

FARMLAND UPDATE v11.25

wingertlandservices.com

Market Update: What We're Seeing Across Minnesota

After the natural pause during harvest, the farmland market has picked up quickly. We're seeing a notable increase in landowners exploring sales across Minnesota, and recent activity provides a clear picture of how different land types are performing.

High-quality farms continue to lead the market.

Well-drained tracts with strong soils (90+ CPI), open field configurations, and good access are still commanding impressive values—generally \$12,000–\$14,000 per tillable acre in many areas. Buyer demand remains strong for these premium parcels.

Farms with challenges are showing softer values.

Parcels with lower CPI, limited drainage, or less desirable field layouts are experiencing more resistance from buyers, landing closer to the \$9,000–\$11,000 per tillable acre range. Farms with significant non-tillable acres or low-payment CRP contracts have seen a more noticeable decline in demand.

Recreational land remains steady.

Interest in hunting and recreation properties is still healthy, with recent sales typically ranging from \$2,500–\$4,000 per acre, depending on habitat quality, access, water features, and program enrollment.

Steady interest in quality homesteads.

Well-maintained homesteads and acreages continue to draw solid interest. Buyers prefer to purchase the home site separately from the farmland, especially when the property features a quality residence and well-kept outbuildings. Quality rural living opportunities remain highly appealing.

Looking ahead.

Seller confidence remains high, especially for top-tier farms. While we remain optimistic about the strength of high-quality land heading into 2026, softer commodity prices and elevated interest rates may continue to tighten the buyer pool—especially for farms with challenges. At this point, we don't anticipate drastic changes for premium tracts, but the market is clearly more selective than a year ago. If you've been considering a sale or evaluating your options, now is a good time to explore strategy. Understanding where your land fits in today's market can help you make informed decisions. ■

UPCOMING
AUCTIONS

Maridean Adams

155.86± ACRES
Aurora Township
Steele County, MN
Fri, Dec 5, 2025, 11:00 am

Estate of Darlene M. Sharp

150.83± Acres
Sterling Township
Blue Earth County, MN
Wed, Dec 17, 2025, 11:00 am

Farm Auction

160± Acres
Kintire Township
Redwood County, MN
TBD



How Drainage Documentation Affects Farmland Value

by Charles Wingert

In Southern Minnesota, few factors influence farmland value as much as drainage. Well-drained soils support earlier planting, improved crop health, and directly impacts yield potential. Good drainage not only boosts productivity in normal years, but becomes even more important during unusually wet seasons, helping protect yield potential and maintain consistency year after year.

A key part of preparing to sell your farm is understanding and documenting the drainage system that exists below the surface. Most farms have a mix of tile types depending on the era of installation:

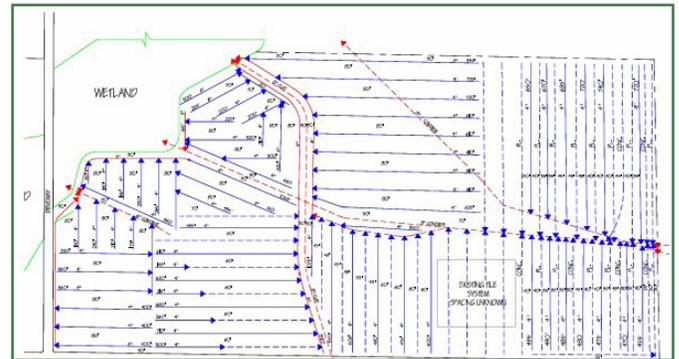
- **Clay tile (older systems)** - Commonly installed before the 1960s, often 3–6 inches in diameter. Still functional on many farms but may have limited capacity or sections that have settled over time.
- **Concrete (cement) tile** - Installed primarily mid-century, usually 5–10 inches. Durable, but joints can separate and allow sediment intrusion.
- **Modern plastic (corrugated HDPE)** - Today's standard for tiling, typically ranging from 3–12 inches. Plastic tile has greater flow efficiency, flexibility, and resistance to cracking.

Equally important are the outlets—where the system ultimately releases water. Outlets may tie into a county drainage main, a private main, open ditches, or natural waterways. County mains can range anywhere from 10 inches to over 36 inches depending on the watershed. Private mains are often smaller (commonly 6–15 inches), but knowing the size, location, and condition of the outlet helps buyers understand overall drainage capacity. Water movement across the farm—whether through tile or natural drainageways such as depressions, sloughs, rivers, or low-lying channels—is also a key part of the story.

