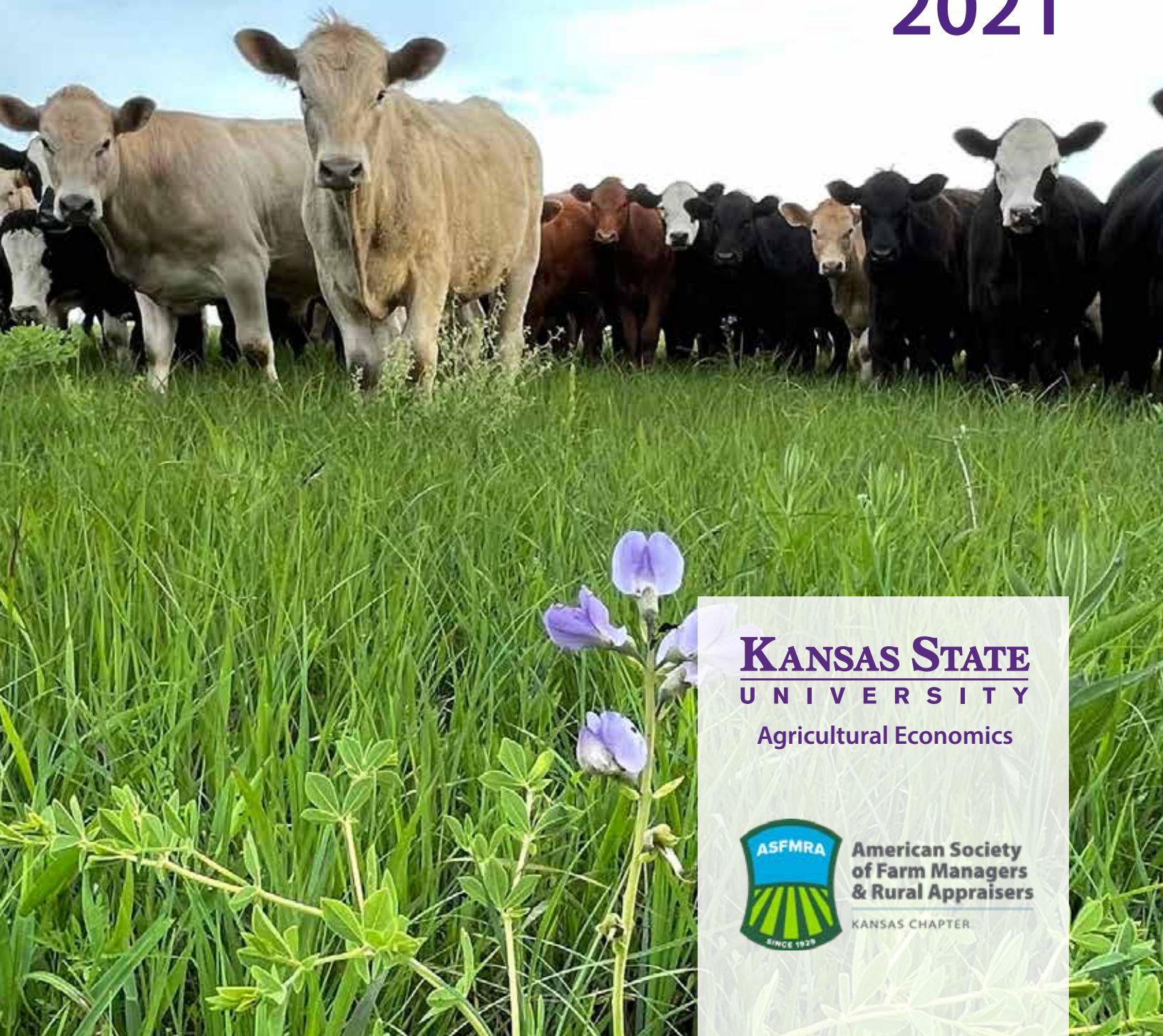


Kansas

Agricultural Land Values and Trends 2021



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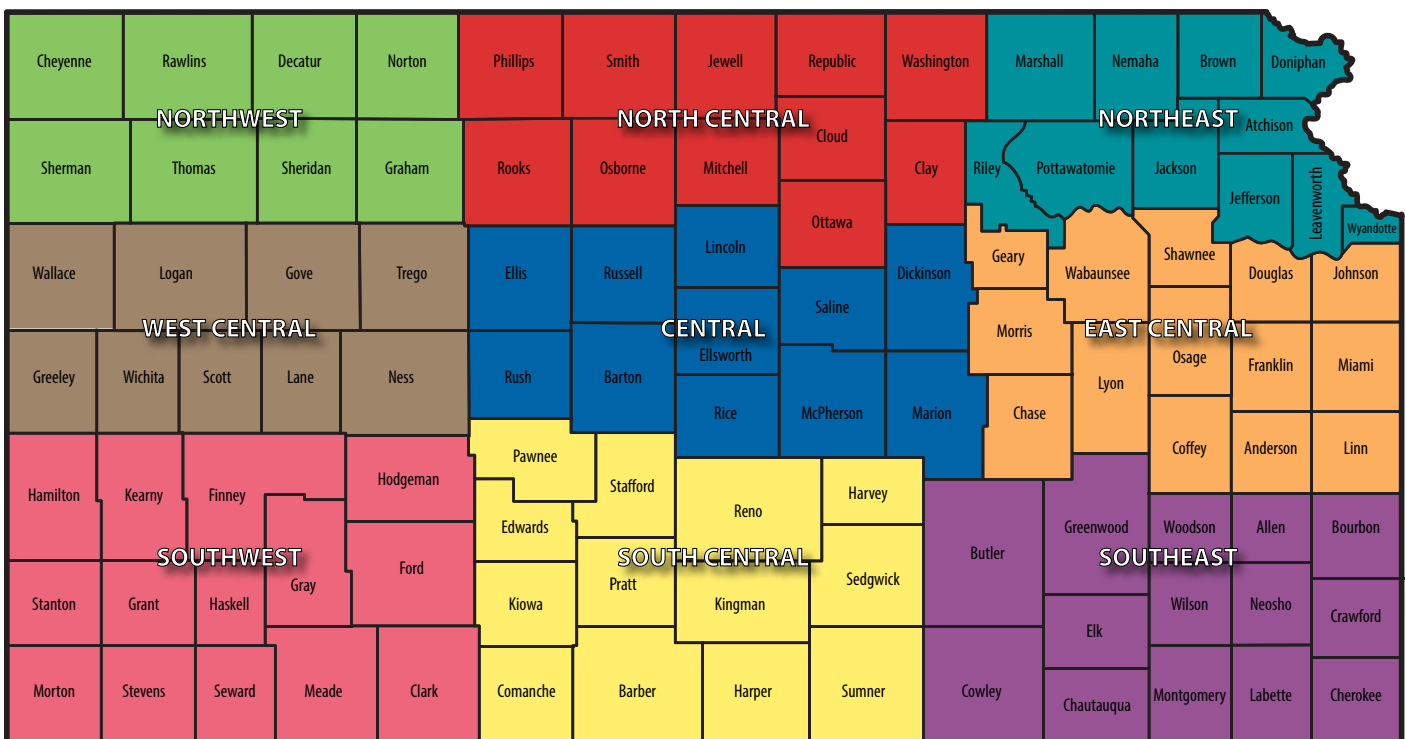
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Table of Contents

2	Acknowledgments and Disclosure
3	KSFMRA and KS Chapter of ASFMRA Officers and Board of Directors
5	2021: A Year in Review
7	State Land Value Trends
14	Northwest Region
19	West Central Region
25	Southwest Region
30	North Central Region
35	Central Region
41	South Central Region
49	Northeast Region
55	East Central Region
60	Southeast Region
64	Land Values Book Sponsor List

Kansas Land Region Map



Kansas land regions in this book are consistent with Crop Reporting Districts used by the National Agricultural Statistics Service (NASS).

Acknowledgments

The *Kansas Agricultural Land Values and Trends* publication is a joint venture between the Kansas Society of Professional Farm Managers and Rural Appraisers and the Kansas State University Agricultural Economics Department. Agricultural land sales data comes from the Kansas Property Valuation Department, submitted by county courthouses across the state.

Cover photo by Shana Drake, Winfield, KS.

Author

Robin Reid

Extension Associate

K-State Agricultural Economics

robinreid@ksu.edu

785-532-0964

Electronic copies of this publication can be found at:

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

Hard copies are also available through some KSFMRA members and K-State Research and Extension offices.

Disclosure

Data in this publication includes parcels sold in Kansas from 2015-2021. In an attempt to capture parcels selling for agricultural land purposes, some observations were removed from the data set. These included parcels fewer than 70 acres in size and extreme outliers in land price. No adjustments were made to the reported per acre sales value based on land quality, location, fencing, water availability, etc.

Parcels are classified as irrigated cropland, non-irrigated cropland, or pasture/hay ground based at least 70% of the parcel acres fitting into that category. An economic procedure is used to compute average value per acre based on the listed price per acre and the parcel's percentage composition of irrigated cropland, non-irrigated cropland, and pasture/hay ground.

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

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About the ASFMRA

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2021: A Year in Review

Welcome to the fourth edition of the Kansas Land Values and Trends. We appreciate the support of the Kansas Society of Farm Managers and Rural Appraisers as well as all our advertisers in the creation of this publication. We hope it provides useful and timely information for you and your business.

The year 2021 will go down in the books as the highest nominal per farm income ever in Kansas. While some of the increased incomes were coronavirus assistance payments from 2020 that occurred after the first of the year, government program payments in 2021 decreased and looking into 2022, it is likely that government program payments will fall to zero. Figure 1 shows reported cash price sales in Salina, KS into 2022. Soybeans and corn saw decreases in cash price as the pandemic unfolded in March 2020, but by August all prices started to rally and ended 2020 at levels not seen in 6 years. In 2021, prices for soybeans, sorghum and corn fell through September 2021 and then increased through January 2022. The price for wheat has increased dramatically since August 2020. Strong export markets (mainly demand from China) have driven the recent run-up in commodity prices and forecasts indicate a favorable year ahead for crop sales.

Net Farm Income, as measure by the Kansas Farm Management Association, saw an increase in 2020 from historically low levels and is expected to be even higher in 2021 (will be released in June 2022). Most of this increase was from increased commodity prices. Marketing Facilitation Payments (MFP), because of the trade war with China, were received in 2018 and 2019 and Coronavirus Food Assistance Program Payments (CFAP), because of the pandemic, were received in 2020. Figure 2 shows historical Net Farm Income levels in Kansas and the amount that was supported by government payments. The 2020 Net Farm Income average was \$167,894 per operator but of that 67% was made up of government payments. Net Farm Income in 2021 will likely be higher but will have a lower portion due to government payments with more of the income coming from the market. Net Farm Income in 2021 is expected to surpass the net farm income of 2022. Even if strong commodity prices persist into 2022, Net Farm Income in Kansas is expected to decrease due to little to no government payments and increased operating costs.

What does this mean for land values? Strengthening commodity prices, low interest rates and large amounts of government payments supporting Net Farm Income in recent years no doubt has translated into strengthening land values in 2021. Despite a downturn in the farm economy over the last 5 years, land values have remained resilient. Figure 3 shows Kansas land values (as reported by National Ag. Statistics Service) going back to 1950. While a pullback in values since 2014 occurred statewide, land values were reported to increase by 10.5% in 2021 which is a large increase based on historical changes where only 1 in 4 years see an increase of more than 10%. It is likely that land value increases in 2022 will also be strong. Since 1950, land values have increased by an average of 5% annually.

As always, local land markets will react to different levels based on the ability of farmers to bid on land. Some of the differences in the reaction of land values across the state come from alternative uses for land including hunting, oil and gas exploration, and wind turbine development. However, the primary use of most land in Kansas is for agriculture. Please explore this book to see local land market trends in your district and county in 2021.

Sincerely,

Robin Reid
Kansas State University
Department of Agricultural Economics
Extension Associate

Allen Featherstone
Kansas State University
Department of Agricultural Economics
Department Head and Professor

Figure 1. Salina, KS Monthly Cash Commodity Prices

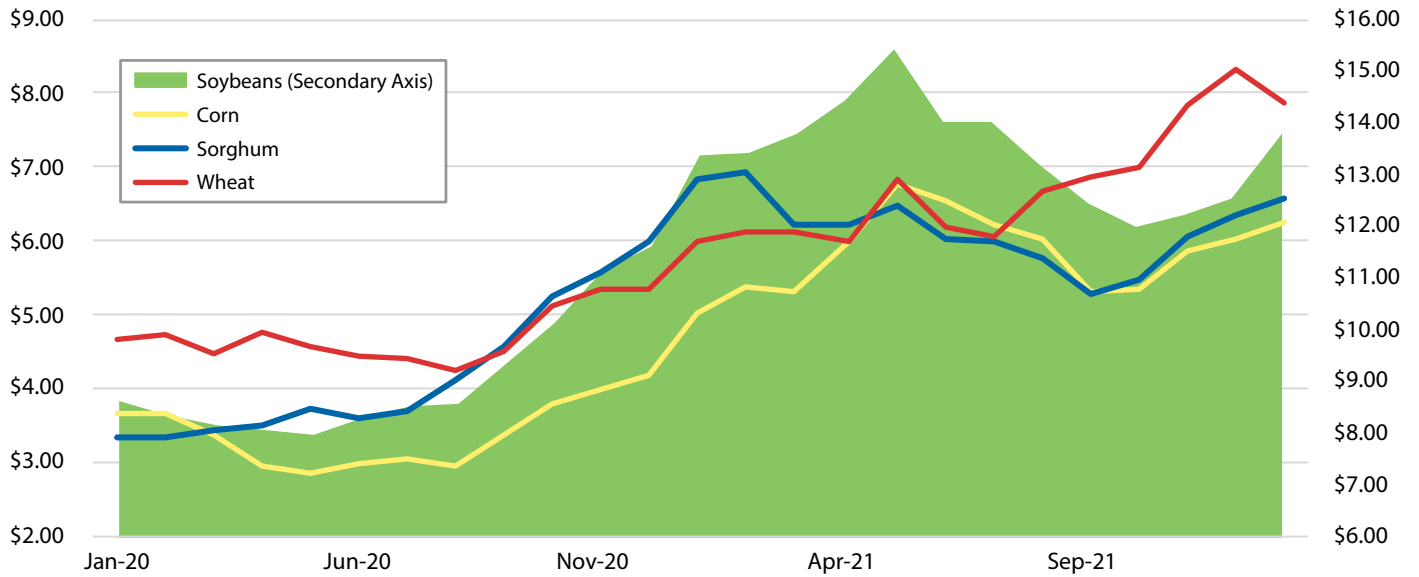


Figure 2. Net Farm Income Per Operator (all KFMA farms)

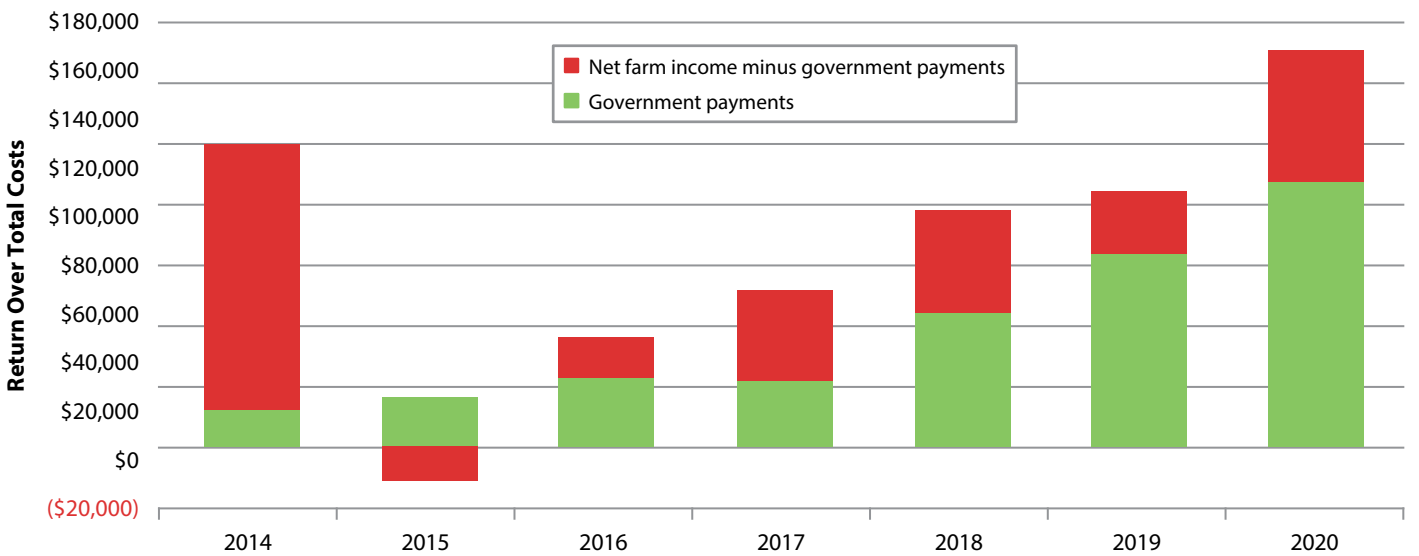
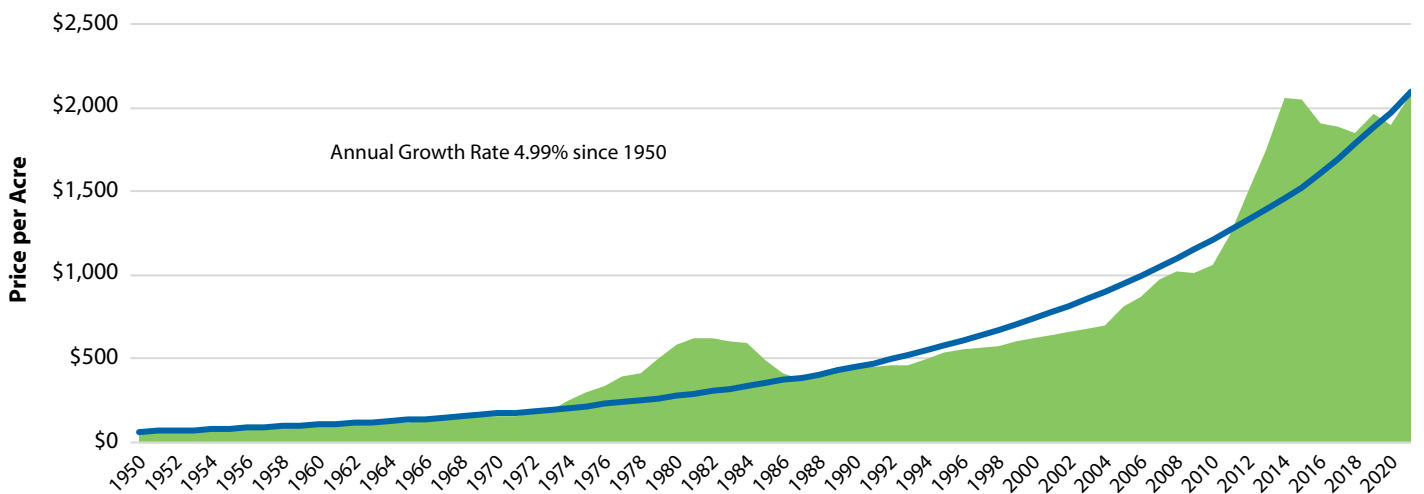


Figure 3: NASS reported Kansas Land Value 1950 through 2021



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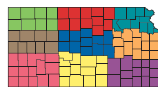
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— Shirley Jacobson

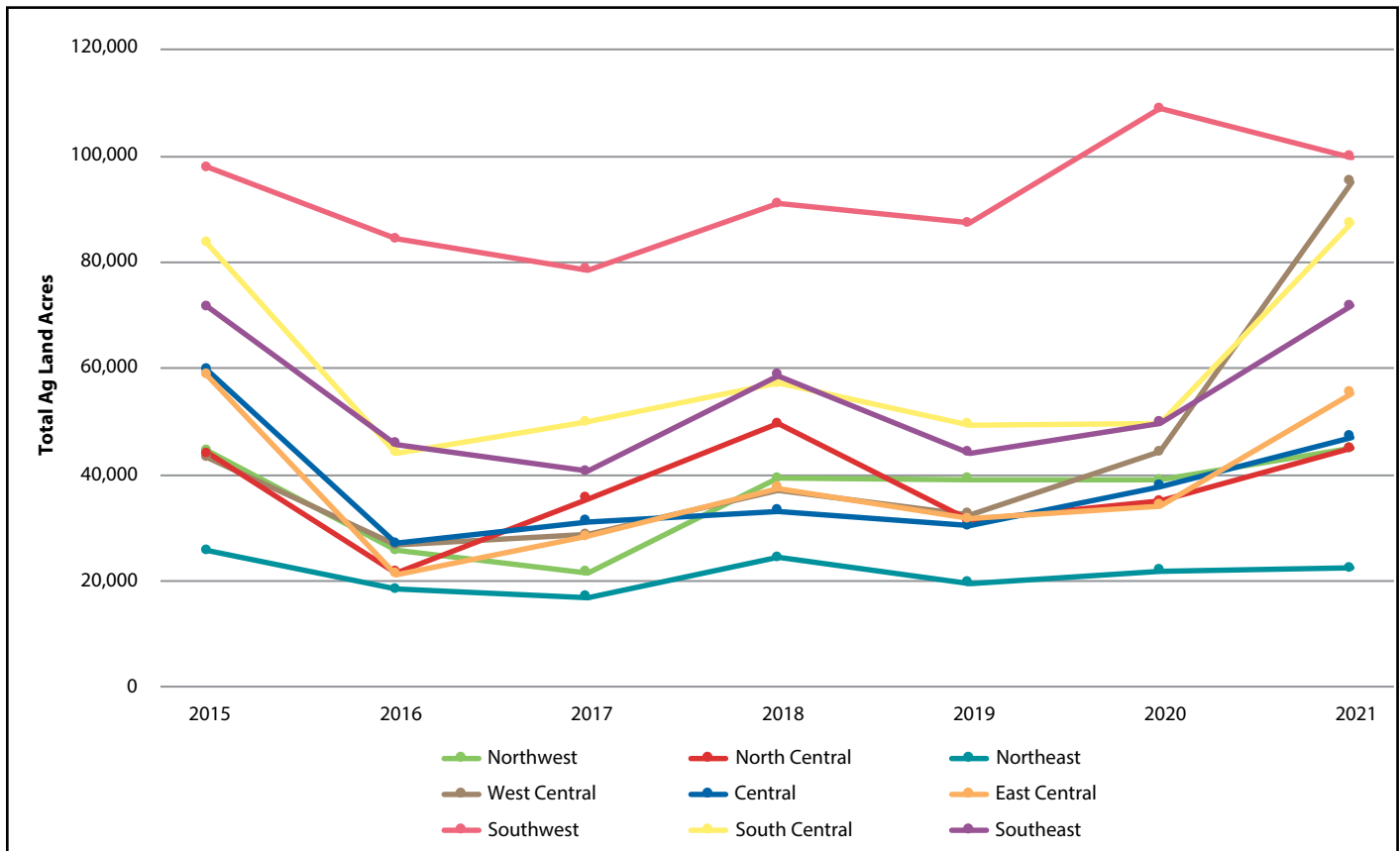
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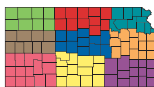


