



Wisconsin Agricultural Land Prices

2016

Low commodity prices did not dampen average agricultural land prices in 2016. The WI Department of Revenue transfer return data finds average agricultural land values have increased slightly in 2016.

Ag land
values steady
in 2016.

Wisconsin Agricultural Land Prices 2011-2016

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The weighted average price of agricultural land sold in Wisconsin in 2016 was \$4,021 per acre. This is a 3.5% increase from 2015 and nearly identical to the average from 2014. There were 14% fewer acres sold in 2016 and 14% fewer reported transactions. Declining farm incomes prices helped to dampen demand. With low commodity prices expected again in 2017, producer competition for land will likely soften again.

Farmland is the most valuable asset on most farmer's balance sheet. However, estimating land values is always difficult. There is nothing more unique than an individual parcel of land. While many thousand homes are sold each year, only a small fraction of the state's agricultural land changes hands on the open market in any given year.

Surveys of farmers, bankers, realtors and appraisers are sometimes used to estimate changes in land values. While easy to conduct, these opinion surveys are subjective and can be hard to interpret. News of high priced sales travels quickly – but these sales are often the exceptions and not reflective of the market.

The Wisconsin Department of Revenue (DOR) collects an alternative source of agricultural land sales data. A transfer return tax is collected when a property is sold, and a transfer return form is collected with the tax payment. Information from these transfer return forms is the source for this paper.

Wisconsin's agricultural land values are low compared to some of our highly productive neighboring states – but a larger portion of our land is not suitable for continuous row crop farming and more of our land is used for forage production, woodlots and pasture. The shorter growing season in northern Wisconsin also limits the potential agricultural value of the land.



Figure 1. State-wide Ag Land Value Trends 2011-2016

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² This paper was reviewed by Dr. Simon Jette Nantel, Assistant Professor - UW Center for Dairy Profitability, and Mr. Tom Kriegl, UWEX Professor Emeritus.

While the state average increased slightly in 2016, there were wide variations in sale price per acre. 20% of the sales were less than \$2000/acre and only 17% of sales had prices above \$6,000/acre. High priced sales make good headlines; however there were very few sales above \$10,000/acre.

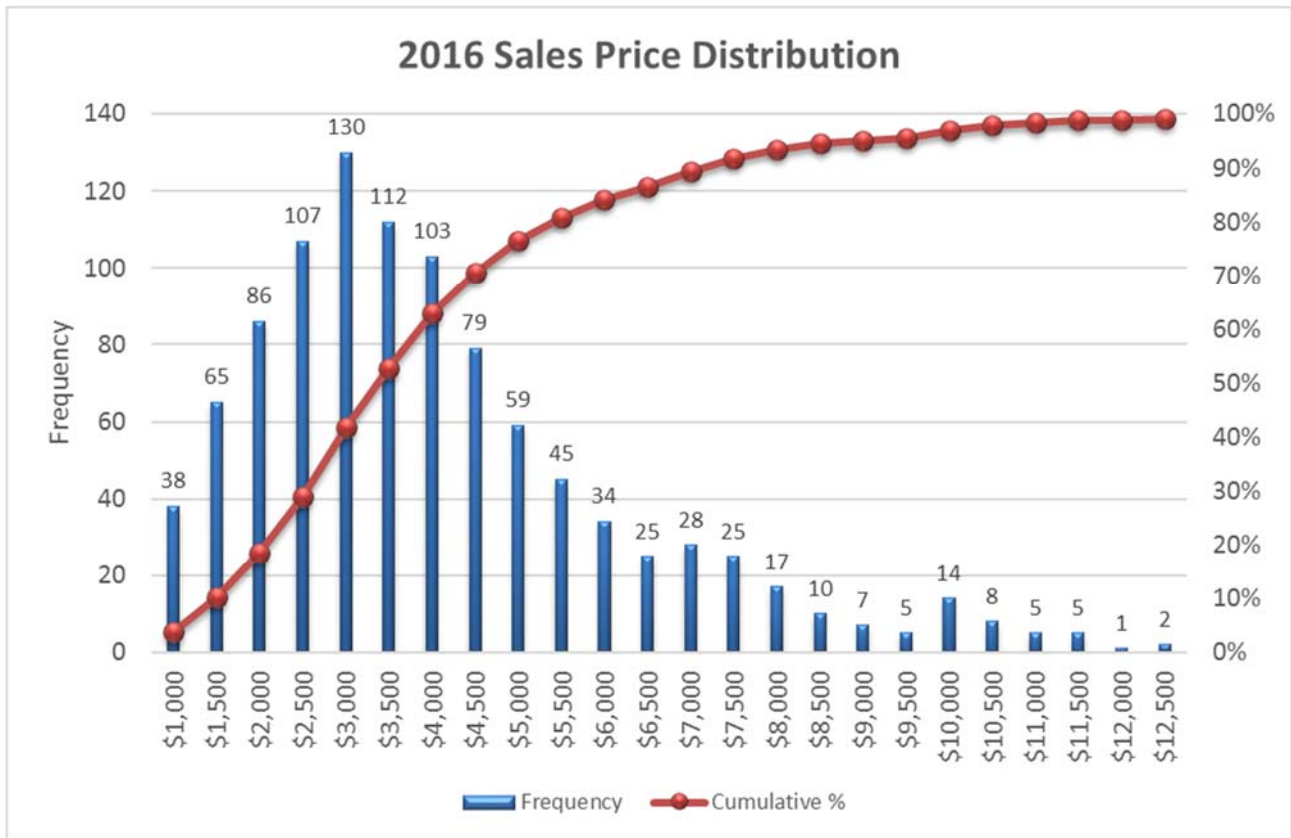


Figure 2. 2016 Distribution of weighted average \$/acre – statewide

Another way to emphasize the large range in the prices paid for bare land is illustrated in Appendix II. It reports the minimum and maximum sales price/acre for each county and NASS district between 2011-2016.

Methodology

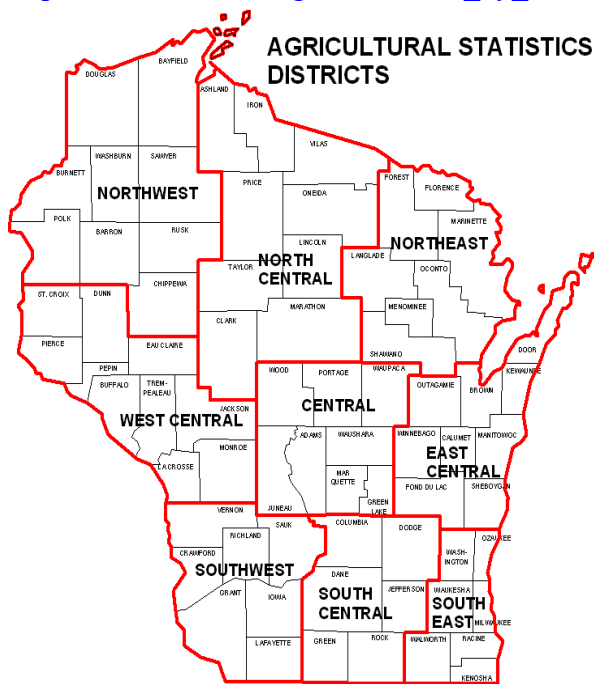
This report is based upon sales of bare land between non-related parties in Wisconsin townships. All parcels were between 35 acres and 2,000 acres and assessed for agricultural use at the time of the sale. Properties with water frontage or managed forest acreage were filtered out. Parcels sold with retained property rights or with miscellaneous use note referring to mining were excluded.

