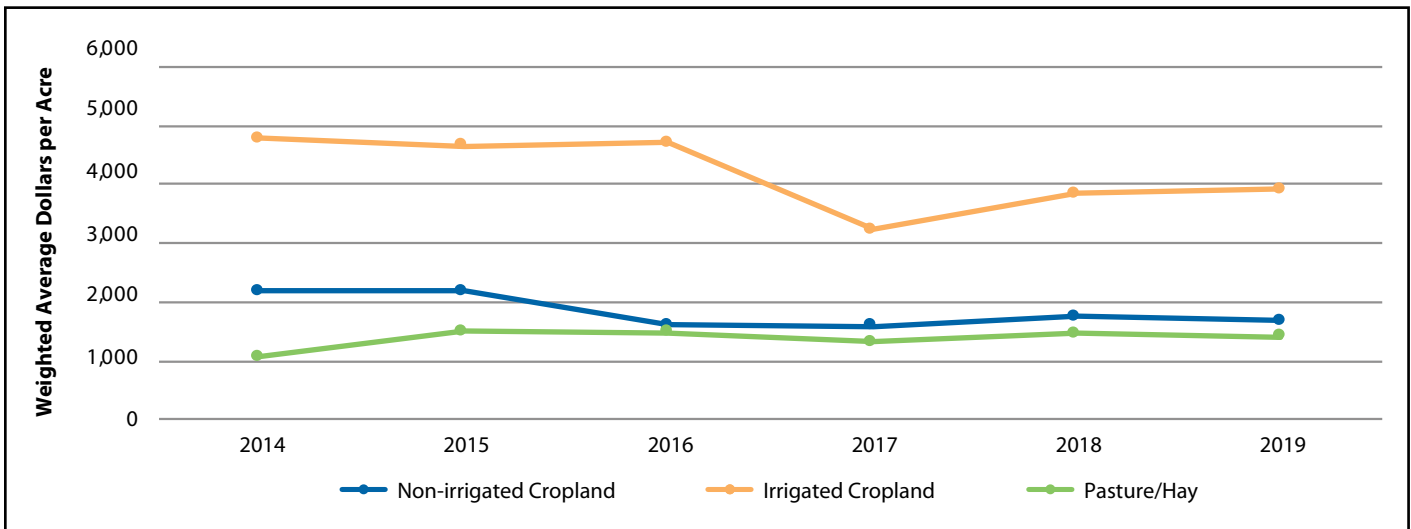
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Trends in Average Land Value – By Type

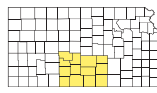


Type	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018
	2014	2015	2016	2017	2018	2019	
Non-irrigated Cropland	2,177	2,191	1,612	1,586	1,757	1,686	-9.6%
Irrigated Cropland	4,785	4,653	4,718	3,237	3,846	3,921	-7.7%
Pasture/Hay	1,069	1,500	1,482	1,321	1,465	1,413	3.3%

Non-irrigated cropland value in South Central Kansas has seen some variability but overall has been holding steady in recent years. The 2019 average for the region was down 9.6% from the 2014-2018 average. Irrigated cropland has remained fairly steady after the drop seen from 2016 to 2017, but sales are only a small portion of agricultural land in this district. Pasture and hay ground also remains steady; actually being 3.3% above its 5-year historical average in 2019.

Overall agricultural land sales volume was down 19% from the 2014-2018 average. The highest volume of sales occurred in Barber, Reno and Sumner counties, with very few sales occurring in Harvey County in 2019. Fifty-seven percent of acres sold in 2019 were non-irrigated cropland, 34% native grass, and the remainder being irrigated cropland and a very small amount of tamegrass.

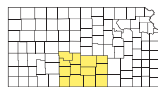
Sedgwick County saw an extremely high average for non-irrigated cropland, likely due to influence of future potential of urban development. Most of the other counties in this region were more consistent in non-irrigated cropland value. Pasture/hay ground average values ranged from \$1,896 per acre in Kingman County to \$1,058 in Comanche County.



2019 Land Sale Information – By County

County	# of Land Tracts Sold (2019)	Total Acres Sold (2019)	Average Annual Acres Sold (2014-2018)	% Change in 2019 Acreage Sales from 2014-2018 Average
Barber	31	6,201	11,976	-48.2%
Comanche	12	2,049	3,628	-43.5%
Edwards	15	2,651	5,804	-54.3%
Harper	23	3,309	2,710	22.1%
Harvey	8	720	1,697	-57.6%
Kingman	17	2,066	3,789	-45.5%
Kiowa	29	7,208	4,956	45.4%
Pawnee	19	3,529	4,192	-15.8%
Pratt	27	3,543	3,853	-8.0%
Reno	56	7,043	5,780	21.8%
Sedgwick	13	1,452	1,593	-8.8%
Stafford	20	2,742	4,664	-41.2%
Sumner	54	6,967	6,795	2.5%
Total	324	49,478	61,118	-19.0%

County	Dryland Crop Acres Sold (2019)	Irrigated Crop Acres Sold (2019)	Pasture/Native Hay Acres Sold (2019)	Tamegrass Acres Sold (2019)	Total Acres Sold (2019)
Barber	2,159	0	4,042	0	6,201
Comanche	1,019	0	1,030	0	2,049
Edwards	1,023	1,036	591	0	2,651
Harper	1,901	0	1,408	0	3,309
Harvey	291	129	174	126	720
Kingman	869	0	1,197	0	2,066
Kiowa	2,707	652	3,850	0	7,208
Pawnee	2,285	493	751	0	3,529
Pratt	2,258	742	544	0	3,543
Reno	5,302	431	1,304	7	7,043
Sedgwick	1,259	0	185	8	1,452
Stafford	1,351	895	496	0	2,742
Sumner	5,675	0	1,156	136	6,967
Total	28,097	4,377	16,728	276	49,478



