



Wisconsin Agricultural Land Prices

2015

Lower milk prices and low grain prices combined to drive Wisconsin agricultural land prices lower again in 2015. The WI Department of Revenue transfer return data confirms that agricultural land values have declined in most of the state.

Ag land
values down
3% in 2015.

Wisconsin Agricultural Land Prices 2010-2015

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The weighted average price of agricultural land sold in Wisconsin in 2015 was \$3,833 per acre. This is a 3% decrease from 2014. The acres sold declined by 5% and the number of sales dropped by 8%. Weaker dairy and crop prices helped to dampen demand. With low commodity prices expected in 2016, producer competition for land will likely soften again in 2016.

Farmland is the most valuable asset on most farmer's balance sheet. However, estimating land values is always difficult. There is nothing more unique than an individual parcel of land. While many thousand homes are sold each year, only a small fraction of the state's agricultural land changes hands on the open market in any given year.

Surveys of farmers, bankers, realtors and appraisers are sometimes used to estimate changes in land values. While easy to conduct, these opinion surveys are subjective and can be hard to interpret. News of high priced sales travels quickly – but these sales are often the exceptions and not reflective of the market.

The Wisconsin Department of Revenue (DOR) collects an alternative source of agricultural land sales data. A transfer return tax is collected when a property is sold, and a transfer return form is collected with the tax payment. Information from these transfer return forms is the source for this paper.

Wisconsin's agricultural land values are low compared to some of our highly productive neighboring states – but a larger portion of our land is not suitable for continuous row crop farming and more of our land is used for forage production, woodlots and pasture. The shorter growing season in northern Wisconsin also limits the potential agricultural value of the land.



Figure 1. State-wide Ag Land Value Trends 2010-2015

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² This paper was reviewed by Dr. Simon Jette Nantel, Assistant Professor - UW Center for Dairy Profitability, and Mr. Tom Kriegl, UWEX Professor Emeritus.

While the state average decreased slightly in 2015, there were wide variations in sale price per acre. 18% of the sales were less than \$2000/acre and only 17% of sales had prices above \$6,000/acre. While the high priced sales make good headlines, there were very few sales above \$10,000/acre.

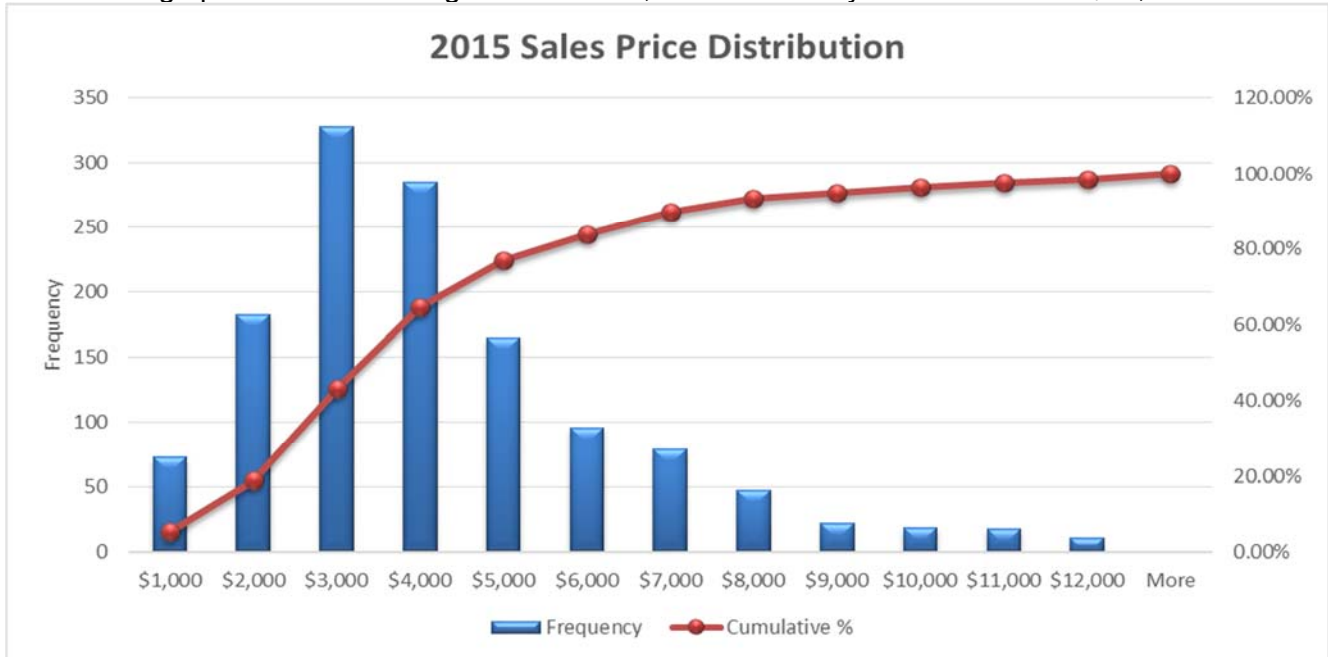


Figure 2. 2015 Distribution of weighted average \$/acre – statewide

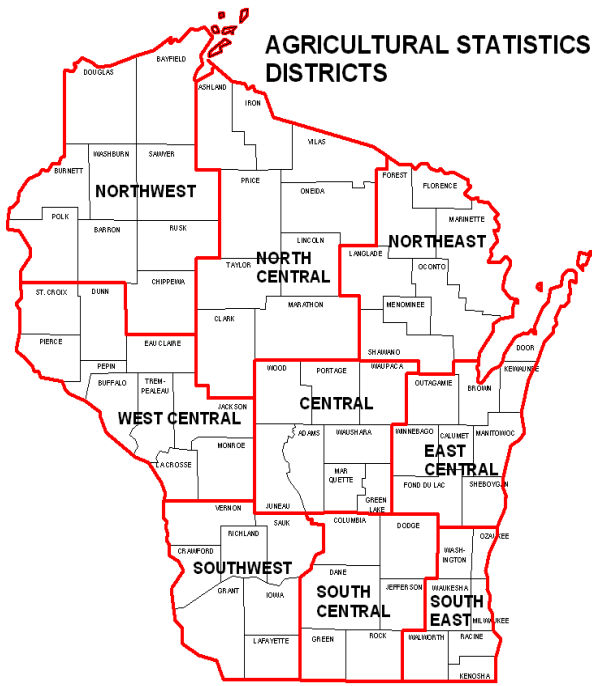
Another way to emphasize the large range in the prices paid for bare land is illustrated in Appendix II. It reports the minimum and maximum sales price/acre for each county and NASS district between 2010–2015.

