



**WINGERT**  
LAND SERVICES

# FARMLAND UPDATE Dec 2025

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## Minnesota Farmland Values December 2025: Market Trends, Land Prices, and USDA Policy Impact

by Geoff Mead, ALC

As we wrap up the year, Minnesota's land market continues at a steady, healthy pace—and the numbers we're seeing this month look a lot like what we've been tracking throughout the fall.

Top-quality farms are consistently selling in the \$12,000–\$14,000+ per-tillable-acre range, and in a few pockets, buyers are still pushing well past that mark. A good example is a 75± acre tract we sold in Faribault County. With system tile, a 94.6 CPI, and an efficient square layout, it brought \$14,554 per tillable acre.

Mid-tier farms continue to land in the \$10,000–\$12,000 range. One recent auction we had in Redwood County illustrates this well. We sold a 120± acre farm with good to moderate soils, a building site extending into the field (not included), and six acres enrolled in CRP. That property sold for \$10,485 per tillable acre, which reflects buyer sentiment for mixed-feature farms.

Lower-tier land is still trending \$8,000–\$10,000 per tillable acre, depending on soils, drainage, and overall productivity. Due to pressures from operating margins, buyers continue to be more selective with these farms and the price range is reflected in this.

### Federal Policy Update: USDA's \$12 Billion Farmer Bridge Assistance Program

One of the bigger pieces of news this month came from USDA. The agency announced a \$12 billion Farmer Bridge

Assistance Program, aimed at helping producers—including Minnesota's row-crop corn and soybean growers—offset high input costs and disruptions in export markets. The payments are expected to land by late February 2026, which should provide a short-term lift to cash flow heading into planting season.

**continued on next page**

### UPCOMING AUCTIONS



#### Charlotte & Jack

#### Knutson Farm

160± Acres

Kintire Township

Redwood County, MN

**Friday, Jan 9, 2026, 11:00 am**

#### Merry Jo Orr Farm

150.70± Acres

Delavan Township

Faribault County, MN

**Wed, Jan 21, 2026, 12:00 pm**

#### Lou Ann Weflen Farm

274.00± Acres

Moscow Township

Freeborn County, MN

**Thur, Jan 22, 2026, 12:00 pm**

## continued...

This is temporary relief designed to support producers until longer-term policy reforms under the One Big Beautiful Bill (OBBBA), which will go into effect later in 2026. The support will help stabilize things in the near term, but it doesn't change the bigger economic pressures farmers are working through.

### Market Outlook: Confidence With Caution

Federal assistance certainly helps maintain buyer confidence, but it doesn't erase the realities of the current operating environment. Tight margins, elevated borrowing costs, and cautious lender outlooks continue to influence how aggressive buyers are willing to be. There is consistent buyer interest, but also smart, selective decision-making.

We continue to see high-quality farms with strong drainage, good soils, and efficient layouts remain incredibly competitive. These farms continue to hold value extremely well because buyers prioritize long-term productivity.

Heading into early 2026, we expect the land market to remain stable and active, supported by balanced supply, consistent buyer interest, and the additional liquidity provided by USDA's bridge payments. As always, quality, location, and local fundamentals will guide purchase decisions. ■

**Read the full USDA article here:**

[Trump Administration Announces \\$12 Billion Farmer Bridge Payments for American Farmers Impacted by Unfair Market Disruptions | USDA](#)



#### Geoff Mead, ALC

Licensed Broker

507.317.6266

[geoff@wingertlandservices.com](mailto:geoff@wingertlandservices.com)

Geoff Mead brings years of expertise guiding Minnesota landowners toward clear choices and successful outcomes.

[Meet Geoff!](#)

### Minnesota Farmland Market | Year-End 2025 Update

Geoff shares a year-end update on the Minnesota farmland market, including recent sales trends and what landowners should know heading into 2026.



[Watch the YouTube Short](#)

# SOLD



**155.86± Acres**  
Steele County, MN



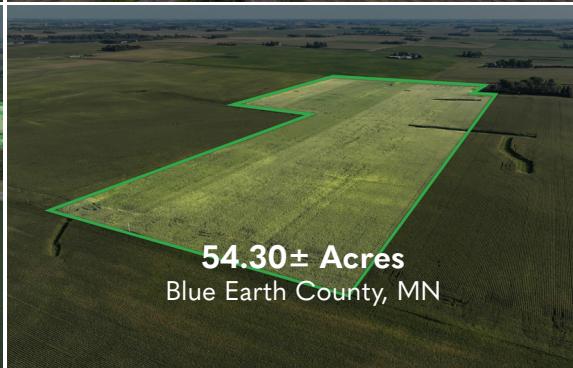
**131.97± Acres**  
Jackson County, MN



**374.07± Acres**  
Cottonwood County, MN



**199.80± Acres**  
Faribault County, MN



**54.30± Acres**  
Blue Earth County, MN



**416.37± Acres**  
Big Stone County, MN

# 2026 Beginning Farmer Tax Credit: A Quick Overview for Minnesota Landowners

by Anna Mead

Minnesota's Beginning Farmer Tax Credit opens again on January 1, 2026, and it continues to be a great opportunity for landowners who plan to sell or rent farmland to a qualified beginning farmer. The program offers a direct state tax credit to the asset owner, which can be especially helpful when planning a family transition or structuring a sale in 2026.