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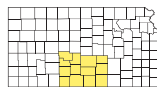
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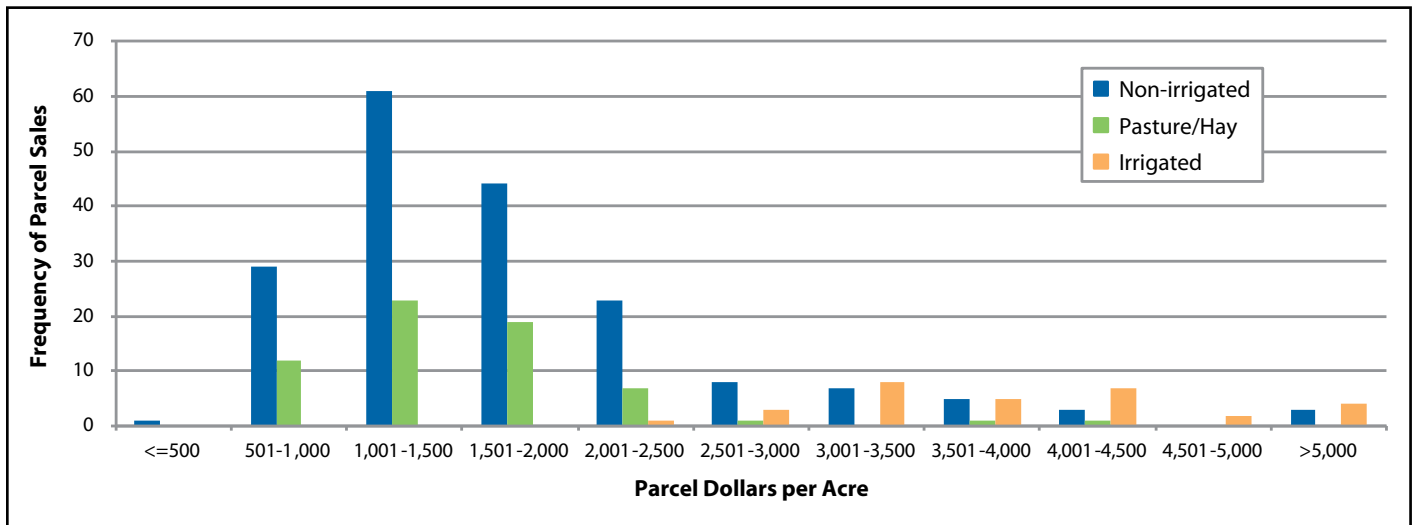
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2019 Land Sale Information – By County



Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Barber	1,354	1,026	2,200
Comanche	968	792	1,144
Edwards	1,383	901	2,034
Harper	1,122	596	1,563
Kingman	1,795	1,277	2,045
Kiowa	1,322	354	3,393
Pawnee	1,294	689	1,777
Pratt	1,678	818	3,500
Reno	1,852	1,013	4,081
Sedgwick	4,141	2,093	6,317
Stafford	1,454	1,014	1,936
Sumner	1,659	611	2,524
Total	1,686	354	6,317

Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Barber	1,517	944	2,190
Comanche	1,058	1,001	1,111
Harper	1,128	842	1,257
Kingman	1,896	1,597	2,806
Kiowa	1,265	628	1,867
Reno	1,554	1,076	2,230
Total	1,413	506	4,399

Irrigated Cropland

County	Weighted Average	Minimum	Maximum
Edwards	3,601	2,578	5,421
Kiowa	3,393	3,393	3,393
Pawnee	3,570	3,285	4,074
Pratt	4,727	3,500	5,845
Stafford	4,005	2,492	5,000
Total	3,921	2,492	5,999

Note: County averages, minimums, and maximums are only displayed if greater than four parcels sold in that county in 2019. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



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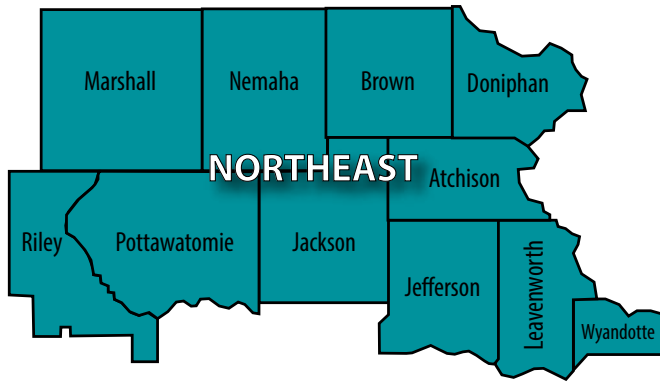
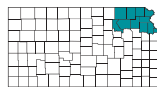
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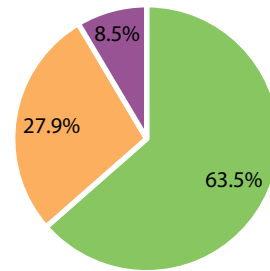


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Farmland Uses



■ Cropland ■ Pastureland ■ All Other Ag. Uses

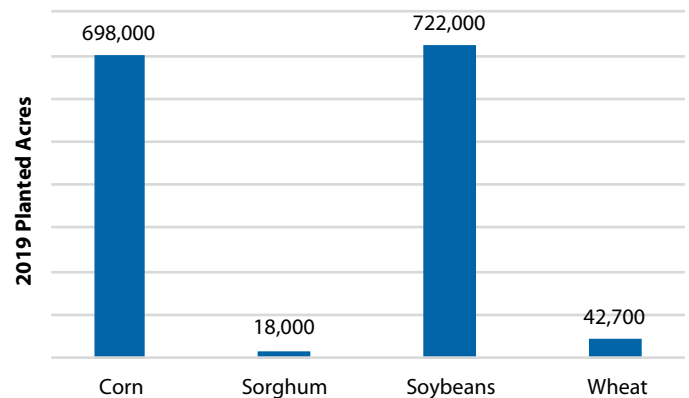
Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

The Northeast region of Kansas is comprised of 11 counties with 3,042,533 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 391 acres for the 7,779 farms in this region. Farmland is comprised of 63.5% cropland and 27.9% pasture.

Cash crops in this region are dominated by corn and soybeans with smaller amounts of wheat. According to the National Agricultural Statistics Service in 2019, 722,000 acres were planted to soybeans and 698,000 to corn. Few crops in this region are irrigated.

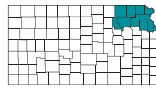
Main livestock enterprises in this region include beef cattle, dairy, swine, and chickens. Pottawatomie County ranks fourth in the state for poultry and eggs. Nemaha County also ranks high in swine numbers and dairy operations. Pottawatomie County is one of the highest ranking counties with regards to beef cow numbers.

