



Kansas Land Values and Ownership Trends





Robin Reid

Extension Farm Economist

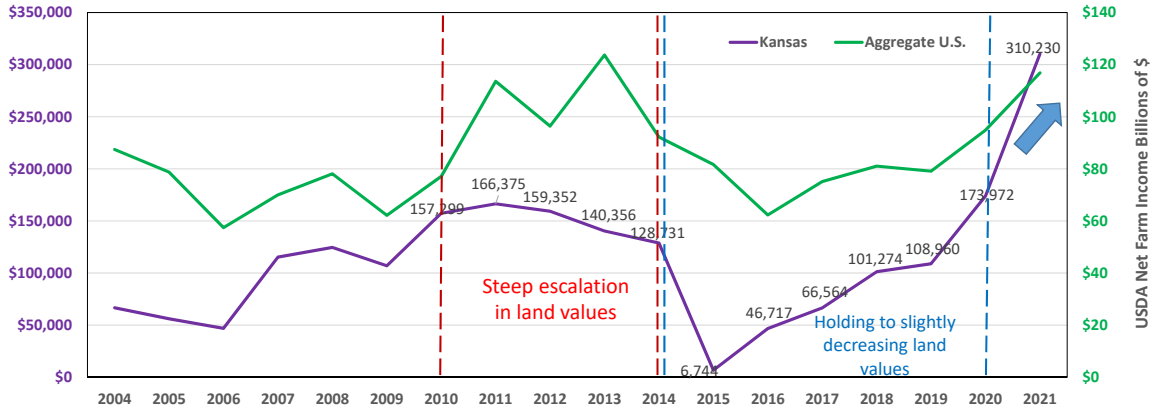
Kansas State University Ag. Economics

robinreid@ksu.edu 785-532-0964

What is going on in the Ag. Land market?

- Farm Income remains strong 
 - Ongoing drought concerns and input costs remain high
- Interest Rates Increasing 
- Inflation 
- Non-Ag. investment 

Net Farm Income – Kansas Farm Management and Aggregate U.S.



Land Values

- Where do we get information on land values?
- KS Ag Stats Service
 - Annual survey series
 - Dropped CRD-level estimates in 2013
 - Only have a state value for irrigated, non-irrigated, and pasture land in Kansas



United States Department of Agriculture
National Agricultural Statistics Service

News Release

612 SW Van Buren, Room 202, Topeka, Kansas 66603
Media Contact: Jason Lamphier (785) 232-2226



KANSAS FARM REAL ESTATE VALUE AND CROPLAND RENT HIGHER

TOPEKA, KS, August 2, 2013 – Kansas's farm real estate value, a measurement of the value of all land and buildings on farms, increased from 2012, according to USDA's National Agricultural Statistics Service. Farm real estate value for 2013 averaged \$1,900 per acre. This is up \$200 per acre or 18 percent higher than last year's revised level.

Cropland value increased 19 percent from last year to \$2,100 per acre. Dryland cropland value averaged \$2,000 per acre, up \$300 from last year. Irrigated cropland value averaged \$3,000 per acre, up \$600 from a year ago. Pastureland, at \$1,250 per acre, increased \$250 from a year ago.

Cash rent paid to landowners in 2013 for cropland also increased from last year. Irrigated cropland rent averaged \$137 per acre, an increase of \$18. Dryland cropland rent averaged \$53 per acre, up slightly from a year earlier. Pasture rented for cash, which averaged \$17.50 per acre, is up \$1.00 from the previous year.

County level averages of 2013 cash rents paid to landowners will be released on September 6 and will be available through NASS's Quick Stats. Quick Stats is located at <http://quickstats.nass.usda.gov/>.

Access the National publication for this release at: <http://usd01.library.conell.edu/usda/current/AgrLnd/C0/AgrLndVa/08-02-2013.pdf>

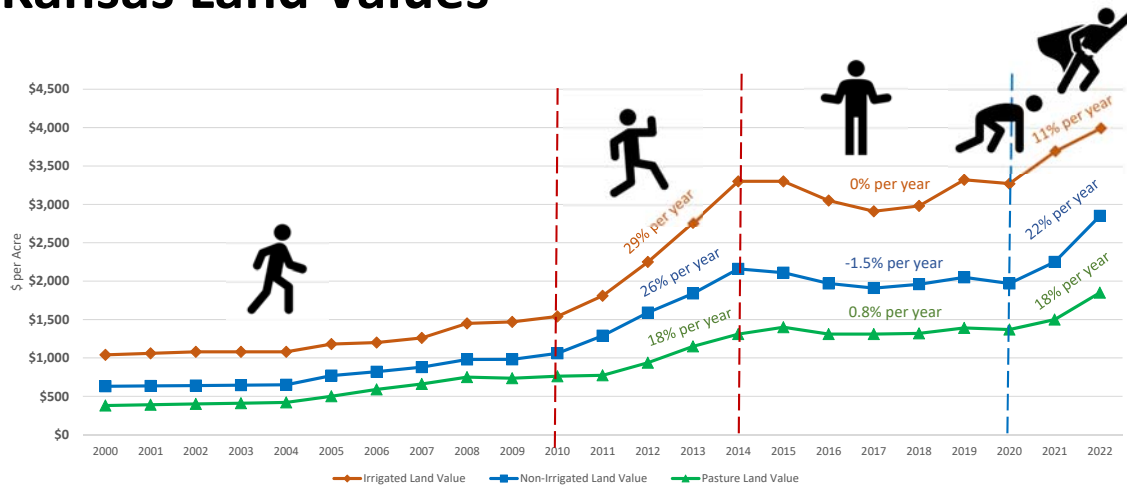
Find agricultural statistics for your county, State, and the Nation at www.nass.usda.gov

- # -

NASS provides accurate, timely, useful and objective statistics in service to U.S. agriculture. The Agency invites you to express your thoughts and provide occasional feedback on our products and services by sending a note over e-mail: 1-800-858-8848, usda.nass@usda.gov, or by mail to: NASS Data User Commentary.

