



Kansas Land Values and Ownership Trends

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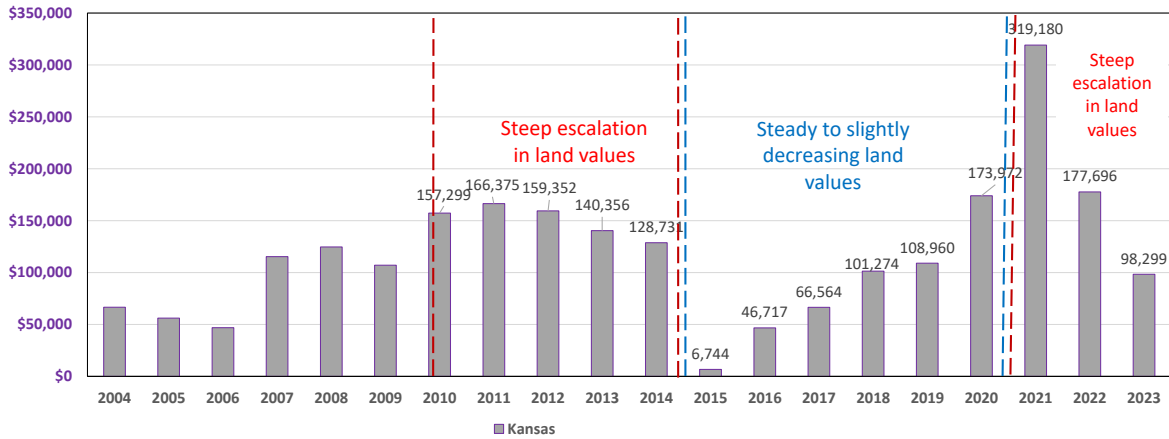
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What is going on in the Ag. Land market?

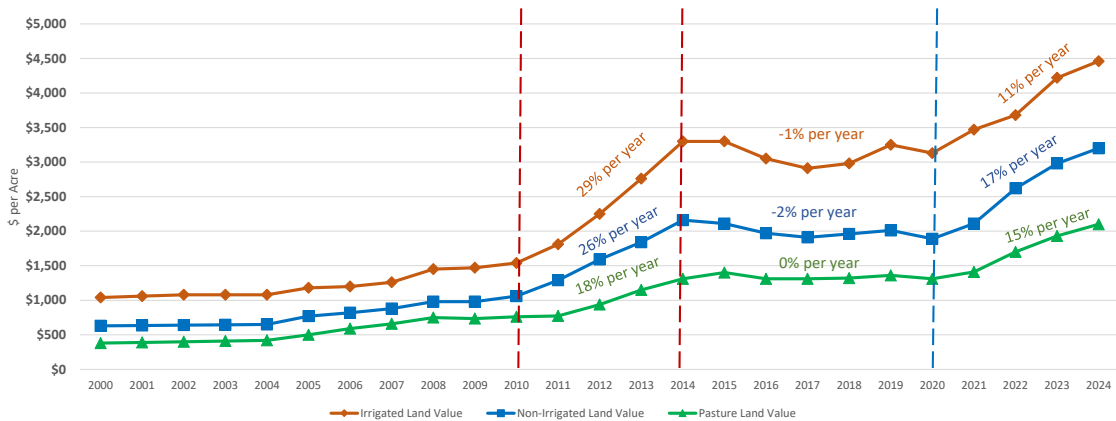
- Farm Income was historically strong fueling large increases in land value
 - High commodity prices + gov. payments during COVID = Escalating land prices
 - Current farm profitability uncertain
- Interest rates historically high
- Are agricultural land values at a tipping point?