Having this information organized can make a meaningful difference when selling. Tile maps, installation dates, improvements, outlet details, and any documentation from contractors all help answer buyer questions about how the land handles excess moisture. These details reduce uncertainty and give buyers confidence in the farm's long-term productivity.

Don't worry if your records are incomplete. Many Minnesota farms have tile systems that were installed over multiple

decades by previous generations. If you have several tile maps, we can help consolidate them into one clear, accurate visual. And if you have no documentation at all, there are ways to evaluate drainage using aerial imagery, field inspections, historical data, and emerging technologies.



Why does this matter? In Southern Minnesota, clear drainage documentation allows buyers to understand the true performance of a farm. It removes guesswork, strengthens demand, and can help increase the value your property may achieve if you decide to sell. Even farms that naturally drain well often see improved consistency and yield stability from properly installed tile—especially in wet years.

If you're considering selling in the coming months or years, gathering any drainage information you have is an excellent first step. And we're always here to help you evaluate what's in place and present your farm with clarity, confidence, and expertise. ■



Charles Wingert
Licensed Broker
507.381.9790
charles@wingertlandservices.com

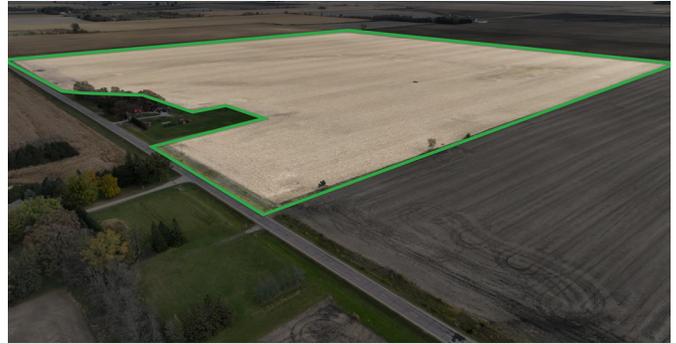
Charles Wingert has dedicated his career to helping farmland owners across Minnesota make confident, informed decisions. [Meet Chuck!](#)

UPCOMING AUCTIONS

Friday, December 5, 2025, 11:00 am

Maridean Adams
155.86± ACRES
Aurora Township
Steele County, MN

For additional information, contact
Chuck Wingert, ALC, Licensed Broker | AUCTIONEER #07-24-12
charles@wingertlandservices.com



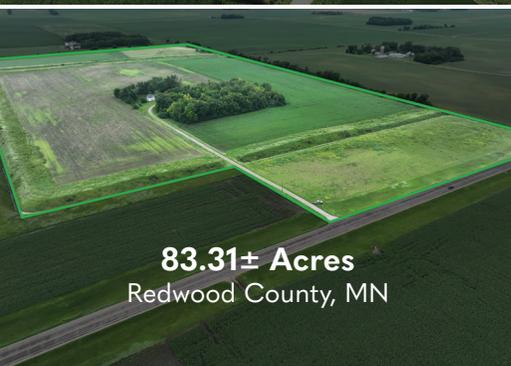
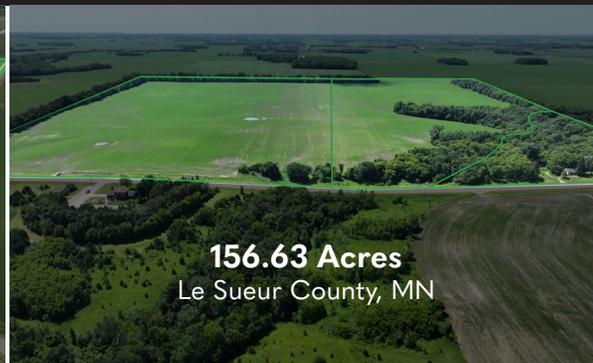
Wednesday, December 17, 2025, 11:00 am

Estate of Darlene M. Sharp
150.83± Acres
Sterling Township
Blue Earth County, MN

For additional information, contact
Geoff Mead, ALC, Licensed Broker | AUCTIONEER #83-50
geoff@wingertlandservices.com



SOLD



507.248.5263 | wingertlandservices.com