Methodology

This report is based upon sales of bare land between non-related parties in Wisconsin townships. All parcels were between 35 acres and 2,000 acres. The land was assessed for agricultural use at the time of the sale. Properties with water frontage or more than 30% in managed forest acreage were excluded. There were no retained property rights. In addition, returns with miscellaneous use note references to forestry or mining were excluded. All sales of partial interests in property were excluded from consideration. Finally, land purchased by municipalities or religious groups was removed from the dataset.

The Department of Revenue’s transfer return data is an objective and relatively timely data source for measuring changes in agricultural land values over time. Each year the Wisconsin Agricultural Statistics Service also produces a summary of agricultural land sales – both bare land and improved properties. Because the NASS information has been verified by the state’s equalization assessors, more information is available to separate sales that are being diverted from agricultural uses. The confirmed sales are used for property assessment adjustments.

There are a few differences in our approaches. The NASS summary is not limited to parcels 35 acres and above and includes properties in cities and villages. Land markets can change quickly. Using only the transfer return data enables us to make an earlier assessment of the direction of land values. The NASS reports (which typically are updated in late summer) are another good alternative with more information about tillable land and land diverted from agriculture. The link to obtain the most current land summary is: http://www.nass.usda.gov/Statistics_by_State/Wisconsin/Publications/Land_Sales/.



NASS District Boundaries

Between 2010 and 2015, nearly eight thousand bare agricultural land transfer returns were used to compute weighted average sale prices per acre.

All reported sale prices are weighted averages. Weighted averages reduce the influence of sales with unusually high or low sale prices. Weighted averages are computed by summing the dollars paid for all sales and the total acres sold in the county or NASS unit and then dividing the totals. For example, if four 100-acre tracts sold for \$2000/acre and a 5th sold for \$4000, but was only 50 acres - the weighted average would be $(400 * \$2,000) + (50 * \$4,000) / 450$ or \$2,222/acre as opposed to the simple average of \$2,400.

Location is an important determinant of value. In addition to the state-wide averages, land prices are reported using National Agricultural Statistics Service districts. The adjacent map displays the borders of the various National Agricultural Statistics Service (NASS) districts.

Table 1. Weighted Average Wisconsin Bare Ag Land Sales 2010-2015.

NASS District	2010			2011			2012		
	Sales	Acres	Wt \$/Ac	Sales	Acres	Wt \$/Ac	Sales	Acres	Wt \$/Ac
1 NW District	102	7,040	\$1,746	120	8,490	\$1,974	169	15,482	\$1,941
2 NC District	119	8,169	\$1,858	111	7,738	\$1,973	167	14,354	\$1,920
3 NE District	65	5,154	\$2,549	68	4,263	\$2,525	88	6,548	\$2,661
4 WC District	220	16,415	\$2,854	299	22,979	\$3,243	324	25,421	\$3,131
5 C District	128	10,567	\$2,847	125	8,936	\$2,470	158	11,379	\$3,245
6 EC District	156	10,499	\$3,960	186	13,830	\$4,569	267	18,215	\$5,151
7 SW District	195	17,194	\$3,215	175	14,763	\$3,236	277	22,606	\$3,875
8 SC District	187	18,356	\$4,442	199	16,363	\$4,931	235	17,448	\$5,348
9 SE District	48	3,942	\$5,200	48	3,636	\$5,640	65	5,205	\$5,194
Grand Total	1220	97,336	\$3,251	1331	100,998	\$3,481	1750	136,658	\$3,610
NASS District	2013			2014			2015		
	Sales	Acres	Wt \$/Ac	Sales	Acres	Wt \$/Ac	Sales	Acres	Wt \$/Ac
1 NW District	139	11,001	\$2,434	110	9,594	\$2,386	118	10,752	\$2,423
2 NC District	138	9,585	\$2,353	138	9,788	\$2,672	115	7,232	\$2,602
3 NE District	57	3,728	\$2,946	86	6,044	\$2,900	71	4,727	\$2,832
4 WC District	252	19,483	\$3,561	199	16,686	\$3,648	218	17,543	\$3,226
5 C District	145	11,103	\$2,858	136	10,867	\$3,045	129	9,554	\$3,260
6 EC District	164	12,350	\$5,367	152	10,810	\$6,068	141	9,416	\$7,036
7 SW District	188	14,018	\$3,600	160	12,930	\$3,857	171	15,005	\$3,531
8 SC District	177	13,761	\$5,429	174	13,683	\$5,761	160	12,925	\$5,174
9 SE District	67	5,309	\$6,410	39	3,394	\$5,882	53	3,653	\$5,617
Grand Total	1327	100,338	\$3,856	1194	93,796	\$3,996	1176	90,807	\$3,883

Table 1 reports the number of sales, the number of acres sold and the average price (\$/acre) in each of the nine NASS reporting districts. (Complete county details are included in Appendix I.) In 2015, there were fewer acres transferred in 6 out of the 9 NASS districts. Be aware that even within districts or even counties with mostly homogeneous soil types and topography there are wide variations in the value of individual parcels.