USDA is an equal opportunity provider and employer.

Kansas Land Values



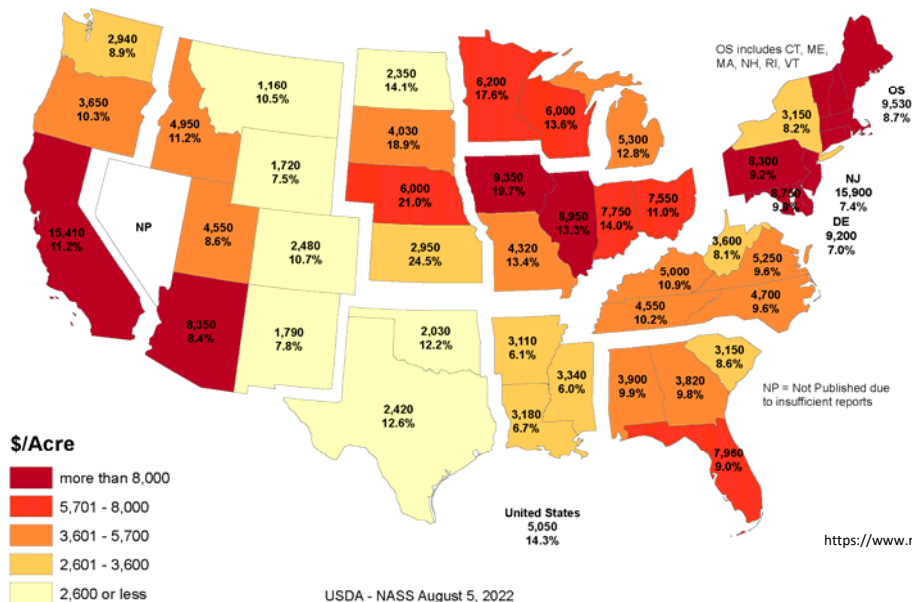
KANSAS STATE UNIVERSITY

Agricultural Economics

Source USDA-NASS

2022 Cropland Value by State

Dollars per Acre and Percent Change from 2021

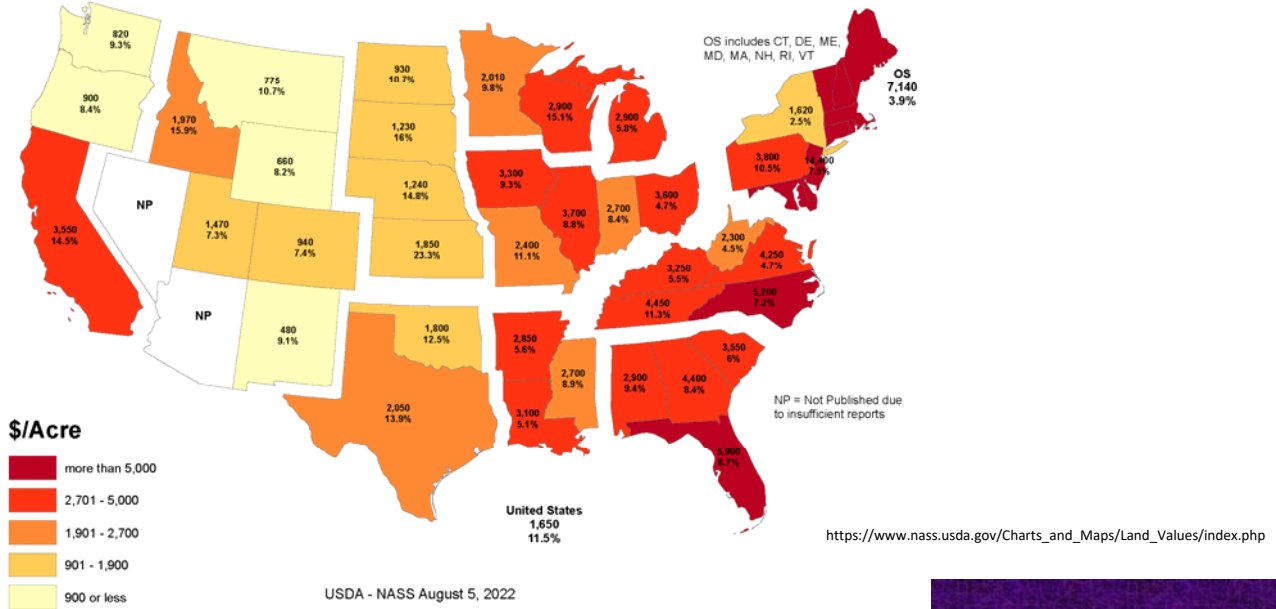


https://www.nass.usda.gov/Charts_and_Maps/Land_Values/index.php

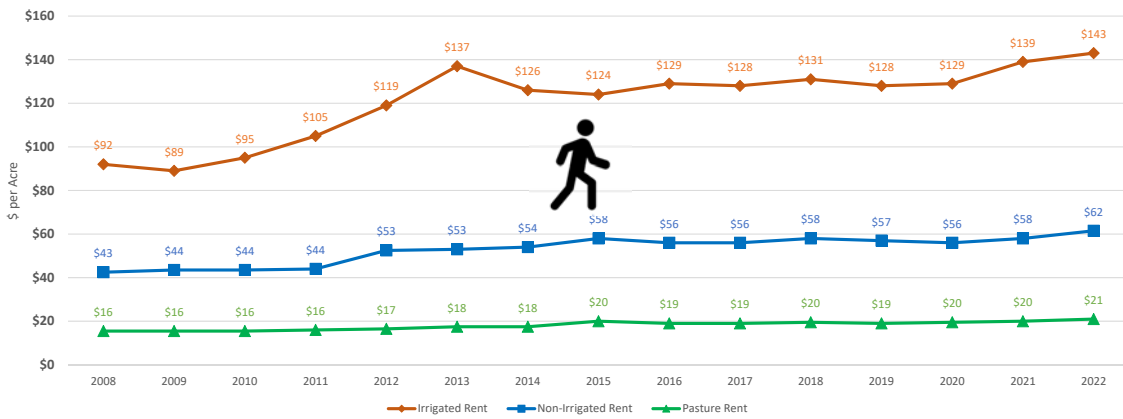
USDA - NASS August 5, 2022

2022 Pasture Value by State

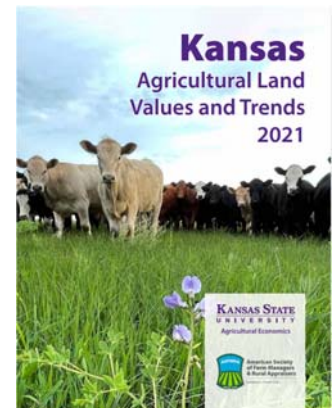
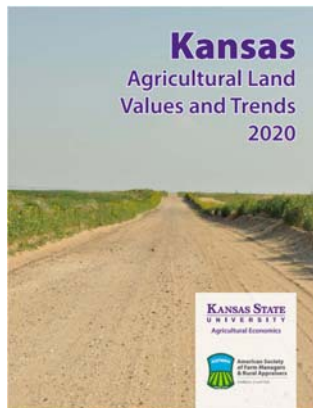
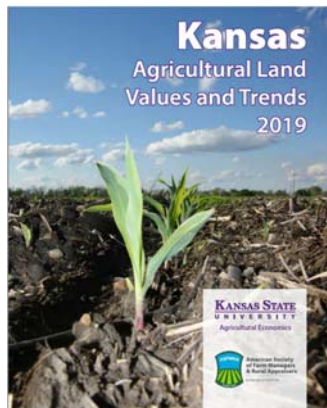
