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South Dakota Agricultural Land Market Trends, 1991-2018:

Results from the 2018 SDSU Extension South Dakota Farm Real Estate Survey

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South Dakota Farmland Market Trends, 1991-2018

Introduction

The 2018 SDSU Extension Farm Real Estate Market Survey is the 28th annual survey of agricultural land values and cash rental rates by land use and quality in different regions of South Dakota. Reported are results of the survey and a discussion of factors influencing buyer/seller decisions and positive/negative factors impacting farmland markets. The publication of the survey findings was in response to numerous requests by farmland owners, renters, appraisers, lenders, buyers, and others for detailed information on South Dakota farmland markets.

The 2018 estimates are based on reports from 143 responses[1] to the 2018 SDSU Extension survey. Responses are from agricultural lenders, Farm Service Agency officials, rural appraisers, assessors, realtors, professional farm managers, and SDSU Extension field specialists. All are familiar with farm real estate market trends in their localities.

Several modifications were made to the 2018 land value survey. The survey included monthly grazing fees for cow/calf pairs and yearlings. It also included irrigated land and expected capital return rates.

This report contains an overview and may or may not reflect actual land values or cash rental rates unique to specific localities or properties. Readers should use this report as a general reference and rely on local sources for specific details.

South Dakota Agricultural Land Values, 2018

Procedures to estimate and report land values

Respondents to the 2018 South Dakota Farm Real Estate Market Survey estimated the per-acre value of non-irrigated cropland and pastureland in their county. Responses for non-irrigated land uses are grouped into eight agricultural regions (Figure1). The six regions in eastern and central South Dakota correspond with USDA Agricultural Statistics Districts. In western South Dakota, farmland values and cash rental rates are

Central South Dakota pasture
Photo credit: Taylor Grussing

Central South Dakota sunflower
Photo credit: Ruth Beck

[1] Responses are the number of survey schedules completed for one or two counties. A growing number of respondents completed separate survey schedules for different counties. Each completed survey schedule was treated as a survey response. More details are provided in Appendix 1.

reported for the Northwest and Southwest regions. Land values and cash rental rates are reported only for privately owned land and should not be considered as estimated values for tribal lands or federal lands.

The average value per-acre and percent change in value were obtained for each agricultural land use in each region.

Regional differences in agricultural land values are primarily related to major differences in: 1) agricultural land productivity among regions, 2) per-acre values of cropland and pasture/rangeland in each region, and 3) the proportion of cropland and pasture in each region.

Statewide, an estimated 47% of privately owned farmland acres are cropland or hayland and 53% is rangeland or tame pasture. In summary, statewide cropland values are greatly influenced by values estimated in the North-central and the three eastern regions, while statewide pasture/rangeland values are heavily influenced by values reported in regions west of the Missouri River. The reduced number of responses in the three regions west of the Missouri River (South-central, Southwest and Northwest) continues to make it difficult to provide land value and cash rental rate estimates in these regions.

Cash Rental Rates of South Dakota's Agricultural Land

Respondents were asked about annual average cash rental rates per-acre in their locality for non-irrigated cropland and pasture/rangeland (all grass acres). Respondents were also asked to report cash rental rates in their locality for high-productivity and low-productivity land for these land uses. Cash rental rates for each are summarized in Figure 2 and Table 1. The same information is summarized by region and county cluster in Table 2. In some cases, there were too few reports to make cash rental rate estimates at the county cluster level.

The statewide change in average cash rental rates per-acre from 2017 to 2018 was positive for cropland and unchanged for pasture/rangeland (+$3.00 for cropland).

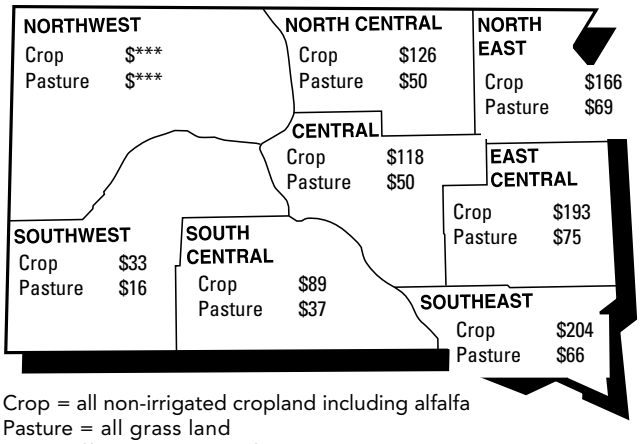
Average cropland cash rental rates increased in four regions (Southeast, Northeast, Central, and Southcentral) with the other regions unchanged or decreasing. Pasture/rangeland rental rates increased slightly (+$2.00) in the Southeast region, but the other regions were unchanged or down (-$1.00 to -$7.00).

Average irrigated cropland cash rental rates were not collected in the 2017 year. However, a decrease in the rental rates in the Southeast, North Central, Central and Western South Dakota occurred between 2016 and 2018 (Table 1).

2018 cash rental rates – non-irrigated cropland

Average cash rental rates in 2018 for non-irrigated cropland varied from $33 to $204 per-acre in the Southwest and Southeast regions (Figure 1 and Table 1).

- Rental rates in Minnehaha-Moody were the highest average cash rental rates for cropland at $231 per-acre (Table 2)
- No cluster breakouts were available for the Southcentral, Southwest and Northwest regions (Table 2)



Crop = all non-irrigated cropland including alfalfa
Pasture = all grass land
*** Insufficient number of reports to make regional estimates

Figure 1. Average cash rental rate of South Dakota non-irrigated cropland and pasture/rangeland, by region, February 2017, dollars per acre.
Source: 2018 South Dakota Farm Real Estate Market Survey, SDSU Extension.

2018 cash rental rates- irrigated cropland

Average cash rental rates in 2018 for irrigated cropland varied from $100-228 per-acre in the Southwest and Southeast regions (Table 1).

- The Southeast had the highest average rental rates for irrigated cropland at $228 per acre.
- Western South Dakota's average irrigated rental rates were $100 per acre

Table 1. Reported cash rental rates of South Dakota agricultural land by type of land by region, 2013-2018.

Type of Land	South-east	East Central	North-east	North Central	Central	South Central	South-west	North-west	State
	dollars per acre								
Nonirrigated Cropland									
Average 2018 rate	$204	$193	$166	$126	$118	$89	$33	***	$139
High Productivity	$244	$236	$211	$179	$154	$116	$38	***	
Low Productivity	$167	$151	$119	$89	$88	$62	$29	***	
Average 2017 rate	$190	$193	$163	$128	$112	$70	$54	$41	$136
Average 2016 rate	$188	$201	$169	$131	$115	$71	$43	$43	$141
Average 2015 rate	$196	$204	$192	$122	$119	$77	$44	$45	$145
Average 2014 rate	$209	$221	$193	$128	$117	$76	$29	$40	$150
Average 2013 rate	$193	$215	$187	$129	$105	$76	$37	$37	$144
Pasture/Rangeland**									
Average 2018 rate	$66	$75	$69	$50	$50	$37	$16	***	$30
High Productivity	$86	$98	$85	$69	$66	$50	$20	***	
Low Productivity	$46	$49	$48	$35	$37	$26	$13	***	
Average 2017 rate	$81	$78	$62	$58	$62	$38	$14	$15	$30
Average 2016 rate	$68	$77	$60	$51	$53	$45	$18	$19	$31
Average 2015 rate	$68	$74	$57	$50	$45	$33	$14	$17	$28
Average 2014 rate	$58	$68	$53	$47	$45	$33	$14	$15	$27
Average 2013 rate	$58	$62	$47	$42	$40	$22	$12	$13	$23

Source: South Dakota Farm Real Estate Market Surveys, SDSU Extension, 2016 and earlier year reports.

Statewide average rental rates are based on 2002 regional land use weights

** In 2017 pasture land variable was redefined and includes all grass acres. Prior to 2017 this number includes all range, but not tame pasture.