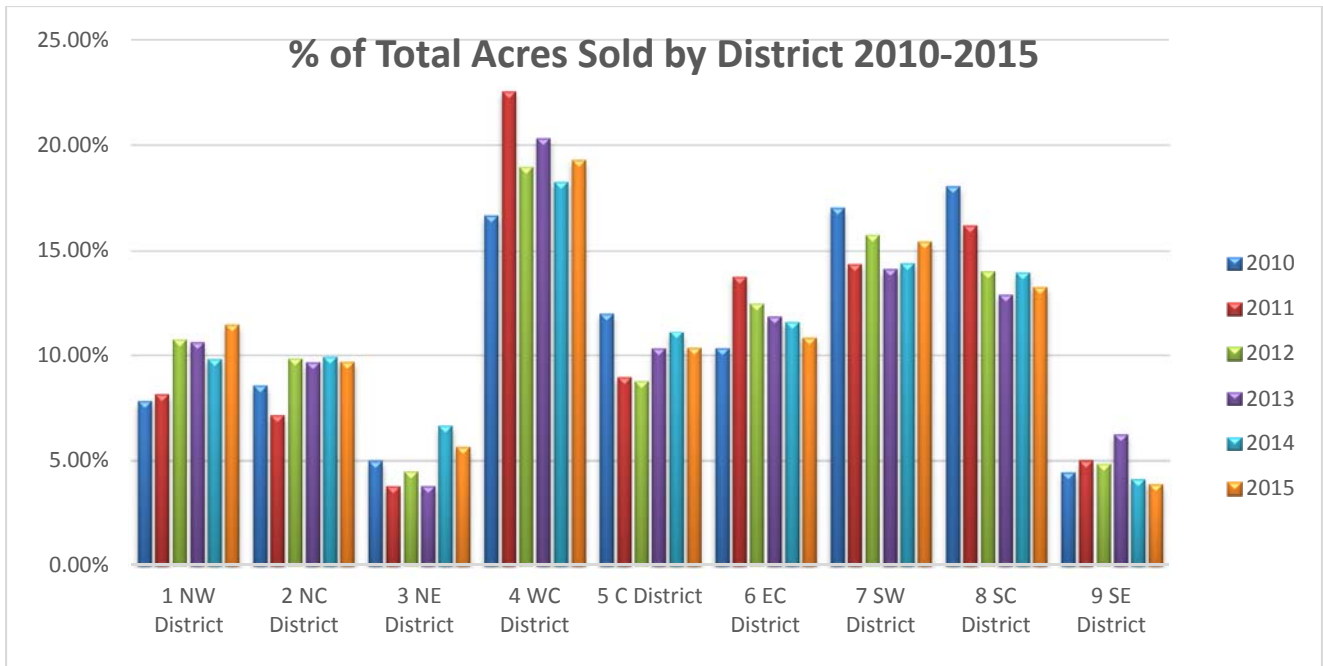


Figure 3. Relative % of Land Sold by District

Figure 3 displays the percentage of total land area sales by NASS District. Southeast and Northeast districts have had the least agricultural land sold over recent years. Southeast WI is influenced by urban pressures of Milwaukee, Racine and Kenosha. The small acreage in Northeast Wisconsin reflects the large amount of forest and recreation land in that district. The three districts with the largest farm land sales have been the West Central, Southwest and South Central. The total acres sold in 2015 declined approximately 3% from 2014 and nearly 35% from the peak in 2012.

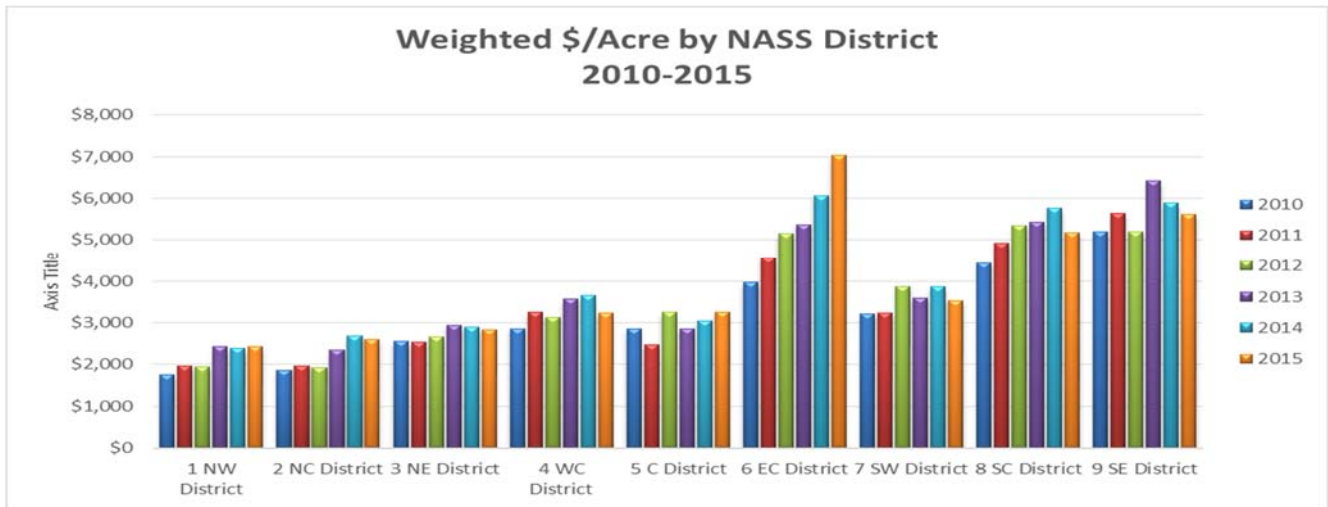


Figure 4. Weighted average price/acre by NASS district.

Figure 4 represents the changes in the weighted average sale price/acre within each of the nine statistical reporting districts over the six-year span. Average land values declined in six of the nine reported areas. The three exceptions were the Northwest, East Central, and Central Districts. The highest average prices paid for ag land were in East Central and Southeastern Wisconsin. There have been very few bare land sales in Southeastern Wisconsin in recent years - which makes it difficult to gauge market value trends. East Central sales saw the largest weighted average price increase in 2015 as a strong dairy industry and land auctions in this case helped to drive up sales prices.

The average price per acre for bare land in the northern districts was nearly unchanged in 2015. East Central Wisconsin continued to see the fastest percentage increase in land values over the past six years. This is also the fastest growing milk production region in the state. The Southwest, South Central and West Central districts experienced declines in average sale prices in 2015. The West Central district sold the most acres and the Northeast district sold the fewest acres.

Land Values vs Rental Rates

State-wide land rental rates are reported annually by NASS. Figure 5 on page six combines the state average land values with reported average rental rates. Even within a county, rental rates are highly variable. Some of the factors which affect rental rates are soil quality, field size, social contracts and demand for nutrient management. The 2015 NASS average rental rate was \$130/acre which is about 3.5% of the state-wide average sale price.

There has been a high demand for additional rented land in recent years and tenants bid up rental rates as a result. The following Wisconsin corn budget for 2016 illustrates the tight profit margins that are likely to exist this year if yields and harvest time prices are typical.

Table 2 is an example of the anticipated input costs associated with producing an acre of corn in 2016. Note that nearly 45% of these costs are inputs and purchased seed, fertilizer and chemicals and another 34% are machinery related expenses like fuel, repairs and depreciation costs which may be hard to estimate for a given year. In the short run these fixed costs can be ignored – but they must be covered in the longer run.