Primary Crops



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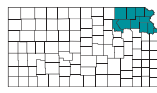
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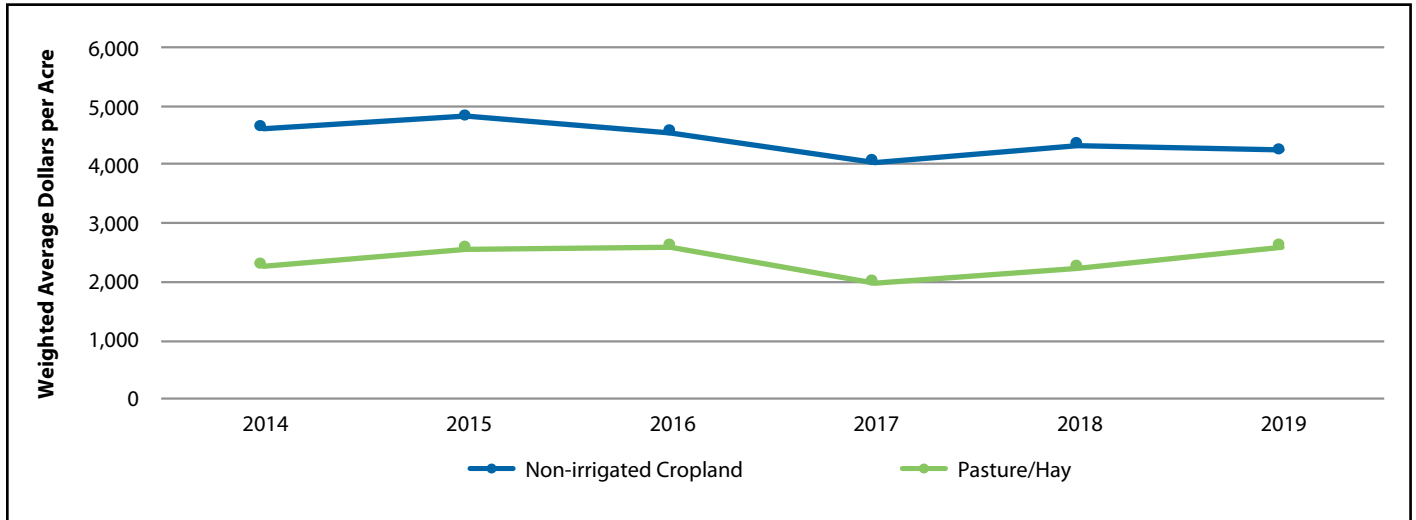
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Trends in Average Land Value – By Type

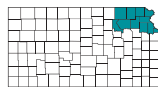


Type	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018
	2014	2015	2016	2017	2018	2019	
Non-irrigated Cropland	4,625	4,817	4,550	4,045	4,339	4,251	-5.0%
Pasture/Hay	2,268	2,558	2,605	1,978	2,233	2,606	11.9%

The Northeast region of Kansas has historically had much higher non-irrigated cropland prices than the rest of the state. Values have been holding steadier as well, on average, with just a 5% decline from the previous 5-year average. Pasture and hay ground saw an increase in 2019; actually matching its peak in 2016 and being up 11.9% from the historical average. Irrigated cropland has very limited sales in the Northeast, averages are not reported.

Agricultural acreage sold in this region is small relative to other regions of the state, selling just under 20,000 acres in 2019. Pottawatomie, Riley, and Jackson counties had the largest sales volume, with Leavenworth County having only 3 sales and 301 acres in 2019. Roughly half of the acreage sold in this region is non-irrigated cropland with the other half being grass; mostly native prairie.

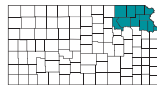
Doniphan and Brown counties had significantly higher non-irrigated land values on average, with Atchison and Jefferson counties having the lowest (but with limited sales per county). Pasture and hay ground did not have enough sales to report an average in many counties, but overall was fairly consistent across the region at an average value of \$2,606 per acre.



2019 Land Sale Information – By County

County	# of Land Tracts Sold (2019)	Total Acres Sold (2019)	Average Annual Acres Sold (2014-2018)	% Change in 2019 Acreage Sales from 2014-2018 Average
Atchison	9	1,063	1,887	-43.7%
Brown	17	1,881	2,345	-19.8%
Doniphan	13	1,593	771	106.7%
Jackson	27	2,966	3,126	-5.1%
Jefferson	12	1,482	1,418	4.5%
Leavenworth	3	301	1,440	-79.1%
Marshall	11	1,455	3,430	-57.6%
Nemaha	20	2,662	3,554	-25.1%
Pottawatomie	23	3,066	3,789	-19.1%
Riley	24	3,123	2,293	36.2%
Total	159	19,592	24,068	-18.6%

County	Dryland Crop Acres Sold (2019)	Irrigated Crop Acres Sold (2019)	Pasture/Native Hay Acres Sold (2019)	Tamegrass Acres Sold (2019)	Total Acres Sold (2019)
Atchison	632	5	84	343	1,063
Brown	1,562	0	152	168	1,881
Doniphan	1,333	0	0	261	1,593
Jackson	1,160	0	1,317	490	2,966
Jefferson	770	183	325	203	1,482
Leavenworth	149	0	41	111	301
Marshall	793	0	637	25	1,455
Nemaha	1,552	0	767	343	2,662
Pottawatomie	529	0	2,436	101	3,066
Riley	831	0	2,189	103	3,123
Total	9,310	188	7,949	2,145	19,592



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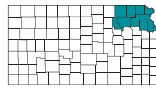
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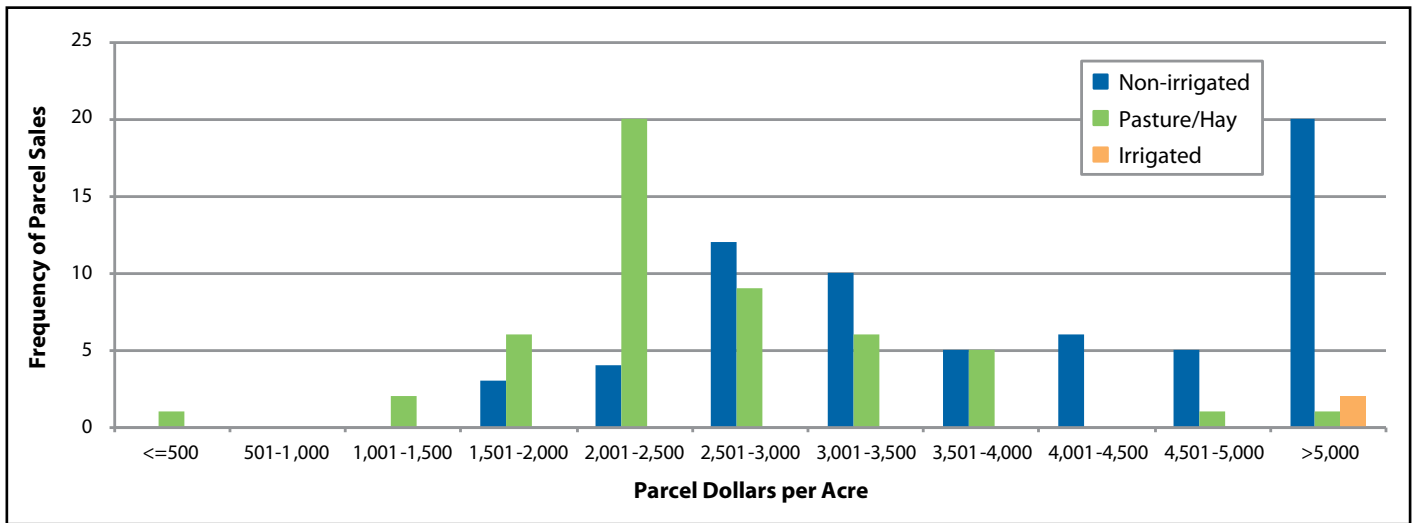
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2019 Land Sale Information – By County