*** Insufficient number of reports to make regional estimates

Type of Land	Southeast	East Central	Northeast	North Central	Central	Western
	dollars per acre					
Irrigated land						
Average 2018 rate	$228	$219	$223	$178	$138	$100
High Productivity	$262	$260	$259	$234	$175	$117
Low Productivity	$185	$182	$194	$139	$95	$78
Average 2016 rate	$299	$195	$216	$192	$188	$105
Average 2015 rate	$261	$216	$228	$193	$167	$89
Average 2014 rate	$299	$218	$226	$203	$222	***
Average 2013 rate	$270	$249	$237	$181	$194	$83
Average 2012 rate	$229	$178	***	$181	***	$91

*** Insufficient number of reports to make regional estimates

Source: South Dakota Farm Real Estate Market Surveys, SDSU Extension, 2018 and earlier year reports.

Statewide average rental rates are based on 2002 regional land use weights.

Table 2. County Cluster Cash Rental Rates Reported February, 2013-2018 rates.

	Southeast				East Central			
	All	Clay Lincoln Turner Union	Bon Homme Hutchinson Yankton	Charles Mix Douglas	All	Minnehaha Moody	Brookings Lake McCook	Sanborn Davison Hanson Kingsbury Miner
	dollars per acre							
Nonirrigated Cropland								
Average 2018 rate	$204	$231	$176	$133	$193	$231	$181	$173
High Productivity	$244	$278	$205	$168	$236	$287	$222	$208
Low Productivity	$167	$189	$146	$100	$151	$164	$151	$141
Average 2017 rate	$190	$227	$176	$160	$193	$210	$205	$170
Average 2016 rate	$188	$233	$176	$155	$201	$288	$183	$161
Average 2015 rate	$196	$240	$171	$156	$204	$244	$203	$167
Average 2014 rate	$209	$245	$189	$158	$221	$265	$212	$186
Average 2013 rate	$193	$232	$170	$125	$215	$249	$221	$167
Pasture/Rangeland**								
Average 2018 rate	$66	$74	$61	$48	$75	$80	$78	$70
High Productivity	$86	$98	$77	$63	$98	$106	$98	$93
Low Productivity	$46	$51	$44	$32	$49	$48	$49	$48
Average 2017 rate	$64	$67	$62	$61	$75	$79	$85	$65
Average 2016 rate	$81	$111	$73	$71	$78	$89	$76	$74
Average 2015 rate	$68	$64	***	$64	$77	$81	$77	$72
Average 2014 rate	$68	$72	$65	$64	$74	$77	$71	$73
Average 2013 rate	$58	$69	$53	$45	$68	$74	$61	$68

Source: South Dakota Farm Real Estate Market Surveys, SDSU Extension, 2017 and earlier reports.

Table 2. (continued)

	Northeast				North Central			
	All	Codington Deuel Hamlin	Grant Roberts	Clark Day Marshall	All	Brown Spink	Edmund Faulk McPherson	Campbell Potter Walworth
	dollars per acre							
Nonirrigated Cropland								
Average 2018 rate	$166	$174	$168	$151	$126	$154	$114	$100
High Productivity	$211	$218	$208	$205	$179	$227	$160	$133
Low Productivity	$119	$126	$103	$121	$89	$104	$87	$62
Average 2017 rate	$163	$176	$157	$153	$128	$151	$109	$95
Average 2016 rate	$170	$172	$175	$158	$131	$149	$114	$119
Average 2015 rate	$192	$193	***	***	$122	$151	$106	$89
Average 2014 rate	$193	$199	$203	$174	$128	$151	$104	$96
Average 2013 rate	$187	$202	$190	$165	$129	$151	$109	***
Pasture/Rangeland**								
Average 2018 rate	$69	$66	$69	$61	$50	$55	$53	$31
High Productivity	$85	$93	$81	$81	$69	$76	$71	$51
Low Productivity	$48	$45	$47	$43	$35	$39	$37	$22
Average 2017 rate	$70	$72	$69	$68	$52	$65	$43	$40
Average 2016 rate	$62	$64	$63	$57	$58	$65	$57	$50
Average 2015 rate	$60	$64	***	***	$51	$57	$52	$39
Average 2014 rate	$57	$57	$58	$55	$50	$55	$47	$38
Average 2013 rate	$53	$56	$46	$51	$47	$52	$44	***

Table 2. (continued)

	Central				South Central	South West	North West
	All	Aurora Beadle Jerauld	Buffalo Brule Hand Hyde	Hughes Sully	All*	All*	All*
Nonirrigated Cropland							
Average 2018 rate	$118	$139	$115	***	$89	$33	***
High Productivity	$154	$181	$155	***	$116	$38	***
Low Productivity	$88	$111	$75	***	$62	$30	***
Average 2017 rate	$112	$133	$101	***	$70	$54	$41
Average 2016 rate	$115	$122	$115	$103	$71	$43	$43
Average 2015 rate	$119	$126	$125	$99	$77	$44	$45
Average 2014 rate	$117	$129	$116	$102	$76	$29	$40
Average 2013 rate	$105	$117	***	$98	$76	$37	$37
Pasture/Rangeland**							
Average 2018 rate	$50	$60	$48	***	$37	$16	***
High Productivity	$66	$79	$67	***	$50	$20	***
Low Productivity	$37	$46	$35	***	$25	$13	***
Average 2017 rate	$51	$60	$49	***	$34	$23	$21
Average 2016 rate	$62	$62	$65	$50	$38	$14	$15
Average 2015 rate	$53	$61	$53	$39	$45	$18	$19
Average 2014 rate	$45	$54	$40	***	$33	$14	$17
Average 2013 rate	$45	$53	$50	$30	$33	$14	$15

*** 2017 pasture/rangeland variable has been redefined and includes all grass acres*

**** insufficient number of reports to make estimates at the county cluster level*

No county clusters are reported for the south-central, southwest, and northwest regions.

Table 3. Per-pair and Yearling Monthly rental rates for 2018

	Eastern	Central	South Central	Western
	dollars per month			
Per Pair				
Average value, 2018	$51	$43	$49	$37
High	$63	$55	$62	$55
Low	$37	$28	$36	$30
Yearling				
Average value, 2018	$47	$35	$31	***
High	$58	$48	$43	***
Low	$29	$20	$25	***

*** Insufficient number of reports to make regional estimates

Source: South Dakota Farm Real Estate Market Surveys, SDSU Extension, 2018 and earlier year reports.

Statewide average rental rates are based on 2002 regional land use weights

2018 cash rental rates - rangeland and pasture

Average cash rental rates per-acre reflect regional differences in productivity and carrying capacity of pasture and rangeland tracts. Average cash rental rates vary from $16 per-acre in the Southwest region to $75 per-acre in the East -central region (Figure 1 and Table 2).

- Minnehaha had the highest average pasture/range cash rental rate of $80 per-acre (Table 2)
- No cluster breakouts were available for the South-central, Southwest and Northwest regions (Table 2)

East Central South Dakota cropland
Photo credit: Anthony Bly

2018 Per pair and Yearling monthly grazing rates

Average per pair monthly rental rates for 2018 range from $37 to $51 for the 2018 year. Average yearling rental rates were between $31 and $47 depending on location (Table 3).

Land Values and Changes

For 2018, the statewide average cropland values were essentially unchanged with a +0.9% increase (Table 3). The pasture/rangeland land values have been redefined to include all grass acres. The average state value is up +3.0% for pasture/rangeland.

Cropland values

The weighted average value of South Dakota's non-irrigated cropland (as of February 2018) is $3,937 per-acre, a 0.9% increase from 2017 (Table 3).

Regional cropland values tend to gather in three groups.

- East-central and Southeast regions average values of $6,237 and $6,361 per-acre.
- Northeast, North-central, and Central regions with average cropland values varying from $4,546 to $3,347 per-acre.
- As of February 2018, per-acre cropland values averaged $2,125 in the Southcentral region, $1,207 in the Southwest and $1,369 in the Northwest region (Table 4 and Figure 2).

Cropland values from 2017 to 2018 were basically steady as a state average with a slight increase of +$34 (Table 4).

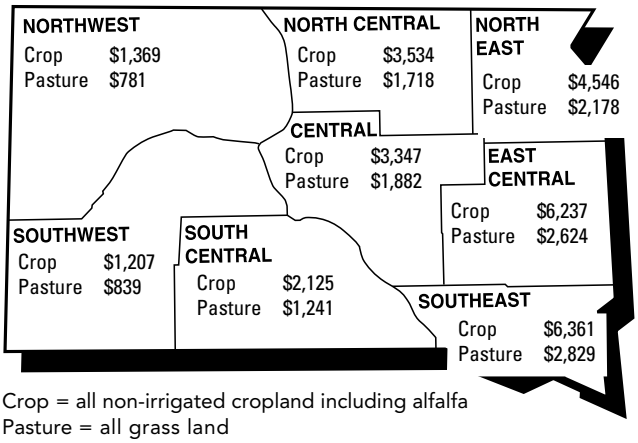
Irrigated cropland values experienced changes from -24.3% to 2.4% between the 2016-2018 years.