The Department of Revenue’s transfer return data is an objective and relatively timely data source for measuring changes in agricultural land values over time. Later each year the Wisconsin Agricultural Statistics Service posts a summary of agricultural land sales – both bare land and improved properties. The NASS information uses the same transfer return data as this study, with one exception. The delay allows county assessors to collect and verify each parcel’s intended future use.

There are a few other differences in our approaches. The NASS summary is not limited to parcels 35 acres and above and includes properties in cities and villages. Land markets can change quickly. Using only the transfer return data enables us to make an earlier assessment of the direction of land values. The NASS reports (which typically are updated in late summer) are another good alternative with more information about tillable land and land diverted from agriculture. The link to obtain the most

current land summary is:

[http://www.nass.usda.gov/Statistics by State/Wisconsin/Publications/Land Sales/](http://www.nass.usda.gov/Statistics%20by%20State/Wisconsin/Publications/Land%20Sales/).



NASS District Boundaries

Between 2011 and 2016, nearly eight thousand bare agricultural land transfer returns were used to compute weighted average sale prices per acre.

All reported sale prices are weighted averages. Weighted averages reduce the influence of sales with unusually high or low sale prices. Weighted averages are computed by summing the dollars paid for all sales and the total acres sold in the county or NASS unit and then dividing the totals. For example, if four 100-acre tracts sold for \$2000/acre and a 5th sold for \$4000, but was only 50 acres - the weighted average would be $(400 * \$2,000) + (50 * \$4,000) / 450$ or \$2,222/acre as opposed to the simple average of \$2,400.

Location is an important determinant of value. In addition to the state-wide averages, land prices are reported using National Agricultural Statistics Service districts. The adjacent map displays the borders of the various National Agricultural Statistics Service (NASS)

Table 1. Weighted Average Wisconsin Bare Ag Land Sales 2011-2016.

Row Labels	2011			2012			2013		
	Sales	Acres	Wt \$/Ac	Sales	Acres	Wt \$/Ac	Sales	Acres	Wt \$/Ac
1 NW District	123	8,304	\$1,968	170	15,653	\$1,938	141	11,192	\$2,407
2 NC District	105	7,351	\$1,938	159	15,267	\$1,770	135	9,511	\$2,273
3 NE District	68	4,263	\$2,525	86	6,482	\$2,666	56	3,628	\$3,011
4 WC District	289	22,193	\$3,250	315	24,900	\$3,081	244	18,964	\$3,515
5 C District	116	8,175	\$2,566	151	12,706	\$2,963	130	9,729	\$2,832
6 EC District	196	14,811	\$4,541	271	18,428	\$5,115	175	13,329	\$5,133
7 SW District	175	14,806	\$3,231	271	22,123	\$3,891	186	14,158	\$3,584
8 SC District	198	16,230	\$4,935	234	17,286	\$5,287	175	13,183	\$5,204
9 SE District	49	3,691	\$5,645	65	5,205	\$5,194	67	5,316	\$6,488
Grand Total	1319	99,824	\$3,511	1722	138,050	\$3,533	1309	99,010	\$3,797
Row Labels	2014			2015			2016		
	Sales	Acres	Wt \$/Ac	Sales	Acres	Wt \$/Ac	Sales	Acres	Wt \$/Ac
1 NW District	111	9,425	\$2,405	122	10,907	\$2,400	110	8,771	\$2,453
2 NC District	137	9,785	\$2,673	118	7,384	\$2,616	96	7,261	\$2,979
3 NE District	87	6,095	\$2,770	70	4,566	\$2,807	90	6,666	\$3,205
4 WC District	193	15,747	\$3,612	220	17,623	\$3,179	212	16,426	\$3,463
5 C District	125	10,182	\$3,065	116	8,840	\$3,297	88	6,490	\$3,119
6 EC District	157	11,080	\$5,708	158	10,463	\$6,577	123	9,646	\$6,279
7 SW District	159	12,917	\$3,833	165	14,110	\$3,504	148	11,700	\$3,803
8 SC District	170	13,289	\$5,646	164	13,305	\$5,174	116	9,085	\$5,678
9 SE District	39	3,394	\$5,882	57	3,907	\$5,668	38	2,697	\$6,806
Grand Total	1178	91,914	\$3,934	1190	91,105	\$3,872	1021	78,742	\$4,021

Table 1 contains the number of sales, the number of acres sold and the average price (\$/acre) in each of the nine NASS reporting districts. (Complete county details are included in Appendix I.) In 2016, there were fewer acres transferred in 6 out of the 9 NASS districts. There are often wide variations in the value of individual parcels even within the same township or county.