Trends in Annual Acres Sold – By Region

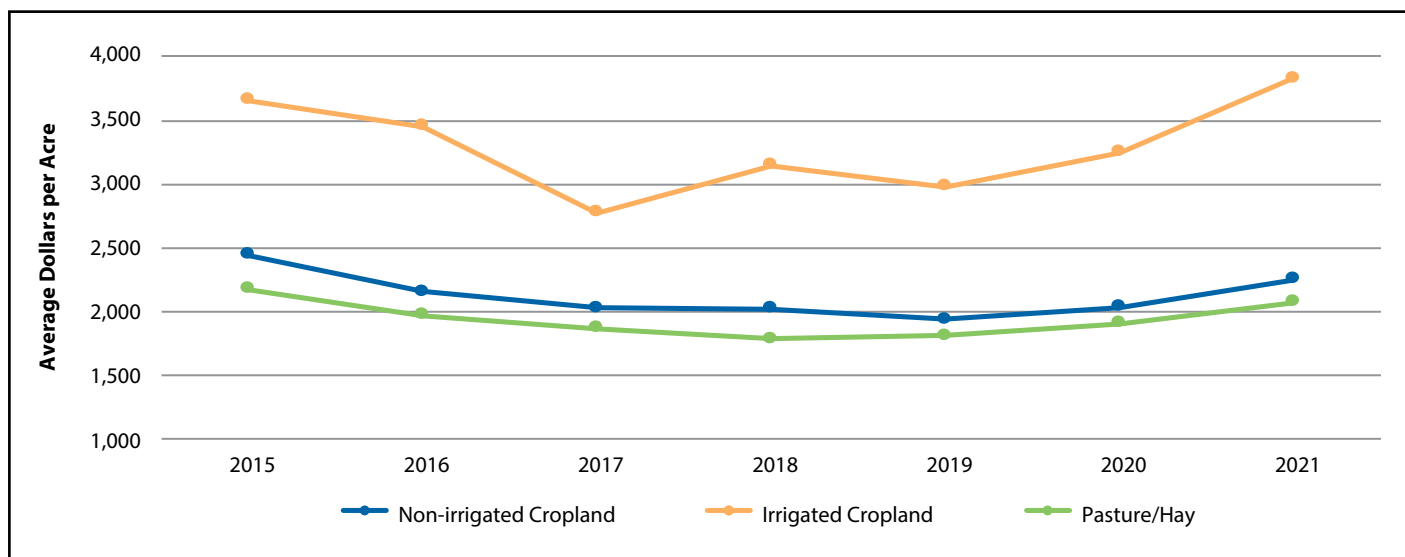


Region	Total Ag Land Acres Sold							% Change in 2021 Acreage Sales from 2016-2020 Average
	2015	2016	2017	2018	2019	2020	2021	
Northwest	44,720	25,754	21,626	39,235	39,081	39,034	44,977	36.5%
West Central	43,250	26,685	28,613	37,207	32,436	44,237	95,150	181.2%
Southwest	98,163	84,460	78,566	91,031	87,427	108,868	99,822	10.8%
North Central	44,457	21,630	35,447	49,634	31,346	35,053	44,924	29.8%
Central	60,087	27,005	31,107	33,172	30,391	37,882	47,171	47.8%
South Central	83,794	44,185	49,935	57,182	49,478	49,798	87,392	74.4%
Northeast	25,667	18,374	16,960	24,418	19,592	21,871	22,401	10.7%
East Central	59,095	21,246	28,398	37,487	31,739	34,160	55,356	80.9%
Southeast	71,852	45,726	40,703	58,768	44,139	49,675	71,793	50.2%
State	531,086	315,064	331,355	428,135	365,629	420,578	568,985	52.9%

The number of agricultural land acres in Kansas sold on an annual basis has dramatically increased in 2021 as the farm economy has experience some recovery and land prices are on the rise. On the state level, agricultural land sales totaled 568,985 acres in 2021, which is 53% greater than the 2016-2020 average and 35% greater than the 2020 value. Land sales volume varies by region, but the main contributor to the state sales volume is the Southwest region. In 2021, the West Central and South Central regions also experienced large sales volumes. While the Northeast region tends to have the highest prices per acre, it is the smallest in sales volume.



Trends in Average Land Value – By Type



Type	Average Dollars per Acre							% Change in 2021
	2015	2016	2017	2018	2019	2020	2021	Dollars per Acre from 2016-2020 Average
Non-Irrigated Cropland	2,440	2,155	2,027	2,021	1,935	2,032	2,248	10.5%
Irrigated Cropland	3,657	3,451	2,773	3,143	2,979	3,247	3,827	22.7%
Pasture/Hay Ground	2,173	1,967	1,865	1,783	1,809	1,906	2,069	10.9%

It is difficult to interpret a state average as so much variability exists in land values based on region, productivity level, local demand, etc. that an overall average is unreflective of any one market. When averaging the price per acre from all sales across Kansas, what tends to happen is areas with high sales volume drive the average. In Kansas, the Southwest region accounts for a large number of cropland sales but also has the lowest price per acre, so values in that region heavily influence the state average. In 2021, large sales volume in the West Central and South Central regions also has great influence on the cropland averages. Likewise, much of the pasture/hay ground acreage sells in the East Central and Southeast regions so the pasture/hay ground state average is largely influenced by sales in this area. This is why non-irrigated and pasture/hay ground values are closer in value than one would expect, when compared at the state-level. Evaluating the trend of these values over time however does reveal insightful information.

Non-irrigated cropland, which makes up the majority of agricultural land in the state, had been holding steady for the last four years after coming off the peak in 2015, but now has seen a substantial rise in 2021. Compared to the 5-year average, the value of non-irrigated cropland has increased 10.5% at the state-level. Irrigated cropland, which is located primarily in the three western regions of Kansas and the South Central region, has surpassed its peak in 2015 with a 22.7% increase in 2021 and a new high of \$3,827 per acre for a state average. Agricultural land for pasture and grass hay peaked in 2015 at \$2,173 per acre and then saw a pullback in value the following year. Pasture/Hay Ground has been holding steady ever since but saw a 10.9% increase in 2021 from the historical 5-year average. Regional trends in these three types of agricultural land categories are displayed on the following pages. While state trends give an overall picture, local markets are highly variable.

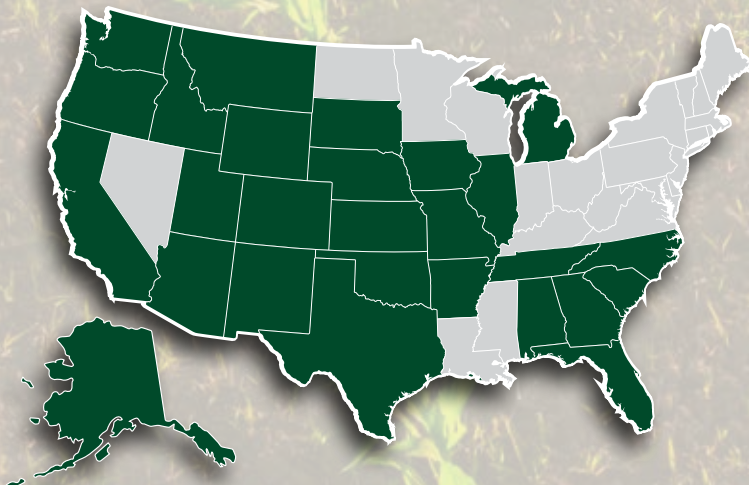
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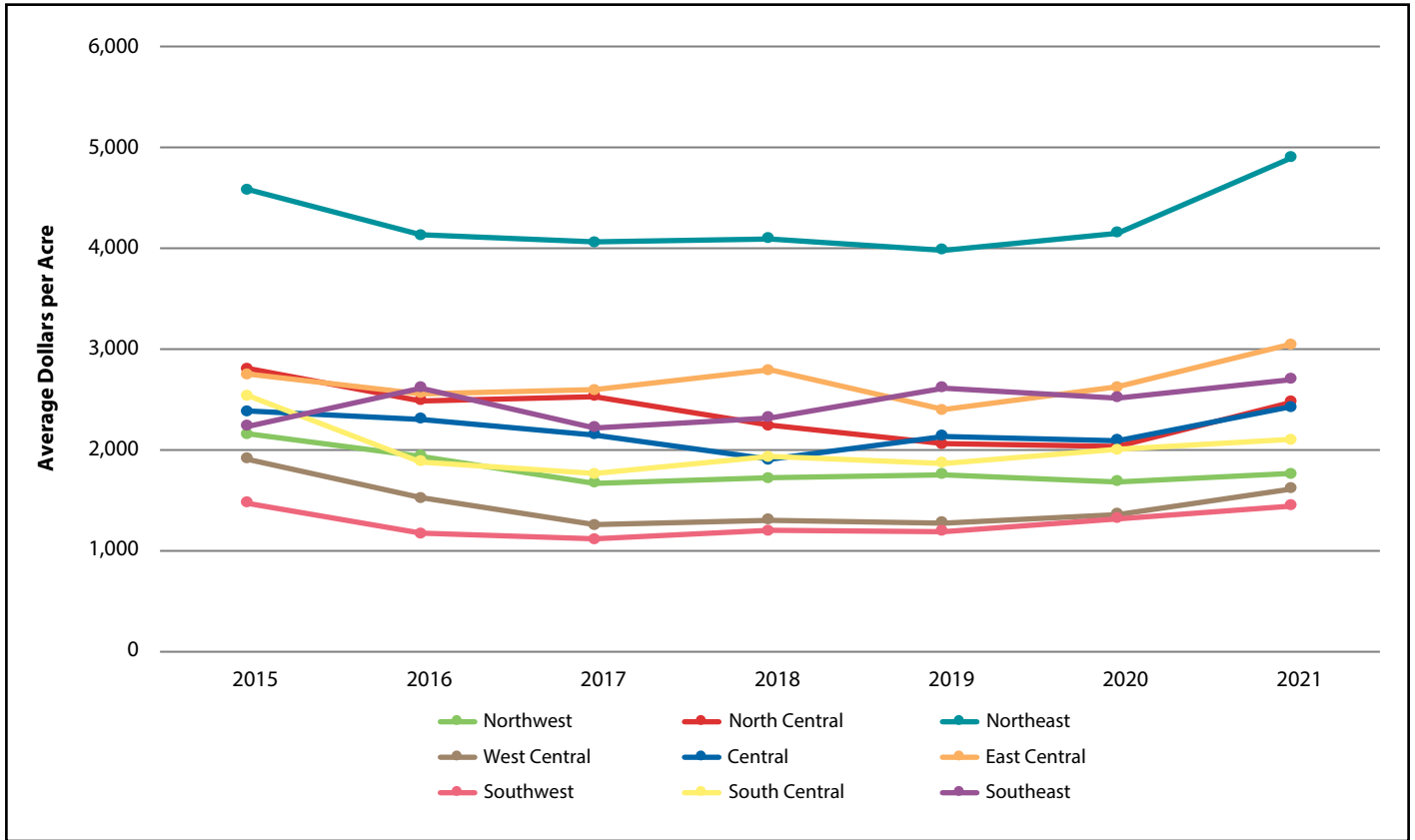
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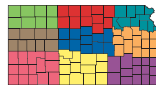
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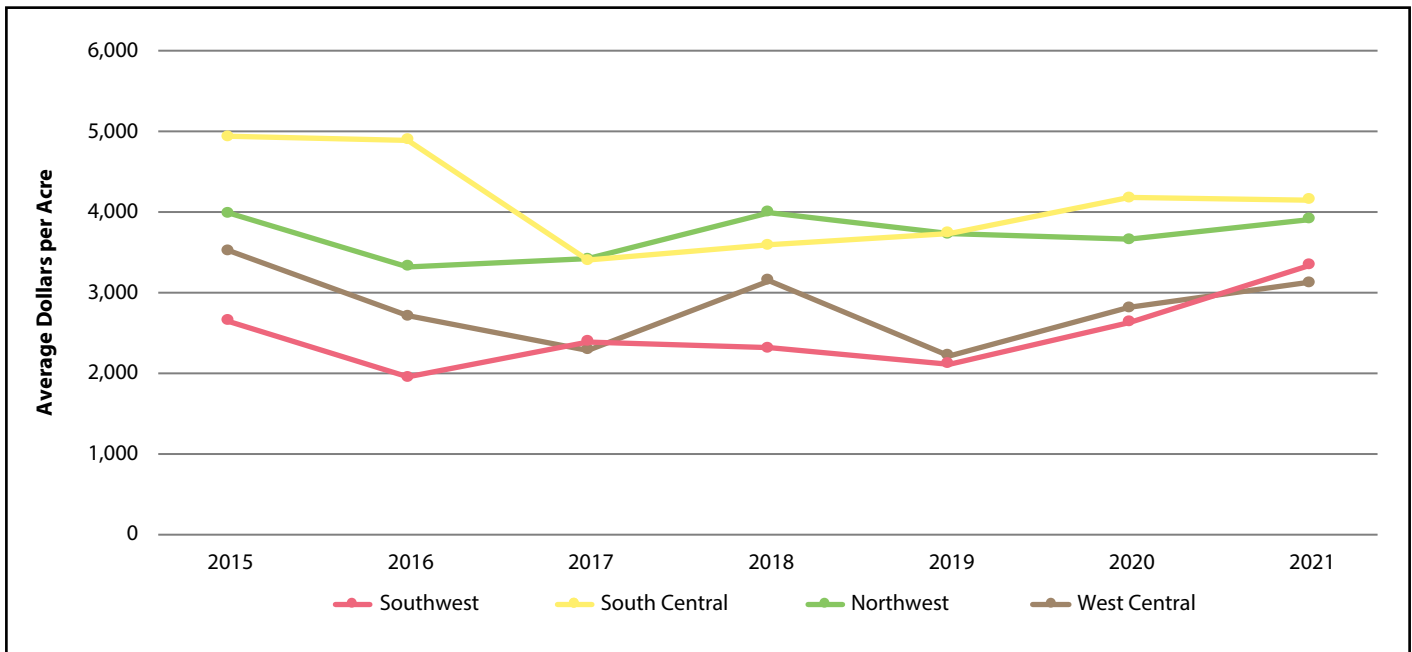
Trends in Non-irrigated Land Value – By Region



Region	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020 Average
	2015	2016	2017	2018	2019	2020	2021	
Northwest	2,157	1,937	1,673	1,717	1,751	1,682	1,760	0.5%
West Central	1,909	1,523	1,254	1,301	1,276	1,357	1,616	20.4%
Southwest	1,471	1,170	1,116	1,201	1,188	1,314	1,443	20.5%
North Central	2,806	2,490	2,530	2,239	2,060	2,037	2,476	9.0%
Central	2,385	2,305	2,151	1,905	2,136	2,091	2,425	14.5%
South Central	2,535	1,883	1,760	1,928	1,865	2,002	2,099	11.2%
Northeast	4,581	4,130	4,060	4,096	3,978	4,154	4,899	20.0%
East Central	2,745	2,559	2,591	2,791	2,393	2,623	3,045	17.5%
Southeast	2,233	2,615	2,223	2,316	2,614	2,513	2,697	9.8%



Trends in Irrigated Land Value – By Region

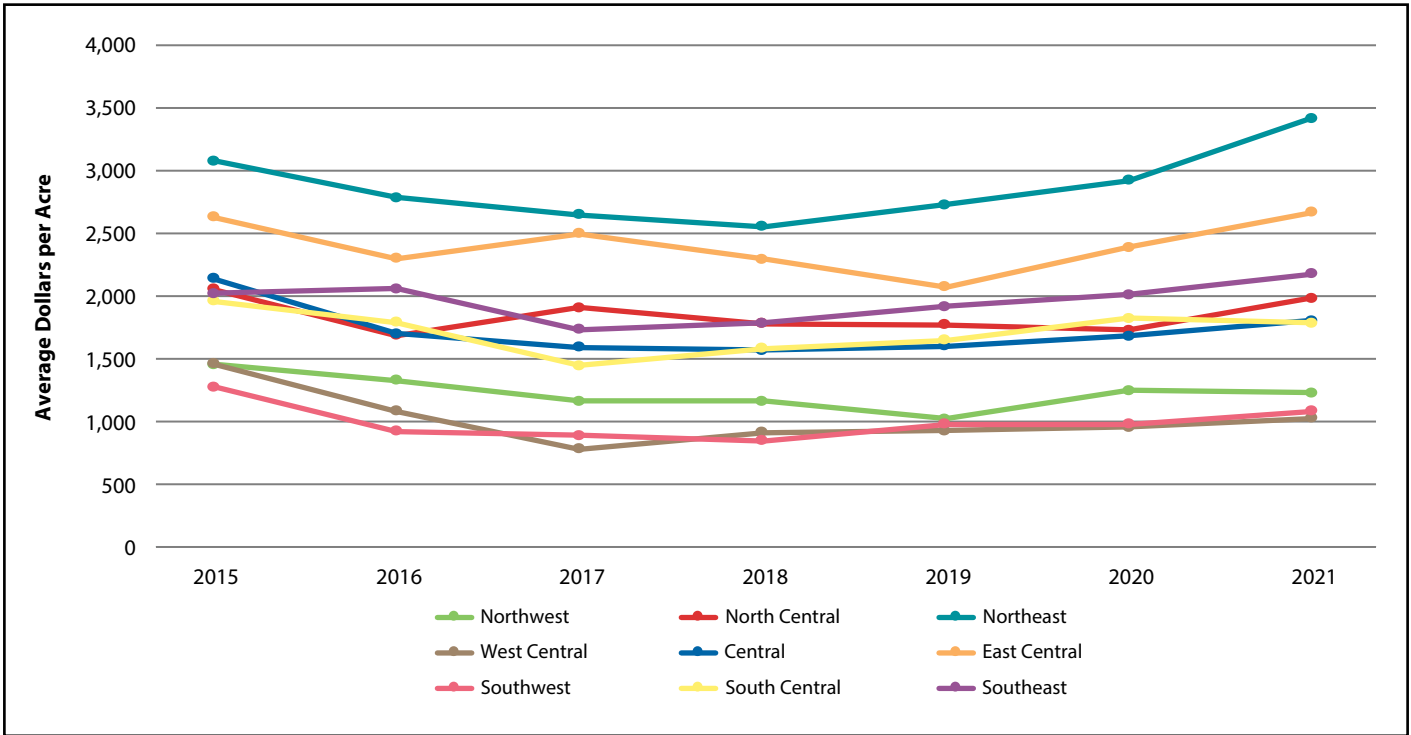


Region	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020 Average
	2015	2016	2017	2018	2019	2020	2021	
Northwest	3,989	3,321	3,422	4,000	3,728	3,660	3,913	7.9%
West Central	3,526	2,716	2,294	3,151	2,225	2,819	3,130	18.5%
Southwest	2,653	1,956	2,394	2,316	2,116	2,634	3,342	46.4%
South Central	4,940	4,897	3,402	3,592	3,738	4,182	4,155	4.9%

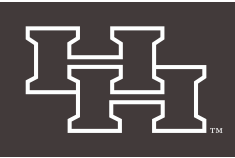
*Limited sales of irrigated crop ground makes trends fluctuate. The Southwest region is the only region that has a consistently large amount of irrigated land sales.



Trends in Pasture/Hay Ground Land Value – By Region



Region	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020 Average
	2015	2016	2017	2018	2019	2020	2021	
Northwest	1,455	1,327	1,159	1,159	1,018	1,247	1,228	3.9%
West Central	1,459	1,078	778	909	922	951	1,022	10.1%
Southwest	1,275	917	888	843	978	974	1,081	17.5%
North Central	2,052	1,684	1,908	1,777	1,771	1,726	1,983	11.8%
Central	2,136	1,698	1,588	1,566	1,600	1,681	1,803	10.8%
South Central	1,957	1,790	1,446	1,580	1,646	1,819	1,784	7.7%
Northeast	3,077	2,785	2,648	2,554	2,730	2,921	3,418	25.3%
East Central	2,630	2,299	2,494	2,295	2,073	2,387	2,667	15.5%
Southeast	2,021	2,060	1,732	1,782	1,918	2,011	2,175	14.4%



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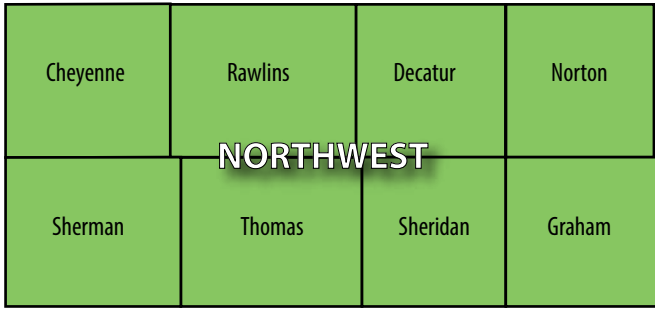
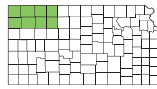


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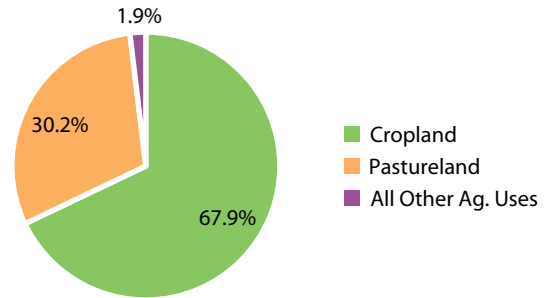


NORTHWEST

The Northwest region of Kansas is comprised of eight counties with 4,318,789 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 1,534 acres for the 2,815 farms in this region. Farmland is comprised of 67.9% cropland and 30.2% pasture.

