

**WINGERT REALTY & LAND SERVICES, INC.**  
**SALES DATA FOR AGRICULTURAL PROFESSIONALS**



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**LAND SALES HISTORY**  
**Year 2009**

DATE	COUNTY	TOWNSHIP & SECTION	SALE PRICE	TOTAL ACRES	PRICE / ACRE	TILLABLE ACRES	PRICE / TILLABLE	CROP PRODUCTION INDEX	TILING & OUTLETS * APPROXIMATE % SYSTEM TILED	REMARKS	PURCHASER	SALE METHOD
1/09	Martin	Cedar-3	\$785,000	160±	\$4,906	158.85±	\$4,942	CPI-94	Private mains - random laterals	Quality farmland - level to rolling - 2 fields	Expansion Farmer	Auction
1/09	Blue Earth	Garden City-19	\$160,000	40±	\$4,000	36.38±	\$4,398	CPI-80	County ditch & 75% system tiled	Level farmland - easement access	Investor	Private Treaty
1/09	Le Sueur	Washington-14	\$443,700	80±	\$5,546	76.55±	\$5,796	CPI-89	Private mains - random laterals	Level to HEL w/waterway	Investor	Auction
2/09	Le Sueur	Cleveland-36	\$220,000	39.7±	\$5,542	32.7±	\$5,000	CPI-87	Private open ditch - random laterals	Apple orchard rural residence	Investor Business	Private Treaty
2/09	Waseca	St. Mary-16	\$630,360	120±	\$5,253	112.8	\$5,588	CPI-91	Private open ditch, mains & partial system	Farmland, CREP, Residence	Expansion Farmer	Auction
2/09	Blue Earth	Danville-3	\$300,760	70.4±	\$4,272	67.3	\$4,469	CPI-81	Random mains & laterals	Level farmland, needs tile	Expansion Farmer	Auction
3/09	Waseca	Alton-8	\$596,000	151±	\$3,947	139.7±	\$4,266	CPI-92	County ditch & private tile	Level to rolling	Expansion Farmer	Auction
3/09	Blue Earth	Vernon Center-25&26	\$45,000	30±	\$1,500	NA	NA	NA	Woodland with river	Hunting & recreational parcel	Adjoining Farmer	Private Treaty
3/09	Waseca	Iosco-10	\$335,000	79.21±	\$4,229	75.6	\$4,431	CPI-83	12" private main & random laterals	Irregular shaped farmland - rolling	Expansion Farmer	Auction
3/09	Blue Earth	Sterling-35	\$167,280	40±	\$4,182	38.25	\$4,373	CPI-83	County main & partial system tiled	Rolling with terracing	Expansion Farmer	Auction
3/09	Blue Earth	Sterling-35	\$166,260	38.6±	\$4,307	37.6	\$4,422	CPI-85	County main & partial system tiled	Level to rolling	Expansion Farmer	Auction
3/09	Blue Earth	Sterling-35	\$612,000	116.4±	\$5,258	104.8	\$5,840	CPI-92	Cnty main & Lake Outlet, Part system tiled	Farmland, old building site, 4,200' lake shore	Expansion Farm / 1031	Auction
3/09	Watonwan	Butterfield-4	\$485,000	116.94±	\$4,147	113.2	\$4,284	CPI-90	Private open ditch, Random tiled	Level to rolling	Investor	Auction
4/09	Blue Earth	South Bend-30	\$695,000	167.2±	\$4,157	163.4±	\$4,253	CPI-94	Private mains & random tile	Quality farmland - needs tile	Expansion Farmer	Auction
4/09	Blue Earth	Judson-25	\$235,000	53±	\$4,434	45±	\$5,222	CPI-95	Random mains & laterals	5.9 Acres CREP @ \$1,100 / acre	Expansion Farmer	Auction
4/09	Blue Earth	Sth Bnd& Jdsn-25&30	\$165,000	45.3±	\$3,642	31.3±	\$4,951	CPI-90	random mains & laterals	9.11 Ac CREP @ \$1,100 / acre	Sportsman Club	Auction
4/09	Goodhue	Warsaw-28	\$325,000	69±	\$4,710	64.84	\$5,012	CPI-91	Random Mains & Laterals	Level to rolling	Expansion Farmer	Auction
4/09	Nicollet	Lafayette-21	\$938,400	208.95±	\$4,491	188.51±	\$4,978	CPI-72	County open ditch, random laterals	Irregular shape, old farmstead	Expansion Farmer	Auction
4/09	Blue Earth	Pleasant Mound-2	\$300,000	74.27±	\$4,039	68.9	\$4,354	CPI-79	Private main, partial System	Level to rolling, easement access	Investor	Private Treaty