- Southeast and East-central region values were between $6,876 and $6,500 respectively
- Western South Dakota had the lowest irrigated land values with an average of $2,035 and a range of $1,575 to $2,488 (Table 4)

Pasture/rangeland (all grass acres)

In February 2018; the value of South Dakota pasture/rangeland averaged $1,252 per-acre, a 3.0% increase compared to values from 2017.

- East-central and Southeast regions $2,624 and $2,829 per-acre.
- Northeast, Northcentral and Central regions varied from $1,712 to $2,178 per-acre.
- The lowest pasture values per-acre occur in the western side of the state varying from $781 to $1,240 (Figure 2 and Table 4).



Crop = all non-irrigated cropland including alfalfa
Pasture = all grass land

Figure 2. Average value of South Dakota cropland and pasture/rangeland, by region, February 2017, dollars per acre.
Source: 2017 South Dakota Farm Real Estate Market Survey, SDSU Extension.

Variation in Land Values by Land Productivity and County Clusters

In this section we report the February 2018 per-acre values of average productivity, high-productivity, and low-productivity cropland, and pasture by region and by county clusters within several regions (Table 5).

- Minnehaha-Moody has the highest average cropland value at $7,575 per acre (Table 5)
- The Southwest region has the lowest average cropland value at $1,207 per acre
- No cluster breakouts were available for the Southcentral, Southwest and Northwest regions (Table 5)

Substantial variation in per-acre land values occurs due to the difference in land productivity in each region as well as other economic factors, such as ease of farming, soil type, etc. (Table 5)

- Minnehaha Moody for average productivity pasture was $3,313 per acre.
- In the Northwest region the average value of Pasture is $781 per-acre (Table 4).
- No cluster breakouts were available for the Southcentral, Southwest and Northwest regions (Table 5).

Pasture/rangeland values varied greatly throughout the state. The values vary based on productivity access to roads, water, facilities, etc.

Rates of Return to South Dakota Agricultural Land

The gross rate of return (gross cash rent as a percent of land value) is used to estimate current rates of return to land. It is calculated from respondent's reported average cash rental rates and their estimated values of leased land. This is a measure of the gross rate of return obtained by landlords, before deduction of property taxes and other landlord expenses. The 1991 to 2018 trend in the gross cash rent-to-value ratio is depicted in Graph 1.

In 2018, the statewide average gross rates of return (rent-to-value ratio) fluctuated somewhat across land use categories:

- 2.4% for pasture/rangeland.
- 3.5% for non-irrigated cropland.

This is the eighth consecutive year that the gross rates of return for cropland has been 4.0% or lower, compared to an average of 5.5% from 2000–2009 and 7.4% during the 1990's (Graph 1). The gross rent to value ratio generally follows interest rates. It is expected that landowners and/or investors can borrow money to purchase land and pay back loans with fixed cash rent income. Thus, the relationship to rental income relative to the rental rate is a primary factor in understanding land values and changes.

Graph 1. Gross Rent-to-Value Ratio 1991-2018

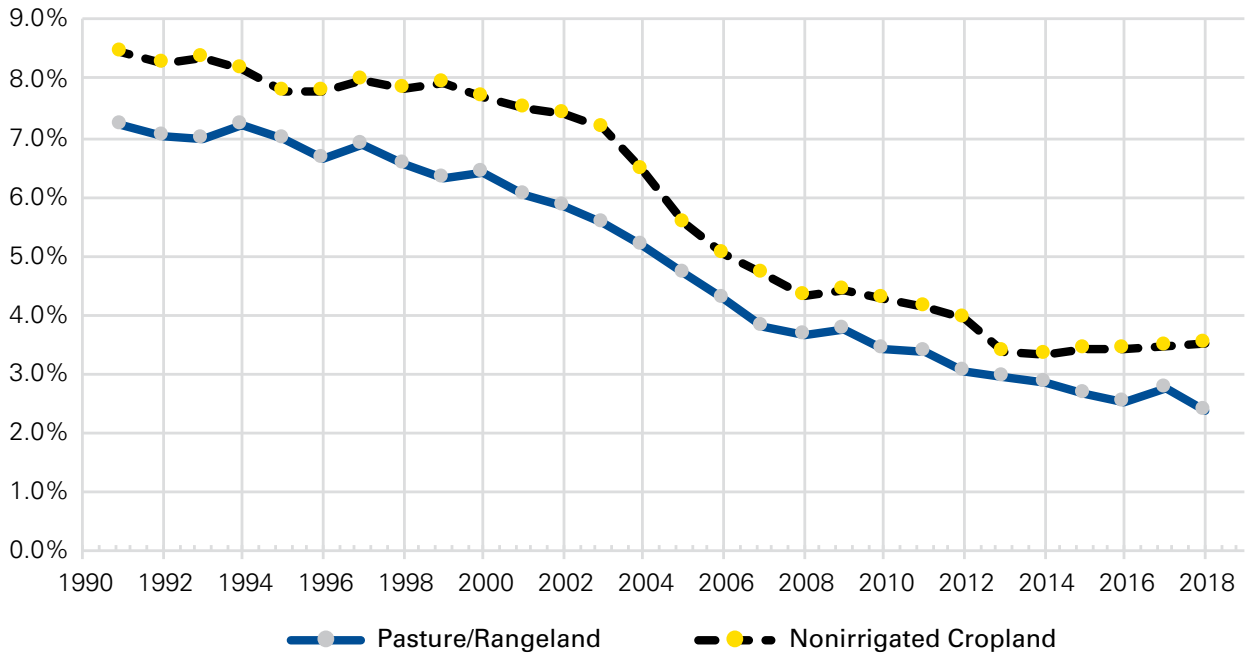


Table 4. Average reported value and annual percentage change in value of South Dakota agricultural land by type of land by region, February 2014-2018.

Type of Land	South-east	East Central	North-east	North Central	Central	South Central	South-west	North-west	STATE
	dollars per acre								
Nonirrigated Cropland									
Average value, 2018	$6,361	$6,237	$4,546	$3,534	$3,347	$2,125	$1,207	$1,369	$3,937
Average value, 2017*	$5,569	$6,160	$4,654	$4,030	$3,291	$2,203	$1,427	$1,142	$3,903
Average value, 2016	$5,653	$6,116	$4,613	$4,177	$3,843	$2,168	$1,264	$1,187	$4,094
Average value, 2015	$5,887	$6,329	$5,066	$4,275	$3,895	$2,283	$1,347	$1,193	$4,265
Average value, 2014	$6,331	$7,114	$5,291	$4,614	$3,953	$2,087	$820	$870	$4,478
Annual % change 18/17	14.2%	1.3%	-2.3%	-12.3%	1.7%	-3.5%	-15.4%	19.9%	0.9%
Pasture/ Rangeland**									
Average value, 2018	$2,829	$2,624	$2,178	$1,718	$1,882	$1,241	$839	$781	$1,252
Average value, 2017**	$2,450	$2,546	$2,089	$1,914	$2,011	$1,150	$887	$650	$1,215
Average value, 2016	$2,566	$2,781	$2,028	$1,957	$2,219	$1,330	$715	$760	$1,222
Average value, 2015	$2,719	$2,727	$2,136	$1,758	$2,100	$1,338	$851	$630	$1,187
Average value, 2014	$2,698	$2,861	$1,859	$1,600	$1,828	$1,187	$571	$436	$987
Annual % change 18/17	15.5%	3.1%	4.3%	-10.2%	-6.4%	7.9%	-5.4%	20.2%	3.0%

Source: 2018 and earlier South Dakota Farm Real Estate Market Surveys

*cropland now includes all alfalfa acres

** 2017 pasture land variable has been redefined and includes all grass acres

Statewide average land values are based on 2002 land use weights

Type of Land	Southeast	East Central	Northeast	North Central	Central	Western
	dollars per acre					
Irrigated land						
Average value, 2018	$6876	$6500	$5417	$4808	$4375	$2035
High Productivity	$7652	$8071	$6667	$6823	$5425	$2488
Low Productivity	$5524	$5000	$4083	$3385	$3250	$1575
Average value, 2016	$6717	$6350	$6143	$5250	$4314	$2688
Average value, 2015	$7330	$6750	***	$7000	$4380	$2450
Average value, 2014	$7940	$7190	$6250	$6340	$4430	$1490
Average value, 2013	$7514	$7589	$6200	$6753	$4469	$1875
Average value, 2012	$6341	$4239	$4140	$4372	***	$1483
Annual % change 16/18	2.4%	2.4%	-11.8%	-8.4%	1.4%	-24.3%

Source: 2018 and earlier South Dakota Farm Real Estate Market Surveys

Statewide average land values are based on 2002 land use weights

Table 5. Average reported value per acre of agricultural land by South Dakota region, county clusters, type of land, and land productivity, February 2013 - 2018.