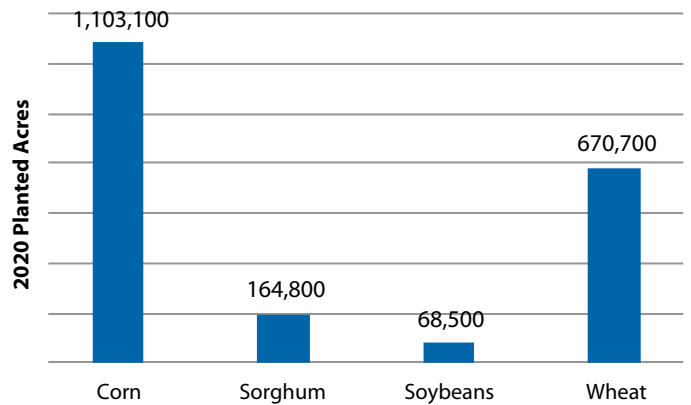
Main cash crops in this region include corn, wheat, sorghum, and to a lesser extent, soybeans. Main livestock enterprises in this region include beef cattle and swine. Norton County ranks among the top 7 hog and pig producing counties in Kansas.

Farmland Uses



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

Primary Crops



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



2021 Northwest Kansas Cropland Data Layer

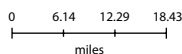
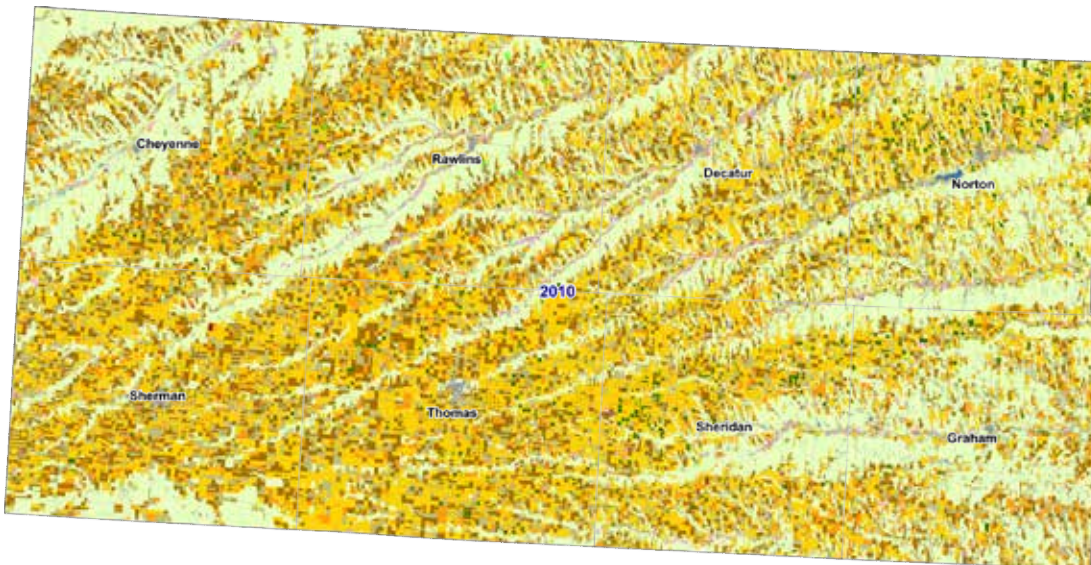
Land Cover Categories (by decreasing acreage)

AGRICULTURE*

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

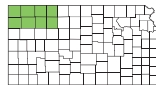
NON-AGRICULTURE**

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



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

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



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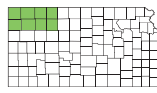
Mikayla Boge
Farm & Ranch Specialist
Salina, KS
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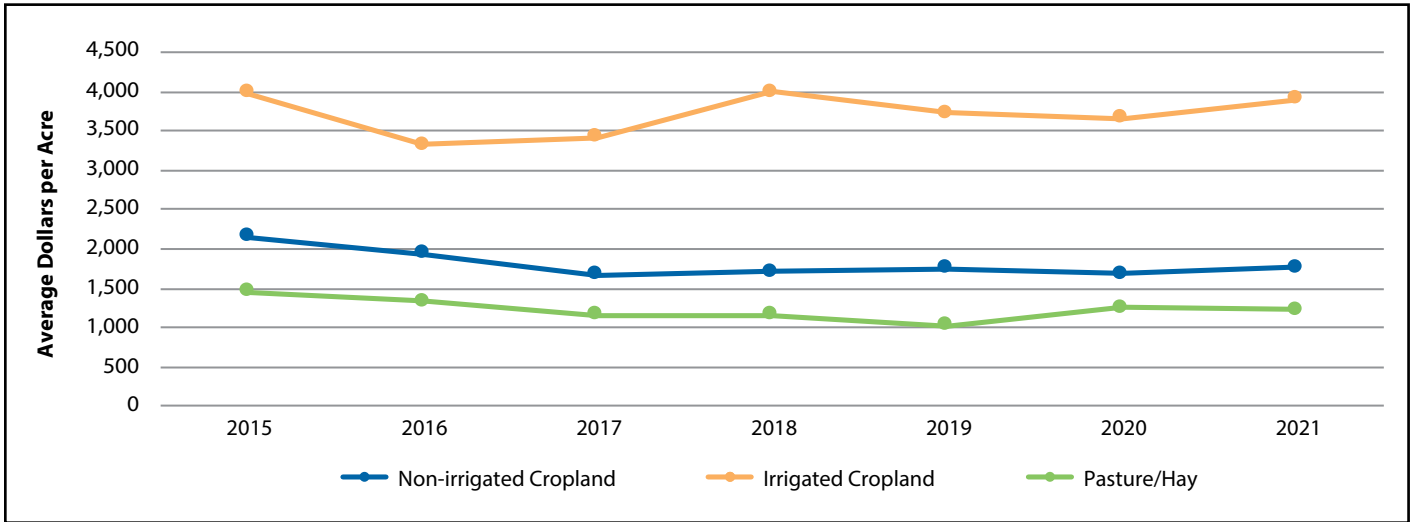
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Trend in Average Land Value – By Type



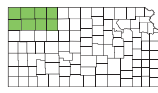
Type	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020
	2015	2016	2017	2018	2019	2020	2021	
Non-irrigated Cropland	2,157	1,937	1,673	1,717	1,751	1,682	1,760	0.5%
Irrigated Cropland	3,989	3,321	3,422	4,000	3,728	3,660	3,913	7.9%
Pasture/Hay	1,455	1,327	1,159	1,159	1,018	1,247	1,228	3.9%

The Northwest region experienced significant declines in non-irrigated cropland and pasture/hay values in 2015 and 2016 but has held fairly steady the last five years, on average. While it is generally known that ag. land values in the region were up in 2021, the averages do not show this. The author has been very careful to make sure this is not an error in the data or analysis process. It is due to a large quantity of lesser quality land selling in 2021 which, although increasing in value, did not move the average. With Graham County having extremely high sales volume but the least average value of non-irrigated and pasture/hay ground, this is heavily influencing the regional average.

The Northwest region had 44,977 agricultural land acres sell in 2021, which is up 36.5% compared to the average from 2016-2020. Graham County had a huge increase in sales volume in 2021, with Norton and Thomas counties having fewer sale acres. Non-irrigated cropland acres made up the majority of agricultural acres sold at 28,012 acres in 2021 which is 62% of total sale acres.

Although irrigation is very prevalent in this area, only 1,496 acres of irrigated ground was sold. Native pasture/hay acres of 15,469 were also sold in 2021.

A large variation in value exists at the county-level as sales are influenced by local demand. Decatur, Sheridan, Sherman and Thomas counties had the highest non-irrigated cropland prices, with Graham County significantly lower in value in 2021 than the rest of the region. Irrigated sales were few, so county values could not be reported. Pasture/Hay ground also had a wide range in value but averaged \$1,160 per acre for the Northwest region.



2021 Land Sale Information – By County

County	# of Land Tracts Sold (2021)	Total Acres Sold (2021)	Average Annual Acres Sold (2016-2020)	% Change in 2021 Acreage Sales from 2016-2020 Average
Cheyenne	32	5,929	4,290	38.2%
Decatur	22	4,106	4,457	-7.9%
Graham	58	12,281	3,568	244.2%
Norton	17	2,952	4,625	-36.2%
Rawlins	40	7,623	3,831	99.0%
Sheridan	20	3,890	3,380	15.1%
Sherman	38	6,310	5,470	15.4%
Thomas	10	1,886	3,324	-43.3%
Total	237	44,977	32,946	36.5%

County	Dryland Crop Acres Sold (2021)	Irrigated Crop Acres Sold (2021)	Pasture/Native Hay Acres Sold (2021)	Tamegrass Acres Sold (2021)	Total Acres Sold (2021)
Cheyenne	2,532	318	3,079	0	5,929
Decatur	3,429	0	677	0	4,106
Graham	7,616	112	4,553	0	12,281
Norton	1,137	81	1,734	0	2,952
Rawlins	4,564	247	2,812	0	7,623
Sheridan	2,248	246	1,396	0	3,890
Sherman	5,184	369	758	0	6,310
Thomas	1,303	124	459	0	1,886
Total	28,012	1,496	15,469	0	44,977

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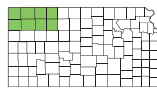
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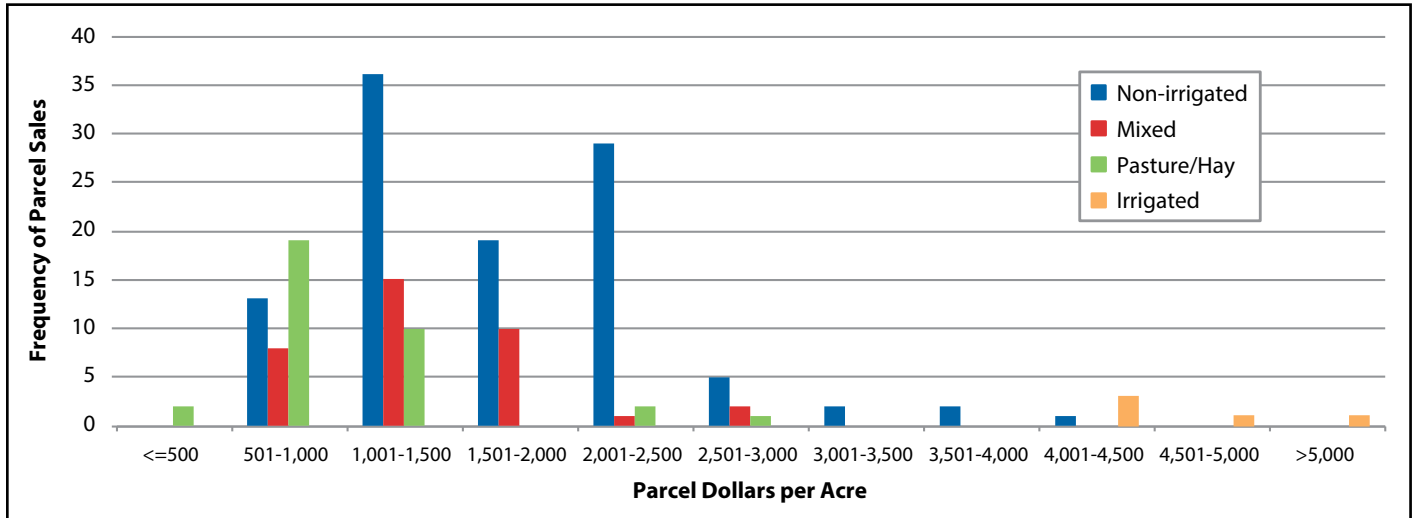
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2021 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Cheyenne	1,413	664	2,054
Decatur	1,912	808	2,325
Graham	1,214	795	2,005
Rawlins	1,706	544	3,325
Sheridan	1,988	1,174	2,520
Sherman	1,909	1,011	3,547
Thomas	2,235	1,096	4,285
Total	1,760	544	4,285

Pasture/Hay Ground

County	Average	Minimum	Maximum
Cheyenne	1,021	711	2,117
Graham	1,002	479	1,243
Norton	1,292	499	2,517
Total	1,228	479	2,517

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2021. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.



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Land Agent

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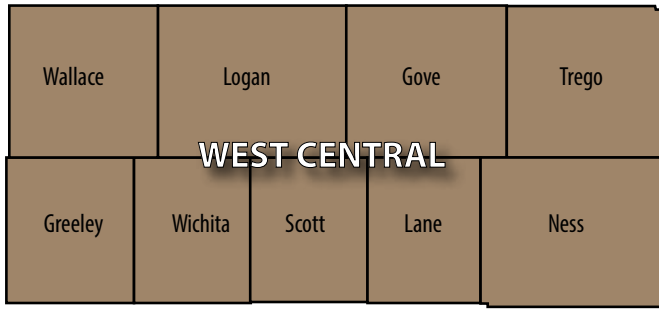
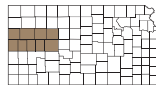
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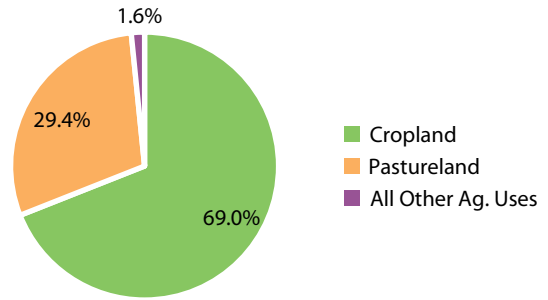
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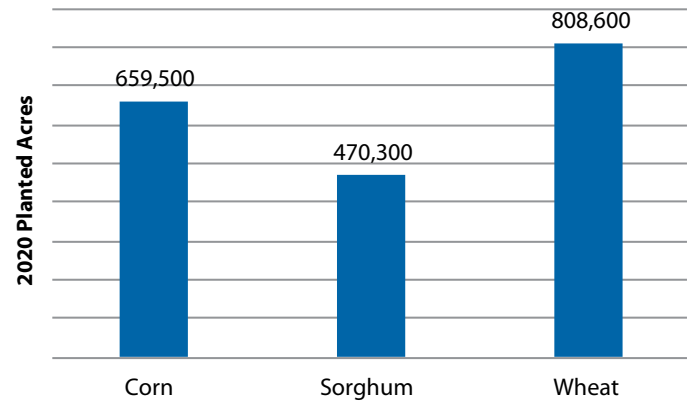


Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

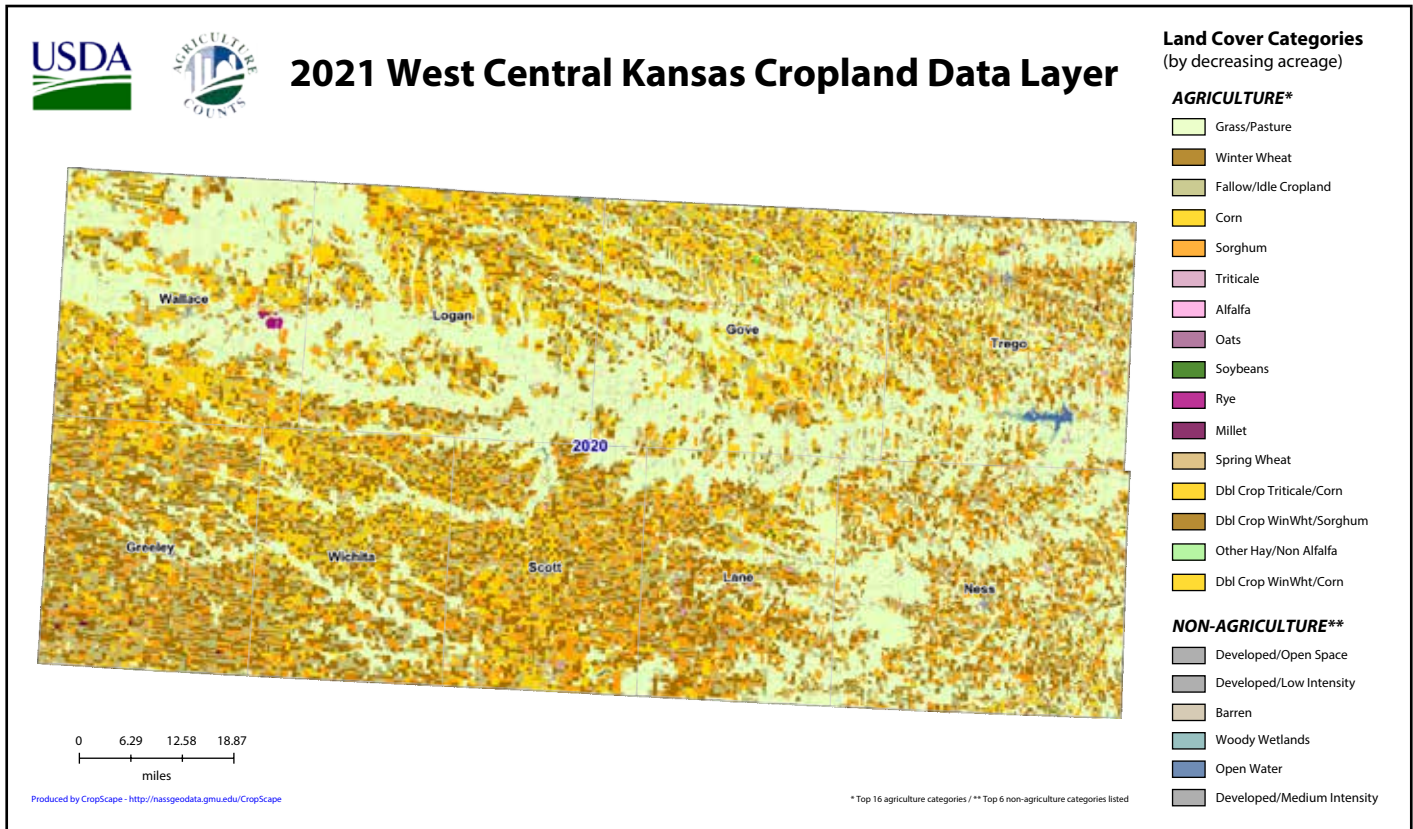
The West Central region of Kansas is comprised of nine counties with 4,591,887 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 1,684 acres for the 2,726 farms in this region. Farmland is comprised of 69% cropland and 29.4% pasture.

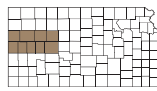
The main cash crop in this region is wheat, with significant amounts of corn and sorghum. Main livestock enterprises in this region include beef cattle and sheep. Scott County is among the highest-ranking counties in Kansas for cattle on feed. Gove County is the top producer of sheep and lambs in the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

Primary Crops



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





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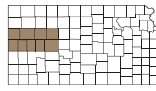
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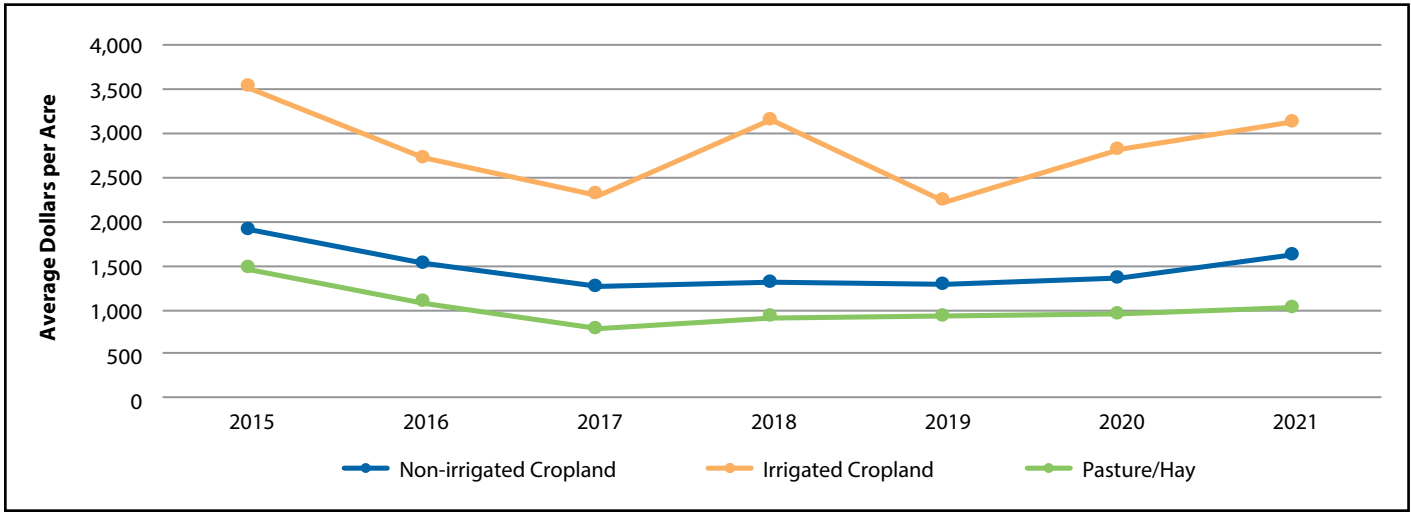
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Trend in Average Land Value – By Type

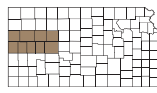


Type	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020
	2015	2016	2017	2018	2019	2020	2021	
Non-irrigated Cropland	1,909	1,523	1,254	1,301	1,276	1,357	1,616	20.4%
Irrigated Cropland	3,526	2,716	2,294	3,151	2,225	2,819	3,130	18.5%
Pasture/Hay	1,459	1,078	778	909	922	951	1,022	10.1%

Like the state average, non-irrigated cropland in the West Central region dropped off in 2015 and 2016 but had been holding somewhat steady ever since before seeing a large increase in 2021. Average non-irrigated cropland value in 2021 was up 20.4% from a historical 5-year average and up \$259 per acre from the previous year. Irrigated cropland is more variable due to limited sales but was up 18.5% in 2021 from the previous 5-year average. Pasture and hay ground rebounded from a low in 2017 to \$1,022 per acre on average in 2021; not back to the peak in 2015 but 10.1% higher than the previous 5-year average.

Overall in the West Central region, the volume of agricultural ground rose significantly in 2021, being up 181% from the 5-year historical average. This was primarily due to increased sale acreage in Wallace, Logan, Ness, Lane, Greeley and Gove counties. Fifty-nine percent of all acres sold in this region were non-irrigated cropland, with just 4,880 acres of irrigated cropland sold in 2021 and 34,339 acres of pasture/native hay.

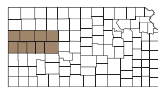
Non-irrigated cropland values were highest in Lane and Wichita counties on average, with Ness County representing the lowest average value. Sales were limited of irrigated cropland in 2021 so no county values can be reported. Pasture and hay ground averaged \$1,022 per acre in 2021 for the region, with Wallace and Ness counties averaging lower.