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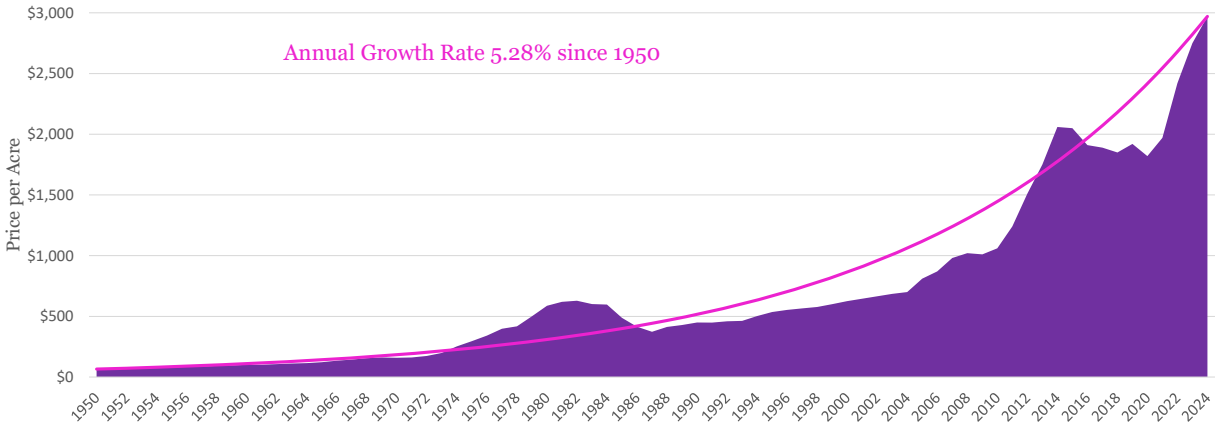
Net Farm Income – Kansas Farm Management Association



