

# Kansas

## Agricultural Land Values and Trends 2018

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Agricultural Economics



**American Society  
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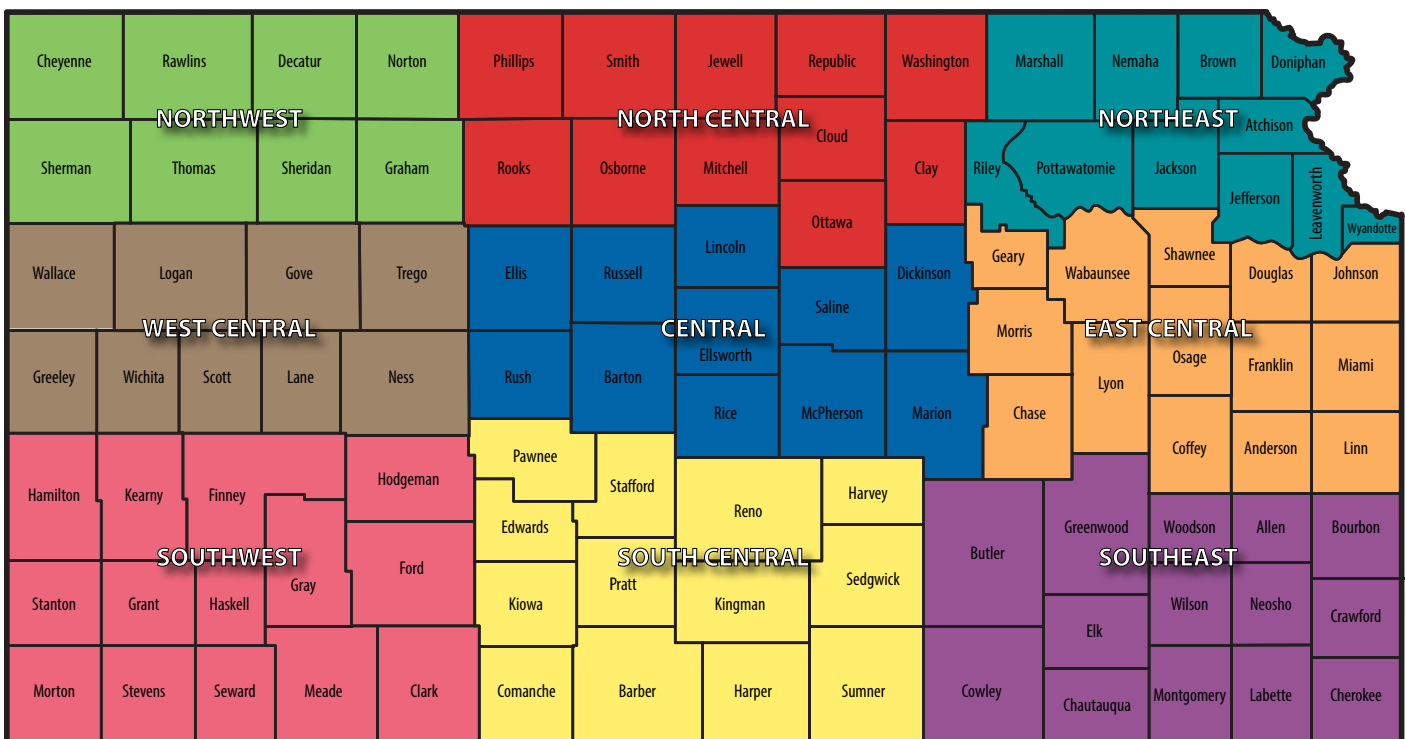
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## Kansas Land Region Map



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 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 include parcels sold in Kansas from 2013–2018. In an attempt to capture parcels selling for agricultural land purposes, some observations were removed from the data set. This included parcels fewer than 70 acres in size and extreme outliers. No adjustments were made to the reported per acre sales value based on land quality, location, fencing, water availability, etc.

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

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

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## **About the ASFMRA**

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.

ASFMRA's Appraisers and Review Appraisers represent individuals who have taken additional training beyond what is required, in order to gain specialized expertise in appraising rural and agricultural properties. Many of them are familiar with complex appraisal situations including eminent domain, conservation easements as well as appraising poultry facilities, grain elevators, wind farms, dairies, greenhouses, and vineyards. When you utilize an ASFMRA trained appraiser or review appraiser know that they have been trained on the most up-to-date technologies and methodologies associated with valuation.

ASFMRA truly represents The Most Trusted Rural Property Professionals and is the organization for individuals who provide management, consultation, and valuation services, as well as real estate services on rural and agricultural assets. The land experts who hold membership in ASFMRA work under a professional code of ethics, which includes continuing education requirements. You can rest assured that if you're working with someone who is an accredited member of the society, you are truly working with a competent land expert and agricultural professional who can assist you with all of your property, land and asset needs.

# Kansas Farm Profitability Trends

We are pleased to publish the second edition of the Kansas Land Values and Trends book. As you study the information, it is vital to consider the economic context of the sales reported. Land values, which are affected by profitability in the agricultural sector, have been declining over the past few years from their peak in 2015. This decline corresponds to a contraction in profitability of Kansas farms that has been driven by low commodity prices and relatively high costs of production. For many producers, the working capital they acquired during the years of high returns from 2008 to 2014 is nearing depletion as they make their way through tight cash flow situations they have faced during the past 4 years. In many ways, the short-run direction of the agricultural economy in Kansas can be best described as uncertain.

Over the past several years, the profitability of farms across the state has been driven in large part by yields. For farms with above average yields, the profitability situation has been relatively good. However, below average yields have negatively affected cash flows and left some farmers in a poor financial situation. Conversations with agricultural lenders have revealed a need for loan restructuring for short-term debt for many farms and, in some cases, selling off a parcel of land is also required to be able to service their debt. Small numbers of sales of parcels will not affect the overall market for land, but may have an impact in localized areas. Low yields and debt management issues are leaving the land market weak in some regions of the state, but not necessarily affecting the entire land market in Kansas.

The sales presented in this book reveal two characteristics of the Kansas land market. First, the number of overall sales has increased, indicating a willingness on the part of buyers and sellers to participate in this down market. The number of sales remains lower than it was in 2014 and 2015, suggesting that demand remains down. Another aspect of the market revealed in the data is the average sales price increased slightly between 2017 and 2018. This suggests some strength in the market that we haven't seen in the past 3 years. One explanation for the strength is the willingness of sellers to let go of land at current prices to avoid the potential for lower prices in the coming years.

Where are land values headed? That is a difficult question to answer. While profitability drives land values, there is also the need to consider interest rates and other market conditions such as access to foreign markets and competition from foreign producers of wheat, corn, and soybeans. If profitability does not recover and interest rates continue to rise, it is reasonable to expect continued downward pressure on land values.

For more information on land values and other economic insights, we encourage you to visit the AgManager website, [www.AgManager.info](http://www.AgManager.info). The site provides information generated by the Department of Agricultural Economics at Kansas State University on a regular basis. We appreciate the opportunity to partner on this publication with the Kansas Society of Farm Managers and Rural Appraisers to provide economic context for Kansas farmland owners.

Sincerely,

**Dr. Allen Featherstone**

*K-State Dept. of Agricultural Economics  
Department Head and Professor*

**Dr. Mykel Taylor**

*K-State Dept. of Agricultural Economics  
Department Associate Professor*



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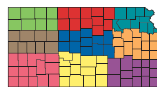
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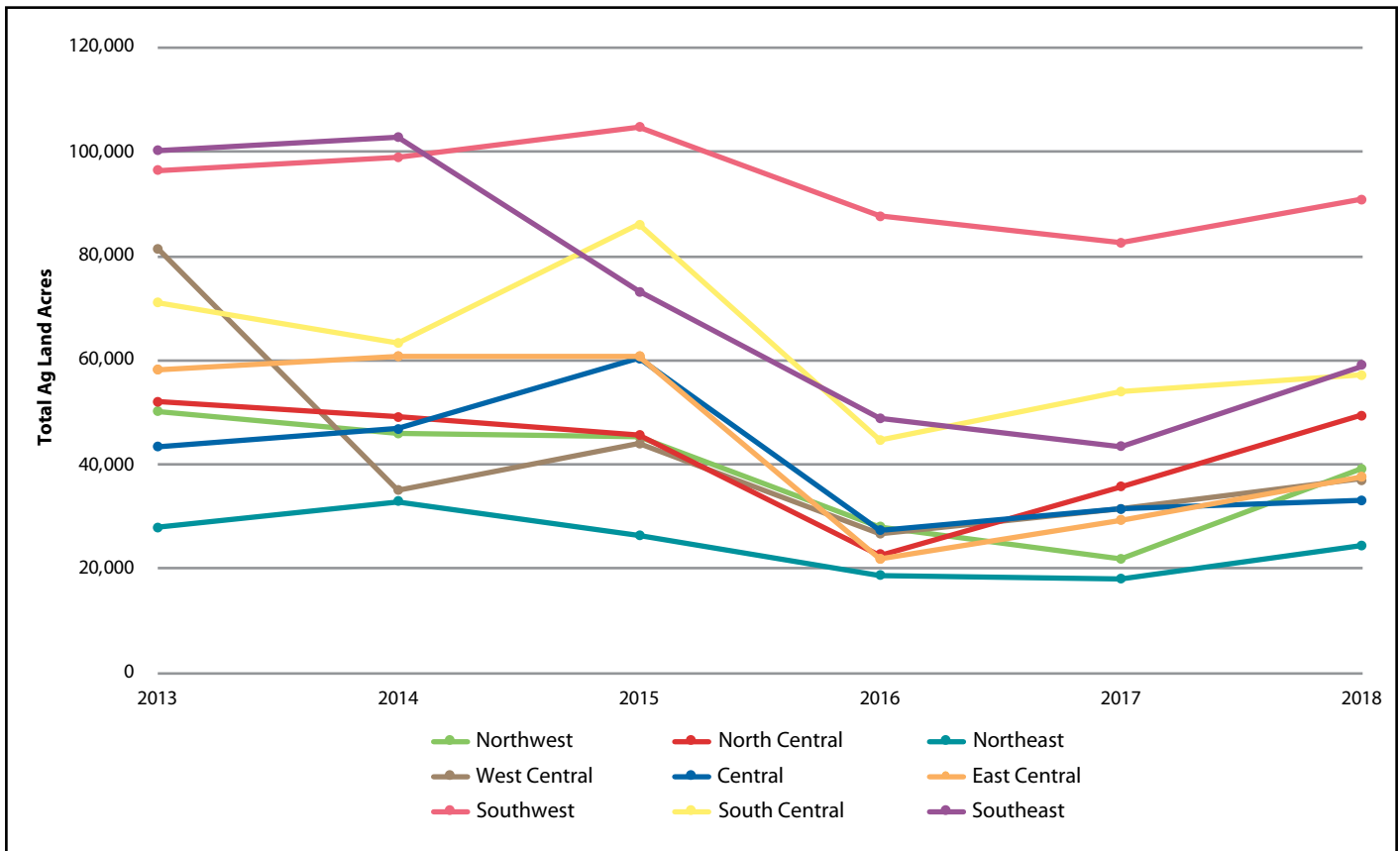
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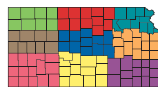
## Trends in Annual Acres Sold – By Region



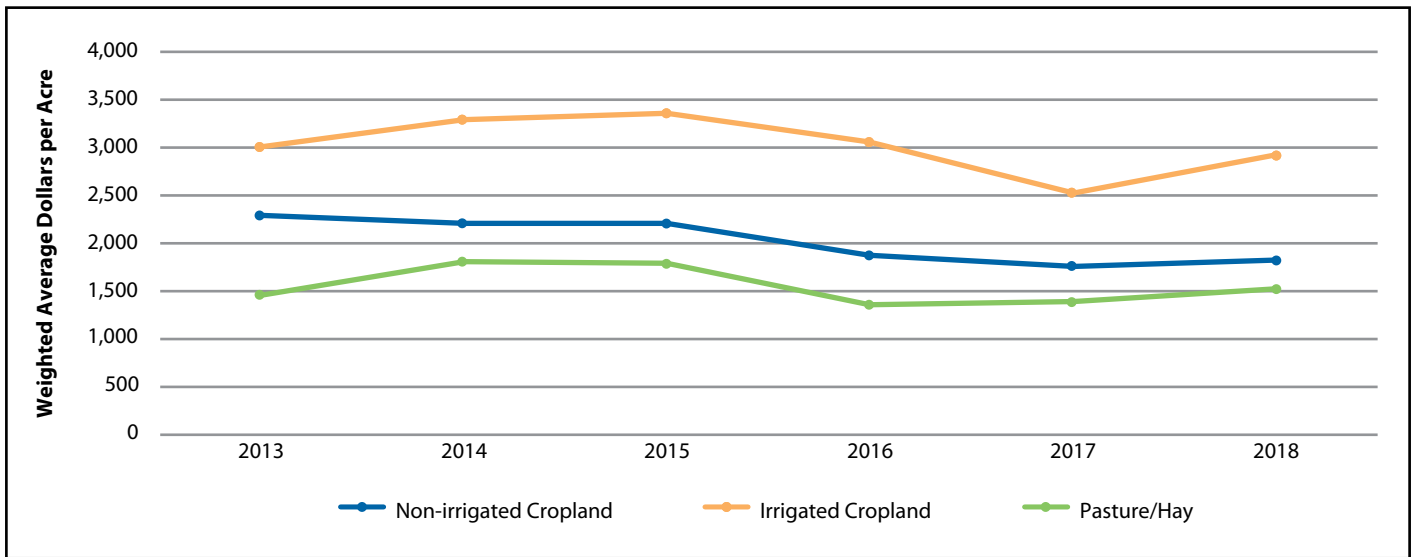
Region	Total Ag Land Acres Sold						% Change in 2018 Acreage Sales from 2013-2017 Average
	2013	2014	2015	2016	2017	2018	
Northwest	50,009	46,060	45,272	28,099	21,783	39,235	2.6%
West Central	81,136	35,067	43,871	26,764	31,368	37,207	-14.7%
Southwest	96,463	99,086	104,716	87,866	82,461	91,031	-3.3%
North Central	52,087	49,062	45,581	22,401	35,597	49,634	21.2%
Central	43,291	46,811	60,502	27,202	31,605	33,172	-20.8%
South Central	71,120	63,464	86,115	44,804	54,025	57,182	-10.5%
Northeast	27,833	32,873	26,502	18,652	17,897	24,418	-1.3%
East Central	58,058	60,814	60,574	21,803	29,274	37,564	-18.5%
Southeast	100,266	102,832	73,168	48,836	43,336	58,768	-20.2%
State	580,263	536,069	546,302	326,426	347,345	428,212	-8.4%

The number of agricultural land acres in Kansas sold on an annual basis had dramatically decreased between 2015 and 2016, but 2018 shows an uptick in sales volume. On the state level, agricultural land sales totaled 428,212 acres in 2018, which is 8.4% less than the 2013-2017 average but 23% greater than the 2017 value. Land sales volume varies by region but main contributors are Southwest, South Central, and Southeast. While Northeast tends to have the highest prices per acre, it is the smallest in sales volume.



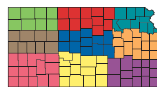


## Trends in Average Land Value – By Type

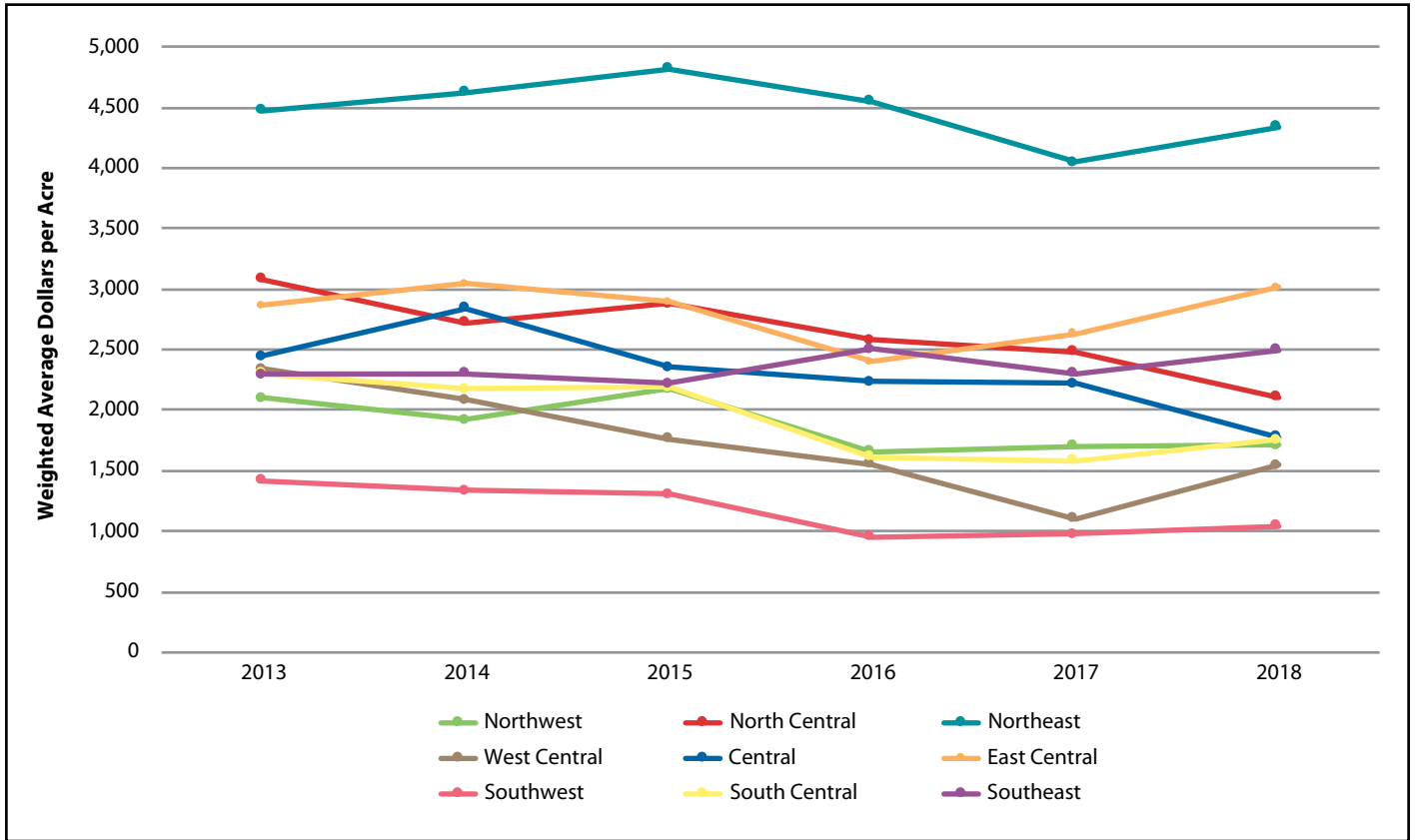


Type	Weighted Average Dollars per Acre						% Change	
	2013	2014	2015	2016	2017	2018	from Previous Year	% Change from Peak
Non-irrigated Cropland	2,289	2,213	2,207	1,869	1,767	1,831	3.6%	-20.0%
Irrigated Cropland	3,018	3,289	3,357	3,060	2,527	2,927	15.8%	-12.8%
Pasture/Hay Ground	1,457	1,802	1,793	1,361	1,399	1,534	9.6%	-14.9%

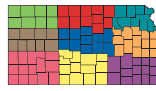
Non-irrigated cropland, which makes up the majority of agricultural land in the state, had been on a steady decrease since 2013, but saw a small recovery in 2018. In this 6-year timeframe, the average value of non-irrigated cropland has decreased 20%. Irrigated cropland, which is located primarily in the three western regions of Kansas and the South Central region, has decreased on average in 2016 and 2017 but saw a recovery in 2018. While the change from 2017 to 2018 is a 15.8% increase, the change from the peak in 2015 still represents a 12.8% decline in value. Agricultural land for pasture and grass hay peaked in 2014 at \$1,802 per acre on average and since has declined 14.9% to \$1,534 per acre. However, pasture and grass hay also saw a 9.6% recovery in 2018 from its 2017 value. Regional trends in these three types of agricultural land categories are displayed on the following pages. While state trends give an overall picture, local markets are highly variable.



