

Kansas

Agricultural Land Values and Trends 2020

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Agricultural Economics



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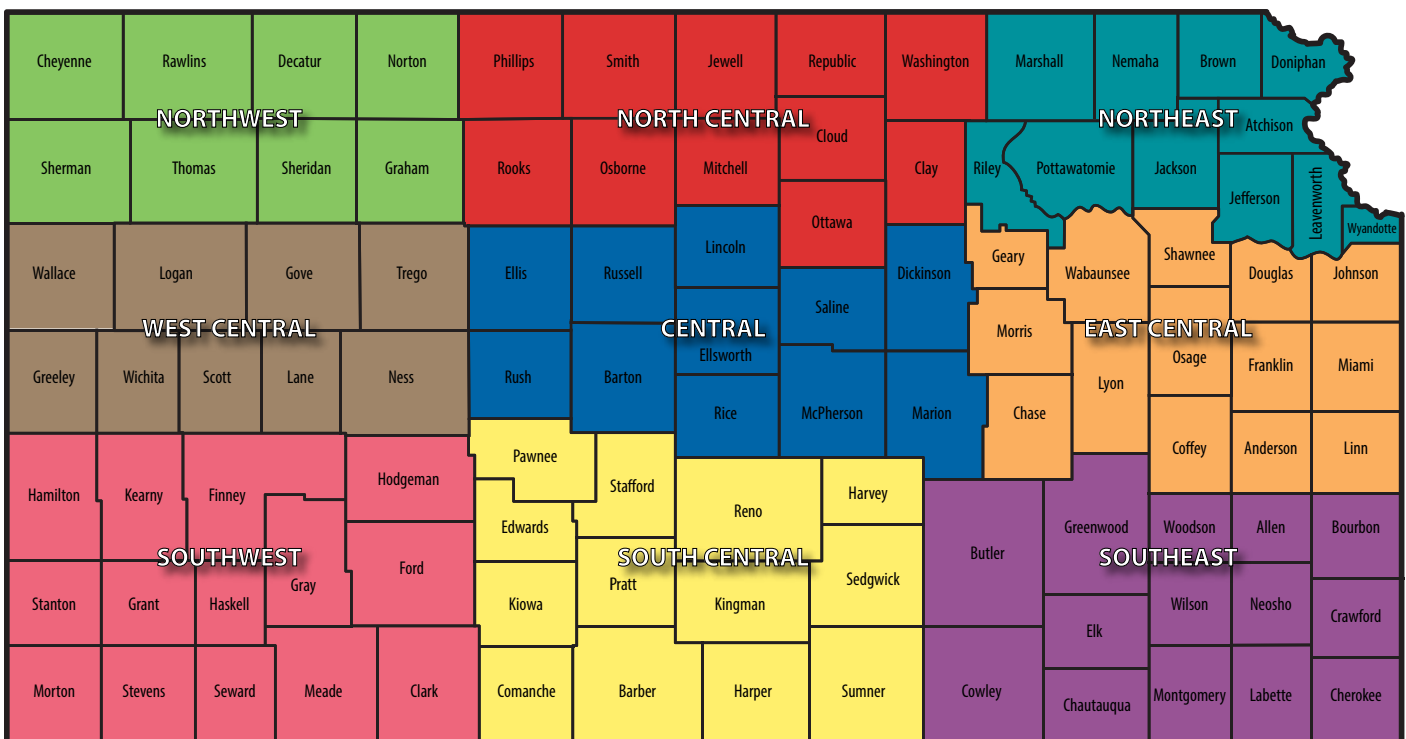
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- Pasture, rangeland and cattle herds
- Oil and gas leases
- Wildlife management
- Government farm programs

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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.

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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 KSFMRA members and K-State Research and Extension offices.

Disclosure

Data in this publication includes parcels sold in Kansas from 2015-2020. 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 in land price. 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 at least 70% of the parcel acres fitting into that category. An economic procedure is used to compute average value per acre based on the listed price per acre and the parcel's percentage composition of irrigated cropland, non-irrigated cropland, and pasture/hay ground.

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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The American Society of Farm Managers and Rural Appraisers® (ASFMRA®) is the largest professional association for rural property land experts, boasting more than 2,100 members in 31 chapters throughout the United States. More than 40% of ASFMRA's members hold a designation as an Accredited Farm Manager (AFM), Accredited Rural Appraiser (ARA), Real Property Review Appraiser (RPRA) or Accredited Agricultural Consultant (ACC).

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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2020: A Year in Review

Welcome to the third 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 year 2020 will go down in the books as the largest modern-day worldwide pandemic. With regards to agriculture, 2020 will be recorded as a year of disrupted marketing chains, large government emergency payments and an unanticipated but very welcome run-up in commodity prices. Figure 1 shows reported cash price sales in Salina, KS from 2018 to the beginning of 2021. Soybeans and corn saw decreases in cash price as the pandemic unfolded in March, but by August all prices started to rally and ended the year at levels not seen in 6 years. Wheat prices remained more resilient as bread shortages in grocery stores occurred and the country underwent a change to more at-home dining. Strong export markets (mainly demand from China) has driven the recent run-up in commodity prices and forecasts indicate a favorable year ahead for crop sales. From the low in 2020, current prices have increased by \$1.81 in wheat, \$2.14 in corn, \$3.64 in grain sorghum and \$5.41 in soybeans.

Net Farm Income, as measured by the Kansas Farm Management Association, saw an increase in 2019 from historically low levels and is expected to be even higher in 2020 (will be released in June 2021). Most of this increase however is due to government payments. Marketing Facilitation Payments (MFP), because of the trade war with China, were received in 2018 and 2019 and Coronavirus Food Assistance Program Payments (CFAP), because of the pandemic, were received in 2020. Figure 2 shows historical Net Farm Income levels in Kansas and the amount that was supported by government payments. The 2019 Net Farm Income average was \$110,380 per operator but of that 72% was made up of government payments. Net Farm Income in 2020 will likely be higher but also will have a large portion due to government payments. If strong commodity prices persist into 2021, Net Farm Income in Kansas is expected to once again increase but have little to no government payments making up that amount.

What does this mean for land values? Strengthening commodity prices, low interest rates and large amounts of government payments supporting Net Farm Income in recent years will no doubt translate into strengthening land values in 2021. Despite a downturn in the farm economy over the last 5 years, land values have remained resilient. Figure 3 shows Kansas land values (as reported by National Ag. Statistics Service) going back to 1950. While a pullback in values since 2014 is seen statewide, one can argue the steep growth curve that occurred prior may have over-inflated land values. Continuing on a near 5% annual growth curve would bring land values back to a historically “normal” growth rate.

As always, local land markets will react to different levels based on the ability of farmers to bid on land. Some of the differences in the reaction of land values across the state 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. Please explore this book to see local land market trends in your district and county in 2020.

Sincerely,

Robin Reid

*Kansas State University
Department of Agricultural Economics
Extension Associate*

Dr. Allen Featherstone

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

Figure 1. Salina, KS Monthly Cash Commodity Prices

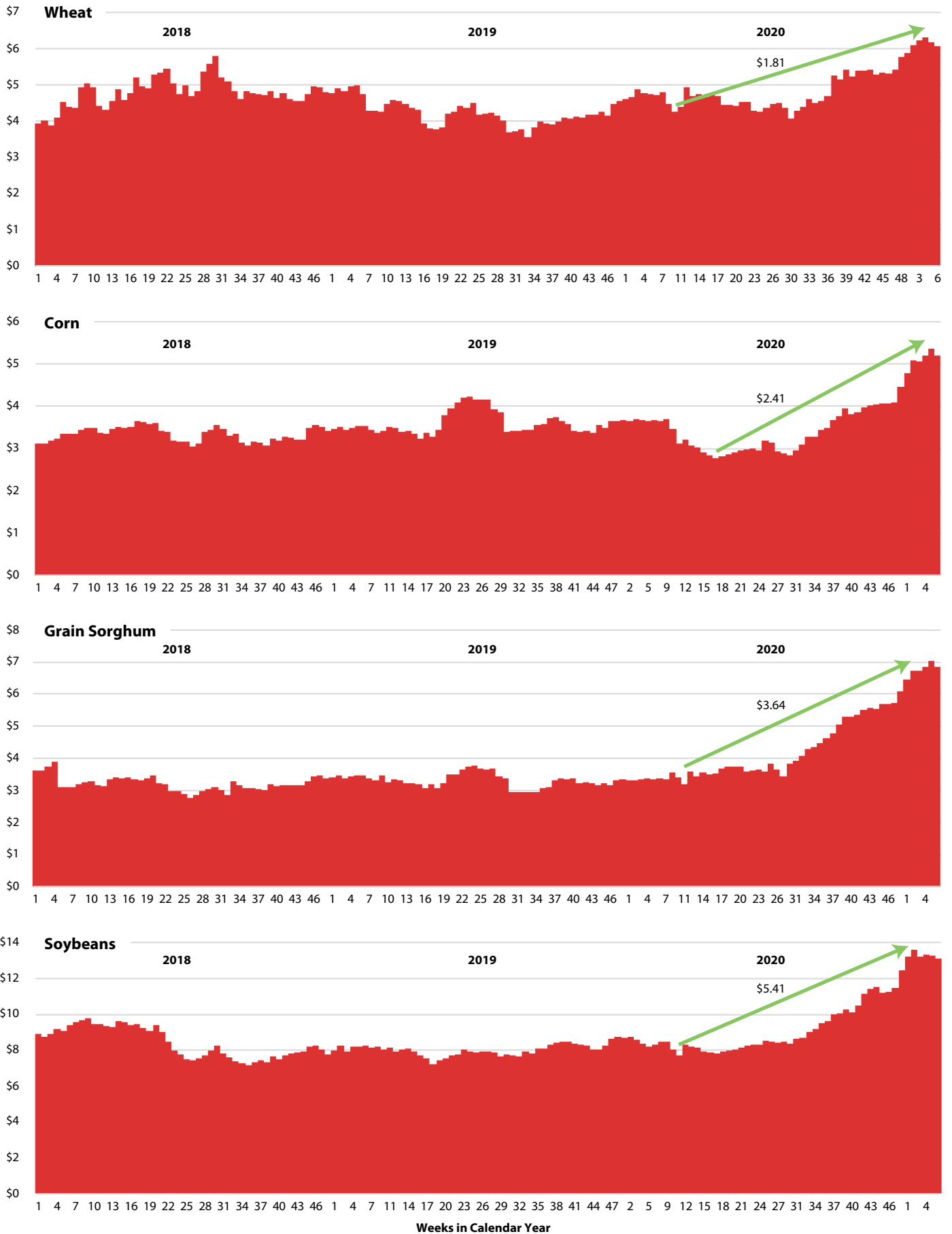


Figure 2. Net Farm Income Per Operator (all KFMA farms)

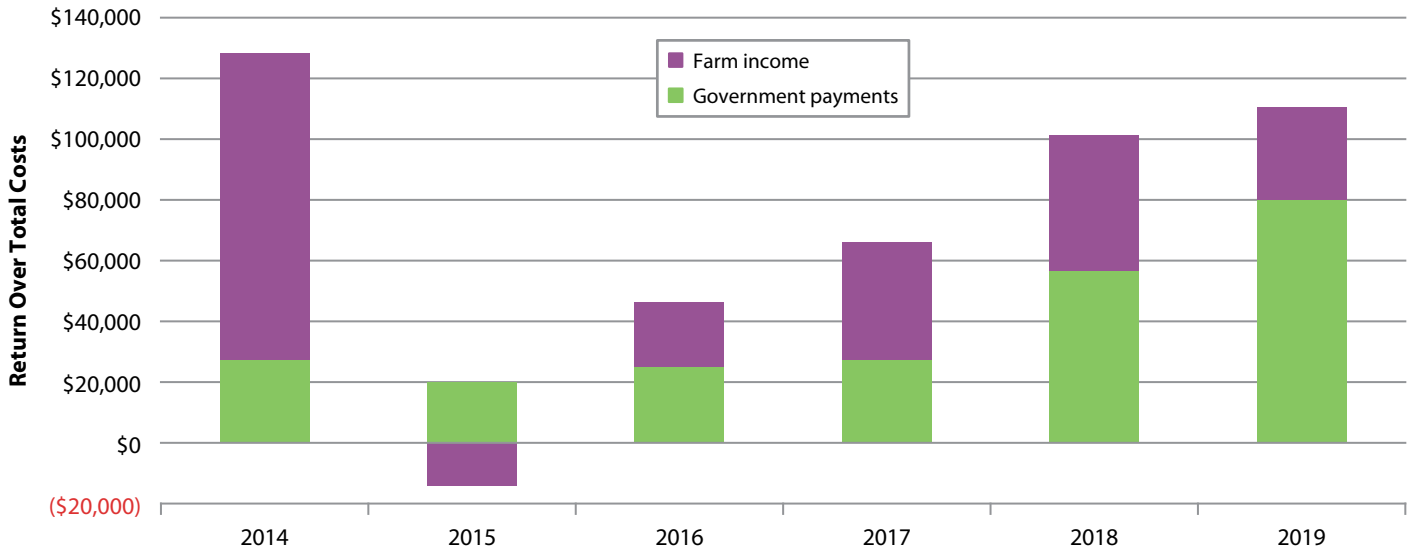
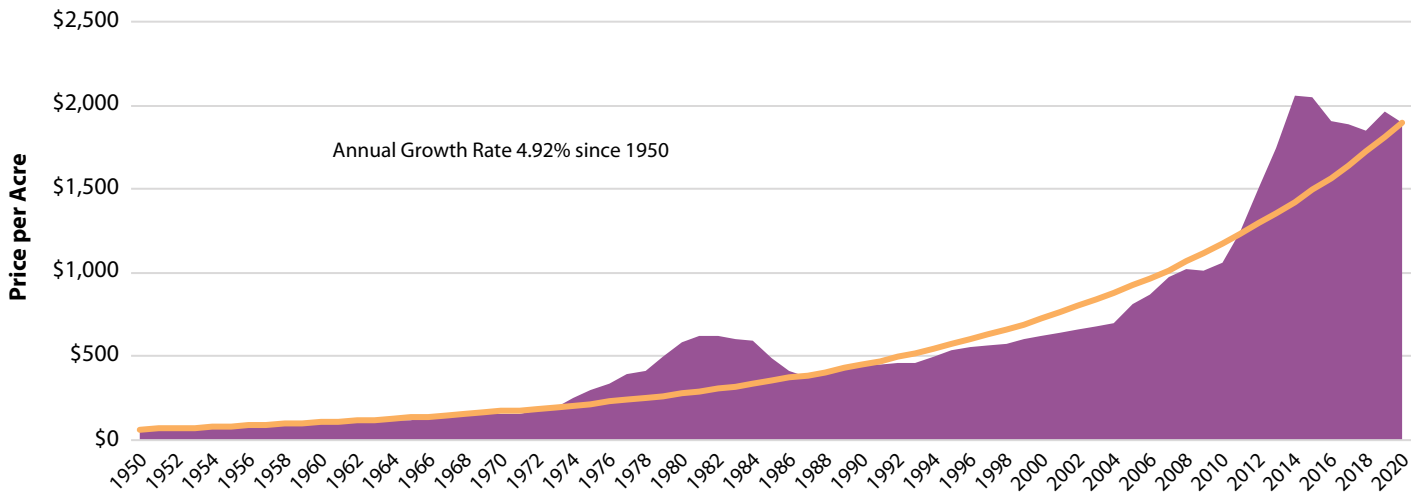


Figure 3: NASS reported Kansas Land Value



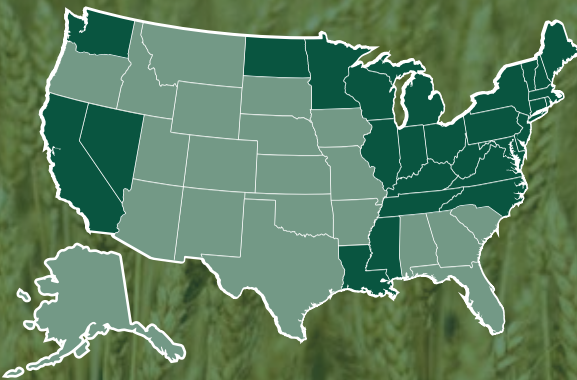
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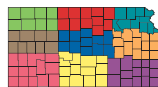
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2020 State Agriculture Overview

Farms Operations†

Farm Operations - Area Operated, Measured in Acres / Operation	784
Farm Operations - Number of Operations	58,300
Farm Operations - Acres Operated	45,700,000

Livestock Inventory †

Cattle, Cows, Beef - Inventory (First of Jan. 2021)	1,477,000
Cattle, Cows, Milk - Inventory (First of Jan. 2021)	173,000
Cattle, Incl Calves - Inventory (First of Jan. 2021)	6,500,000
Cattle, On Feed - Inventory (First of Jan. 2021)	2,660,000
Goats, Meat & Other - Inventory (First of Jan. 2021)	40,000
Goats, Milk - Inventory (First of Jan. 2021)	4,000
Sheep, Incl Lambs - Inventory (First of Jan. 2021)	70,000
Hogs - Inventory (First of Dec. 2020)	2,040,000

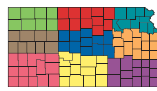
Milk Production †

Milk - Production, Measured in Lb / Head	23,694
Milk - Production, Measured in Lb	4,028,000,000

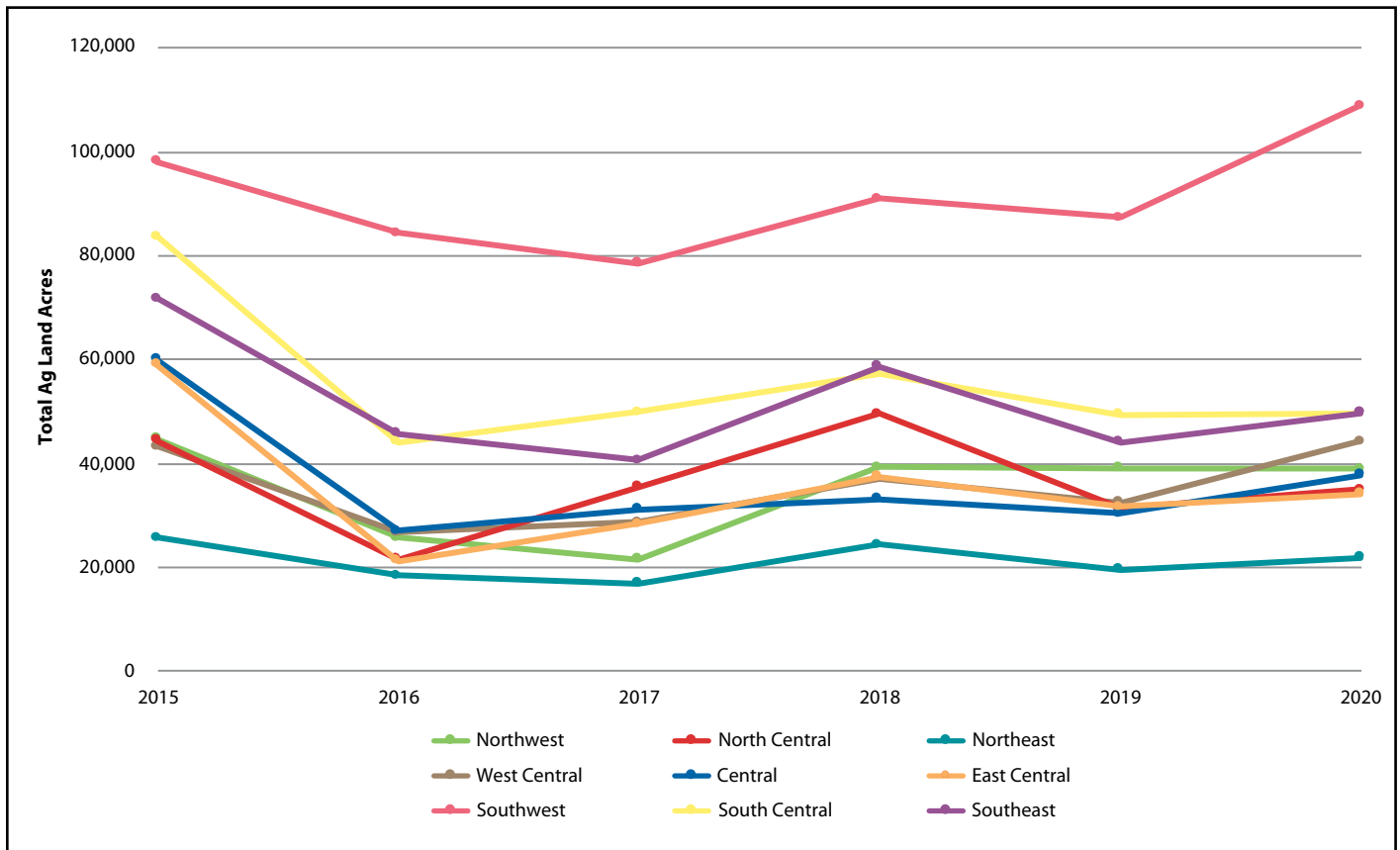
† Survey Data from Quick Stats as of: Mar/10/2021

Crops - Planted, Harvested, Yield, Production, Price (MYA), Value of Production †

Commodity	Planted All Purpose Acres	Harvested Acres	Yield	Production	Price per Unit	Value of Production in Dollars
Corn, Grain		5,720,000	134 bu/a	766,480,000 bu	4.3 \$/bu	3,295,864,000
Corn, Silage		250,000	19.5 tons/a	4,875,000 tons		
Corn	6,100,000					
Soybeans	4,750,000	4,700,000	40.5 bu/a	190,350,000 bu	10.9 \$/bu	2,074,815,000
Wheat, Winter	6,600,000	6,250,000	45 bu/a	281,250,000 bu	4.5 \$/bu	1,265,625,000
Sorghum, Grain		2,800,000	85 bu/a	238,000,000 bu	8.6 \$/cwt	1,146,208,000
Sorghum, Silage		60,000	15 tons/a	900,000 tons		
Sorghum	3,000,000					
Hay		2,590,000	2.28 tons/a	5,893,000 tons	127 \$/ton	647,848,000
Hay, (Excl Alfalfa)		2,050,000	1.9 tons/a	3,895,000 tons	94 \$/ton	366,130,000
Hay, Alfalfa		540,000	3.7 tons/a	1,998,000 tons	141 \$/ton	281,718,000
Cotton, Upland	195,000	186,000	826 lb/a	320,000 480 lb bales	0.538 \$/lb	82,637,000
Sunflower	73,000	70,000	1,465 lb/a	102,540,000 lb	21.8 \$/cwt	21,513,000
Oats	140,000	16,000	52 bu/a	832,000 bu	2.95 \$/bu	2,454,000
Barley	16,000	6,000	51 bu/a	306,000 bu	2.85 \$/bu	872,000