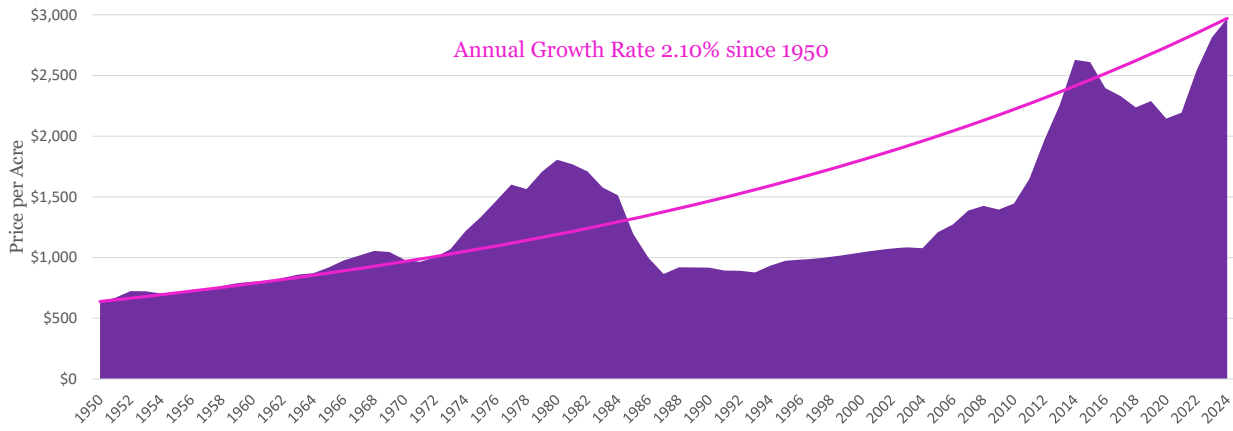
Kansas Land Values



Kansas Land Values from 1950

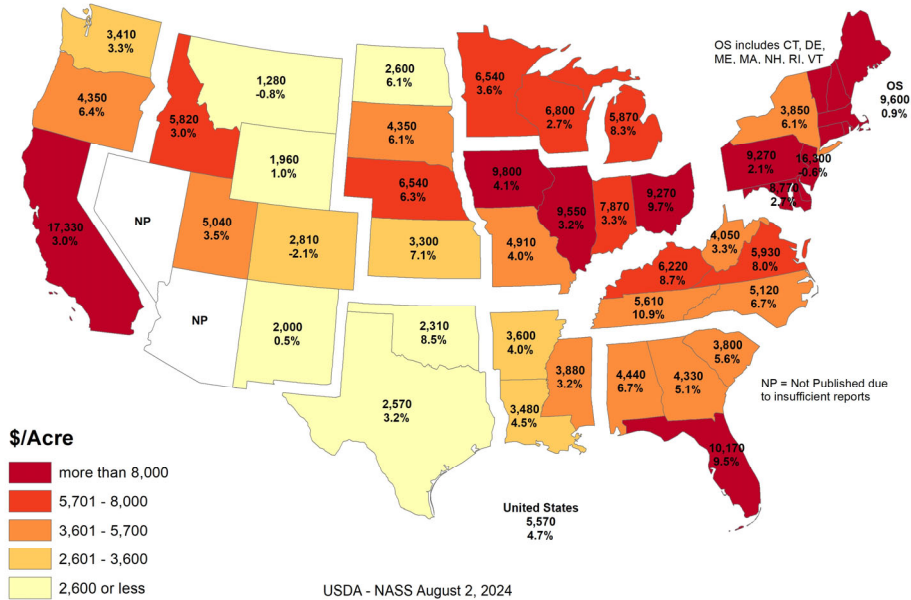


Inflation-Adjusted Kansas Land Values



2024 Cropland Value by State

Dollars per Acre and Percent Change from 2023

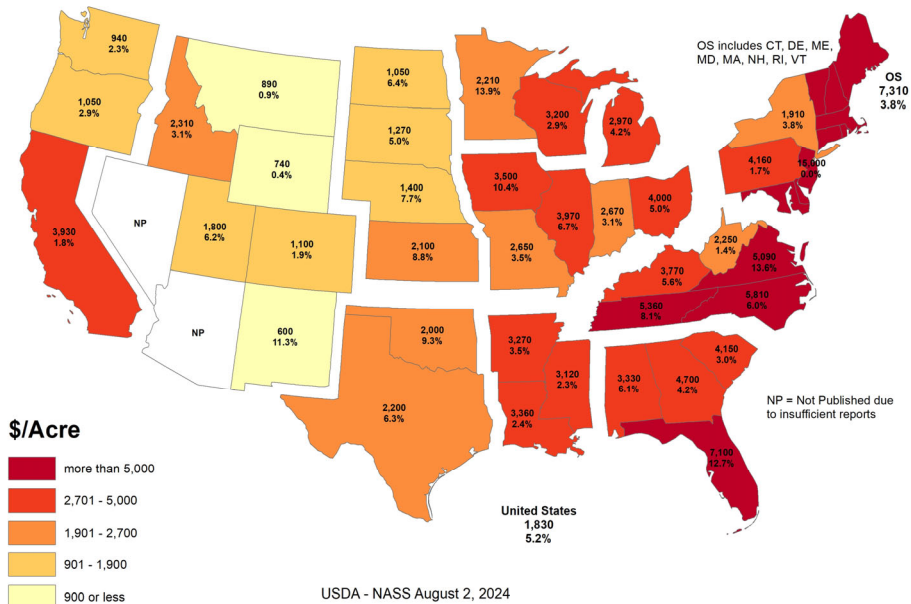


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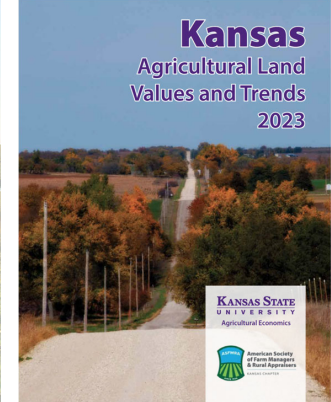
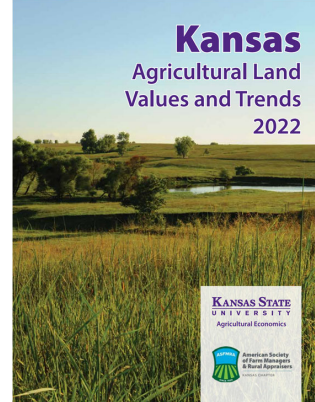
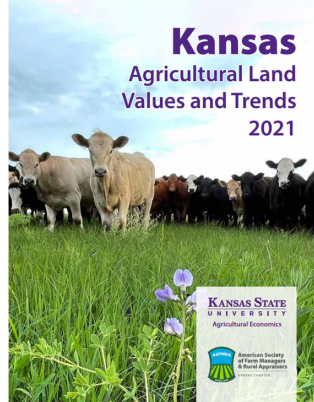
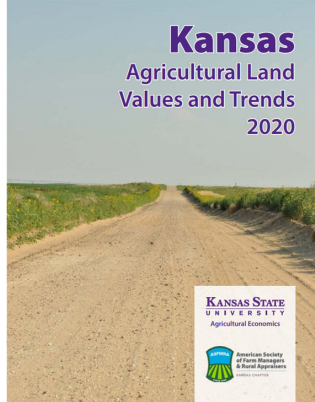
2024 Pasture Value by State

Dollars per Acre and Percent Change from 2023



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

Market-based Land Values

- Source for market transaction data
 - Property Valuation Division-Kansas Dept. of Revenue
- 2015-23 actual sales data (not survey)
 - County location
 - Acres in sale
 - Mixture of irrigated, non-irrigated and pasture in parcel
 - Value of improvements are removed for bare land value

2023 Book is based on Q4 of 2022 and Q1-Q3 of 2023

2024 Book will be published in Jan. 2025

Where will land values go from here?