2016 Corn Budget					
Variable Costs					
Input	Units	Cost	Units	Cost/Acre	
NH3	140	\$670	Ton	\$46.90	
AMS	125	\$356	Ton	\$22.25	
K2O	100	\$400	Ton	\$20.00	
Starter	100	\$573	Ton	\$28.65	
Lime	0.5	\$15	Ton	\$7.50	
Seed	30000	\$250	Bag	\$93.75	
Chemicals		\$35		\$35.00	
Insurance		\$20		\$20.00	
Testing & Scouting		\$10		\$10.00	
			Subtotal	\$284.05	45.16%
Field Operations					
Nitrogen Application		\$15		\$15.00	
Spreading Fertilizer		\$5		\$5.00	
Primary Tillage		\$15		\$15.00	
Secondary Tillage		\$15		\$15.00	
Planting		\$25		\$25.00	
Spraying		\$15		\$15.00	
Combining		\$35		\$35.00	
			Subtotal	\$125.00	19.87%
Trucking, Drying and Storage Costs					
Trucking		\$30		\$30.00	
Drying		\$30		\$30.00	
Storage		\$30		\$30.00	
			Subtotal	\$90.00	14.31%
Rent					
				\$130.00	20.67%
			Total Costs	\$629.05	100.00%

Table 2. 2016 Wisconsin Corn Budget³

³ This budget was developed by Mr. Jim Leverich, UWEX On-Farm Research Coordinator.

The returns to labor and management with different yield and corn price assumptions are in table 3. As an example, with these revenue and cost projections (including the state average \$130/acre for rent) an operator would lose \$69 /acre with a yield of 160 bu. and average corn price of \$3.50/bu. In this case renters are not able to cover their full cost of production and must hope for above average yields or improved commodity prices or both. The outlook for 2016 is not encouraging.

Corn Price	Yield/Acre				
	110	135	160	185	210
\$3.00	-\$299	-\$224	-\$149	-\$74	\$1
\$3.25	-\$272	-\$190	-\$109	-\$28	\$53
\$3.50	-\$244	-\$157	-\$69	\$18	\$106
\$3.75	-\$217	-\$123	-\$29	\$65	\$158
\$4.00	-\$189	-\$89	\$11	\$111	\$211

Table 3. Projected net revenue per acre with various yield and price assumptions

In recent years NASS rental rates have averaged between 2.4 and 3.4% of the average state-wide ag land sales prices. Many more acres are rented than sold each year. With narrowing profitability going forward, there has been an increased use of flex lease contracts in the Midwest. Flex leases allow the owner and tenant to share the risks and rewards in good years and bad. (Examples of several types of agricultural leases can be found at <http://www.aglease101.org>.)

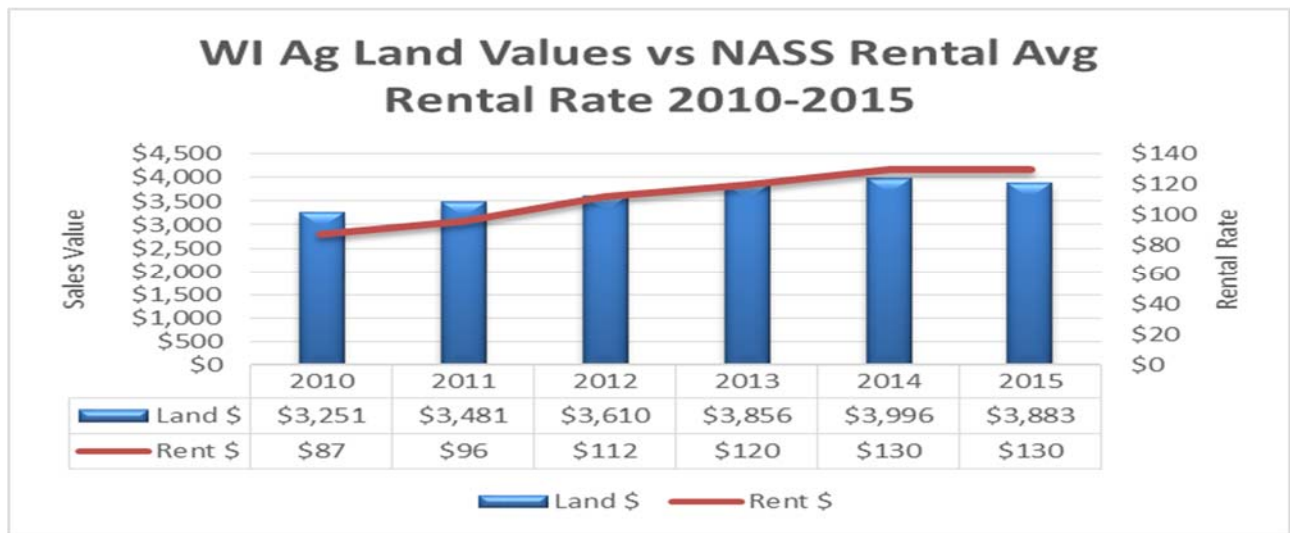


Figure 5 Land Values & NASS Reported Rental Rates

When the average cash rents are combined with land value appreciation, the returns to owning land look better than many other investment alternatives. Rents tend to be “sticky” when commodity prices soften – as we’ve seen in 2014 and 2015. With lower commodity prices experienced in 2015, competition for rental land – especially poor quality rental acres - will soften in 2016.

Types of Agricultural Land Sellers

Ag land ownership structures are changing rapidly in many parts of Wisconsin. Up until the last decade, most property was bought and sold between individual owners or as tenants in common. Table 4 shows the changing percent of agricultural land which has been bought by corporations, limited liability companies (LLC) and limited liability partnerships (LLP).

Selling Entity Type	2010		2011		2012		2013		2014		2015	
	Count	%	Count	%	Count	%	Count	%	Count	%	Count	%
Corporation	71	6%	67	5%	77	4%	49	4%	41	3%	48	4%
Individual	846	69%	922	69%	1223	70%	906	68%	829	69%	792	67%
Limited liability co, trust, other	280	23%	323	24%	425	24%	355	27%	307	26%	324	28%
Partnership	23	2%	19	1%	25	1%	17	1%	17	1%	12	1%
Grand Total	1220	100%	1331	100%	1750	100%	1327	100%	1194	100%	1176	100%

Table 4. WI Percent of Transactions sold by various ownership entities.

Individuals are still the most common sellers although the percentage of acreage sold by LLCs and trusts has increased from 23% to 28% between 2010 and 2015. Land sold by corporations and general partnerships is only a small percentage of the total. As farming operations become larger and real estate ownership interests more dispersed, it is expected that sole proprietorships will become less prevalent.

Implications for Farmers

Rising land values are a mixed blessing for established farmers. The appreciation in land value is only realized when the assets are sold. In most cases the ongoing business is neither directly responsible for nor directly benefited by changes in land values. High land values provide the retirement cushion for “last generation” farm businesses. However, high land prices make it more difficult for new entrants to get started without significant help from family members or other benefactors.

