

FARMLAND REPORT

wingertlandservices.com

Jan 2026



A Clear, Thoughtful Approach to Farmland Auctions

by Geoff Mead

For many landowners, choosing to sell land at auction comes after careful consideration. It's not just about timing or price—it's about feeling confident in the process and comfortable with how decisions are made along the way.

That's why our auction approach is built around clarity and transparency, from the first bid to the final result.

At Wingert Land Services, we use our in-house auction platform, ClearBid, to create an environment where bidders understand exactly what's happening and landowners can feel confident in how their land is being offered to the market. ►

 UPCOMING
AUCTIONS


Merry Jo Orr Farm

150.70± Acres
 Delavan Township
 Faribault County, MN
 Sealed bids must be submitted
 by Wed, Jan 21, 2026, 12:00 pm

Lou Ann Weflen Farm

274.00± Acres
 Moscow Township
 Freeborn County, MN
 Sealed bids must be submitted
 by Thur, Jan 22, 2026, 12:00 pm

Wrucke Estate LLC

80.00± Acres
 Lyra Township
 Blue Earth County, MN
 Wed, Feb 4, 2026, 11:00 am

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continued...

ClearBid is designed to remove uncertainty and allow the auction to unfold at a steady, thoughtful pace.

- **Bidder names are shown throughout the auction**
Each bidder is clearly identified, whether they are in the room, participating by Zoom, or bidding by phone.
- **Opening bids are visible**
The auction begins with a clearly displayed opening bid, setting a transparent starting point for all participants.
- **The leading bid is always clear**
At any moment, bidders know who is in the lead and where the bidding stands.
- **A non-rushed bidding progression**
Rather than fast or chanted bidding, the process allows time for bidders to consider each step before placing their next bid. Breaks are taken as needed.

This structure creates a calm, professional setting where bidders can make informed decisions without pressure. ►

AUCTION FORMATS DESIGNED AROUND YOUR PROPERTY

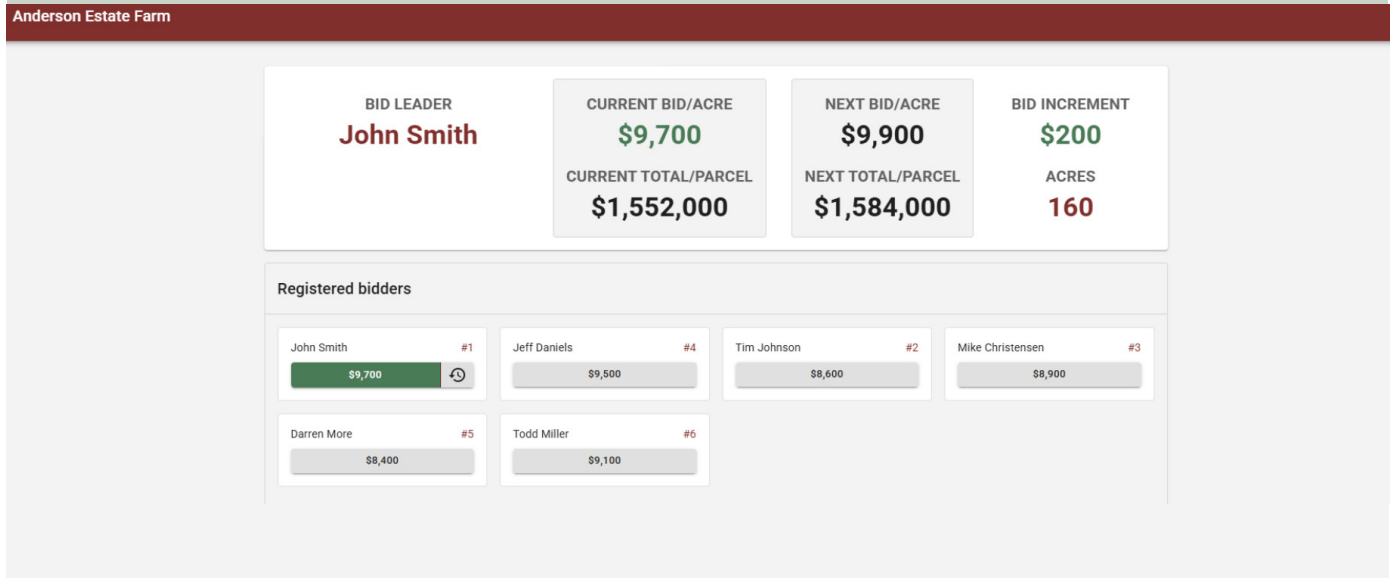
ClearBid allows us to structure an auction in a variety of ways, depending on the land and the goals of the seller. Common auction formats include:

- **Single Parcel** – Offered as one tract
- **Multi-Parcel** – Sold as individual tracts
- **Multi-Parcel with Combination** – Bidders can pursue individual tracts or combinations
- **Choice Auction**– The high bidder chooses which tract(s) to purchase

Each format serves a different purpose, and the right structure can have a meaningful impact on outcome.

**Transparent Bidding.
Real-Time Results.**

BELOW SHOWS THE SOFTWARE BIDDING DASHBOARD, DISPLAYING THE CURRENT LEADING BIDDER AND THE CURRENT BID PER ACRE FOR A SINGLE PARCEL AUCTION.



continued...

Why This Matters for Landowners

When bidders feel comfortable and informed, they tend to stay engaged. Clear expectations and visible bidding help build trust in the process, which often leads to stronger participation throughout the auction.

For landowners, this approach helps ensure the final sale reflects true market demand, rather than a rushed or unclear outcome. The goal isn't speed—it's confidence, fairness, and clarity from start to finish.

Built From Experience

ClearBid was developed in-house based on our decades of experience conducting farmland auctions across Minnesota. It reflects what we've learned over time: that a transparent, well-paced process helps everyone involved feel confident in the result.

A Thoughtful Way to Bring Land to Market

Every property and every landowner situation is different. When an auction is the right fit, the way it's conducted matters.

If you're considering an auction and want to understand how this approach might apply to your land, having a clear picture of the process is often a helpful first step. ■

What Helps Buyers Bid with Confidence at a Farmland Auction?

Geoff explains how transparency builds trust and helps farmland buyers make clear, informed decisions.

[Watch Our YouTube Short](#)



FOR SALE | \$361,000



Adrianna Evers Recreational Property

160.44± Acres located in
Cambria Township, Blue Earth County, MN

Discover 160.44± acres of premier recreational land in southern Minnesota featuring hunting, fishing, and year-round recreation. With frontage along the Minnesota River and the Cottonwood River running through the south and east sides, the property offers diverse habitat, scenic views, and prime wildlife corridors.

Contact Chuck Wingert today for more information.



Chuck Wingert

Licensed Broker

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Easements: What Minnesota Landowners Should Know to Avoid Surprises

by Geoff Mead

An easement is simply a legal right that allows someone else to use a portion of your property for a specific purpose—without owning it. You still own the land and, in most cases, continue using it as you always have. The key is that certain uses may be limited depending on what the easement allows.

Easements are common across Minnesota farmland and rural properties. Many landowners don't give them much thought until they're selling, making improvements, or passing land on to the next generation. But having a basic understanding ahead of time can help avoid surprises later.

Common Easements Landowners See

- **Utility easements**
These allow power, gas, water, or telephone lines to cross a property. They're typical and often part of everyday land ownership, though they can limit where buildings, trees, or other improvements are placed.
- **Drainage easements**
Often tied to county ditches or tile outlets. These can affect where tile can be installed or how land is altered. On farmland, drainage easements are especially important to understand.
- **Access easements**
Provide legal access for a neighbor, tenant, or adjoining parcel. Clear access is one of the first things buyers ask about, and it's an area where clarity really matters.
- **Conservation easements**
Limit certain uses of the land to protect natural resources, while the land remains privately owned. These easements are permanent and transfer with the property.