Agricultural Land Type and Productivity	Southeast				East Central			
	All	Clay Lincoln Turner Union	Bon Homme Hutchinson Yankton	Charles Mix Douglas	All	Minnehaha Moody	Brookings Lake McCook	Sanborn Davison Hanson Kingsbury Miner
	dollars per acre							
Nonirrigated Cropland								
Average 2018	$6,361	$7,490	$5,359	$3,900	$6,237	$7,575	$6,165	$5,148
High Productivity	$7,746	$9,162	$6,447	$4,800	$7,544	$9,256	$7,418	$6,179
Low Productivity	$5,054	$6,000	$4,182	$3,100	$4,818	$5,422	$4,806	$4,310
Average 2017	$5,570	$6,700	$5,427	$4,425	$6,160	$7,265	$6,715	$5,156
Average 2016	$5,653	$6,684	$5,089	$4,563	$6,116	$8,262	$6,119	$4,788
Average 2015	$5,886	$7,138	$5,326	$4,580	$6,329	$7,837	$6,330	$4,912
Average 2014	$6,331	$7,470	$5,800	$4,800	$7,114	$8,592	$6,823	$5,793
Average 2013	$5,903	$7,248	$4,794	$3,893	$6,828	$8,347	$6,666	$5,204
Pasture/Rangeland**								
Average 2018	$2,829	$3,250	$2,470	$2,100	$2,624	$3,313	$2,318	$2,318
High Productivity	$3,569	$4,278	$2,887	$2,733	$3,365	$4,113	$2,959	$3,100
Low Productivity	$2,025	$2,278	$1,843	$1,417	$1,883	$2,325	$1,547	$1,811
Average 2017	$2,450	$2,688	$2,471	$2,175	$2,546	$2,960	$2,400	$2,518
Average 2016	$2,566	$2,567	$2,573	$2,550	$2,781	$3,253	$2,506	$2,667
Average 2015	$2,720	$3,500	$2,581	$2,264	$2,728	$3,233	$2,376	$2,556
Average 2014	$2,698	$2,873	$2,640	$2,500	$2,861	$3,135	$2,652	$2,719
Average 2013	$2,308	$2,713	$2,057	$1,950	$2,765	$3,093	$2,395	$2,748

Source: South Dakota Farm Real Estate Market Survey, SDSU Extension, 2015 and earlier.

** Insufficient number of reports to make estimates by county cluster.

Table 5. (continued)

Agricultural Land Type and Productivity	Northeast				North Central			
	All	Codington Deuel Hamlin	Grant Roberts	Clark Day Marshall	All	Brown Spink	Edmund Faulk McPherson	Campbell Potter Walworth
	dollars per acre							
Nonirrigated Cropland								
Average 2018	$4,546	$4,862	$4,458	$4,470	$3,534	$4,273	$3,235	$3,314
High Productivity	$5,774	$6,089	$5,500	$5,690	$5,036	$6,964	$4,408	$3,979
Low Productivity	$3,154	$3,300	$3,146	$2,960	$2,387	$2,755	$2,148	$2,557
Average 2017	$4,654	$4,761	$4,708	$4,501	$4,030	$4,950	$3,033	$3,033*
Average 2016	$4,613	$4,673	$4,969	$4,300	$4,177	$4,983	$3,604	$3,273
Average 2015	$5,066	$5,093	***	***	$4,274	$5,548	$3,007	$3,525
Average 2014	$5,291	$5,466	$5,467	$4,914	$4,614	$5,593	$3,303	$3,736
Average 2013	$4,843	$5,217	$5,000	$4,250	$4,562	$5,846	$3,068	***
Pasture/Rangeland**								
Average 2018	$2,178	$2,150	$2,253	$2,120	$1,718	$1,955	$1,744	$1,060
High Productivity	$2,905	$2,971	$2,962	$2,740	$2,191	$2,483	$2,181	$1,590
Low Productivity	$1,530	$1,500	$1,562	$1,530	$1,253	$1,373	$1,294	$840
Average 2017	$2,089	$2,241	$2,080	$1,911	$1,914	$2,519	$1,450	$1,383
Average 2016	$2,028	$2,167	$1,900	$1,944	$1,957	$2,354	$1,893	$1,125
Average 2015	$2,136	$2,270	***	$2,004	$1,758	$2,363	$1,343	$1,283
Average 2014	$1,859	$2,033	$1,746	$1,723	$1,600	$1,972	$1,197	$1,236
Average 2013	$1,759	$1,823	$1,761	$1,671	$1,473	$1,824	$1,079	***

Table 5. (continued)

Agricultural Land Type and Productivity	Central				South Central	South West	North West
	All	Aurora Beadle Jerauld	Buffalo Brule Hand Hyde	Hughes Sully	All***	All***	All***
	dollars per acre						
Nonirrigated Cropland							
Average 2018	$3,347	$3,800	$3,250	$3,100	$2,125	$1,207	$1,369
High Productivity	$4,137	$4,600	$4,250	$3,600	$2,640	$1,373	$1,638
Low Productivity	$2,526	$2,800	$2,350	$2,533	$1,695	$1,070	$1,085
Average 2017	$3,291	$3,920	$2,823	***	$2,203	$1,428	$1,142
Average 2016	$3,843	$3,512	$4,267	$3,600	$2,168	$1,264	$1,187
Average 2015	$3,895	$4,180	$3,947	$3,545	$2,283	$1,348	$1,193
Average 2014	$3,953	$4,286	$4,133	$3,379	$2,087	$820	$870
Average 2013	$3,580	$3,833	**	$3,519	$1,994	$900	$792
Pasture/Rangeland**							
Average 2018	$1,892	$2,400	$1,938	$1,408	$1,241	$839	$781
High Productivity	$2,295	$2,720	$2,400	$1,800	$1,641	$992	$942
Low Productivity	$1,485	$1,960	$1,500	$1,067	$853	$704	$646
Average 2017	$2,011	$2,394	$1,771	$1,750	$1,150	$887	$650
Average 2016	$2,219	$2,528	$2,035	$1,750	$1,330	$715	$760
Average 2015	$2,101	$2,230	$2,313	***	$1,338	$852	$630
Average 2014	$1,828	$1,914	$2,079	$1,438	$1,187	$571	$436
Average 2013	$1,636	$2,050	***	$1,128	$994	$529	$444

*** No county clusters are reported for the south-central, southwest, and northwest region.

** 2017 pasture land variable has been redefined and includes all grass acres

* Significance of this variable could not be tested due to low response rates

Southwest South Dakota pasture
Photo credit: Kari O'Neill

Major Reasons for Purchase and Sale of Farmland

Survey respondents were asked to provide a list of major reasons for buying and selling agricultural real estate in their localities. Most (over 85%) of the 2018 respondents provided one or more reasons for the purchase or sale of real estate.

From Graph 2, farm investment and expansion were the top reasons for purchasing farmland.

- Of the total responses, 46% indicated farm expansion as a key reason for purchasing land
- Buying land as a form of investment accounted for 29% of responses
- Purchasing land based on the location accounted for 18% of responses
- Other reasons accounted for 7% of responses

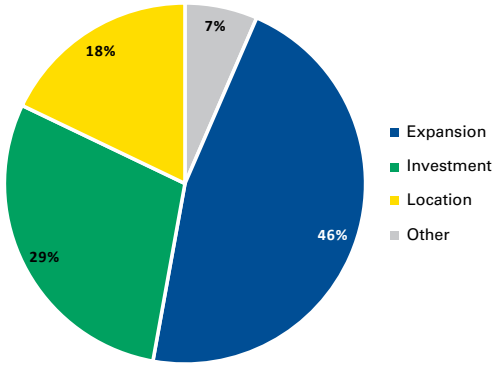
There were several different reasons for sellers offering land for sale. In 2018, estate settlement of farmers and ranchers emerged as the top reason for selling land (Graph 3).