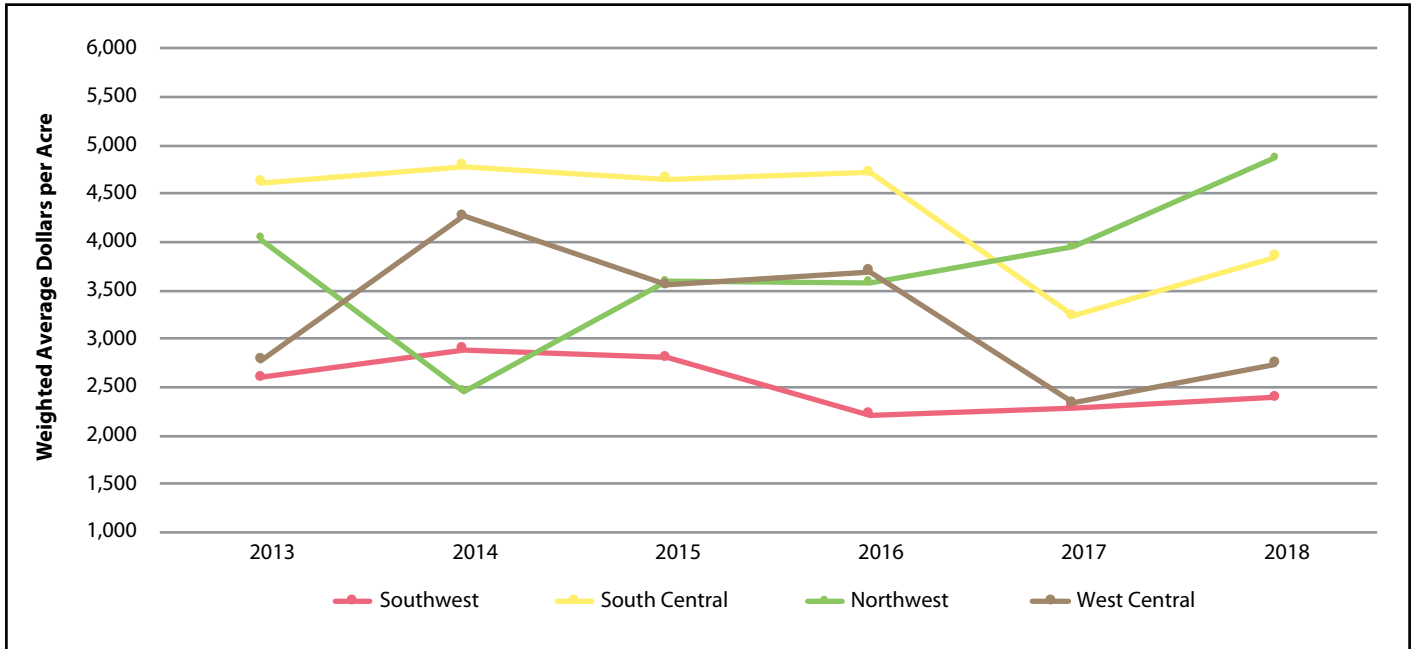
# Trends in Non-irrigated Land Value – By Region



Region	Weighted Average Dollars per Acre						% Change from Previous Year	% Change from Peak
	2013	2014	2015	2016	2017	2018		
Northwest	2,102	1,918	2,173	1,660	1,700	1,711	0.6%	-21.3%
West Central	2,343	2,081	1,766	1,550	1,102	1,543	40.1%	-34.1%
Southwest	1,416	1,333	1,305	957	972	1,044	7.4%	-26.2%
North Central	3,080	2,723	2,880	2,580	2,484	2,110	-15.1%	-31.5%
Central	2,444	2,844	2,356	2,233	2,222	1,775	-20.1%	-37.6%
South Central	2,300	2,177	2,191	1,612	1,586	1,757	10.8%	-23.6%
Northeast	4,477	4,625	4,817	4,550	4,045	4,339	7.3%	-9.9%
East Central	2,860	3,042	2,890	2,398	2,634	3,013	14.4%	-0.9%
Southeast	2,291	2,299	2,216	2,507	2,304	2,498	8.4%	-0.4%



## Trends in Irrigated Land Value – By Region

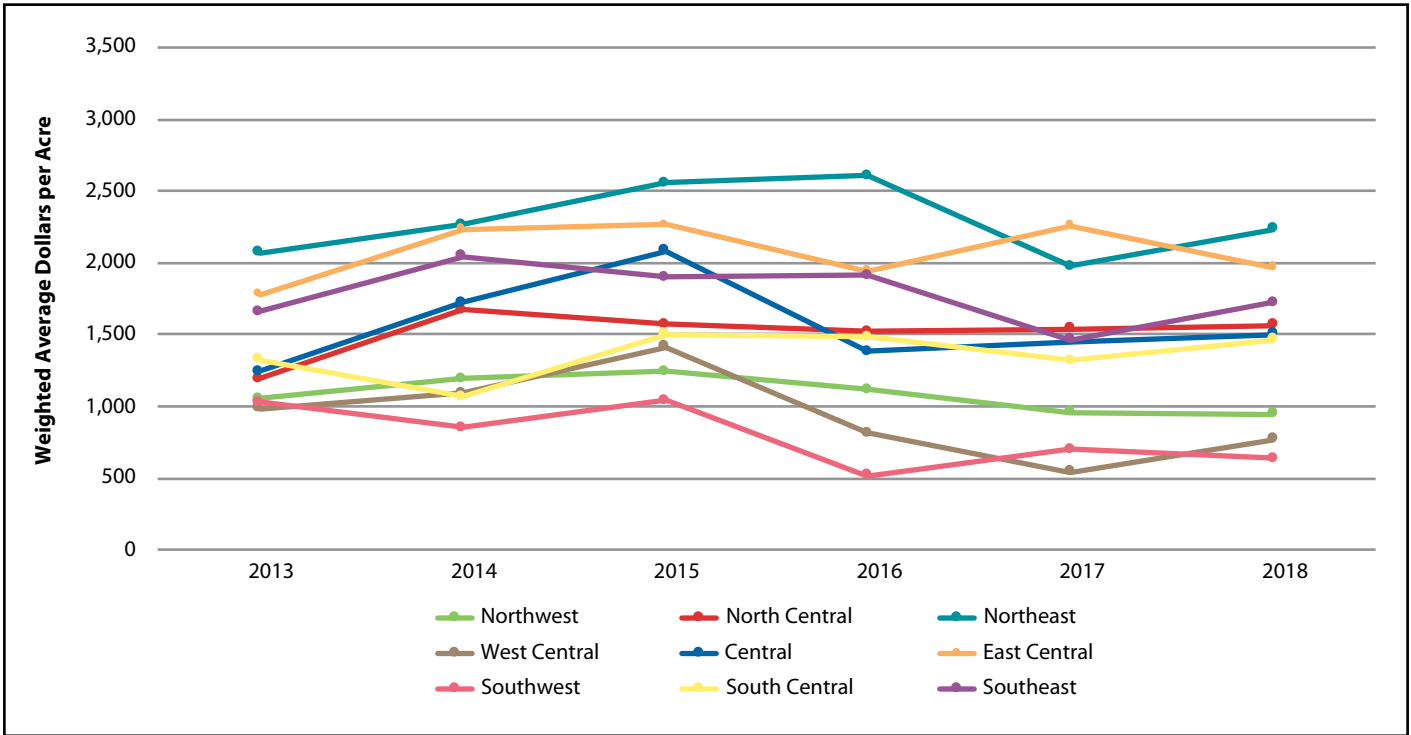


Region	Weighted Average Dollars per Acre						% Change from Previous Year	% Change from Peak
	2013	2014	2015	2016	2017	2018		
Northwest	4,030	2,457	3,589	3,583	3,949	4,863	23.1%	20.7%
South Central	4,617	4,785	4,653	4,718	3,237	3,846	18.8%	-19.6%
Southwest	2,593	2,890	2,801	2,209	2,284	2,393	4.8%	-17.2%
West Central	2,776	4,267	3,550	3,698	2,333	2,740	17.5%	-35.8%

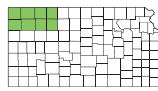
\*Limited sales of irrigated crop ground makes trends fluctuate. The Southwest region is the only region that has a consistently large amount of irrigated land sales



# Trends in Pasture/Hay Ground Land Value – By Region

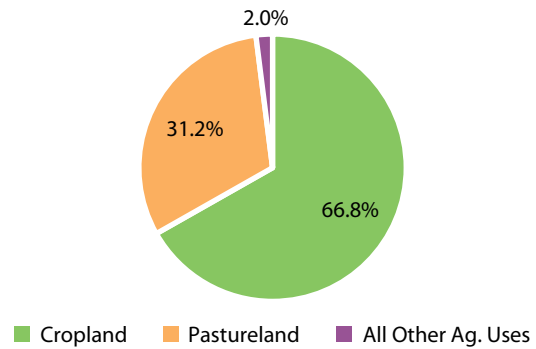


Region	Weighted Average Dollars per Acre						% Change from Previous Year	% Change from Peak
	2013	2014	2015	2016	2017	2018		
Northwest	1,057	1,194	1,242	1,117	960	951	-0.9%	-23.5%
West Central	987	1,090	1,413	815	546	770	41.1%	-45.5%
Southwest	1,031	854	1,044	520	701	636	-9.3%	-39.1%
North Central	1,193	1,674	1,572	1,523	1,541	1,567	1.7%	-6.4%
Central	1,247	1,725	2,086	1,381	1,451	1,503	3.5%	-27.9%
South Central	1,326	1,069	1,500	1,482	1,321	1,465	10.9%	-2.4%
Northeast	2,068	2,268	2,558	2,605	1,978	2,233	12.9%	-14.3%
East Central	1,782	2,237	2,263	1,942	2,261	1,971	-12.8%	-12.9%
Southeast	1,659	2,046	1,903	1,913	1,462	1,724	17.9%	-15.7%



Cheyenne	Rawlins	Decatur	Norton
<b>NORTHWEST</b>			
Sherman	Thomas	Sheridan	Graham

## Farmland Uses



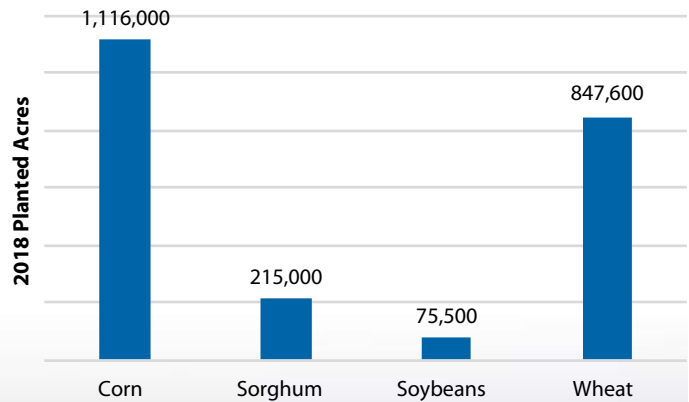
Based on the 2012 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

The Northwest region of Kansas is comprised of eight counties with 4,435,199 acres of farmland, according to the 2012 Census of Agriculture. Average farm size is 1,454 acres for the 3,051 farms in this region. Farmland is comprised of 66.8% cropland and 31.2% pasture.

Main cash crops in this region include corn, wheat, sorghum, and to a lesser extent, soybeans. According to the National Agricultural Statistics Service in 2018, 1,116,000 acres of cropland were planted to corn, of which 24.5% were irrigated. Wheat totaled 847,600 acres and grain sorghum, 215,000 acres.

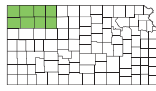
Main livestock enterprises in this region include beef cattle and swine. Norton County ranks among the Top 5 hog and pig producing counties in Kansas.

## Primary Crops



Based on NASS reported planted acres in 2018 compiled from Quick Stats





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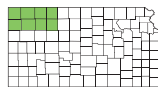
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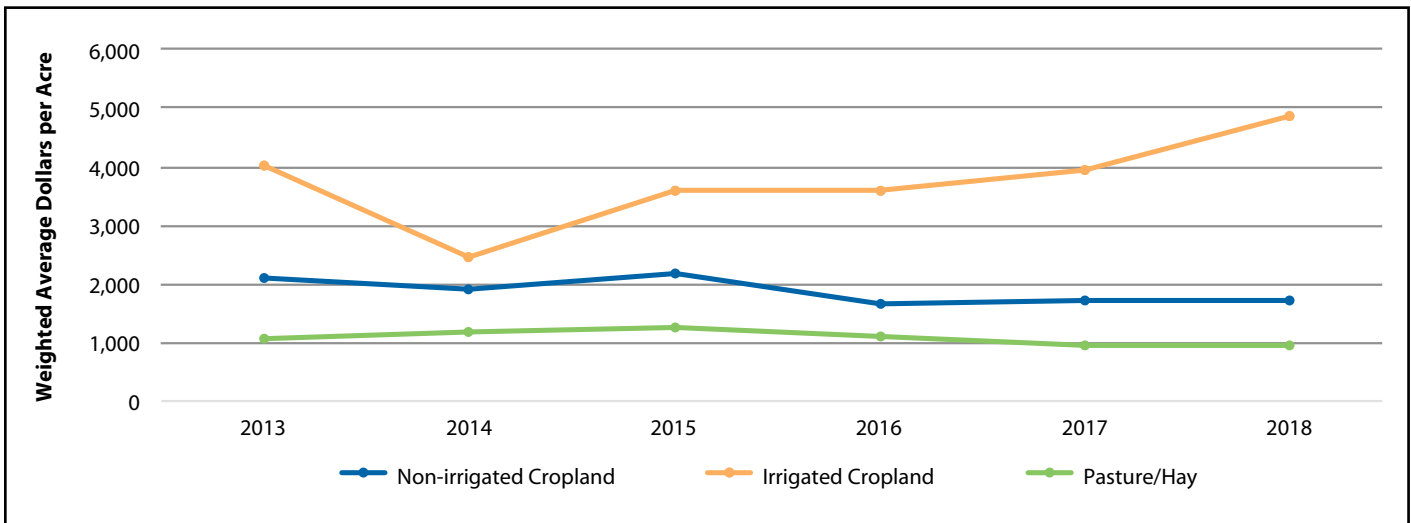
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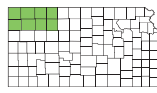
## Trends in Average Land Value – By Type



Type	Weighted Average Dollars per Acre						% Change (2013 to 2018)
	2013	2014	2015	2016	2017	2018	
Non-irrigated Cropland	2,102	1,918	2,173	1,660	1,700	1,711	-18.6%
Irrigated Cropland	4,030	2,457	3,589	3,583	3,949	4,863	20.7%
Pasture/Hay	1,057	1,194	1,242	1,117	960	951	-10.1%

The Northwest region has experienced significant declines in non-irrigated and pasture/hay values in 2016 and 2017, but basically has held steady in 2018. In contrast, irrigated cropland has increased in value over the last 2 years. As a region, the Northwest had 39,235 agricultural land acres sell in 2018, which is close to the average from 2013-2017.

A large variation in value and trends exist at the county and local level. Graham, Sherman, Thomas, and Decatur counties had the majority of sale acres in 2018. Cheyenne and Graham had some of the lowest non-irrigated cropland prices, with Thomas County significantly higher in value in 2018 than the rest of the region.