Beyond the tax benefit, this program also helps beginning farmers get their start by improving access to land. Because the credit makes working with a beginning farmer more appealing, it can encourage landowners to lease or sell to the next generation. According to the Minnesota Department of Agriculture, funding is limited and approved on a first-come, first-served basis—so getting prepared early is important.

Every landowner's tax situation is different, so be sure to connect with your accountant as you consider whether this program is a good fit. You can also visit the Minnesota Department of Agriculture for full program details and requirements.

## How Do Landowners Benefit?

- **Cash Rent:** 10% of annual rent (up to tax credit maximum of **\$7,000**)
- **Share Rent:** 15% of annual rent (up to tax credit maximum of **\$10,000**)
- **Land Sales:** 8% of the sale price—or 12% if the buyer is a Limited Land Access Farmer (up to tax credit maximum of **\$50,000**)

Family sales can also qualify when selling farmland to a parent, grandparent, or sibling—something many families appreciate when working through a generational transfer.



## Why This Matters

If you're planning a 2026 sale or rental transition, this credit can lighten your Minnesota tax burden while helping the next generation step into farming. It's one of those rare programs that truly benefits both sides of the transaction: landowners receive meaningful tax savings, and beginning farmers gain more opportunities to access land.

## Learn More

We've linked the Minnesota Department of Agriculture articles below for full eligibility, requirements, and application information:

[Beginning Farmer Tax Credit | Minnesota Department of Agriculture](#)

If you have questions about how this might apply to your farm, we're happy to talk through it with you. We can help outline the program requirements, and your accountant can advise on how the credit may fit your specific tax situation. ■

## 2026 Minnesota Beginning Farmer Tax Credit | What Landowners Should Know

In this video, Geoff explains how the 2026 Minnesota Beginning Farmer Tax Credit program works and why early planning matters.

[Watch the YouTube Short](#)



# UPCOMING AUCTIONS

Pre-Registration Required For All Auctions

**Friday, January 9, 2026, 11:00 am**

**Charlotte & Jack Knutson**

160.00± Acres

Kintire Township

Redwood County, MN

For additional information, contact

**Geoff Mead, ALC, Licensed Broker** | AUCTIONEER #83-50

[geoff@wingertlandservices.com](mailto:geoff@wingertlandservices.com)



**One Chance Sealed Bid**

**Bids must be submitted by 12:00 pm on**

**Wednesday, January 21, 2026**

**Merry Jo Orr Farm**

150.70± Acres

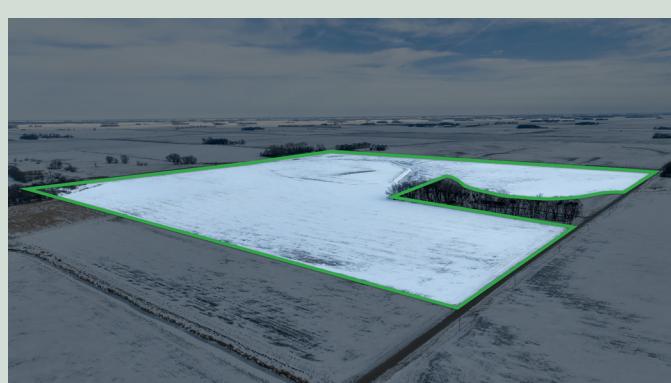
Delavan Township

Faribault County, MN

For additional information, contact

**Chuck Wingert, ALC, Licensed Broker** | AUCTIONEER #07-24-12

[charles@wingertlandservices.com](mailto:charles@wingertlandservices.com)



**One Chance Sealed Bid**

**Bids must be submitted by 12:00 pm on**

**Thursday, January 22, 2026**

**Lou Ann Weflen Farm (Multi-Parcel)**

274.00± Acres located in

Moscow Township

Freeborn County, MN

For additional information, contact

**Geoff Mead, ALC, Licensed Broker** | AUCTIONEER #83-50

[geoff@wingertlandservices.com](mailto:geoff@wingertlandservices.com)



**Wednesday, February 4, 2026, 11:00 am**

**Wrucke Estate LLC**

80.00± Acres

Lyra Township

Blue Earth County, MN

For additional information, contact

**Geoff Mead, ALC, Licensed Broker** | AUCTIONEER #83-50

[geoff@wingertlandservices.com](mailto:geoff@wingertlandservices.com)