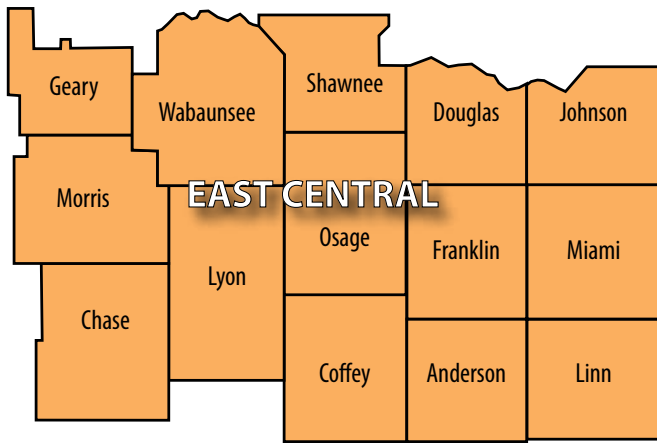
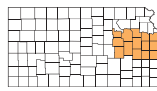
Non-irrigated Cropland

County	Weighted		
	Average	Minimum	Maximum
Atchison	3,307	2,597	4,094
Brown	5,258	2,742	9,149
Doniphan	5,267	2,178	9,205
Jackson	2,554	1,967	3,817
Jefferson	3,609	2,750	5,838
Marshall	4,443	3,285	6,162
Nemaha	4,269	2,123	7,073
Total	4,251	1,967	9,205

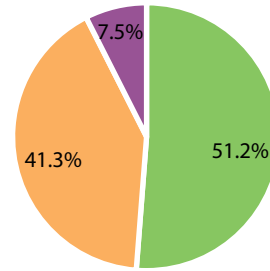
Pasture/Hay Ground

County	Weighted		
	Average	Minimum	Maximum
Jackson	2,803	2,114	3,612
Nemaha	2,654	1,542	3,268
Pottawatomie	2,615	1,204	6,008
Riley	2,510	1,760	3,862
Total	2,606	429	6,008

Note: County averages, minimums, and maximums are only displayed if greater than four parcels sold in that county in 2019. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



Farmland Uses



■ Cropland ■ Pastureland ■ All Other Ag. Uses

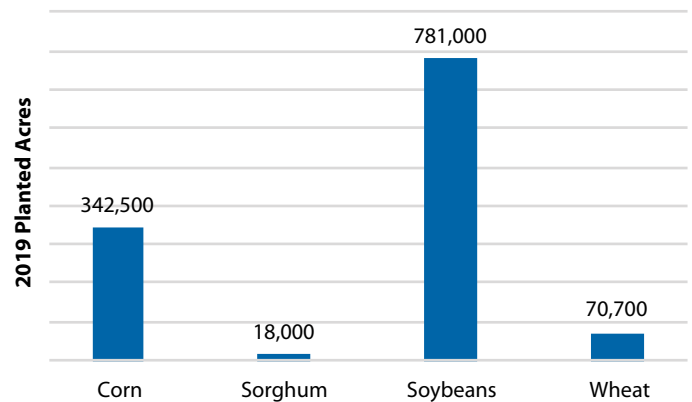
Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

The East Central region of Kansas is comprised of 14 counties with 4,488,974 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 430 acres for the 10,431 farms in this region. Farmland is comprised of 51.2% cropland and 41.3% pasture.

Main cash crops in this region are dominated by corn and soybeans with smaller amounts of wheat and sorghum. According to the National Agricultural Statistics Service in 2019, 781,000 acres of soybeans and 342,500 acres of corn were planted. Most cropland in this region is non-irrigated. Hay is also a major commodity in this region with more than 447,300 acres harvested in 2018.

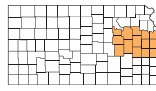
Main livestock enterprises in this region include beef cattle, poultry, and goats.

Primary Crops



Based on NASS reported planted acres in 2019 compiled from Quick Stats





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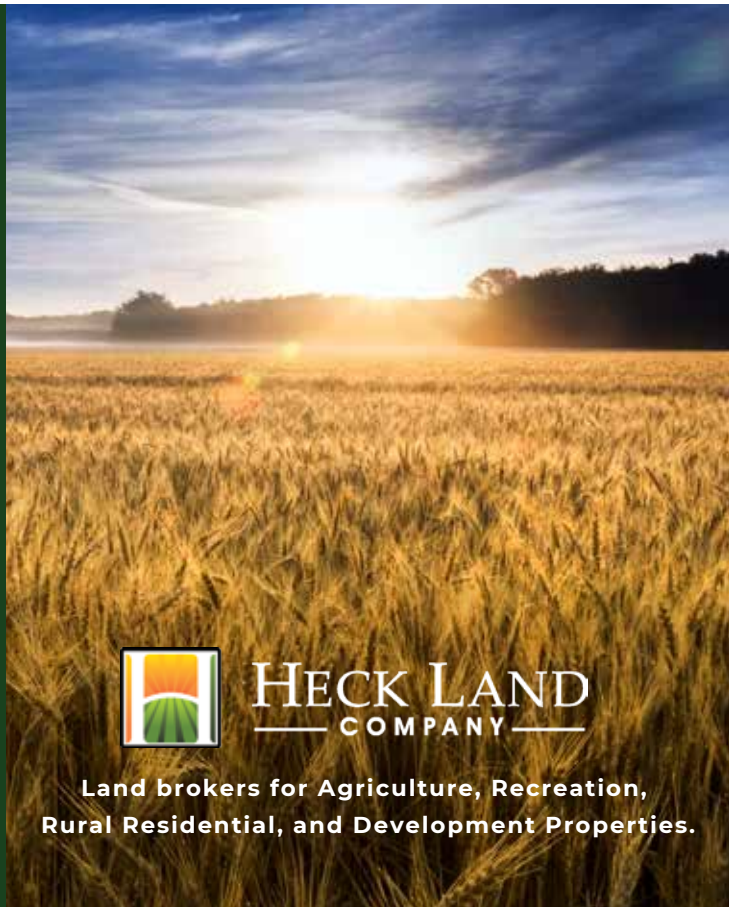
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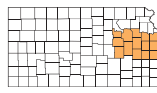