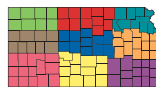


Trends in Annual Acres Sold – By Region

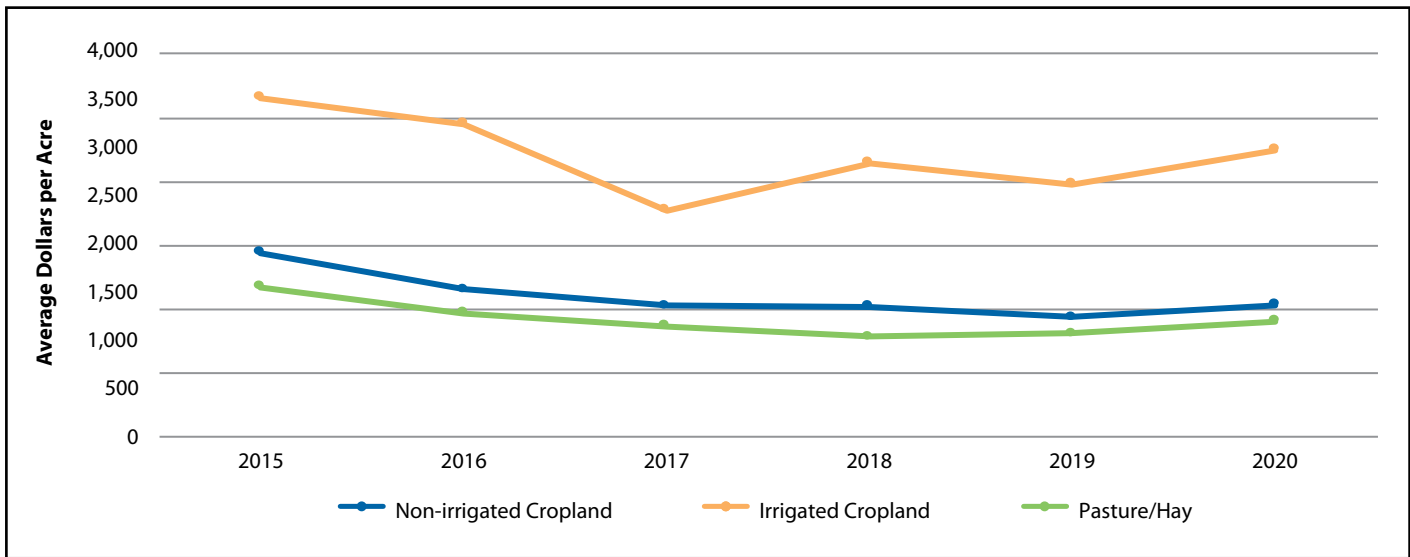


Region	Total Ag Land Acres Sold						% Change in 2020 Acreage Sales from 2015-2019 Average
	2015	2016	2017	2018	2019	2020	
Northwest	44,720	25,754	21,626	39,235	39,081	39,034	14.5%
West Central	43,250	26,685	28,613	37,207	32,436	44,237	31.5%
Southwest	98,163	84,460	78,566	91,031	87,427	108,868	23.8%
North Central	44,457	21,630	35,447	49,634	31,346	35,053	-4.0%
Central	60,087	27,005	31,107	33,172	30,391	37,882	4.2%
South Central	83,794	44,185	49,935	57,182	49,478	49,798	-12.5%
Northeast	25,667	18,374	16,960	24,418	19,592	21,871	4.1%
East Central	59,095	21,246	28,398	37,487	31,739	34,160	-4.0%
Southeast	71,852	45,726	40,703	58,768	44,139	49,675	-4.9%
State	531,086	315,064	331,355	428,135	365,629	420,578	6.7%

The number of agricultural land acres in Kansas sold on an annual basis had dramatically decreased from the volume seen in 2015, coinciding with the pullback in the farm economy, but saw a slight uptick in 2020. On the state level, agricultural land sales totaled 420,578 acres in 2020, which is 6.7% greater than the 2015-2019 average and 15% greater than the 2019 value. Land sales volume varies by region, but the main contributor by far to the state sales volume is the Southwest region. While the Northeast region tends to have the highest prices per acre, it is the smallest in sales volume.



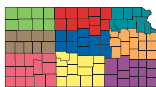
Trends in Average Land Value – By Type



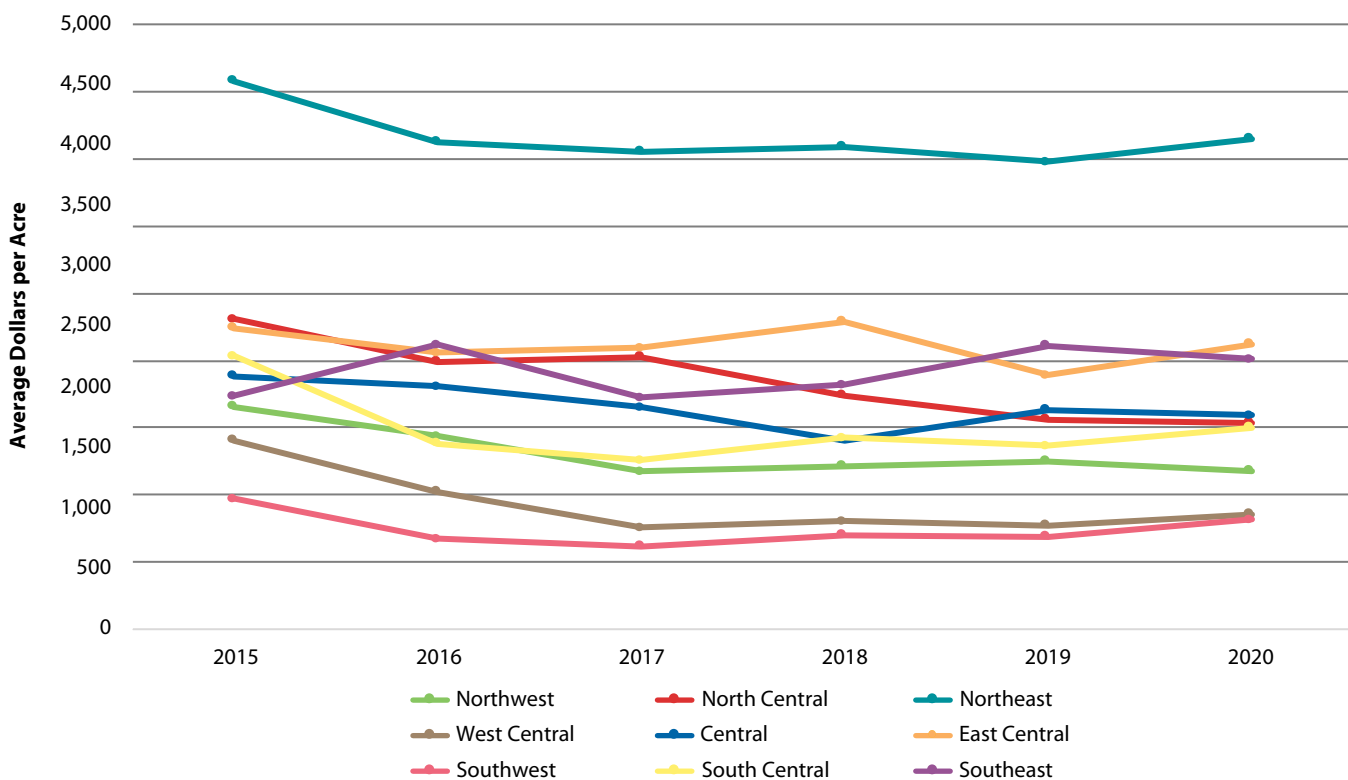
Type	Average Dollars per Acre						% Change in 2020 Dollars per Acre from 2015-2019 Average
	2015	2016	2017	2018	2019	2020	
Non-Irrigated Cropland	2,440	2,155	2,027	2,021	1,935	2,032	-3.9%
Irrigated Cropland	3,657	3,451	2,773	3,143	2,979	3,247	1.5%
Pasture/Hay Ground	2,173	1,967	1,865	1,783	1,809	1,906	-0.7%

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. Evaluating the trend of these values over time however does reveal insightful information.

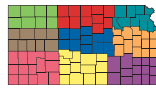
Non-irrigated cropland, which makes up the majority of agricultural land in the state, had been holding steady for the last four years after coming off the peak in 2015, with the exception of a small drop in 2019. Compared to the 5-year average, the value of non-irrigated cropland has decreased 3.9%. 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 lower but highly variable values ever since. Agricultural land for pasture and grass hay peaked in 2015 at \$2,173 per acre and then saw a pullback in value the following year. Pasture/Hay Ground has been holding steady ever since and in 2020 was only 0.7% different 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.



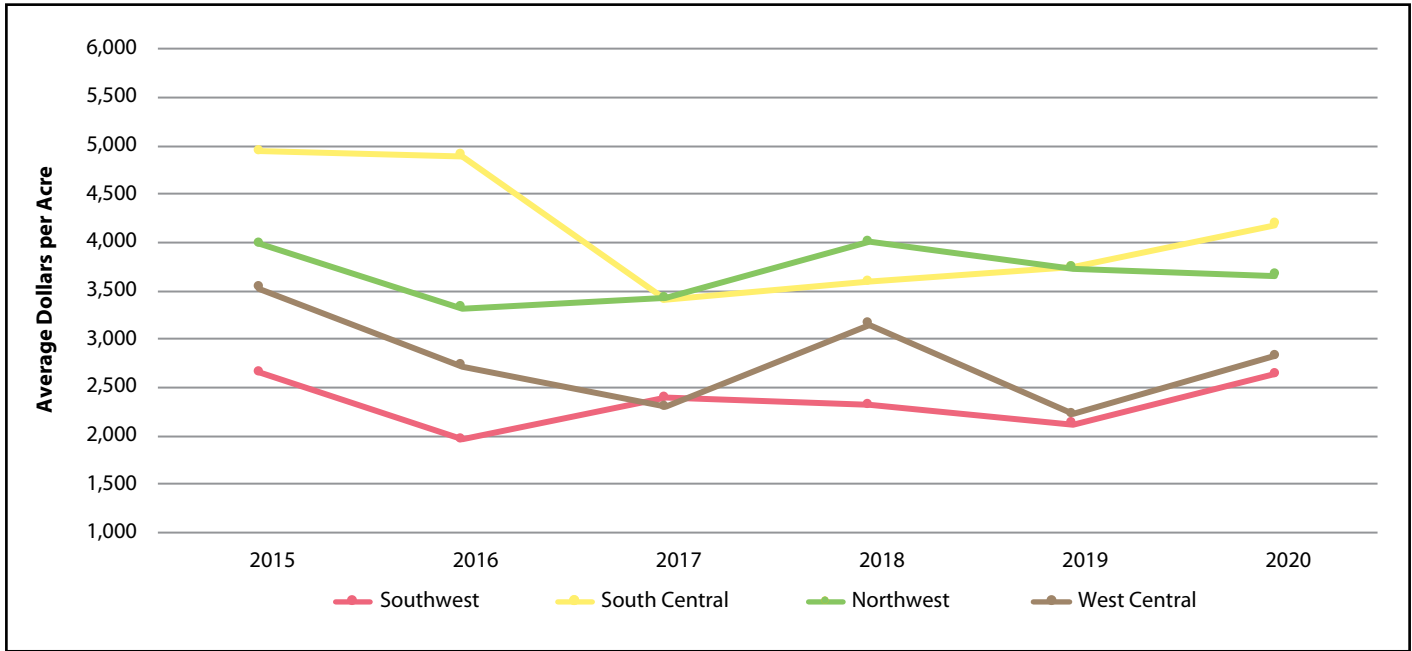
Trends in Non-irrigated Land Value – By Region



Region	Average Dollars per Acre						% Change in 2020 Dollars per Acre from 2015-2019 Average
	2015	2016	2017	2018	2019	2020	
Northwest	2,157	1,937	1,673	1,717	1,751	1,682	-8.9%
West Central	1,909	1,523	1,254	1,301	1,276	1,357	-6.6%
Southwest	1,471	1,170	1,116	1,201	1,188	1,314	6.9%
North Central	2,806	2,490	2,530	2,239	2,060	2,037	-16.0%
Central	2,385	2,305	2,151	1,905	2,136	2,091	-3.9%
South Central	2,535	1,883	1,760	1,928	1,865	2,002	0.4%
Northeast	4,581	4,130	4,060	4,096	3,978	4,154	-0.4%
East Central	2,745	2,559	2,591	2,791	2,393	2,623	0.3%
Southeast	2,233	2,615	2,223	2,316	2,614	2,513	4.7%



Trends in Irrigated Land Value – By Region

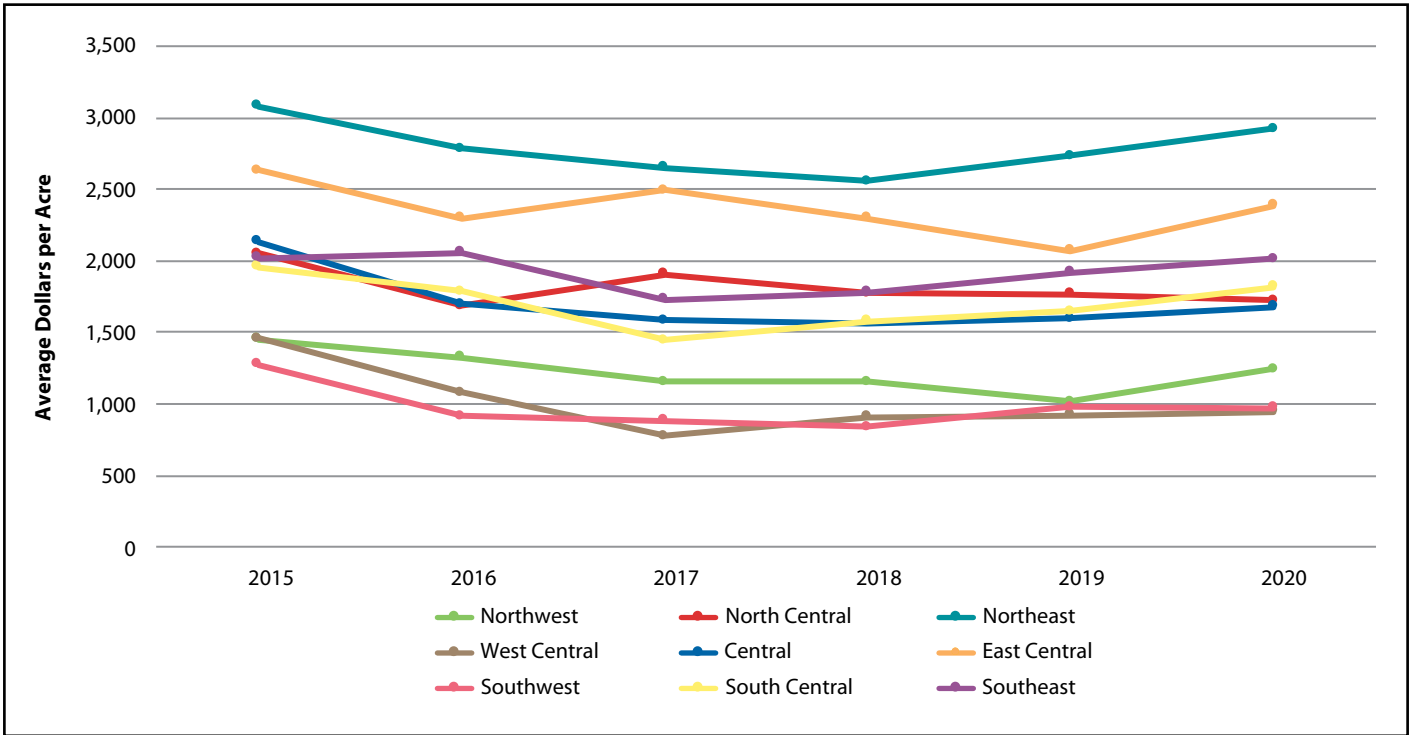


Region	Average Dollars per Acre						% Change in 2020 Dollars per Acre from 2015-2019 Average
	2015	2016	2017	2018	2019	2020	
Northwest	3,989	3,321	3,422	4,000	3,728	3,660	-0.9%
South Central	4,940	4,897	3,402	3,592	3,738	4,182	1.7%
Southwest	2,653	1,956	2,394	2,316	2,116	2,634	15.2%
West Central	3,526	2,716	2,294	3,151	2,225	2,819	1.3%

*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	Average Dollars per Acre						% Change in 2020 Dollars per Acre 2015-2019 Average
	2015	2016	2017	2018	2019	2020	
Northwest	1,455	1,327	1,159	1,159	1,018	1,247	1.9%
West Central	1,459	1,078	778	909	922	951	-7.6%
Southwest	1,275	917	888	843	978	974	-0.6%
North Central	2,052	1,684	1,908	1,777	1,771	1,726	-6.1%
Central	2,136	1,698	1,588	1,566	1,600	1,681	-2.1%
South Central	1,957	1,790	1,446	1,580	1,646	1,819	8.1%
Northeast	3,077	2,785	2,648	2,554	2,730	2,921	5.9%
East Central	2,630	2,299	2,494	2,295	2,073	2,387	1.2%
Southeast	2,021	2,060	1,732	1,782	1,918	2,011	5.7%



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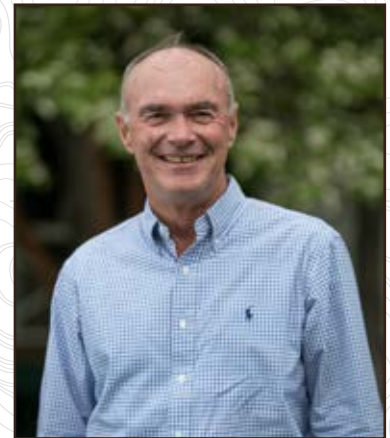
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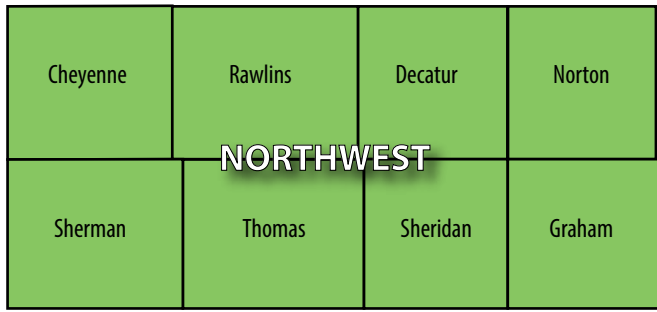
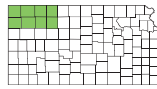
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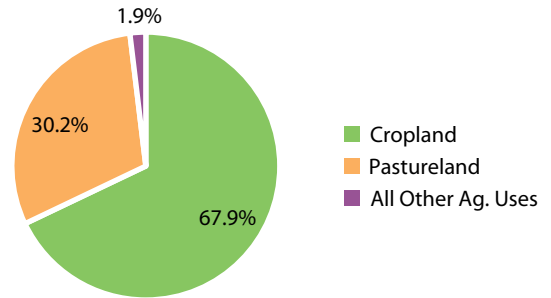


NORTHWEST

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.

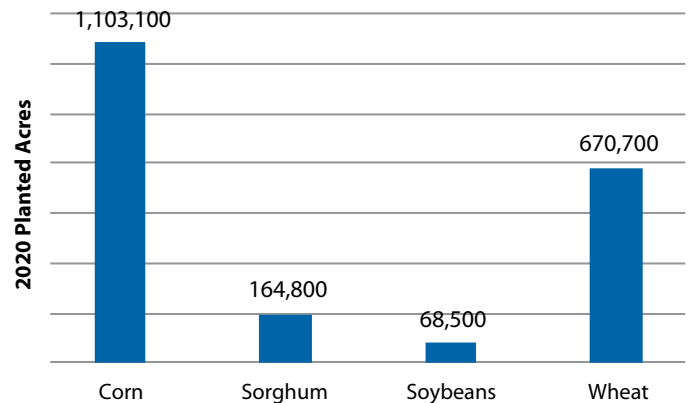
Main cash crops in this region include corn, wheat, sorghum, and to a lesser extent, soybeans. Main livestock enterprises in this region include beef cattle and swine. Norton County ranks among the top 7 hog and pig producing counties in Kansas.