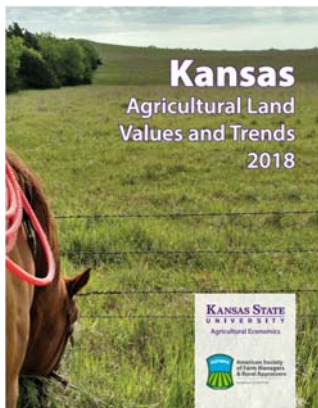
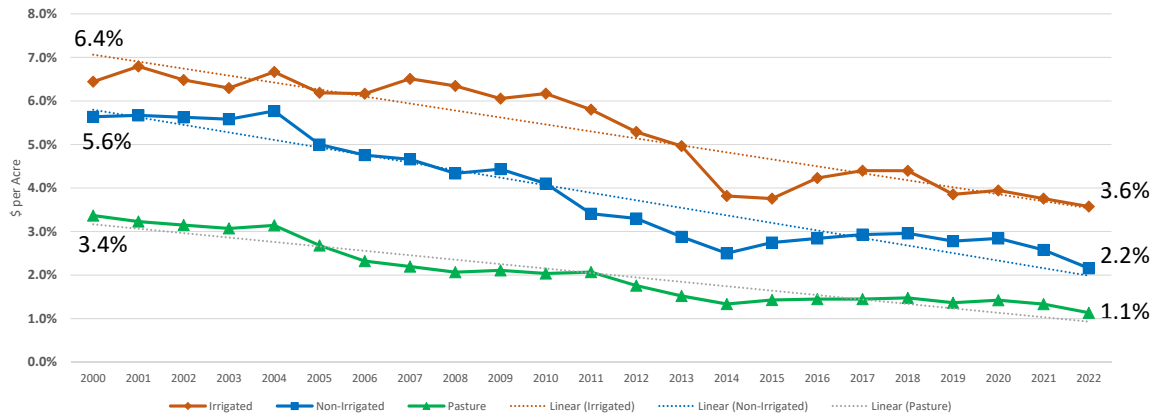
Dollars per Acre and Percent Change from 2021



Kansas Cash Rents



Rent-to-Value Ratio



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

Market-based Land Values

- Source for market transaction data
 - Property Valuation Department, Topeka
- 2015-22 sales data
 - County location
 - Acres in sale
 - Mixture of irrigated, non-irrigated and pasture in parcel
 - Value of improvements is removed for bare land value
 - Parcels under 70 acres are omitted

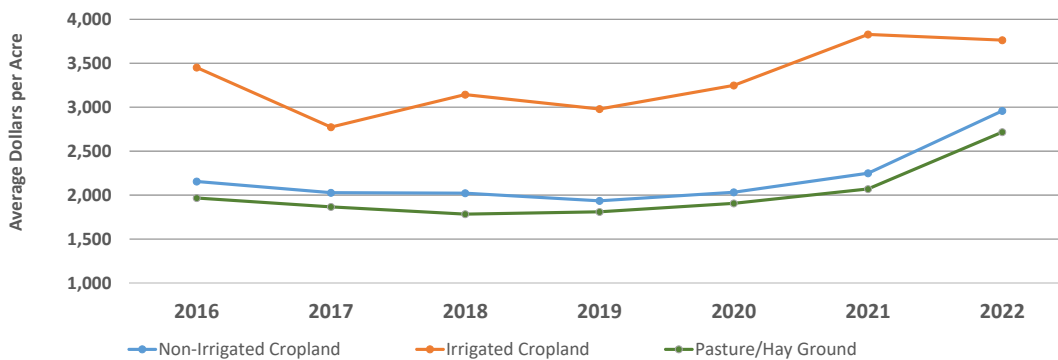
What is the going rate in X county?