4/09	Nicollet	Lafayette-2	\$448,800	92.4	\$4,857	86.69	\$5,177	CPI-91	Open Ditch, Random laterals	Level to rolling	Expansion Farmer	Auction
4/09	Nicollet	Lafayette-11	\$453,900	100	\$4,539	98.48	\$4,609	CPI-91	18" County main & Random tile	Square, level parcel	Expansion Farmer	Auction
4/09	Blue Earth	Sterling-6	\$800,000	162.2±	\$4,932	161.2±	\$4,963	CPI-90	County tile & private laterals	Quality farmland, needs tile	Expansion Farmer	Auction
4/09	Blue Earth	South Bend-31	\$125,900	10±	\$12,590	8±	\$15,738	NA	Rural buildable lot	Purchased to build home	Primary Residence	Private Treaty
4/09	Faribault	Verona-22	\$301,000	73.61±	\$4,089	69.9	\$4,306	CPI-90	Extens. tile system mains & laterals	Level to rolling	Investor /1031	Private Treaty
4/09	Blue Earth	Shelby-20	\$300,000	80±	\$3,750	79	\$3,797	CPI-86	Private main, system tiled	Well tiled, poor outlet	Expansion Farmer	Auction
5/09	Nicollet	Courtland-5	\$641,140	95±	\$6,749	63.7±	\$10,065	CPI-78	Partial Tiled - CRP	Purchased for future development	Developer	Private Treaty
8/09	Blue Earth	South Bend-18	\$85,000	3.29±	NA	NA	NA	NA	NA	Rural residence	Primary Residence	Private Treaty
8/09	Waseca	Alton-8	\$108,000	5.78±	NA	NA	NA	NA	NA	Rural building site needs TLC	Rural Residence	Private Treaty
8/09	Blue Earth	Vernon Center-9 & 10	\$1,290,000	238.45±	\$5,410	233.6	\$5,522	CPI-95	Co & privavte mains, well tiled	High quality -sold well tiled	Expansion Farmer	Auction
9/09	Blue Earth	Lincoln-1	\$350,000	76.96±	\$4,548	74	\$4,730	CPI-86	County & private mains - partial system	Future Development potential	Expansion Farmer	Private Treaty
10/09	Blue Earth	South Bend-18	\$175,000	7.68±	\$22,786	NA	NA	NA	NA	Rural residence	Primary Residence	Private Treaty
10/09	Watonwan	Riverdale-30	\$100,000	40±	\$2,500	36.1	\$2,770	CPI-73	Open Ditch - Random Laterals	Sandy Soils, 2-20ac parcels	Expansion Farmer	Private Treaty
10/09	Brown	Linden-17	\$735,000	163.8±	\$4,487	160.05	\$4,592	CPI-91	County open ditch & main	Random Tile - Quality soils	Expansion Farmer	Auction
10/09	Brown	Linden-17	\$74,000	20±	\$3,700	19.85	\$3,728	CPI-87	County main - random tile laterals	Flat to steeply rolling topo	Expansion Farmer	Auction
10/09	Steele	Deerfield-19	\$542,000	113.52±	\$4,774	105.54	\$5,135	CPI-92	Random tile	2 separate parcels, quality soils	Expansion Farmer	Auction
11/09	Murray	Leeds-4	\$643,475	161.98±	\$3,973	148.2	\$4,342	CPI-83	County Open Ditch # 20	Quality farm land	Investor	Private Treaty
12/09	Redwood	Lamberton-18	\$300,000	386.75±	\$776	NA	NA	NA	Pell Creek	Hunting & Rec - CRP & CREP	Hunter	Private Treaty
12/09	Faribault	Lura-20	\$1,033,560	229.68±	\$4,500	224.3	\$4,608	CPI-90	County Mains & Branches	Random tile systems - Quality land	Investor	Private Treaty
12/09	Waseca	Janesville-7	\$320,000	80±	\$4,000	63±	\$5,079	CPI-82	Outlets into County Tile System	Tillable Farmland & Buildable Lot	Expansion Farmer	Auction
1/10	Blue Earth	Pleasant Mound-5	\$295,000	80±	\$3,688	69	\$4,275	CPI-93	Random mains & laterals, See Tile Map	Quality farm land	Investor	Private Treaty
Pending	Freeborn	Hartland-16	\$703,800	146.22±	\$4,813	144.3±	\$4,877	CPI-94	County mains - random laterals	Quality land dissected by RR tracks	Expansion Farmer	Auction