Farmland 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 2020 compiled from Quick Stats



2020 Northwest Kansas Cropland Data Layer

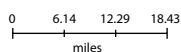
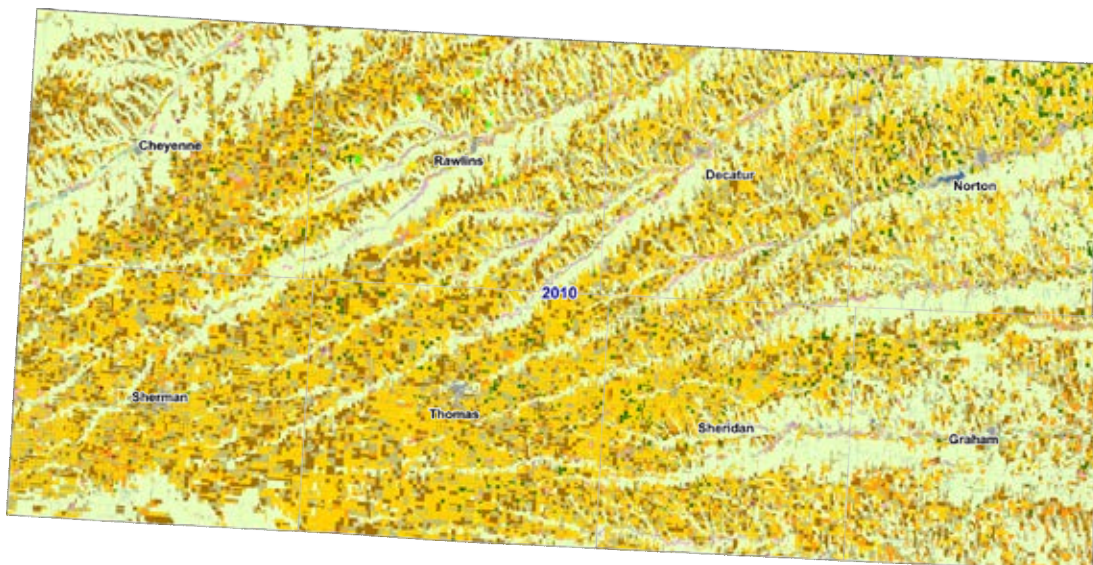
Land Cover Categories
(by decreasing acreage)

AGRICULTURE*

- Grass/Pasture
- Corn
- Winter Wheat
- Fallow/Idle Cropland
- Sorghum
- Soybeans
- Alfalfa
- Sunflowers
- Triticale
- Oats
- Spring Wheat
- Peas
- Obl Crop WinWht/Sorghum
- Dry Beans
- Obl Crop WinWht/Corn
- Other Hay/Non Alfalfa

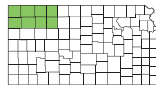
NON-AGRICULTURE**

- Developed/Open Space
- Woody Wetlands
- Developed/Low Intensity
- Herbaceous Wetlands
- Open Water
- Developed/Medium Intensity



Produced by CropScape - <http://nassgeodata.gmu.edu/CropScape>

* Top 16 agriculture categories / ** Top 6 non-agriculture categories listed



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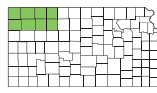
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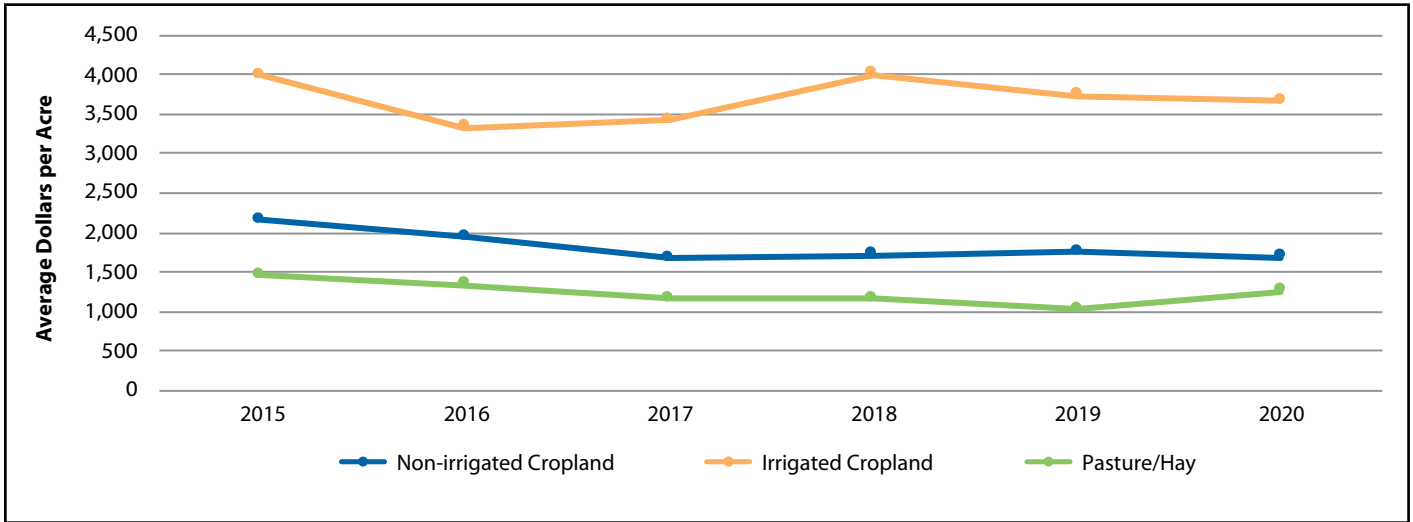
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Trend in Average Land Value – By Type



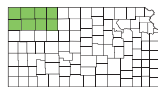
Type	Average Dollars per Acre						% Change in 2020 Dollars per Acre from 2015-2019
	2015	2016	2017	2018	2019	2020	
Non-irrigated Cropland	2,157	1,937	1,673	1,717	1,751	1,682	-8.9%
Irrigated Cropland	3,989	3,321	3,422	4,000	3,728	3,660	-0.9%
Pasture/Hay	1,455	1,327	1,159	1,159	1,018	1,247	1.9%

The Northwest region experienced significant declines in non-irrigated cropland values in 2015 and 2016 but has held fairly steady the last four years. In contrast, irrigated cropland has remained fairly flat throughout this time period with slight year to year fluctuations. Pasture and hay ground has been on a steady decline since 2015 but saw a recovery in 2020.

As a region, the Northwest had 39,034 agricultural land acres sell in 2020, which is up slightly compared to the average from 2015-2019. Cheyenne and Norton counties had the most sale acres in 2020 whereas Thomas County had very few. Non-irrigated cropland acres made up the majority of agricultural acres sold at 23,800 acres in 2020.

Although irrigation is very prevalent in this area, only 3,137 acres of irrigated ground was sold. Native pasture/hay acres of 12,097 were also sold in 2020.

A large variation in value exists at the county-level as sales are influenced by local demand. Sheridan and Sherman counties had some of the highest non-irrigated cropland prices, with Graham County significantly lower in value in 2020 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 but averaged \$1,247 per acre for the Northwest region.



2020 Land Sale Information – By County

County	# of Land Tracts Sold (2020)	Total Acres Sold (2020)	Average Annual Acres Sold (2015-2019)	% Change in 2020 Acreage Sales from 2015-2019 Average
Cheyenne	48	8,299	3,257	154.8%
Decatur	17	4,951	4,406	12.4%
Graham	19	3,235	3,626	-10.8%
Norton	46	7,605	4,756	59.9%
Rawlins	19	3,298	4,833	-31.8%
Sheridan	26	5,162	3,763	37.2%
Sherman	27	5,928	5,487	8.0%
Thomas	3	557	3,957	-85.9%
Total	205	39,034	34,083	14.5%

County	Dryland Crop Acres Sold (2020)	Irrigated Crop Acres Sold (2020)	Pasture/Native Hay Acres Sold (2020)	Tamegrass Acres Sold (2020)	Total Acres Sold (2020)
Cheyenne	5,377	763	2,159	0	8,299
Decatur	3,088	0	1,863	0	4,951
Graham	1,638	0	1,597	0	3,235
Norton	4,182	0	3,424	0	7,605
Rawlins	1,978	144	1,176	0	3,298
Sheridan	2,914	1,209	1,039	0	5,162
Sherman	4,192	896	840	0	5,928
Thomas	432	125	0	0	557
Total	23,800	3,137	12,097	0	39,034

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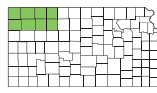
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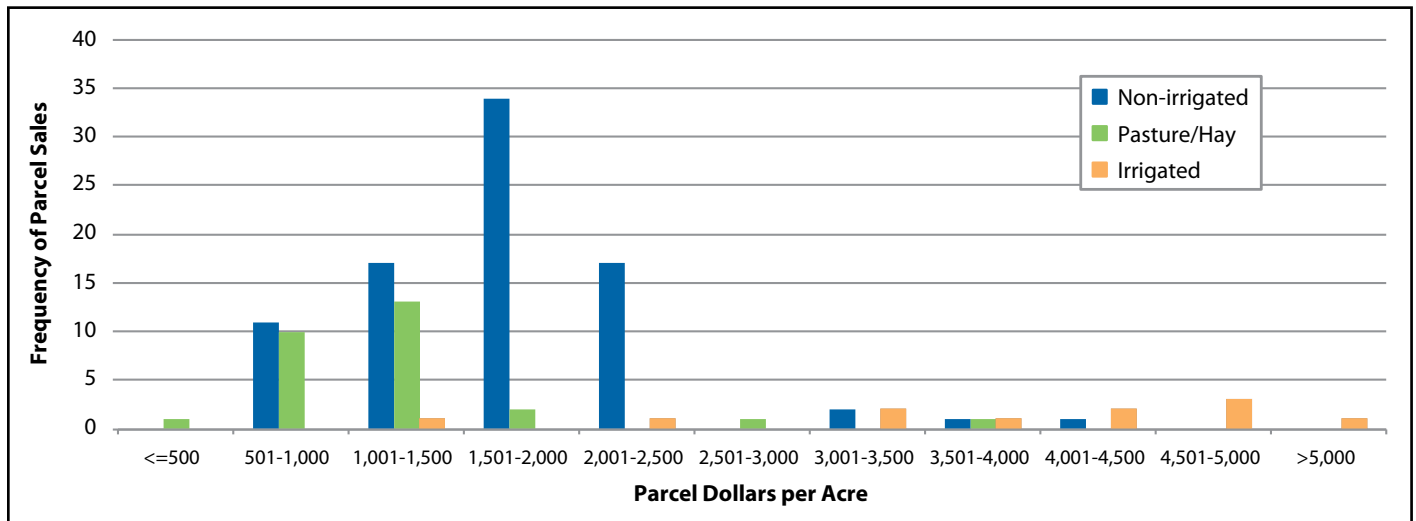
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2020 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Cheyenne	1,706	788	3,100
Decatur	1,380	1,279	2,263
Graham	990	691	1,297
Norton	1,628	812	3,690
Rawlins	1,527	719	2,093
Sheridan	2,207	1,745	2,372
Sherman	1,934	999	4,036
Total	1,682	691	4,036

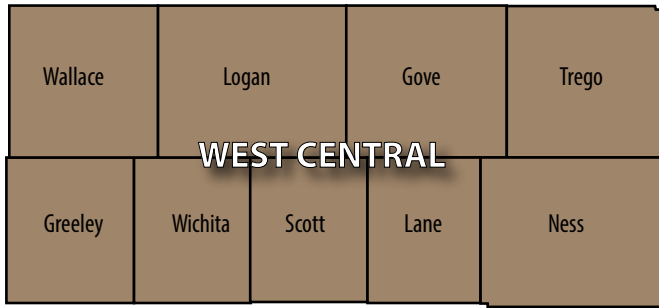
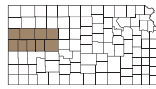
Pasture/Hay Ground

County	Average	Minimum	Maximum
Cheyenne	1,193	652	2,562
Graham	995	368	1,902
Norton	1,291	1,058	1,600
Total	1,247	368	3,779

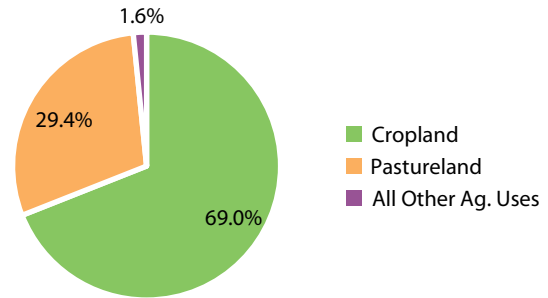
Irrigated Cropland

County	Average	Minimum	Maximum
Cheyenne	3,119	1,432	4,606
Sheridan	3,934	2,208	4,745
Sherman	3,604	3,060	5,895
Total	3,660	1,432	5,895

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2020. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.



Farmland Uses

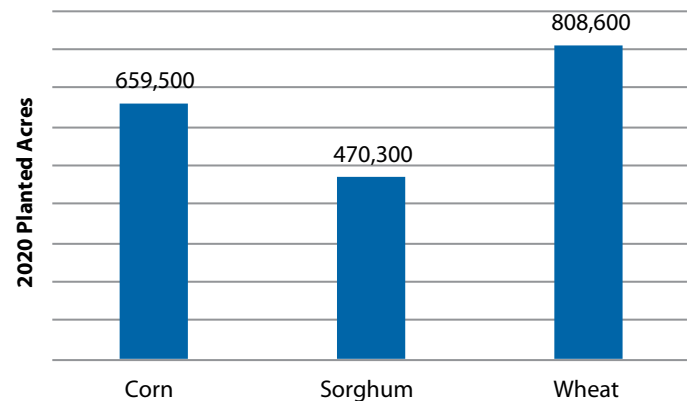


Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

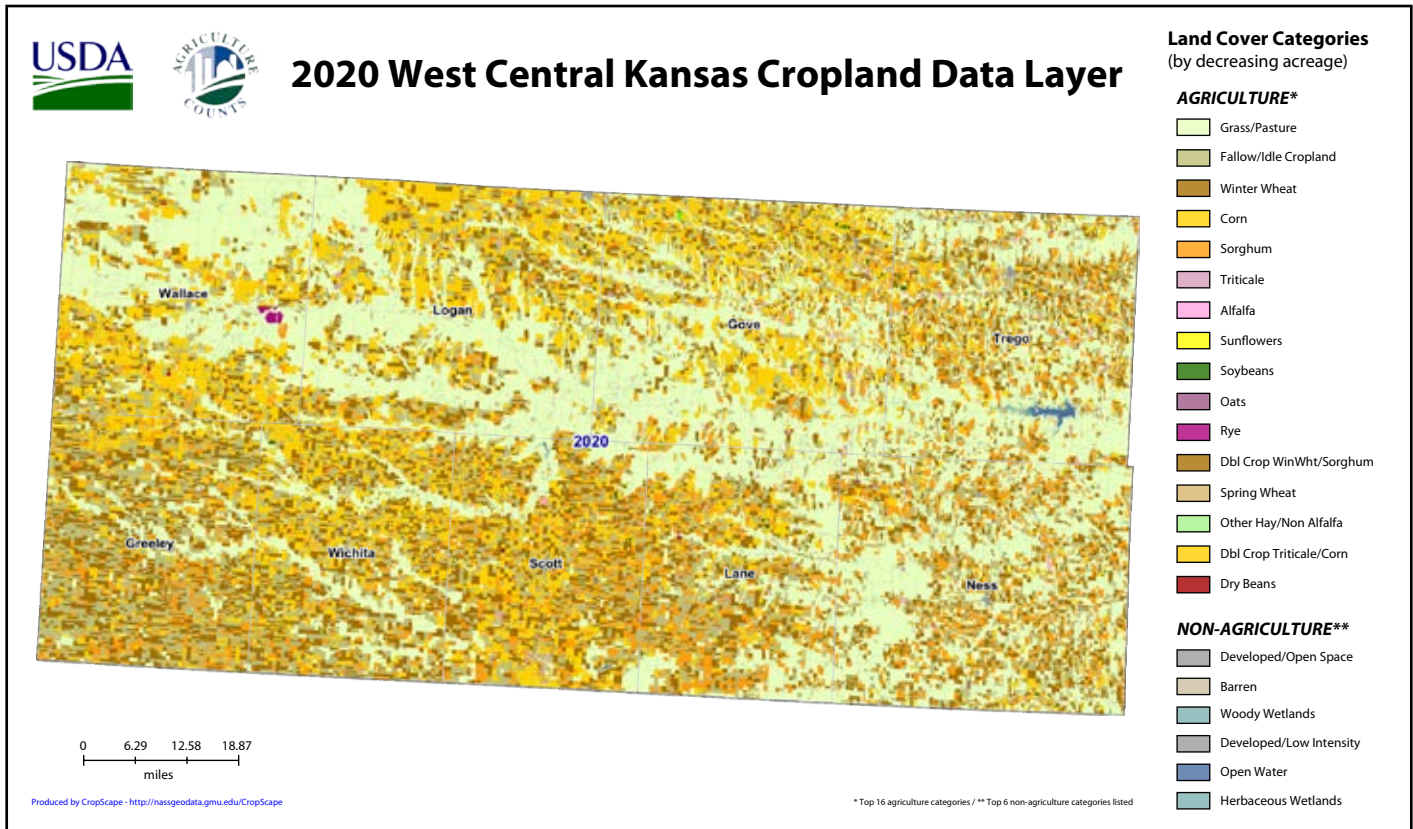
The West Central region of Kansas is comprised of nine counties with 4,591,887 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 1,684 acres for the 2,726 farms in this region. Farmland is comprised of 69% cropland and 29.4% pasture.

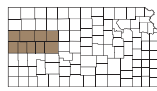
The main cash crop in this region is wheat, with significant amounts of corn and sorghum. Main livestock enterprises in this region include beef cattle and sheep. Scott County is among the highest-ranking counties in Kansas for cattle on feed. Gove County is the top producer of sheep and lambs in the state.

Primary Crops



Based on NASS reported planted acres in 2020 compiled from Quick Stats





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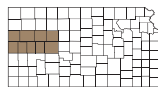
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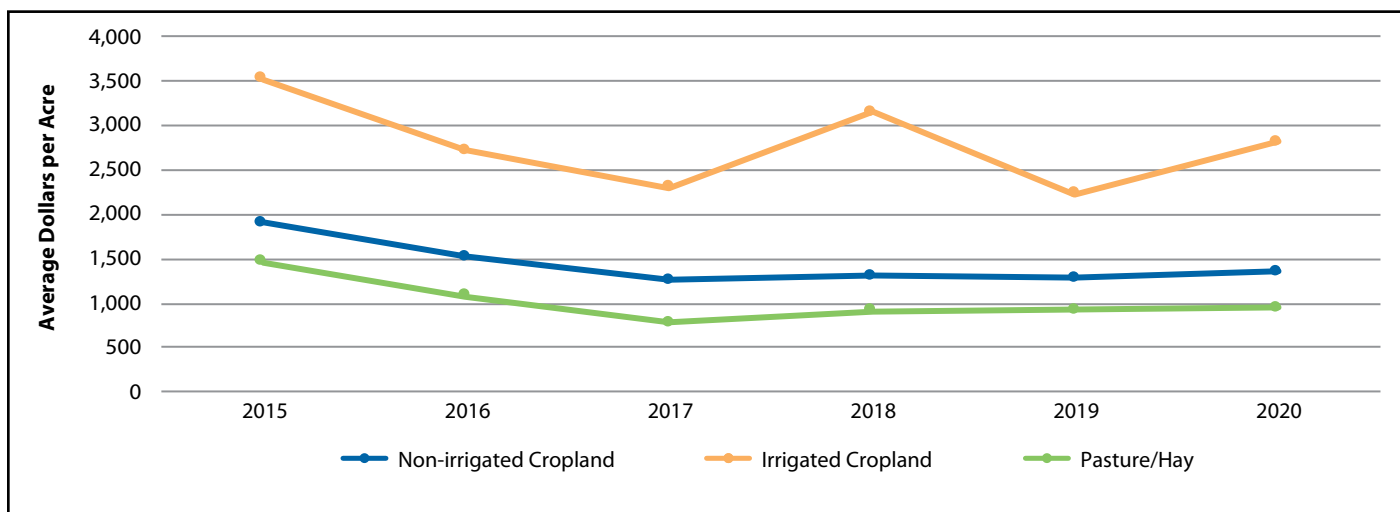
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Trend in Average Land Value – By Type

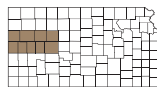


Type	Average Dollars per Acre						% Change in 2020 Dollars per Acre from 2015-2019
	2015	2016	2017	2018	2019	2020	
Non-irrigated Cropland	1,909	1,523	1,254	1,301	1,276	1,357	-6.6%
Irrigated Cropland	3,526	2,716	2,294	3,151	2,225	2,819	1.3%
Pasture/Hay	1,459	1,078	778	909	922	951	-7.6%

Like the state average, non-irrigated cropland in the West Central region dropped off in 2015 and 2016 but has been holding somewhat steady ever since. Average non-irrigated cropland value in 2020 was down 7% from a historical 5-year average but up \$81 per acre from the previous year. Irrigated cropland is more variable due to limited sales and has been fluctuating much lower from its peak value in 2015. Pasture and hay ground rebounded from a low in 2017 but is currently selling for nearly 8% less than the historical 5-year average.

Overall in the West Central region, the volume of agricultural ground sold in 2020 was up 31.5% from the 5-year historical average. Decreases in the volume of agricultural land sales were seen in Gove, Lane and Greeley counties but all others had significantly more acres sell in 2020 than the 5-year average. Sixty-three percent of all acres sold in this region were non-irrigated cropland, with just 1,647 acres of irrigated cropland sold in 2020 and 14,792 acres of pasture/native hay.

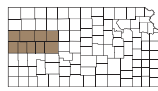
Non-irrigated cropland values were highest in Scott County on average, with Ness, Wallace and Greeley counties representing the lowest average values. Sales were limited of irrigated cropland in 2020 so no county values can be reported. Pasture and hay ground averaged \$951 per acre in 2020 for the region, with Wallace and Logan counties averaging lower.