Dairy farming in Southeastern, East Central and South Central Wisconsin is under great pressure from competing land uses. If the trend continues, dairy production will continue to shift away from these parts of Wisconsin.

Dairy farming is a capital intensive business. A typical dairy cow and her replacement consumes approximately 7.5 tons of forage dry matter and 100 bushels of grain each year. Manure management and nutrient balancing are a growing challenge. The typical Wisconsin dairy farm requires 2-3 acres of cropland to grow the forages and grain consumed by each dairy cow. In recent years the demands for agricultural land have made dairy farm acquisition and expansion very difficult.

Wisconsin’s farmland use value assessment has greatly reduced the costs of holding agricultural real estate. The real estate taxes for ag land base much lower than they once were. Record low interest rates and changing population demographics have also increased demands for open space. Expanding dairy businesses may need to rely on long term leases or manure trading arrangements to assure compliance with environmental regulations and land use constraints.

Although dairy farming is well suited to the climate, topography and infrastructure of Wisconsin, the continued survival of a viable dairy industry depends upon access to affordable land resources.

Few things are as illiquid as land. Unlike stocks, bonds and commodities, one can only estimate the value of real estate until a willing buyer and seller consummate a sale. At least in recent years, agricultural land has been a much better investment than many other alternatives. However, past performance is not always a good predictor of the future!

Appendix I on the following page contains a more detailed breakdown of real estate sale prices on a county by district basis for 2010 - 2015. The reader is cautioned that limited numbers of sales in each county can cause wide variations from year to year, and the weighted average prices reported may not truly represent the local market. These figures should not substitute for an independent appraisal by a qualified professional. For this reason Appendix II reports the maximum and minimum sales price per acre during this same period.