*To keep informed of all upcoming sales . . . We invite you to check out our web site: [www.wingertrealty.com](http://www.wingertrealty.com)*  
**CHUCK WINGERT - BROKER • DARRELL HYLEN - SALES • RICK HAUGE - SALES / APPRAISALS • TERRI JENSEN - SALES / APPRAISALS**  
**MIKE LEHMANN - MARKETING • TONY ABRAHAMSON - ENGINEERING**



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## LAND SALES SUMMARY FOR 2009

Quality farm land saw a 3-4% decline in selling prices during the January - August 2009 period from their peak in the fall of 2008. Low quality farm land declined approximately 10% during the same time frame. The September through December period saw a substantial reduction in the amount of farms for sale region wide, coupled with increased purchasing demand from expansion farmers and investors. The strong buyer interest helped stabilize land values and recaptured the earlier decline in most areas.

Farm land rents and sale prices in the corn and soybean producing regions finished level for 2009, with sugar beet regions experiencing an increase in rents and sale prices as the beet crop in most areas had good tonnage, sugar content and price.

Expansion farmers represented 74% of our land purchasers followed by land investors purchasing 26%. Investors continue to view land as a "safe haven" from the volatility of stocks and other investments, echoing the sentiments of 2008.

Sales of rural farm sites and rural building lots have picked up. Buyers with good credit ratings are not having problems obtaining financing.

Hunting and recreation land values (CRP, CREP, RIM and woodland) have held firm over the last few years, but there has been a substantial reduction in the number of purchasers.

Development land has been stagnant as a result of the economic slump. A few parcels have sold as some developers get short of lots.

There is strong interest from conservation groups to purchase land for restoration and we have numerous individuals and entities seeking land for wetland mitigation banking purposes.

We hope you will find our Land Sale Summary for 2009 beneficial to your business. If you have any questions on the information provided, feel free to give us a call.

ACRES	COUNTY	TWP SEC	SALE METHOD	PROPERTY TYPE
78.77±	Martin	Waverly-4	Auction-March 19th	Agland
146.49±	Lyon	Lynd-12	Private Treaty	Agland
13.72±	Blue Earth	Garden City-32	Private Treaty	House & Hobby Farm
280±	Swift	Shible-16	Private Treaty	Crp/ Agland
40±	Le Sueur	Montgomery-34	Private Treaty	Rural Lot W/acreage
3.3±	Blue Earth	Garden City-7	Private Treaty	Rural Bldg Lot
71.16±	Watonwan	Madelia-29	Private Treaty	Agland
52±	Faribault	Lura-12	Private Treaty	Crp/ Agland
20±	Nicollet	Begrade-10	Private Treaty	Buildable Lot
1.11±	Blue Earth	Decoria-16	Private Treaty	Rural Bldg Lot
26.3±	Blue Earth	Mc Pherson-17	Private Treaty	Development
48.75±	Blue Earth	Mc Pherson-17	Private Treaty	Development
8.29±	Nicollet	Nicollet-4	Private Treaty	Commercial Development
40±	Blue Earth	Jamestown-26	Private Treaty	Residential Development
61.82±	Blue Earth	West Mankato-35	Private Treaty	Hillside, Ravines & Tillable
16.06±	Nicollet	Traverse-17	Private Treaty	Residential Development
80±	Blue Earth	Ceresco-4	Private Treaty	Hunting & Rec
40±	Faribault	Barber-23	Private Treaty	Hunting & Rec
16.47±	Blue Earth	Judson-11	Private Treaty	Wooded Bldg Lot
5 Lots	Wacesa	Janesville-9	Private Treaty	Lake Lots
21.59±	Le Sueur	Cleveland-36	Private Treaty	Lake Lots

**Property  
for Sale !!!**

*To keep informed of all upcoming sales . . . We invite you to check out our web site:*

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