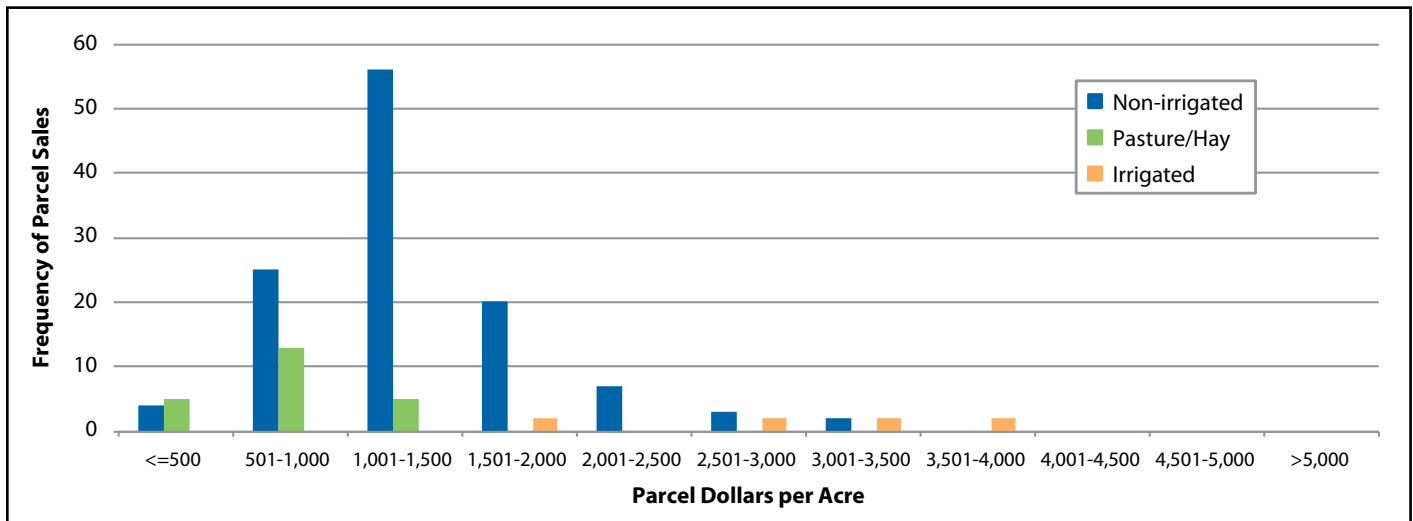
2020 Land Sale Information – By County

County	# of Land Tracts Sold (2020)	Total Acres Sold (2020)	Average Annual Acres Sold (2015-2019)	% Change in 2020 Acreage Sales from 2015-2019 Average
Gove	24	4,871	4,984	-2.3%
Greeley	15	3,468	6,366	-45.5%
Lane	15	2,400	3,057	-21.5%
Logan	26	6,424	3,944	62.9%
Ness	38	6,150	4,115	49.5%
Scott	21	3,923	2,896	35.5%
Trego	35	6,342	3,272	93.8%
Wallace	17	6,066	1,823	232.8%
Wichita	19	4,593	3,181	44.4%
Total	210	44,237	33,638	31.5%

County	Dryland Crop Acres Sold (2020)	Irrigated Crop Acres Sold (2020)	Pasture/Native Hay Acres Sold (2020)	Tamegrass Acres Sold (2020)	Total Acres Sold (2020)
Gove	3,344	0	1,528	0	4,871
Greeley	3,030	249	189	0	3,468
Lane	1,620	120	660	0	2,400
Logan	4,177	0	2,247	0	6,424
Ness	4,715	0	1,435	0	6,150
Scott	1,980	433	1,510	0	3,923
Trego	4,450	0	1,891	0	6,342
Wallace	2,381	354	3,331	0	6,066
Wichita	2,101	491	2,000	0	4,593
Total	27,798	1,647	14,792	0	44,237



2020 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Gove	1,358	504	2,094
Greeley	1,170	472	1,513
Lane	1,363	608	3,338
Logan	1,308	742	2,390
Ness	1,126	394	2,355
Scott	2,202	678	3,453
Trego	1,439	301	2,795
Wallace	1,102	896	1,348
Wichita	1,471	1,259	2,155
Total	1,357	301	3,453

Pasture/Hay Ground

County	Average	Minimum	Maximum
Logan	603	475	709
Wallace	418	300	520
Wichita	1,031	588	1,203
Total	951	300	1,230

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2020. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.

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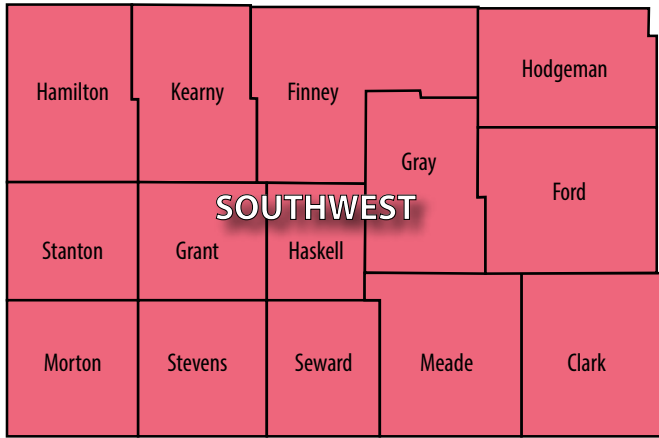
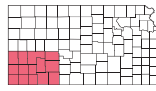
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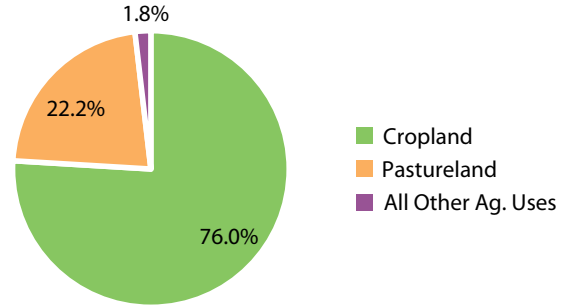
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Farmland Uses

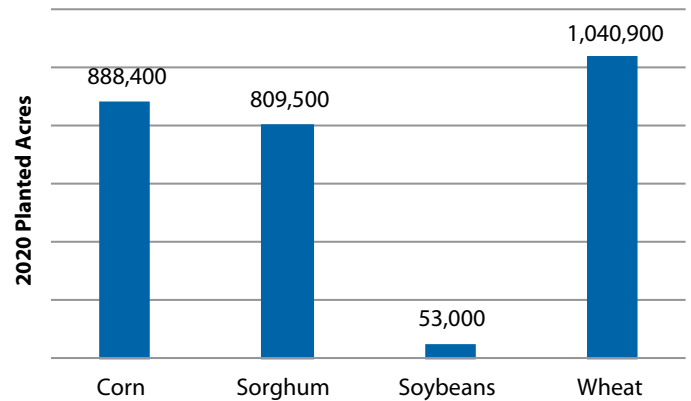


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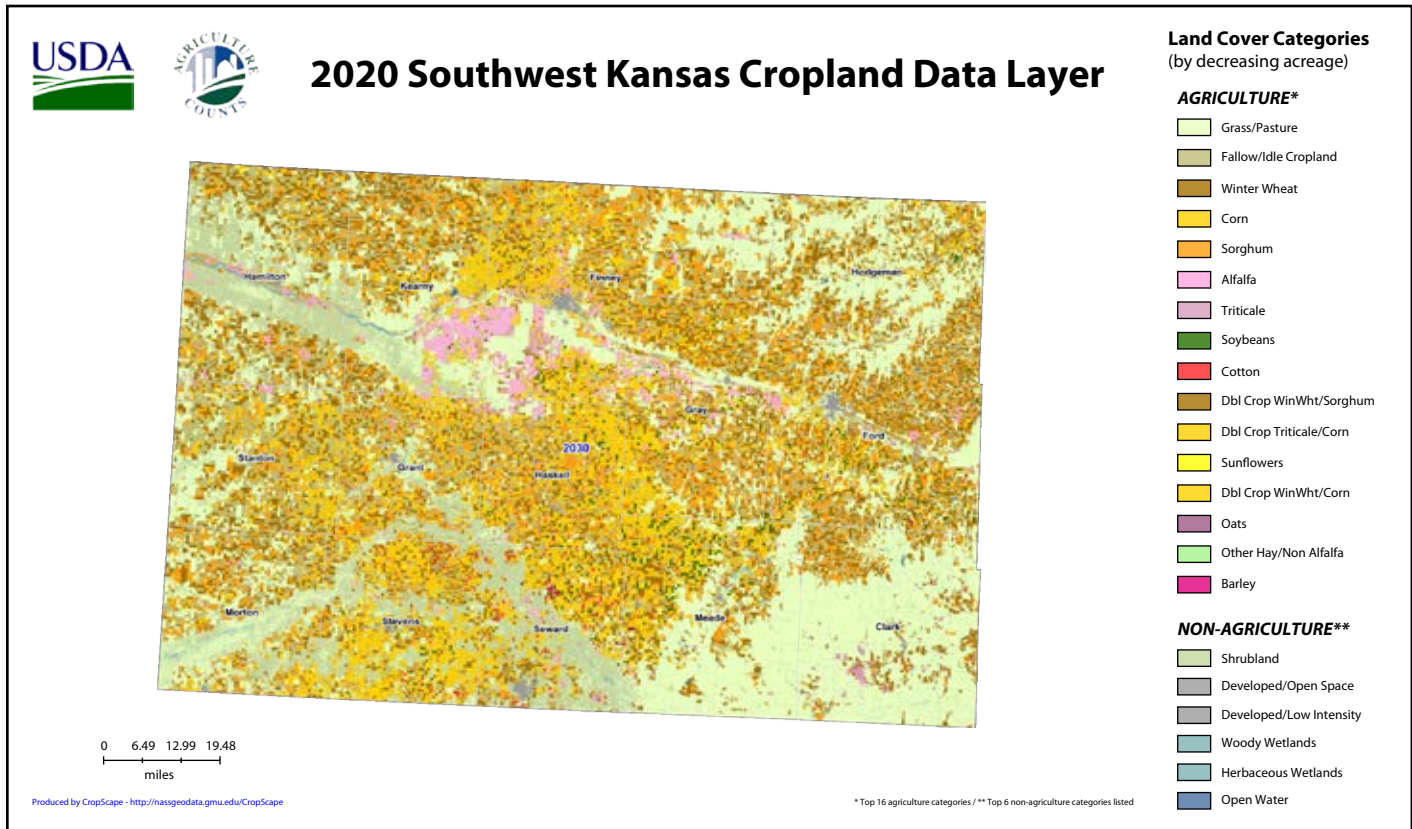
The Southwest region of Kansas is comprised of 14 counties with 6,969,026 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 1,470 acres for the 4,741 farms in this region. Farmland is comprised of 76% cropland and 22.2% pasture.

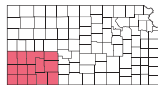
Main cash crops in this region are wheat and corn. Alfalfa hay is also an important commodity in this region. This region is known for large amounts of cattle on feed, having some of the top-ranking counties in Kansas. Gray and Hamilton counties also hold a large percentage of the state's dairy cows. Grant and Morton are among the top-ranking counties with regards to swine production.

Primary Crops



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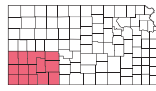
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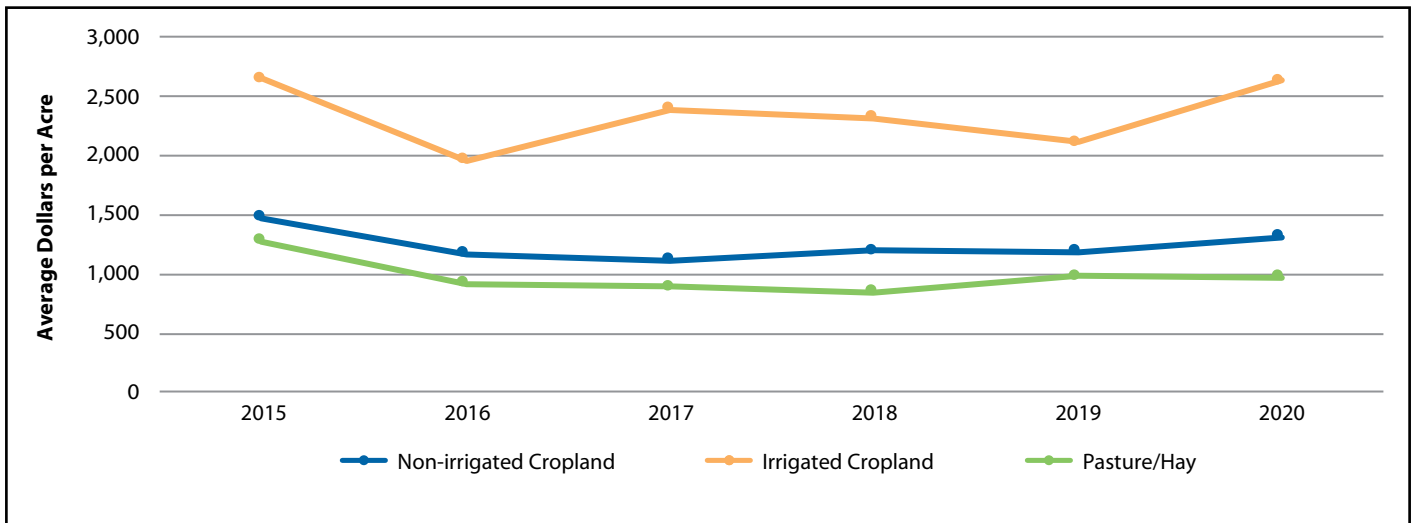
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Trends in Average Land Value – By Type



Type	Average Dollars per Acre						% Change in 2020
	2015	2016	2017	2018	2019	2020	Dollars per Acre from 2015-2019
Non-irrigated Cropland	1,471	1,170	1,116	1,201	1,188	1,314	6.9%
Irrigated Cropland	2,653	1,956	2,394	2,316	2,116	2,634	15.2%
Pasture/Hay	1,275	917	888	843	978	974	-0.6%

The Southwest region of Kansas consistently has the highest amount of agricultural acres sold per year than any other region in Kansas, thus being very influential on the state average. Non-irrigated cropland has been selling much lower since the peak in 2015 but did see recovery in 2020. Irrigated cropland recovered in 2020 to levels not seen since 2015. Pasture and hay ground has been unsteady in its trend but significantly lower than the 2015 value.

Agricultural land sales in the Southwest were up 23.8% in 2020 from the 2015-2019 average with Finney, Hamilton, Hodgeman, Kearny and Stevens making up the majority of the sales. Non-irrigated cropland sales made up 54% of all ag. land sold in 2020, irrigated cropland 21%, and native pasture/hay ground 25%.

Non-irrigated cropland sold for the highest average values in Ford and Meade counties with Grant, Hamilton and Morton counties seeing some significantly lower values. Like other regions, irrigated cropland showed a wide range of values with Ford and Grant counties being the highest. Pasture/hay ground had limited sales per county so not many county averages can be displayed.



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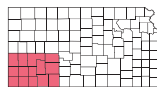
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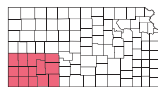
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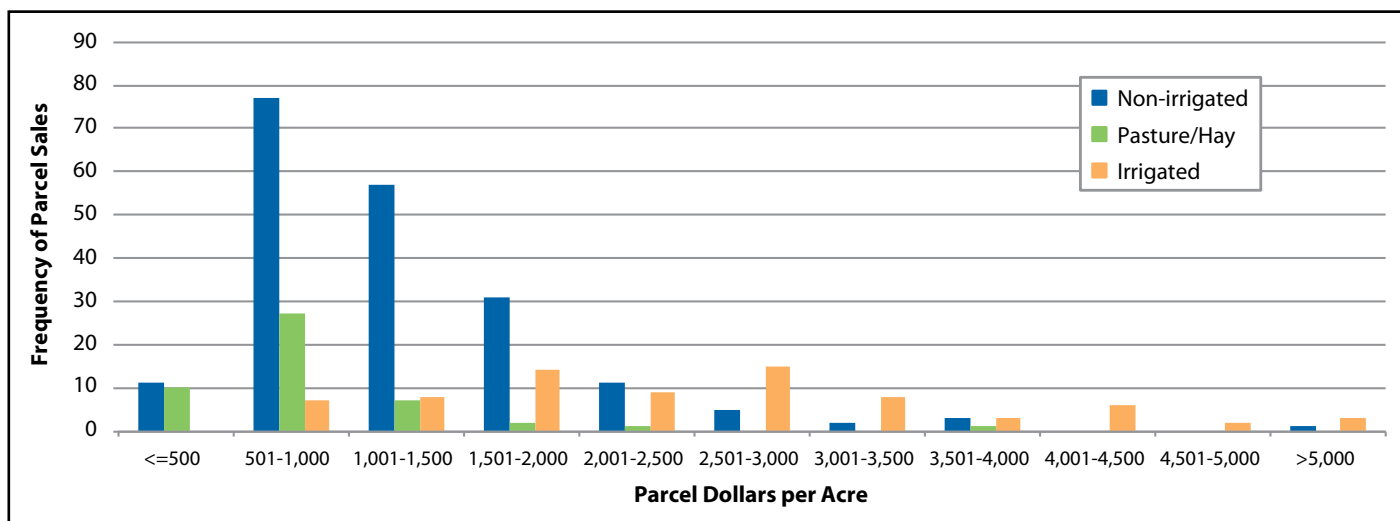
2020 Land Sale Information – By County

County	# of Land Tracts Sold (2020)	Total Acres Sold (2020)	Average Annual Acres Sold (2015-2019)	% Change in 2020 Acreage Sales from 2015-2019 Average
Clark	10	2,004	2,768	-27.6%
Finney	51	15,302	9,991	53.2%
Ford	28	5,073	6,182	-17.9%
Grant	48	6,738	6,537	3.1%
Gray	58	8,998	6,258	43.8%
Hamilton	51	12,332	12,411	-0.6%
Haskell	51	7,466	6,494	15.0%
Hodgeman	37	11,067	4,665	137.2%
Kearny	53	11,681	6,585	77.4%
Meade	22	3,651	6,221	-41.3%
Morton	16	2,348	2,406	-2.4%
Seward	16	2,602	3,566	-27.0%
Stanton	40	5,771	5,042	14.5%
Stevens	92	13,835	8,806	57.1%
Total	573	108,868	87,930	23.8%

County	Dryland Crop Acres Sold (2020)	Irrigated Crop Acres Sold (2020)	Pasture/Native Hay Acres Sold (2020)	Tamegrass Acres Sold (2020)	Total Acres Sold (2020)
Clark	825	0	1,179	0	2,004
Finney	5,170	6,721	3,411	0	15,302
Ford	2,544	1,311	1,219	0	5,073
Grant	4,468	723	1,548	0	6,738
Gray	5,835	2,060	1,104	0	8,998
Hamilton	9,818	755	1,759	0	12,332
Haskell	4,214	3,210	42	0	7,466
Hodgeman	4,468	0	6,599	0	11,067
Kearny	6,065	2,438	3,178	0	11,681
Meade	2,573	701	378	0	3,651
Morton	1,414	496	437	0	2,348
Seward	1,399	706	498	0	2,602
Stanton	5,261	120	390	0	5,771
Stevens	4,340	3,850	5,645	0	13,835
Total	58,392	23,089	27,387	0	108,868



2020 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Clark	1,013	506	1,349
Finney	1,663	572	2,272
Ford	2,085	1,316	3,679
Grant	715	313	1,029
Gray	1,585	1,000	5,703
Hamilton	910	434	2,478
Haskell	1,630	342	1,779
Hodgeman	1,369	687	2,302
Kearny	1,209	385	3,145
Meade	1,847	767	3,581
Morton	903	400	1,535
Seward	1,047	547	1,626
Stanton	1,303	561	3,655
Stevens	1,163	511	2,548
Total	1,314	313	5,703

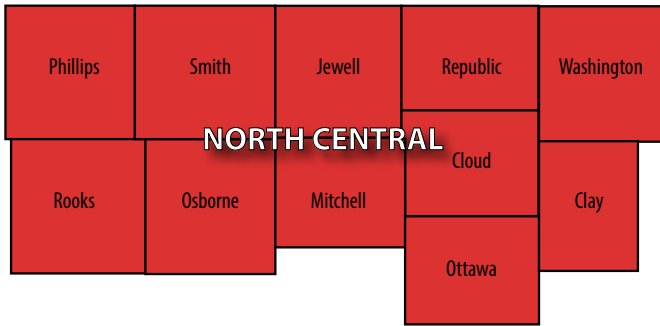
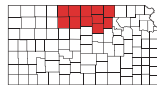
Pasture/Hay Ground

County	Average	Minimum	Maximum
Gray	1,082	528	1,289
Hodgeman	1,112	914	1,776
Stevens	711	398	1,027
Total	974	372	3,826

Irrigated Cropland

County	Average	Minimum	Maximum
Finney	2,671	1,507	3,949
Ford	3,590	2,184	7,309
Grant	3,521	1,476	4,459
Gray	1,753	859	2,910
Haskell	2,736	966	8,829
Kearny	1,862	645	4,029
Stevens	2,561	639	4,571
Total	2,634	639	8,829

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2020. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.

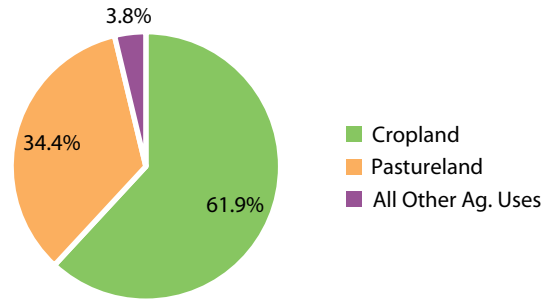


NORTH CENTRAL

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.

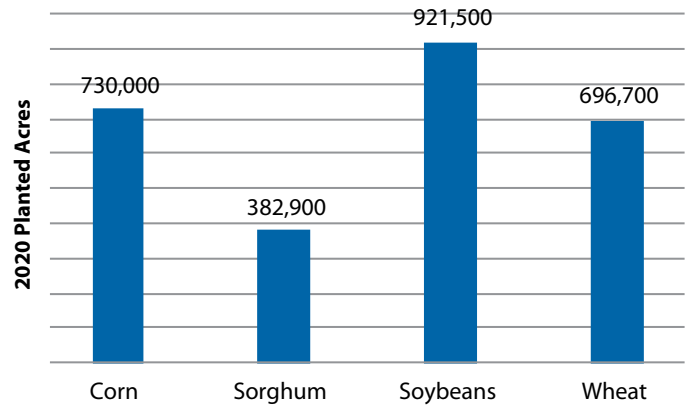
Main cash crops in this region include corn, wheat, sorghum, and soybeans. Hay is also a significant crop in this region with 99,500 alfalfa acres harvested in 2018 and 133,500 other hay acres. Main livestock enterprises in this region include beef cattle, sheep, swine, and dairy. Republic County ranks 2nd in sheep and goat production. Washington County ranks high in hog, beef cow/calf, and dairy operations.