- Crop margins expected to remain tight in coming years
 - Lower cash rents? Flattening of cropland prices? Lowering cropland prices?
- Cattle prices historically high right now
 - Adds support for pasture prices in the short run
 - When will cowherd expansion occur and beef prices come down?
- What about hunting/recreational interest?
 - Will the general economy remain strong?
- How about investors?
 - Are there better returns elsewhere?

What ownership trends are we seeing in Kansas?

- Baby boomer generation of farmers are retiring
- Significant amounts of land will be changing hands
 - Inheritance by off-farm heirs
 - Sales
- Who is purchasing farmland?
 - Other farmers
 - Local non-farming folks with income unrelated to ag
 - Out of state hunters
 - Investors

Who owns Kansas Farmland?

KS Landowner database (2015)

- Only ag. parcels over 40 acres
 - Represents 95% of all ag. land acres in Kansas (47 mil. of 49 mil. Acres)
- Comparing county that parcel is located in to city, state, zip code of landowner

Results (2015)

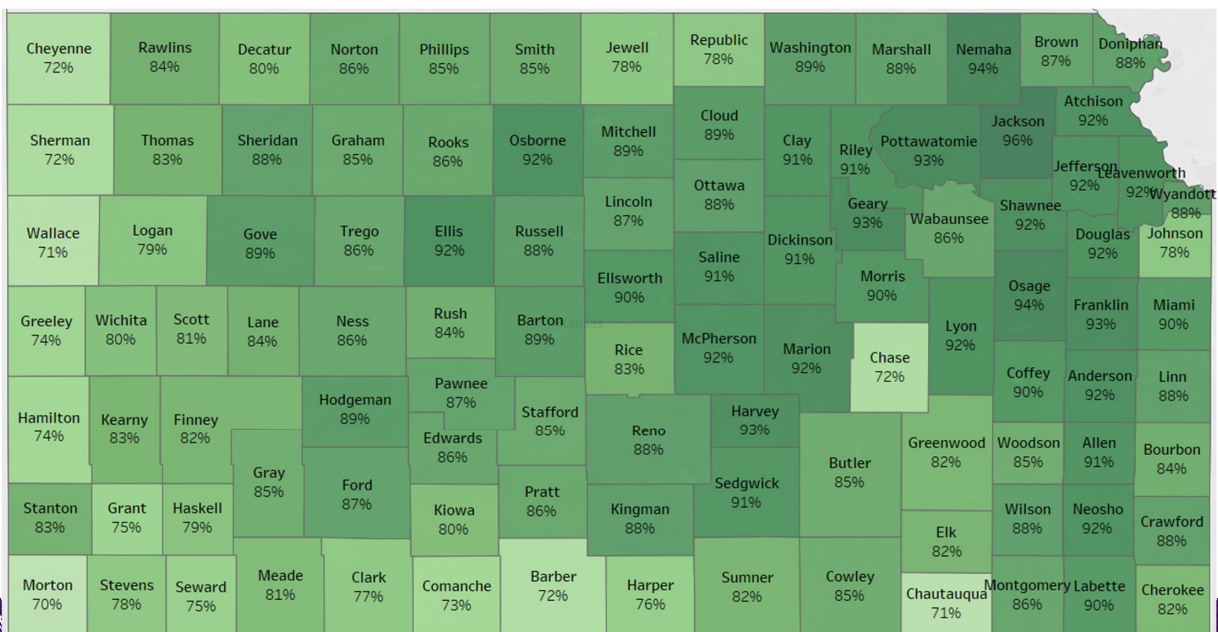
Landowner Live in KS?	Total Ag. Acres	% Total Ag. Acres
Yes	39,716,276	84.5%
No	7,271,222	15.5%

Landowner Live in the County?	Total Ag. Acres	% Total Ag. Acres
Yes	25,594,538	54.5%
No	21,392,958	45.5%