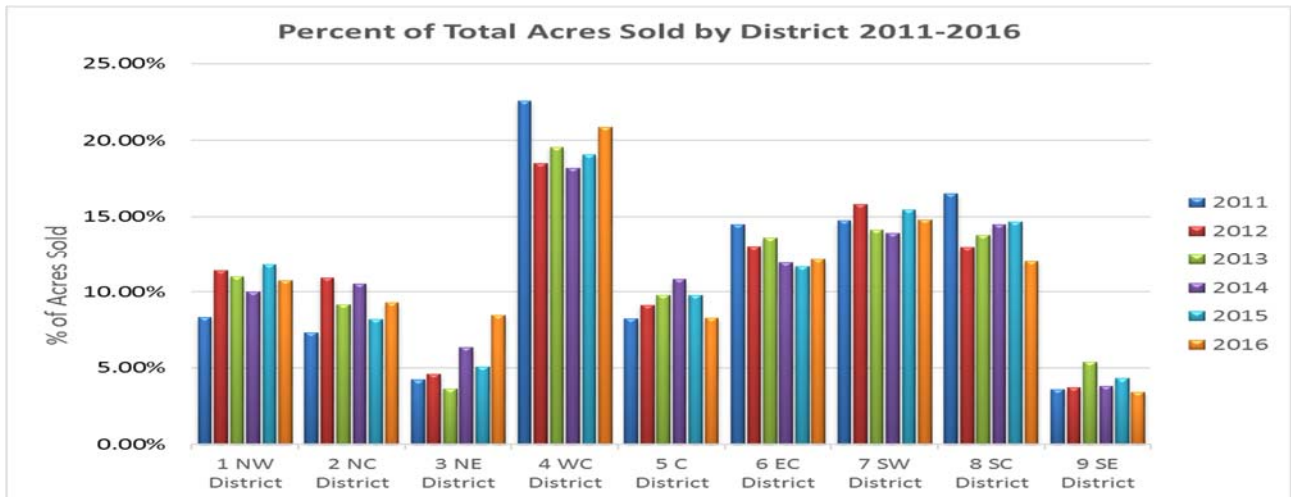


Figure 3. Relative % of Land Sold by District

Figure 3 displays the percentage of total land area sales by NASS District. Southeast and Northeast districts have had the least agricultural land sold over recent years. Southeast WI is influenced by urban pressures of Milwaukee, Racine and Kenosha. The small acreage in Northeast Wisconsin reflects the large amount of forest and recreation land in that district. The three districts with the largest farm land sales have been the West Central, Southwest and South Central. The total acres sold in 2016 declined approximately 14% from 2014 and nearly 42% from the peak in 2012.

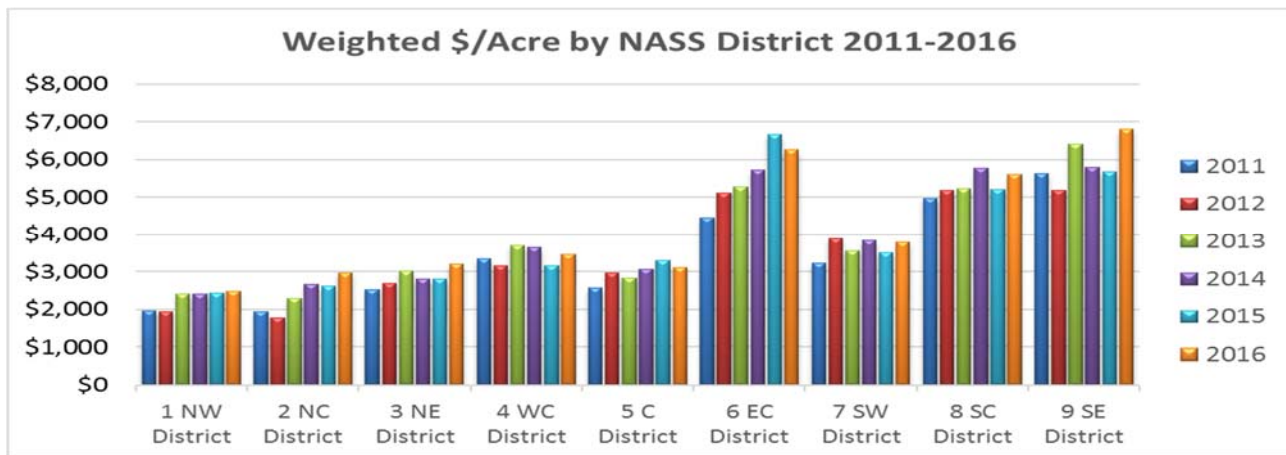


Figure 4. Weighted average price/acre by NASS district.

Figure 4 represents the changes in the weighted average sale price/acre within each of the nine statistical reporting districts over the six-year span. Average land values increased in seven of the nine reported areas. The two exceptions were the East Central, and Central. The highest average prices paid for ag land were in Southeastern Wisconsin. There have been very few bare land sales in Southeastern Wisconsin in recent years - which makes it difficult to gauge market value trends. East Central sales saw the largest weighted average price increase in 2015 as a strong dairy industry and land auctions in this case helped to drive up sales prices. East Central average prices declined in 2016.

The average price per acre for bare land in the northern districts increased slightly in 2016. East Central Wisconsin contains the largest concentration of large dairy farm. This is also the fastest growing milk production region in the state. The Southwest, South Central districts experienced small increases in average sale prices in 2016. The large increase in Southeast average value/acre was on a relatively small number of sales.

Land Values vs Rental Rates

State-wide land rental rates are reported annually by NASS. Figure 5 on page six combines the state average land values with reported average rental rates. Even within a county, rental rates are highly variable. Some of the factors which affect rental rates are soil quality, field size, social contracts and demand for nutrient management. The 2016 NASS average rental rate was \$131/acre which is about 3.2% of the state-wide average sale price.

There has been a high demand for additional rented land in recent years and tenants bid up rental rates as a result. The following Wisconsin corn budget for 2016 illustrates the tight profit margins that are likely to exist this year if yields and harvest time prices are typical.

Table 2 illustrates anticipated input costs associated with producing an acre of corn in 2017. Note that some of these costs are cash inputs and others non-cash such as repairs and depreciation. In the short run these fixed costs can be ignored – but they must be covered in the longer run.

2017 Corn Budget					
Variable Costs					
Input	Units	Cost	Cost/ Unit	Value	% of Total
NH3	140	\$725	\$0.36	\$50.75	
AMS	125	\$225	\$0.11	\$14.06	
K2O	100	\$325	\$0.16	\$16.25	
Starter	100	\$465	\$0.23	\$23.25	
Lime	0.5	\$15	\$15.00	\$7.50	
Seed	30000	\$280	\$0.00350	\$105.00	
Chemicals		\$35		\$35.00	
Insurance		\$28		\$28.00	
Testing & Scouting		\$10		\$10.00	
			Subtotal	\$289.81	46.31%
Field Operations					
Nitrogen Application		\$12		\$12.00	
Spreading Fertilizer		\$3		\$3.00	
Primary Tillage		\$15		\$15.00	
Secondary Tillage		\$15		\$15.00	
Planting		\$20		\$20.00	
Spraying		\$15		\$15.00	
Combining		\$30		\$30.00	
			Subtotal	\$110.00	17.58%
Trucking, Drying and Storage Costs					
Trucking		\$30		\$30.00	
Drying		\$35		\$35.00	
Storage		\$30		\$30.00	
			Subtotal	\$95.00	15.18%
Rent					
				\$131.00	20.93%
			Total Costs	\$625.81	

Table 2. 2017 Wisconsin Corn Budget³

The returns to labor and management with different yield and corn price assumptions are in table 3. As an example, with these revenue and cost projections (including the state average \$131/acre for rent) an

³ This budget was developed by Mr. Jim Leverich, UWEX On-Farm Research Coordinator.

operator would lose \$100 /acre with a yield of 150 bu. and average corn price of \$3.50/bu. In this case renters are not able to cover their full cost of production and must hope for above average yields or improved commodity prices or both. The outlook for 2017 is not encouraging.