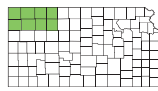


## 2018 Land Sale Information – By County

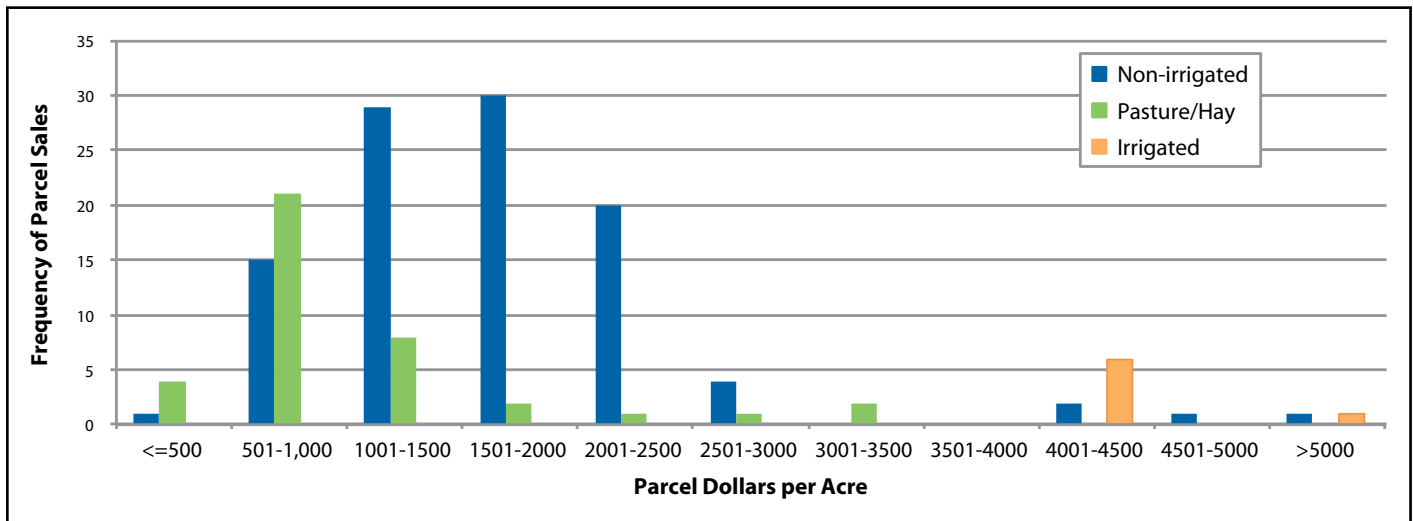
<b>County</b>	<b># of Land Tracts Sold (2018)</b>	<b>Total Acres Sold (2018)</b>	<b>Average Annual Acres Sold (2013-2017)</b>	<b>% Change in 2018 Acreage Sales from 2013-2017 Average</b>
Cheyenne	15	3,359	3,979	-15.6%
Decatur	31	6,024	5,574	8.1%
Graham	35	6,789	4,003	69.6%
Norton	22	2,850	5,571	-48.8%
Rawlins	14	3,359	6,873	-51.1%
Sheridan	21	3,322	3,580	-7.2%
Sherman	22	5,757	5,255	9.5%
Thomas	42	7,775	3,410	128.0%
<b>Total</b>	<b>202</b>	<b>39,235</b>	<b>38,245</b>	<b>2.6%</b>

<b>County</b>	<b>Dryland Crop Acres Sold (2018)</b>	<b>Irrigated Crop Acres Sold (2018)</b>	<b>Pasture/Native Hay Acres Sold (2018)</b>	<b>Tamegrass Acres Sold (2018)</b>	<b>Total Acres Sold (2018)</b>
Cheyenne	1,234	23	2,102	0	3,359
Decatur	3,669	237	2,119	0	6,024
Graham	3,776	106	2,906	0	6,789
Norton	1,604	78	1,167	0	2,850
Rawlins	1,130	0	2,229	0	3,359
Sheridan	1,624	812	886	0	3,322
Sherman	4,261	486	1,010	0	5,757
Thomas	6,832	361	583	0	7,775
<b>Total</b>	<b>24,130</b>	<b>2,102</b>	<b>13,003</b>	<b>0</b>	<b>39,235</b>





## 2018 Land Sale Information – By County



### Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Cheyenne	1,200	383	1,769
Decatur	1,659	977	2,562
Graham	1,017	806	1,297
Norton	1,505	683	2,636
Sheridan	2,068	1,600	4,127
Sherman	1,382	717	2,016
Thomas	2,214	901	8,107
All	1,711	383	8,107

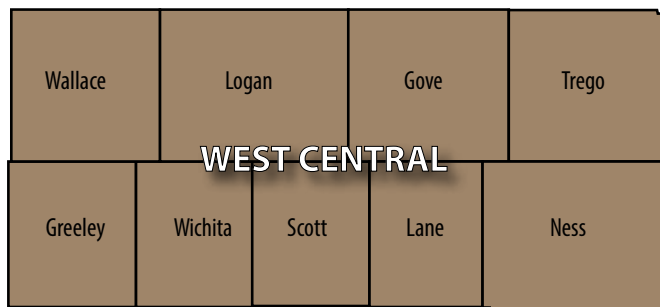
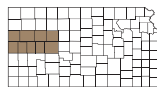
### Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Cheyenne	813	652	2,601
Decatur	875	413	1,146
Graham	823	734	910
Norton	1,190	818	1,584
Rawlins	674	412	1,082
Sherman	1,806	483	3,484
All	951	412	3,484

Note: County averages, minimums and maximums are only displayed if greater than four parcels sold in that county in 2018. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.

### Irrigated Cropland

County	Weighted Average	Minimum	Maximum
Sheridan	4,433	4,167	4,500
All	4,863	4,167	9,046

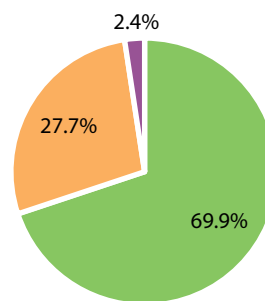


The West Central region of Kansas is comprised of nine counties with 4,624,798 acres of farmland, according to the 2012 Census of Agriculture. Average farm size is 1,508 acres for the 3,066 farms in this region. Farmland is comprised of 69.9% cropland and 27.7% pasture.

The main cash crop in this region is wheat, with significant amounts of corn and sorghum. According to the National Agricultural Statistics Service in 2018, almost one million acres in the West Central region were planted to wheat. Soybeans and sunflowers are also grown to a much lesser extent.

Main livestock enterprises in this region include beef cattle, sheep and swine. Scott and Wichita counties are among the highest ranking counties in Kansas for cattle on feed. Wichita County also ranks second highest in the state for swine numbers. Gove County is the top producer of sheep and lambs in the state.

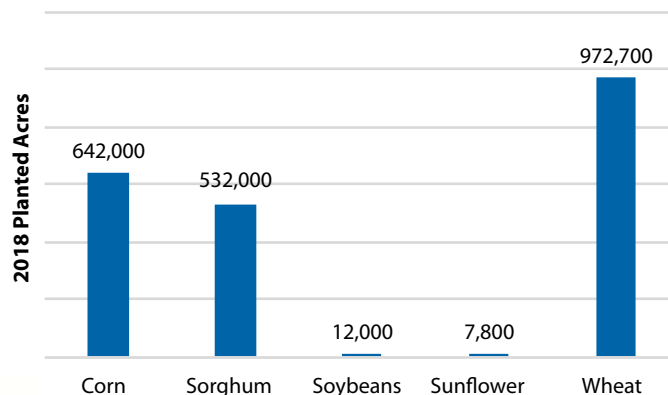
## Farmland Uses



■ Cropland ■ Pastureland ■ All Other Ag. Uses

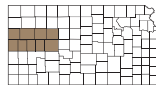
*Based on the 2012 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage*

## Primary Crops



*Based on NASS reported planted acres in 2018 compiled from Quick Stats*





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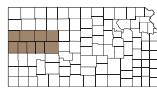
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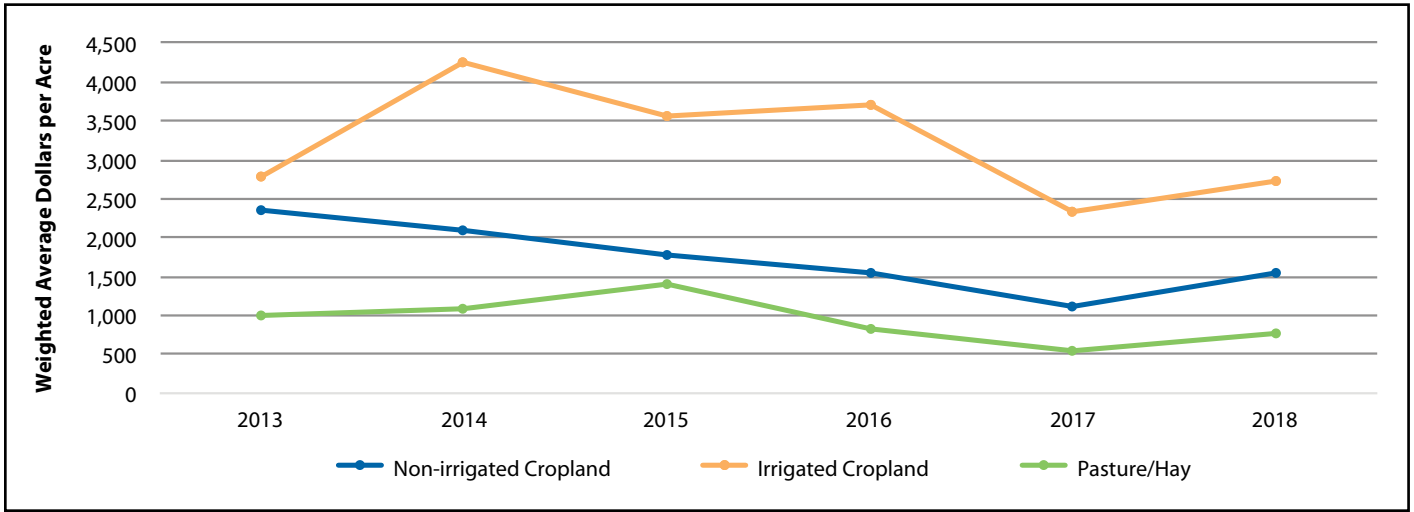
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## Trends in Average Land Value – By Type

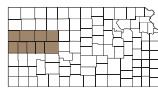


Type	Weighted Average Dollars per Acre						% Change (2013 to 2018)
	2013	2014	2015	2016	2017	2018	
Non-irrigated Cropland	2,343	2,081	1,766	1,550	1,102	1,543	-34.1%
Irrigated Cropland	2,776	4,267	3,550	3,698	2,333	2,740	-1.3%
Pasture/Hay	987	1,090	1,413	815	546	770	-22.0%

Non-irrigated cropland in the West Central region has been on a steady decline but showed a modest recovery in 2018. Pasture and hay ground also rebounded in 2018 but is still almost half its value from 2015. Irrigated cropland is more variable due to limited sales, but showed a small increase as well.

Decreases in the volume of agricultural land sales were seen in all counties with the exception of Lane and Ness counties. Overall as a region, agricultural land sales were down 14.7% from the 2013-2017 average, but up almost 6,000 acres from 2017.

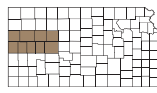
Non-irrigated cropland values was highest in Greeley County on average, with Ness and Wallace counties representing the lowest average values. Pasture and hay ground sold for higher values in Gove and Ness counties, with lower values in Logan and Trego.



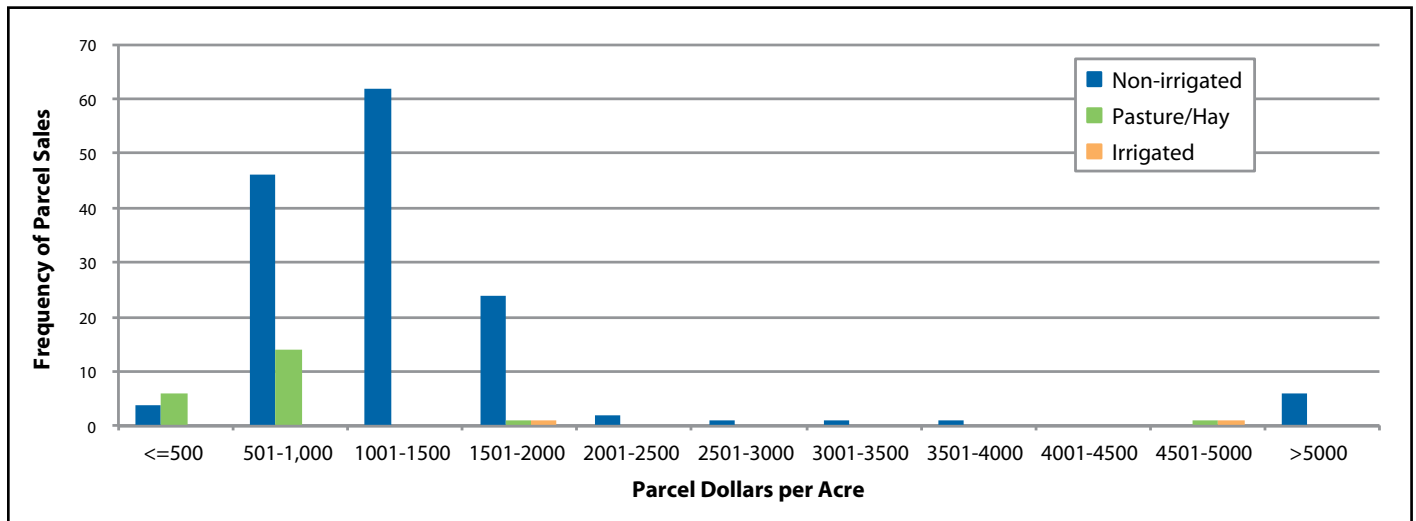
## 2018 Land Sale Information – By County

County	# of Land Tracts Sold (2018)	Total Acres Sold (2018)	Average Annual Acres Sold (2013-2017)	% Change in 2018 Acreage Sales from 2013-2017 Average
Gove	17	3,439	7,797	-55.9%
Greeley	39	8,130	8,205	-0.9%
Lane	15	3,452	2,762	25.0%
Logan	20	4,359	5,542	-21.4%
Ness	39	6,726	4,010	67.8%
Scott	14	2,598	3,337	-22.1%
Trego	20	3,732	4,046	-7.8%
Wallace	8	1,496	3,575	-58.2%
Wichita	16	3,276	4,367	-25.0%
Total	188	37,207	43,641	-14.7%

County	Dryland Crop Acres Sold (2018)	Irrigated Crop Acres Sold (2018)	Pasture/Native Hay Acres Sold (2018)	Tamegrass Acres Sold (2018)	Total Acres Sold (2018)
Gove	1,921	0	1,518	0	3,439
Greeley	7,616	0	515	0	8,130
Lane	3,122	0	330	0	3,452
Logan	2,904	108	1,347	0	4,359
Ness	4,527	14	2,185	0	6,726
Scott	2,512	0	86	0	2,598
Trego	2,412	0	1,320	0	3,732
Wallace	1,417	0	78	0	1,496
Wichita	2,967	250	59	0	3,276
Total	29,398	372	7,437	0	37,207



## 2018 Land Sale Information – By County



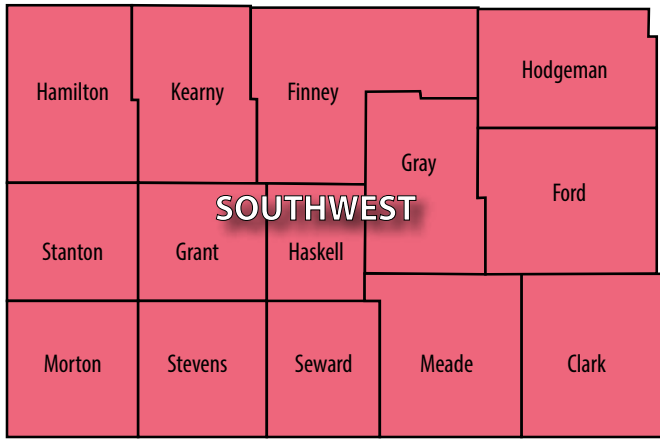
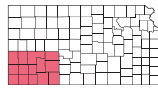
### Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Gove	1,407	1,044	1,673
Greeley	2,239	345	5,391
Lane	1,547	691	2,733
Logan	1,453	611	3,604
Ness	951	502	1,987
Scott	1,143	569	2,094
Trego	1,198	342	3,226
Wallace	822	452	945
Wichita	1,524	784	5,587
All	1,543	342	5,587

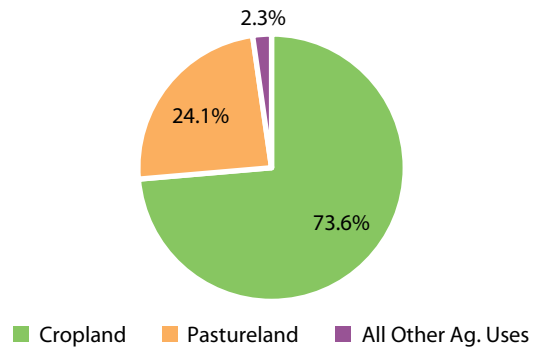
### Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Gove	1,049	887	1,806
Logan	476	376	749
Ness	1,003	502	4,647
Trego	794	453	939
All	770	345	4,647

Note: County averages, minimums and maximums are only displayed if greater than four parcels sold in that county in 2018. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



## Farmland Uses

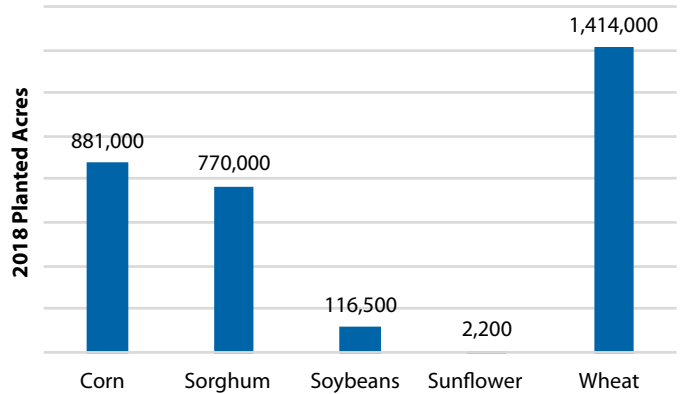


Based on the 2012 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

The Southwest region of Kansas is comprised of 14 counties with 7,379,081 acres of farmland, according to the 2012 Census of Agriculture. Average farm size is 1,411 acres for the 5,228 farms in this region. Farmland is comprised of 73.6% cropland and 24.1% pasture.