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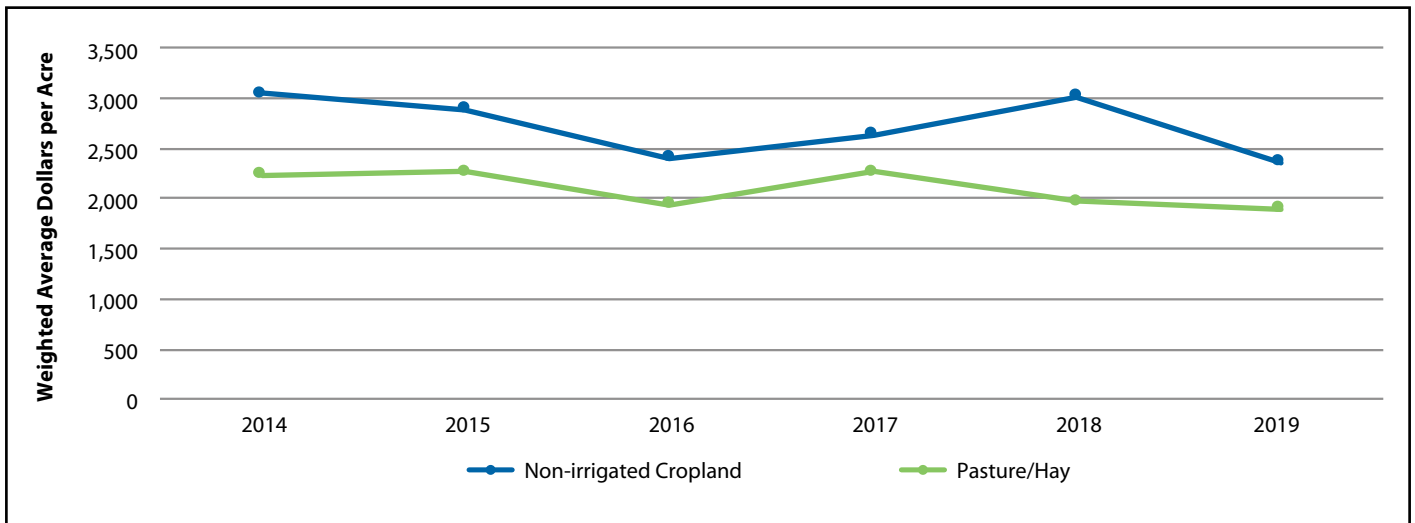
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Trends in Average Land Value – By Type



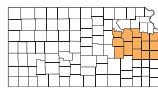
Type	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018
	2014	2015	2016	2017	2018	2019	
Non-irrigated Cropland	3,042	2,890	2,398	2,634	3,013	2,362	-15.5%
Pasture/Hay	2,237	2,263	1,942	2,261	1,971	1,900	-11.0%

The East Central region has seen lots of fluctuation in average non-irrigated cropland value. While there was some recovery in 2018, the 2019 average decreased back to \$2,362 per acre. Overall, pasture and hay ground has remained fairly steady, with the 2019 value being 11% down from the previous 5-year average.

Agricultural land sales were down 24.6% in 2019 from the previous 5-year average. Anderson, Osage, and Wabaunsee counties made up the majority of acres sold in 2019, with few acres sold in Geary, Linn, and Miami counties. Unlike other regions, the majority of acres sold in the East Central region are grassland. In 2019, native grass made up 63% of all sale acres and total grassland accounted for 72% of all sale acres.

Fewer counties in this region had enough sales to report an average value for non-irrigated cropland. For the counties that did, averages ranged from \$1,992 in Osage County to \$2,853 in Shawnee County.

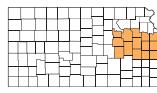
Pasture/Hay ground saw significantly higher average values in Douglas, Miami, and Shawnee counties with lower values in Coffey, Lyon, and Osage counties.