Net Revenue/Acre						
Corn	Yield/Acre					
Price	100	125	150	175	200	225
\$2.75	-\$350.81	-\$282.06	-\$213.31	-\$144.56	-\$75.81	-\$7.06
\$3.00	-\$325.81	-\$250.81	-\$175.81	-\$100.81	-\$25.81	\$49.19
\$3.25	-\$300.81	-\$219.56	-\$138.31	-\$57.06	\$24.19	\$105.44
\$3.50	-\$275.81	-\$188.31	-\$100.81	-\$13.31	\$74.19	\$161.69
\$3.75	-\$250.81	-\$157.06	-\$63.31	\$30.44	\$124.19	\$217.94

Table 3. Projected net revenue per acre with various yield and price assumptions

In recent years, NASS rental rates have averaged between 2.4 and 3.4% of the average statewide ag land sales prices. Many more acres are rented than sold each year. With narrowing profitability going forward, there has been an increased use of flex lease contracts in the Midwest. Flex leases allow the owner and tenant to share the risks and rewards in good years and bad. (Examples of several types of agricultural leases can be found at <http://www.aglease101.org>.)

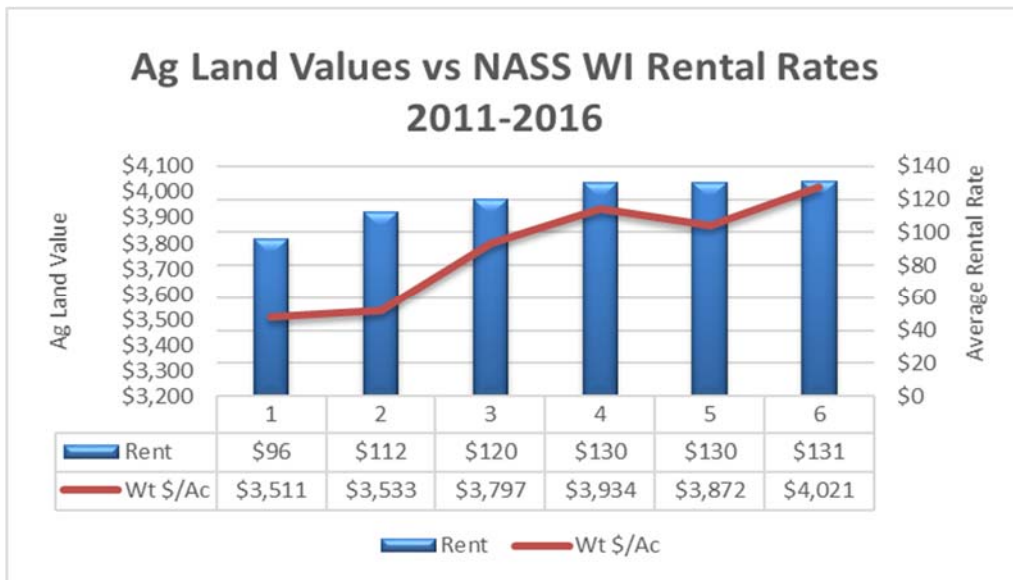


Figure 5 Land Values & NASS Reported Rental Rates

When the average cash rents are combined with land value appreciation, the returns to owning land look better than many other investment alternatives. Rents tend to be “sticky” when commodity prices soften – as we’ve seen in 2015 and 2016. With lower commodity prices anticipated again in 2017, competition for rental land – especially poor quality rental acres - may soften in 2018.

Types of Agricultural Land Sellers

Ag land ownership structures are changing rapidly in many parts of Wisconsin. Up until the last decade, most property was bought and sold between individual owners or as tenants in common. Table 4 shows the changing percent of agricultural land which has been bought by corporations, limited liability companies (LLC) and limited liability partnerships (LLP).

Selling Entity Type	2011		2012		2013		2014		2015		2016	
	Count	Acres	Count	Acres	Count	Acres	Count	Acres	Count	Acres	Count	Acres
Corporation	66	6,267	74	10,981	49	4,532	36	3,858	48	5,053	37	4,005
Individual	917	64,905	1198	83,357	887	61,920	820	60,056	794	56,706	655	43,710
Limited liability co, trust, other	318	26,844	423	35,236	353	30,358	300	26,244	327	27,304	305	28,484
Partnership	19	2,033	27	8,485	11	1,437	15	1,199	12	1,003	15	1,620
Grand Total	1320	100,049	1722	138,059	1300	98,247	1171	91,357	1181	90,066	1012	77,819

Table 4. WI Count and Acres of Transactions sold by ownership entities.

Individuals are still the most common sellers although the percentage of acreage sold by LLCs and trusts has increased between 2011 and 2016. Land sold by corporations and general partnerships is only a small percentage of the total. As farms become larger and real estate ownership interests more dispersed, it is expected that sole proprietorships will become less prevalent.

Implications for Farmers

Rising land values are a mixed blessing for established farmers. The appreciation in land value is only realized when the assets are sold. In most cases, the ongoing business is neither directly responsible for nor directly benefited by changes in land values. High land values provide the retirement cushion for “last generation” farm businesses. However, high land prices make it more difficult for new entrants to get started without significant help from family members or other benefactors.

Dairy farming in Southeastern, East Central and South Central Wisconsin is under great pressure from competing land uses. If the trend continues, dairy production will continue to shift away from these parts of Wisconsin.

Dairy farming is a capital-intensive business. A typical dairy cow and her replacement consumes approximately 7.5 tons of forage dry matter and 100 bushels of grain each year. Manure management and nutrient balancing are a growing challenge. The typical Wisconsin dairy farm requires 2-3 acres of cropland to grow the forages and grain consumed by each dairy cow. In recent years, the demands for agricultural land have made farmland acquisition very difficult to amortize.

Wisconsin’s farmland use value assessment has greatly reduced the costs of holding agricultural real estate. The real estate taxes for ag land base much lower than they once were. Record low interest rates and changing population demographics have also increased demands for open space. Expanding dairy businesses may need to rely on long-term leases or manure trading arrangements to assure compliance with environmental regulations and land use constraints.

Although dairy farming is well suited to the climate, topography and infrastructure of Wisconsin, the continued survival of a viable dairy industry depends upon access to affordable land resources.

Few things are as illiquid as land. Unlike stocks, bonds and commodities, one can only estimate the value of real estate until a willing buyer and seller consummate a sale. At least in recent years, agricultural land has been a much better investment than many other alternatives. However, past performance is not always a good predictor of the future!

Appendix I on the following page contains a more detailed breakdown of real estate sale prices on a county by district basis for 2011 - 2016. The limited numbers of sales in each county can cause wide variations from year to year, and the weighted average prices reported may not truly represent the local market. These figures should not substitute for an independent appraisal by a qualified professional. For this reason, Appendix II reports the maximum and minimum sales price per acre during this same period.