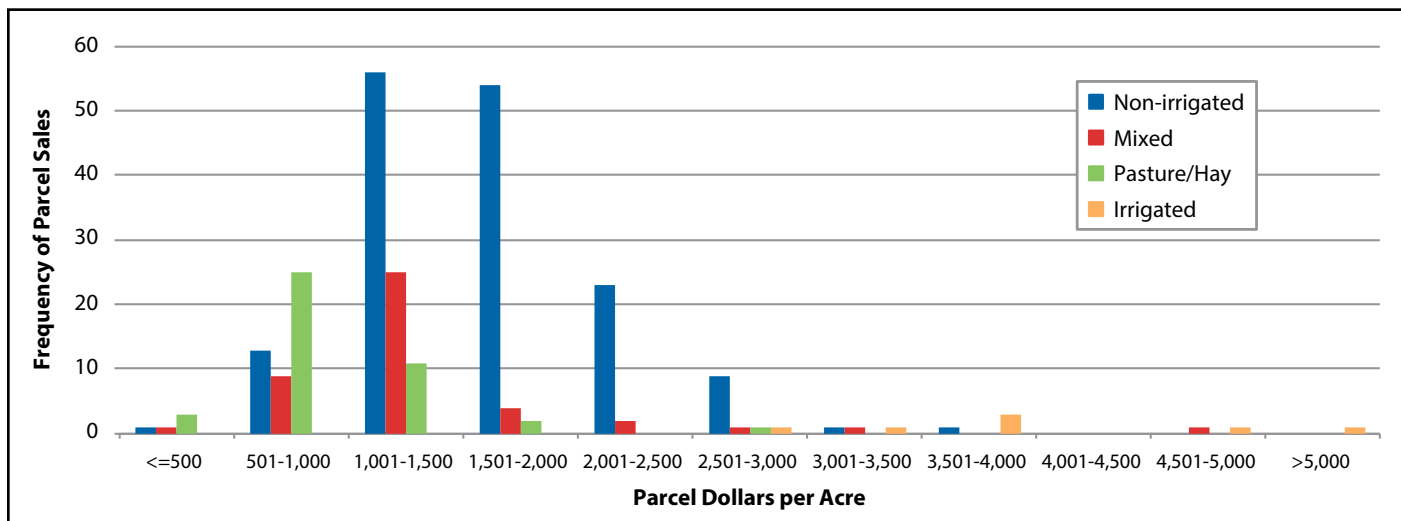
2021 Land Sale Information – By County

County	# of Land Tracts Sold (2021)	Total Acres Sold (2021)	Average Annual Acres Sold (2016-2020)	% Change in 2021 Acreage Sales from 2016-2020 Average
Gove	50	10,427	3,454	201.9%
Greeley	42	10,315	5,445	89.4%
Lane	44	10,369	2,738	278.8%
Logan	47	14,347	4,624	210.2%
Ness	58	12,387	4,760	160.2%
Scott	44	7,884	2,926	169.4%
Trego	35	6,652	3,573	86.2%
Wallace	57	20,848	2,743	659.9%
Wichita	10	1,921	3,572	-46.2%
Total	387	95,150	33,835	181.2%

County	Dryland Crop Acres Sold (2021)	Irrigated Crop Acres Sold (2021)	Pasture/Native Hay Acres Sold (2021)	Tamegrass Acres Sold (2021)	Total Acres Sold (2021)
Gove	5,574	553	4,299	0	10,427
Greeley	7,584	1,836	895	0	10,315
Lane	8,004	297	2,068	0	10,369
Logan	6,451	120	7,775	0	14,347
Ness	5,798	0	6,589	0	12,387
Scott	7,025	613	247	0	7,884
Trego	3,725	0	2,927	0	6,652
Wallace	10,048	1,461	9,340	0	20,848
Wichita	1,722	0	200	0	1,921
Total	55,931	4,880	34,339	0	95,150



2021 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Gove	1,488	753	2,659
Greeley	1,471	717	2,742
Lane	1,976	900	3,953
Logan	1,691	971	2,424
Ness	1,062	401	1,562
Scott	1,847	609	2,394
Trego	1,470	1,049	3,100
Wallace	1,610	1,143	2,014
Wichita	1,932	1,275	2,667
Total	1,616	401	3,953

Pasture/Hay Ground

County	Average	Minimum	Maximum
Gove	1,293	606	2,572
Ness	836	530	1,023
Trego	1,225	944	1,966
Wallace	674	441	840
Total	1,022	441	2,572

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2021. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.




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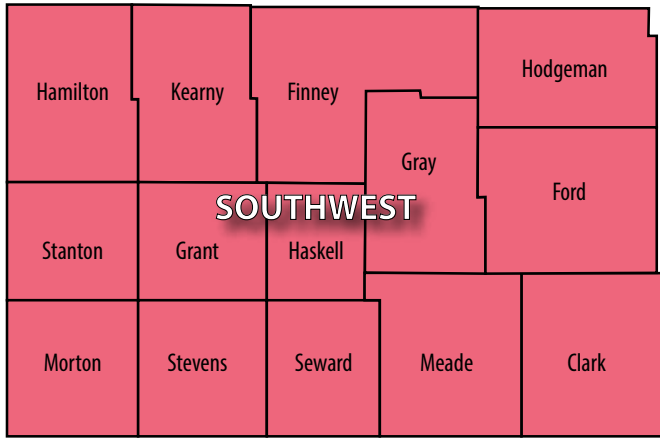
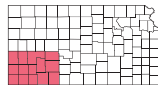
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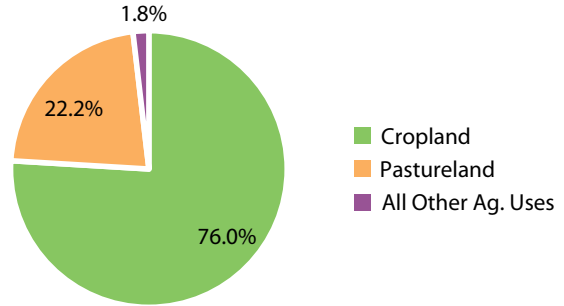


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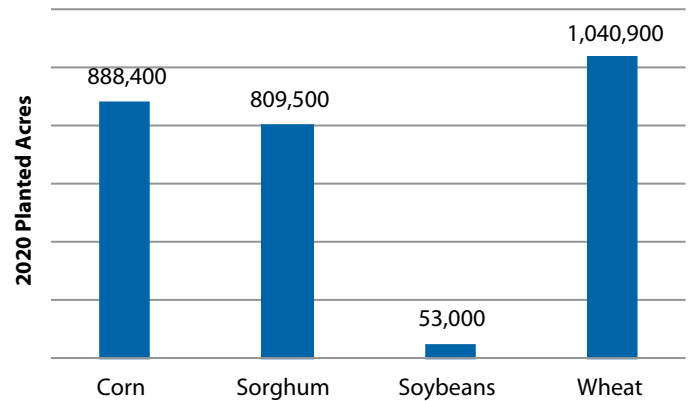


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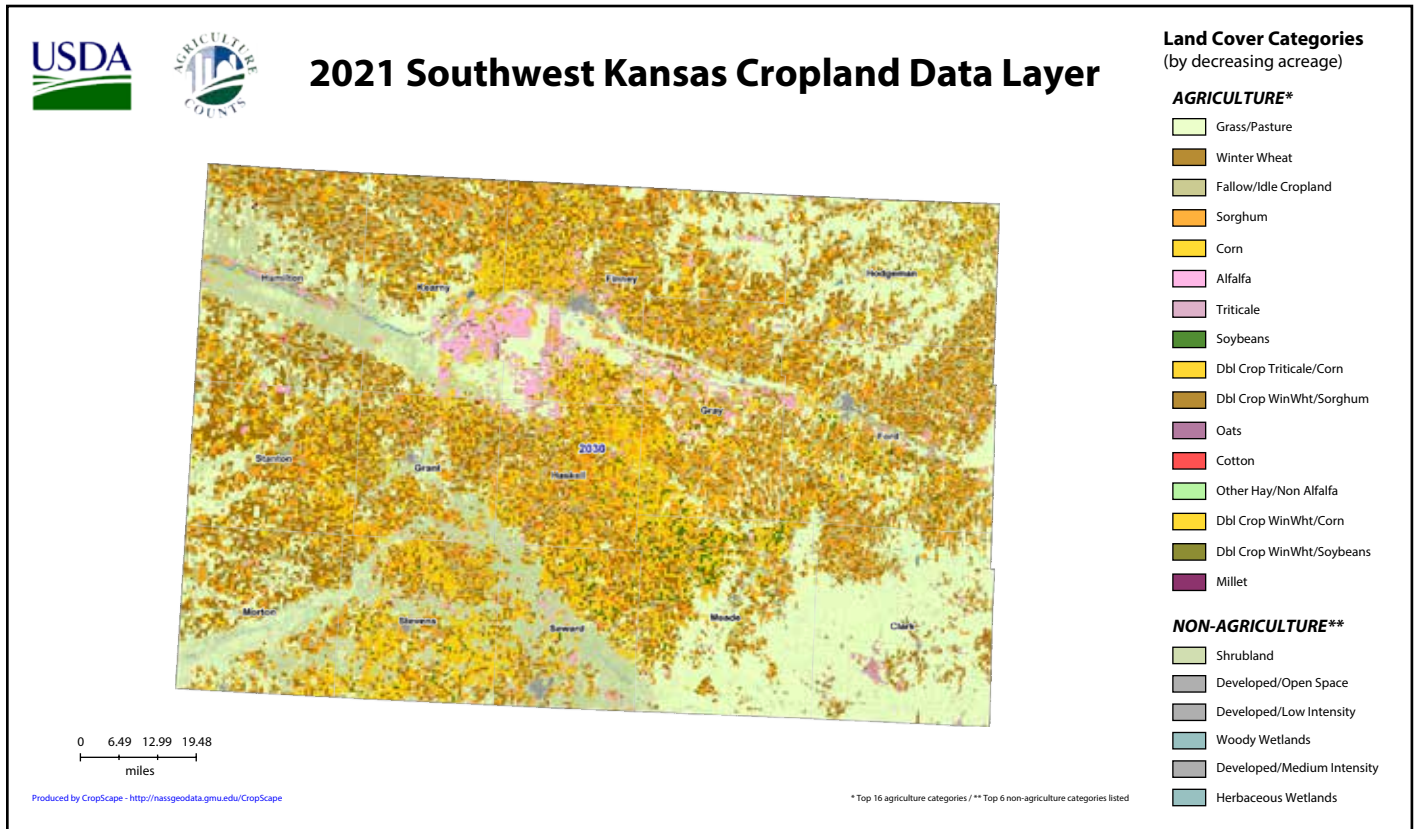
The Southwest region of Kansas is comprised of 14 counties with 6,969,026 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 1,470 acres for the 4,741 farms in this region. Farmland is comprised of 76% cropland and 22.2% pasture.

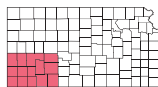
Main cash crops in this region are wheat and corn. Alfalfa hay is also an important commodity in this region. This region is known for large amounts of cattle on feed, having some of the top-ranking counties in Kansas. Gray and Hamilton counties also hold a large percentage of the state's dairy cows.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

Primary Crops



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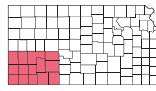
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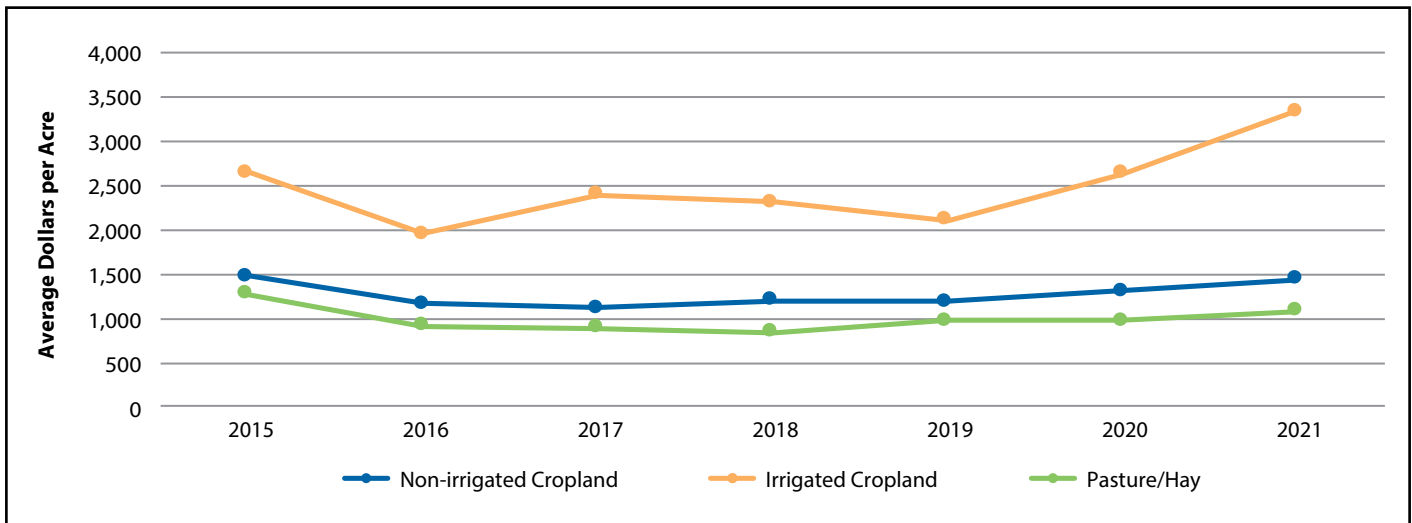
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Trends in Average Land Value – By Type



Type	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020
	2015	2016	2017	2018	2019	2020	2021	
Non-irrigated Cropland	1,471	1,170	1,116	1,201	1,188	1,314	1,443	20.5%
Irrigated Cropland	2,653	1,956	2,394	2,316	2,116	2,634	3,342	46.4%
Pasture/Hay	1,275	917	888	843	978	974	1,081	17.5%

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 had been selling much lower since the peak in 2015 but did see substantial recovery in 2020 and 2021. Irrigated cropland recovered in 2020 to levels not seen since 2015 and set a new average record in 2021 at \$3,342 per acre; up 46% from the previous 5-year average. Pasture and hay ground has been unsteady in its trend but also saw an increase in 2021; up 17.5% from the previous 5-year average.

Agricultural land sales in the Southwest were up 10.8% in 2021 from the 2016-2020 average with Gray, Hamilton, and Stevens making up the majority of the sales. Non-irrigated cropland sales made up 52% of all ag. land sold in 2021, irrigated cropland 28%, and native pasture/hay ground 20%.

Non-irrigated cropland sold for the highest average values in Ford and Gray counties with Hamilton and Morton counties seeing some significantly lower values. Irrigated cropland showed a wide range of values with Gray County being by far the highest on average. Pasture/hay ground had limited sales per county so not many county averages can be displayed.



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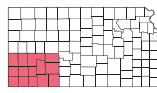
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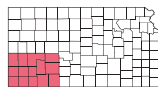
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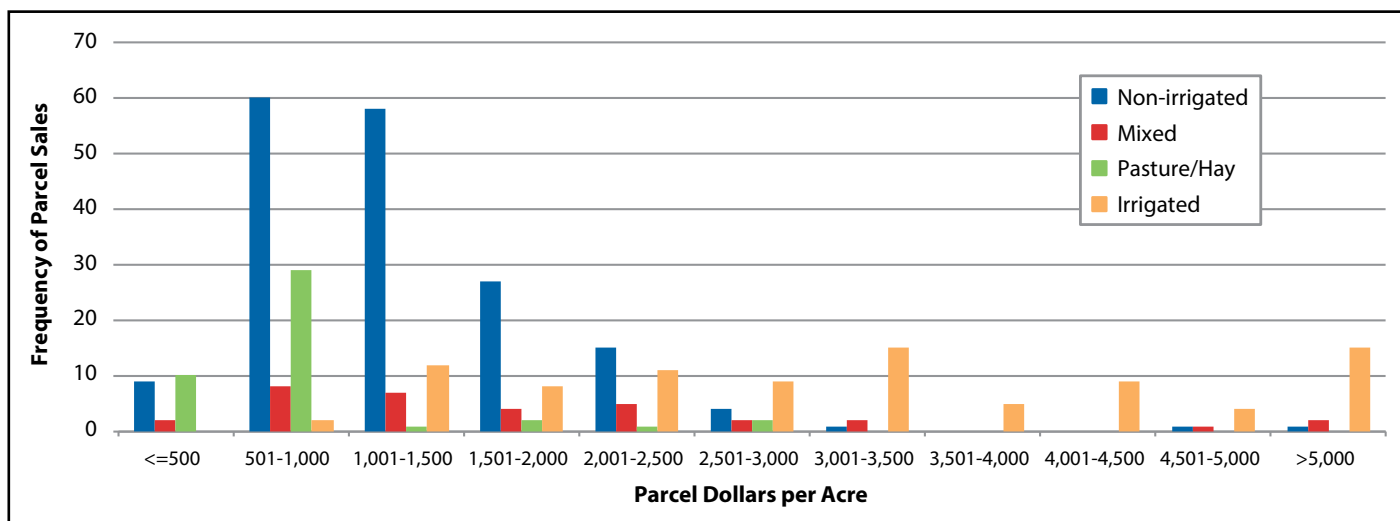
2021 Land Sale Information – By County

County	# of Land Tracts Sold (2021)	Total Acres Sold (2021)	Average Annual Acres Sold (2016-2020)	% Change in 2021 Acreage Sales from 2016-2020 Average
Clark	6	1,575	3,018	-47.8%
Finney	27	5,988	11,254	-46.8%
Ford	28	4,871	5,168	-5.8%
Grant	58	8,622	5,836	47.7%
Gray	91	13,215	6,263	111.0%
Hamilton	55	11,335	13,325	-14.9%
Haskell	34	4,966	6,735	-26.3%
Hodgeman	28	4,533	5,213	-13.1%
Kearny	37	7,493	7,199	4.1%
Meade	23	4,075	5,183	-21.4%
Morton	20	2,976	2,151	38.4%
Seward	44	9,645	2,627	267.2%
Stanton	37	5,279	5,410	-2.4%
Stevens	101	15,250	10,689	42.7%
Total	589	99,822	90,071	10.8%

County	Dryland Crop Acres Sold (2021)	Irrigated Crop Acres Sold (2021)	Pasture/Native Hay Acres Sold (2021)	Tamegrass Acres Sold (2021)	Total Acres Sold (2021)
Clark	0	0	1,575	0	1,575
Finney	4,089	1,339	561	0	5,988
Ford	2,819	985	1,067	0	4,871
Grant	4,458	2,232	1,933	0	8,622
Gray	7,153	5,064	998	0	13,215
Hamilton	7,299	412	3,624	0	11,335
Haskell	2,551	2,410	5	0	4,966
Hodgeman	2,661	344	1,528	0	4,533
Kearny	3,550	1,825	2,118	0	7,493
Meade	1,877	0	2,198	0	4,075
Morton	2,257	130	589	0	2,976
Seward	2,226	5,270	2,149	0	9,645
Stanton	3,374	1,589	316	0	5,279
Stevens	7,214	6,416	1,619	0	15,250
Total	51,527	28,016	20,279	0	99,822



2021 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Finney	1,817	896	3,217
Ford	1,954	1,206	2,247
Grant	1,274	517	2,796
Gray	1,946	905	2,500
Hamilton	852	446	2,051
Haskell	1,519	967	1,923
Hodgeman	1,366	303	2,633
Kearny	1,162	311	1,797
Meade	1,550	1,007	2,626
Morton	683	315	865
Seward	1,853	598	4,551
Stanton	1,091	515	1,669
Stevens	1,753	494	5,709
Total	1,443	303	5,709

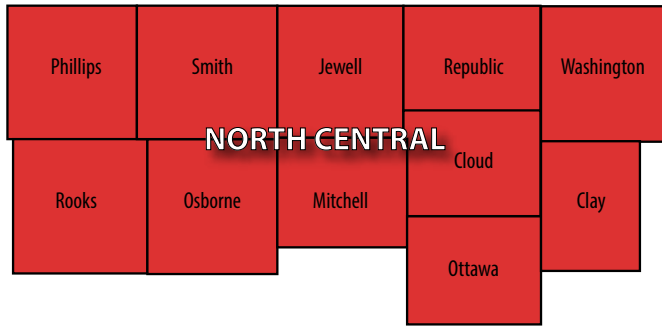
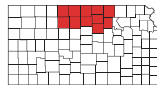
Pasture/Hay Ground

County	Average	Minimum	Maximum
Grant	625	486	930
Hamilton	804	458	1,424
Meade	967	375	2,636
Total	1,081	349	2,636

Irrigated Cropland

County	Average	Minimum	Maximum
Finney	2,565	1,359	3,022
Ford	3,128	1,378	4,474
Grant	2,556	1,016	5,624
Gray	4,390	948	8,399
Haskell	3,369	1,890	6,041
Seward	2,802	897	8,479
Stanton	2,133	1,324	3,058
Stevens	3,607	1,300	7,564
Total	3,342	897	8,479

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2021. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.

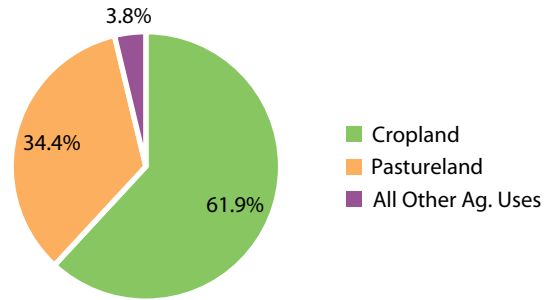


NORTH CENTRAL

The North Central region of Kansas is comprised of 11 counties with 4,958,320 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 983 acres for the 5,043 farms in this region. Farmland is comprised of 61.9% cropland and 34.4% pasture.