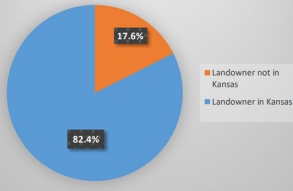
Results (2015)-Landowner State

Landowner State	Ag. Acres	% of Total Ag. Acres
Kansas	39,716,276	84.5%
Texas	1,210,813	2.6%
Colorado	986,838	2.1%
Oklahoma	882,882	1.9%
Nebraska	675,969	1.4%
Missouri	670,237	1.4%
California	448,230	1.0%
Arizona	241,162	0.5%
Illinois	167,452	0.4%
Florida	154,402	0.3%
Washington	127,305	0.3%
New Mexico	119,989	0.3%

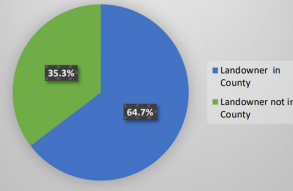
Percentage of Landowners that Live in KS



Finney County Ownership

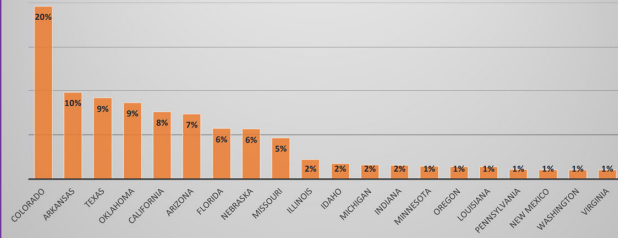


Finney County Ownership



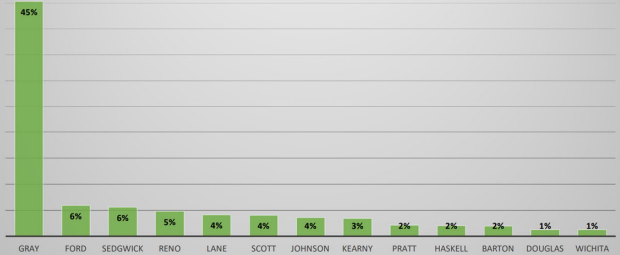
For the percentage of agricultural land in this county that is owned by landowners living inside the state of Kansas, this shows the percentage of those acres that are owned by landowners living within the county.

Finney County Ownership Outside of Kansas



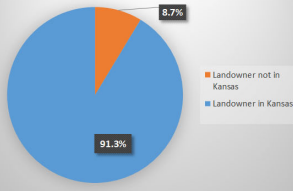
For the percentage of Kansas agricultural land in this county that is owned outside the state, this shows the percentage of those acres that are owned by landowners in each state.

Finney County Ownership Inside Kansas but Out of County

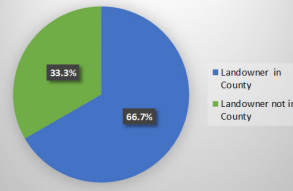


For the percentage of Kansas ag. land in this county that is owned inside Kansas but outside this county, this shows the percentage of those acres that are owned by landowners in each county.

Riley County Ownership

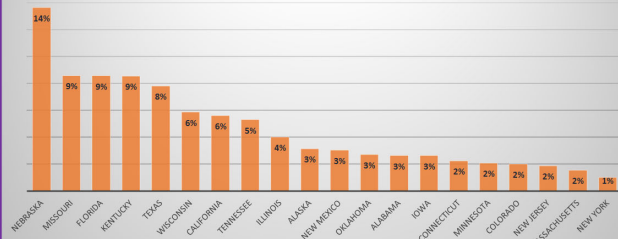


Riley County Ownership



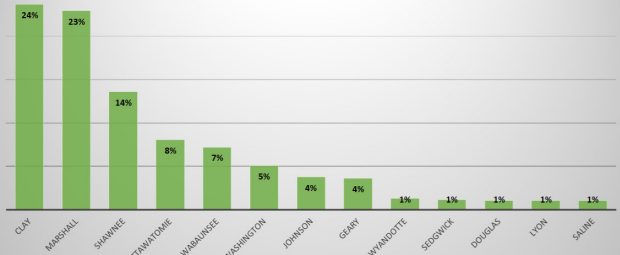
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Riley County Ownership Outside of Kansas



For the percentage of Kansas agricultural land in this county that is owned outside the state, this shows the percentage of those acres that are owned by landowners in each state.