Farmland Uses



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

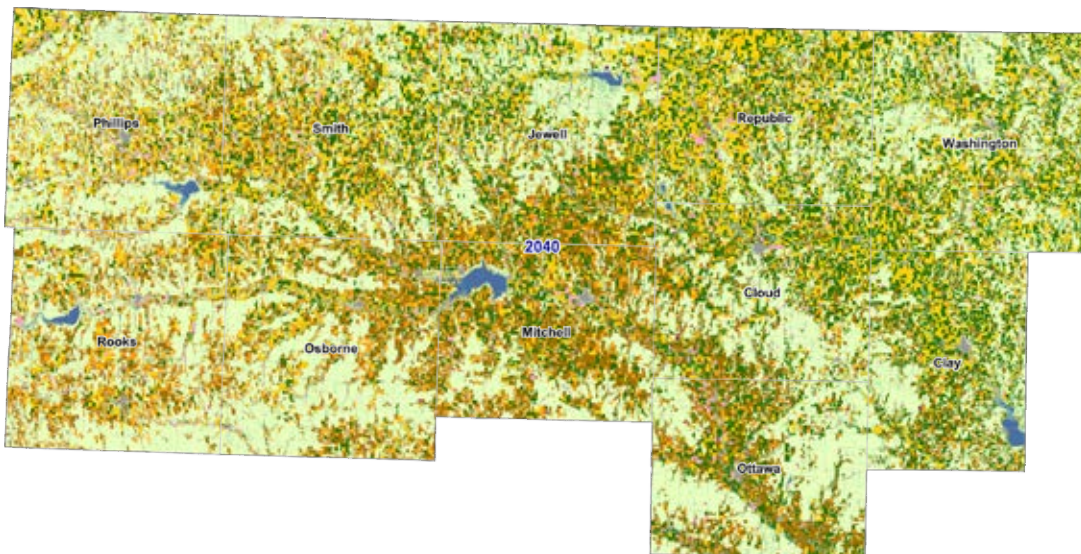
Primary Crops



Based on NASS reported planted acres in 2020 compiled from Quick Stats



2020 North Central Kansas Cropland Data Layer



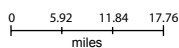
Land Cover Categories
(by decreasing acreage)

AGRICULTURE*

- Grass/Pasture
- Soybeans
- Corn
- Winter Wheat
- Sorghum
- Fallow/Idle Cropland
- Alfalfa
- Other Hay/Non Alfalfa
- Dbl Crop WinWht/Soybeans
- Oats
- Dbl Crop WinWht/Sorghum
- Triticale
- Rye
- Sod/Grass Seed
- Millet
- Spring Wheat

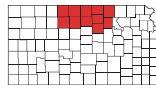
NON-AGRICULTURE**

- Deciduous Forest
- Developed/Open Space
- Developed/Low Intensity
- Open Water
- Woody Wetlands
- Herbaceous Wetlands



Produced by CropScape - <http://nassgeodata.gmu.edu/CropScape>

* Top 16 agriculture categories / ** Top 6 non-agriculture categories listed



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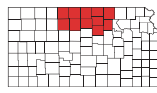
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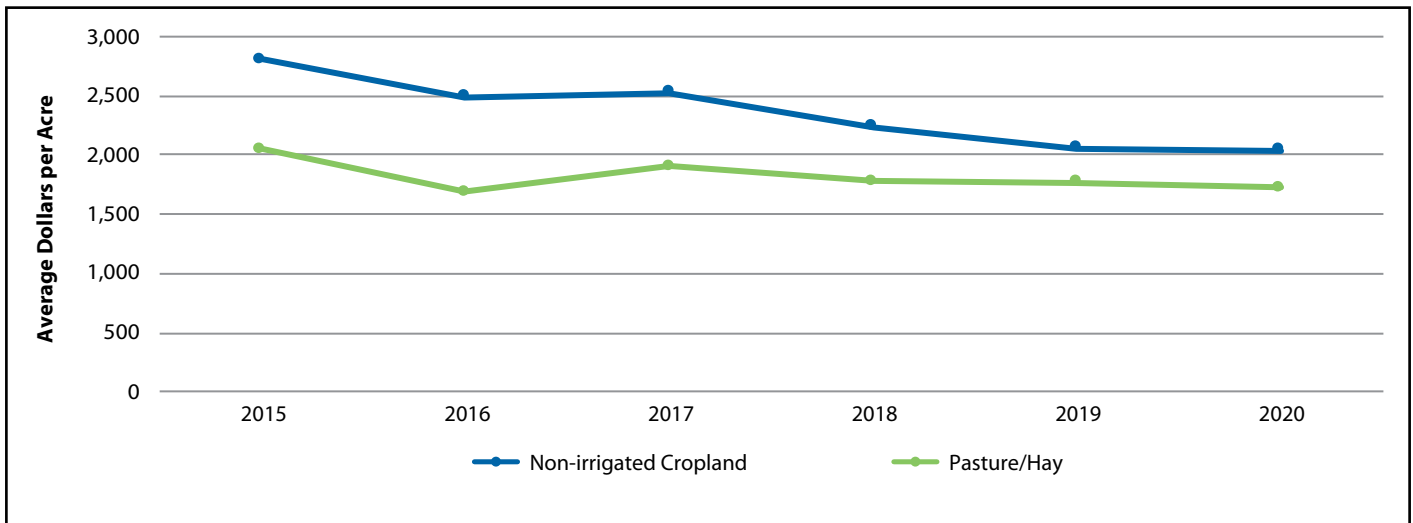
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Trends in Average Land Value – By Type

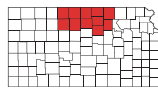


Type	Average Dollars per Acre						% Change in 2020 Dollars per Acre from 2015-2019
	2015	2016	2017	2018	2019	2020	
Non-irrigated Cropland	2,806	2,490	2,530	2,239	2,060	2,037	-16.0%
Pasture/Hay	2,052	1,684	1,908	1,777	1,771	1,726	-6.1%

The North Central region continues to see low non-irrigated crop ground value in 2020, being 16% below the 5-year average. The average value for pasture and hay ground has held steady in recent years after coming off the peak in 2015.

The number of agricultural acres sold in 2020 was near the 5-year average at 35,053 total agricultural acres, with Phillips, Rooks and Ottawa counties experiencing the biggest sales volume. Smith and Washington counties saw significantly fewer sales in 2020. Fifty-two percent of the agricultural land sold in this region was non-irrigated cropland and 47% native grass. Irrigated cropland and tamegrass had very few acres sell.

Washington and Republic counties had the highest average non-irrigated cropland values at \$28.06 and \$2,691 per acre, respectively. 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 and Washington counties. Rooks County had a significant number of native grass acres sell in 2020 but had one of the lowest average prices per acre.



2020 Land Sale Information – By County

County	# of Land Tracts Sold (2020)	Total Acres Sold (2020)	Average Annual Acres Sold (2015-2019)	% Change in 2020 Acreage Sales from 2015-2019 Average
Clay	25	2,998	1,625	84.5%
Cloud	19	2,480	1,577	57.3%
Jewell	17	2,401	2,516	-4.5%
Mitchell	16	2,481	2,389	3.8%
Osborne	19	3,297	3,510	-6.1%
Ottawa	25	4,309	3,536	21.9%
Phillips	24	3,922	3,459	13.4%
Republic	18	2,487	2,263	9.9%
Rooks	27	4,718	4,517	4.4%
Smith	21	3,011	5,777	-47.9%
Washington	23	2,950	5,334	-44.7%
Total	234	35,053	36,503	-4.0%

County	Dryland Crop Acres Sold (2020)	Irrigated Crop Acres Sold (2020)	Pasture/Native Hay Acres Sold (2020)	Tamegrass Acres Sold (2020)	Total Acres Sold (2020)
Clay	1,805	0	1,090	104	2,998
Cloud	1,524	0	894	62	2,480
Jewell	1,756	0	646	0	2,401
Mitchell	1,626	0	855	0	2,481
Osborne	1,421	0	1,875	0	3,297
Ottawa	1,612	0	2,670	26	4,309
Phillips	1,434	0	2,488	0	3,922
Republic	1,620	208	624	35	2,487
Rooks	2,571	0	2,147	0	4,718
Smith	1,688	0	1,279	43	3,011
Washington	1,163	0	1,740	47	2,950
Total	18,220	208	16,307	317	35,053



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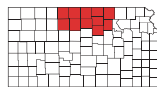
DANA LONG

Certified General Appraiser

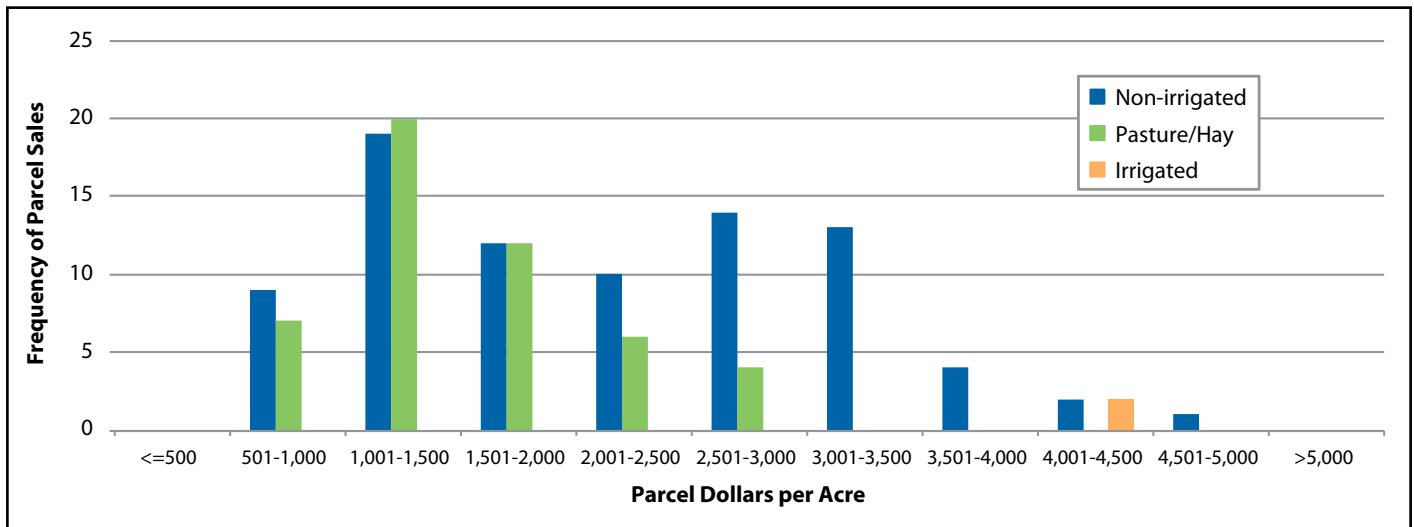
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dana@adastraappraisal.com

620.792.3503



2020 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Clay	2,294	1,248	3,214
Cloud	1,951	656	3,666
Jewell	2,383	1,348	3,165
Mitchell	1,885	881	2,946
Osborne	1,146	902	1,636
Ottawa	2,405	1,686	3,558
Phillips	1,723	1,167	4,432
Republic	2,691	1,008	4,223
Rooks	992	595	1,188
Smith	2,257	1,684	3,103
Washington	2,806	620	4,764
Total	2,037	595	4,764

Pasture/Hay Ground

County	Average	Minimum	Maximum
Clay	2,158	1,700	2,451
Osborne	1,286	1,000	2,466
Ottawa	1,810	1,122	2,721
Phillips	1,476	824	2,484
Rooks	1,072	602	1,428
Washington	2,282	1,081	2,852
Total	1,726	602	2,852

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2020. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.



Mike Campbell
Land Agent

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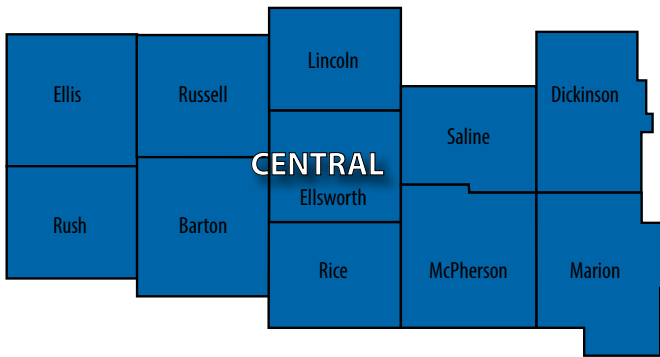
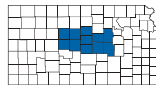
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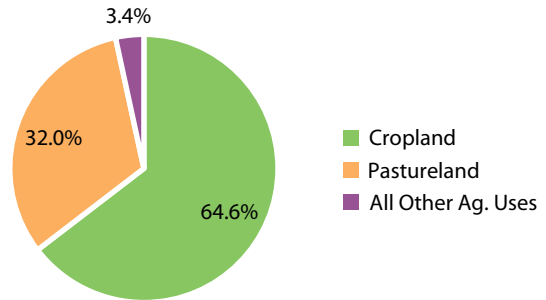
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Farmland Uses

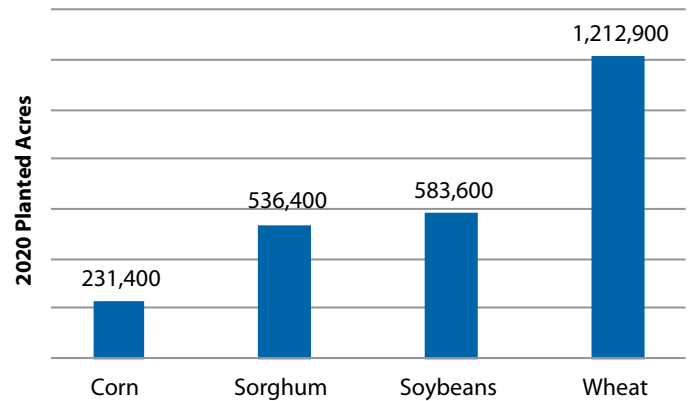


Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

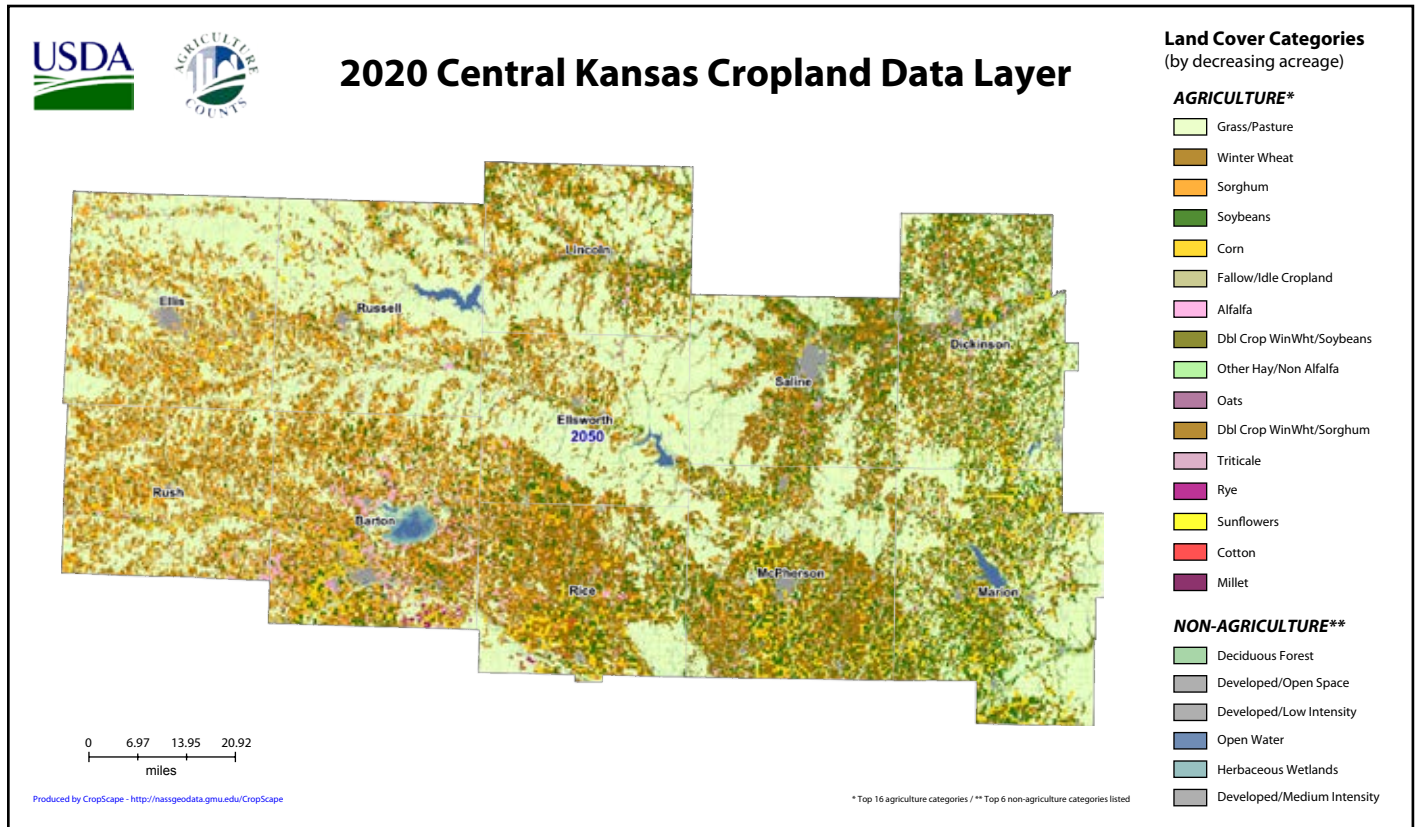
The Central region of Kansas is comprised of 11 counties with 5,241,757 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 763 acres for the 6,873 farms in this region. Farmland is comprised of 64.6% cropland and 32% pasture.

The main cash crop in this region is wheat, with significant amounts of corn, soybeans, and sorghum. 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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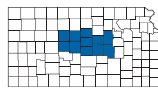
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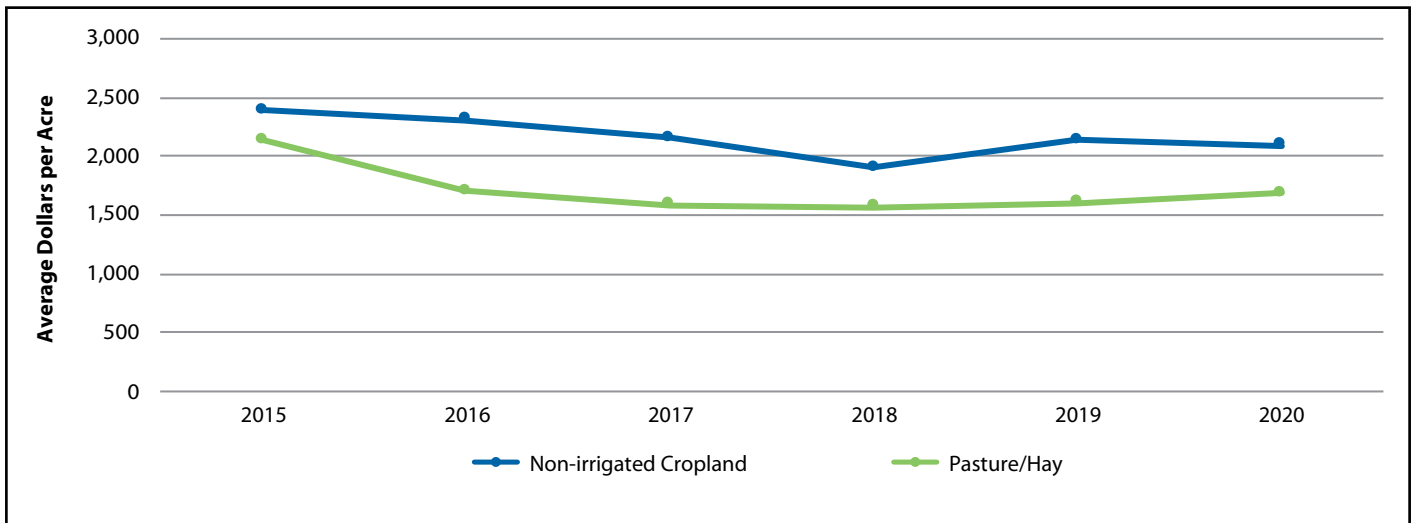


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Trends in Average Land Value – By Type



Type	Average Dollars per Acre						% Change in 2020
	2015	2016	2017	2018	2019	2020	Dollars per Acre from 2015-2019
Non-irrigated Cropland	2,385	2,305	2,151	1,905	2,136	2,091	-3.9%
Pasture/Hay	2,136	1,698	1,588	1,566	1,600	1,681	-2.1%

Non-irrigated cropland in the Central region has been steady in value, down just 4% from the previous 5-year average. Pasture/hay ground is also holding steady in the last few years; only down 2% from the historical 5-year average.

Agricultural acreage sold in the Central region was near the previous 5-year average at 37,882 acres sold in 2020. Sales were up significantly in Lincoln, Rush and Saline counties with few acres selling in Dickinson County. Fifty-eight percent of the acres sold in this region were non-irrigated cropland with less than 300 acres of irrigated cropland sold.