WI NASS Districts	2010			2011			2012			2013			2014			2015		
	Sales	Acres	Wt \$/Acre	Sales	Acres	Wt \$/Acre	Sales	Acres	Wt \$/Acre	Sales	Acres	Wt \$/Acre	Sales	Acres	Wt \$/Acre	Sales	Acres	Wt \$/Acre
1 NW District	102	7,040	\$1,746	120	8,490	\$1,974	169	15,482	\$1,941	139	11,001	\$2,434	110	9,594	\$2,386	118	10,752	\$2,423
Barron	13	924	\$2,155	16	1,015	\$2,084	27	1,817	\$2,598	22	1,702	\$4,137	19	2,158	\$3,127	30	2,693	\$4,070
Bayfield	8	384	\$1,074	11	776	\$1,315	10	1,131	\$999	14	1,230	\$1,376	8	577	\$1,306	9	1,254	\$745
Burnett	8	446	\$1,721	7	537	\$1,830	8	1,643	\$1,019	7	556	\$2,278	4	390	\$2,481	2	100	\$2,765
Chippewa	29	2,229	\$2,028	32	2,798	\$2,140	47	3,762	\$2,476	38	2,534	\$2,374	24	2,482	\$2,609	24	2,298	\$2,478
Douglas	2	351	\$912	8	377	\$1,090	5	1,159	\$855	3	200	\$1,095	6	330	\$933	17	1,256	\$833
Polk	19	1,062	\$1,930	30	2,008	\$2,488	40	2,987	\$2,726	27	2,029	\$2,759	28	1,738	\$2,975	17	1,076	\$2,980
Rusk	11	786	\$1,092	9	550	\$1,193	16	1,190	\$1,333	23	2,302	\$1,853	13	1,067	\$1,445	13	1,287	\$1,905
Sawyer	2	134	\$1,119	2	82	\$1,346	4	230	\$1,926	2	100	\$1,320	5	558	\$772	1	193	\$1,995
Washburn	10	724	\$1,684	5	347	\$1,389	12	1,563	\$1,311	3	348	\$1,572	3	294	\$1,703	5	595	\$1,846
2 NC District	119	8,169	\$1,858	111	7,738	\$1,973	167	14,354	\$1,920	138	9,585	\$2,353	138	9,788	\$2,672	115	7,232	\$2,602
Ashland	2	118	\$1,356	3	297	\$1,234	2	80	\$873	10	697	\$1,388	7	398	\$1,036	9	490	\$919
Clark	38	2,686	\$1,723	41	2,864	\$1,893	52	4,522	\$2,049	33	2,241	\$2,690	42	2,920	\$3,047	28	1,924	\$3,232
Iron	2	205	\$1,488	1	60	\$754	1	408	\$500	1	109	\$853	NA	NA	NA	2	85	\$788
Lincoln	6	416	\$1,185	4	249	\$1,889	5	202	\$1,472	3	213	\$1,587	4	204	\$2,071	3	164	\$1,864
Marathon	44	2,936	\$2,250	42	2,863	\$2,446	62	3,886	\$2,719	60	3,874	\$2,957	53	3,140	\$3,300	44	2,779	\$2,971
Oneida	1	40	\$1,704	1	112	\$1,655	10	2,489	\$1,209	5	324	\$1,792	1	41	\$1,415	3	353	\$1,326
Price	4	332	\$1,949	6	314	\$1,034	6	561	\$865	4	360	\$1,006	4	281	\$994	6	227	\$1,139
Taylor	21	1,398	\$1,565	13	979	\$1,484	28	2,167	\$1,665	22	1,767	\$1,546	23	1,445	\$1,924	19	1,174	\$2,001
Vilas	1	38	\$2,105	NA	NA	NA	1	39	\$1,462	NA	NA	NA	4	1,359	\$2,167	1	36	\$12,361
3 NE District	65	5,154	\$2,549	68	4,263	\$2,525	88	6,548	\$2,661	57	3,728	\$2,946	86	6,044	\$2,900	71	4,727	\$2,832
Florence	NA	NA	NA	NA	NA	NA	1	40	\$1,505	3	122	\$1,525	2	80	\$1,825	1	55	\$1,547
Forest	2	117	\$1,085	NA	NA	NA	3	804	\$743	2	179	\$1,359	3	194	\$1,588	2	113	\$845
Langlade	6	1,073	\$1,746	7	549	\$1,852	16	1,263	\$1,929	6	423	\$1,921	12	1,285	\$1,777	11	1,001	\$1,781
Marinette	4	271	\$1,993	9	597	\$2,228	14	901	\$2,710	4	191	\$3,166	12	1,056	\$2,289	16	1,110	\$1,890
Oconto	14	1,250	\$2,769	24	1,427	\$2,468	18	1,209	\$2,915	19	1,289	\$3,639	27	1,603	\$3,178	17	1,008	\$3,185
Shawano	39	2,443	\$2,921	28	1,690	\$2,897	36	2,331	\$3,587	23	1,524	\$2,918	30	1,826	\$3,986	24	1,440	\$4,246
4 WC District	220	16,415	\$2,854	299	22,979	\$3,243	324	25,421	\$3,131	252	19,483	\$3,561	199	16,686	\$3,648	218	17,543	\$3,226
Buffalo	26	2,207	\$3,013	26	1,902	\$3,378	32	2,927	\$3,336	30	2,312	\$3,802	28	2,281	\$4,079	16	1,820	\$3,527
Dunn	27	2,382	\$2,293	32	2,614	\$3,128	37	2,731	\$2,806	31	2,127	\$2,785	18	1,475	\$2,658	34	2,834	\$2,878
Eau Claire	6	326	\$3,205	19	1,269	\$3,045	28	3,512	\$2,112	16	1,359	\$2,976	20	1,407	\$2,877	18	1,336	\$3,285
Jackson	21	1,740	\$2,906	28	1,814	\$2,632	35	2,952	\$3,011	21	1,840	\$3,280	12	967	\$4,073	21	1,308	\$3,140
La Crosse	15	1,164	\$3,379	17	1,386	\$2,747	18	1,189	\$4,266	15	1,173	\$4,129	5	463	\$4,116	17	1,137	\$3,855
Monroe	20	1,294	\$2,574	41	3,165	\$2,952	30	2,044	\$2,417	24	1,647	\$2,772	23	2,284	\$3,328	29	1,824	\$2,966
Pepin	10	631	\$2,766	9	504	\$3,522	13	784	\$3,058	7	802	\$4,147	17	1,598	\$3,022	12	766	\$3,511
Pierce	30	2,430	\$2,719	29	2,125	\$3,721	44	3,018	\$3,614	21	1,173	\$3,844	19	1,992	\$4,482	16	1,216	\$3,913
St. Croix	35	2,142	\$3,679	49	4,348	\$3,966	61	4,107	\$3,889	56	4,258	\$4,195	33	2,283	\$4,007	28	2,596	\$3,377
Trempealeau	30	2,099	\$2,450	49	3,852	\$2,907	26	2,157	\$3,043	31	2,792	\$3,395	24	1,936	\$3,742	27	2,706	\$2,777
5 EC District	128	10,567	\$2,847	125	8,936	\$2,470	158	11,379	\$3,245	145	11,103	\$2,858	136	10,867	\$3,045	129	9,554	\$3,260
Adams	20	1,984	\$3,287	11	922	\$2,775	14	1,083	\$2,891	18	1,575	\$2,736	17	1,296	\$3,767	17	1,885	\$3,948
Green Lake	20	1,289	\$3,805	8	511	\$3,103	10	734	\$4,906	4	235	\$6,123	10	600	\$2,430	11	622	\$5,094
Juneau	12	963	\$2,469	15	1,180	\$2,190	22	1,862	\$2,362	25	2,120	\$2,380	15	1,640	\$2,760	17	1,450	\$3,067
Marquette	10	662	\$2,245	10	889	\$2,483	6	234	\$2,409	12	1,035	\$3,003	11	746	\$2,598	15	757	\$3,257
Portage	20	2,136	\$2,406	23	1,746	\$2,412	20	1,315	\$3,843	24	1,722	\$2,619	26	2,485	\$3,292	19	1,254	\$2,646
Waupaca	15	863	\$2,706	23	1,424	\$2,550	47	3,266	\$3,735	28	1,577	\$3,433	25	1,378	\$3,333	16	1,360	\$3,308
Wausara	12	1,527	\$2,831	11	877	\$2,577	20	1,539	\$3,056	20	1,810	\$2,872	21	1,789	\$2,771	19	1,378	\$2,535
Wood	19	1,143	\$2,624	24	1,387	\$2,184	19	1,346	\$2,435	14	1,029	\$2,629	11	933	\$2,741	15	848	\$2,731
6 EC District	156	10,499	\$3,960	186	13,830	\$4,569	267	18,215	\$5,151	164	12,350	\$5,367	152	10,811	\$6,068	141	9,416	\$7,036
Brown	14	684	\$5,797	17	1,086	\$5,740	28	1,772	\$6,645	24	2,152	\$7,472	15	1,429	\$7,745	17	1,056	\$10,098
Calumet	13	702	\$4,463	14	1,125	\$5,633	17	998	\$6,489	13	760	\$6,617	13	857	\$8,170	12	1,111	\$8,640
Door	7	405	\$3,486	13	913	\$3,326	15	1,055	\$3,361	12	793	\$4,110	8	413	\$3,234	20	947	\$3,919
Fond du Lac	25	1,899	\$4,112	43	3,735	\$4,460	53	3,814	\$5,312	27	2,111	\$4,822	20	1,600	\$5,813	20	1,539	\$6,280
Kewaunee	17	959	\$3,555	9	625	\$4,217	22	1,394	\$4,153	8	489	\$3,875	10	653	\$5,563	13	932	\$4,983
Manitowoc	27	1,611	\$4,016	29	2,026	\$4,654	25	1,528	\$5,395	24	2,461	\$4,751	12	622	\$5,461	21	1,744	\$8,220
Outagamie	21	1,978	\$3,427	26	2,020	\$4,097	53	4,037	\$5,269	15	1,026	\$7,044	25	1,984	\$7,666	13	644	\$7,859
Sheboygan	15	1,151	\$3,528	17	818	\$4,942	39	2,464	\$5,123	22	1,148	\$4,879	27	1,824	\$5,410	14	738	\$5,624
Winnebago	17	1,110	\$4,094	18	1,482	\$4,413	15	1,153	\$3,338	19	1,410	\$3,776	22	1,428	\$3,352	11	705	\$6,267
7 SW District	195	17,194	\$3,215	175	14,763	\$3,236	277	22,606	\$3,875	188	14,018	\$3,600	160	12,930	\$3,857	171	15,005	\$3,531
Crawford	16	1,550	\$2,116	14	1,115	\$2,023	23	1,621	\$2,510	15	1,158	\$2,303	17	1,100	\$2,564	16	1,544	\$2,768
Grant	38	3,036	\$3,769	31	3,066	\$3,437	43	4,359	\$3,650	37	3,681	\$4,642	20	1,843	\$4,370	33	3,346	\$3,418
Iowa	32	2,800	\$3,156	25	2,207	\$3,730	41	3,475	\$3,905	23	1,776	\$3,437	25	1,979	\$4,348	23	1,858	\$