- 43% of the total respondents indicated estate settlement as the most important reason for selling (Graph 3)
- Retirement accounts for 23% of the reasons for selling land
- Increasing liquidity came in at 17% as the third highest reason

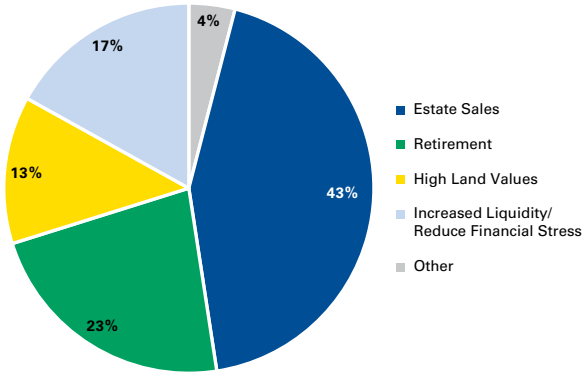
Factors Influencing Farmland Markets in South Dakota

Respondents to the 2018 annual survey were asked to list major positive and negative factors affecting the farm real estate market in their localities. These factors play important roles in explaining changes that occurred in the amount of farmland sold in the past

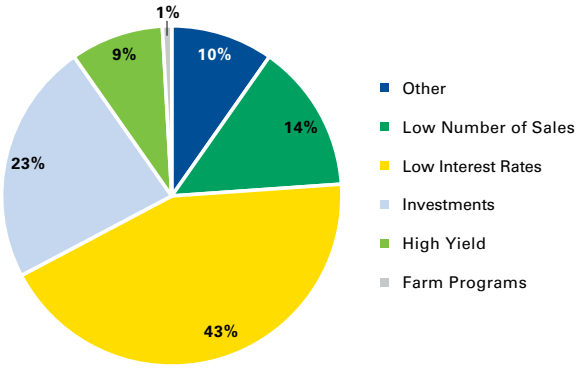
Graph 2. The most important reasons, among BUYERS for purchasing land in 2018



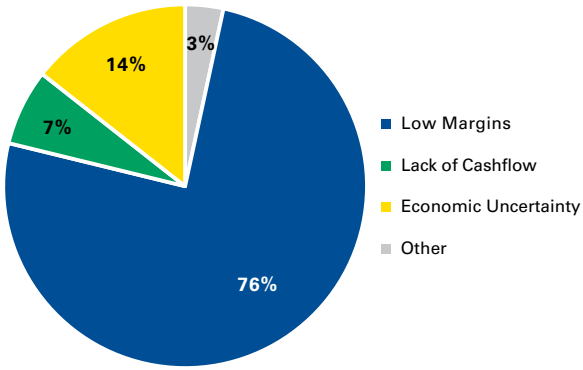
Graph 3. The most important reasons, among SELLERS offering land for sale in 2018



Graph 4. POSITIVE FACTORS impacting the farm real estate market in 2018



Graph 5. NEGATIVE FACTORS impacting the farm real estate market in 2018



year. Also it explains the direction of changes in rental rates and sale prices of farmland. Eighty percent of the survey respondents listed one to three positive or negative reasons (Graph 4).

For positive factors currently impacting the farm real estate market, (Graph 4)

- Forty-three percent of participants indicated low interest rates being a positive factor
- Investment was the second most positive market factor affecting farm market real estate purchases at 23%.

The decline in commodity prices dominated the negative factors in the real estate market. Economic uncertainty and lack of cash flow were also listed (Graph 5).

- Seventy-six percent of respondents indicated low margins as the main reason impacting farm real estate in 2018
- Of the respondents,14% indicated economic uncertainty as a negative factor affecting the farm real estate market

These graphs indicate the most frequently listed factors affecting the real estate market according to survey participants. Other factors effecting the real estate market include interest rates, demand, available cash, supply of land for sale, etc.

Longer Term Perspective on Farmland Market Changes, 1991 – 2018

Since the amount of land devoted to production agriculture has changed little during this 28-year period, the supply of land is considered relatively fixed. As a result, changes in demand for land are the main factors driving its value and market price. Many factors, influence the demand for agricultural land in states, and yields of other risk free assets, or returns from risky assets.

Longer-term historical data from annual SDSU Extension surveys of agricultural land values and cash rental rates in South Dakota from 1991 to 2018 are located in Appendix Tables 2 and 3 of this report. Long-term trends in average annual cash rates of return are shown in Graph 1.

Central South Dakota pasture
Photo credit: Taylor Grussing

Sunrise East Central South Dakota
Photo credit: Ruth Beck

Crop residue grazing Northeast South Dakota
Photo credit: Jack Davis

East Central South Dakota cropland
Photo credit: Anthony Bly

Conclusion

Given current agricultural prices and economic conditions, it will be important to understand that a large range of variability exists throughout the state, in regions and at the county level in terms of land values and rental rates. Land owners and producers will need to have a good idea of the productivity level of their land, as well as their budget requirements when determining rental rates and sale values.

These values and rates are regional and should only be used as a guide and are not an indication of values for specific properties.

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** Reference citations for annual SDSU farm real estate survey reports from 2001 through 2011 are not listed above but were published in print and electronic format. These reports were published as SDSU Agricultural Experiment Station (AES) Circulars 266, 267, 268 269, 270, 271, 272, 273, 275, 276, and 278. Annual reports from 1991 through 2000 were only published in print format. Dr. Janssen and Dr. Pflueger, often in collaboration with an SDSU Economics student, were the co-authors of each annual report from 1991 through 2013.

Appendix I: Survey Methods and Response Characteristics

The primary purpose of the 2018 South Dakota Farm Real Estate Market Survey was to obtain regional and statewide information on 2018 per-acre agricultural land values and cash rental rates by land use and land productivity. In addition, we obtained respondents' assessments of positive and negative factors influencing their local farm real estate market and motivations for buyer/seller decisions.

This year marked a year of changes for the SDSU Extension land value survey. The survey was condensed down to incorporate alfalfa hay into cropland, and pasture/rangeland now incorporates all grass acres including tame pasture. These changes were made to better reflect the current land use in the state. A post card detailing the changes and a QR code and written link was sent to 600 potential respondents at the end of February 2018, with a follow-up email two weeks after and an additional email the end of March. The survey links were also posted in the South Dakota Banker's Association Newsletters and the American Society for Farm Management and Rural Appraisal (ASFMRA).

Potential respondents were persons employed in one of the following occupations: 1) agricultural lenders (senior agricultural loan officers of commercial banks or Farm Credit Service), 2) loan officers or county directors of the USDA Farm Service Agency (FSA), 3) Extension Service agricultural field specialists, and 4) licensed appraisers and assessors. Some appraisers were also realtors or professional farm managers, while some lenders were also appraisers.

Respondents were asked to report land values and cash rental rate information for non-irrigated cropland, rangeland/pastureland in their locality. Nearly one-third of respondents reported land market information for at least two counties. The number of responses exceeded the number of respondents as some persons (primarily appraisers and lenders) completed multiple survey schedules providing different land value and cash rental data for different counties in their trade territory. Overall, a total of 143 respondents provided 169 usable responses (Appendix Table 1).

Regional average land values by land use are simple average (mean) values of usable responses. Statewide average land values by land use are weighted by the relative number of acres in each region in the same land use. All-agricultural land values, regional and statewide, are weighted by the proportion of acres in each agricultural land use. Thus, all-agricultural land values in this report are weighted average values by region and land use. This weighted average approach is analogous to the cost (inventory) approach of estimating farmland values in rural land appraisal.

This approach has important implications in the derivation of statewide average land values and regional all-land values. For example, the two western regions of South Dakota with the lowest average land values have nearly 61% of the state's rangeland acres, 39% of all-agricultural land acres, and only 16% of cropland acres. Our approach increases the relative importance of western South Dakota land values in the final computations and results in lower statewide average land values.