| Price per Acre | Dryland Ac | Irrigated Ac | Grass Ac | Total Ag Ac |
|----------------|------------|--------------|----------|-------------|
| 854 | 54 | 236.2 | 7.4 | 297.6 |
| 857 | 23.9 | 109.8 | 0 | 133.7 |
| 921 | 36.5 | 119.9 | 0 | 156.4 |
| 1019 | 75.8 | 238.1 | 0 | 313.9 |
| 1247 | 69.6 | 238.4 | 0 | 308 |
| 1272 | 41 | 116.2 | 0 | 157.2 |
| 1390 | 0 | 155.1 | 0 | 155.1 |
| 1816 | 90 | 475.3 | 0 | 565.3 |
| 2023 | 127.9 | 648.8 | 6.9 | 783.6 |
| 2338 | 41.6 | 117.5 | 0 | 159.1 |
| 2706 | 75.9 | 222.4 | 0 | 298.3 |
| 4033 | 33.3 | 124.4 | 0 | 157.7 |
| 4527 | 78.9 | 242.6 | 0 | 321.5 |



Agricultural Acres sold

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|---------------|---------|---------|---------|---------|---------|---------|
| Northwest | 21,626 | 39,235 | 39,081 | 39,034 | 44,977 | 49,294 |
| West Central | 28,613 | 37,207 | 32,436 | 44,237 | 95,150 | 45,747 |
| Southwest | 78,566 | 91,031 | 87,427 | 108,868 | 99,822 | 88,106 |
| North Central | 35,447 | 49,634 | 31,346 | 35,053 | 44,924 | 44,824 |
| Central | 31,107 | 33,172 | 30,391 | 37,882 | 47,171 | 52,011 |
| South Central | 49,935 | 57,182 | 49,478 | 49,798 | 87,392 | 72,762 |
| Northeast | 16,960 | 24,418 | 19,592 | 21,871 | 22,401 | 18,582 |
| East Central | 28,398 | 37,487 | 31,739 | 34,160 | 55,356 | 50,212 |
| Southeast | 40,703 | 58,768 | 44,139 | 49,675 | 71,793 | 54,311 |
| State | 331,355 | 428,135 | 365,629 | 420,578 | 568,985 | 475,849 |



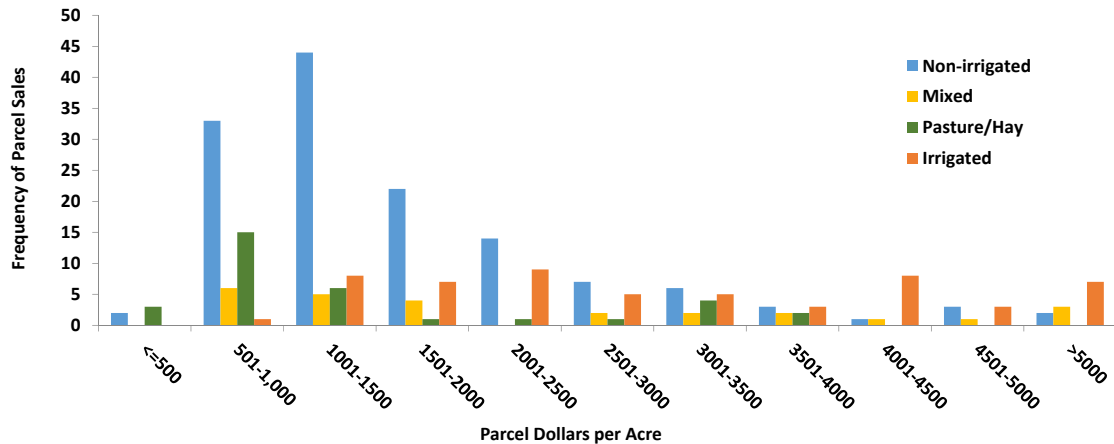
| Type | Average Dollars per Acre | | | | | | | 2022 | % Change from 2021 |
|------------------------|--------------------------|-------|-------|-------|-------|-------|-------|-------|--------------------|
| | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | | |
| Non-Irrigated Cropland | 2,440 | 2,155 | 2,027 | 2,021 | 1,935 | 2,032 | 2,248 | 2,958 | 31.6% |
| Irrigated Cropland | 3,657 | 3,451 | 2,773 | 3,143 | 2,979 | 3,247 | 3,827 | 3,762 | -1.7% ★ |
| Pasture/Hay Ground | 2,173 | 1,967 | 1,865 | 1,783 | 1,809 | 1,906 | 2,069 | 2,716 | 31.4% |

Irrigated Cropland

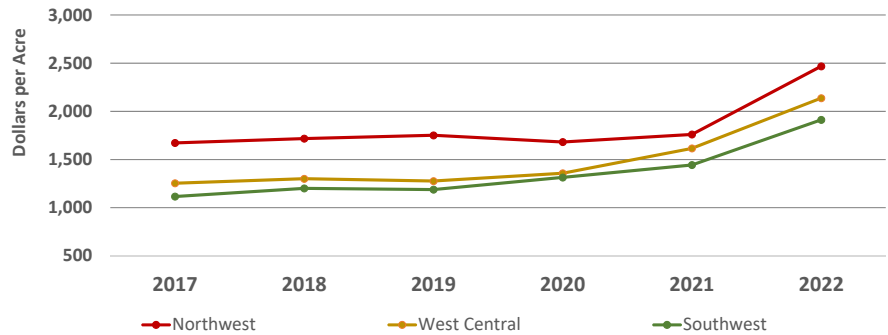
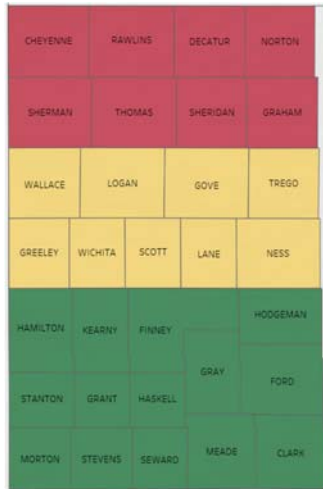
| Region | Average Dollars per Acre | | | | | | | 2022 | % Change from 2021 |
|---------------|--------------------------|-------|-------|-------|-------|-------|-------|-------|--------------------|
| | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | | |
| Northwest | 3,989 | 3,321 | 3,422 | 4,000 | 3,728 | 3,660 | 3,913 | 4,690 | 19.9% |
| West Central | 3,526 | 2,716 | 2,294 | 3,151 | 2,225 | 2,819 | 3,130 | 3,615 | 15.5% |
| Southwest | 2,653 | 1,956 | 2,394 | 2,316 | 2,116 | 2,634 | 3,342 | 3,233 | -3.3% |
| South Central | 4,940 | 4,897 | 3,402 | 3,592 | 3,738 | 4,182 | 4,155 | 4,967 | 19.5% |