WI NASS Districts	2010			2011			2012			2013			2014			2015		
	Sales	Min	Max	Sales	Min	Max	Sales	Min	Max	Sales	Min	Max	Sales	Min	Max	Sales	Min	Max
1 NW District	102	\$532	\$4,150	120	\$500	\$5,100	169	\$455	\$6,250	139	\$500	\$6,961	110	\$500	\$16,162	118	\$491	\$10,000
Barron	13	\$1,139	\$3,694	16	\$1,125	\$3,600	27	\$1,463	\$6,250	22	\$1,795	\$6,961	19	\$500	\$5,260	30	\$1,778	\$10,000
Bayfield	8	\$738	\$1,366	11	\$500	\$2,250	10	\$500	\$1,316	14	\$813	\$1,892	8	\$1,000	\$2,000	9	\$491	\$1,538
Burnett	8	\$1,000	\$2,255	7	\$1,400	\$2,250	8	\$707	\$2,051	7	\$1,769	\$3,409	4	\$1,500	\$3,405	2	\$2,483	\$3,188
Chippewa	29	\$1,000	\$4,150	32	\$500	\$5,100	47	\$1,070	\$5,750	38	\$800	\$5,172	24	\$753	\$16,162	24	\$701	\$6,212
Douglas	2	\$875	\$916	8	\$773	\$1,653	5	\$455	\$997	3	\$1,042	\$1,250	6	\$500	\$1,091	17	\$542	\$1,238
Polk	19	\$532	\$3,516	30	\$1,275	\$4,189	40	\$830	\$5,895	27	\$1,200	\$4,996	28	\$1,667	\$6,667	17	\$1,410	\$7,500
Rusk	11	\$678	\$1,433	9	\$900	\$1,890	16	\$600	\$2,304	23	\$833	\$2,551	13	\$667	\$2,750	13	\$950	\$3,464
Sawyer	2	\$926	\$1,250	2	\$1,200	\$1,500	4	\$1,725	\$2,000	2	\$500	\$1,867	5	\$595	\$2,000	1	\$1,995	\$1,995
Washburn	10	\$1,000	\$3,750	5	\$821	\$1,821	12	\$811	\$2,403	3	\$1,523	\$1,750	3	\$1,488	\$1,850	5	\$1,392	\$2,176
2 NC District	119	\$550	\$3,886	111	\$500	\$6,184	167	\$474	\$7,875	138	\$500	\$13,872	138	\$714	\$7,051	115	\$600	\$12,361
Ashland	2	\$1,346	\$1,375	3	\$500	\$1,546	2	\$497	\$1,250	10	\$1,000	\$2,632	7	\$727	\$1,811	9	\$625	\$1,184
Clark	38	\$550	\$2,940	41	\$600	\$6,184	52	\$474	\$5,000	33	\$500	\$5,385	42	\$780	\$5,825	28	\$800	\$7,043
Iron	2	\$1,090	\$1,743	1	\$754	\$754	1	\$500	\$500	1	\$853	\$853	NA	NA	NA	2	\$625	\$1,000
Lincoln	6	\$746	\$2,000	4	\$1,000	\$2,500	5	\$900	\$2,000	3	\$585	\$2,616	4	\$1,500	\$2,627	3	\$1,588	\$2,500
Marathon	44	\$1,144	\$3,886	42	\$921	\$5,432	62	\$1,219	\$7,875	60	\$875	\$13,872	53	\$987	\$7,051	44	\$600	\$6,184
Oneida	1	\$1,704	\$1,704	1	\$1,655	\$1,655	10	\$755	\$2,381	5	\$1,301	\$2,026	1	\$1,415	\$1,415	3	\$1,222	\$1,625
Price	4	\$1,350	\$2,500	6	\$700	\$1,351	6	\$563	\$1,264	4	\$638	\$1,575	4	\$857	\$1,320	6	\$975	\$1,371
Taylor	21	\$650	\$2,500	13	\$1,000	\$2,583	28	\$526	\$2,973	22	\$713	\$3,500	23	\$714	\$4,000	19	\$768	\$4,350
Vilas	1	\$2,105	\$2,105	NA	NA	NA	1	\$1,462	\$1,462	NA	NA	NA	4	\$1,748	\$3,400	1	\$12,361	\$12,361
3 NE District	65	\$1,000	\$4,210	68	\$500	\$5,000	88	\$500	\$8,611	57	\$500	\$7,170	86	\$481	\$7,561	71	\$500	\$7,500
Florence	NA	NA	NA	NA	NA	NA	1	\$1,505	\$1,505	3	\$1,190	\$1,700	2	\$1,675	\$1,975	1	\$1,547	\$1,547
Forest	2	\$1,000	\$1,270	NA	NA	NA	3	\$700	\$1,191	2	\$923	\$1,696	3	\$1,553	\$1,597	2	\$638	\$959
Langlade	6	\$1,292	\$3,006	7	\$1,250	\$2,275	16	\$500	\$2,597	6	\$1,250	\$4,040	12	\$481	\$3,455	11	\$500	\$3,500
Marinette	4	\$1,616	\$2,174	9	\$1,667	\$3,346	14	\$1,250	\$5,263	4	\$2,250	\$4,000	12	\$1,277	\$4,287	16	\$737	\$6,500
Oconto	14	\$1,623	\$3,797	24	\$500	\$3,827	18	\$1,580	\$4,000	19	\$744	\$7,170	27	\$750	\$4,918	17	\$1,000	\$5,130
Shawano	39	\$1,155	\$4,210	28	\$1,532	\$5,000	36	\$909	\$8,611	23	\$500	\$6,273	30	\$1,125	\$7,561	24	\$2,031	\$7,500
4 WC District	220	\$654	\$9,815	299	\$504	\$16,599	324	\$573	\$10,079	252	\$530	\$9,821	199	\$685	\$11,956	218	\$996	\$11,956
Buffalo	26	\$1,750	\$4,674	26	\$1,835	\$6,875	32	\$1,250	\$5,417	30	\$1,840	\$6,218	28	\$800	\$8,800	16	\$1,169	\$6,731
Dunn	27	\$654	\$4,061	32	\$570	\$6,125	37	\$794	\$5,000	31	\$1,000	\$5,756	18	\$1,874	\$5,277	34	\$1,316	\$7,000
Eau Claire	6	\$1,979	\$4,762	19	\$1,140	\$5,500	28	\$901	\$10,000	16	\$553	\$4,960	20	\$814	\$6,032	18	\$1,401	\$5,800