The weighting factors used to develop statewide average land values are based on estimates of non-irrigated agricultural land use for privately owned farmland in South Dakota. It excludes agricultural land (mostly rangeland) leased from tribal or federal agencies, which is mostly located in the western and central regions of the state. Irrigated land is also excluded from regional and statewide all-land values. The land-use weighting factors were developed from county-level data in the 2002 South Dakota Census of Agriculture and other sources.

Regional average rental rates by land use are simple average (mean) values of usable responses. Statewide average cash rental rates for each land use are weighted by 1) the relative number of acres in each land use and 2) the proportion of farmland acres leased in each region based on 2002 Census of Agriculture data.

Appendix Table 1. Participants main occupation

Extension	0%
Bank Loan Officer	21%
Farm Service Agency	26%
Realtor/Broker	1%
Appraiser	38%
Assessor	6%
Insurance agent	0%
Other	8%

Appendix II. Historical Data on Agricultural Land Values and Cash Rental Rates by land use by region, SD, 1991-2017 (appendix table 2 and 3)

Appendix Table 2. Average reported value and annual percentage change in value of South Dakota agricultural land by type of land by region, February, 1991-2018.

Type of Land	South-east	East Central	North-east	North Central	Central	South Central	South-west	North-west	STATE
All Agricultural Land (nonirrigated)	**dollars per acre**								
Average value, 2017	$4,808	$5,030	$3,864	$3,256	$2,725	$1,822	$988	$733	$2,460
Average value, 2016	$4,752	$5,069	$3,661	$3,182	$3,080	$1,584	$827	$836	$2,444
Average value, 2015	$4,995	$5,186	$3,940	$3,226	$3,035	$1,634	$964	$737	$2,505
Average value, 2014	$5,385	$5,763	$3,962	$3,319	$2,931	$1,461	$620	$512	$2,470
Average value, 2013	$4,954	$5,504	$3,684	$3,217	$2,678	$1,294	$606	$536	$2,328
Average value, 2012	$4,014	$3,890	$2,587	$2,325	$2,257	$917	$461	$369	$1,742
Average value, 2011	$2,900	$3,332	$2,274	$1,720	$1,450	$781	$459	$342	$1,374
Average value, 2010	$2,447	$2,712	$2,006	$1,487	$1,268	$648	$411	$329	$1,179
Average value, 2009	$2,355	$2,634	$1,863	$1,270	$1,246	$690	$413	$307	$1,121
Average value, 2008	$2,168	$2,473	$1,714	$1,179	$1,152	$642	$378	$295	$1,041
Average value, 2007	$1,768	$1,946	$1,422	$945	$899	$521	$322	$285	$850
Average value, 2006	$1,583	$1,643	$1,174	$849	$803	$462	$286	$256	$743
Average value, 2005	$1,372	$1,427	$1,029	$736	$711	$414	$275	$211	$650
Average Value, 2004	$1,147	$1,162	$779	$629	$594	$377	$223	$192	$541
Average value, 2003	$1,017	$903	$641	$549	$522	$309	$200	$177	$461
Average value, 2002	$930	$875	$560	$501	$424	$313	$202	$150	$421
Average value, 2001	$893	$785	$519	$450	$373	$284	$167	$143	$384
Average value, 2000	$794	$673	$492	$404	$352	$286	$167	$131	$352
Average value, 1999	$740	$644	$452	$378	$345	$273	$166	$122	$331
Average value, 1998	$772	$610	$452	$353	$346	$280	$155	$117	$328
Average value, 1997	$665	$591	$432	$323	$302	$241	$139	$111	$298
Average value, 1996	$643	$522	$414	$294	$296	$217	$126	$115	$280
Average value, 1995	$633	$473	$419	$279	$264	$222	$130	$103	$268
Average value, 1994	$567	$497	$393	$293	$255	$191	$112	$94	$250
Average value, 1993	$548	$498	$399	$254	$233	$199	$111	$90	$241
Average value, 1992	519	474	368	259	223	186	104	89	231
Average value, 1991	526	466	362	227	225	177	97	84	223
Av annual % change 17/91	8.9%	9.6%	9.5%	10.8%	10.1%	9.4%	9.3%	8.7%	9.7%
Annual % change 17/16	1.2%	-0.8%	5.5%	2.3%	-11.5%	15.0%	19.5%	-12.3%	0.7%
Nonirrigated Cropland*	**dollars per acre**								
Average value, 2018	$6,361	$6,237	$4,546	$3,534	$3,347	$2,125	$1,207	$1,369	$3,937
Average value, 2017	$5,569	$6,700	$4,654	$4,030	$3,291	$2,203	$1,427	$1,142	$3,903
Average value, 2016	$5,653	$6,116	$4,613	$4,177	$3,843	$2,168	$1,264	$1,187	$4,094
Average value, 2015	$5,887	$6,329	$5,066	$4,275	$3,895	$2,283	$1,347	$1,193	$4,265
Average value, 2014	$6,331	$7,114	$5,291	$4,614	$3,953	$2,087	$820	$870	$4,478
Average value, 2013	$5,903	$6,828	$4,843	$4,562	$3,580	$1,994	$900	$792	$4,249
Average value, 2012	$4,817	$4,734	$3,369	$3,026	$2,946	$1,348	$677	$496	$3,084
Average value, 2011	$3,402	$4,024	$2,918	$2,301	$1,866	$1,115	$625	$483	$2,389
Average value, 2010	$2,841	$3,291	$2,560	$1,945	$1,644	$967	$560	$474	$2,030
Average value, 2009	$2,741	$3,155	$2,305	$1,673	$1,577	$1,007	$596	$428	$1,900
Average value, 2008	$2,510	$2,894	$2,076	$1,532	$1,450	$904	$502	$399	$1,733
Average value, 2007	$1,999	$2,244	$1,762	$1,187	$1,086	$702	$426	$367	$1,375
Average value, 2006	$1,817	$1,914	$1,448	$1,088	$986	$612	$387	$342	$1,211
Average Value, 2005	$1,556	$1,659	$1,255	$967	$871	$568	$383	$316	$1,064
Average Value, 2004	$1,315	$1,346	$973	$822	$705	$541	$318	$294	$882
Average value, 2003	$1,156	$1,040	$793	$716	$631	$443	$290	$281	$743
Average value, 2002	$1,057	$1,019	$691	$665	$524	$445	$311	$244	$684
Average value, 2001	$1,023	$911	$652	$592	$456	$423	$245	$223	$626
Average value, 2000	$910	$785	$620	$520	$436	$417	$248	$208	$567
Average value, 1999	$866	$756	$565	$488	$435	$402	$246	$202	$534
Average value, 1998	$903	$728	$564	$452	$434	$399	$241	$200	$534
Average value, 1997	$777	$699	$535	$412	$386	$348	$217	$188	$486
Average value, 1996	$751	$613	$514	$372	$371	$317	$214	$191	$455
Average value, 1995	$732	$555	$522	$353	$332	$326	$237	$185	$437
Average value, 1994	$661	$590	$488	$382	$331	$289	$218	$169	$426
Average value, 1993	$655	$595	$497	$326	$305	$302	$197	$163	$412
Average value, 1992	$616	$574	$460	$342	$300	$287	$196	$167	$400
Average value, 1991	$623	$554	$450	$294	$300	$272	$185	$153	$384
Av annual % change 18/91	9.0%	9.4%	8.9%	9.6%	9.3%	7.9%	7.2%	8.5%	9.0%
Annual % change 18/17	14.2%	-6.9%	-2.3%	-12.3%	1.7%	-3.5%	-15.4%	19.9%	0.9%

Source: South Dakota Farm Real Estate Market Surveys, SDSU Extension, 2016 and earlier.
Statewide values by land use are based on 2002 regional land use weights

Appendix Table 2. (continued)