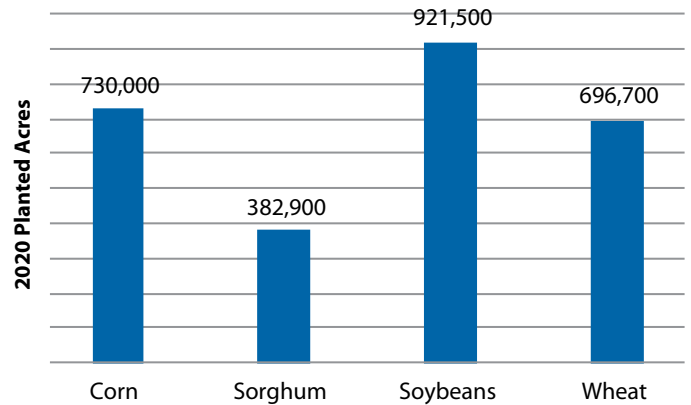
Main cash crops in this region include corn, wheat, sorghum, and soybeans. Hay is also a significant crop in this region with 99,500 alfalfa acres harvested in 2018 and 133,500 other hay acres. Main livestock enterprises in this region include beef cattle, sheep, swine, and dairy. Republic County ranks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

Farmland Uses



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

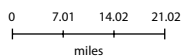
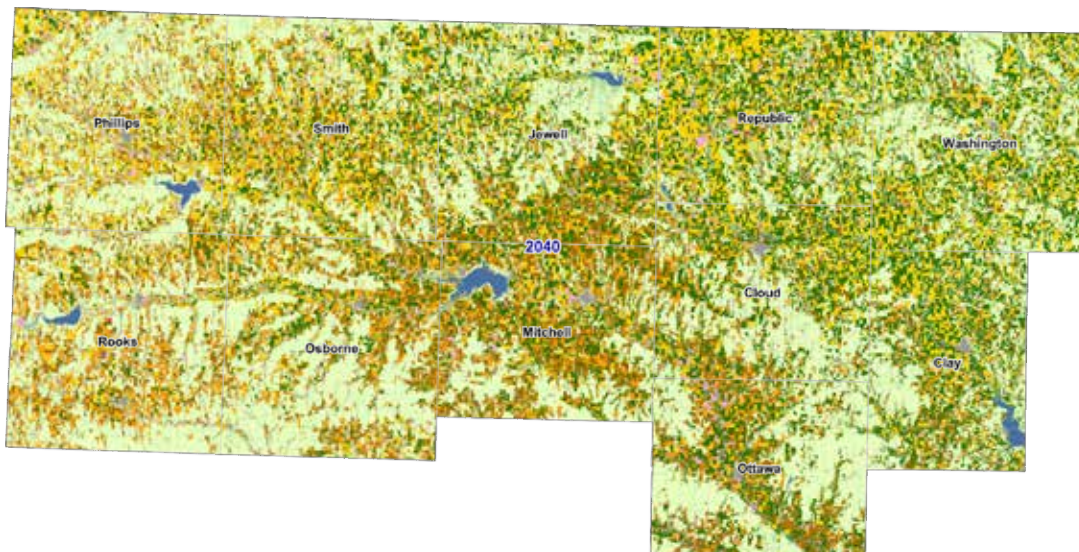
Primary Crops



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



2021 North Central Kansas Cropland Data Layer



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

Land Cover Categories
(by decreasing acreage)

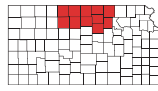
AGRICULTURE*

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

NON-AGRICULTURE**

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

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



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Matt Sullivan, Agent

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 Matt.Sullivan@AgMaxInsurance.com



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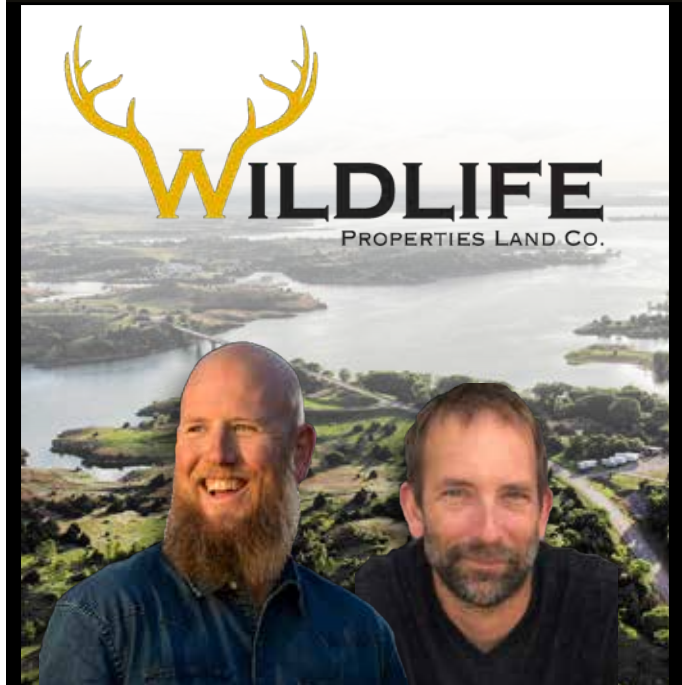
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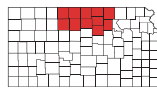
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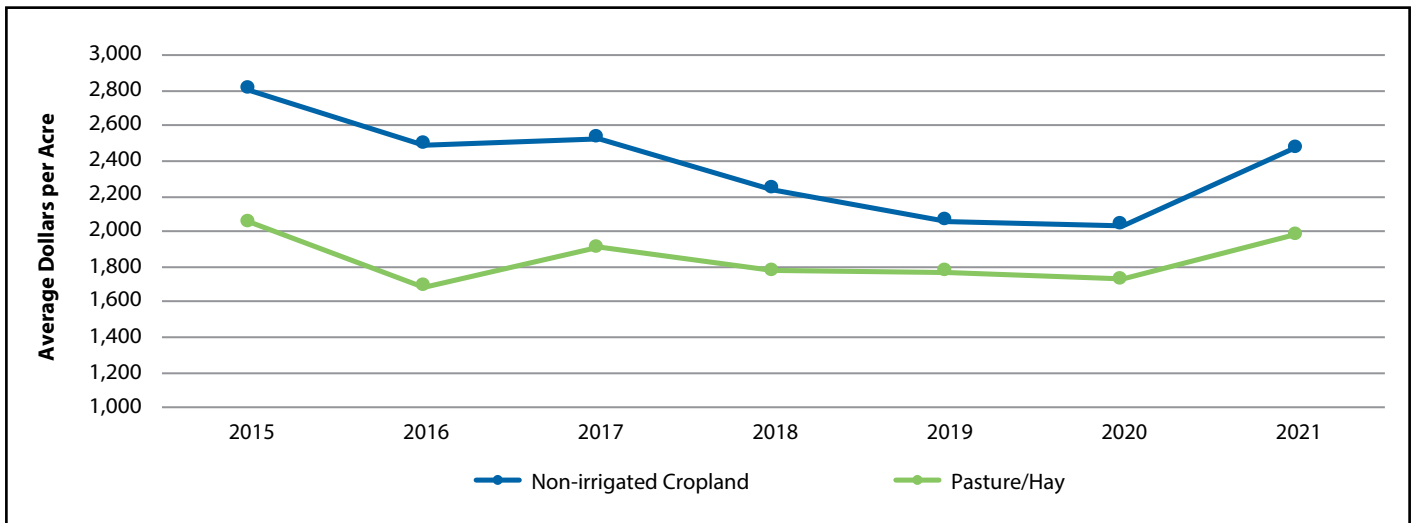
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Trends in Average Land Value – By Type

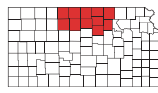


Type	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020
	2015	2016	2017	2018	2019	2020	2021	
Non-irrigated Cropland	2,806	2,490	2,530	2,239	2,060	2,037	2,476	9.0%
Pasture/Hay	2,052	1,684	1,908	1,777	1,771	1,726	1,983	11.8%

The North Central region saw a strong recover in 2021, being 9% above the previous 5-year average. The average value for pasture and hay ground was up significantly in 2021 and nearly back to its \$2,052 per acre peak in 2015.

The number of agricultural acres sold in 2021 was 30% above the 5-year average at 44,924 total agricultural acres, with Rooks, Ottawa, Smith, and Washington counties experiencing the biggest sales volume. Phillips County saw significantly fewer sales in 2021. Fifty-three percent of the agricultural land sold in this region was non-irrigated cropland and 42% native grass. Irrigated cropland and tamegrass had very few acres sell.

Washington and Republic counties had high average non-irrigated cropland values at \$3,301 and \$3,130 per acre, respectively, but somewhat of a surprise was Ottawa County at \$3,223 per acre. Osborne and Rooks counties experienced the lowest average per acre sales price on non-irrigated cropland. Pasture and hay ground values were only able to be reported for some counties in the western side of the region, with Jewell County showing significantly higher values than nearby counties.



2021 Land Sale Information – By County

County	# of Land Tracts Sold (2021)	Total Acres Sold (2021)	Average Annual Acres Sold (2016-2020)	% Change in 2021 Acreage Sales from 2016-2020 Average
Clay	21	2,580	1,781	44.9%
Cloud	19	1,961	1,688	16.2%
Jewell	22	3,403	2,637	29.0%
Mitchell	27	3,633	1,835	97.9%
Osborne	14	3,040	3,404	-10.7%
Ottawa	35	5,983	3,272	82.9%
Phillips	12	1,898	3,467	-45.2%
Republic	26	2,643	2,386	10.8%
Rooks	54	8,892	4,616	92.6%
Smith	34	5,280	4,661	13.3%
Washington	42	5,611	4,875	15.1%
Total	306	44,924	34,622	29.8%

County	Dryland Crop Acres Sold (2021)	Irrigated Crop Acres Sold (2021)	Pasture/Native Hay Acres Sold (2021)	Tamegrass Acres Sold (2021)	Total Acres Sold (2021)
Clay	1,612	0	860	108	2,580
Cloud	912	387	622	41	1,961
Jewell	1,756	0	1,647	0	3,403
Mitchell	2,413	105	1,115	0	3,633
Osborne	1,247	0	1,792	0	3,040
Ottawa	2,387	250	3,305	40	5,983
Phillips	1,044	0	854	0	1,898
Republic	1,629	76	860	77	2,643
Rooks	4,667	0	4,225	0	8,892
Smith	3,385	0	1,743	153	5,280
Washington	2,825	747	1,824	215	5,611
Total	23,878	1,565	18,847	634	44,924



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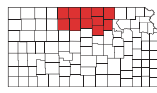
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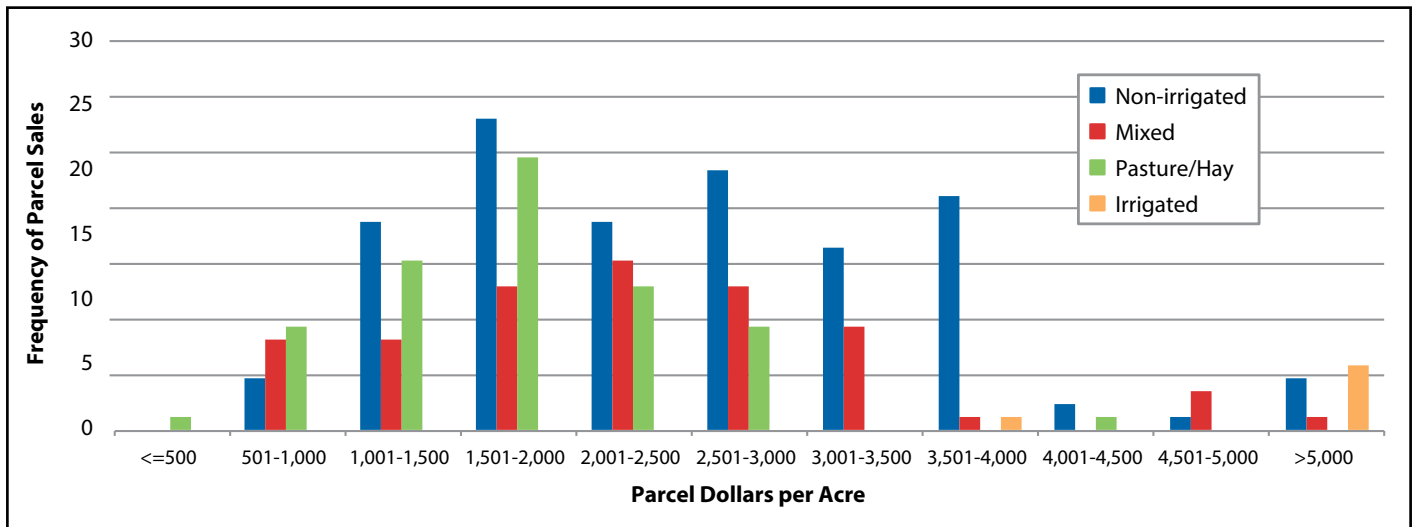
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2021 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Clay	2,895	1,302	3,995
Jewell	2,613	984	3,625
Mitchell	2,289	1,102	3,236
Osborne	1,628	1,412	1,901
Ottawa	3,223	1,956	4,209
Phillips	2,015	1,342	3,446
Republic	3,130	1,511	5,125
Rooks	1,505	948	2,583
Smith	2,189	1,395	3,007
Washington	3,301	910	5,847
Total	2,476	910	5,847

Pasture/Hay Ground

County	Average	Minimum	Maximum
Jewell	2,275	1,700	2,520
Osborne	1,098	600	1,298
Rooks	1,292	386	2,248
Smith	1,651	632	1,911
Total	1,983	386	4,073

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2021. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.



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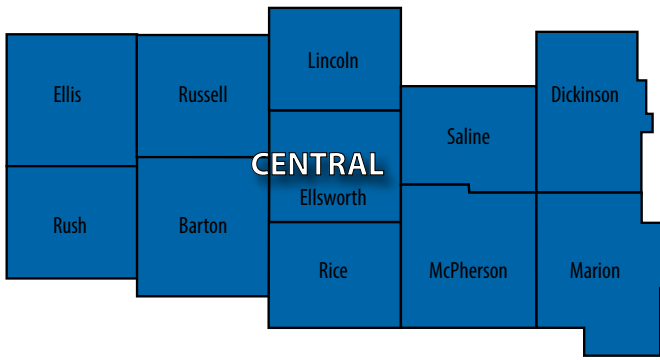
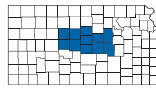
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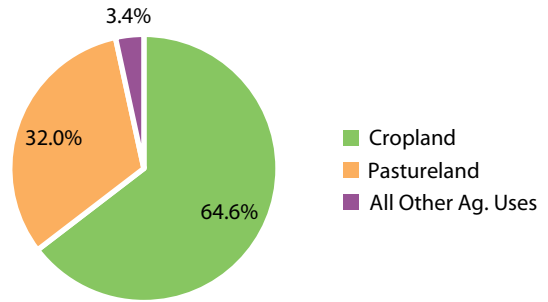
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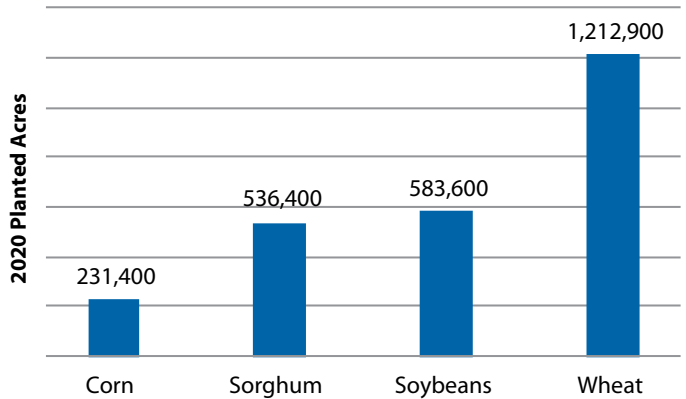
Farmland Uses



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

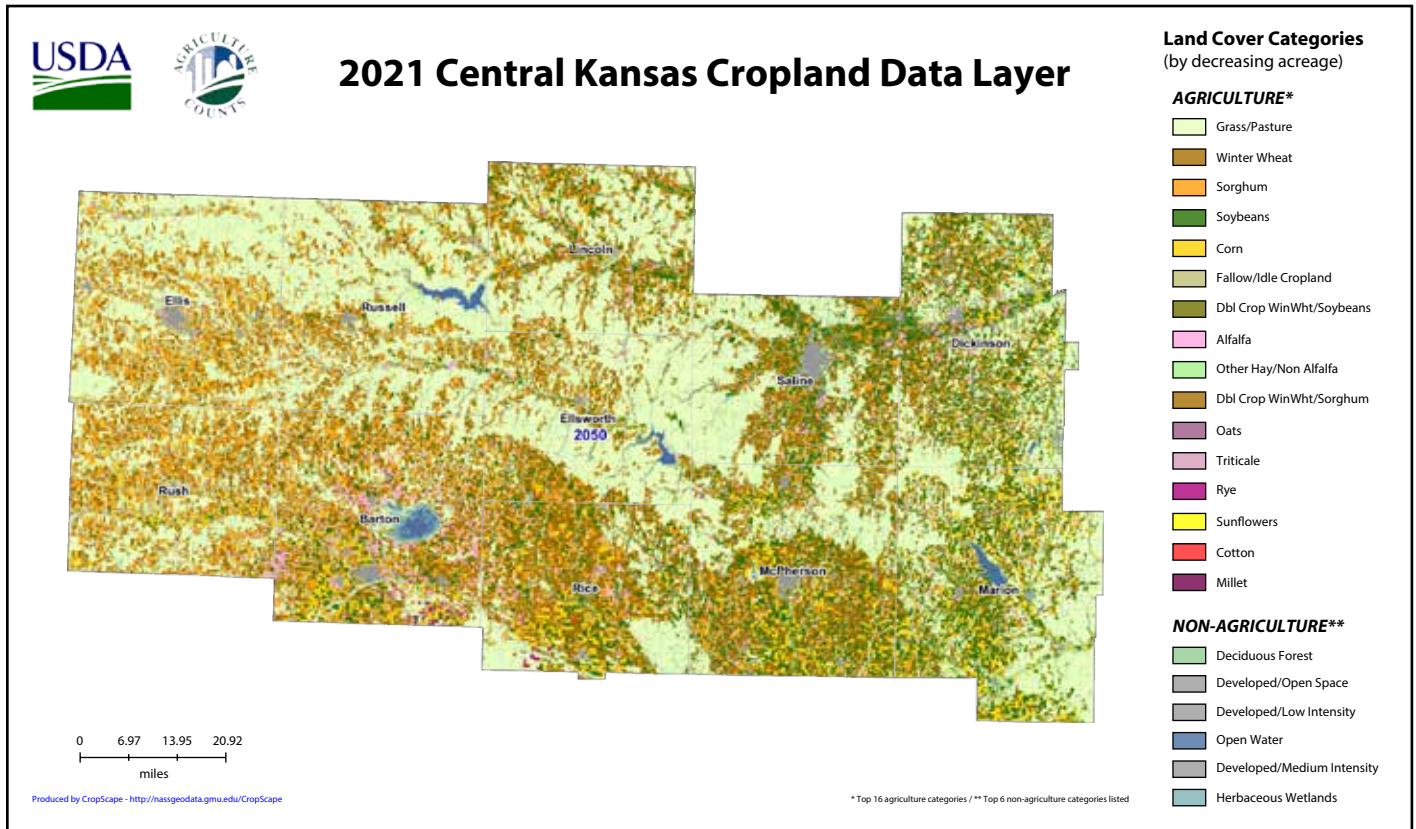
The Central region of Kansas is comprised of 11 counties with 5,241,757 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 763 acres for the 6,873 farms in this region. Farmland is comprised of 64.6% cropland and 32% pasture.

Primary Crops



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

The main cash crop in this region is wheat, with significant amounts of corn, soybeans, and sorghum. Most cropland in this region is non-irrigated. Alfalfa hay production is also significant in this region with 125,300 acres harvested in 2018 with an additional 188,000 other hay acres. Main livestock enterprises in this region include beef cattle, poultry, sheep, and swine. Rice County is the top county in Kansas for poultry and egg production. McPherson County ranks 5th in poultry and egg production and 3rd in sheep and goats.



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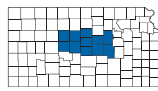
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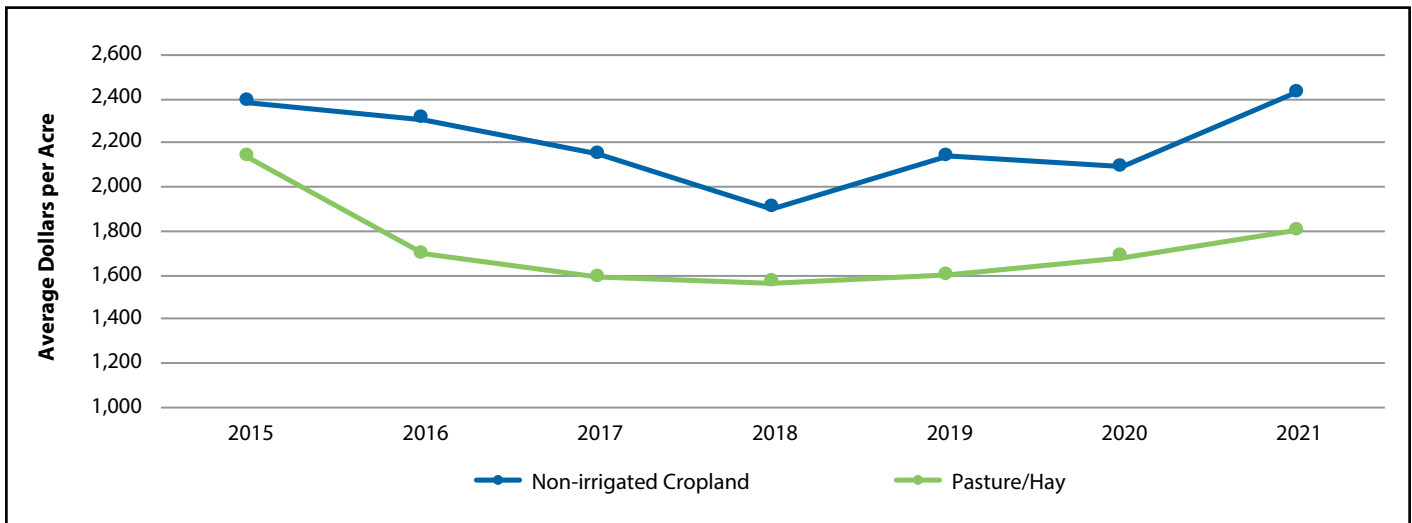


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Trends in Average Land Value – By Type



Type	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020
	2015	2016	2017	2018	2019	2020	2021	
Non-irrigated Cropland	2,385	2,305	2,151	1,905	2,136	2,091	2,425	14.5%
Pasture/Hay	2,136	1,698	1,588	1,566	1,600	1,681	1,803	10.8%

Non-irrigated cropland in the Central region saw an increase in average value to a new high of \$2,425 per acre; up 14.5% from the previous 5-year average. Pasture/hay ground had a more modest increase of 10.8% from the historical 5-year average and did not make it back to the peak in 2015 of \$2,136 per acre yet in 2021.

Agricultural acreage sold in the Central region was up 47.8% from the previous 5-year average at 47,171 acres sold in 2021. Sales were up significantly in Ellis County with 13,653 ag. acres sold. Russel County did not report any sales, which likely is a reporting issue within the database but cannot be determined at this time. Fifty-four percent of the acres sold in this region were non-irrigated cropland with less than 900 acres of irrigated cropland sold.