| Irrigated Land Sales (acres) | | | | |
|------------------------------|--------------|-----------|---------------|------------|
| Northwest | West Central | Southwest | South Central | All Others |
| 3,571 | 1,634 | 26,279 | 2,926 | 1,774 |

Land Sales- Southwest Region

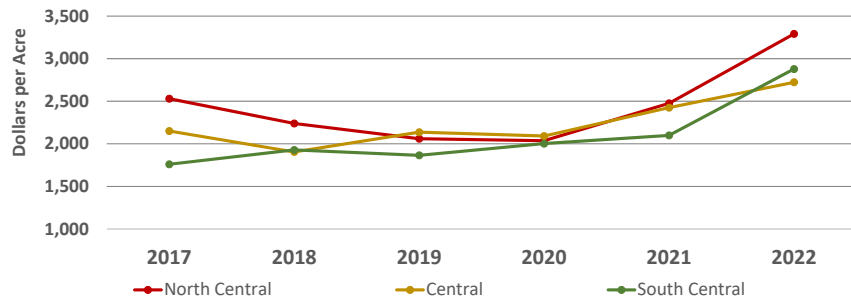
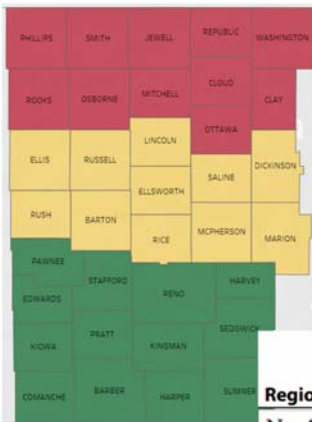


Western Regions Non-Irrigated Cropland



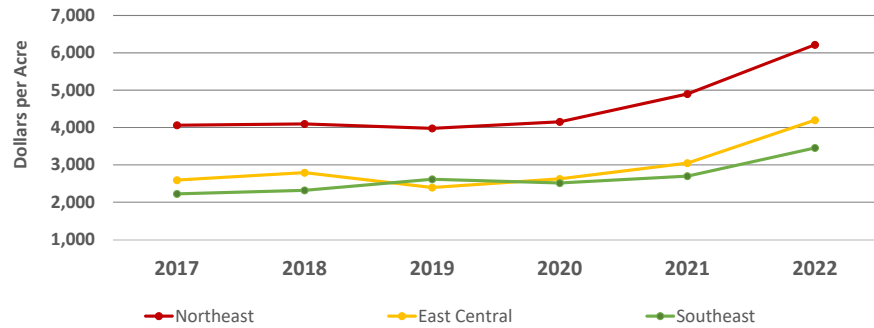
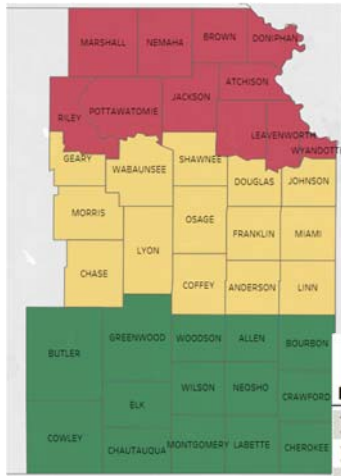
| Region | Average Dollars per Acre | | | | | | | 2022 | % Change from 2021 |
|--------------|--------------------------|-------|-------|-------|-------|-------|-------|-------|--------------------|
| | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | | |
| Northwest | 2,157 | 1,937 | 1,673 | 1,717 | 1,751 | 1,682 | 1,760 | 2,468 | 40.2% |
| West Central | 1,909 | 1,523 | 1,254 | 1,301 | 1,276 | 1,357 | 1,616 | 2,137 | 32.2% |
| Southwest | 1,471 | 1,170 | 1,116 | 1,201 | 1,188 | 1,314 | 1,443 | 1,912 | 32.5% |