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



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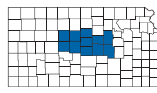


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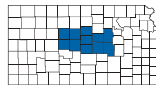
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2020 Land Sale Information – By County

County	# of Land Tracts Sold (2020)	Total Acres Sold (2020)	Average Annual Acres Sold (2015-2019)	% Change in 2020 Acreage Sales from 2015-2019 Average
Barton	23	2,855	3,229	-11.6%
Dickinson	14	1,607	3,375	-52.4%
Ellis	36	6,215	4,680	32.8%
Ellsworth	12	2,147	3,234	-33.6%
Lincoln	28	4,913	3,300	48.9%
Marion	30	3,631	3,446	5.3%
McPherson	25	2,351	3,656	-35.7%
Rice	30	4,757	3,799	25.2%
Rush	25	4,171	2,630	58.6%
Russell	15	2,194	2,856	-23.2%
Saline	25	3,041	2,149	41.5%
Total	263	37,882	36,352	4.2%

County	Dryland Crop Acres Sold (2020)	Irrigated Crop Acres Sold (2020)	Pasture/Native Hay Acres Sold (2020)	Tamegrass Acres Sold (2020)	Total Acres Sold (2020)
Barton	2,235	195	425	0	2,855
Dickinson	1,048	0	560	0	1,607
Ellis	2,766	0	3,449	0	6,215
Ellsworth	940	0	1,207	0	2,147
Lincoln	2,511	0	2,306	96	4,913
Marion	2,232	0	1,220	179	3,631
McPherson	1,465	0	849	37	2,351
Rice	3,015	0	1,620	123	4,757
Rush	2,983	93	1,095	0	4,171
Russell	1,046	0	1,148	0	2,194
Saline	1,604	0	1,401	36	3,041
Total	21,844	289	15,279	471	37,882



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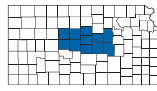
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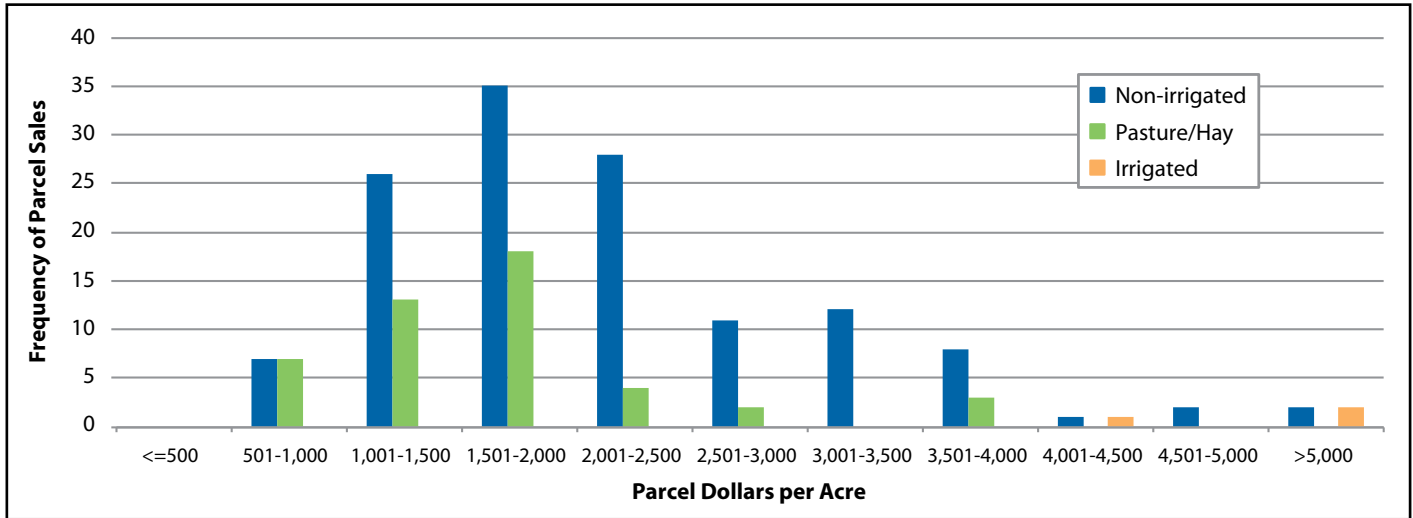
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2020 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Barton	2,048	971	5,040
Dickinson	2,209	1,435	3,175
Ellis	1,984	1,378	3,030
Ellsworth	2,211	959	3,804
Lincoln	1,670	1,139	2,484
Marion	2,778	1,302	4,500
McPherson	3,038	1,823	5,698
Rice	1,835	1,038	2,707
Rush	1,278	747	1,872
Russell	1,259	688	1,323
Saline	2,407	1,233	4,831
Total	2,091	688	5,698

Pasture/Hay Ground

County	Average	Minimum	Maximum
Ellis	1,719	750	3,795
Lincoln	1,531	915	3,646
Marion	1,860	1,148	2,766
McPherson	1,899	1,482	2,002
Saline	1,918	1,617	2,304
Total	1,681	750	3,795

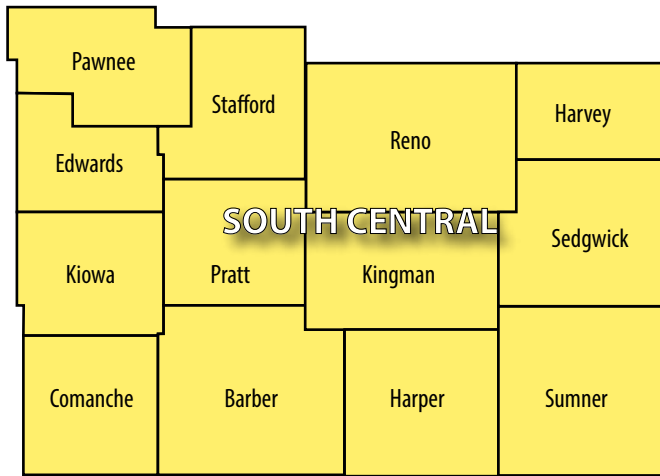
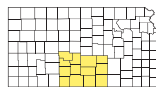
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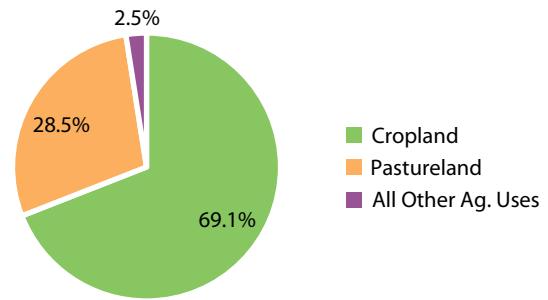


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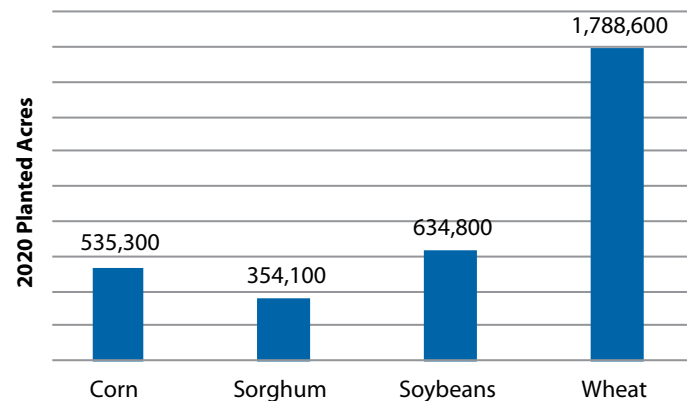


Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

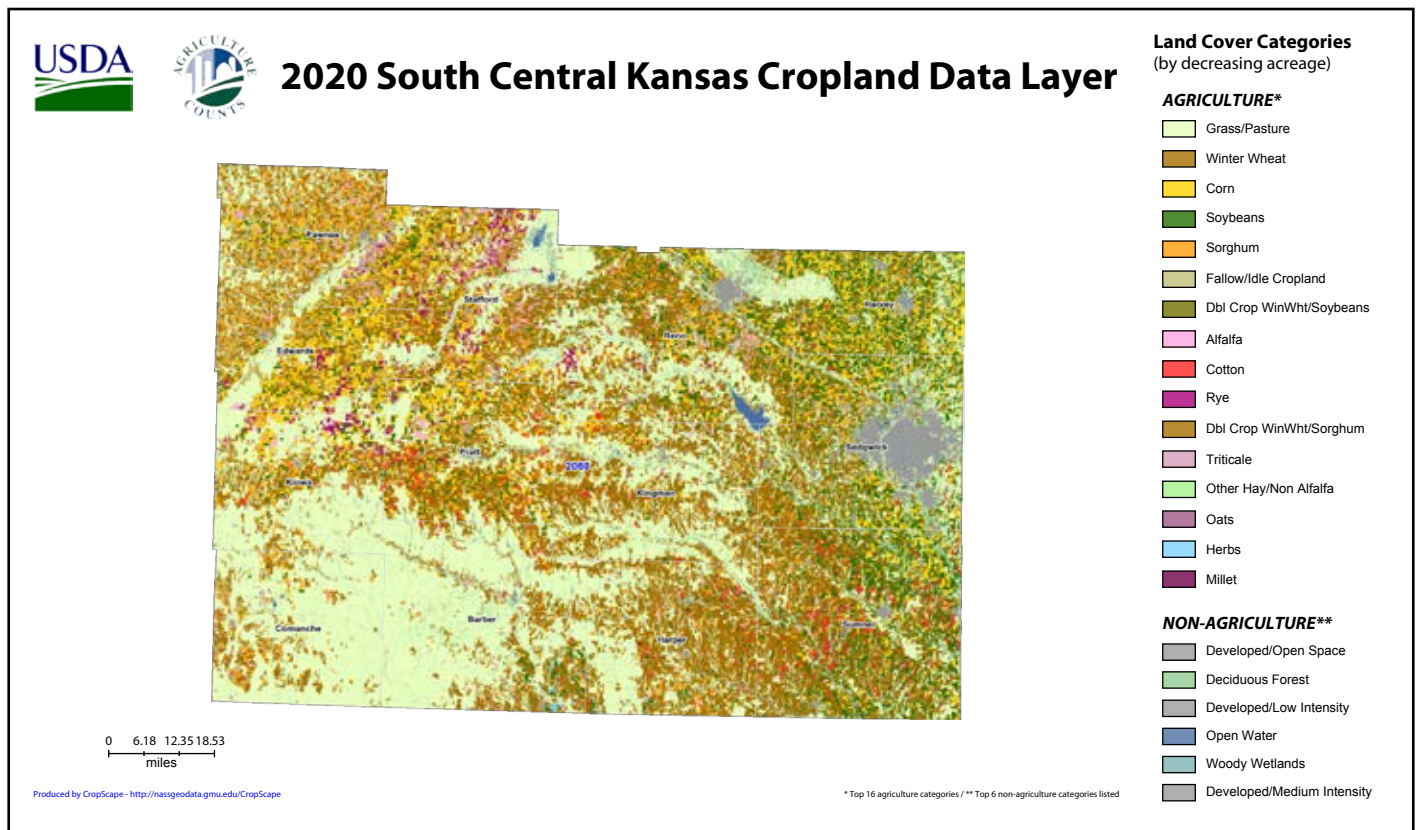
The South Central region of Kansas is comprised of 13 counties with 6,746,527 acres of farmland. Average farm size is 812 acres for the 8,310 farms in this region. Farmland is comprised of 69.1% cropland and 28.5% pasture.

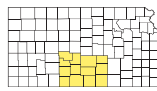
The main cash crop in this region is wheat, with nearly 1.8 million acres planted in 2020. Hay production is also significant in this region, with cotton and canola also becoming more popular cash crops. Main livestock enterprises in this region include beef cattle, dairy, poultry, and sheep.

Primary Crops



Based on NASS reported planted acres in 2020 compiled from Quick Stats





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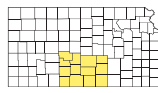
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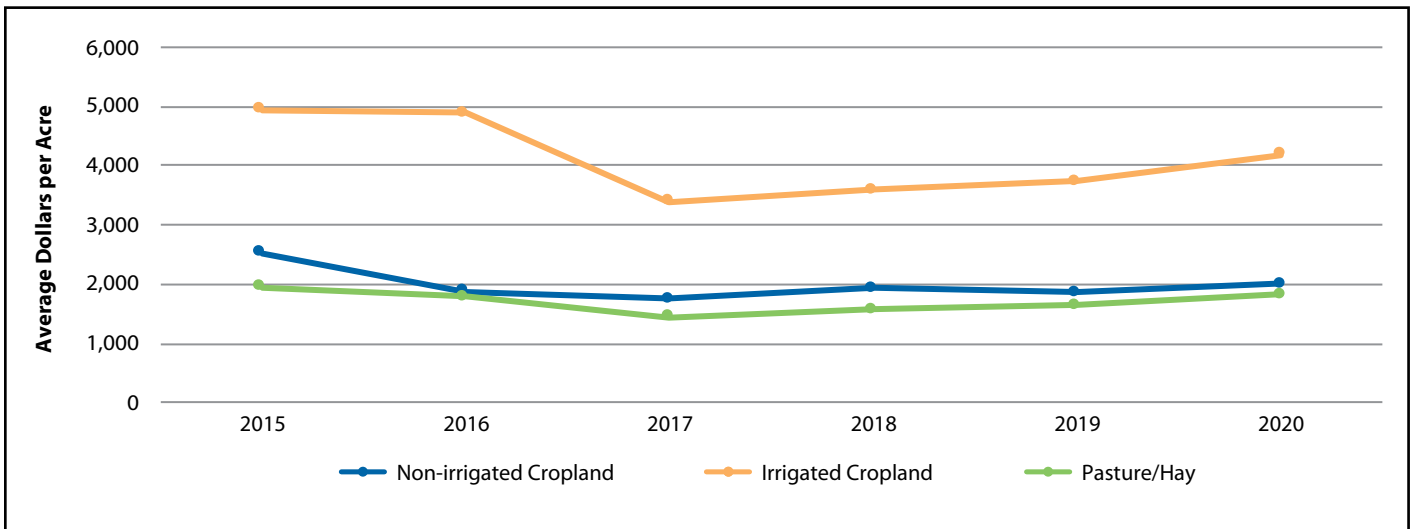


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Trends in Average Land Value – By Type

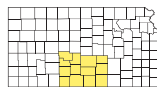


Type	Average Dollars per Acre						% Change in 2020 Dollars per Acre from 2015-2019
	2015	2016	2017	2018	2019	2020	
Non-irrigated Cropland	2,535	1,883	1,760	1,928	1,865	2,002	0.4%
Irrigated Cropland	4,940	4,897	3,402	3,592	3,738	4,182	1.7%
Pasture/Hay	1,957	1,790	1,446	1,580	1,646	1,819	8.1%

Non-irrigated cropland value in South Central Kansas has seen some variability but overall has been holding steady in recent years, being very close to the previous 5-year average in 2020. Irrigated cropland continues to recover from a low seen in 2017, but sales are only a small portion of ag land in this district. Pasture and hay ground also continues to recover from a 2017 low; actually being 8% above its 5-year historical average in 2020.

Overall agricultural land sales volume in the South Central region was down 12.5% from the 2015-2019 average. The highest volume of sales occurred in Comanche, Kiowa, Pratt and Sumner counties. Fifty-nine percent of acres sold in 2020 were non-irrigated cropland, 30% native grass, and the remainder being irrigated cropland and a very small amount of tamegrass.

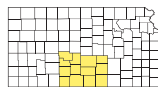
Sedgwick County saw an extremely high average for non-irrigated cropland, likely due to influence of future potential of urban development. Most of the other counties in this region were more consistent in non-irrigated cropland value. Pasture/hay ground average values ranged from \$2,111 per acre in Reno County to \$1,390 in Comanche County.



2020 Land Sale Information – By County

County	# of Land Tracts Sold (2020)	Total Acres Sold (2020)	Average Annual Acres Sold (2015-2019)	% Change in 2020 Acreage Sales from 2015-2019 Average
Barber	18	3,045	9,729	-68.7%
Comanche	29	5,557	3,335	66.7%
Edwards	26	4,152	4,847	-14.3%
Harper	20	2,896	2,876	0.7%
Harvey	21	2,848	1,454	95.9%
Kingman	30	4,080	3,227	26.4%
Kiowa	30	4,886	5,303	-7.9%
Pawnee	18	2,759	3,979	-30.7%
Pratt	31	4,874	3,742	30.3%
Reno	36	4,143	5,942	-30.3%
Sedgwick	22	2,319	1,562	48.4%
Stafford	26	3,705	4,105	-9.7%
Sumner	34	4,536	7,126	-36.4%
Total	341	49,798	56,915	-12.5%

County	Dryland Crop Acres Sold (2020)	Irrigated Crop Acres Sold (2020)	Pasture/Native Hay Acres Sold (2020)	Tamegrass Acres Sold (2020)	Total Acres Sold (2020)
Barber	1,709	0	1,337	0	3,045
Comanche	1,829	0	3,729	0	5,557
Edwards	2,260	1,091	801	0	4,152
Harper	1,979	0	917	0	2,896
Harvey	1,743	283	780	41	2,848
Kingman	2,147	286	1,647	0	4,080
Kiowa	2,449	491	1,946	0	4,886
Pawnee	2,491	0	268	0	2,759
Pratt	2,806	1,730	337	0	4,874
Reno	2,793	279	1,064	8	4,143
Sedgwick	1,752	127	423	17	2,319
Stafford	2,280	826	397	202	3,705
Sumner	3,061	0	1,330	144	4,536
Total	29,297	5,112	14,976	413	49,798



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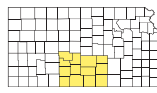
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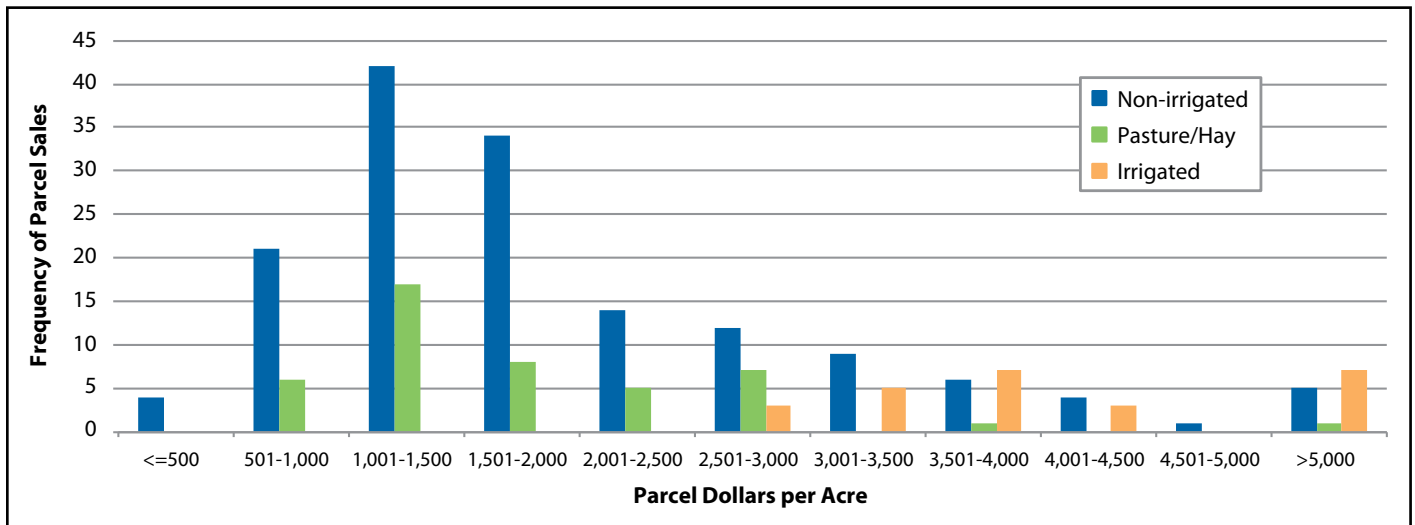
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2020 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Barber	1,317	320	2,200
Edwards	2,021	848	5,171
Harper	1,195	901	1,871
Harvey	2,810	404	4,370
Kingman	1,718	814	2,055
Kiowa	1,426	899	1,504
Pawnee	1,443	720	3,245
Pratt	1,725	483	2,309
Reno	1,955	597	3,927
Sedgwick	3,777	2,519	6,836
Stafford	1,629	1,126	1,850
Sumner	2,254	570	4,826
Total	2,002	320	6,836

Pasture/Hay Ground

County	Average	Minimum	Maximum
Barber	1,830	850	2,659
Comanche	1,390	650	2,420
Kingman	1,810	1,047	3,979
Kiowa	1,470	666	2,599
Reno	2,111	1,429	2,790
Sumner	1,527	1,003	1,729
Total	1,819	650	5,700

Irrigated Cropland

County	Average	Minimum	Maximum
Edwards	4,326	3,584	7,344
Harvey	4,888	2,578	8,867
Pratt	4,036	3,471	7,564
Stafford	3,810	3,308	5,187
Total	4,182	2,578	8,867

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2020. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.