Main cash crops in this region are wheat, corn, sorghum, and a small amount of soybeans and sunflowers. According to the National Agricultural Statistics Service in 2018, 1.4 million acres of wheat and 881,000 acres of corn were planted. Of the corn acres, 75% were irrigated. Alfalfa hay is also an important commodity in this region with 133,700 acres harvested in 2017.

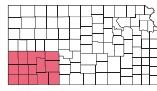
## Primary Crops



Based on NASS reported planted acres in 2018 compiled from Quick Stats

This region is known for large amounts of cattle on feed, having five 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.





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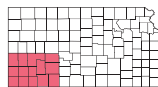
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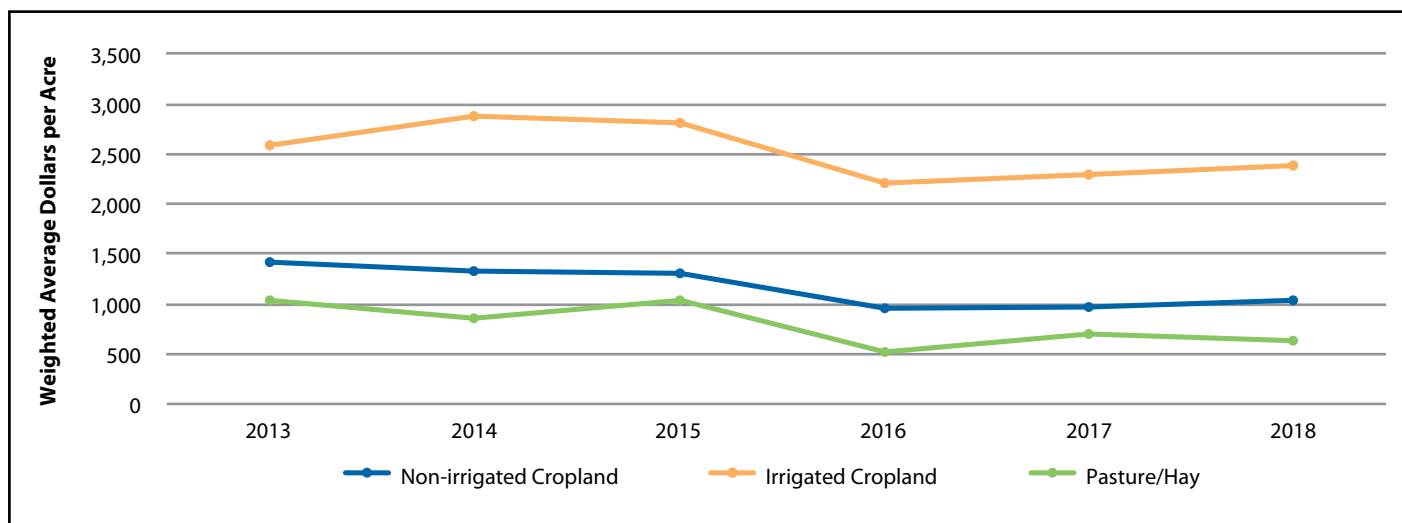
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## Trends in Average Land Value – By Type

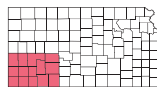


Type	Weighted Average Dollars per Acre						% Change (2013 to 2018)
	2013	2014	2015	2016	2017	2018	
Non-irrigated Cropland	1,416	1,333	1,305	957	972	1,044	-26.2%
Irrigated Cropland	2,593	2,890	2,801	2,209	2,284	2,393	-7.7%
Pasture/Hay	1,031	854	1,044	520	701	636	-38.3%

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 had a steady decline since 2013, with a modest rebound in 2018. Pasture and hay ground has been unsteady in its trend, but overall is down 38% from its average value in 2013. Irrigated cropland sales are common in this region, with the trend showing a 17% decrease from the 2014 peak.

Agricultural land sales in the Southwest are down only 3.3% in 2018 from the 2013-2017 average, but up nearly 10,000 acres from the past year.

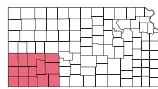
Irrigated cropland average value was \$2,393 on average with Ford, Finney, and Kearny counties being the highest. Non-irrigated average cropland value was \$1,044, and grass/hay \$636 per acre, both the lowest in the state.



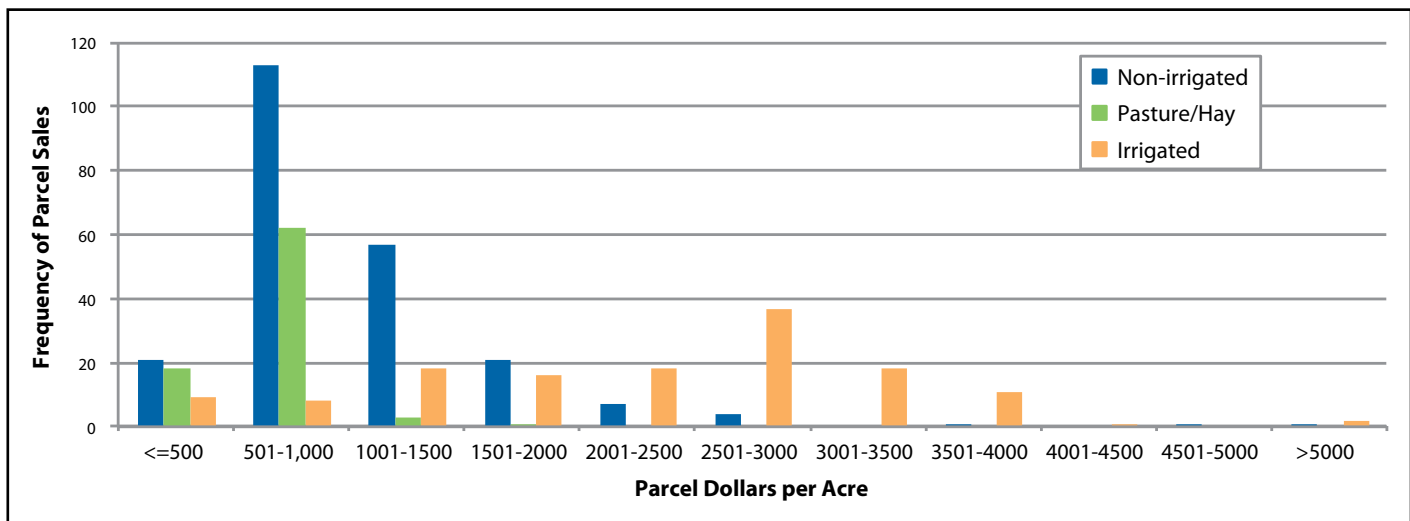
## 2018 Land Sale Information – By County

County	# of Land Tracts Sold (2018)	Total Acres Sold (2018)	Average Annual Acres Sold (2013-2017)	% Change in 2018 Acreage Sales from 2013-2017 Average
Clark	12	2,721	2,158	26.1%
Finney	47	9,544	10,961	-12.9%
Ford	32	6,026	7,161	-15.8%
Grant	30	4,500	6,842	-34.2%
Gray	22	2,991	5,625	-46.8%
Hamilton	39	8,595	16,124	-46.7%
Haskell	76	11,406	6,026	89.3%
Hodgeman	36	6,424	5,425	18.4%
Kearny	39	10,226	5,641	81.3%
Meade	41	9,888	7,101	39.3%
Morton	13	1,761	2,993	-41.2%
Seward	23	4,382	4,758	-7.9%
Stanton	14	2,157	4,972	-56.6%
Stevens	73	10,411	8,332	24.9%
Total	497	91,031	94,118	-3.3%

County	Dryland Crop Acres Sold (2018)	Irrigated Crop Acres Sold (2018)	Pasture/Native Hay Acres Sold (2018)	Tamegrass Acres Sold (2018)	Total Acres Sold (2018)
Clark	1,278	0	1,443	0	2,721
Finney	4,278	3,486	1,780	0	9,544
Ford	4,578	1,072	376	0	6,026
Grant	2,808	1,093	598	0	4,500
Gray	2,020	488	483	0	2,991
Hamilton	6,680	630	1,285	0	8,595
Haskell	3,038	5,287	3,080	0	11,406
Hodgeman	2,861	621	2,941	0	6,424
Kearny	5,244	2,998	1,984	0	10,226
Meade	3,312	383	6,192	0	9,888
Morton	1,684	77	0	0	1,761
Seward	1,818	379	2,185	0	4,382
Stanton	1,663	0	494	0	2,157
Stevens	4,573	4,534	1,304	0	10,411
Total	45,836	21,049	24,147	0	91,031



## 2018 Land Sale Information – By County



### Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Clark	1,293	710	1,591
Finney	1,091	634	1,653
Ford	1,531	303	3,942
Grant	762	433	959
Gray	1,375	823	1,998
Hamilton	760	353	2,479
Haskell	1,660	1,072	2,716
Hodgeman	1,298	554	8,191
Kearny	918	477	2,076
Meade	1,580	918	4,939
Morton	625	472	923
Seward	789	519	1,827
Stanton	781	512	888
Stevens	660	327	1,039
All	1,044	303	8,191

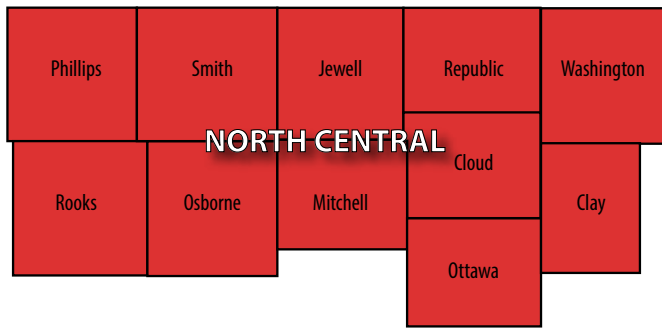
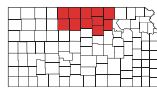
### Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Hamilton	494	410	541
Haskell	504	485	548
Hodgeman	884	494	1,989
Meade	643	527	1,113
Seward	567	412	1,013
Stevens	563	492	681
All	636	410	1,989

### Irrigated Cropland

County	Weighted Average	Minimum	Maximum
Finney	2,729	410	5,113
Ford	3,595	3,475	4,319
Grant	1,444	1,062	1,917
Gray	2,242	1,394	3,966
Haskell	2,392	990	3,553
Kearny	2,853	1,912	6,090
Stevens	2,033	309	3,801
All	2,393	309	6,090

Note: County averages, minimums and maximums are only displayed if greater than four parcels sold in that county in 2018. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



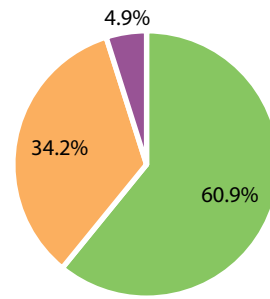
NORTH CENTRAL

The North Central region of Kansas is comprised of 11 counties with 4,845,004 acres of farmland, according to the 2012 Census of Agriculture. Average farm size is 893 acres for the 5,423 farms in this region. Farmland is comprised of 60.9% cropland and 34.2% pasture.

Main cash crops in this region include corn, wheat, sorghum, and soybeans. According to the National Agricultural Statistics Service in 2018 878,000 acres were planted to soybeans, 848,000 to wheat, and 567,200 to corn. Most crops in this region are non-irrigated. Hay is also a significant crop in this region with 92,900 alfalfa acres harvested in 2017 and 156,300 other hay acres.

Main livestock enterprises in this region include beef cattle, sheep, swine, and dairy. Washington and Phillips counties are among the highest ranking counties in Kansas for beef cow numbers. Washington County also has multiple large dairy operations.

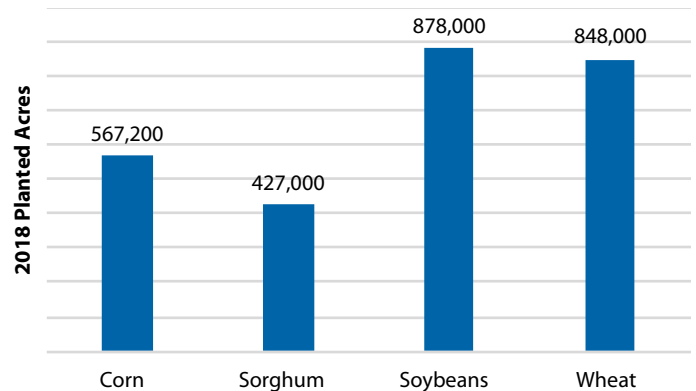
## Farmland Uses



■ Cropland ■ Pastureland ■ All Other Ag. Uses

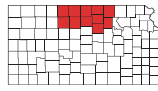
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## Primary Crops



Based on NASS reported planted acres in 2018 compiled from Quick Stats





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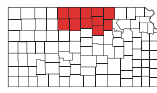
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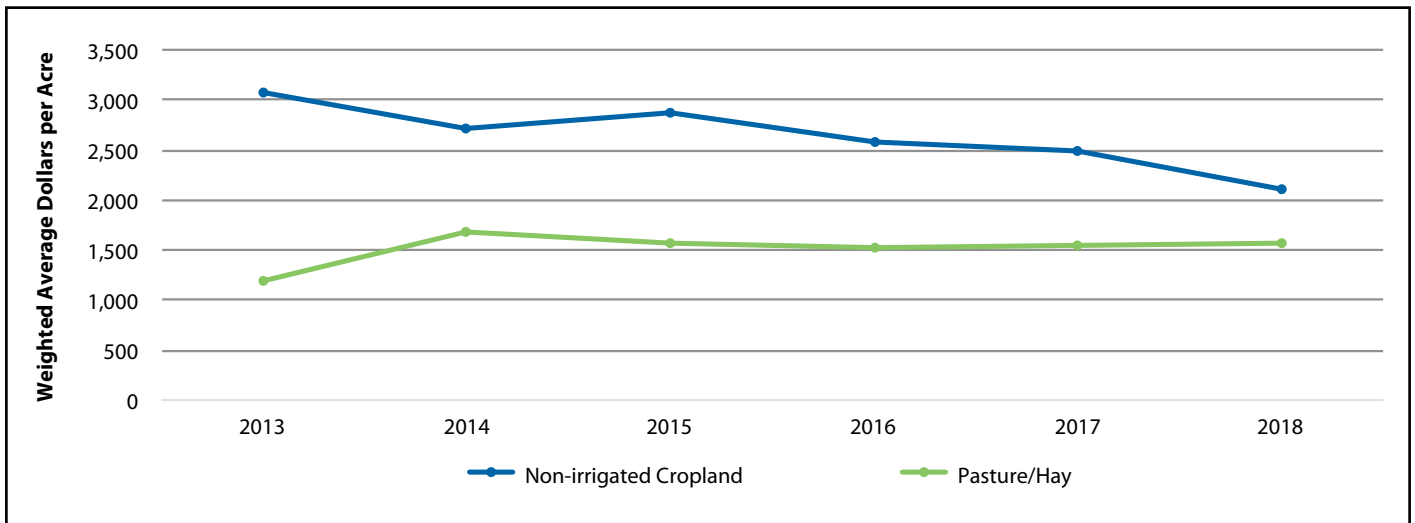
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## Trends in Average Land Value – By Type

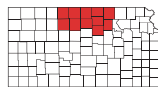


Type	Weighted Average Dollars per Acre						% Change (2013 to 2018)
	2013	2014	2015	2016	2017	2018	
Non-irrigated Cropland	3,080	2,723	2,880	2,580	2,484	2,110	-31.5%
Irrigated Cropland	10,378	2,848	4,747	7,181	3,529	5,135	-50.5%
Pasture/Hay	1,193	1,674	1,572	1,523	1,541	1,567	31.3%

The North Central region continues to see a decline in the non-irrigated crop ground value, falling more than 30% since 2013. The average value for pasture and hay ground in has held steady in recent years, but still slightly off its peak in 2014. Irrigated cropland in the North Central region of Kansas has very limited sales, so a yearly trend can be misleading.

The number of agricultural acres sold in 2018 in the North Central region was 21.2% more than the 2013-2017 average, with areas such as Ottawa, Rooks, Smith and Washington counties experiencing the biggest sales volume. Some counties, such as Clay, Cloud and Mitchel, had much fewer sales.

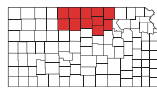
Non-irrigated cropland values ranged from near \$3,000 on average per acre in Washington and Republic counties to around \$1,300 per acre in Osborne, Phillips and Rooks counties. Pasture and hay ground acres were highest in Washington County and lowest in Osborne County.