Central Regions Non-Irrigated Cropland



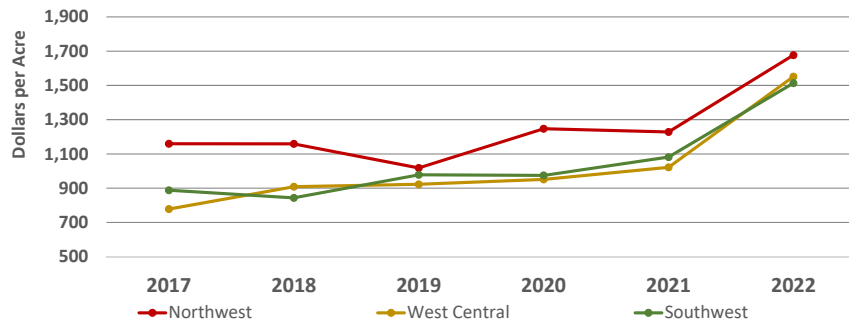
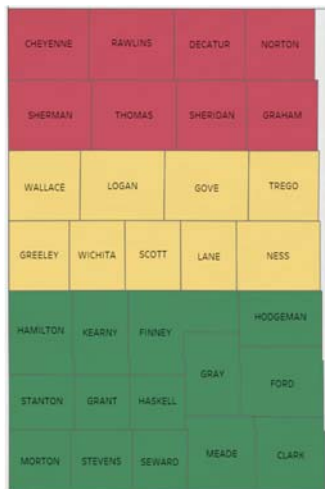
| Region | Average Dollars per Acre | | | | | | | 2022 | % Change from 2021 |
|---------------|--------------------------|-------|-------|-------|-------|-------|-------|-------|--------------------|
| | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | | |
| North Central | 2,806 | 2,490 | 2,530 | 2,239 | 2,060 | 2,037 | 2,476 | 3,292 | 33.0% |
| Central | 2,385 | 2,305 | 2,151 | 1,905 | 2,136 | 2,091 | 2,425 | 2,722 | 12.3% |
| South Central | 2,535 | 1,883 | 1,760 | 1,928 | 1,865 | 2,002 | 2,099 | 2,878 | 37.1% |

Eastern Regions Non-Irrigated Cropland



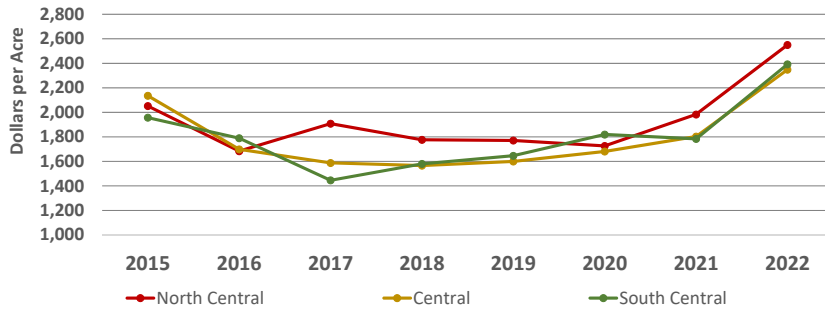
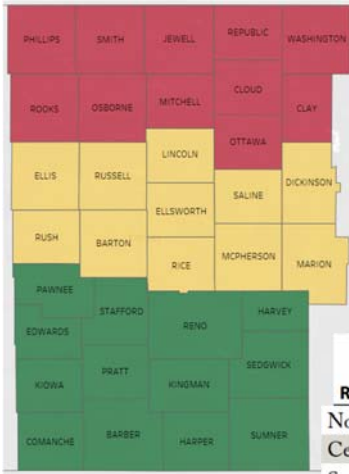
| Region | Average Dollars per Acre | | | | | | | 2022 | % Change from 2021 |
|--------------|--------------------------|-------|-------|-------|-------|-------|-------|--------------|--------------------|
| | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | | |
| Northeast | 4,581 | 4,130 | 4,060 | 4,096 | 3,978 | 4,154 | 4,899 | 6,216 | 26.9% |
| East Central | 2,745 | 2,559 | 2,591 | 2,791 | 2,393 | 2,623 | 3,045 | 4,197 | 37.8% |
| Southeast | 2,233 | 2,615 | 2,223 | 2,316 | 2,614 | 2,513 | 2,697 | 3,453 | 28.0% |

Western Regions Pasture/Hay Ground



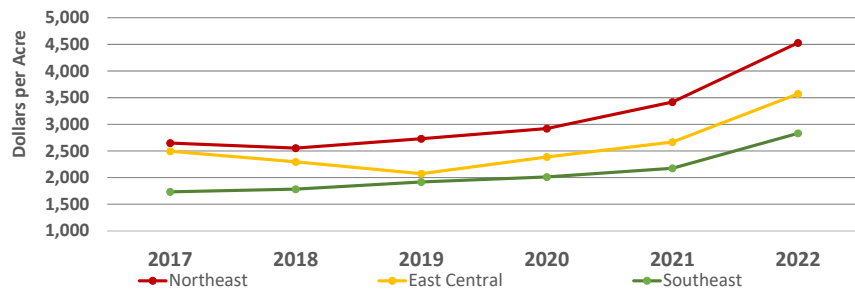
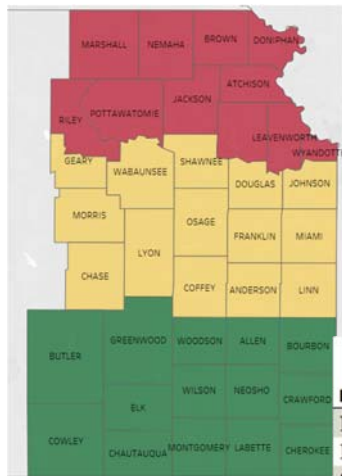
| Region | Average Dollars per Acre | | | | | | | 2022 | % Change from 2021 |
|--------------|--------------------------|-------|-------|-------|-------|-------|-------|--------------|--------------------|
| | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | | |
| Northwest | 1,455 | 1,327 | 1,159 | 1,159 | 1,018 | 1,247 | 1,228 | 1,677 | 36.6% |
| West Central | 1,459 | 1,078 | 778 | 909 | 922 | 951 | 1,022 | 1,551 | 51.8% |
| Southwest | 1,275 | 917 | 888 | 843 | 978 | 974 | 1,081 | 1,513 | 39.9% |

Central Regions Pasture/Hay Ground



| Region | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | % Change from 2021 |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|--------------------|
| North Central | 2,052 | 1,684 | 1,908 | 1,777 | 1,771 | 1,726 | 1,983 | 2,550 | 28.6% |
| Central | 2,136 | 1,698 | 1,588 | 1,566 | 1,600 | 1,681 | 1,803 | 2,349 | 30.3% |
| South Central | 1,957 | 1,790 | 1,446 | 1,580 | 1,646 | 1,819 | 1,784 | 2,392 | 34.1% |