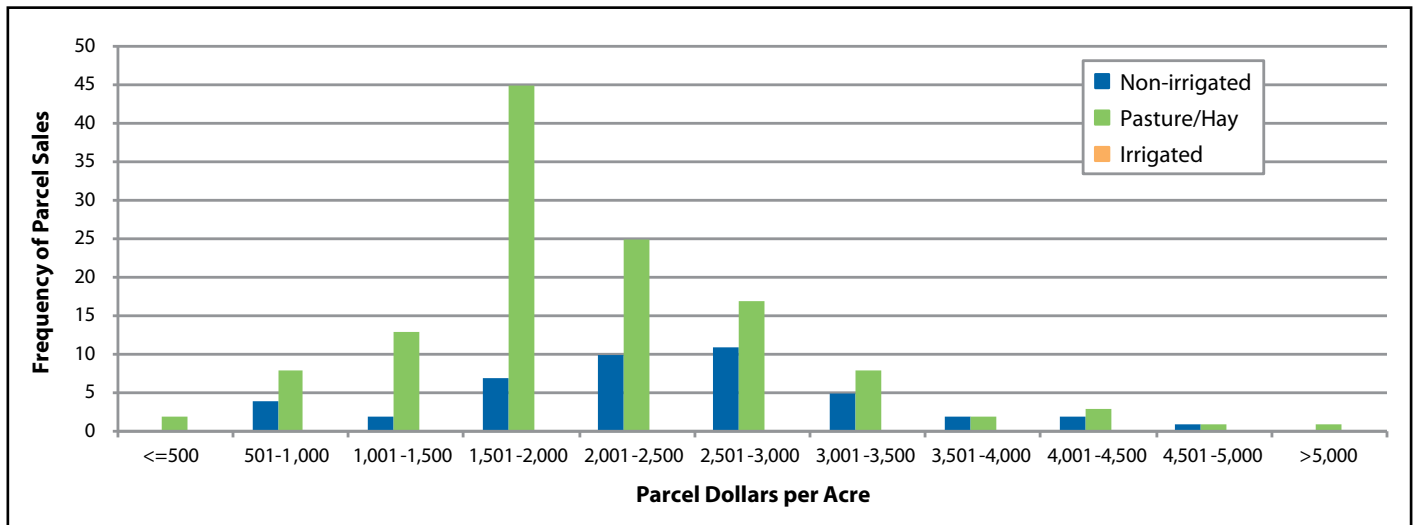
2019 Land Sale Information – By County

County	# of Land Tracts Sold (2019)	Total Acres Sold (2019)	Average Annual Acres Sold (2014-2018)	% Change in 2019 Acreage Sales from 2014-2018 Average
Anderson	30	4,834	3,011	60.5%
Chase	7	1,590	6,271	-74.7%
Coffey	25	3,247	2,716	19.6%
Douglas	13	1,344	1,278	5.1%
Franklin	25	2,833	3,529	-19.7%
Geary	4	847	2,519	-66.4%
Linn	4	505	3,343	-84.9%
Lyon	14	1,621	3,906	-58.5%
Miami	8	745	3,173	-76.5%
Morris	10	1,595	1,631	-2.2%
Osage	48	6,583	5,089	29.3%
Shawnee	15	1,715	1,702	0.8%
Wabaunsee	22	4,281	3,658	17.0%
Total	225	31,739	42,087	-24.6%

County	Dryland Crop Acres Sold (2019)	Irrigated Crop Acres Sold (2019)	Pasture/Native Hay Acres Sold (2019)	Tamegrass Acres Sold (2019)	Total Acres Sold (2019)
Anderson	1,431	0	3,027	376	4,834
Chase	74	0	1,387	129	1,590
Coffey	1,526	0	1,502	220	3,247
Douglas	348	0	900	95	1,344
Franklin	1,109	0	1,468	256	2,833
Geary	267	0	579	0	847
Linn	152	0	353	0	505
Lyon	38	0	1,419	164	1,621
Miami	247	0	118	380	745
Morris	421	0	1,112	62	1,595
Osage	1,545	0	4,334	705	6,583
Shawnee	985	182	424	124	1,715
Wabaunsee	418	60	3,499	305	4,281
Total	8,560	242	20,121	2,817	31,739



2019 Land Sale Information – By County



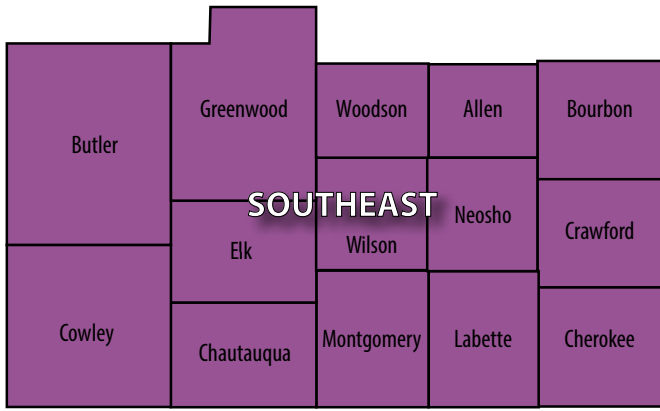
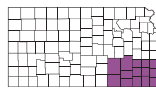
Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Anderson	2,148	949	4,066
Coffey	2,191	1,311	2,943
Franklin	2,411	616	3,448
Osage	1,992	1,873	2,154
Shawnee	2,853	2,052	3,582
Total	2,362	616	4,861

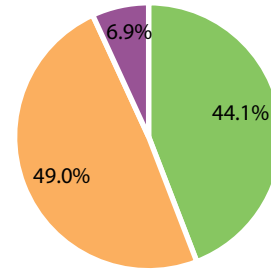
Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Anderson	1,902	1,449	2,790
Chase	1,994	1,000	2,810
Coffey	1,615	628	2,569
Douglas	3,391	2,443	5,110
Franklin	2,651	2,296	4,150
Lyon	1,676	1,224	2,339
Miami	3,050	2,328	4,557
Osage	1,455	414	2,918
Shawnee	3,389	2,748	4,044
Wabaunsee	1,829	1,373	3,660
Total	1,900	414	5,110

Note: County averages, minimums, and maximums are only displayed if greater than four parcels sold in that county in 2019. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



Farmland Uses



Legend: ■ Cropland ■ Pastureland ■ All Other Ag. Uses

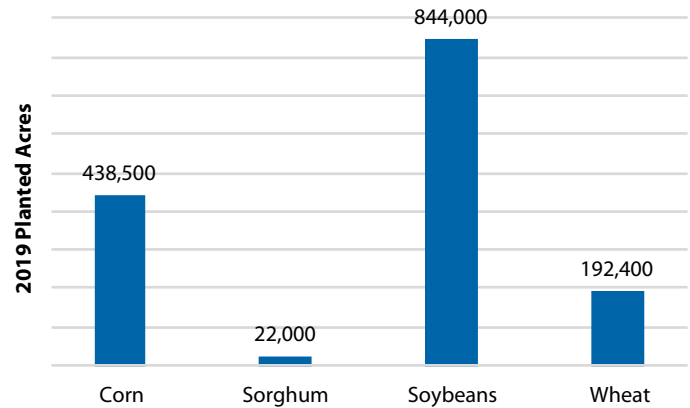
Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

The Southeast region of Kansas is comprised of 14 counties with 5,401,506 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 548 acres for the 9,851 farms in this region. Farmland is comprised of 44.1% cropland and 49% pasture.