	2011			2012			2013			2014			2015			2016		
	Sales	Acres	Wt\$/Ac	Sales	Acres	Wt\$/Ac	Sales	Acres	Wt\$/Ac	Sales	Acres	Wt\$/Ac	Sales	Acres	Wt\$/Ac	Sales	Acres	Wt\$/Ac
1 NW District	123	8,304	\$1,968	170	15,653	\$1,938	141	11,192	\$2,407	111	9,425	\$2,405	122	10,907	\$2,400	110	8,771	\$2,453
Barron	18	1,155	\$2,175	25	1,638	\$2,647	21	1,645	\$4,160	19	2,158	\$3,127	31	2,730	\$4,031	19	1,430	\$2,712
Bayfield	11	776	\$1,315	10	1,131	\$999	14	1,230	\$1,376	8	577	\$1,306	8	1,035	\$743	10	605	\$1,535
Burnett	8	584	\$1,802	8	1,643	\$1,019	7	556	\$2,278	4	390	\$2,481	2	100	\$2,765	7	345	\$1,758
Chippewa	31	2,369	\$2,134	48	3,842	\$2,473	38	2,534	\$2,374	24	2,482	\$2,609	24	2,298	\$2,478	28	2,652	\$3,160
Douglas	8	373	\$1,099	5	1,159	\$855	3	200	\$1,095	6	330	\$933	17	1,256	\$833	4	415	\$859
Polk	30	2,008	\$2,488	40	3,054	\$2,741	27	2,110	\$2,719	28	1,756	\$3,019	18	1,161	\$2,930	25	1,854	\$2,705
Rusk	10	610	\$1,158	17	1,240	\$1,323	23	2,299	\$1,843	12	800	\$1,260	15	1,459	\$1,684	8	498	\$1,386
Sawyer	2	82	\$1,346	5	383	\$1,679	4	213	\$1,207	7	638	\$951	2	273	\$1,566	4	576	\$1,282
Washburn	5	347	\$1,389	12	1,563	\$1,311	4	405	\$1,660	3	294	\$1,703	5	595	\$1,846	5	396	\$2,327
2 NC District	105	7,351	\$1,938	159	15,267	\$1,770	135	9,511	\$2,273	137	9,785	\$2,673	118	7,384	\$2,616	96	7,261	\$2,979
Ashland	3	297	\$1,234	2	80	\$873	9	602	\$1,192	6	325	\$1,105	9	490	\$919	3	178	\$1,228
Clark	40	2,797	\$1,872	49	5,734	\$1,648	33	2,247	\$2,651	41	2,880	\$3,062	30	2,014	\$3,204	38	3,103	\$3,634
Iron	1	60	\$754	1	408	\$500	1	109	\$853	NA	NA	NA	1	48	\$625	NA	NA	NA
Lincoln	4	249	\$1,889	5	202	\$1,472	2	127	\$890	4	204	\$2,071	3	164	\$1,864	2	240	\$1,354
Marathon	38	2,590	\$2,412	59	3,709	\$2,701	55	3,532	\$2,928	53	3,140	\$3,300	46	2,878	\$2,973	37	2,475	\$3,156
Oneida	1	112	\$1,655	10	2,489	\$1,209	6	372	\$1,614	1	41	\$1,415	3	353	\$1,326	NA	NA	NA
Price	6	314	\$1,034	5	466	\$802	5	395	\$1,054	5	391	\$1,039	6	227	\$1,139	5	275	\$1,106
Taylor	12	932	\$1,474	27	2,160	\$1,647	23	1,847	\$1,525	23	1,445	\$1,924	19	1,174	\$2,001	11	990	\$1,708
Vilas	NA	NA	NA	1	39	\$1,462	1	280	\$2,032	4	1,359	\$2,167	1	36	\$12,361	NA	NA	NA
3 NE District	68	4,263	\$2,525	86	6,482	\$2,666	56	3,628	\$3,011	87	6,095	\$2,770	70	4,566	\$2,807	90	6,666	\$3,205
Florence	NA	NA	NA	1	40	\$1,505	3	122	\$1,525	2	80	\$1,825	1	55	\$1,547	2	80	\$1,350
Forest	NA	NA	NA	4	925	\$777	2	179	\$1,359	4	314	\$1,612	2	113	\$845	1	39	\$1,538
Langlade	7	549	\$1,852	16	1,263	\$1,929	6	423	\$1,921	12	1,285	\$1,777	11	1,001	\$1,781	16	1,300	\$2,553
Marquette	9	597	\$2,228	14	901	\$2,710	4	191	\$3,166	12	1,056	\$2,289	15	1,045	\$1,826	29	2,236	\$2,129
Oconto	24	1,427	\$2,468	18	1,209	\$2,915	19	1,289	\$3,639	28	1,738	\$2,916	17	912	\$3,105	13	1,253	\$4,371
Shawano	28	1,690	\$2,897	33	2,144	\$3,777	22	1,424	\$3,081	29	1,622	\$3,984	24	1,440	\$4,246	29	1,758	\$4,347
4 WC District	289	22,193	\$3,250	315	24,900	\$3,081	244	18,964	\$3,515	193	15,747	\$3,612	220	17,623	\$3,179	212	16,426	\$3,463
Buffalo	24	1,763	\$3,418	30	2,797	\$3,332	29	2,232	\$3,760	25	1,821	\$4,128	15	1,519	\$3,382	26	2,425	\$3,469
Dunn	31	2,559	\$3,130	36	2,936	\$2,897	31	2,127	\$2,785	18	1,475	\$2,658	35	2,873	\$2,879	38	3,200	\$3,637
Eau Claire	19	1,269	\$3,045	27	3,472	\$2,022	16	1,359	\$2,976	20	1,407	\$2,877	18	1,336	\$3,285	18	1,012	\$3,486