Eastern Regions Pasture/Hay Ground



| Region | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | % Change from 2021 |
|--------------|-------|-------|-------|-------|-------|-------|-------|-------|--------------------|
| Northeast | 3,077 | 2,785 | 2,648 | 2,554 | 2,730 | 2,921 | 3,418 | 4,529 | 32.5% |
| East Central | 2,630 | 2,299 | 2,494 | 2,295 | 2,073 | 2,387 | 2,667 | 3,571 | 33.9% |
| Southeast | 2,021 | 2,060 | 1,732 | 1,782 | 1,918 | 2,011 | 2,175 | 2,831 | 30.2% |

- Ag. Land values are up significantly in 2021 and 2022, driven by good farm incomes, inflation, outside investment
- Values are expected to continue to rise but not as sharply with projected smaller margins in farm profitability
 - Input price concerns, commodity price outlook
 - Higher interest rates



Who owns Kansas Farmland?

Part 1: Landowner database

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)

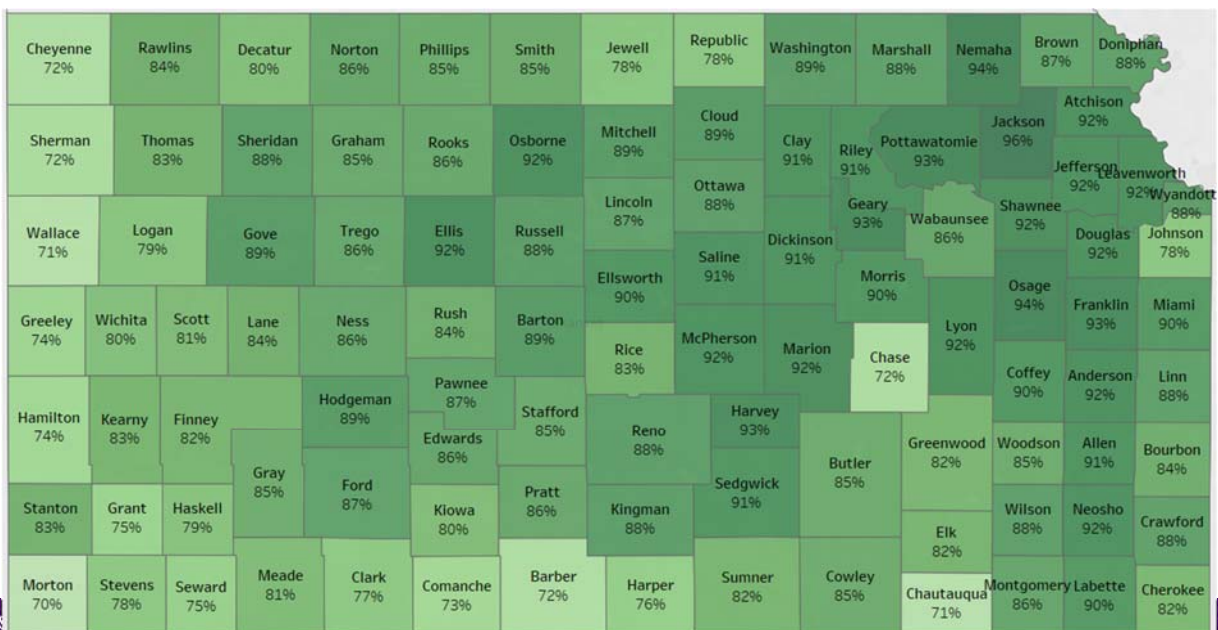
| Landowner Live in KS? | Total Ag. Acres | % Total Ag. Acres |
|-----------------------|-----------------|-------------------|
| Yes | 39,718,994 | 84.5% |
| No | 7,273,746 | 15.5% |

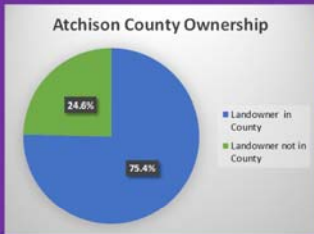
| Landowner Live in the County? | Total Ag. Acres | % Total Ag. Acres |
|-------------------------------|-----------------|-------------------|
| Yes | 25,642,212 | 54.6% |
| No | 21,350,527 | 45.4% |

Results (2015)-Landowner State

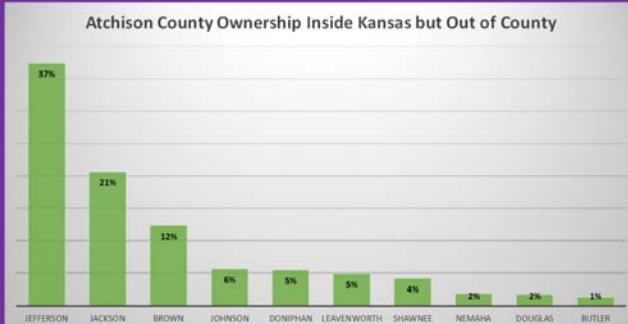
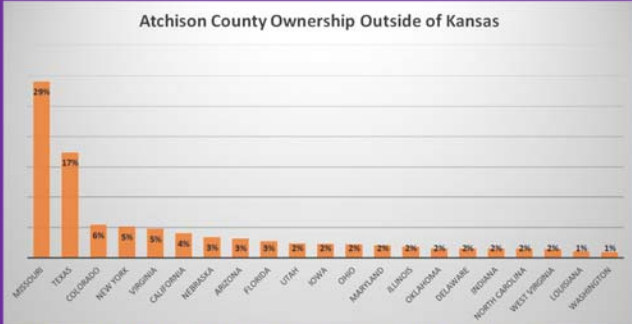
| Landowner State | Ag. Acres | % of Total Ag. Acres |
|-----------------|------------|----------------------|
| Kansas | 39,718,994 | 84.5% |
| Texas | 1,210,813 | 2.6% |
| Colorado | 986,838 | 2.1% |
| Oklahoma | 882,882 | 1.9% |
| Nebraska | 675,969 | 1.4% |
| Missouri | 670,237 | 1.4% |
| California | 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