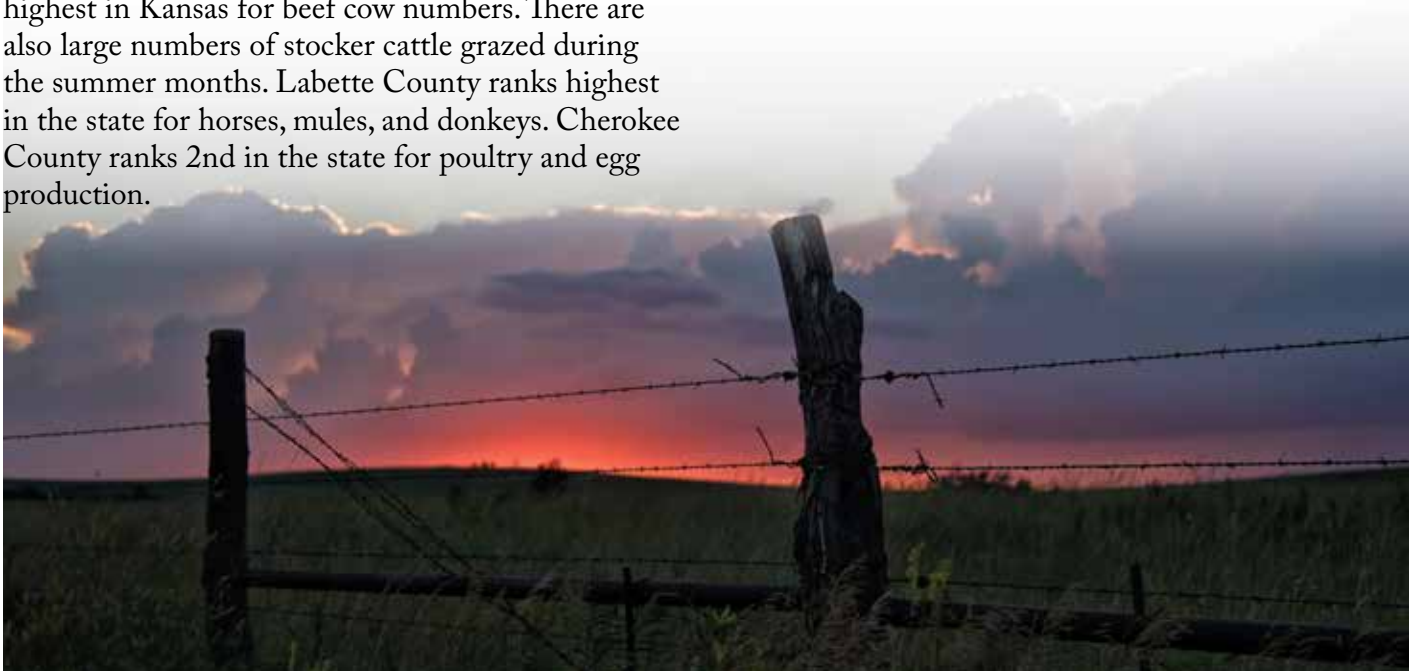
The main cash crops in this region are soybeans, corn, and wheat. According to the National Agricultural Statistics Service in 2019, 844,000 acres of soybeans, 438,500 acres of corn, and 192,400 acres of wheat were planted. Nearly all crops are non-irrigated. Hay production is also important to this region with more than 452,900 acres harvested in 2018.

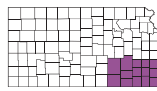
Farmland in the Southeast region is comprised of a large number of pasture acres, so consequently beef cattle management is the main livestock enterprise. Six of the 14 counties in this region rank among the highest in Kansas for beef cow numbers. There are also large numbers of stocker cattle grazed during the summer months. Labette County ranks highest in the state for horses, mules, and donkeys. Cherokee County ranks 2nd in the state for poultry and egg production.

Primary Crops



Based on NASS reported planted acres in 2019 compiled from Quick Stats





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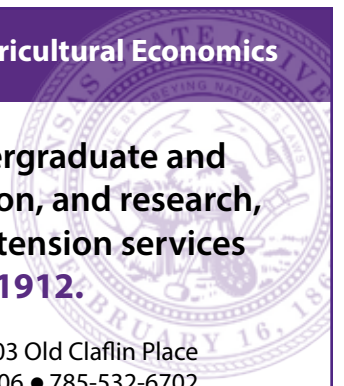
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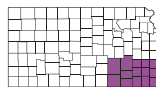
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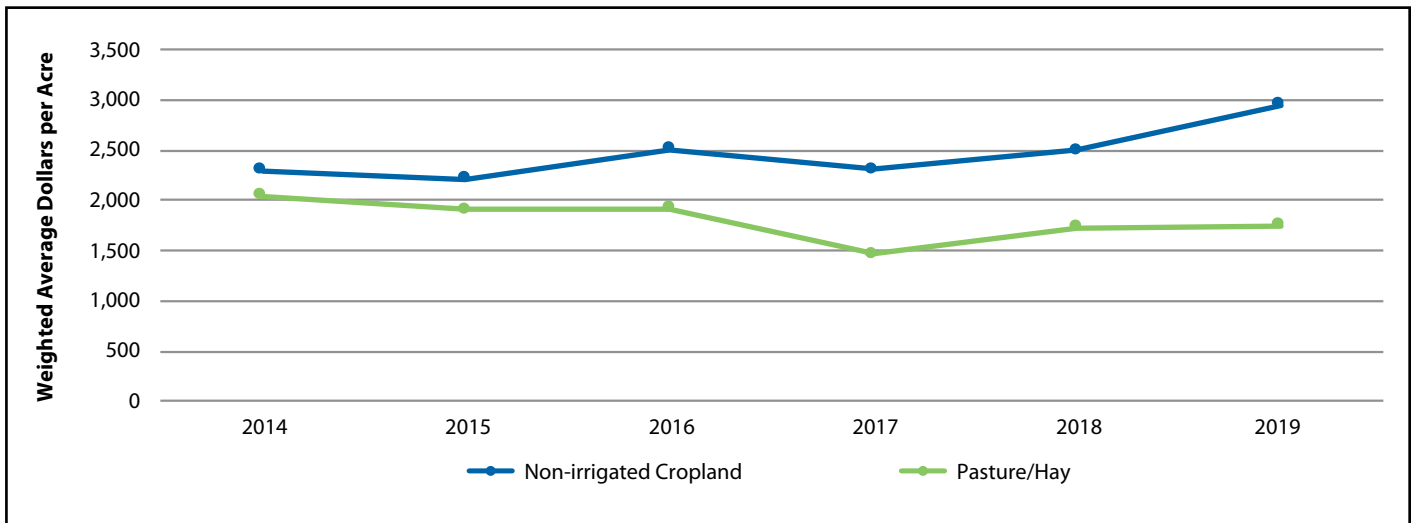
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Trends in Average Land Value – By Type

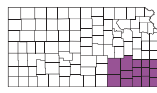


Type	Weighted Average Dollars per Acre						% Change in 2019 Dollars per Acre from 2014-2018
	2014	2015	2016	2017	2018	2019	
Non-irrigated Cropland	2,299	2,216	2,507	2,304	2,498	2,950	24.8%
Pasture/Hay	2,046	1,903	1,913	1,462	1,724	1,749	-3.4%

The Southeast region saw an uptick in the average non-irrigated cropland value in 2019, showing a 24.8% increase over the historical 5-year average. Most agricultural acres in this region are grassland however, which also saw another recovery from a drop in 2017.