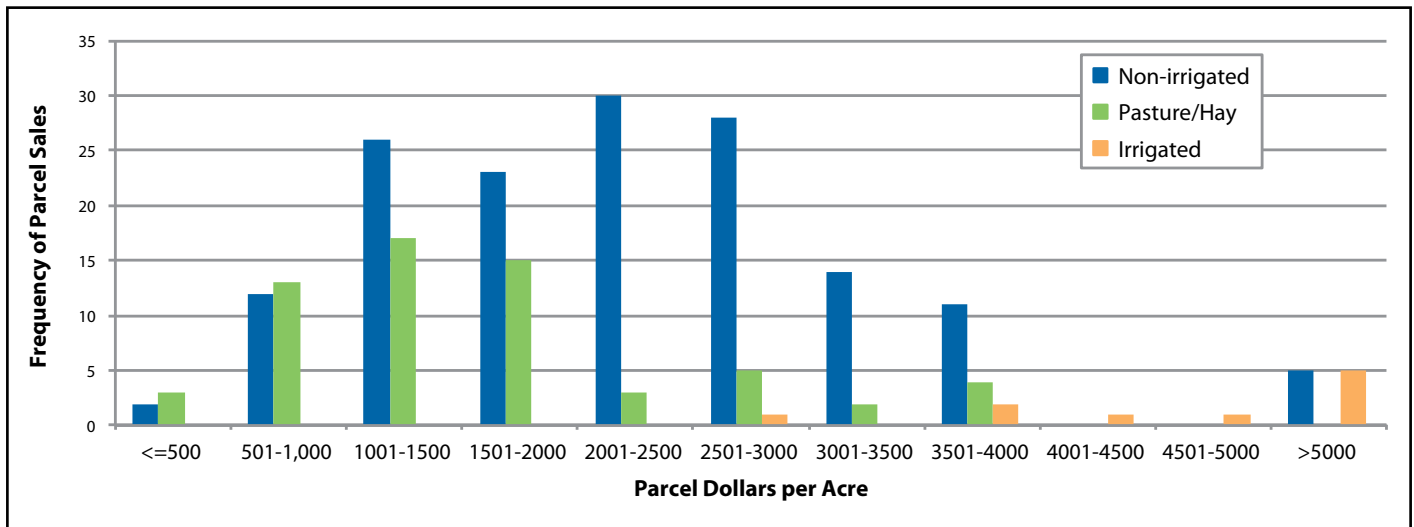
## 2018 Land Sale Information – By County

County	# of Land Tracts Sold (2018)	Total Acres Sold (2018)	Average Annual Acres Sold (2013-2017)	% Change in 2018 Acreage Sales from 2013-2017 Average
Clay	11	1,466	2,877	-49.0%
Cloud	13	2,159	2,403	-10.2%
Jewell	26	3,714	2,548	45.8%
Mitchell	18	2,159	3,816	-43.4%
Osborne	34	6,843	3,570	91.7%
Ottawa	29	5,570	3,747	48.7%
Phillips	15	2,660	3,415	-22.1%
Republic	30	4,134	2,350	75.9%
Rooks	35	6,471	4,885	32.5%
Smith	54	7,772	6,759	15.0%
Washington	44	6,686	4,577	46.1%
Total	309	49,634	40,946	21.2%

County	Dryland Crop Acres Sold (2018)	Irrigated Crop Acres Sold (2018)	Pasture/Native Hay Acres Sold (2018)	Tamegrass Acres Sold (2018)	Total Acres Sold (2018)
Clay	644	0	789	34	1,466
Cloud	1,572	0	568	19	2,159
Jewell	1,768	99	1,847	0	3,714
Mitchell	1,843	85	231	0	2,159
Osborne	4,149	39	2,655	0	6,843
Ottawa	2,165	0	3,360	46	5,570
Phillips	1,737	36	888	0	2,660
Republic	2,124	1,386	507	118	4,134
Rooks	3,427	0	1,577	1,468	6,471
Smith	4,983	76	2,619	94	7,772
Washington	3,538	134	2,885	130	6,686
Total	27,949	1,854	17,924	1,908	49,634



## 2018 Land Sale Information – By County



### Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Clay	2,671	2,107	3,121
Cloud	2,003	525	3,390
Jewell	2,171	1,007	3,410
Mitchell	2,023	1,058	5,623
Osborne	1,332	420	2,580
Ottawa	2,364	1,542	3,105
Phillips	1,289	847	1,810
Republic	2,956	2,058	5,220
Rooks	1,288	543	1,980
Smith	2,696	934	5,336
Washington	2,946	319	5,064
All	2,110	319	5,623

### Pasture/Hay Ground

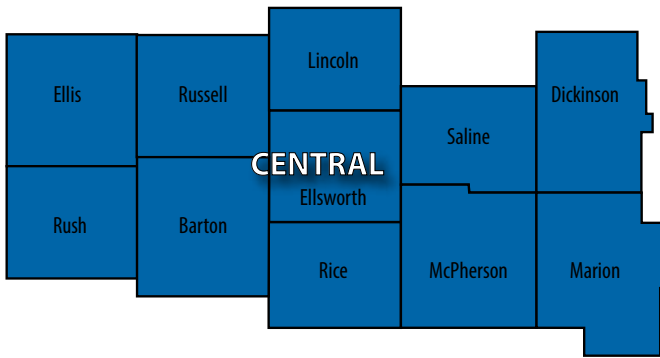
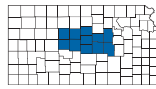
County	Weighted Average	Minimum	Maximum
Jewell	1,425	1,007	1,958
Osborne	797	400	1,007
Ottawa	1,510	1,008	2,694
Rooks	1,088	543	1,728
Smith	2,107	655	3,633
Washington	2,967	2,429	3,958
All	1,567	400	3,958

### Irrigated Cropland

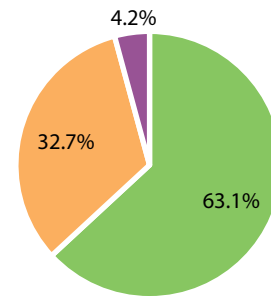
County	Weighted Average	Minimum	Maximum
Republic	4,974	2,670	7,300
All	5,135	2,670	8,306

Note: County averages, minimums and maximums are only displayed if greater than four parcels sold in that county in 2018. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.





## Farmland Uses



■ Cropland ■ Pastureland ■ All Other Ag. Uses

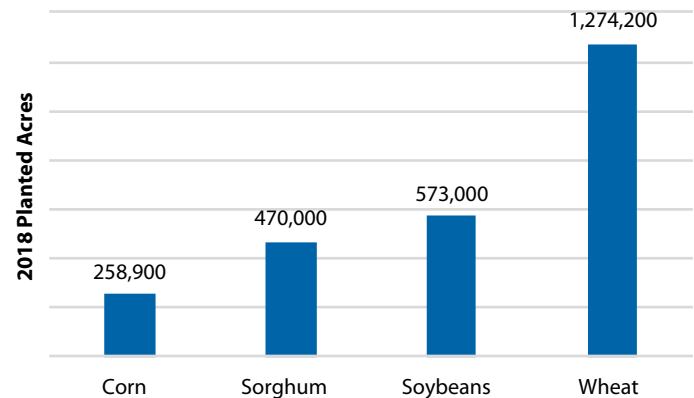
*Based on the 2012 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage*

The Central region of Kansas is comprised of 11 counties with 5,229,774 acres of farmland, according to the 2012 Census of Agriculture. Average farm size is 690 acres for the 7,582 farms in this region. Farmland is comprised of 63.1% cropland and 32.7% pasture.

The main cash crop in this region is wheat, with significant amounts of corn, soybeans, and sorghum. According to the National Agricultural Statistics Service in 2018 more than 1.27 million acres in the Central region were planted to wheat. Most cropland in this region is non-irrigated. Alfalfa hay production is also significant in this region with 117,100 acres harvested in 2017 with an additional 245,500 other hay acres.

Main livestock enterprises in this region include beef cattle, dairy, poultry, sheep, and swine. Marion County is among the highest ranking counties in Kansas for beef cow numbers as well as having few dairy operations. Dickinson County ranks second in Kansas for sheep numbers. Poultry production in Kansas ranks McPherson second in turkeys, and Marion fifth in broilers and Rice first in laying hens.

## Primary Crops



*Based on NASS reported planted acres in 2018 compiled from Quick Stats*



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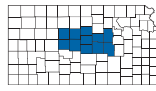


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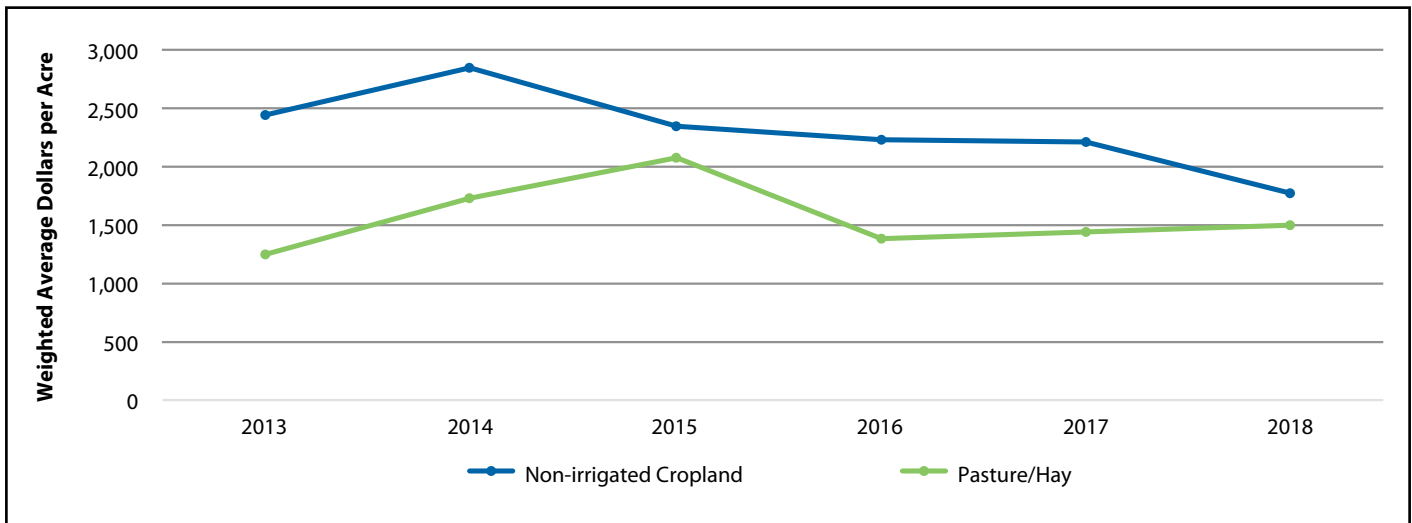
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## Trends in Average Land Value – By Type



Type	Weighted Average Dollars per Acre						% Change (2013 to 2018)
	2013	2014	2015	2016	2017	2018	
Non-irrigated Cropland	2,444	2,844	2,356	2,233	2,222	1,775	-27.4%
Irrigated Cropland	7,478	5,253	3,871	5,474	4,438	4,953	-33.8%
Pasture/Hay	1,247	1,725	2,086	1,381	1,451	1,503	20.5%

Non-irrigated cropland continues to decrease in value from its peak in 2014, down 38%. Pasture/hay ground saw a recovery in 2018 but still significantly down from the peak in 2015. Irrigated sales are fewer in this region, but value appears to be holding steady.

Agricultural acreage sold in the Central region is down 20.8% from the 2013-2017 average but up slightly in volume the last 2 years. Ellsworth, Barton and Saline counties actually had the highest increases in sales. Non-irrigated cropland average value was highest in McPherson, Marion, and Saline counties with Rush, Russell, and Ellis counties representing the lowest prices. Pasture/hay ground was also highest in McPherson, Saline, and Dickenson counties, with a regional average value of \$1,503 per acre.



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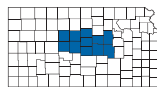
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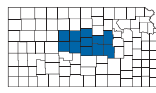
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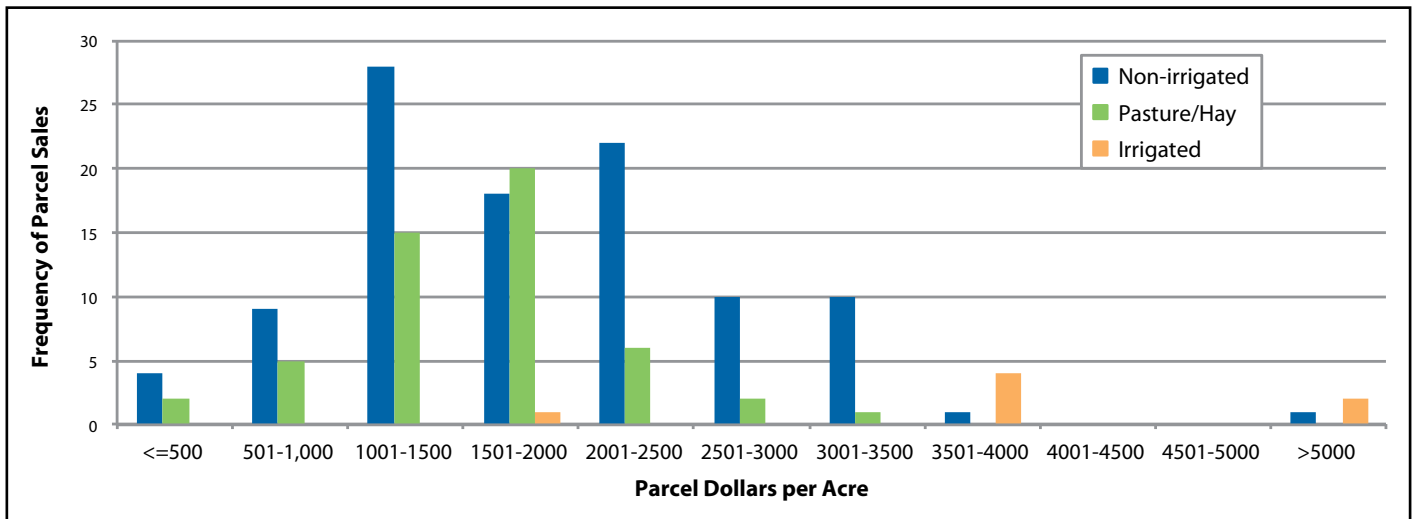
## 2018 Land Sale Information – By County

County	# of Land Tracts Sold (2018)	Total Acres Sold (2018)	Average Annual Acres Sold (2013-2017)	% Change in 2018 Acreage Sales from 2013-2017 Average
Barton	35	5,237	3,112	68.3%
Dickinson	12	1,481	4,568	-67.6%
Ellis	16	2,367	5,718	-58.6%
Ellsworth	21	4,451	2,889	54.1%
Lincoln	15	2,860	3,507	-18.5%
Marion	16	2,568	3,736	-31.3%
McPherson	21	2,025	4,632	-56.3%
Rice	22	2,474	4,642	-46.7%
Rush	18	2,908	3,376	-13.9%
Russell	20	3,964	4,015	-1.3%
Saline	21	2,838	2,108	34.7%
Total	217	33,172	41,882	-20.8%

County	Dryland Crop Acres Sold (2018)	Irrigated Crop Acres Sold (2018)	Pasture/Native Hay Acres Sold (2018)	Tamegrass Acres Sold (2018)	Total Acres Sold (2018)
Barton	3,433	1,145	660	0	5,237
Dickinson	701	0	780	0	1,481
Ellis	1,229	0	1,138	0	2,367
Ellsworth	1,644	0	2,806	2	4,451
Lincoln	1,388	0	1,407	64	2,860
Marion	990	0	1,479	100	2,568
McPherson	1,364	64	534	62	2,025
Rice	1,631	95	733	16	2,474
Rush	2,231	0	678	0	2,908
Russell	1,607	0	2,357	0	3,964
Saline	1,448	0	1,354	36	2,838
Total	17,664	1,304	13,925	280	33,172



## 2018 Land Sale Information – By County



### Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Barton	1,613	475	3,488
Ellis	1,369	1,016	2,024
Ellsworth	1,763	797	2,420
Lincoln	1,620	1,346	2,017
Marion	2,203	798	3,015
McPherson	2,792	688	3,460
Rice	1,861	1,248	2,603
Rush	1,078	449	1,705
Russell	1,323	819	2,671
Saline	2,207	315	3,534
All	1,775	315	8,617

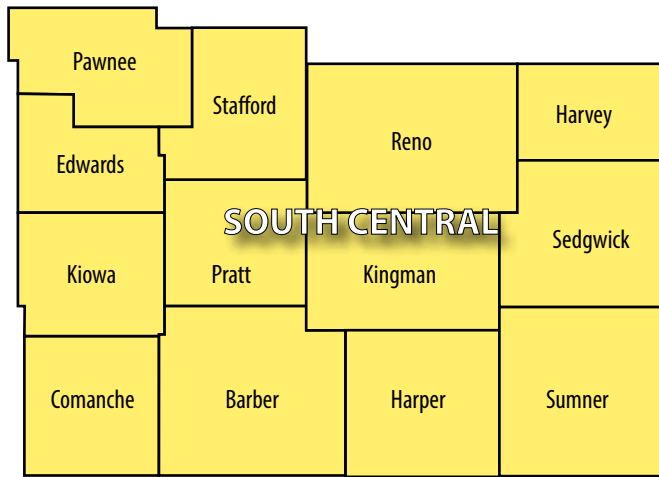
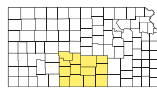
### Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Dickinson	1,799	1,675	2,086
Ellis	1,440	1,042	2,148
Ellsworth	1,640	492	2,199
Marion	1,353	1,151	1,700
McPherson	1,863	1,573	2,701
Russell	1,261	659	1,685
Saline	1,917	1,501	3,014
All	1,503	492	3,014

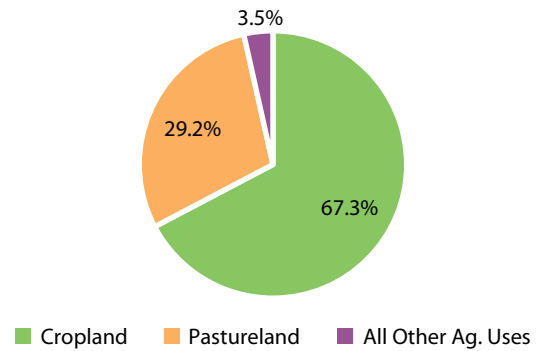
### Irrigated Cropland

County	Weighted Average	Minimum	Maximum
Barton	4,919	1,970	12,764
All	4,953	1,970	12,764

Note: County averages, minimums and maximums are only displayed if greater than four parcels sold in that county in 2018. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



## Farmland Uses



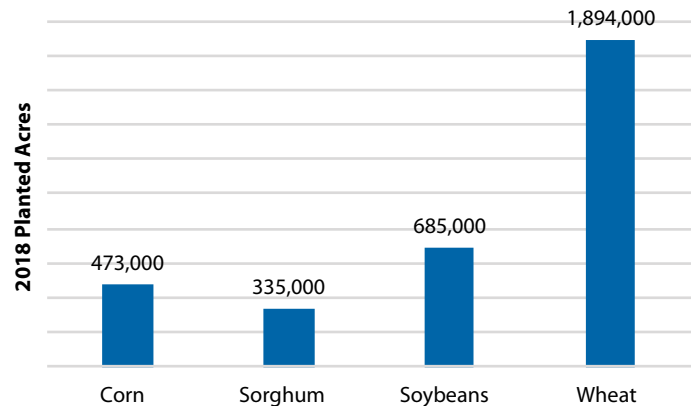
Based on the 2012 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

The South Central region of Kansas is comprised of 13 counties with 6,752,572 acres of farmland, according to the 2012 Census of Agriculture. Average farm size is 759 acres for the 8,894 farms in this region. Farmland is comprised of 67.3% cropland and 29.2% pasture.