Riley County Ownership Inside Kansas but Out of County



For the percentage of Kansas ag. land in this county that is owned inside Kansas but outside this county, this shows the percentage of those acres that are owned by landowners in each county.

What has changed since 2015?

- Significant amount of land has changed hands (zip codes)
- More land has shifted to out-of-state ownership
 - Texas residents owning Kansas farm/ranchland continues to increase
- Pasture/Grass acres are driving the shift to more out-of-state ownership



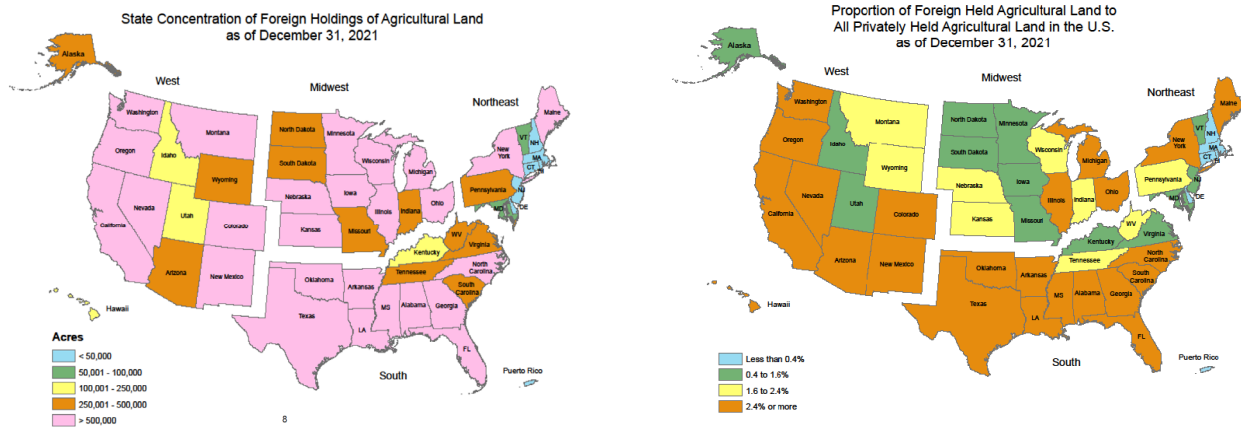
Who owns Kansas Farmland?

Part 2: Foreign Holdings

National Summary of Foreign-Holdings

- Agricultural Foreign Investment Disclosure Act of 1978 (AFIDA)
 - FSA-153
- Foreign investors held approximately 40 million acres of U.S. Ag. Land in 2021
 - This represents 3.1% of all privately owned land Ag. land in the U.S.
- Increase of 2.4 million acres from the 2020 report
 - Has been increasing nearly 2.2 million acres annually since 2015
 - From 2009 to 2015, yearly increase averaged 0.8 million acres

Foreign Land Holdings by State



Kansas

- Privately held Ag. Land totals 49,188,971 acres
- Of those, 1,187,690 acres are Foreign “held” (2.4%)

Foreign Holdings of Kansas Agricultural Land

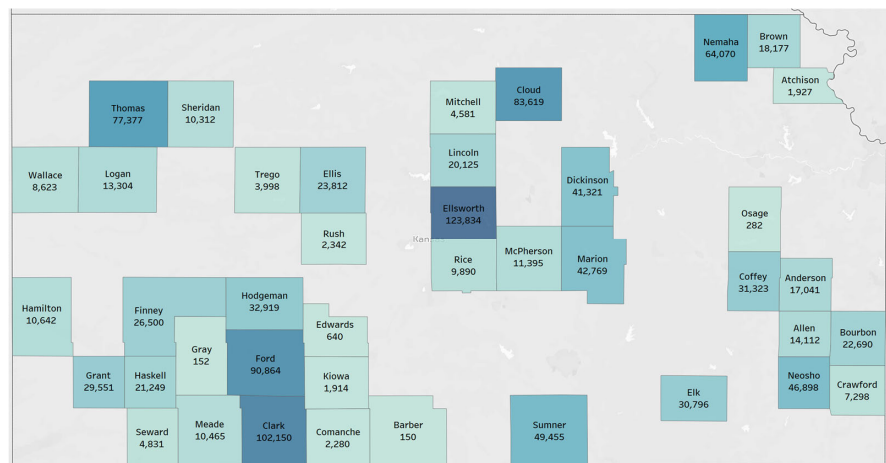
<https://www.agmanager.info/foreign-holdings-kansas-farm-land>