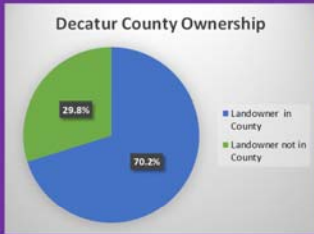
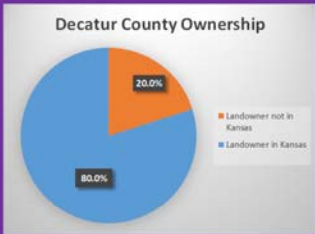


For the percentage of agricultural land in this county that is owned by landowners living inside the state of Kansas, this shows the percentage of those acres that are owned by landowners living within the county.

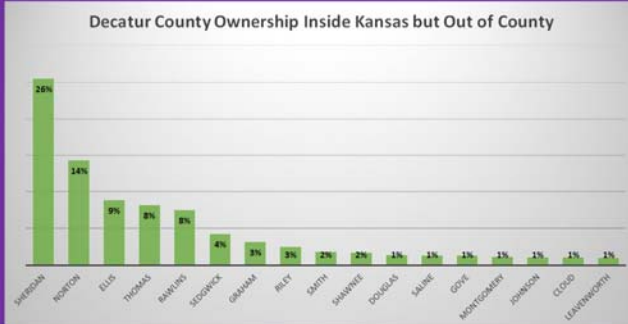
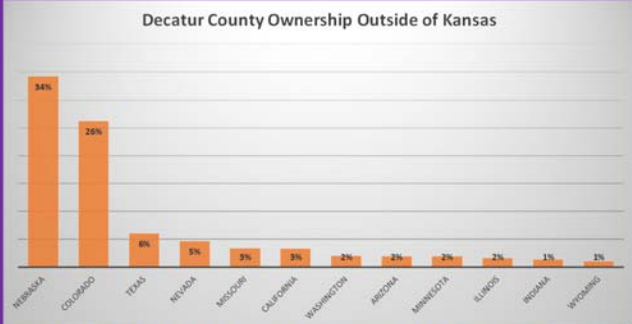


For the percentage of Kansas agricultural land in this county that is owned outside the state, this shows the percentage of those acres that are owned by landowners in each state.

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.



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.



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.

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.

How has land ownership changed since 2015?

- Same data set from 2022 was used, but did not include Butler, Finney, Johnson, Reno, Riley, Saline, Sedgwick, Shawnee, or Wyandotte counties
- Of the 46,992,000 acres in the 2015 data set, 40,056,000 acres could be matched to the 2022 data set using the parcel ID (85% of parcels)
 - Some parcels were sold and either split or combined, so Parcel ID and acres no longer matched
- If the landowner zip code in 2022 did not match the zip code in 2015, the parcel was tagged as “changing”

How has land ownership changed since 2015?

- Of the roughly 40 million acres that could be matched, 25% had changed zip codes in 7 years
- What does a changed zip code represent?
 - Any land that was sold to someone with a different zip code
 - Any inherited land that changed where the tax statement went
 - Landowner moved and changed their mailing address

How has land ownership changed since 2015?

- 9,867,275 acres have “changed”
 - Of those:
 - In 2015, 71% were owned by people living in Kansas (29% outside of Kansas)
 - In 2022, 68% were owned by people living in Kansas (32% outside of Kansas)
- Small shift to more acres owned outside of Kansas

What type of ground has “changed”?

| | Total Acres | Non-Irrigated Cropland | Irrigated Cropland | Grass Acres |
|-----------------------|-------------|------------------------|--------------------|-------------|
| 2015 Landowners in KS | 71.2% | 70.5% | 71.5% | 71.9% |
| 2022 Landowners in KS | 67.6% | 67.9% | 68.9% | 67.0% |
| Change | 3.7% | 2.6% | 2.6% | 4.9% |

How has land ownership changed since 2015?

| State | 2015 Total Acres | % in 2015 | 2022 Total Acres | % in 2022 | Difference | % Difference |
|------------|------------------|-----------|------------------|-----------|------------|--------------|
| Kansas | 7,027,785 | 71.2% | 6,666,010 | 67.6% | -361,775 | -3.7% |
| Texas | 476,075 | 4.8% | 576,023 | 5.8% | 99,948 | 1.0% |
| Colorado | 346,358 | 3.5% | 441,447 | 4.5% | 95,089 | 1.0% |
| Oklahoma | 332,816 | 3.4% | 336,617 | 3.4% | 3,802 | 0.0% |
| Missouri | 288,524 | 2.9% | 260,345 | 2.6% | -28,179 | -0.3% |
| Nebraska | 187,631 | 1.9% | 220,496 | 2.2% | 32,865 | 0.3% |
| California | 185,385 | 1.9% | 165,232 | 1.7% | -20,154 | -0.2% |
| Arizona | 98,458 | 1.0% | 135,774 | 1.4% | 37,315 | 0.4% |
| Illinois | 75,847 | 0.8% | 34,765 | 0.4% | -41,082 | -0.4% |
| Florida | 68,994 | 0.7% | 111,583 | 1.1% | 42,590 | 0.4% |

Other notable increases:

Utah 34,113 acres Idaho 33,760 acres Arkansas 23,904 Georgia 20,911

Other notable decreases: Montana -37,193 Washington -20,016 New Mexico -17,183



Who owns Kansas Farmland?

Part 2: Foreign Holdings