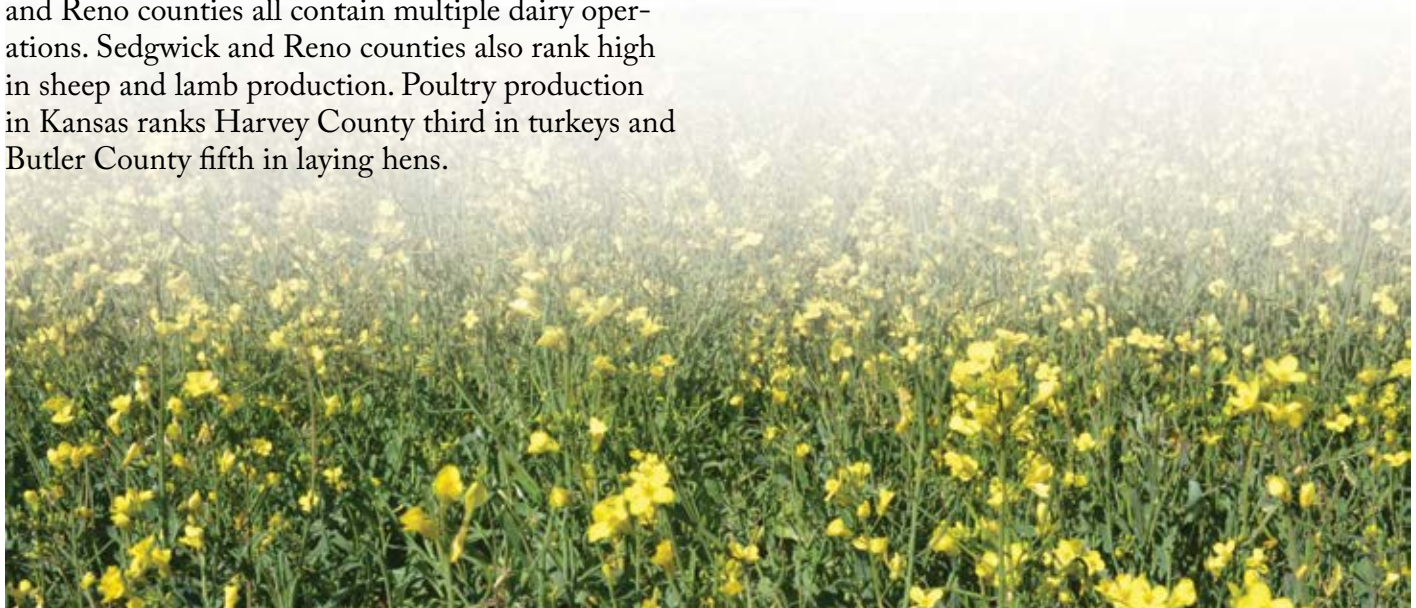
The main cash crop in this region is wheat, with nearly 1.9 million acres planted in 2018, according to the National Agricultural Statistics Service. Corn was planted on 473,000 acres, of which more than half was irrigated. Hay production is also significant in this region, with more than 300,000 acres harvested in 2017. Cotton is also becoming more popular in this region with 59,500 acres planted in 2017. In addition, Barber is the top county in the state for canola production.

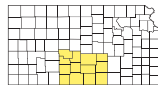
Main livestock enterprises in this region include beef cattle, dairy, poultry, and sheep. Harvey, Sedgwick and Reno counties all contain multiple dairy operations. Sedgwick and Reno counties also rank high in sheep and lamb production. Poultry production in Kansas ranks Harvey County third in turkeys and Butler County fifth in laying hens.

## Primary Crops



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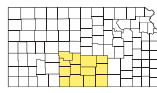
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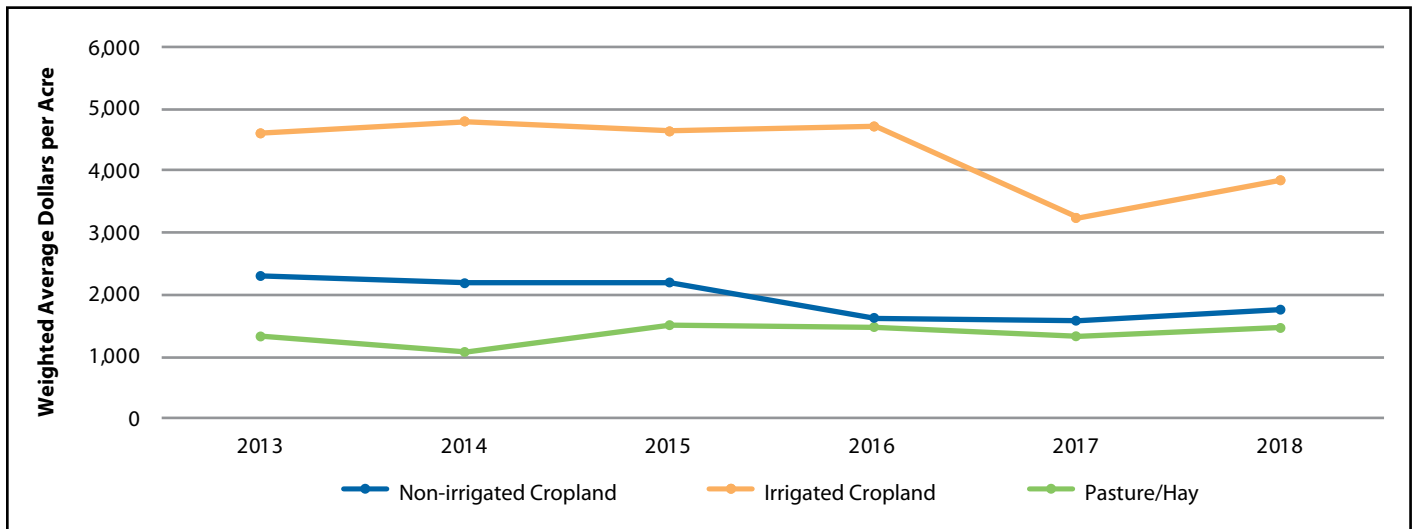
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## Trends in Average Land Value – By Type



Type	Weighted Average Dollars per Acre						% Change (2013 to 2018)
	2013	2014	2015	2016	2017	2018	
Non-irrigated Cropland	2,300	2,177	2,191	1,612	1,586	1,757	-23.6%
Irrigated Cropland	4,617	4,785	4,653	4,718	3,237	3,846	-16.7%
Pasture/Hay	1,326	1,069	1,500	1,482	1,321	1,465	10.5%

Non-irrigated cropland value in South Central Kansas had been decreasing since 2013, with an significant uptick in 2018. Irrigated cropland held its value steadily until the past 2 years, but sales are only a small portion of ag land sales in this district. Pasture and hay ground in 2018 was similar to its 2016 value and just slightly off the peak.

Overall agricultural land sales volume was down 10.5% from the 2013-2017 average, but near 10,000 acres more than the previous year.

Non-irrigated cropland values were highest for Sedgwick and Harvey counties and lowest in Kiowa, Comanche, and Pawnee counties, on average. Pasture/hay ground average values ranged from \$1,729 per acre in Sumner County to \$851 in Kiowa County.

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 Certified General Appraiser  
 nancy@kingmanre.kscoxmail.com

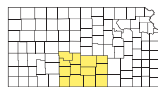
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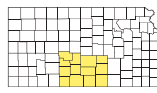




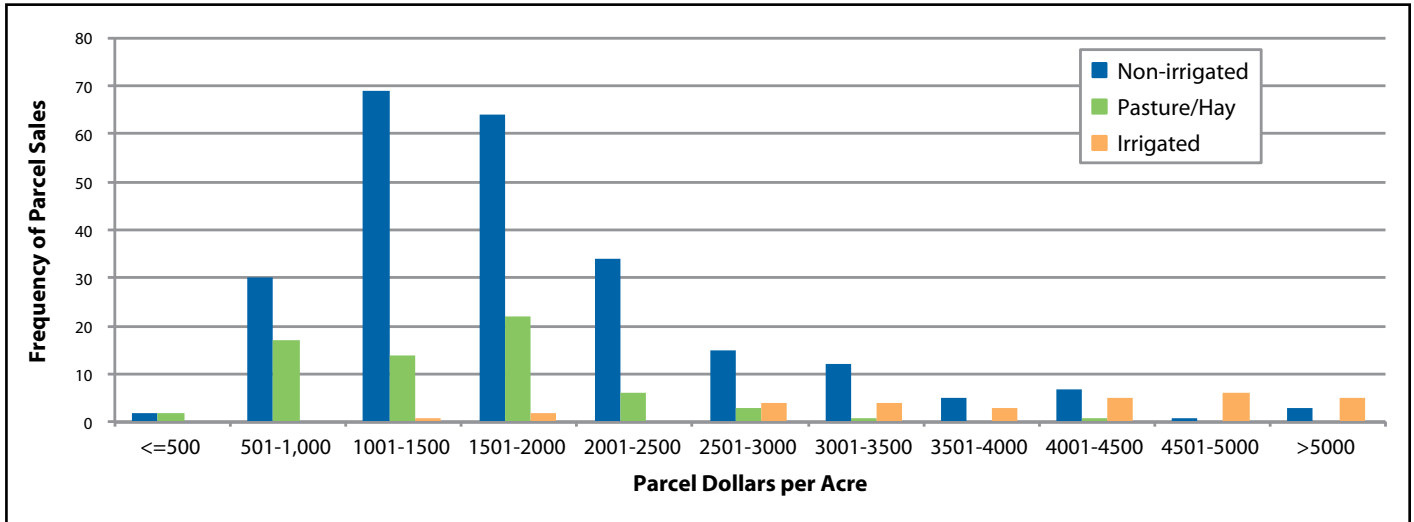
## 2018 Land Sale Information – By County

County	# of Land Tracts Sold (2018)	Total Acres Sold (2018)	Average Annual Acres Sold (2013-2017)	% Change in 2018 Acreage Sales from 2013-2017 Average
Barber	10	1,879	13,173	-85.7%
Comanche	28	6,771	4,559	48.5%
Edwards	35	6,966	5,210	33.7%
Harper	19	2,708	2,902	-6.7%
Harvey	19	1,772	1,558	13.7%
Kingman	33	4,475	3,838	16.6%
Kiowa	27	3,453	4,848	-28.8%
Pawnee	20	3,372	5,586	-39.6%
Pratt	22	3,246	3,779	-14.1%
Reno	62	7,813	5,455	43.2%
Sedgwick	24	2,394	1,302	83.9%
Stafford	31	3,768	5,018	-24.9%
Sumner	69	8,567	6,937	23.5%
<b>Total</b>	<b>399</b>	<b>57,182</b>	<b>63,906</b>	<b>-10.5%</b>

County	Dryland Crop Acres Sold (2018)	Irrigated Crop Acres Sold (2018)	Pasture/Native Hay Acres Sold (2018)	Tamegrass Acres Sold (2018)	Total Acres Sold (2018)
Barber	447	0	1,432	0	1,879
Comanche	3,674	0	3,098	0	6,771
Edwards	4,286	1,252	1,428	0	6,966
Harper	1,874	0	803	31	2,708
Harvey	1,121	414	228	9	1,772
Kingman	2,444	73	1,958	0	4,475
Kiowa	2,373	480	585	15	3,453
Pawnee	2,273	579	363	158	3,372
Pratt	2,628	455	163	0	3,246
Reno	4,826	331	2,655	2	7,813
Sedgwick	2,027	0	351	16	2,394
Stafford	1,764	1,155	849	0	3,768
Sumner	7,184	115	1,127	141	8,567
<b>Total</b>	<b>36,919</b>	<b>4,854</b>	<b>15,039</b>	<b>371</b>	<b>57,182</b>



# 2018 Land Sale Information – By County



## Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Comanche	1,278	1,271	1,375
Edwards	1,378	624	2,140
Harper	1,387	1,010	2,267
Harvey	2,726	1,082	4,399
Kingman	1,527	1,104	3,359
Kiowa	1,151	410	1,740
Pawnee	1,192	698	3,134
Pratt	1,792	594	3,112
Reno	1,733	374	3,301
Sedgwick	4,001	1,646	9,535
Stafford	1,490	1,067	2,224
Sumner	1,904	515	3,723
All	1,757	374	9,535

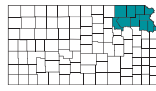
## Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Barber	1,428	1,310	1,540
Comanche	1,378	676	2,245
Edwards	1,614	769	2,020
Kingman	1,192	418	1,750
Kiowa	851	525	1,014
Reno	1,571	526	4,018
Stafford	1,606	1,366	1,732
Sumner	1,729	850	2,725
All	1,465	418	4,018

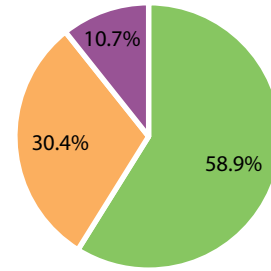
## Irrigated Cropland

County	Weighted Average	Minimum	Maximum
Edwards	4,246	1,580	6,166
Harvey	3,990	1,843	4,535
Stafford	3,425	2,574	4,685
All	3,846	1,413	6,166

Note: County averages, minimums and maximums are only displayed if greater than four parcels sold in that county in 2018. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



## Farmland Uses



■ Cropland ■ Pastureland ■ All Other Ag. Uses

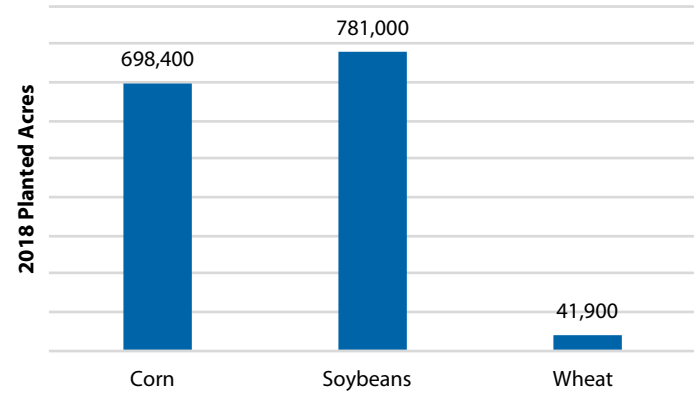
*Based on the 2012 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage*

The Northeast region of Kansas is comprised of 11 counties with 2,913,078 acres of farmland, according to the 2012 Census of Agriculture. Average farm size is 365 acres for the 7,972 farms in this region. Farmland is comprised of 58.9% cropland and 30.4% pasture.

Cash crops in this region are dominated by corn and soybeans with smaller amounts of wheat. According to the National Agricultural Statistics Service in 2018, 781,000 acres were planted to soybeans and 698,400 to corn. Few crops in this region are irrigated.

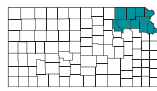
Main livestock enterprises in this region include beef cattle, dairy, swine, and chickens. Jackson and Pottawatomie counties are among the highest ranking counties in Kansas for laying chickens. Nemaha County also ranks high in swine numbers and dairy operations. Pottawatomie County is one of the highest ranking counties with regards to beef cow numbers.

## Primary Crops



*Based on NASS reported planted acres in 2018 compiled from Quick Stats*





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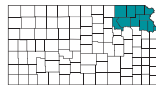
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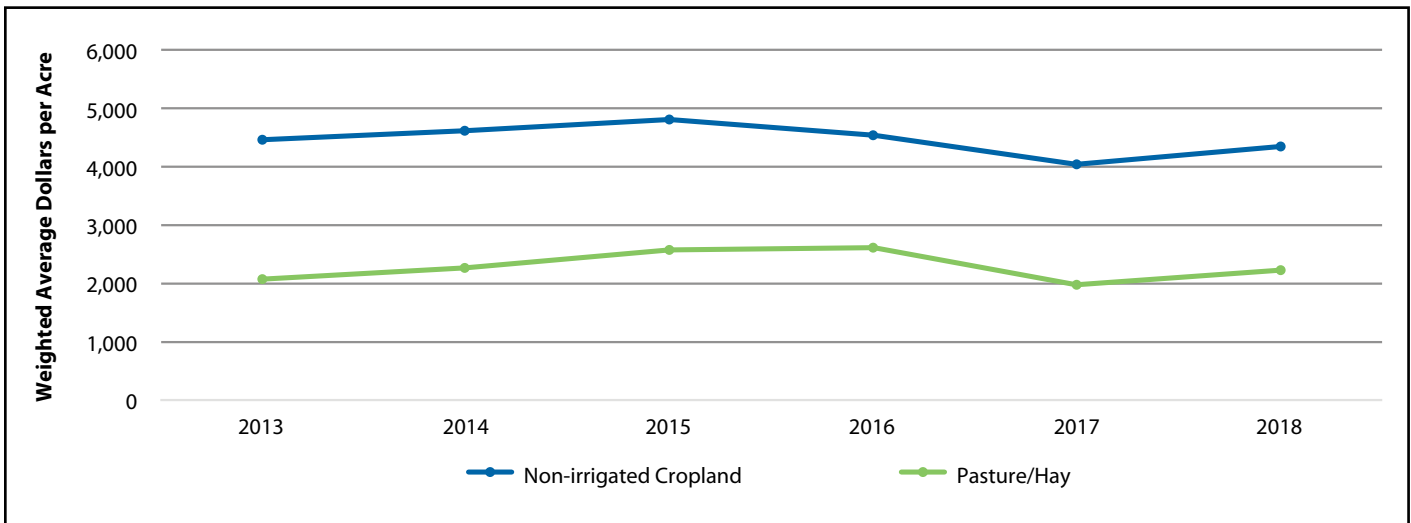
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## Trends in Average Land Value – By Type

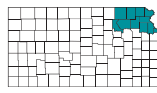


Type	Weighted Average Dollars per Acre						% Change (2013 to 2018)
	2013	2014	2015	2016	2017	2018	
Non-irrigated Cropland	4,477	4,625	4,817	4,550	4,045	4,339	-3.1%
Pasture/Hay	2,068	2,268	2,558	2,605	1,978	2,233	8.0%

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 9.9% decline from the peak in 2015. Pasture and hay ground has followed a similar trend, being slightly lower in 2017 than 5 years ago but increasing again in 2018. Irrigated cropland has very limited sales in the Northeast, so trends cannot be evaluated.