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



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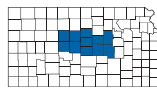


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2021 Land Sale Information – By County

County	# of Land Tracts Sold (2021)	Total Acres Sold (2021)	Average Annual Acres Sold (2016-2020)	% Change in 2021 Acreage Sales from 2016-2020 Average
Barton	23	2,321	3,026	-23.3%
Dickinson	31	3,694	2,449	50.8%
Ellis	66	13,653	3,827	256.8%
Ellsworth	16	2,918	2,545	14.6%
Lincoln	28	4,113	3,568	15.3%
Marion	30	4,129	2,491	65.8%
McPherson	56	5,879	3,103	89.5%
Rice	34	4,350	3,606	20.6%
Rush	22	3,186	2,695	18.2%
Russell	0			
Saline	29	2,928	2,303	27.1%
Total	335	47,171	31,911	47.8%

County	Dryland Crop Acres Sold (2021)	Irrigated Crop Acres Sold (2021)	Pasture/Native Hay Acres Sold (2021)	Tamegrass Acres Sold (2021)	Total Acres Sold (2021)
Barton	1,569	338	414	0	2,321
Dickinson	2,045	0	1,649	0	3,694
Ellis	5,347	64	8,242	0	13,653
Ellsworth	1,028	0	1,890	0	2,918
Lincoln	2,327	0	1,703	82	4,113
Marion	1,969	0	1,982	179	4,129
McPherson	4,709	496	608	67	5,879
Rice	2,776	0	1,557	18	4,350
Rush	2,403	0	783	0	3,186
Saline	1,397	0	1,415	115	2,928
Total	25,570	898	20,242	461	47,171



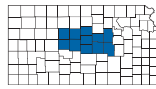
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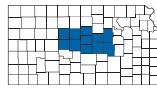
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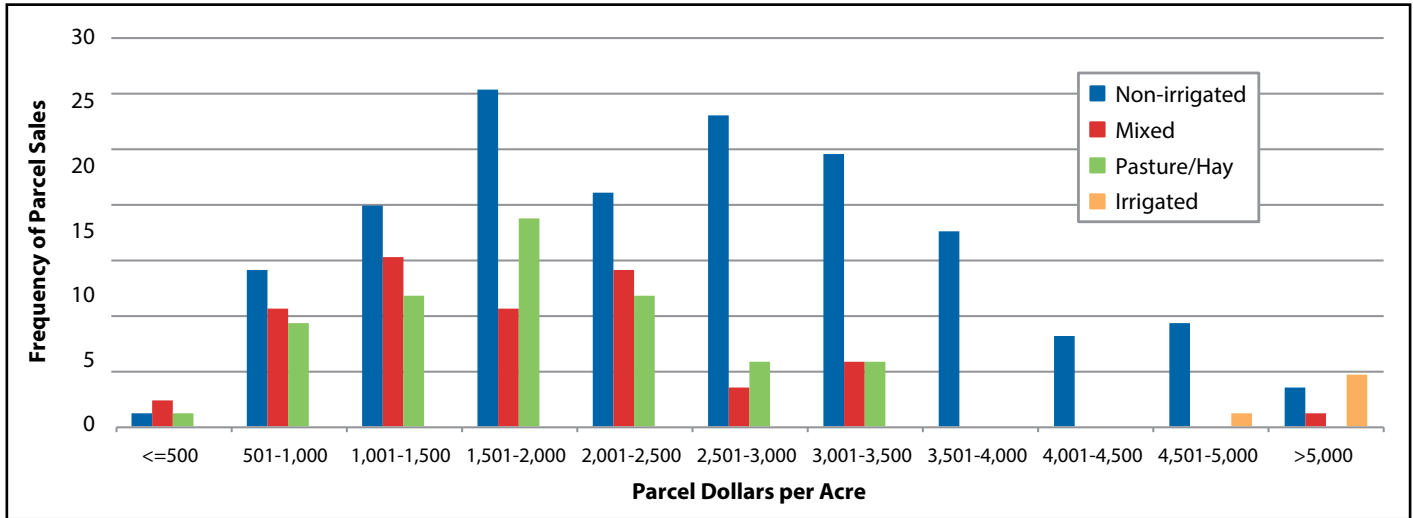
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2021 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Barton	2,050	679	2,500
Dickinson	2,329	549	4,949
Ellis	1,727	437	3,508
Lincoln	1,923	952	3,718
Marion	2,999	813	4,899
McPherson	3,642	2,550	6,644
Rice	2,175	611	3,800
Rush	1,515	1,009	2,985
Saline	3,280	2,335	4,840
Total	2,425	437	6,644

Pasture/Hay Ground

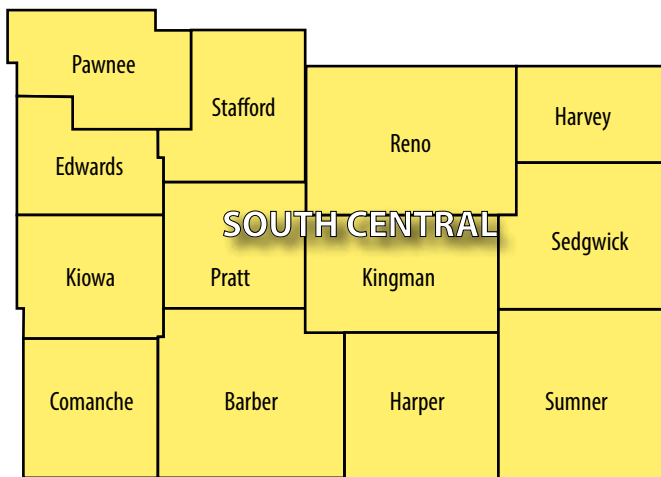
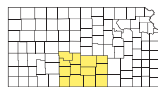
County	Average	Minimum	Maximum
Dickinson	1,977	656	3,117
Ellis	1,482	571	2,648
Ellsworth	1,517	493	1,598
Marion	2,300	1,999	3,161
Saline	1,923	816	2,404
Total	1,803	493	3,292

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2021. Prices are reported in dollars per acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.

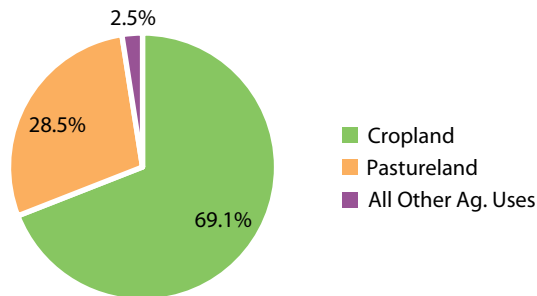
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Farmland Uses

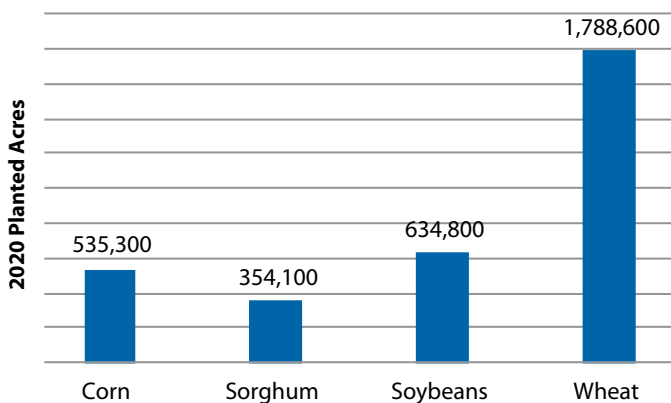


Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

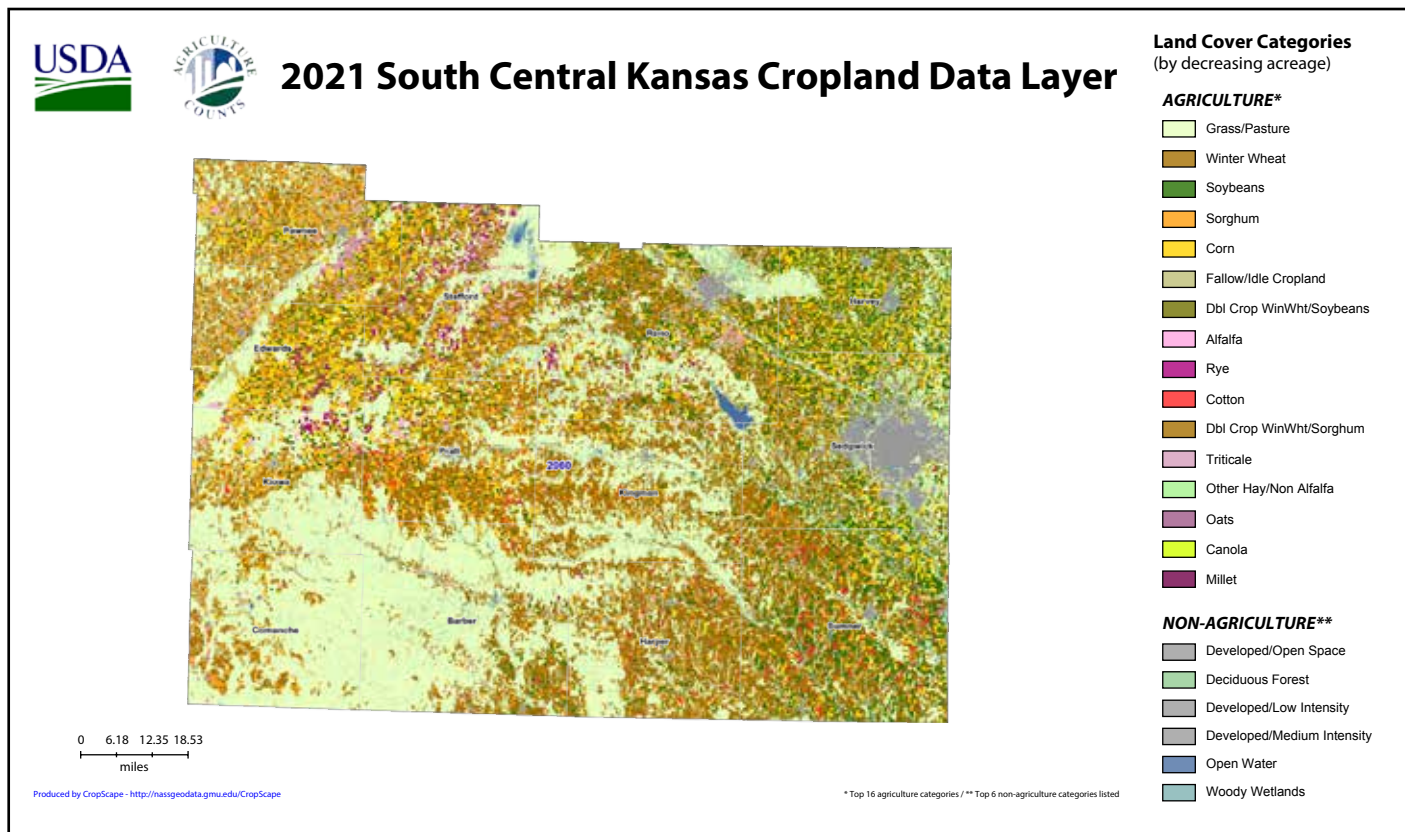
The South Central region of Kansas is comprised of 13 counties with 6,746,527 acres of farmland. Average farm size is 812 acres for the 8,310 farms in this region. Farmland is comprised of 69.1% cropland and 28.5% pasture.

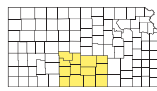
The main cash crop in this region is wheat, with nearly 1.8 million acres planted in 2020. Hay production is also significant in this region, with cotton and canola also becoming more popular cash crops. Main livestock enterprises in this region include beef cattle, dairy, poultry, and sheep.

Primary Crops



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





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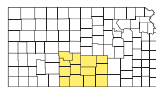
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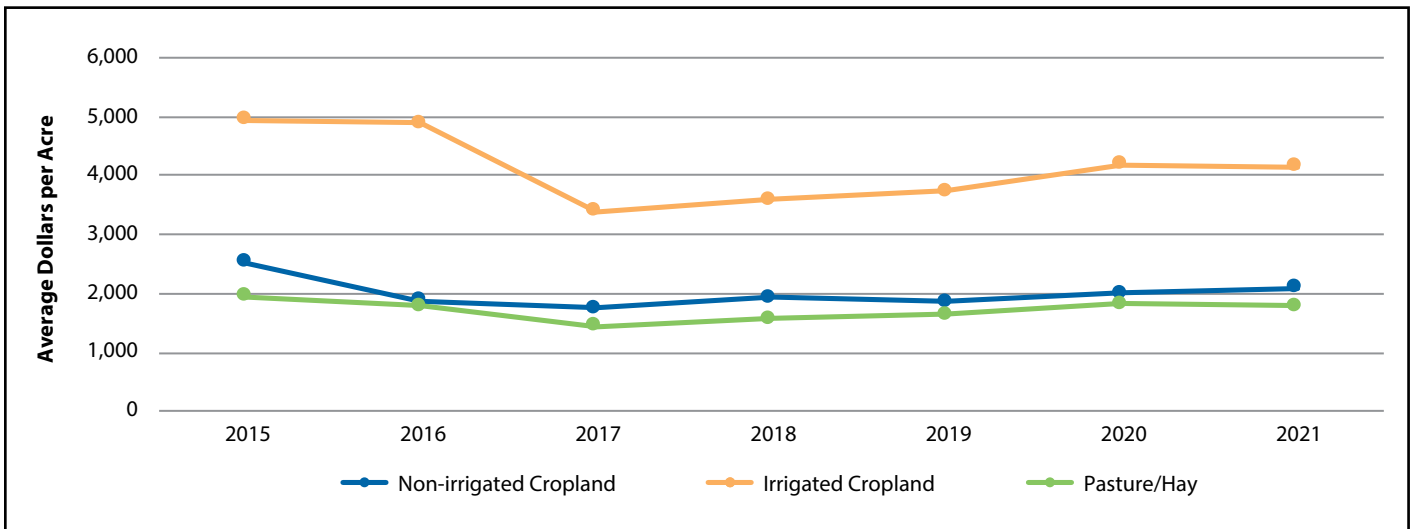
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Trends in Average Land Value – By Type

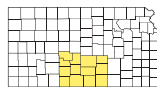


Type	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020
	2015	2016	2017	2018	2019	2020	2021	
Non-irrigated Cropland	2,535	1,883	1,760	1,928	1,865	2,002	2,099	11.2%
Irrigated Cropland	4,940	4,897	3,402	3,592	3,738	4,182	4,155	4.9%
Pasture/Hay	1,957	1,790	1,446	1,580	1,646	1,819	1,784	7.7%

Non-irrigated cropland value in South Central Kansas has a long ways to go to recover to the 2015 peak of \$2,535 per acre but saw a 11.2% increase in 2021 from the previous 5-year average. Irrigated cropland remained steady in 2021 with just a 4.9% increase from the previous 5-year average. Pasture and hay ground saw a small decrease on average in 2021, but still is up 7.7% from the previous 5-year average.

Overall agricultural land sales volume in the South Central region was up 74.4% from the 2016-2020 average with a huge amount of sales reported in Comanche County and also large sales volume in Pratt County. The high sales volumes in these counties could be heavily influencing the average sales values in the region in 2021 and likely influential on the state-level values as well. Forty-four percent of acres sold in 2021 were non-irrigated cropland, 46% native grass, and the remainder being irrigated cropland and a very small amount of tamegrass.

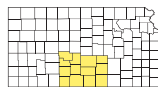
Sedgwick County saw a high average for non-irrigated cropland value, likely due to influence of future potential of urban development. Harvey County also had a higher average non-irrigated cropland value. Most of the other counties in this region were more consistent in non-irrigated cropland value. Pasture/hay ground average values ranged from \$2,002 per acre in Reno County to \$1,313 in Edwards County. Irrigated cropland sales were also able to be reported in more counties in 2021, with the increased sales volume. Edwards County had the highest average sales price per acre, for the counties that were able to be reported.



2021 Land Sale Information – By County

County	# of Land Tracts Sold (2021)	Total Acres Sold (2021)	Average Annual Acres Sold (2016-2020)	% Change in 2021 Acreage Sales from 2016-2020 Average
Barber	29	6,298	5,427	16.1%
Comanche	72	23,034	3,834	500.8%
Edwards	37	5,714	3,970	43.9%
Harper	36	4,367	2,752	58.7%
Harvey	39	3,455	1,618	113.5%
Kingman	44	6,759	3,283	105.9%
Kiowa	24	3,990	5,003	-20.2%
Pawnee	27	4,436	3,379	31.3%
Pratt	61	9,607	4,091	134.8%
Reno	38	4,470	5,346	-16.4%
Sedgwick	34	2,545	1,762	44.5%
Stafford	39	5,157	3,701	39.3%
Sumner	73	7,559	6,303	19.9%
Total	553	87,392	50,116	74.4%

County	Dryland Crop Acres Sold (2021)	Irrigated Crop Acres Sold (2021)	Pasture/Native Hay Acres Sold (2021)	Tamegrass Acres Sold (2021)	Total Acres Sold (2021)
Barber	1,765	0	4,533	0	6,298
Comanche	2,084	0	20,950	0	23,034
Edwards	2,706	743	2,265	0	5,714
Harper	2,862	0	1,505	0	4,367
Harvey	2,382	496	453	125	3,455
Kingman	2,739	0	4,020	0	6,759
Kiowa	1,702	1,254	1,035	0	3,990
Pawnee	3,625	504	307	0	4,436
Pratt	5,124	2,297	2,186	0	9,607
Reno	3,002	540	919	9	4,470
Sedgwick	1,887	285	352	21	2,545
Stafford	3,189	1,501	446	21	5,157
Sumner	5,606	310	1,426	217	7,559
Total	38,672	7,931	40,396	393	87,392



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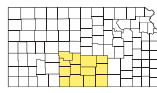
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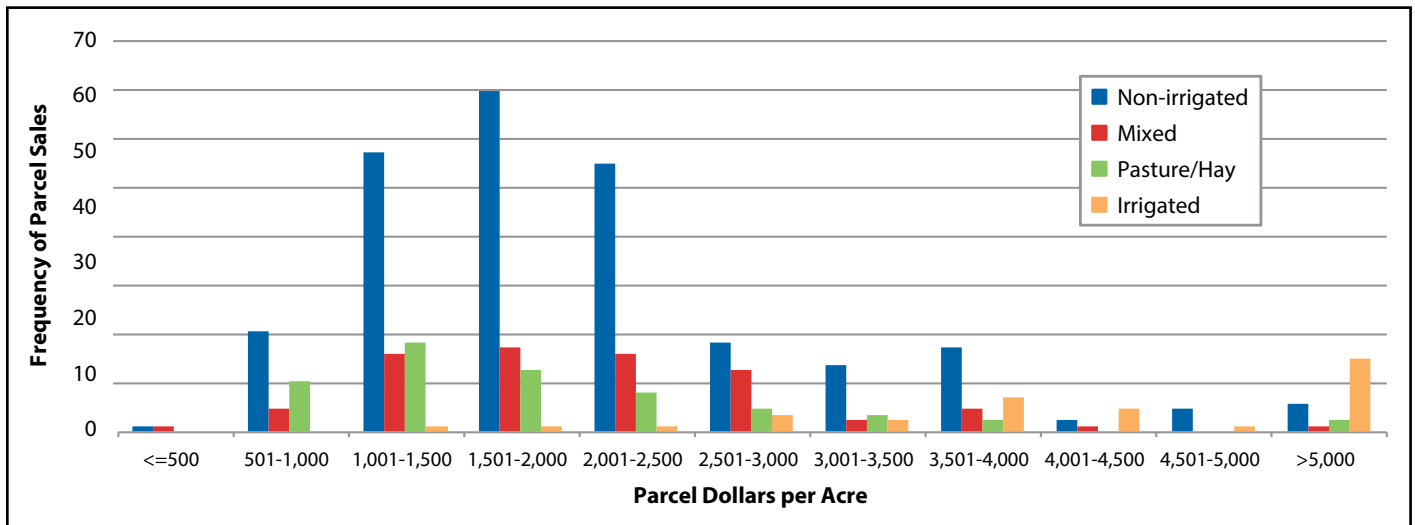
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2021 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Barber	1,721	506	2,926
Edwards	1,810	1,013	2,023
Harper	1,606	887	3,109
Harvey	3,575	404	5,335
Kingman	2,054	1,327	2,709
Kiowa	1,213	544	1,352
Pawnee	1,727	1,096	2,505
Pratt	1,800	562	2,513
Reno	2,003	996	2,425
Sedgwick	3,654	1,890	7,000
Stafford	1,972	1,031	2,870
Sumner	2,110	776	3,750
Total	2,099	404	7,000

Pasture/Hay Ground

County	Average	Minimum	Maximum
Comanche	1,403	848	1,860
Edwards	1,313	821	1,550
Harper	1,420	800	2,024
Kingman	1,798	797	2,377
Pratt	1,695	1,271	3,042
Reno	2,002	1,525	2,750
Total	1,784	797	3,582

Irrigated Cropland

County	Average	Minimum	Maximum
Edwards	5,258	2,858	6,369
Pratt	3,617	3,103	4,367
Reno	4,119	2,625	5,218
Stafford	3,306	1,139	5,726
Total	4,155	2,578	8,867

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2021. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.