Jackson	26	1,719	\$2,547	31	2,456	\$2,574	19	1,638	\$2,686	10	665	\$2,510	21	1,503	\$2,776	15	968	\$2,573
La Crosse	18	1,421	\$2,802	18	1,189	\$4,266	14	1,083	\$4,218	5	463	\$4,116	17	1,137	\$3,855	9	1,103	\$4,455
Monroe	40	3,077	\$2,939	30	2,024	\$2,402	23	1,607	\$2,729	21	2,061	\$3,030	29	1,824	\$2,966	28	1,843	\$2,644
Pepin	9	504	\$3,522	13	784	\$3,058	7	802	\$4,147	17	1,598	\$3,022	13	846	\$3,507	5	472	\$2,926
Pierce	32	2,327	\$3,740	44	3,018	\$3,614	21	1,173	\$3,844	18	1,952	\$4,463	17	1,283	\$3,904	23	1,623	\$3,213
St. Croix	46	3,988	\$4,092	61	4,107	\$3,889	54	4,188	\$4,235	33	2,283	\$4,007	28	2,596	\$3,377	29	1,912	\$4,409
Trempealeau	44	3,566	\$2,811	25	2,117	\$2,997	30	2,755	\$3,405	26	2,022	\$4,391	27	2,706	\$2,777	21	1,868	\$3,209
5 C District	116	8,175	\$2,566	151	12,706	\$2,963	130	9,729	\$2,832	125	10,182	\$3,065	116	8,840	\$3,297	88	6,490	\$3,119
Adams	11	922	\$2,775	13	1,039	\$2,908	16	1,384	\$2,644	17	1,296	\$3,767	16	1,765	\$4,099	4	372	\$3,289
Green Lake	8	511	\$3,103	10	734	\$4,906	4	235	\$6,123	11	735	\$2,443	11	622	\$5,094	3	334	\$5,620
Juneau	15	1,180	\$2,190	23	3,557	\$1,698	24	2,021	\$2,348	15	1,640	\$2,760	18	1,550	\$3,114	8	687	\$2,572
Portage	23	1,746	\$2,412	20	1,285	\$3,890	24	1,722	\$2,619	26	2,485	\$3,292	19	1,254	\$2,646	22	1,570	\$3,220
Waupaca	22	1,274	\$2,507	47	3,266	\$3,735	29	1,620	\$3,441	24	1,304	\$3,306	18	1,480	\$3,325	26	1,399	\$3,850
Wausara	12	917	\$2,484	20	1,519	\$3,040	19	1,718	\$2,865	21	1,789	\$2,771	19	1,378	\$2,535	20	1,821	\$2,344
Wood	25	1,625	\$2,809	18	1,306	\$2,433	14	1,029	\$2,629	11	933	\$2,741	15	791	\$2,765	5	307	\$2,170
6 EC District	196	14,811	\$4,541	271	18,428	\$5,115	176	13,383	\$5,181	157	11,080	\$5,708	159	10,543	\$6,658	123	9,646	\$6,279
Brown	16	1,045	\$5,672	28	1,772	\$6,645	24	2,152	\$7,472	16	1,489	\$7,601	17	1,073	\$10,222	12	942	\$8,884
Calumet	15	1,164	\$5,710	16	958	\$6,508	13	760	\$6,617	11	682	\$7,835	13	1,180	\$8,719	11	699	\$9,715
Door	13	913	\$3,326	15	1,055	\$3,361	13	830	\$4,057	8	413	\$3,234	17	818	\$3,883	14	1,168	\$3,293
Fond du Lac	41	3,654	\$4,481	51	3,712	\$5,290	27	2,111	\$4,822	19	1,542	\$5,796	23	1,851	\$5,887	16	1,800	\$6,891
Kewaunee	9	586	\$4,251	22	1,394	\$4,153	8	489	\$3,875	10	653	\$5,563	12	755	\$4,981	4	165	\$5,945
Manitowoc	30	2,087	\$4,648	26	1,632	\$5,191	23	2,427	\$4,762	12	627	\$5,461	23	1,959	\$5,672	11	936	\$7,352
Marquette	10	889	\$2,483	7	271	\$2,523	12	1,035	\$3,003	11	746	\$2,598	15	768	\$3,039	10	508	\$2,241
Outagamie	24	1,902	\$4,138	52	4,017	\$5,389	15	1,026	\$7,044	21	1,681	\$7,547	11	538	\$8,088	16	1,253	\$7,115
Sheboygan	19	1,039	\$5,984	39	2,464	\$5,123	22	1,148	\$4,879	27	1,824	\$5,410	17	896	\$5,543	18	1,358	\$5,139
Winnebago	19	1,532	\$4,431	15	1,153	\$3,338	19	1,410	\$3,776	22	1,428	\$3,352	11	705	\$6,267	11	817	\$5,221
7 SW District	175	14,806	\$3,231	271	22,123	\$3,891	186	14,158	\$3,584	159	12,917	\$3,833	165	14,110	\$3,504	148	11,700	\$3,803
Crawford	14	1,115	\$2,023	22	1,550	\$2,519	15	1,158	\$2,303	17	1,100	\$2,564	14	1,200	\$2,787	17	1,636	\$3,062
Grant	31	3,137	\$3,430	41	4,278	\$3,657	33	3,356	\$4,711	20	1,843	\$4,370	31	3,058	\$3,384	17	1,448	\$4,741
Iowa	26	2,275	\$3,707	43	3,639	\$3,793	21	1,662	\$3,441	24	1,923	\$4,387	22	1,817	\$3,857	18	1,891	\$3,930
Lafayette	33	2,936																