2018 agricultural acres sold in the Northeast was near the average for 2013-2017, but up more than 6,000 acres from last year.

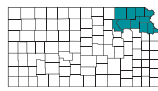
Doniphan and Atchison counties had significantly higher non-irrigated land value on average, with Pottawatomie having the lowest. Pasture and hay ground acres varied on average from \$964 per acre in Atchison County (which may have involved some special situations) to \$2,776 in Riley County.



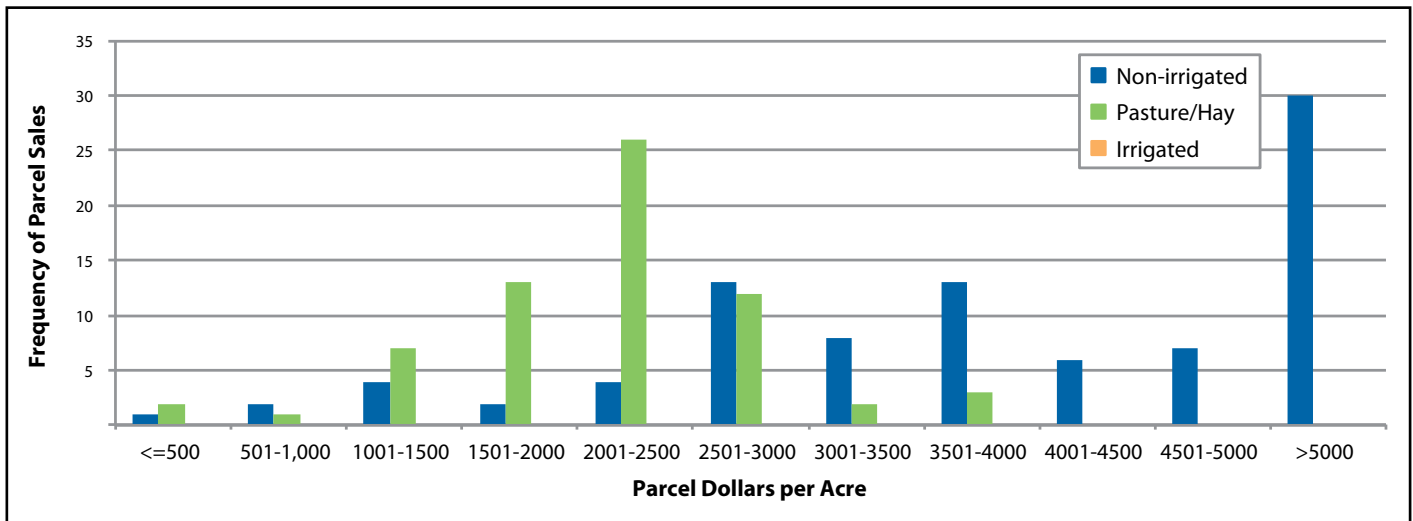
## 2018 Land Sale Information – By County

County	# of Land Tracts Sold (2018)	Total Acres Sold (2018)	Average Annual Acres Sold (2013-2017)	% Change in 2018 Acreage Sales from 2013-2017 Average
Atchison	20	2,509	1,824	37.6%
Brown	28	3,879	1,821	113.0%
Doniphan	10	1,018	847	20.1%
Jackson	35	4,266	3,044	40.2%
Jefferson	8	969	1,713	-43.4%
Leavenworth	12	1,341	1,428	-6.1%
Marshall	18	2,441	3,754	-35.0%
Nemaha	26	3,278	3,539	-7.4%
Pottawatomie	27	3,863	4,098	-5.7%
Riley	5	854	2,668	-68.0%
<b>Total</b>	<b>189</b>	<b>24,418</b>	<b>24,751</b>	<b>-1.3%</b>

County	Dryland Crop Acres Sold (2018)	Irrigated Crop Acres Sold (2018)	Pasture/Native Hay Acres Sold (2018)	Tamegrass Acres Sold (2018)	Total Acres Sold (2018)
Atchison	1,470	86	271	683	2,509
Brown	3,340	0	420	119	3,879
Doniphan	846	0	47	124	1,018
Jackson	1,643	0	1,598	1,026	4,266
Jefferson	419	0	202	348	969
Leavenworth	775	0	402	165	1,341
Marshall	1,104	0	1,237	100	2,441
Nemaha	1,993	0	785	500	3,278
Pottawatomie	460	0	3,386	17	3,863
Riley	38	0	814	1	854
<b>Total</b>	<b>12,088</b>	<b>86</b>	<b>9,161</b>	<b>3,083</b>	<b>24,418</b>



## 2018 Land Sale Information – By County



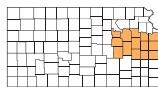
### Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Atchison	5,038	1,137	8,291
Brown	4,431	391	10,610
Doniphan	5,604	3,679	8,532
Jackson	3,453	1,195	8,613
Leavenworth	3,227	1,825	4,187
Marshall	4,925	614	9,506
Nemaha	4,664	3,159	8,075
Pottawatomie	2,856	2,066	3,523
All	4,339	391	10,610

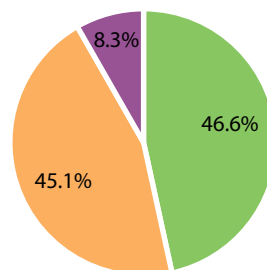
### Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Atchison	964	315	1,749
Jackson	2,310	1,129	2,878
Jefferson	1,738	1,030	2,487
Marshall	2,242	989	3,937
Nemaha	2,610	1,878	2,970
Pottawatomie	2,163	1,411	3,172
Riley	2,776	1,793	3,836
All	2,233	315	3,982

Note: County averages, minimums and maximums are only displayed if greater than four parcels sold in that county in 2018. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



## Farmland Uses



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

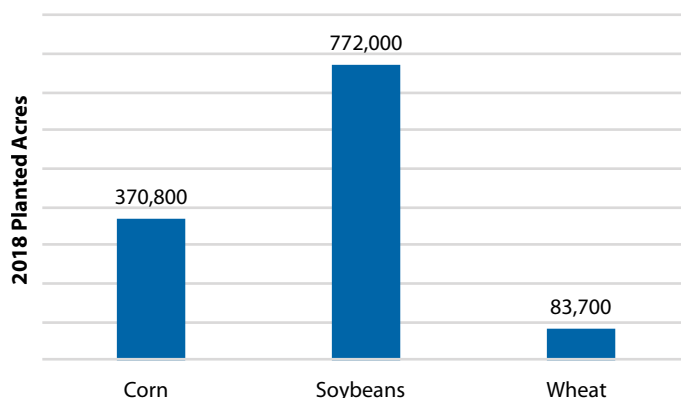
Based on the 2012 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

The East Central region of Kansas is comprised of 14 counties with 4,512,584 acres of farmland, according to the 2012 Census of Agriculture. Average farm size is 431 acres for the 10,479 farms in this region. Farmland is comprised of 46.6% cropland and 45.1% pasture.

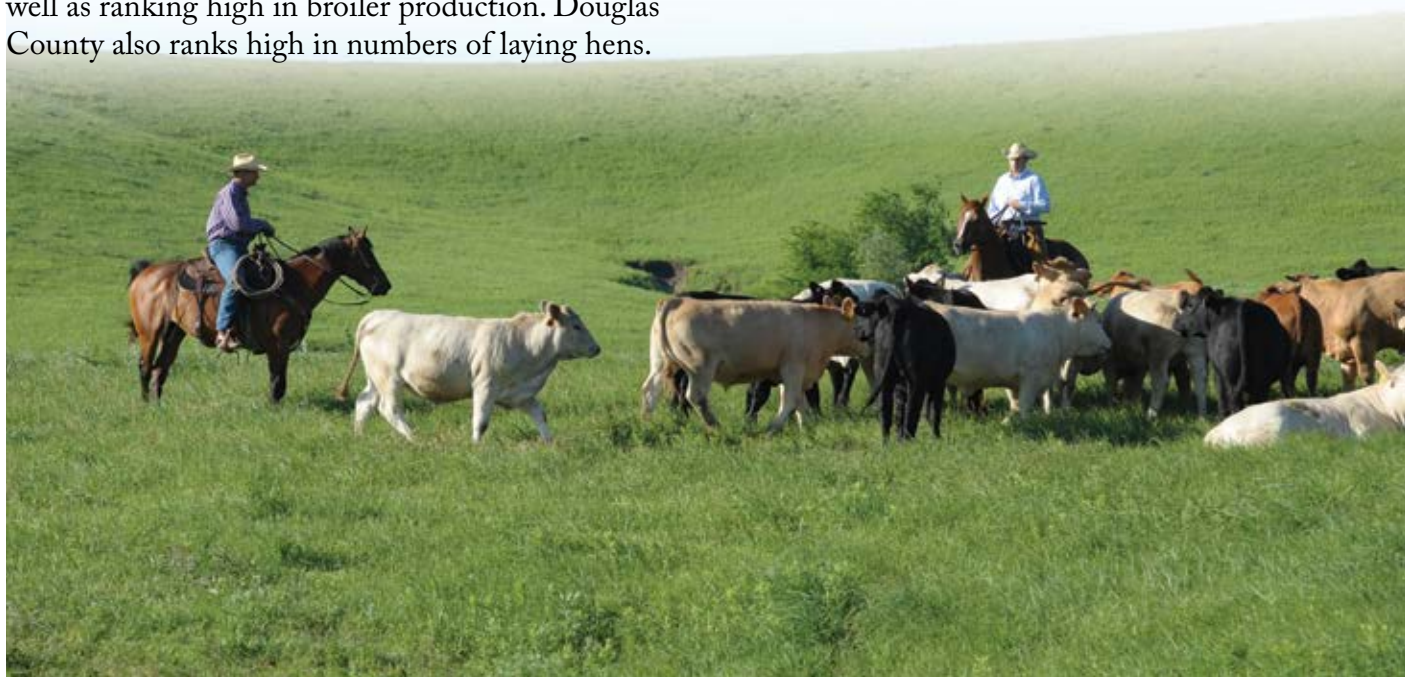
Main cash crops in this region are dominated by corn and soybeans with smaller amounts of wheat and sorghum. According to the National Agricultural Statistics Service in 2018, 772,000 acres of soybeans and 370,800 acres of corn were planted. Most cropland in this region is non-irrigated. Hay is also a major commodity in this region with more than 520,000 acres harvested in 2017.

Main livestock enterprises in this region include beef cattle, poultry, and goats. Linn County is the highest ranking counties in Kansas for goat numbers as well as ranking high in broiler production. Douglas County also ranks high in numbers of laying hens.

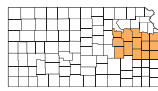
## Primary Crops



Based on NASS reported planted acres in 2018 compiled from Quick Stats







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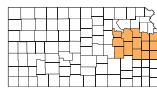
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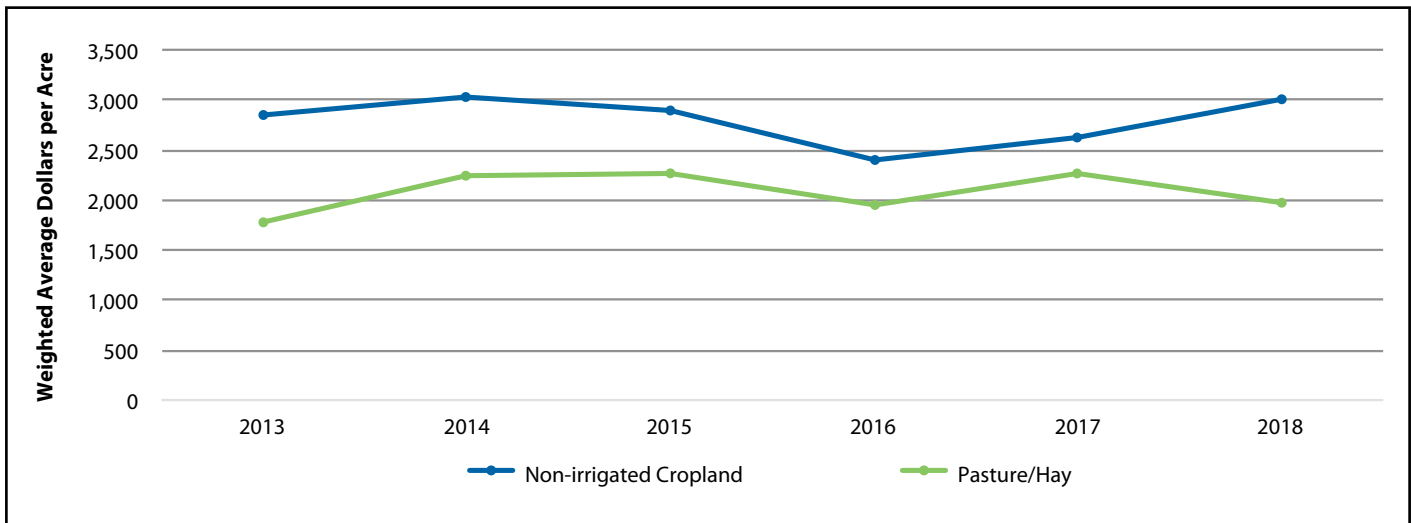
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## Trends in Average Land Value – By Type

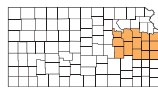


Type	Weighted Average Dollars per Acre						% Change (2013 to 2018)
	2013	2014	2015	2016	2017	2018	
Non-irrigated Cropland	2,860	3,042	2,890	2,398	2,634	3,013	5.3%
Pasture/Hay	1,782	2,237	2,263	1,942	2,261	1,971	10.6%

The East Central region of Kansas shows non-irrigated crop ground recovering in 2018 to near its peak in 2014. This was enabled by some high sales in Miami and Douglas counties. Overall, pasture and hay ground has remained fairly steady, with some year-to-year variation bouncing up and down.

Some counties in this region experienced higher agricultural land sales volume in 2018, such as Chase and Osage counties. However, counties such as Geary, Linn, Lyon, and Wabaunsee were down in sales volume from previous year averages.

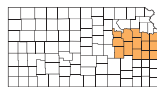
The average value of non-irrigated cropland in this region was \$3,013 for 2018 with Miami, Douglas and Franklin counties representing the highest average value ground. Pasture/Hay ground is more predominant in this region than others in Kansas because of the Flint Hills. This agricultural land averaged \$1,971 per acre in 2018.



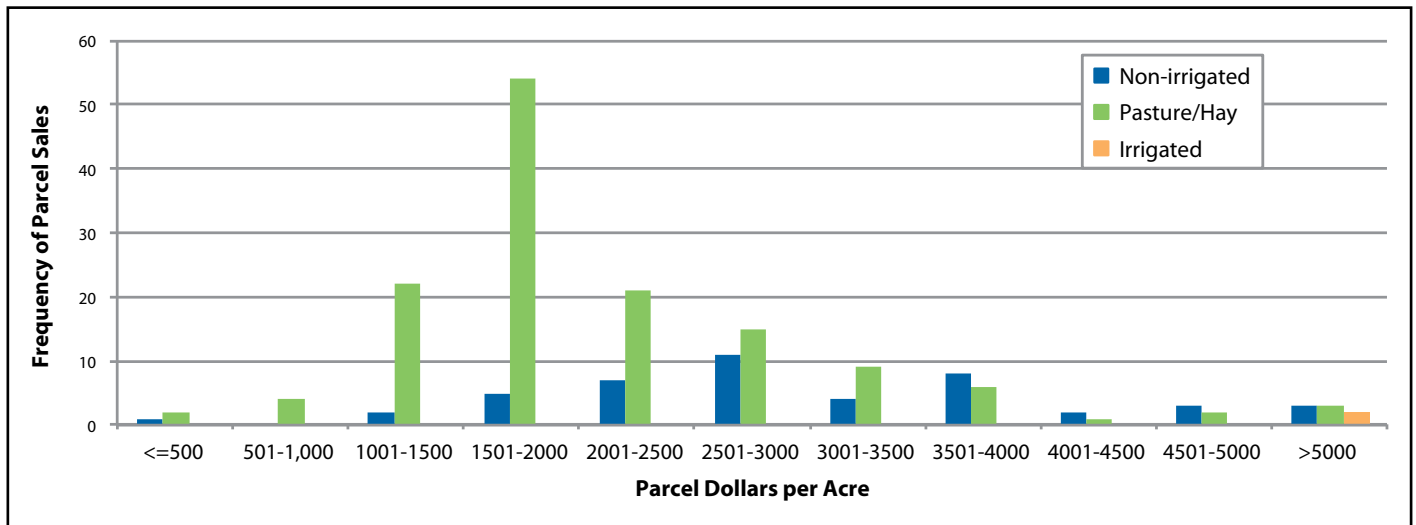
## 2018 Land Sale Information – By County

County	# of Land Tracts Sold (2018)	Total Acres Sold (2018)	Average Annual Acres Sold (2013-2017)	% Change in 2018 Acreage Sales from 2013-2017 Average
Anderson	15	1,528	3,409	-55.2%
Chase	32	10,419	5,782	80.2%
Coffey	20	2,352	2,649	-11.2%
Douglas	12	1,235	1,433	-13.8%
Franklin	25	3,252	3,730	-12.8%
Geary	8	1,119	2,773	-59.6%
Linn	16	1,917	4,385	-56.3%
Lyon	16	2,209	4,620	-52.2%
Miami	26	2,706	2,985	-9.3%
Morris	9	1,566	2,551	-38.6%
Osage	50	6,666	4,629	44.0%
Shawnee	15	1,586	1,518	4.5%
Wabaunsee	9	1,009	5,199	-80.6%
<b>Total</b>	<b>253</b>	<b>37,969</b>	<b>46,104</b>	<b>-17.6%</b>