Type of Land	South-east	East Central	North-east	North Central	Central	South Central	South-west	North-west	STATE
Pasture (all grass)**	dollars per acre								
Average value, 2018	$2,829	$2,624	$2,178	$1,712	$1,892	$1,240	$839	$781	$1,252
Average value, 2017	$2,450	$2,546	$2,089	$1,914	$2,011	$1,150	$887	$650	$1,215
Average value, 2016	$2,566	$2,781	$2,028	$1,957	$2,219	$1,330	$715	$760	$1,222
Average value, 2015	$2,719	$2,727	$2,136	$1,758	$2,100	$1,338	$851	$630	$1,187
Average value, 2014	$2,698	$2,861	$1,859	$1,600	$1,828	$1,187	$571	$436	$987
Average value, 2013	$2,308	$2,765	$1,759	$1,473	$1,636	$994	$529	$444	$909
Average value, 2012	$1,930	$2,108	$1,345	$1,387	$1,493	$724	$401	$341	$737
Average value, 2011	$1,589	$1,779	$1,217	$950	$1,011	$634	$409	$309	$611
Average value, 2010	$1,339	$1,536	$1,070	$875	$865	$514	$365	$296	$540
Average value, 2009	$1,258	$1,458	$1,125	$755	$898	$570	$358	$277	$530
Average value, 2008	$1,239	$1,539	$1,100	$714	$836	$544	$339	$271	$508
Average value, 2007	$1,073	$1,293	$889	$634	$708	$448	$295	$265	$448
Average value, 2006	$925	$1,055	$751	$548	$599	$397	$255	$234	$386
Average value, 2005	$781	$844	$667	$458	$552	$346	$241	$185	$332
Average value, 2004	$684	$764	$465	$396	$456	$312	$196	$167	$283
Average value, 2003	$609	$580	$389	$345	$397	$257	$176	$153	$246
Average value, 2002	$538	$543	$353	$297	$325	$260	$172	$127	$221
Average value, 2001	$488	$478	$315	$270	$284	$232	$143	$124	$198
Average value, 2000	$456	$417	$297	$253	$265	$235	$143	$111	$187
Average value, 1999	$405	$386	$276	$241	$255	$220	$143	$102	$177
Average value, 1998	$408	$346	$274	$226	$256	$231	$130	$98	$172
Average value, 1997	$364	$354	$268	$204	$214	$197	$116	$92	$155
Average value, 1996	$336	$311	$250	$194	$214	$177	$100	$97	$147
Average value, 1995	$354	$303	$247	$184	$197	$180	$101	$83	$140
Average value, 1994	$319	$283	$228	$184	$190	$149	$85	$80	$128
Average value, 1993	$283	$276	$232	$169	$175	$157	$89	$76	$125
Average value, 1992	$271	$267	$209	$163	$159	$145	$80	$74	$117
Average value, 1991	$268	$271	$205	$147	$163	$137	$74	$69	$112
Av annual % change 18/91	9.1%	8.8%	9.1%	9.5%	9.5%	8.5%	9.4%	9.4%	9.4%
Annual % change 18/17	15.5%	3.1%	4.3%	-10.6%	-5.9%	7.8%	-5.4%	20.2%	3.0%
Pasture (tame, improved)	dollars per acre								
Average value, 2016	$2,811	$2,988	$2,309	$2,067	$2,320	$1,431	$712	$802	$1,704
Average value, 2015	$2,945	$2,908	$2,545	$2,224	$2,557	$1,500	$943	$769	$1,820
Average value, 2014	$2,968	$3,098	$2,244	$1,958	$2,220	$1,309	$596	$483	$1,603
Average value, 2013	$2,721	$3,176	$2,074	$1,778	$2,222	$1,129	$571	$523	$1,542
Average value, 2012	$2,275	$2,371	$1,678	$1,550	$1,772	$844	$431	$373	$1,218
Average value, 2011	$1,726	$2,082	$1,494	$1,161	$1,179	$762	$465	$344	$1,011
Average value, 2010	$1,480	$1,629	$1,178	$991	$1,061	$650	$429	$320	$854
Average value, 2009	$1,378	$1,802	$1,373	$827	$1,042	$571	$429	$314	$857
Average value, 2008	$1,365	$1,675	$1,304	$795	$943	$571	$384	$307	$809
Average value, 2007	$1,167	$1,461	$987	$698	$760	$524	$303	$297	$684
Average value, 2006	$1,085	$1,166	$843	$598	$711	$425	$283	$282	$596
Average Value, 2005	$937	$1,018	$730	$465	$610	$397	$291	$227	$519
Average Value, 2004	$754	$818	$517	$424	$518	$337	$217	$198	$420
Average value, 2003	$683	$710	$448	$389	$493	$294	$191	$163	$372
Average value, 2002	$639	$607	$391	$327	$345	$287	$193	$156	$327
Average value, 2001	$564	$522	$342	$301	$332	$258	$176	$153	$297
Average value, 2000	$516	$481	$334	$289	$303	$268	$167	$144	$279
Average value, 1999	$453	$437	$314	$266	$290	$240	$161	$125	$256
Average value, 1998	$461	$406	$297	$264	$302	$272	$161	$120	$254
Average value, 1997	$416	$373	$299	$236	$265	$222	$138	$114	$230
Average value, 1996	$379	$358	$279	$231	$258	$188	$127	$115	$217
Average value, 1995	$385	$346	$262	$218	$214	$214	$117	$102	$206
Average value, 1994	$371	$335	$251	$200	$224	$194	$109	$93	$196
Average value, 1993	$326	$333	$249	$194	$194	$193	$104	$98	$188
Average value, 1992	$328	$306	$257	$194	$190	$176	$100	$88	$182
Average value, 1991	$315	$325	$252	$170	$199	$163	$92	$94	$179
Av annual % change 16/91	9.1%	9.3%	9.3%	10.5%	10.3%	9.1%	8.5%	9.0%	9.4%
Annual % change 16/15	-4.6%	2.8%	-9.3%	-7.1%	-9.3%	-4.6%	-24.5%	4.3%	-6.4%

Appendix Table 2. (continued)

Type of Land	South-east	East Central	North-east	North Central	Central	South Central	South-west	North-west	STATE
Hayland	dollars per acre								
Average value, 2016	$3,597	$4,226	$2,921	$2,293	$3,125	$1,733	$1,005	$951	$2,469
Average value, 2015	$4,030	$4,220	$2,675	$2,687	$2,755	$1,843	$1,166	$917	$2,535
Average value, 2014	$4,762	$4,598	$2,466	$2,458	$2,525	$1,630	$640	$590	$2,458
Average value, 2013	$4,196	$4,003	$2,639	$2,223	$2,552	$1,453	$678	$610	$2,285
Average value, 2012	$3,337	$3,008	$1,638	$1,905	$2,143	$1,039	$559	$407	$1,758
Average value, 2011	$2,401	$2,742	$1,590	$1,301	$1,300	$854	$552	$400	$1,377
Average value, 2010	$2,158	$2,074	$1,581	$1,202	$1,121	$681	$473	$391	$1,195
Average value, 2009	$2,098	$2,116	$1,387	$962	$1,109	$720	$488	$373	$1,142
Average value, 2008	$1,871	$2,127	$1,347	$939	$1,050	$649	$450	$334	$1,079
Average value, 2007	$1,659	$1,637	$1,028	$750	$815	$525	$356	$327	$875
Average value, 2006	$1,383	$1,371	$831	$640	$758	$499	$346	$300	$758
Average value, 2005	$1,312	$1,203	$780	$515	$612	$451	$324	$270	$675
Average value, 2004	$1,008	$992	$586	$432	$516	$391	$265	$245	$549
Average value, 2003	$932	$770	$488	$379	$486	$310	$228	$227	$474
Average value, 2002	$863	$770	$412	$352	$375	$325	$238	$204	$439
Average value, 2001	$844	$735	$359	$332	$337	$281	$201	$181	$406
Average value, 2000	$722	$577	$330	$317	$310	$293	$203	$175	$365
Average value, 1999	$619	$562	$317	$278	$293	$294	$194	$163	$340
Average value, 1998	$668	$504	$330	$265	$295	$291	$178	$149	$335
Average value, 1997	$553	$507	$316	$262	$253	$258	$169	$150	$307
Average value, 1996	$568	$451	$314	$219	$273	$232	$156	$146	$293
Average value, 1995	$562	$365	$336	$213	$229	$230	$164	$145	$279
Average value, 1994	$489	$409	$279	$235	$237	$204	$137	$124	$263
Average value, 1993	$435	$398	$275	$188	$205	$204	$140	$121	$244
Average value, 1992	$416	$336	$237	$179	$197	$193	$135	$119	$226
Average value, 1991	$461	$358	$252	$169	$190	$197	$126	$122	$233
Av annual % change 16/91	8.6%	10.4%	10.3%	11.0%	11.9%	9.1%	8.7%	8.6%	9.9%
Annual % change 16/15	-10.7%	0.1%	9.2%	-14.7%	13.4%	-6.0%	-13.8%	3.7%	-2.6%

Appendix Table 3. Reported cash rental rates of South Dakota agricultural land by type of land use by region, 1991-2018.