	2011			2012			2013			2014			2015			2016		
	Lowest	Wt \$/Acre	Highest	Lowest	Wt \$/Acre	Highest	Lowest	Wt \$/Acre	Highest	Lowest	Wt \$/Acre	Highest	Lowest	Wt \$/Acre	Highest	Lowest	Wt \$/Acre	Highest
1 NW District	\$500	\$1,968	\$5,100	\$455	\$1,938	\$10,526	\$424	\$2,407	\$6,961	\$500	\$2,405	\$16,162	\$447	\$2,400	\$10,000	\$500	\$2,453	\$7,133
Barron	\$1,125	\$2,175	\$3,990	\$1,463	\$2,647	\$10,526	\$1,795	\$4,160	\$6,961	\$500	\$3,127	\$5,260	\$1,216	\$4,031	\$10,000	\$1,000	\$2,712	\$5,000
Bayfield	\$500	\$1,315	\$2,250	\$500	\$999	\$1,316	\$813	\$1,376	\$1,892	\$1,000	\$1,306	\$2,000	\$491	\$743	\$1,538	\$796	\$1,535	\$2,286
Burnett	\$1,400	\$1,802	\$2,250	\$707	\$1,019	\$2,051	\$1,769	\$2,278	\$3,409	\$1,500	\$2,481	\$3,405	\$2,483	\$2,765	\$3,188	\$1,082	\$1,758	\$2,400
Chippewa	\$500	\$2,134	\$5,100	\$1,070	\$2,473	\$5,750	\$800	\$2,374	\$5,172	\$753	\$2,609	\$16,162	\$701	\$2,478	\$6,212	\$993	\$3,160	\$7,133
Douglas	\$825	\$1,099	\$1,653	\$455	\$855	\$997	\$1,042	\$1,095	\$1,250	\$500	\$933	\$1,091	\$542	\$833	\$1,238	\$700	\$859	\$920
Polk	\$1,275	\$2,488	\$4,189	\$830	\$2,741	\$7,143	\$1,200	\$2,719	\$4,996	\$1,667	\$3,019	\$6,667	\$1,410	\$2,930	\$7,500	\$1,175	\$2,705	\$6,206
Rusk	\$833	\$1,158	\$1,890	\$600	\$1,323	\$2,304	\$833	\$1,843	\$2,551	\$667	\$2,750	\$2,750	\$447	\$1,684	\$3,464	\$500	\$1,386	\$2,133
Sawyer	\$1,200	\$1,346	\$1,500	\$1,307	\$1,679	\$2,000	\$424	\$1,207	\$1,867	\$595	\$951	\$2,200	\$531	\$1,566	\$1,995	\$1,205	\$1,282	\$1,513
Washburn	\$821	\$1,389	\$1,821	\$811	\$1,311	\$2,403	\$1,523	\$1,660	\$2,193	\$1,488	\$1,703	\$1,850	\$1,392	\$1,846	\$2,176	\$1,500	\$2,327	\$3,485
2 NC District	\$500	\$1,938	\$6,184	\$474	\$1,770	\$7,875	\$417	\$2,273	\$13,872	\$714	\$2,673	\$7,051	\$600	\$2,616	\$12,361	\$475	\$2,979	\$7,763
Ashland	\$500	\$1,234	\$1,546	\$497	\$873	\$1,250	\$1,000	\$1,192	\$1,625	\$1,000	\$1,105	\$1,811	\$625	\$919	\$1,184	\$729	\$1,228	\$1,500
Clark	\$600	\$1,872	\$6,184	\$474	\$1,648	\$5,000	\$500	\$2,651	\$5,385	\$780	\$3,062	\$5,825	\$800	\$3,204	\$7,043	\$1,256	\$3,634	\$7,763
Iron	\$754	\$754	\$754	\$500	\$500	\$500	\$853	\$853	\$853	NA	NA	NA	\$625	\$625	\$625	NA	NA	NA
Lincoln	\$1,000	\$1,889	\$2,500	\$900	\$1,472	\$2,000	\$585	\$890	\$1,577	\$1,500	\$2,071	\$2,627	\$1,588	\$1,864	\$2,500	\$1,271	\$1,354	\$1,438
Marathon	\$921	\$2,412	\$5,432	\$1,219	\$2,701	\$7,875	\$875	\$2,928	\$13,872	\$987	\$3,000	\$7,051	\$600	\$2,973	\$6,184	\$475	\$3,156	\$7,308
Oneida	\$1,655	\$1,655	\$1,655	\$755	\$1,209	\$2,381	\$417	\$1,614	\$2,026	\$1,415	\$1,415	\$1,415	\$1,222	\$1,326	\$1,625	NA	NA	NA
Price	\$700	\$1,034	\$1,351	\$563	\$802	\$1,264	\$638	\$1,054	\$1,575	\$857	\$1,039	\$1,320	\$975	\$1,139	\$1,371	\$703	\$1,106	\$1,500
Taylor	\$1,000	\$1,474	\$2,583	\$526	\$1,647	\$2,975	\$713	\$1,525	\$3,500	\$714	\$1,924	\$4,000	\$768	\$2,001	\$4,350	\$976	\$1,708	\$4,521
Vilas	NA	NA	NA	\$1,462	\$1,462	\$1,462	\$2,032	\$2,032	\$2,032	\$1,748	\$2,167	\$3,400	\$12,361	\$12,361	\$12,361	NA	NA	NA
3 NE District	\$500	\$2,525	\$5,000	\$500	\$2,666	\$8,611	\$500	\$3,011	\$7,170	\$421	\$2,770	\$7,561	\$500	\$2,807	\$7,500	\$472	\$3,205	\$13,088
Florence	NA	NA	NA	\$1,505	\$1,505	\$1,505	\$1,190	\$1,525	\$1,700	\$1,675	\$1,825	\$1,975	\$1,547	\$1,547	\$1,547	\$1,175	\$1,350	\$1,525
Forest	NA	NA	NA	\$700	\$777	\$1,191	\$923	\$1,359	\$1,696	\$1,553	\$1,612	\$1,649	\$638	\$845	\$959	\$1,538	\$1,538	\$1,538
Langlade	\$1,250	\$1,852	\$2,275	\$500	\$1,929	\$2,597	\$1,250	\$1,921	\$4,040	\$481	\$3,455	\$500	\$1,781	\$3,500	\$1,200	\$2,553	\$4,737	
Marinette	\$1,667	\$2,228	\$3,346	\$1,250	\$2,710	\$5,263	\$2,250	\$3,166	\$4,000	\$1,277	\$2,289	\$4,287	\$737	\$1,826	\$6,500	\$472	\$2,129	\$4,514
Oconto	\$500	\$2,468	\$3,827	\$1,580	\$2,915	\$4,000	\$744	\$3,639	\$7,170	\$421	\$2,916	\$4,918	\$1,000	\$3,105	\$5,130	\$875	\$4,371	\$13,088
Shawano	\$1,532	\$2,897	\$5,000	\$1,725	\$3,777	\$8,611	\$500	\$3,081	\$6,273	\$1,125	\$3,984	\$7,561	\$2,031	\$4,246	\$7,500	\$976	\$4,347	\$7,711
4 WC District	\$500	\$3,250	\$16,999	\$432	\$3,081	\$10,079	\$530	\$3,515	\$9,821	\$685	\$3,612	\$11,963	\$996	\$3,179	\$11,956	\$571	\$3,463	\$10,759
Buffalo	\$1,835	\$3,418	\$6,875	\$1,250	\$3,332	\$5,417	\$1,840	\$3,760	\$6,218	\$800	\$4,128	\$8,800	\$1,169	\$3,382	\$6,731	\$1,167	\$3,469	\$7,756
Dunn	\$570	\$3,130	\$6,125	\$794	\$2,897	\$5,000	\$1,000	\$2,785	\$5,756	\$1,874	\$2,658	\$5,277	\$1,316	\$2,879	\$7,000	\$1,125	\$3,637	\$8,063