Jackson	21	\$1,550	\$9,815	28	\$652	\$7,000	35	\$766	\$10,000	21	\$1,216	\$8,167	12	\$685	\$11,111	21	\$1,229	\$9,250
La Crosse	15	\$1,209	\$8,857	17	\$1,852	\$3,796	18	\$1,000	\$10,079	15	\$530	\$9,821	5	\$3,250	\$6,345	17	\$1,592	\$11,429
Monroe	20	\$1,186	\$3,540	41	\$500	\$4,965	30	\$573	\$5,069	24	\$625	\$5,056	23	\$1,007	\$11,963	29	\$1,216	\$11,956
Pepin	10	\$735	\$3,441	9	\$2,400	\$4,440	13	\$1,200	\$5,800	7	\$2,000	\$5,660	17	\$988	\$4,706	12	\$1,500	\$5,650
Pierce	30	\$988	\$4,167	29	\$1,829	\$5,800	44	\$1,700	\$9,000	21	\$750	\$8,253	19	\$1,111	\$10,000	16	\$2,214	\$6,200
St. Croix	35	\$1,250	\$7,000	49	\$1,300	\$16,599	61	\$649	\$9,512	56	\$1,596	\$8,562	33	\$2,125	\$11,730	28	\$996	\$6,204
Trempealeau	30	\$969	\$4,243	49	\$888	\$5,742	26	\$1,732	\$5,500	31	\$1,394	\$9,000	24	\$1,620	\$8,095	27	\$1,065	\$7,718
5 C District	128	\$625	\$9,906	125	\$474	\$6,075	158	\$800	\$14,688	145	\$571	\$9,180	136	\$613	\$6,000	129	\$690	\$9,933
Adams	20	\$952	\$5,500	11	\$1,750	\$5,001	14	\$1,963	\$4,838	18	\$1,194	\$4,392	17	\$645	\$6,000	17	\$1,700	\$5,567
Green Lake	20	\$1,020	\$5,374	8	\$700	\$5,331	10	\$1,291	\$8,504	4	\$2,439	\$9,180	10	\$893	\$5,571	11	\$2,000	\$9,933
Juneau	12	\$1,314	\$3,319	15	\$999	\$3,205	22	\$903	\$3,742	25	\$900	\$4,068	15	\$1,338	\$4,742	17	\$1,039	\$4,950
Marquette	10	\$1,136	\$4,500	10	\$1,050	\$3,385	6	\$1,375	\$3,000	12	\$2,197	\$4,413	11	\$863	\$4,500	15	\$1,163	\$5,000
Portage	20	\$625	\$4,243	23	\$1,500	\$4,857	20	\$1,006	\$14,688	24	\$1,561	\$4,273	26	\$613	\$4,836	19	\$690	\$4,500
Waupaca	15	\$1,285	\$4,962	23	\$668	\$3,700	47	\$800	\$6,114	28	\$571	\$5,924	25	\$1,495	\$5,584	16	\$811	\$5,474
Wausara	12	\$1,146	\$3,904	11	\$474	\$6,075	20	\$1,308	\$4,445	20	\$1,000	\$3,947	21	\$1,359	\$4,697	19	\$1,000	\$5,754
Wood	19	\$700	\$9,906	24	\$533	\$3,200	19	\$899	\$5,278	14	\$1,727	\$5,233	11	\$1,667	\$3,231	15	\$1,200	\$3,954
6 EC District	156	\$450	\$13,998	186	\$637	\$9,966	267	\$620	\$13,846	164	\$820	\$17,130	152	\$495	\$12,889	141	\$911	\$17,190
Brown	14	\$3,750	\$8,621	17	\$3,848	\$8,543	28	\$1,538	\$12,189	24	\$820	\$17,130	15	\$2,500	\$12,191	17	\$3,333	\$16,919
Calumet	13	\$1,750	\$5,228	14	\$2,000	\$7,497	17	\$3,038	\$8,250	13	\$3,947	\$10,786	13	\$2,744	\$11,840	12	\$5,002	\$12,531
Door	7	\$2,241	\$5,863	13	\$1,167	\$4,500	15	\$2,034	\$5,064	12	\$2,000	\$5,000	8	\$1,000	\$7,000	20	\$2,090	\$6,430
Fond du Lac	25	\$1,600	\$10,000	43	\$1,295	\$8,000	53	\$1,240	\$8,500	27	\$900	\$9,376	20	\$2,246	\$11,534	20	\$911	\$9,945
Kewaunee	17	\$1,056	\$4,494	9	\$3,227	\$5,508	22	\$1,429	\$6,857	8	\$2,000	\$5,592	10	\$3,730	\$7,075	13	\$1,505	\$6,764
Manitowoc	27	\$750	\$6,653	29	\$2,332	\$6,946	25	\$2,388	\$7,573	24	\$994	\$9,768	12	\$2,324	\$8,446	21	\$2,899	\$13,948
Outagamie	21	\$450	\$13,998	26	\$1,000	\$9,966	53	\$620	\$13,434	15	\$2,237	\$10,474	25	\$2,539	\$12,889	13	\$3,625	\$17,190
Sheboygan	15	\$1,928	\$4,991	17	\$3,267	\$6,678	39	\$2,125	\$13,846	22	\$1,857	\$16,271	27	\$1,024	\$7,799	14	\$2,976	\$15,239
Winnebago	17	\$700	\$8,537	18	\$637	\$6,585	15	\$1,125	\$5,584	19	\$994	\$7,468	22	\$495	\$6,574	11	\$3,989	\$16,393
7 SW District	195	\$500	\$8,125	175	\$773	\$16,631	277	\$625	\$14,979	188	\$686	\$11,050	160	\$1,053	\$11,738	171	\$1,081	\$10,900
Crawford	16	\$500	\$3,190	14	\$1,300	\$3,026	23	\$1,200	\$6,382	15	\$1,175	\$3,140	17	\$1,119	\$4,000	16	\$1,081	\$3,842
Grant	38	\$750	\$8,125	31	\$1,200	\$10,000	43	\$625	\$10,000	37	\$1,160	\$11,050	20	\$1,510	\$11,738	33	\$1,500	\$10,900
Iowa	32	\$1,887	\$6,500	25	\$1,011	\$16,631	41	\$813	\$13,049	23	\$2,034	\$5,321	25	\$2,158	\$9,833	23	\$1,600	\$8,500
Lafayette	28	\$2,381	\$7,500	33	\$1,571													