Type of Land	South-east	East Central	North-east	North Central	Central	South Central	South-west	North-west	State
	dollars per acre								
Nonirrigated Cropland									
Average 2018 rate	$204	$193	$166	$126	$118	$89	$33	***	$139
Average 2017 rate	$190	$193	$163	$128	$112	$70	$54	$41	$136
Average 2016 rate	$188	$201	$169	$131	$115	$71	$43	$43	$141
Average 2015 rate	$196	$204	$192	$122	$119	$77	$44	$45	$145
Average 2014 rate	$209	$221	$193	$128	$117	$76	$29	$40	$150
Average 2013 rate	$193	$215	$187	$129	$105	$76	$37	$37	$144
Average 2012 rate	$166	$185	$137	$110	$96	$64	$34	$31	$122
Average 2011 rate	$132	$153	$119	$89	$70	$53	$31	$29	$99
Average 2010 rate	$117	$133	$106	$75	$67	$38	$27	$24	$87
Average 2009 rate	$115	$129	$97	$73	$67	$43	$28	$24	$84
Average 2008 rate	$102	$109	$88	$66	$62	$37	$25	$24	$75
Average 2007 rate	$92	$92	$78	$57	$49	$33	$23	$22	$65
Average 2006 rate	$89	$83	$71	$54	$46	$34	$25	$21	$61
Average 2005 rate	$87	$83	$66	$49	$46	$32	$25	$23	$59
Average 2004 rate	$84	$79	$65	$48	$43	$34	$23	$21	$57
Average 2003 rate	$79	$75	$60	$45	$41	$29	$22	$21	$53
Average 2002 rate	$77	$70	$58	$42	$36	$29	$23	$20	$51
Average 2001 rate	$73	$65	$52	$38	$35	$27	$20	$18	$47
Average 2000 rate	$68	$56	$49	$36	$32	$30	$19	$19	$44
Average 1999 rate	$63	$56	$46	$36	$33	$27	$20	$17	$42
Average 1998 rate	$65	$55	$45	$35	$31	$26	$19	$18	$42
Average 1997 rate	$57	$49	$45	$33	$29	$24	$19	$19	$39
Average 1996 rate	$55	$45	$42	$29	$26	$22	$17	$16	$36
Average 1995 rate	$53	$42	$40	$28	$25	$21	$18	$16	$34
Average 1994 rate	$52	$45	$40	$30	$25	$22	$18	$15	$35
Average 1993 rate	$52	$47	$40	$27	$24	$23	$17	$15	$34
Average 1992 rate	$48	$46	$40	$26	$23	$21	$18	$15	$33
Average 1991 rate	$49	$43	$39	$25	$23	$22	$16	$14	$32
Hayland									
Average 2016 rate	$122	$133	$104	$75	$94	$49	$32	$37	$84
Average 2015 rate	$132	$134	$98	$67	$74	$52	$34	$39	$82
Average 2014 rate	$169	$145	$88	$67	$61	$52	$23	$26	$84
Average 2013 rate	$143	$119	$101	$64	$67	$49	$28	$30	$79
Average 2012 rate	$123	$105	$56	$61	$58	$43	$25	$23	$66
Average 2011 rate	$91	$102	$69	$48	$48	$33	$23	$21	$57
Average 2010 rate	$92	$84	$65	$43	$43	$26	$21	$19	$52
Average 2009 rate	$88	$89	$59	$41	$40	$28	$21	$19	$50
Average 2008 rate	$82	$81	$59	$43	$38	$28	$18	$20	$47
Average 2007 rate	$74	$68	$47	$34	$31	$26	$19	$18	$42
Average 2006 rate	$73	$61	$40	$30	$35	$27	$20	$18	$40
Average 2005 rate	$72	$56	$39	$29	$30	$22	$18	$19	$37
Average 2004 rate	$69	$53	$37	$27	$28	$25	$19	$18	$36
Average 2003 rate	$67	$49	$35	$26	$28	$20	$18	$20	$34
Average 2002 rate	$64	$49	$31	$23	$21	$20	$16	$18	$32
Average 2001 rate	$61	$48	$29	$21	$23	$18	$16	$15	$30
Average 2000 rate	$58	$40	$29	$20	$21	$19	$15	$14	$28
Average 1999 rate	$49	$40	$23	$20	$21	$20	$15	$15	$26
Average 1998 rate	$51	$41	$25	$19	$21	$19	$14	$14	$27
Average 1997 rate	$46	$37	$28	$19	$20	$17	$15	$15	$25
Average 1996 rate	$42	$32	$26	$17	$19	$15	$13	$11	$23
Average 1995 rate	$44	$28	$25	$17	$16	$15	$11	$11	$22
Average 1994 rate	$40	$31	$24	$17	$18	$16	$12	$11	$22
Average 1993 rate	$36	$32	$22	$15	$16	$16	$11	$10	$21
Average 1992 rate	$33	$26	$20	$14	$16	$16	$11	$12	$19
Average 1991 rate	$39	$31	$22	$14	$16	$15	$12	$10	$21

Source: South Dakota Farm Real Estate Market Surveys, SDSU Extension, 2017 and earlier year reports.
Statewide rental rates based on 2002 land use weights

Appendix Table 3. (continued)

Type of Land	South-east	East Central	North-east	North Central	Central	South Central	South-west	North-west	State
	dollars per acre								
Pasture/Rangeland**									
Average 2018 rate	$66	$75	$69	$50	$50	$37	$16	***	$30
Average 2017 rate	$63	$75	$70	$52	$51	$39	$23	$21	$33
Average 2016 rate	$81	$78	$62	$58	$62	$38	$14	$15	$31
Average 2015 rate	$68	$77	$63	$51	$53	$45	$18	$19	$31
Average 2014 rate	$68	$74	$57	$50	$45	$33	$14	$17	$28
Average 2013 rate	$58	$68	$53	$47	$45	$33	$14	$15	$27
Average 2012 rate	$58	$62	$47	$42	$40	$22	$12	$13	$23
Average 2011 rate	$53	$58	$46	$38	$31	$23	$11	$11	$21
Average 2010 rate	$50	$51	$42	$34	$32	$16	$11	$10	$19
Average 2009 rate	$46	$50	$40	$33	$33	$21	$14	$10	$20
Average 2008 rate	$46	$47	$38	$31	$32	$18	$11	$11	$19
Average 2007 rate	$44	$43	$35	$29	$27	$17	$12	$10	$17
Average 2006 rate	$42	$40	$31	$26	$26	$20	$11	$9	$17
Average 2005 rate	$41	$36	$30	$25	$25	$15	$11	$10	$16
Average 2004 rate	$37	$36	$27	$22	$24	$17	$10	$8	$15
Average 2003 rate	$35	$32	$25	$20	$23	$16	$9	$8	$14
Average 2002 rate	$34	$32	$24	$19	$20	$16	$9	$7	$13
Average 2001 rate	$31	$30	$21	$18	$21	$13	$9	$7	$12
Average 2000 rate	$31	$27	$21	$17	$19	$15	$8	$7	$12
Average 1999 rate	$27	$25	$20	$17	$18	$15	$8	$6	$11
Average 1998 rate	$28	$24	$19	$16	$18	$15	$7	$7	$11
Average 1997 rate	$26	$24	$20	$15	$17	$13	$7	$7	$11
Average 1996 rate	$21	$22	$19	$15	$16	$12	$6	$6	$10
Average 1995 rate	$22	$22	$19	$15	$15	$11	$6	$6	$10
Average 1994 rate	$20	$21	$19	$13	$16	$11	$5	$6	$9
Average 1993 rate	$20	$20	$17	$13	$15	$10	$6	$5	$9
Average 1992 rate	$18	$20	$17	$12	$14	$10	$5	$5	$8
Average 1991 rate	$19	$19	$16	$13	$14	$10	$5	$4	$8

** As of 2017 Pasture land including all grass acres is what is reported, prior to 2017 this number includes all range, but not tame pasture
*** Insufficient number of reports
Source: South Dakota Farm Real Estate Market Surveys, SDSU Extension, 2017 and earlier year reports.

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