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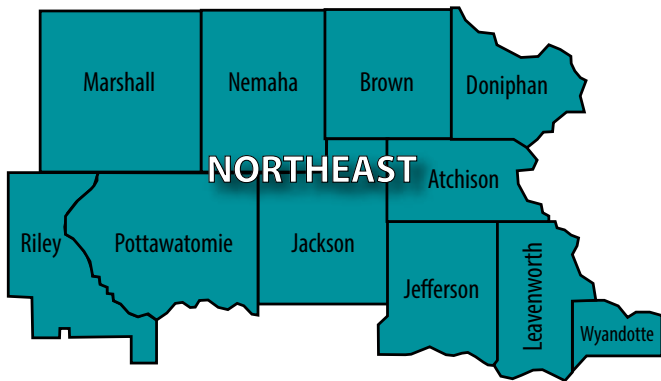
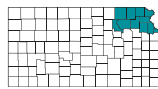
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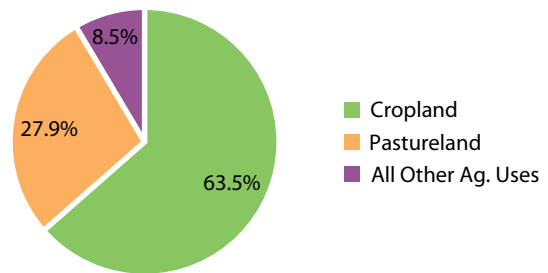
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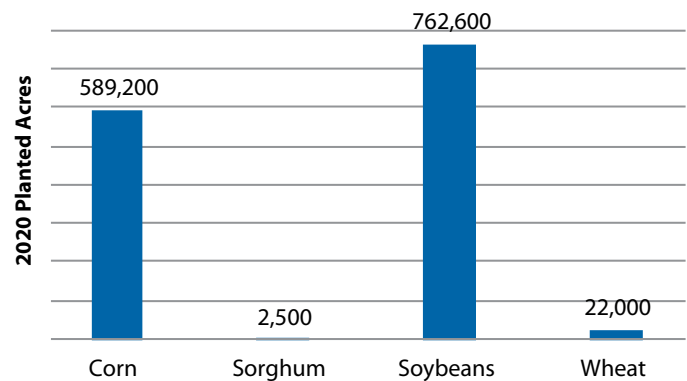
Farmland Uses



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

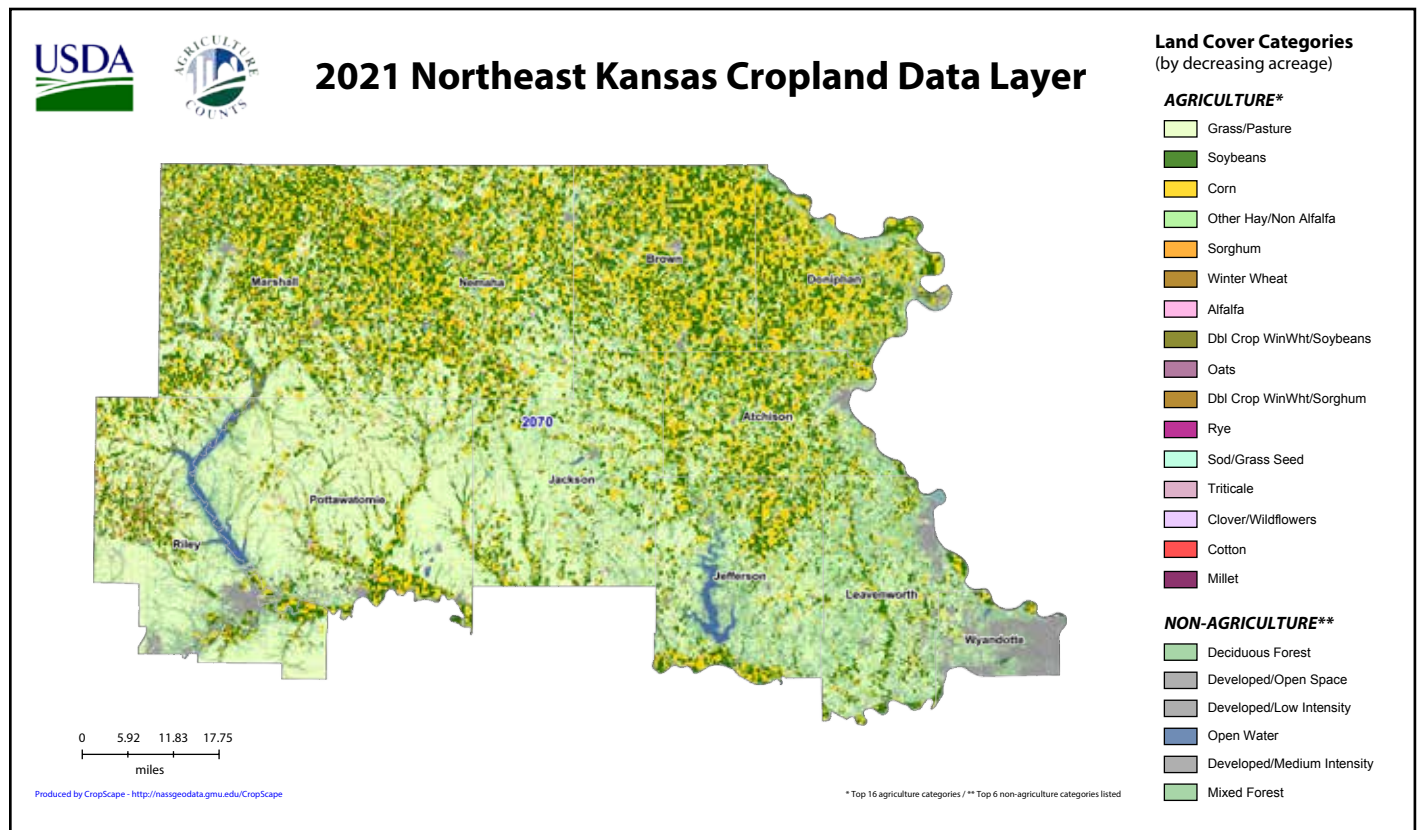
The Northeast region of Kansas is comprised of 11 counties with 3,042,533 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 391 acres for the 7,779 farms in this region. Farmland is comprised of 63.5% cropland and 27.9% pasture.

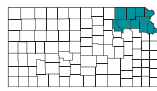
Primary Crops



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

Cash crops in this region are dominated by corn and soybeans with smaller amounts of wheat. Few acres in this region are irrigated. Main livestock enterprises in this region include beef cattle, dairy, swine, and chickens. Pottawatomie County ranks 4th in the state for poultry and eggs. Nemaha County also ranks high in swine numbers and dairy operations. Pottawatomie County is one of the highest-ranking counties with regards to beef cow numbers.





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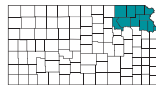
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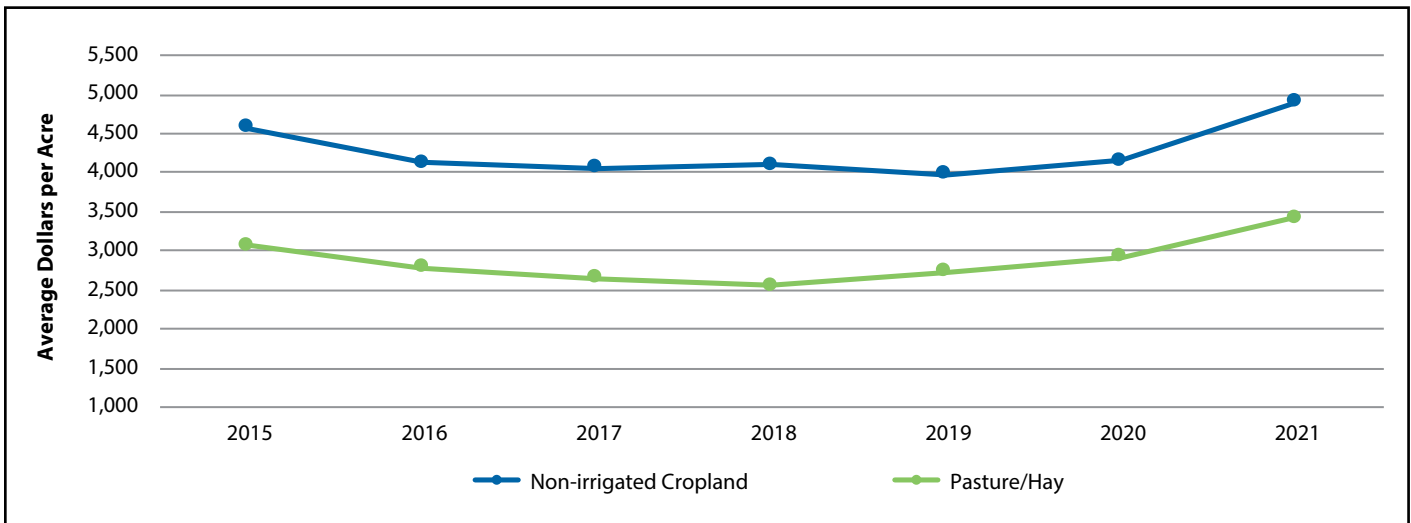
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Trends in Average Land Value – By Type

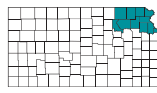


Type	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020
	2015	2016	2017	2018	2019	2020	2021	
Non-irrigated Cropland	4,581	4,130	4,060	4,096	3,978	4,154	4,899	20.0%
Pasture/Hay	3,077	2,785	2,648	2,554	2,730	2,921	3,418	25.3%

The Northeast region of Kansas has historically had much higher non-irrigated cropland prices than the rest of the state. Values have increased significantly in 2021 as well, being up 20% from the previous 5-year average and setting a new high at an average of \$4,899 per acre. Pasture and hay ground saw an increase in 2021 to a new peak of \$3,418 per acre, being up 25% from the historical average.

Agricultural acreage sold in this region is small relative to other regions of the state, selling 22,401 acres in 2021 which is slightly over the historical 5-year average. Jackson, Marshall, and Riley counties had decreased sales volume in 2021 and Leavenworth County had few acres that qualified as agricultural sales. Roughly half of the acreage sold in this region is non-irrigated cropland with the other half being grass; mostly native prairie.

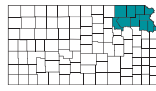
Fewer counties had sufficient sales to report an average value in 2021, but of those that could Doniphan and Brown counties had higher non-irrigated land values on average. Pasture and hay ground average values were highest in Jefferson and Nemaha counties, but varied widely between the low and the high in each county.



2021 Land Sale Information – By County

County	# of Land Tracts Sold (2021)	Total Acres Sold (2021)	Average Annual Acres Sold (2016-2020)	% Change in 2021 Acreage Sales from 2016-2020 Average
Atchison	21	2,544	1,723	47.7%
Brown	28	2,660	2,114	25.9%
Doniphan	22	2,187	856	155.6%
Jackson	27	1,918	3,147	-39.1%
Jefferson	25	1,573	1,442	9.1%
Leavenworth	11	647	692	-6.6%
Marshall	10	1,619	2,550	-36.5%
Nemaha	39	5,175	3,130	65.3%
Pottawatomie	18	2,665	2,671	-0.2%
Riley	13	1,413	1,904	-25.8%
Total	214	22,401	20,243	10.7%

County	Dryland Crop Acres Sold (2021)	Irrigated Crop Acres Sold (2021)	Pasture/Native Hay Acres Sold (2021)	Tamegrass Acres Sold (2021)	Total Acres Sold (2021)
Atchison	1,354	74	257	859	2,544
Brown	2,327	0	121	213	2,660
Doniphan	1,762	0	0	425	2,187
Jackson	866	0	829	224	1,918
Jefferson	499	84	469	521	1,573
Leavenworth	269	0	243	135	647
Marshall	1,305	0	262	53	1,619
Nemaha	2,876	0	1,500	800	5,175
Pottawatomie	221	125	2,230	88	2,665
Riley	564	114	717	18	1,413
Total	12,042	397	6,627	3,335	22,401



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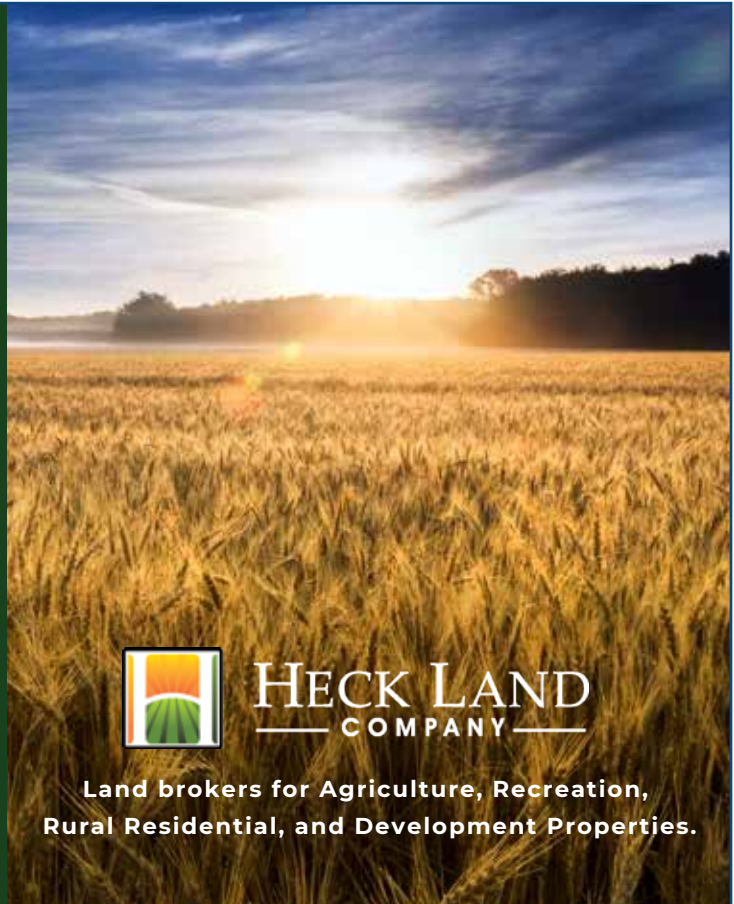
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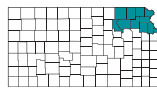
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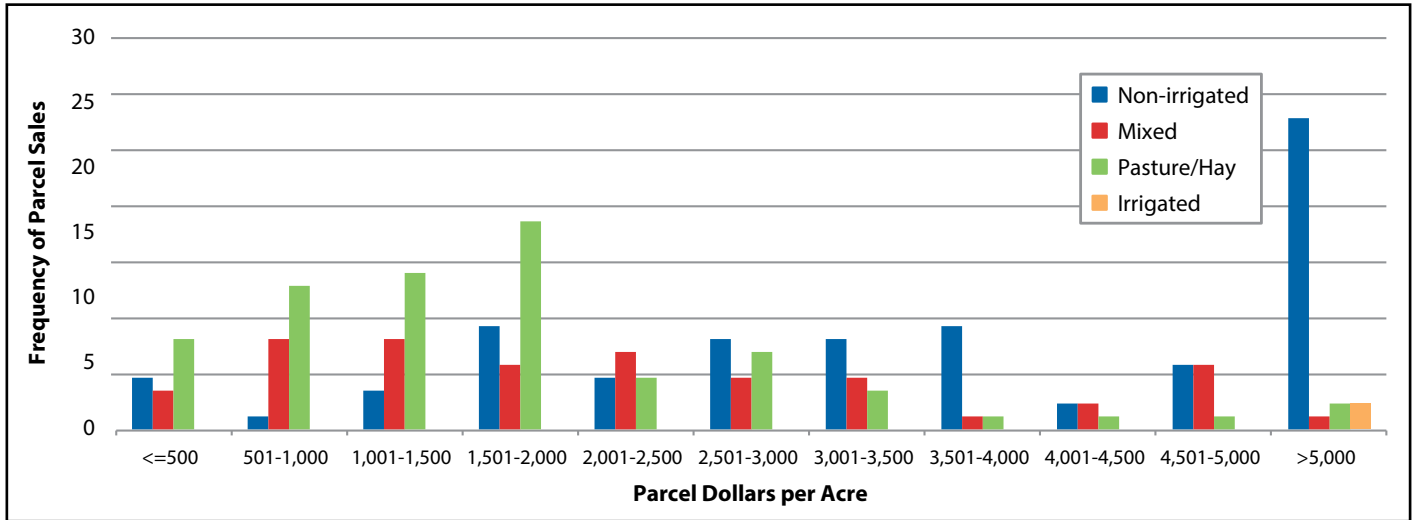
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2021 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Atchison	3,947	3,410	6,199
Brown	5,855	3,155	10,274
Doniphan	5,976	2,946	7,981
Marshall	4,275	1,540	6,522
Nemaha	5,203	1,727	8,550
Total	4,899	562	10,274

Pasture/Hay Ground

County	Average	Minimum	Maximum
Atchison	2,762	1,932	3,002
Jackson	2,671	2,210	3,158
Jefferson	3,442	2,169	4,964
Nemaha	3,939	1,908	5,168
Pottawatomie	2,961	1,642	5,921
Riley	2,770	1,214	3,437
Total	3,418	1,214	8,045

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2021. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.

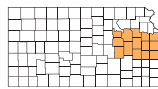
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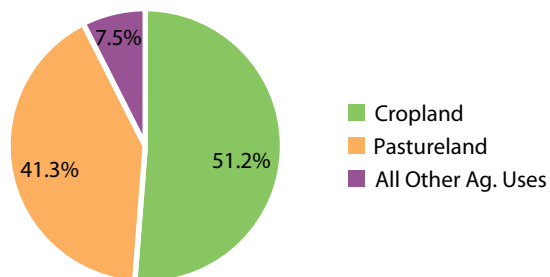
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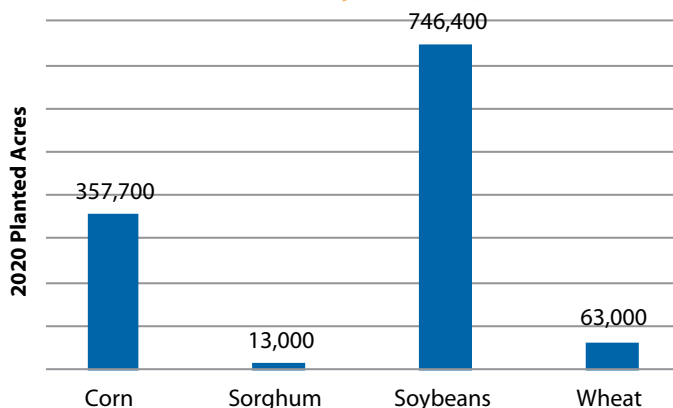


Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

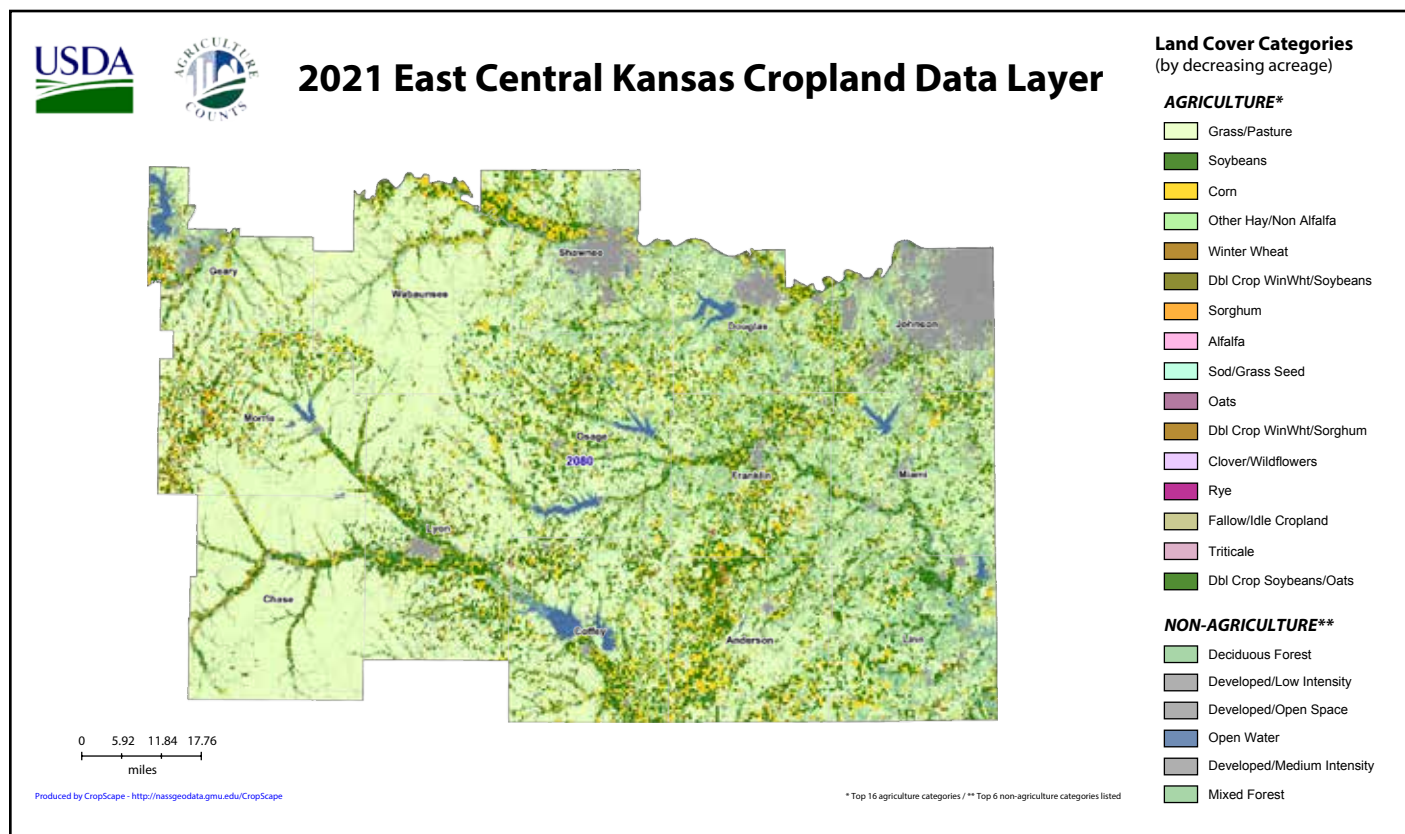
The East Central region of Kansas is comprised of 14 counties with 4,488,974 acres of farmland, according to the 2017 Census of Agriculture. Average farm size is 430 acres for the 10,431 farms in this region. Farmland is comprised of 51.2% cropland and 41.3% pasture.

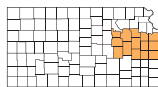
Cash crops in this region are dominated by corn and soybeans with smaller amounts of wheat and sorghum. Most cropland in this region is non-irrigated. Hay is also a major commodity in this region with more than 447,300 acres harvested in 2018. Main livestock enterprises in this region include beef cattle,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

Primary Crops



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





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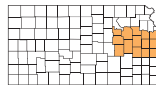
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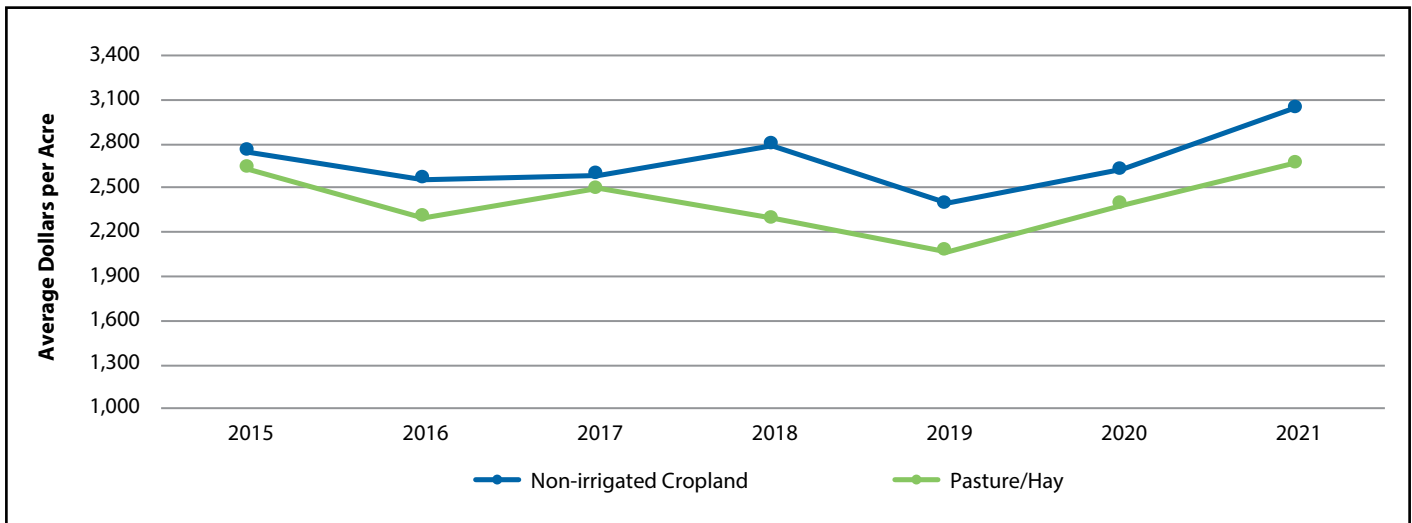
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Trends in Average Land Value – By Type

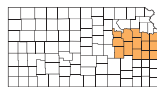


Type	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020
	2015	2016	2017	2018	2019	2020	2021	
Non-irrigated Cropland	2,745	2,559	2,591	2,791	2,393	2,623	3,045	17.5%
Pasture/Hay	2,630	2,299	2,494	2,295	2,073	2,387	2,667	15.5%

The East Central region has seen a lot of fluctuation in average non-irrigated cropland value the past 6 years but has seen a new peak in 2021 at \$3,045 per acre. Pasture and hay ground was just over its previous peak in 2015 at \$2,667 per acre, up 15.5% from the previous 5-year average.