Agricultural land sales volume in the Southeast region has dropped in 2019 to 44,139 total acres, compared to a 65,388 acre average in 2014-2018 (a 32.5% decrease). In 2019, the majority of sale acres occurred in Bourbon, Butler, Greenwood, and Montgomery counties. Elk and Neosho counties had the least number of acres sold at just over 800 acres for each county. Only 23.6% of sales in this region were non-irrigated cropland with the remaining being mostly native grass.

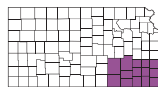
Non-irrigated cropland sales on average was highest in Butler County with other counties being more similar in value, although many counties did not have enough sales to report an average. Pasture and hay ground values were highest in Allen County with other counties ranging between \$1,295 and \$2,087 on average.



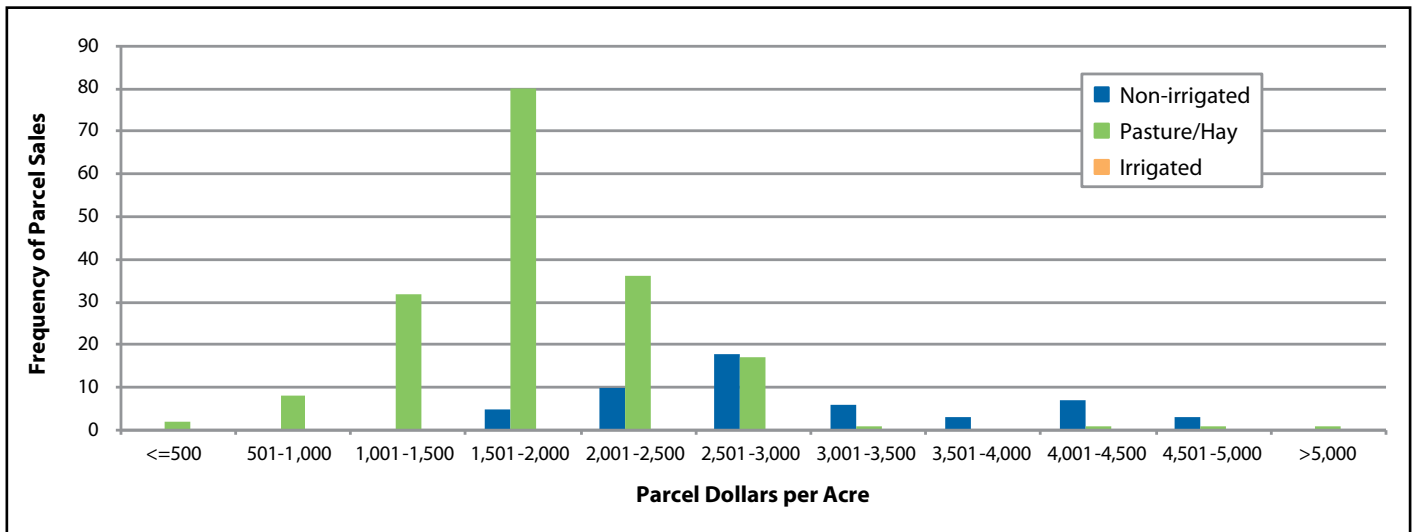
2019 Land Sale Information – By County

County	# of Land Tracts Sold (2019)	Total Acres Sold (2019)	Average Annual Acres Sold (2014-2018)	% Change in 2019 Acreage Sales from 2014-2018 Average
Allen	12	1,368	4,079	-66.5%
Bourbon	36	5,740	6,876	-16.5%
Butler	31	4,640	7,537	-38.4%
Chautauqua	19	4,088	8,683	-52.9%
Cherokee	10	1,625	1,965	-17.3%
Cowley	21	3,236	7,808	-58.6%
Crawford	22	2,828	4,584	-38.3%
Elk	4	848	3,135	-72.9%
Greenwood	24	4,450	7,477	-40.5%
Labette	19	2,474	2,110	17.2%
Montgomery	37	5,458	4,302	26.9%
Neosho	7	819	2,374	-65.5%
Wilson	22	2,848	2,709	5.1%
Woodson	24	3,717	1,749	112.5%
Total	288	44,139	65,388	-32.5%

County	Dryland Crop Acres Sold (2019)	Irrigated Crop Acres Sold (2019)	Pasture/Native Hay Acres Sold (2019)	Tamegrass Acres Sold (2019)	Total Acres Sold (2019)
Allen	424	0	680	264	1,368
Bourbon	1,615	0	3,825	300	5,740
Butler	1,354	0	2,887	399	4,640
Chautauqua	329	0	3,640	119	4,088
Cherokee	875	0	386	364	1,625
Cowley	881	0	2,120	235	3,236
Crawford	276	0	1,588	964	2,828
Elk	0	0	848	0	848
Greenwood	293	0	4,039	118	4,450
Labette	1,081	0	631	762	2,474
Montgomery	1,324	0	3,392	742	5,458
Neosho	314	0	457	49	819
Wilson	928	0	1,761	159	2,848
Woodson	701	0	2,912	104	3,717
Total	10,395	0	29,164	4,580	44,139



2019 Land Sale Information – By County



Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Butler	3,825	1,795	4,618
Cowley	2,959	1,850	4,116
Labette	2,663	1,835	3,151
Montgomery	2,556	2,196	3,432
Wilson	3,072	1,500	4,152
Total	2,951	1,500	4,902

Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Allen	2,433	1,803	4,352
Bourbon	2,087	1,128	2,700
Butler	1,879	1,004	5,277
Chautauqua	1,295	418	1,770
Cowley	1,776	1,103	3,112
Crawford	1,905	592	2,800
Elk	1,600	1,213	1,807
Greenwood	1,417	538	2,244
Labette	2,003	1,618	2,507
Montgomery	1,901	905	4,854
Wilson	1,759	1,200	2,248
Woodson	1,736	886	2,608
Total	1,749	319	5,277

Note: County averages, minimums, and maximums are only displayed if greater than four parcels sold in that county in 2019. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.

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