County	Dryland Crop Acres Sold (2018)	Irrigated Crop Acres Sold (2018)	Pasture/Native Hay Acres Sold (2018)	Tamegrass Acres Sold (2018)	Total Acres Sold (2018)
Anderson	146	0	1,170	212	1,528
Chase	825	0	9,444	149	10,419
Coffey	320	0	1,854	178	2,352
Douglas	617	0	523	95	1,235
Franklin	1,535	0	1,488	229	3,252
Geary	291	0	828	0	1,119
Linn	767	0	1,080	70	1,917
Lyon	186	0	1,959	64	2,209
Miami	1,313	0	612	782	2,706
Morris	1,068	0	390	108	1,566
Osage	2,086	0	3,790	790	6,666
Shawnee	482	105	896	104	1,586
Wabaunsee	106	112	728	63	1,009
<b>Total</b>	<b>9,743</b>	<b>216</b>	<b>24,761</b>	<b>2,844</b>	<b>37,564</b>



## 2018 Land Sale Information – By County



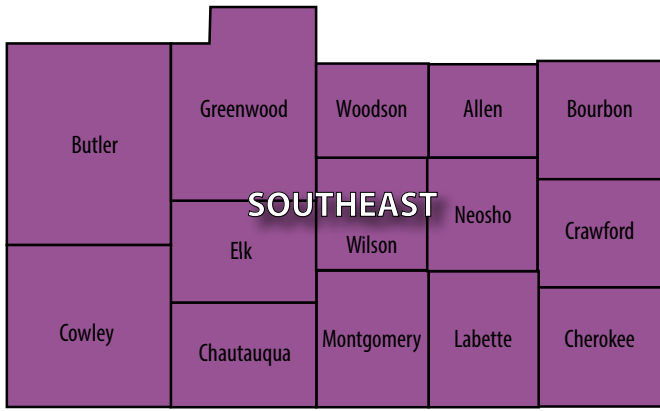
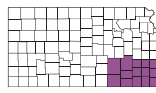
### Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Douglas	3,796	2,973	6,138
Franklin	3,025	2,207	3,599
Linn	1,867	1,030	2,599
Miami	3,950	2,440	7,518
Morris	1,817	1,200	2,000
Osage	1,972	453	2,558
All	3,013	453	7,518

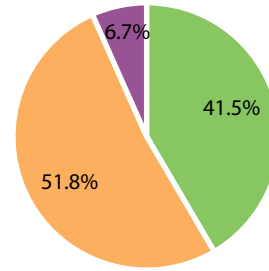
### Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Anderson	1,708	1,043	2,036
Chase	1,670	1,122	2,514
Coffey	1,652	736	2,181
Franklin	2,684	2,189	3,415
Geary	2,692	411	3,770
Linn	2,325	1,659	3,171
Lyon	1,897	344	7,218
Miami	4,567	3,027	8,101
Osage	1,705	727	3,307
Shawnee	2,473	1,083	3,476
Wabaunsee	1,960	1,642	2,756
All	1,971	344	8,101

Note: County averages, minimums and maximums are only displayed if greater than four parcels sold in that county in 2018. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.



## Farmland Uses



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

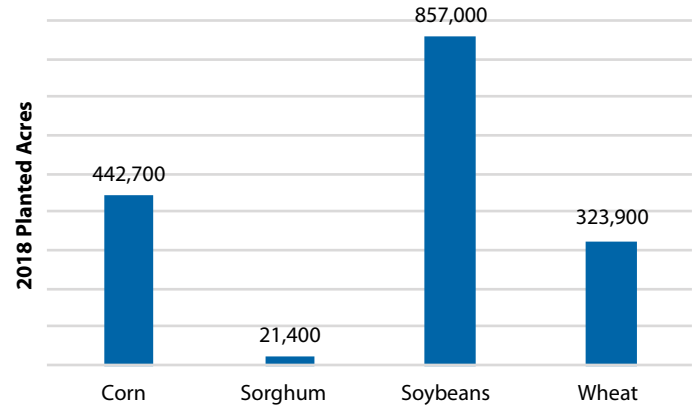
*Based on the 2012 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage*

The Southeast region of Kansas is comprised of 14 counties with 5,445,205 acres of farmland, according to the 2012 Census of Agriculture. Average farm size is 540 acres for the 10,078 farms in this region. Farmland is comprised of 41.5% cropland and 51.8% pasture.

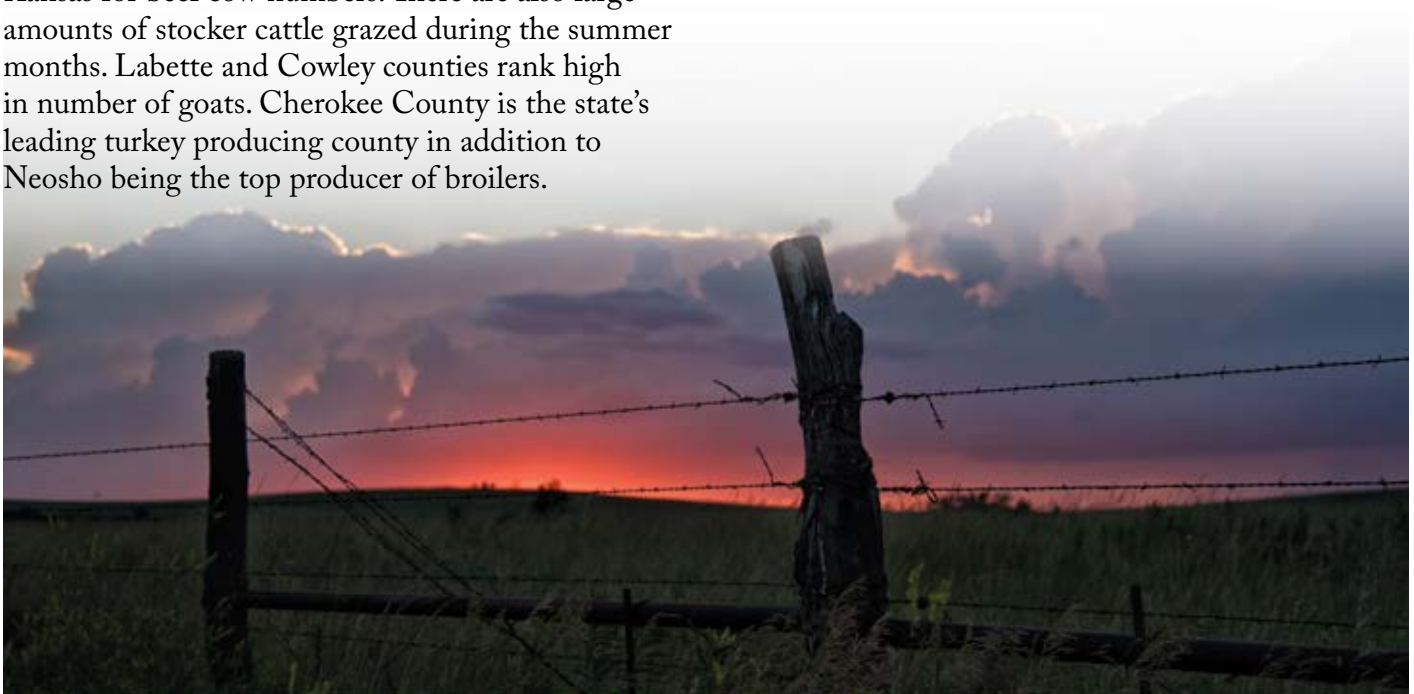
The main cash crops in this region are soybeans, corn and wheat. According to the National Agricultural Statistics Service in 2018, 857,000 acres of soybeans, 422,700 acres of corn, and 323,900 acres of wheat were planted. Nearly all crops are non-irrigated. Hay production is also important to this region with more than 535,000 acres harvested in 2017.

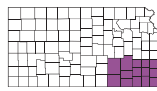
Farmland in the Southeast region is comprised of a large amount of pasture acres, so consequently beef cattle is the main livestock enterprise. Six of the 14 counties in this region rank among the highest in Kansas for beef cow numbers. There are also large amounts of stocker cattle grazed during the summer months. Labette and Cowley counties rank high in number of goats. Cherokee County is the state's leading turkey producing county in addition to Neosho being the top producer of broilers.

## Primary Crops



*Based on NASS reported planted acres in 2018 compiled from Quick Stats*





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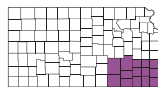
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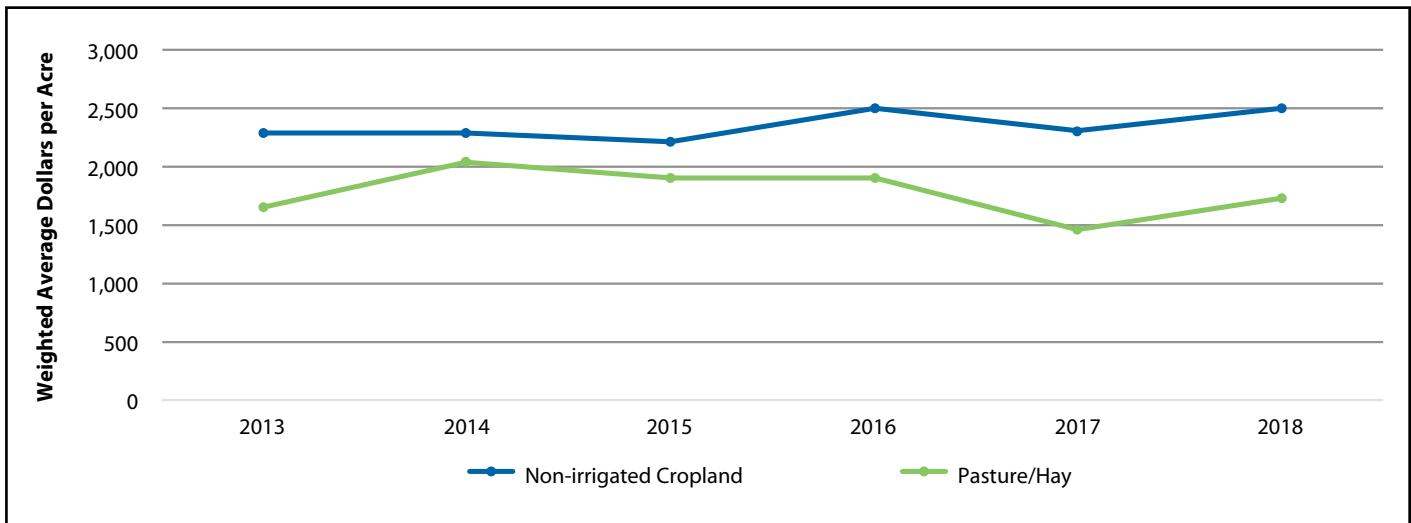
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## Trends in Average Land Value – By Type

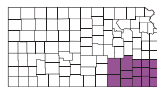


Type	Weighted Average Dollars per Acre						% Change (2013 to 2018)
	2013	2014	2015	2016	2017	2018	
Non-irrigated Cropland	2,291	2,299	2,216	2,507	2,304	2,498	9.0%
Pasture/Hay	1,659	2,046	1,903	1,913	1,462	1,724	3.9%

The Southeast region has a high percentage of agricultural acres in pasture/hay ground, which has seen a decrease in average value from its peak in 2014 but showed some recovery in 2018. In contrast, non-irrigated cropland has held its value fairly steady over the last 6 years.

Agricultural land sales volume in the Southeast region has dropped in 2018 to 58,768 total acres, compared to a 73,688 acre average in 2013-2017 (a 20.2% decrease).

Non-irrigated cropland sales on average was highest in Butler and Crawford counties, with other counties fairly similar in value. Pasture and hay ground values were highest in Neosho, Bourbon, and Crawford counties.

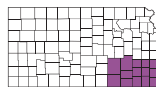


## 2018 Land Sale Information – By County

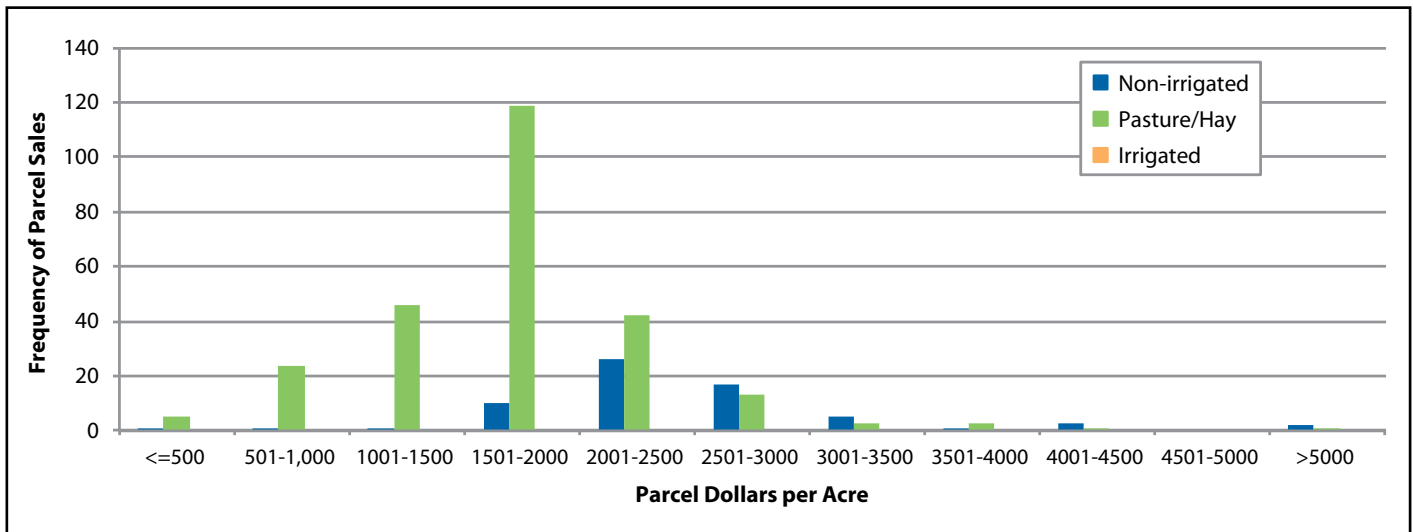
County	# of Land Tracts Sold (2018)	Total Acres Sold (2018)	Average Annual Acres Sold (2013-2017)	% Change in 2018 Acreage Sales from 2013-2017 Average
Allen	25	3,170	3,858	-17.8%
Bourbon	59	7,285	7,618	-4.4%
Butler	60	9,222	7,934	16.2%
Chautauqua	28	7,387	10,594	-30.3%
Cherokee	15	1,639	2,153	-23.9%
Cowley	33	5,095	9,328	-45.4%
Crawford	28	3,588	4,627	-22.5%
Elk	4	1,033	4,208	-75.5%
Greenwood	40	6,574	9,451	-30.4%
Labette	17	2,599	2,099	23.8%
Montgomery	32	3,412	4,677	-27.0%
Neosho	22	2,971	2,622	13.3%
Wilson	15	2,265	2,651	-14.6%
Woodson	14	2,528	1,868	35.3%
<b>Total</b>	<b>392</b>	<b>58,768</b>	<b>73,688</b>	<b>-20.2%</b>

County	Dryland Crop Acres Sold (2018)	Irrigated Crop Acres Sold (2018)	Pasture/Native Hay Acres Sold (2018)	Tamegrass Acres Sold (2018)	Total Acres Sold (2018)
Allen	900	0	1,634	637	3,170
Bourbon	1,774	0	3,812	1,699	7,285
Butler	2,241	0	6,555	427	9,222
Chautauqua	347	0	6,830	210	7,387
Cherokee	735	0	482	422	1,639
Cowley	638	0	4,322	135	5,095
Crawford	1,306	0	1,407	875	3,588
Elk	158	0	832	43	1,033
Greenwood	188	0	6,144	243	6,574
Labette	946	0	1,117	536	2,599
Montgomery	427	0	2,444	541	3,412
Neosho	1,121	0	1,550	300	2,971
Wilson	487	0	1,683	95	2,265
Woodson	7	0	2,415	105	2,528
<b>Total</b>	<b>11,275</b>	<b>0</b>	<b>41,227</b>	<b>6,266</b>	<b>58,768</b>





## 2018 Land Sale Information – By County



### Non-irrigated Cropland

County	Weighted Average	Minimum	Maximum
Allen	2,284	2,204	2,417
Bourbon	2,284	1,709	2,862
Butler	3,166	636	5,371
Cherokee	2,248	412	3,297
Crawford	2,709	1,995	3,405
Labette	2,288	2,148	2,566
Neosho	2,423	1,229	4,021
All	2,498	412	5,371

Note: County averages, minimums and maximums are only displayed if greater than four parcels sold in that county in 2018. In order for a parcel to be classified as non-irrigated, dryland or pasture/hay, 70% or greater of the parcel acres must fit in that category. Prices are reported in dollars per parcel acre. Averages are weighted based on parcel acres. Minimum and maximum have not been independently verified and may be subject to special circumstances.

### Pasture/Hay Ground

County	Weighted Average	Minimum	Maximum
Allen	1,657	991	3,008
Bourbon	2,063	812	6,784
Butler	1,976	304	3,691
Chautauqua	1,604	750	1,975
Cherokee	1,541	887	2,417
Cowley	1,734	411	2,503
Crawford	2,112	919	2,931
Greenwood	1,599	300	2,277
Labette	1,409	544	2,516
Montgomery	1,449	599	2,341
Neosho	2,189	1,786	4,466
Wilson	1,471	980	2,064
Woodson	1,437	775	1,846
All	1,724	300	6,784

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