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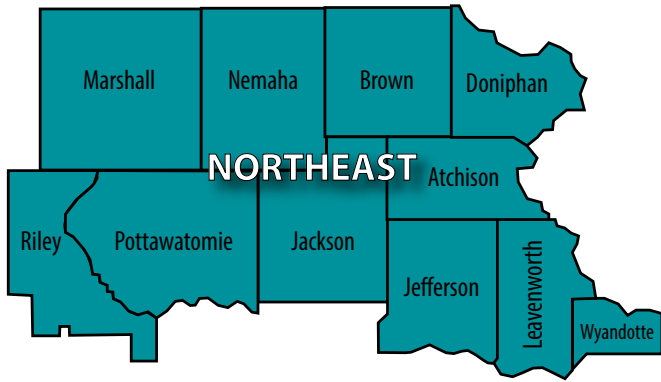
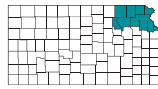
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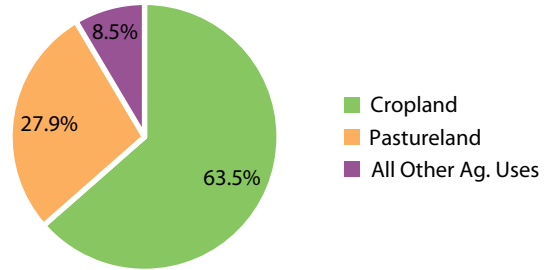
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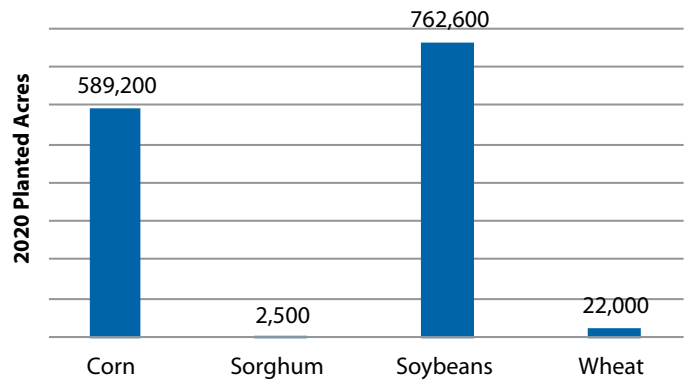


Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

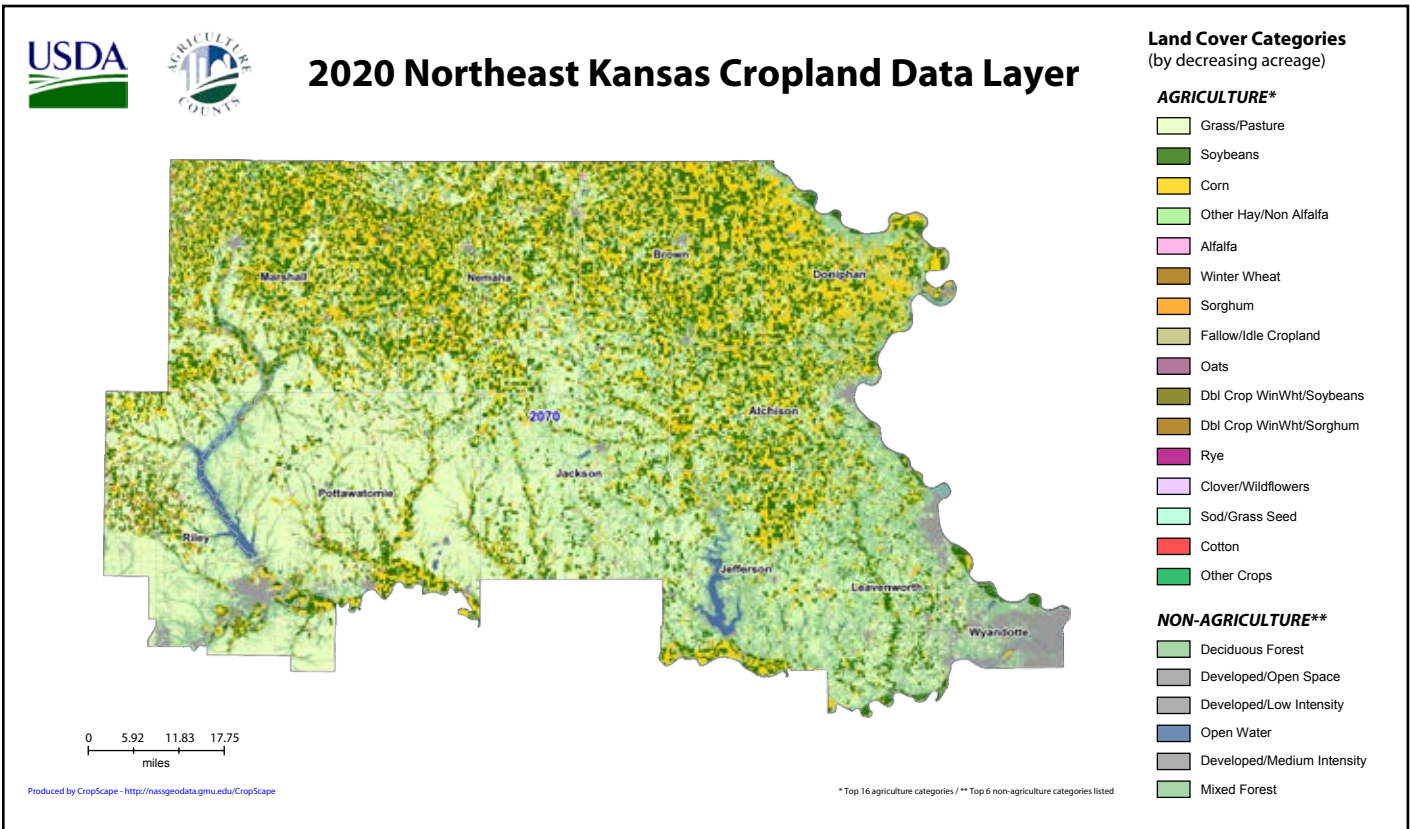
The Northeast region of Kansas is comprised of 11 counties with 3,042,533 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 391 acres for the 7,779 farms in this region. Farmland is comprised of 63.5% cropland and 27.9% pasture.

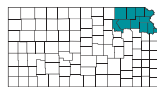
Cash crops in this region are dominated by corn and soybeans with smaller amounts of wheat. Few acres in this region are irrigated. Main livestock enterprises in this region include beef cattle, dairy, swine, and chickens. Pottawatomie County ranks 4th in the state for poultry and eggs. Nemaha County 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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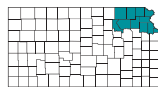
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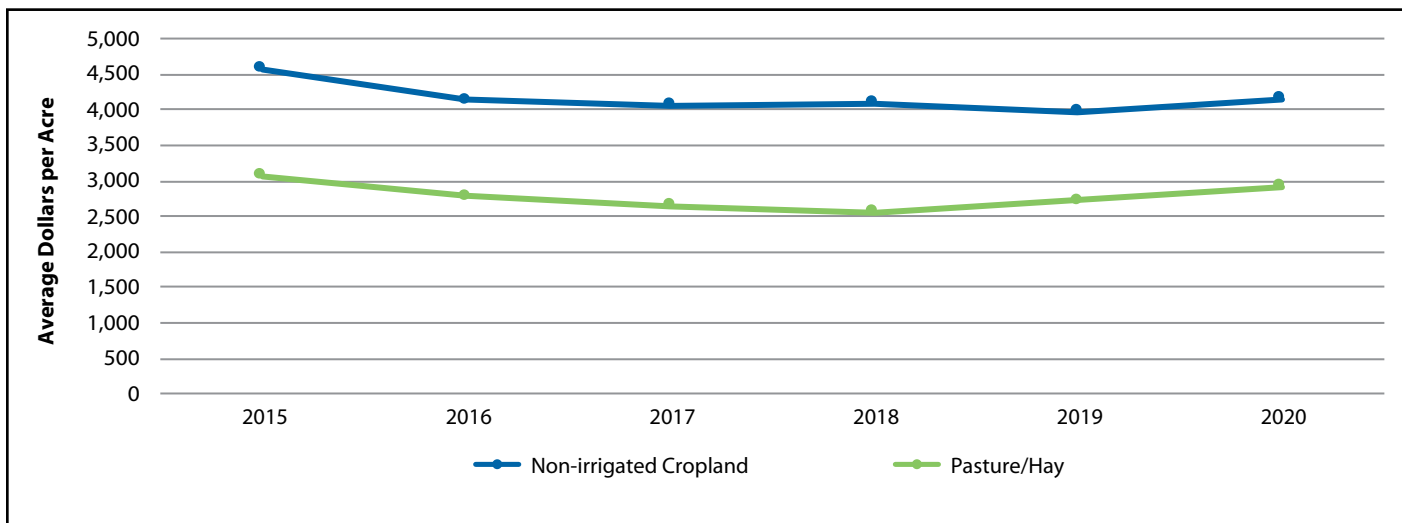
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Trends in Average Land Value – By Type

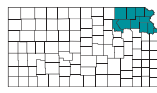


Type	Average Dollars per Acre						% Change in 2020
	2015	2016	2017	2018	2019	2020	Dollars per Acre from 2015-2019
Non-irrigated Cropland	4,581	4,130	4,060	4,096	3,978	4,154	-0.4%
Pasture/Hay	3,077	2,785	2,648	2,554	2,730	2,921	5.9%

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 0.4% decline from the previous 5-year average. Pasture and hay ground saw an increase in 2020, nearing its peak in 2016 and being up 5.9% from the historical average.

Agricultural acreage sold in this region is small relative to other regions of the state, selling 21,871 acres in 2020 which is just over the historical 5-year average. Doniphan and Leavenworth counties had very few sales in 2020. 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 Riley 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 \$2,921 per acre.



2020 Land Sale Information – By County

County	# of Land Tracts Sold (2020)	Total Acres Sold (2020)	Average Annual Acres Sold (2015-2019)	% Change in 2020 Acreage Sales from 2015-2019 Average
Atchison	19	2,143	1,782	20.3%
Brown	15	2,023	2,146	-5.7%
Doniphan	8	900	888	1.4%
Jackson	22	2,695	3,176	-15.1%
Jefferson	24	2,547	1,324	92.3%
Leavenworth	5	447	906	-50.6%
Marshall	22	2,398	2,896	-17.2%
Nemaha	20	2,844	3,337	-14.8%
Pottawatomie	19	3,218	2,587	24.4%
Riley	21	2,655	1,946	36.5%
Total	175	21,871	21,002	4.1%

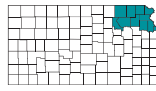
County	Dryland Crop Acres Sold (2020)	Irrigated Crop Acres Sold (2020)	Pasture/Native Hay Acres Sold (2020)	Tamegrass Acres Sold (2020)	Total Acres Sold (2020)
Atchison	1,213	157	411	362	2,143
Brown	1,858	72	18	75	2,023
Doniphan	755	0	25	120	900
Jackson	1,218	0	1,341	137	2,695
Jefferson	1,012	0	802	733	2,547
Leavenworth	267	0	122	59	447
Marshall	1,522	0	770	106	2,398
Nemaha	1,973	0	303	568	2,844
Pottawatomie	389	0	2,759	71	3,218
Riley	1,026	0	1,630	0	2,655
Total	11,231	230	8,180	2,230	21,871



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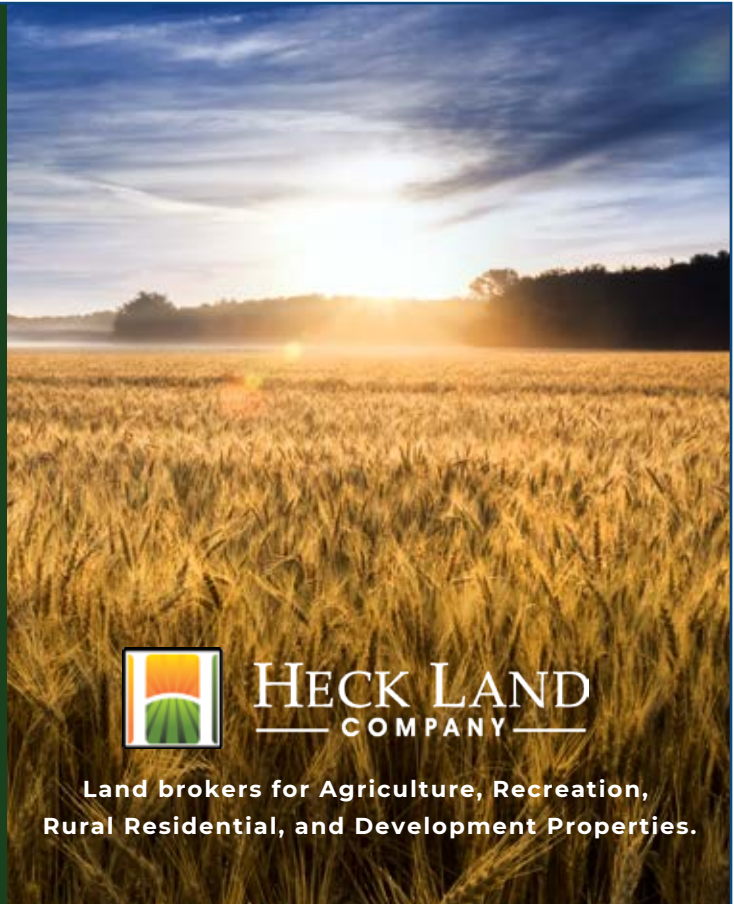
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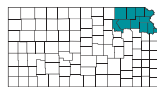
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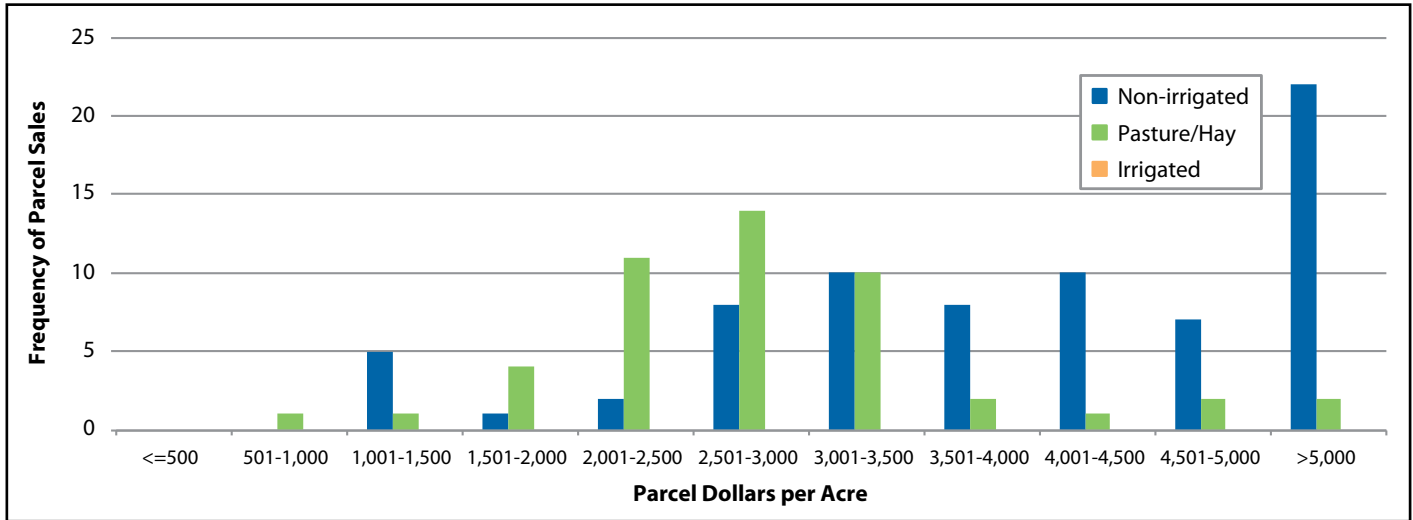
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2020 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Atchison	3,762	2,560	4,959
Brown	6,500	2,899	8,507
Doniphan	6,444	3,418	10,028
Jackson	3,291	2,658	5,343
Jefferson	2,816	1,136	3,717
Marshall	3,363	1,272	4,928
Nemaha	4,236	1,357	6,375
Riley	2,526	1,194	3,038
Total	4,154	1,136	10,028

Pasture/Hay Ground

County	Average	Minimum	Maximum
Atchison	3,241	2,988	3,699
Jackson	2,437	1,180	3,611
Jefferson	2,737	633	4,497
Pottawatomie	2,529	1,685	3,199
Riley	3,243	1,770	5,285
Total	2,921	633	5,285

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2020. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.

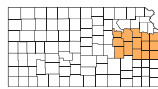
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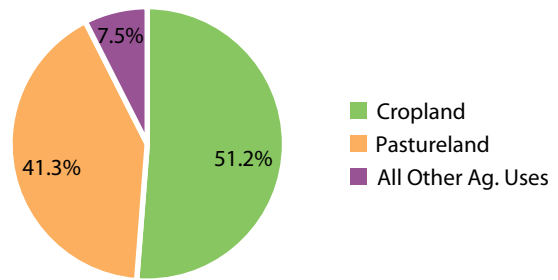
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Farmland Uses

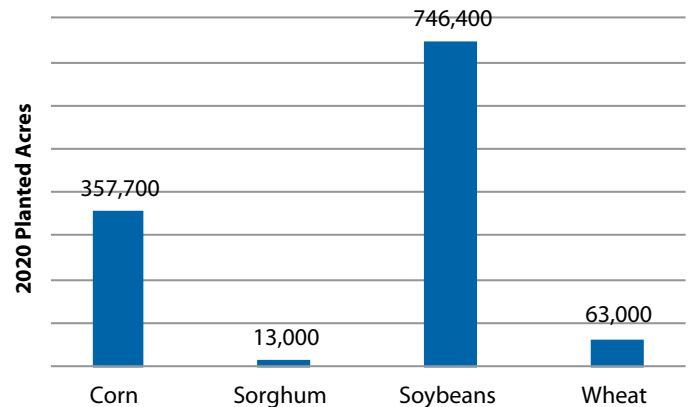


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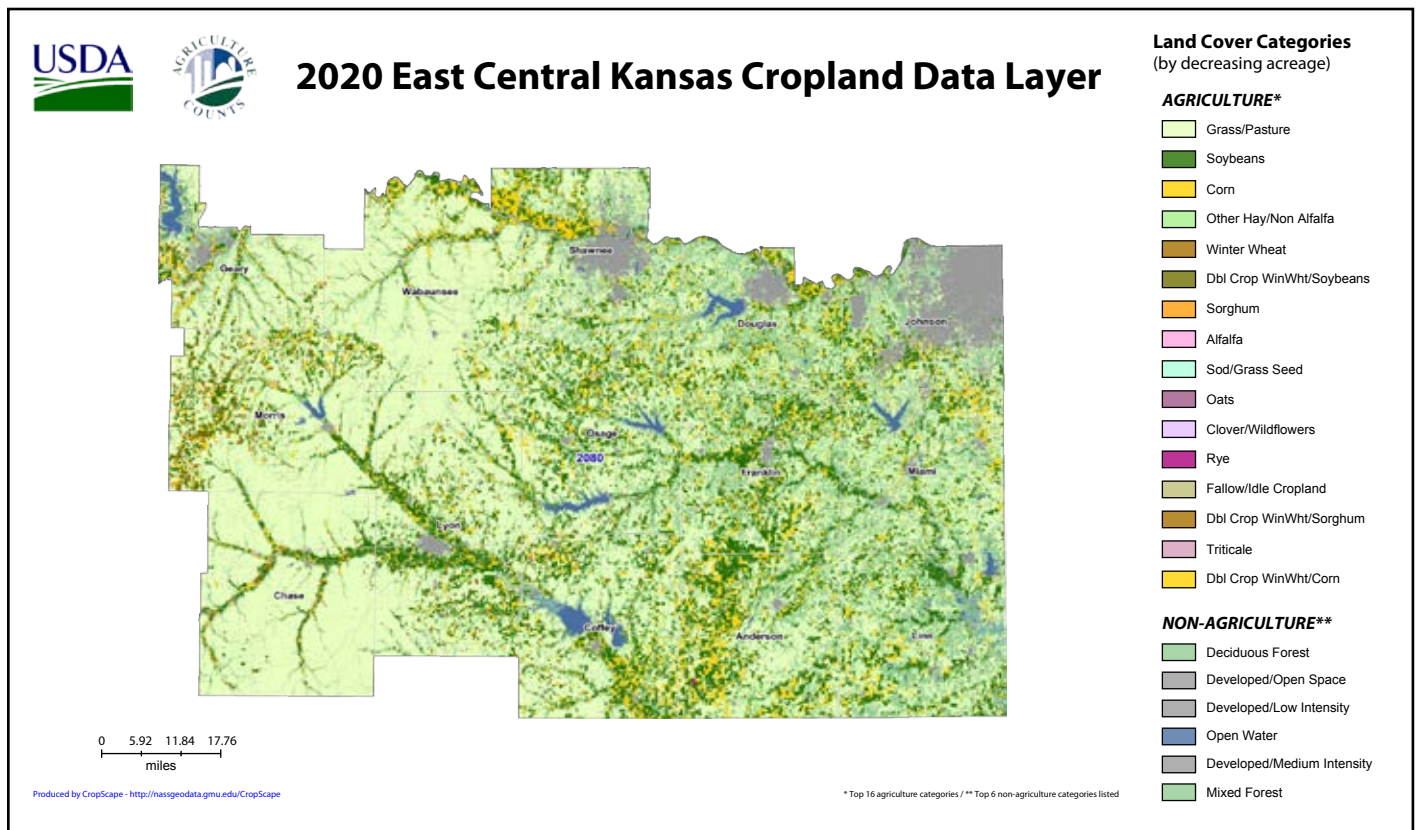
The East Central region of Kansas is comprised of 14 counties with 4,488,974 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 430 acres for the 10,431 farms in this region. Farmland is comprised of 51.2% cropland and 41.3% pasture.

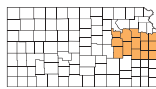
Cash crops in this region are dominated by corn and soybeans with smaller amounts of wheat and sorghum. Most cropland in this region is non-irrigated. Hay is also a major commodity in this region with more than 447,300 acres harvested in 2018. Main livestock enterprises in this region include beef cattle, poultry, and goats.

Primary Crops



Based on NASS reported planted acres in 2020 compiled from Quick Stats





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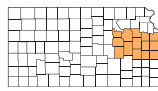


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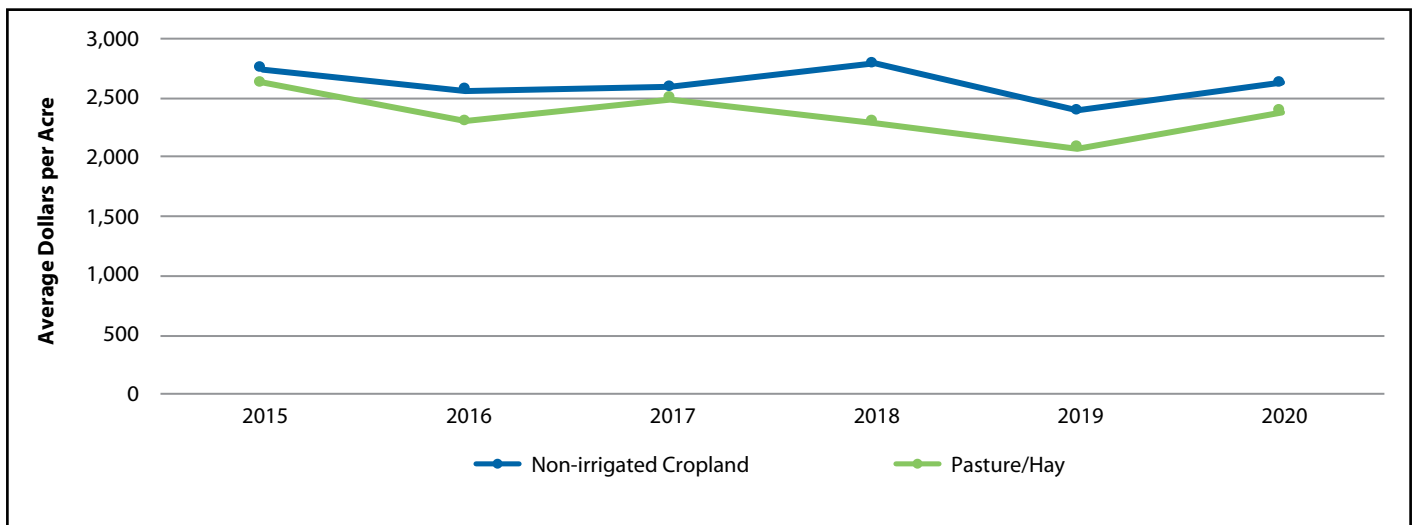
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Trends in Average Land Value – By Type

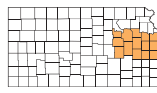


Type	Average Dollars per Acre						% Change in 2020 Dollars per Acre from 2015-2019
	2015	2016	2017	2018	2019	2020	
Non-irrigated Cropland	2,745	2,559	2,591	2,791	2,393	2,623	0.3%
Pasture/Hay	2,630	2,299	2,494	2,295	2,073	2,387	1.2%

The East Central region has seen a lot of fluctuation in average non-irrigated cropland value with 2020 showing nearly equal to the previous 5-year average. Overall, pasture and hay ground has remained fairly steady, with the 2020 value being 1% up from the previous 5-year average.