Agricultural land sales were up 81% in 2021 from the previous 5-year average. Chase County saw some large land sales in 2021 with Osage and Wabaunsee counties also having historically large sales volume. Unlike many other regions, the majority of acres sold in the East Central region are grassland. In 2021, native grass made up 65% of all sale acres and total grassland accounted for 73% of all sale acres.

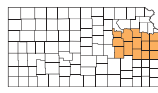
Few counties in this region had sufficient sales to report an average value for non-irrigated cropland. For the counties that did, averages ranged from \$5,425 in Miami County to \$2,357 in Lyon County. Pasture/Hay ground saw significantly higher average values in Franklin and Miami counties than others in the region. It is worth noting that some counties show a higher pasture/hay ground value than non-irrigated cropland, which is likely due to limited non-irrigated sales in this region.



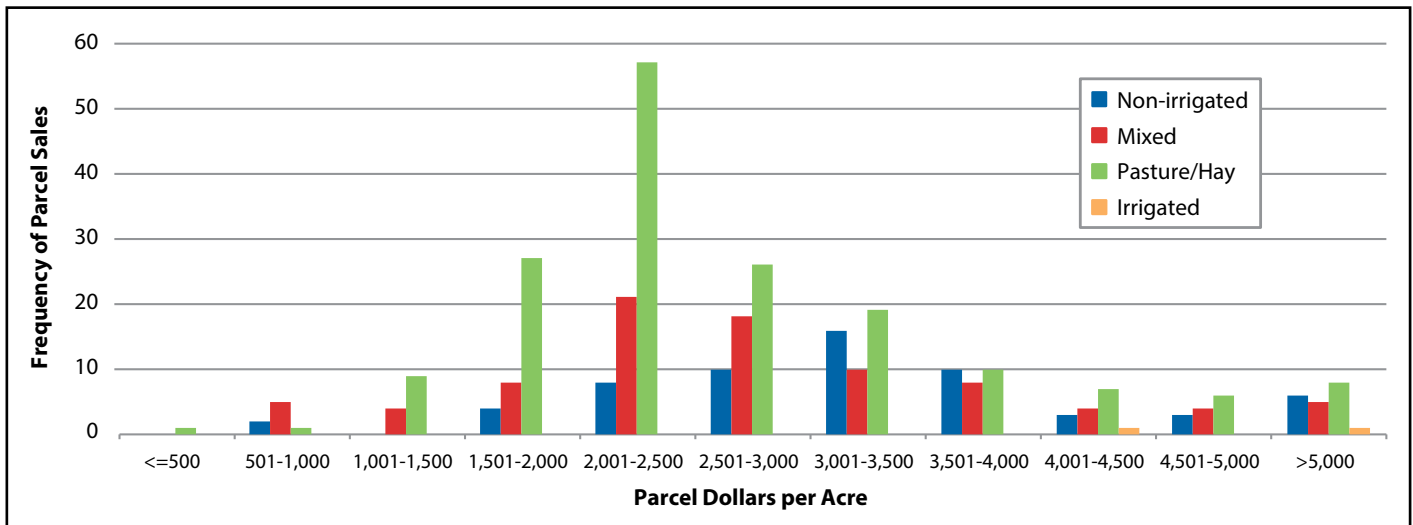
2021 Land Sale Information – By County

County	# of Land Tracts Sold (2021)	Total Acres Sold (2021)	Average Annual Acres Sold (2016-2020)	% Change in 2021 Acreage Sales from 2016-2020 Average
Anderson	32	4,047	3,120	29.7%
Chase	31	11,830	3,083	283.7%
Coffey	30	3,182	2,919	9.0%
Douglas	21	2,108	1,154	82.7%
Franklin	44	3,934	2,616	50.4%
Geary	12	1,693	1,932	-12.4%
Linn	42	4,180	1,995	109.5%
Lyon	26	3,767	1,811	108.0%
Miami	23	1,710	1,839	-7.0%
Morris	15	2,634	1,182	122.9%
Osage	68	8,410	5,091	65.2%
Shawnee	22	1,728	1,634	5.8%
Wabaunsee	39	6,134	2,513	144.1%
Total	405	55,356	30,606	80.9%

County	Dryland Crop Acres Sold (2021)	Irrigated Crop Acres Sold (2021)	Pasture/Native Hay Acres Sold (2021)	Tamegrass Acres Sold (2021)	Total Acres Sold (2021)
Anderson	1,579	0	2,310	158	4,047
Chase	0	0	11,830	0	11,830
Coffey	1,227	56	1,698	200	3,182
Douglas	1,121	0	779	209	2,108
Franklin	1,381	111	2,036	406	3,934
Geary	368	0	1,250	75	1,693
Linn	1,588	0	1,841	752	4,180
Lyon	1,260	0	2,160	347	3,767
Miami	584	0	278	848	1,710
Morris	878	0	1,329	427	2,634
Osage	2,904	0	4,814	691	8,410
Shawnee	925	282	378	144	1,728
Wabaunsee	596	97	5,201	239	6,134
Total	14,410	547	35,904	4,495	55,356



2021 Land Sale Information – By County



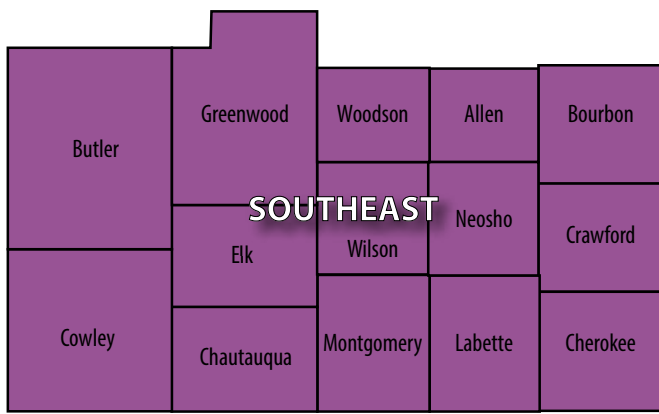
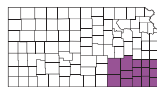
Non-irrigated Cropland

County	Average	Minimum	Maximum
Coffey	2,739	935	3,948
Franklin	3,408	2,998	4,559
Linn	3,177	2,495	3,602
Lyon	2,357	1,720	3,288
Miami	5,425	3,156	7,639
Osage	2,346	1,882	3,000
Shawnee	3,691	2,298	3,996
Total	3,045	899	7,639

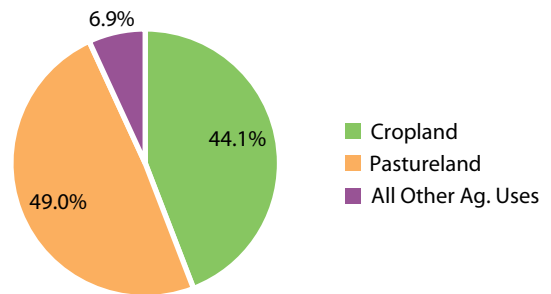
Pasture/Hay Ground

County	Average	Minimum	Maximum
Anderson	2,619	433	3,499
Chase	2,148	1,852	2,476
Coffey	2,406	1,704	2,884
Franklin	3,331	1,413	5,756
Geary	2,565	1,539	4,558
Linn	2,972	2,028	3,802
Lyon	1,880	639	2,686
Miami	4,839	1,661	7,498
Morris	1,854	1,609	2,424
Osage	2,239	1,014	3,776
Wabaunsee	2,263	1,559	2,898
Total	2,667	433	7,498

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2021. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.



Farmland Uses

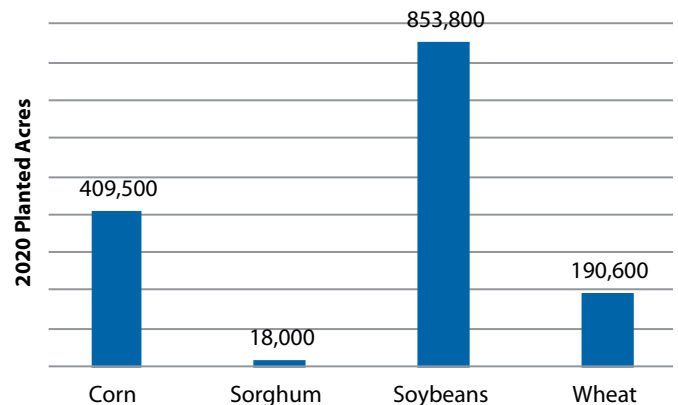


Based on the 2017 Census of Agriculture, All Other Ag. Uses includes "Woodland" and "Other Uses" acreage

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

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

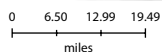
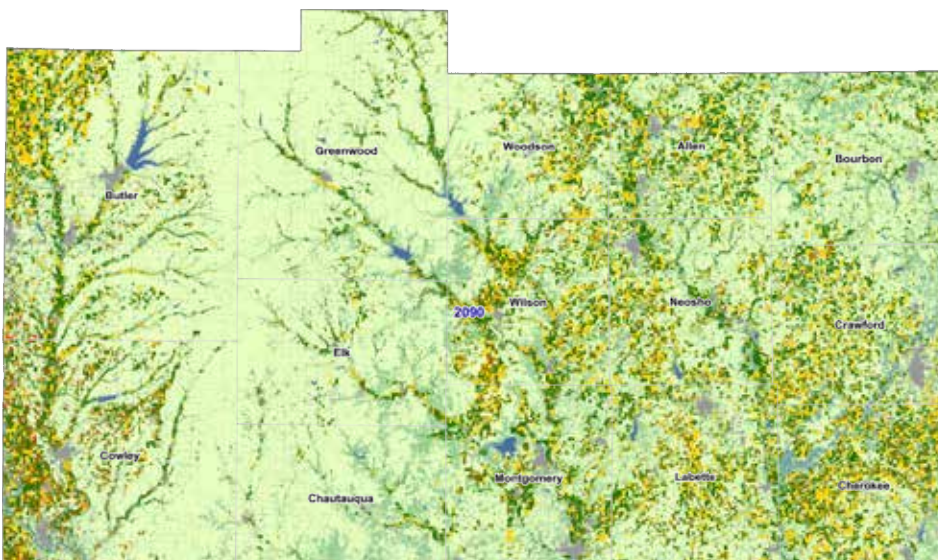
Primary Crops



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



2021 Southeast Kansas Cropland Data Layer



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

Land Cover Categories (by decreasing acreage)

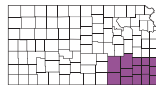
AGRICULTURE*

- Grass/Pasture
- Soybeans
- Corn
- Dbi Crop WinWht/Soybeans
- Other Hay/Non Alfalfa
- Winter Wheat
- Sorghum
- Alfalfa
- Cotton
- Dbi Crop WinWht/Sorghum
- Oats
- Clover/Wildflowers
- Fallow/Idle Cropland
- Other Crops
- Rye
- Sod/Grass Seed

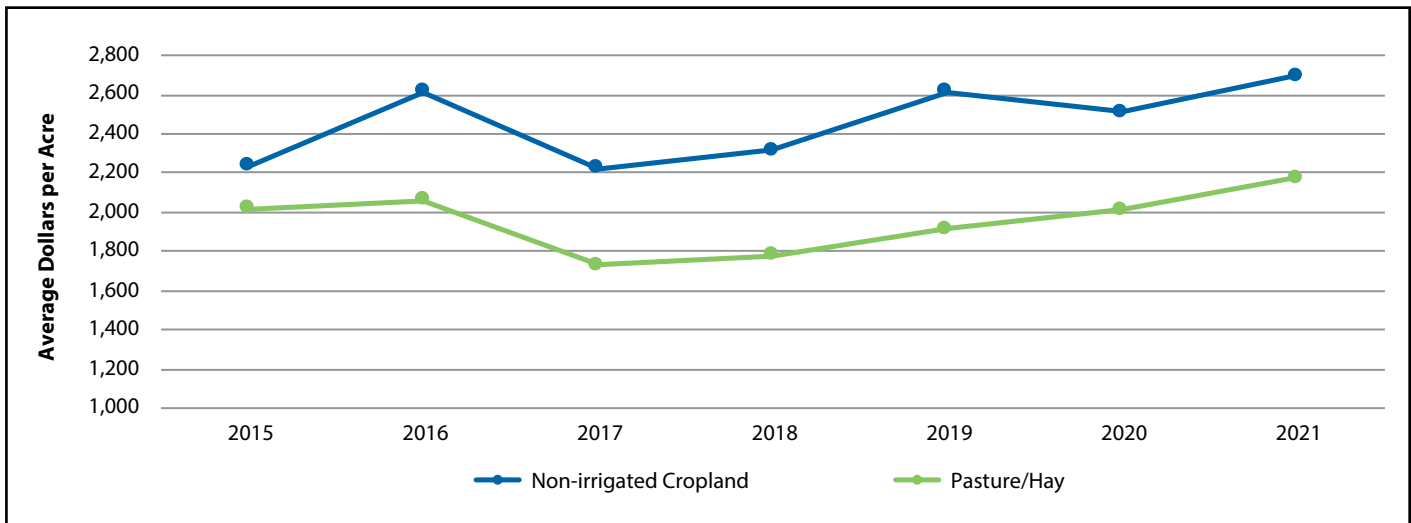
NON-AGRICULTURE**

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

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



Trends in Average Land Value – By Type

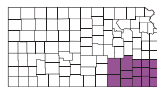


Type	Average Dollars per Acre							% Change in 2021 Dollars per Acre from 2016-2020
	2015	2016	2017	2018	2019	2020	2021	
Non-irrigated Cropland	2,233	2,615	2,223	2,316	2,614	2,513	2,697	9.8%
Pasture/Hay	2,021	2,060	1,732	1,782	1,918	2,011	2,175	14.4%

Non-irrigated cropland in the Southeast region increased 9.8% over the historical 5-year average to a new high of \$2,697 per acre. Most agricultural acres in this region are grassland however, which continue to show recovery from a low in 2017 to a new high of \$2,175 per acre.

Agricultural land sales volume in the Southeast region was up 50% from the previous 5-year average at 71,793 total acres. Large sales volume was seen in Cowley and Greenwood counties. Only 17% of sales in this region were non-irrigated cropland. The majority of sales were of native grass, making up over 75% of the sales volume in 2021.

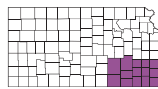
Non-irrigated cropland value, on average, was highest in Butler and Cherokee counties, although limited counties had sufficient non-irrigated cropland sales to report an average. Pasture and hay ground values were highest in Butler and Crawford counties with Woodson and Chautauqua counties having the lowest average value.



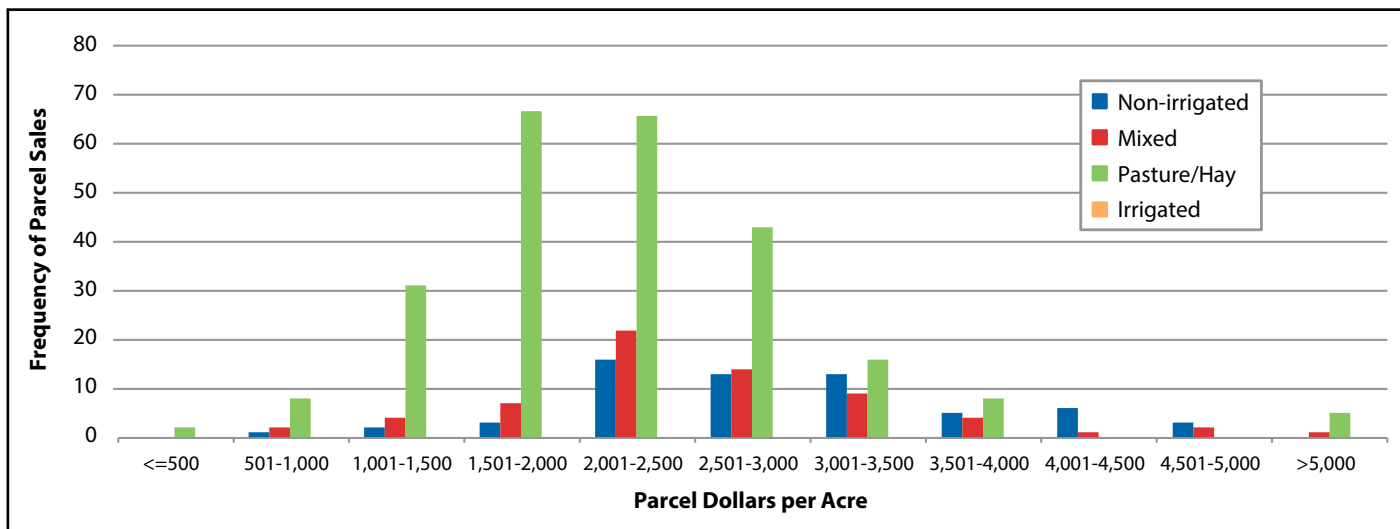
2021 Land Sale Information – By County

County	# of Land Tracts Sold (2021)	Total Acres Sold (2021)	Average Annual Acres Sold (2016-2020)	% Change in 2021 Acreage Sales from 2016-2020 Average
Allen	20	1,970	2,303	-14.5%
Bourbon	42	4,921	5,940	-17.1%
Butler	58	9,594	5,918	62.1%
Chautauqua	51	6,759	4,495	50.4%
Cherokee	18	1,639	1,885	-13.1%
Cowley	67	12,793	4,774	168.0%
Crawford	33	3,755	3,578	4.9%
Elk	26	5,101	1,468	247.4%
Greenwood	65	10,998	4,980	120.9%
Labette	31	2,798	3,074	-9.0%
Montgomery	51	5,143	4,009	28.3%
Neosho	23	2,286	1,680	36.1%
Wilson	16	1,601	2,032	-21.2%
Woodson	17	2,435	1,666	46.2%
Total	518	71,793	47,802	50.2%

County	Dryland Crop Acres Sold (2021)	Irrigated Crop Acres Sold (2021)	Pasture/Native Hay Acres Sold (2021)	Tamegrass Acres Sold (2021)	Total Acres Sold (2021)
Allen	531	0	1,155	284	1,970
Bourbon	1,219	0	3,483	219	4,921
Butler	1,717	0	7,168	708	9,594
Chautauqua	149	0	6,383	227	6,759
Cherokee	741	0	589	309	1,639
Cowley	1,598	119	10,440	636	12,793
Crawford	1,754	0	1,180	821	3,755
Elk	220	0	4,800	81	5,101
Greenwood	669	0	10,233	96	10,998
Labette	1,047	0	1,084	666	2,798
Montgomery	632	0	3,947	565	5,143
Neosho	519	0	1,116	651	2,286
Wilson	822	0	764	15	1,601
Woodson	416	0	1,830	189	2,435
Total	12,034	119	54,171	5,468	71,793



2021 Land Sale Information – By County



Non-irrigated Cropland

County	Average	Minimum	Maximum
Bourbon	2,648	2,000	2,823
Butler	3,095	2,050	4,839
Cherokee	3,098	1,268	4,096
Cowley	2,832	1,857	3,000
Crawford	2,849	947	4,010
Labette	2,103	1,197	2,467
Total	2,697	947	4,969

Pasture/Hay Ground

County	Average	Minimum	Maximum
Allen	2,276	1,625	3,174
Bourbon	2,491	1,789	3,300
Butler	2,946	1,825	6,642
Chautauqua	1,560	329	3,254
Cherokee	2,432	1,556	3,380
Cowley	2,094	649	3,866
Crawford	2,731	1,261	3,928
Elk	2,133	1,293	3,124
Greenwood	1,998	1,006	3,563
Labette	1,953	986	2,648
Montgomery	2,089	1,060	2,739
Neosho	2,498	1,825	3,103
Woodson	1,502	1,016	2,717
Total	2,175	329	6,642

Note: Parcels are classified as non-irrigated, irrigated or pasture/hay ground if 70% or greater of the parcel acres are of that category. County averages, minimums, and maximums are only displayed if greater than four parcels of the listed category sold in that county in 2021. Prices are reported in dollars per parcel acre. Minimum and maximum have not been independently verified and may be subject to special circumstances.



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Greg Knedlik, AFM/Agent
Phone: (785) 541-1076
GKnedlik@FarmersNational.com
Paola, Kansas



Jason Langston, Agent
Phone: (620) 778-1088
JLangston@FarmersNational.com
Parsons, Kansas



Fred Olsen, AFM/Agent
Phone: (620) 285-9131
FOlsen@FarmersNational.com
Manhattan, Kansas



Chris Ostmeyer, AFM/Agent
Phone: (785) 672-8672
COstmeyer@FarmersNational.com
Kechi, Kansas



Cole Owens, AFM/Agent
Phone: (620) 521-1450
COWens@FarmersNational.com
Garden City, Kansas



Van Schmidt, Agent
Phone: (620) 345-6879
VSchmidt@FarmersNational.com
Newton, Kansas



Monty Smith, AFM/Agent
Phone: (785) 623-6701
MSmith@FarmersNational.com
Salina, Kansas



Trevor Smith, AFM/Agent
Phone: (316) 618-4406
TSmith@FarmersNational.com
Winfield, Kansas



Ken Springer, AFM/Agent
Phone: (316) 644-7918
KSpringer@FarmersNational.com
Lee's Summit, Missouri



Keith Tucker, AFM/Agent
Phone: (913) 294-2584
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