- Of the Foreign “Holdings”:

 - 1,115,677 acres are Wind Energy company leases
 - 94% of reported foreign held acres
 - 4,297 acres are Solar Energy company leases
 - 67,717 acres remaining are primarily ag. use (cropland & pasture)

Wind Energy Leases in Kansas reported under AFIDA

Wind Company Listed Country	Number of Acres
ITALY	386,852
CANADA	330,844
FRANCE	170,730
PORTUGAL	118,130
DENMARK	66,115
SPAIN	20,565
GERMANY	13,999
IRELAND	8,442
Grand Total	1,115,677



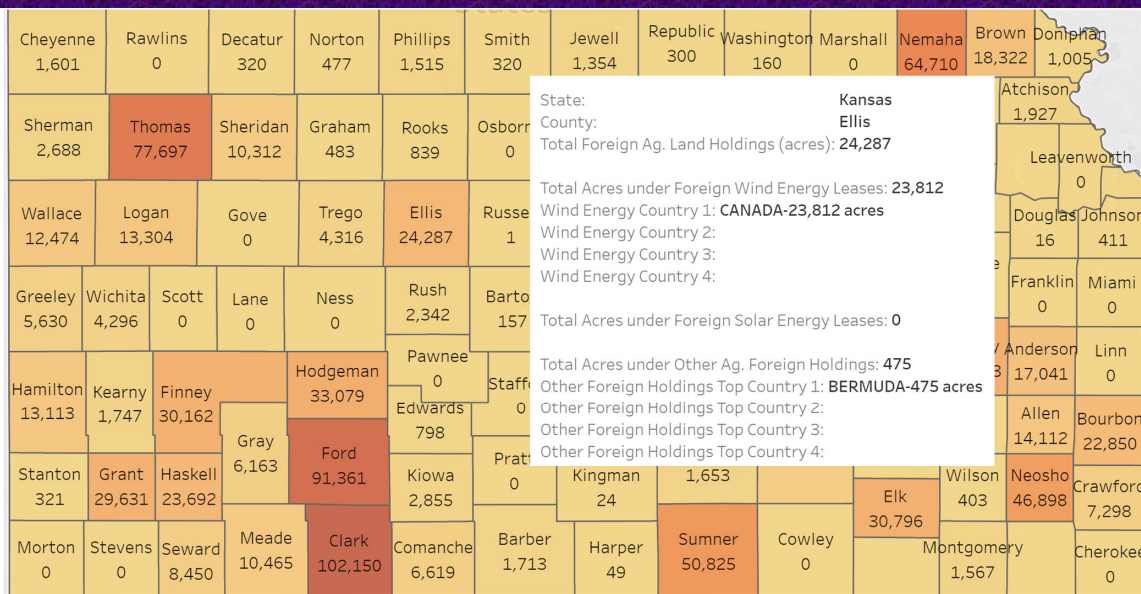
Non-Energy Related Holdings of Kansas Ag. Land

- 67,716 total acres, 167 parcels total
- 0.14% of all privately held land in Kansas

Country	Number of Acres in Kansas
GERMANY	14,456
NETHERLANDS	11,820
CANADA	7,406
KUWAIT	4,962
SAUDI ARABIA	4,339
IRELAND	4,322
MEXICO	4,233
SWITZERLAND	3,299
ITALY	1,881
AUSTRALIA	1,758
UNITED KINGDOM	1,562
AUSTRIA	1,236
FRANCE	1,164

Country	Number of Acres in Kansas
PORTUGAL	972
NEW ZEALAND	483
BERMUDA	477
DENMARK	450
HONG KONG	411
JAPAN	301
SWEDEN	300
ARGENTINA	160
UNITED ARAB EMIRATES	150
BELGIUM	60
SPAIN	53
COLOMBIA	40
CHINA	1

Number of Foreign-Held Acres by County (2021)



Why is this potentially an issue?

- National security- especially in “sensitive” areas of the U.S.
- Concerns over other countries influencing/controlling U.S. food supply
- Driving up land prices (pricing domestic buyers out?)
- No ties to local communities or to support local businesses

Questions?

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