Eau Claire	\$1,140	\$3,045	\$5,500	\$901	\$2,022	\$5,500	\$553	\$2,976	\$4,960	\$814	\$2,877	\$6,032	\$1,401	\$3,285	\$5,800	\$1,913	\$3,486	\$10,759
Jackson	\$652	\$2,547	\$4,030	\$432	\$2,574	\$6,250	\$1,216	\$2,686	\$4,717	\$685	\$2,510	\$4,024	\$1,229	\$2,776	\$7,500	\$571	\$2,573	\$7,568
La Crosse	\$1,852	\$2,802	\$5,000	\$1,000	\$4,266	\$10,079	\$530	\$4,218	\$9,821	\$3,250	\$4,116	\$6,345	\$1,592	\$3,855	\$11,429	\$2,997	\$4,455	\$6,964
Monroe	\$500	\$2,939	\$4,965	\$573	\$2,402	\$5,069	\$625	\$2,729	\$5,056	\$1,007	\$3,030	\$11,963	\$1,216	\$2,966	\$11,956	\$1,000	\$2,644	\$5,359
Pepin	\$2,400	\$3,522	\$4,440	\$1,200	\$3,058	\$5,800	\$2,000	\$4,147	\$5,660	\$988	\$3,022	\$4,706	\$1,500	\$3,507	\$5,650	\$1,563	\$2,926	\$4,250
Pierce	\$1,829	\$3,740	\$5,800	\$1,700	\$3,614	\$9,000	\$750	\$3,844	\$8,253	\$1,115	\$4,463	\$10,000	\$2,214	\$3,904	\$6,200	\$1,763	\$3,213	\$5,000
St. Croix	\$1,300	\$4,092	\$16,999	\$649	\$3,889	\$9,512	\$1,596	\$4,235	\$8,562	\$2,125	\$4,007	\$11,730	\$996	\$3,377	\$6,204	\$1,575	\$4,409	\$9,250
Trempealeau	\$888	\$2,811	\$5,742	\$1,732	\$2,997	\$5,203	\$1,394	\$3,405	\$9,000	\$2,187	\$4,391	\$10,270	\$1,065	\$2,777	\$7,718	\$626	\$3,209	\$7,164
5 C District	\$445	\$2,566	\$9,735	\$800	\$2,963	\$14,688	\$571	\$2,832	\$9,180	\$613	\$3,065	\$6,000	\$690	\$3,297	\$9,933	\$597	\$3,119	\$9,898
Adams	\$1,750	\$2,775	\$5,001	\$1,963	\$2,908	\$4,838	\$1,194	\$2,644	\$4,392	\$645	\$3,767	\$6,000	\$1,700	\$4,099	\$5,567	\$1,837	\$3,289	\$3,795
Green Lake	\$700	\$3,103	\$5,331	\$1,291	\$4,906	\$8,504	\$2,439	\$6,123	\$9,180	\$893	\$2,443	\$5,571	\$2,000	\$5,094	\$9,933	\$1,850	\$5,620	\$7,096
Juneau	\$999	\$2,190	\$3,205	\$903	\$1,698	\$3,742	\$900	\$2,348	\$4,068	\$1,388	\$2,660	\$4,742	\$1,039	\$3,114	\$4,950	\$1,366	\$2,572	\$4,315
Portage	\$1,500	\$2,412	\$4,857	\$1,006	\$3,890	\$14,688	\$1,561	\$2,619	\$4,273	\$613	\$3,292	\$4,836	\$690	\$2,646	\$4,500	\$1,200	\$3,220	\$6,203
Waupaca	\$668	\$2,507	\$3,700	\$800	\$3,735	\$6,114	\$571	\$3,441	\$5,924	\$1,495	\$3,306	\$5,584	\$811	\$3,325	\$5,474	\$1,605	\$3,850	\$9,898
Waushara	\$445	\$2,484	\$6,075	\$1,308	\$3,040	\$4,445	\$1,000	\$2,865	\$3,947	\$1,359	\$2,771	\$4,697	\$1,000	\$2,535	\$5,754	\$597	\$2,344	\$4,371
Wood	\$533	\$2,809	\$9,735	\$899	\$2,433	\$1,727	\$2,629	\$5,233	\$1,667	\$2,741	\$3,231	\$1,200	\$2,765	\$4,100	\$952	\$2,170	\$4,500	
6 EC District	\$637	\$4,541	\$11,299	\$620	\$5,115	\$13,846	\$820	\$5,181	\$17,130	\$495	\$5,708	\$12,889	\$408	\$6,658	\$17,190	\$1,000	\$6,279	\$12,659
Brown	\$3,848	\$5,672	\$8,543	\$1,538	\$6,645	\$12,189	\$820	\$7,472	\$17,130	\$2,500	\$7,601	\$12,191	\$3,333	\$10,222	\$16,919	\$7,000	\$8,884	\$12,139
Calumet	\$2,000	\$5,710	\$7,937	\$3,038	\$6,508	\$8,250	\$3,947	\$6,617	\$10,786	\$2,744	\$7,835	\$11,840	\$5,002	\$8,719	\$12,531	\$8,485	\$9,715	\$11,033
Door	\$1,167	\$3,326	\$4,500	\$2,034	\$3,361	\$5,064	\$4,057	\$5,000	\$10,000	\$3,234	\$7,000	\$2,090	\$3,883	\$6,430	\$1,628	\$3,293	\$7,382	
Fond du Lac	\$1,295	\$4,481	\$8,000	\$1,240	\$5,290	\$8,500	\$900	\$4,822	\$9,376	\$2,246	\$5,796	\$11,534	\$911	\$5,887	\$9,945	\$3,359	\$6,891	\$10,065
Kewaunee	\$3,227	\$4,251	\$5,508	\$1,429	\$4,153	\$6,857	\$2,000	\$3,875	\$5,592	\$3,730	\$5,563	\$7,075	\$1,505	\$4,981	\$8,029	\$4,721	\$5,945	\$7,070
Manitowish	\$2,337	\$4,648	\$6,946	\$2,388	\$5,191	\$7,573	\$994	\$4,767	\$9,768	\$2,324	\$5,461	\$8,446	\$441	\$7,677	\$13,948	\$1,099	\$7,362	\$11,077
Marquette	\$1,050	\$2,483	\$3,385	\$1,375	\$2,523	\$3,243	\$2,197	\$3,003	\$4,413	\$863	\$2,598	\$4,500	\$408	\$3,039	\$5,000	\$1,409	\$2,241	\$3,343
Outagamie	\$1,000	\$4,138	\$9,966	\$620	\$5,389	\$13,434	\$2,237	\$7,044	\$10,474	\$2,539	\$7,547	\$12,889	\$3,625	\$8,088	\$17,190	\$3,238	\$7,115	\$12,659
Sheboygan	\$3,267	\$5,984	\$11,299	\$2,125	\$5,123	\$13,846	\$1,857	\$4,879	\$16,271	\$1,024	\$5,410	\$7,799	\$2,976	\$5,543	\$15,239	\$1,235	\$5,139	\$10,551
Winnebago	\$637	\$4,431	\$6,585	\$1,125	\$3,338	\$5,584	\$994	\$3,776	\$7,468	\$495	\$3,352	\$6,574	\$3,989	\$6,267	\$16,393	\$1,000	\$5,221	\$8,333
7 SW District	\$773	\$3,231	\$16,631	\$406	\$3,891	\$14,979	\$686	\$3,584	\$11,050	\$407	\$3,833	\$11,738	\$1,081	\$3,504	\$10,900	\$808	\$3,803	\$15,378
Crawford	\$1,300	\$2,023	\$3,026	\$1,200	\$2,519	\$6,382	\$1,175	\$2,303	\$3,140									