Agricultural land sales were down 4% in 2020 from the previous 5-year average. Coffey, Osage, and Wabaunsee counties made up the majority of acres sold in 2020 with few acres sold in Douglas, Franklin, and Miami counties. Unlike other regions, the majority of acres sold in the East Central region are grassland. In 2020, native grass made up 64% of all sale acres and total grassland accounted for 72% of all sale acres.

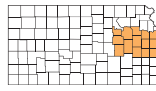
Few counties in this region had enough sales to report an average value for non-irrigated cropland. For the counties that did, averages ranged from \$2,216 in Osage County to \$3,287 in Franklin County. Pasture/Hay ground saw significantly higher average values in Franklin and Shawnee counties than others in the region. It is worth noting that some counties show a higher pasture/hay ground value than non-irrigated cropland, which is likely due to limited non-irrigated sales in this region.



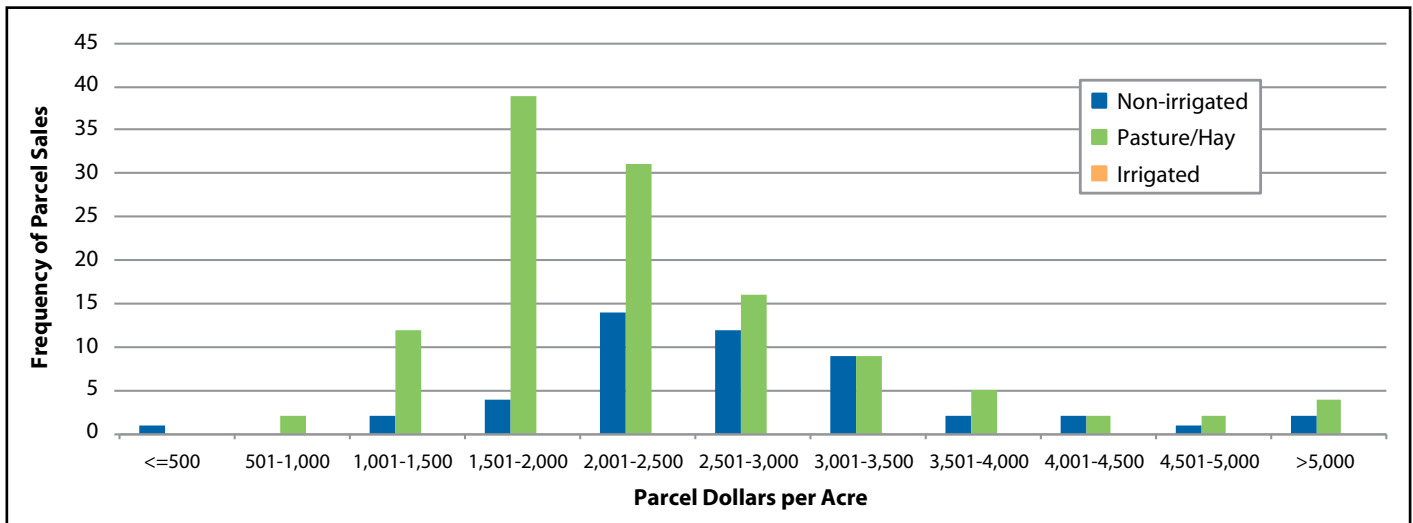
2020 Land Sale Information – By County

County	# of Land Tracts Sold (2020)	Total Acres Sold (2020)	Average Annual Acres Sold (2015-2019)	% Change in 2020 Acreage Sales from 2015-2019 Average
Anderson	21	2,685	3,438	-21.9%
Chase	6	1,741	3,968	-56.1%
Coffey	32	4,059	2,730	48.7%
Douglas	8	997	1,311	-24.0%
Franklin	13	1,225	3,468	-64.7%
Geary	22	3,794	2,229	70.3%
Linn	35	3,728	2,302	62.0%
Lyon	23	2,778	2,390	16.2%
Miami	12	1,133	2,343	-51.7%
Morris	11	1,506	1,290	16.8%
Osage	37	4,143	5,491	-24.5%
Shawnee	16	1,937	1,574	23.0%
Wabaunsee	30	4,435	3,117	42.3%
Total	266	34,160	35,593	-4.0%

County	Dryland Crop Acres Sold (2020)	Irrigated Crop Acres Sold (2020)	Pasture/Native Hay Acres Sold (2020)	Tamegrass Acres Sold (2020)	Total Acres Sold (2020)
Anderson	1,304	0	1,240	141	2,685
Chase	0	0	1,741	0	1,741
Coffey	1,411	0	2,538	110	4,059
Douglas	401	0	457	139	997
Franklin	605	0	535	85	1,225
Geary	564	22	3,115	94	3,794
Linn	1,177	0	1,931	620	3,728
Lyon	489	0	2,232	57	2,778
Miami	376	7	58	691	1,133
Morris	454	0	955	97	1,506
Osage	1,280	30	2,541	292	4,143
Shawnee	542	91	1,137	167	1,937
Wabaunsee	949	0	3,304	183	4,435
Total	9,551	150	21,784	2,676	34,160



2020 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Anderson	2,349	1,182	3,385
Coffey	2,362	2,012	4,767
Franklin	3,287	2,992	3,919
Linn	2,490	1,047	3,169
Osage	2,216	355	2,876
Total	2,623	355	6,000

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2020. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.

Pasture/Hay Ground

County	Average	Minimum	Maximum
Anderson	2,186	1,613	3,000
Chase	1,989	1,760	2,385
Coffey	1,889	928	3,263
Franklin	3,050	2,466	3,388
Geary	1,721	1,045	2,754
Linn	2,573	1,130	4,489
Lyon	2,004	997	3,508
Morris	2,288	1,670	2,852
Osage	2,432	1,062	4,769
Shawnee	3,074	2,076	5,115
Wabaunsee	1,892	1,350	2,674
Total	2,387	928	6,002



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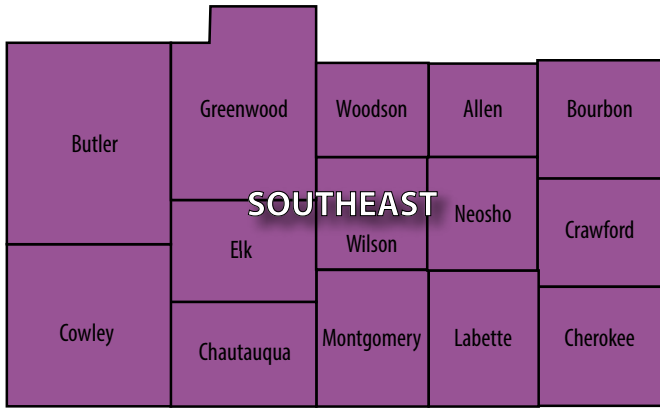
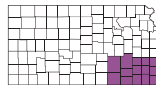
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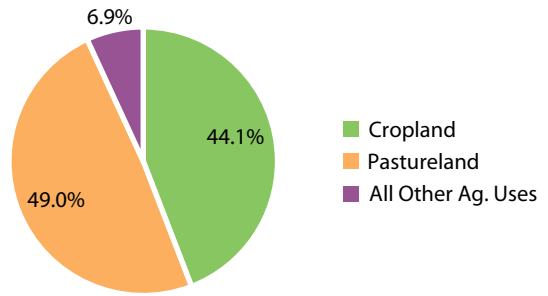
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Farmland Uses

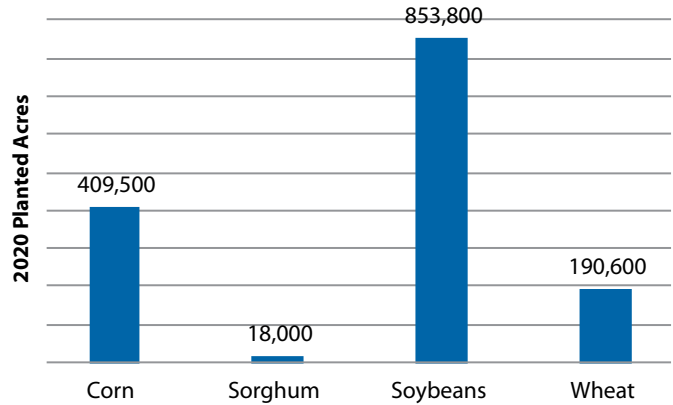


Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

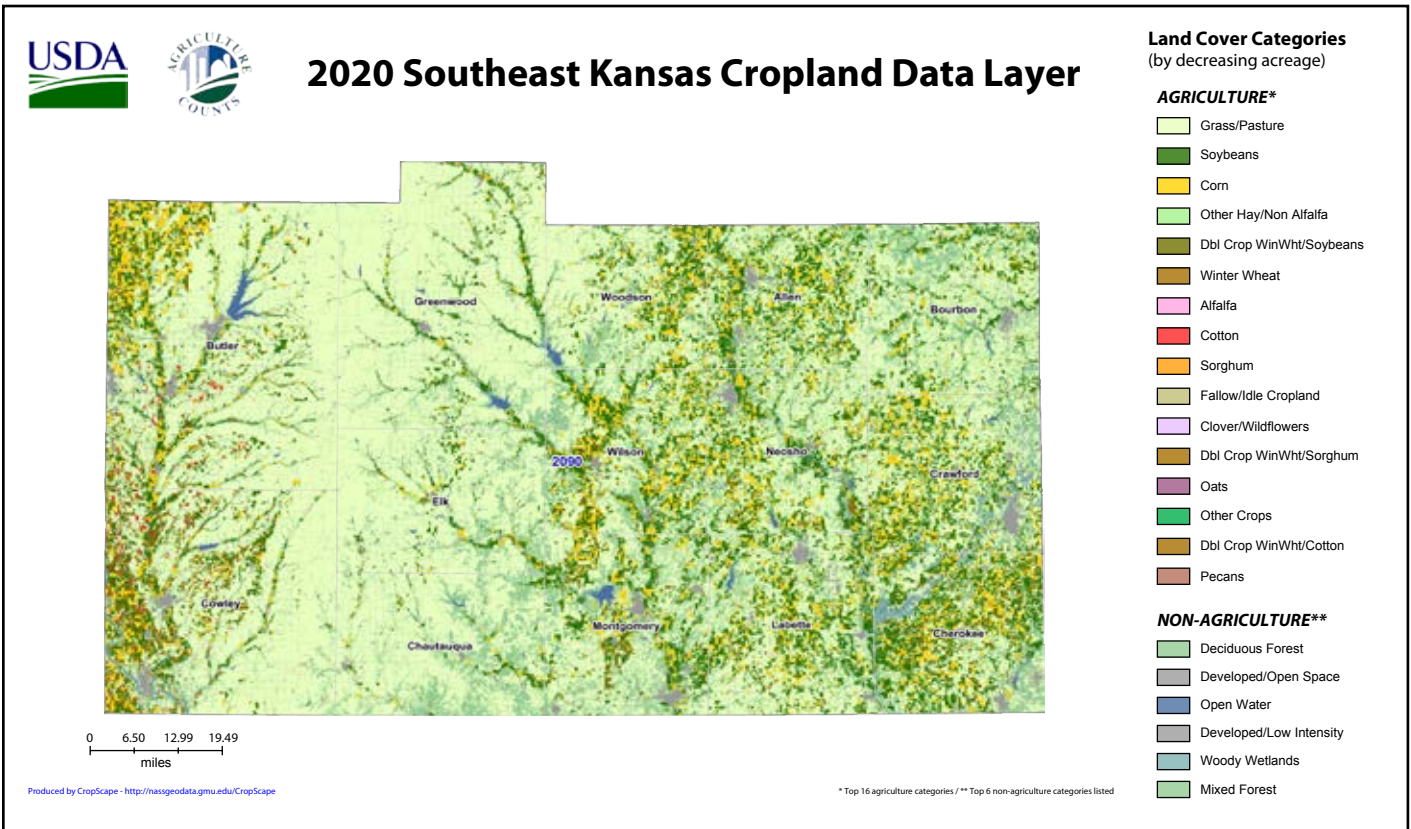
The Southeast region of Kansas is comprised of 14 counties with 5,401,506 acres of farmland. Average farm size is 548 acres for the 9,851 farms in this region. Farmland is comprised of 44.1% cropland and 49% pasture.

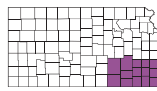
The main cash crops in this region are soybeans, corn and wheat. Hay production is also important to this region with more than 452,900 acres harvested in 2018. Farmland in the Southeast region is comprised of a large amount of pasture acres, so consequently beef cattle is the main livestock enterprise. Six of the 14 counties in this region rank among the highest in Kansas for beef cow numbers. There are also large amounts of stocker cattle grazed during the summer months.

Primary Crops



Based on NASS reported planted acres in 2020 compiled from Quick Stats





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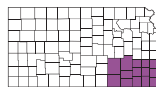
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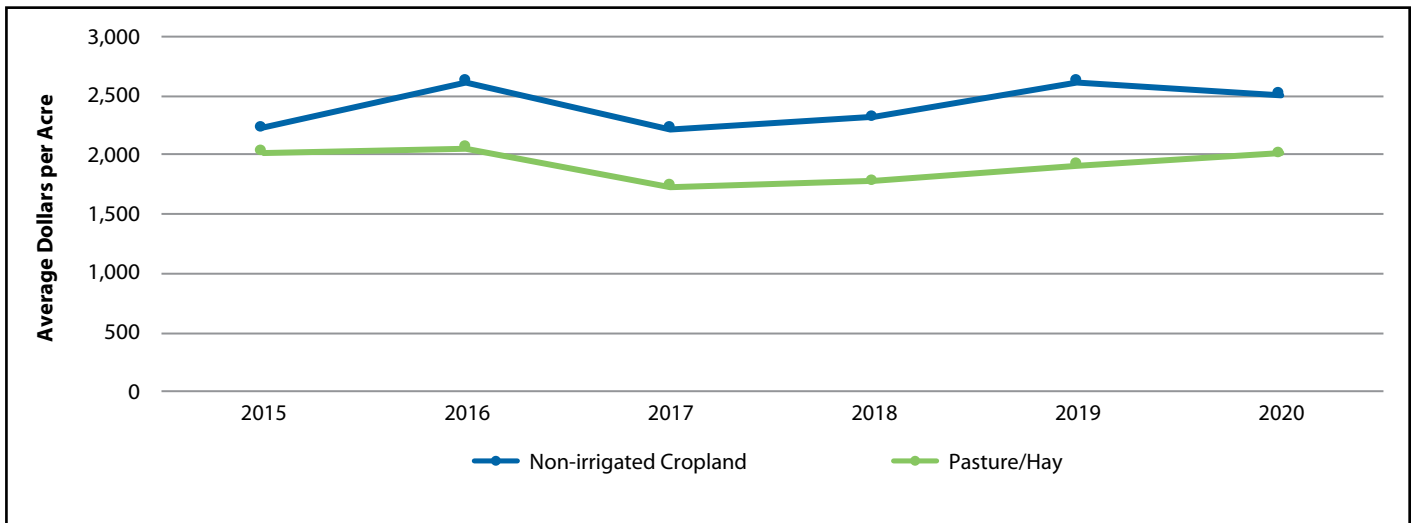
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Trends in Average Land Value – By Type

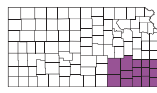


Type	Average Dollars per Acre						% Change in 2020
	2015	2016	2017	2018	2019	2020	Dollars per Acre from 2015-2019
Non-irrigated Cropland	2,233	2,615	2,223	2,316	2,614	2,513	4.7%
Pasture/Hay	2,021	2,060	1,732	1,782	1,918	2,011	5.7%

Non-irrigated cropland in the Southeast region increased 5% over the historical 5-year average but showed a slight decrease from 2019. Most agricultural acres in this region are grassland however, which continues to show recovery from a low in 2017.

Agricultural land sales volume in the Southeast region was slightly lower than the previous 5-year average at 49,676 total acres. In 2020, the majority of sale acres occurred in Butler, Bourbon, Greenwood, and Labette counties. Only 29% of sales in this region were non-irrigated cropland with the remaining being mostly native grass.

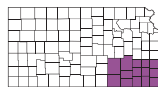
Non-irrigated cropland value on average was highest in Butler County with other counties being more similar in value, although all counties had limited sales. Pasture and hay ground values were highest in Butler and Crawford counties with Greenwood County having the lowest average value.



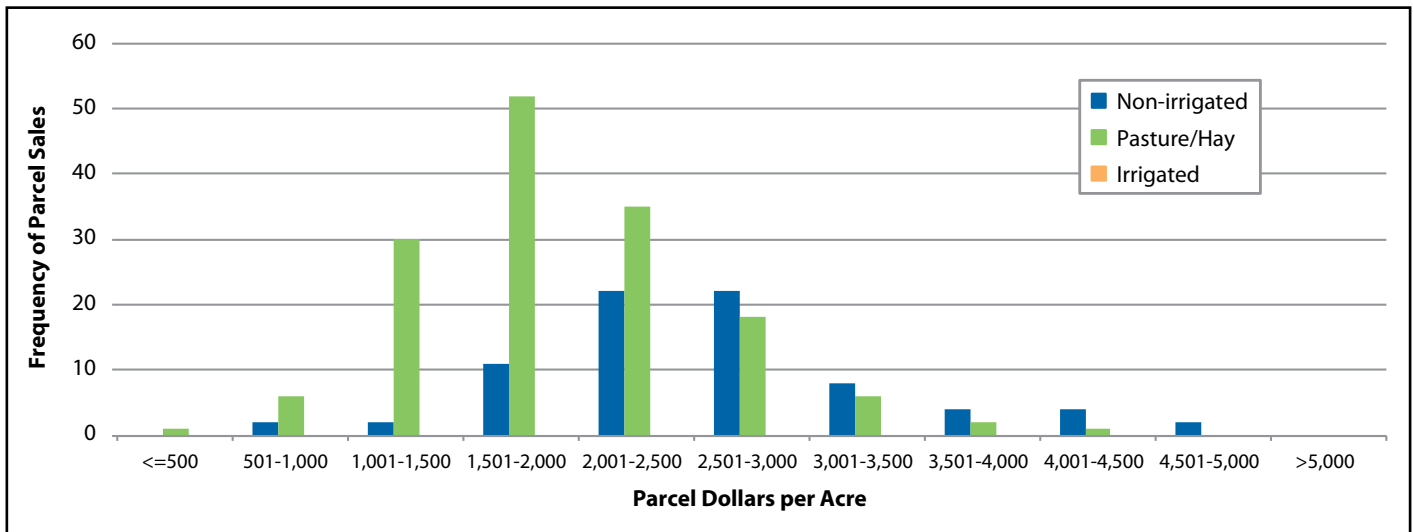
2020 Land Sale Information – By County

County	# of Land Tracts Sold (2020)	Total Acres Sold (2020)	Average Annual Acres Sold (2015-2019)	% Change in 2020 Acreage Sales from 2015-2019 Average
Allen	18	2,079	3,093	-32.8%
Bourbon	37	5,196	6,723	-22.7%
Butler	46	8,177	5,375	52.1%
Chautauqua	10	1,311	5,476	-76.1%
Cherokee	20	2,470	1,724	43.3%
Cowley	26	3,482	7,257	-52.0%
Crawford	31	3,728	4,061	-8.2%
Elk	12	3,064	1,316	132.8%
Greenwood	31	5,415	4,890	10.7%
Labette	43	5,432	2,128	155.3%
Montgomery	37	4,838	4,162	16.2%
Neosho	17	1,863	1,752	6.3%
Wilson	10	1,528	2,603	-41.3%
Woodson	8	1,092	1,678	-34.9%
Total	346	49,675	52,238	-4.9%

County	Dryland Crop Acres Sold (2020)	Irrigated Crop Acres Sold (2020)	Pasture/Native Hay Acres Sold (2020)	Tamegrass Acres Sold (2020)	Total Acres Sold (2020)
Allen	1,121	0	742	216	2,079
Bourbon	1,288	0	3,525	383	5,196
Butler	1,644	0	5,923	611	8,177
Chautauqua	73	0	1,182	57	1,311
Cherokee	1,654	0	626	191	2,470
Cowley	754	0	2,412	316	3,482
Crawford	1,397	0	1,146	1,185	3,728
Elk	123	0	2,941	0	3,064
Greenwood	594	0	4,721	100	5,415
Labette	2,320	0	1,192	1,920	5,432
Montgomery	1,814	0	1,973	1,052	4,838
Neosho	948	0	717	198	1,863
Wilson	681	0	698	149	1,528
Woodson	210	0	843	39	1,092
Total	14,620	0	28,639	6,416	49,675



2020 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Allen	1,882	507	2,354
Bourbon	2,599	2,050	4,196
Butler	3,631	2,257	4,676
Cherokee	2,602	1,005	2,954
Cowley	2,265	1,880	3,460
Crawford	2,412	2,033	3,236
Labette	2,420	717	3,063
Montgomery	2,426	1,600	3,917
Neosho	2,700	2,279	4,611
Total	2,513	507	4,676

Pasture/Hay Ground

County	Average	Minimum	Maximum
Bourbon	2,125	783	3,049
Butler	2,444	1,500	3,276
Chautauqua	1,479	824	1,941
Cowley	1,926	1,177	3,393
Crawford	2,411	1,123	3,378
Elk	1,605	1,207	2,000
Greenwood	1,395	466	1,858
Labette	2,132	543	4,019
Montgomery	1,934	1,089	3,801
Woodson	1,913	1,364	3,834
Total	2,011	466	4,019



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