Why Easements Matter When Selling Land

When land changes hands, easements show up in the title work and surveys. Buyers generally want to know where an easement is located, what it allows, and whether it affects future use, access, or improvements.

Most easements are manageable. Issues tend to arise not from the easement itself, but from uncertainty. When things are clearly documented and understood, transactions tend to move along more smoothly.

Why Easements Matter Even If You're Not Selling

Even if a sale isn't on the horizon, easements can still affect day-to-day decisions—like installing tile, planning a building site, or improving an approach. They also come into play during estate planning or family transitions.

Taking the time to understand these details early can help prevent delays or difficult conversations later on.

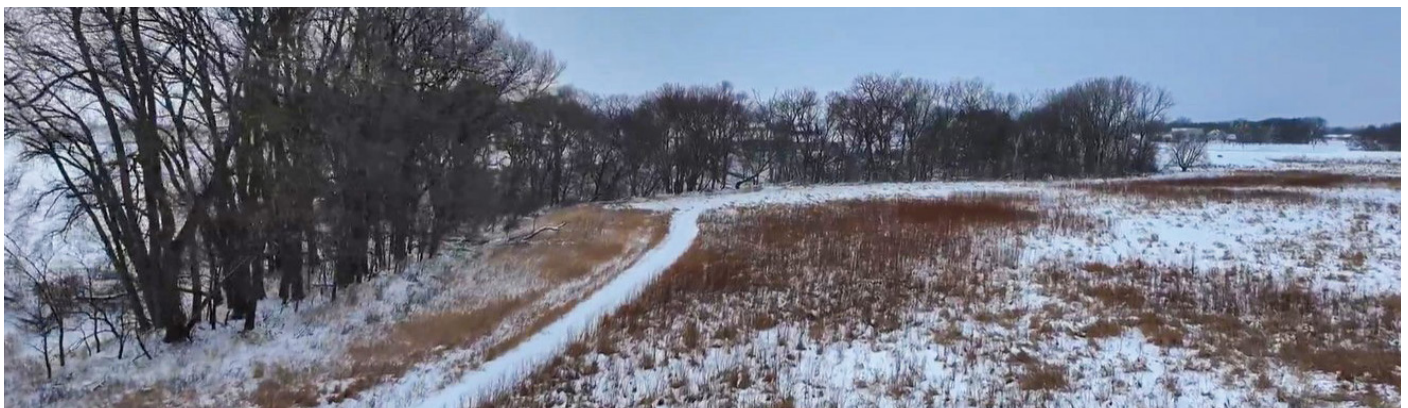
A Practical Takeaway

If you own land, it's worth knowing:

- What easements are recorded on your property
- Whether any access or use is assumed rather than documented
- How those rights could affect future plans

No two properties are exactly alike, and small details can make a real difference. When questions come up, it's best to talk them through with an attorney or title professional who can look at the specifics.

Easements are a normal part of land ownership. Understanding them—before you need to—can make future decisions a whole lot easier. ■



JUST SOLD!



Quality Ground Meets Careful Evaluation

This fully system-tiled quarter section in Redwood County, MN sold at auction in early January. Farms with clean layouts, strong soils, and good drainage have historically performed well at auction, and this tract fit that profile.

The market, however, continues to look closely at every detail. Two items created some uncertainty for buyers: the possibility of future drainage assessments tied to county main improvements, and the fact that despite being system tiled, there was no formal drainage agreement with the neighboring property.

Even with those considerations, competitive bidding reflected the farm's long-term productivity and configuration. The tract sold for \$11,118 per deeded acre, reinforcing how well-positioned, straightforward farms continue to find solid demand—while also demonstrating how today's buyers carefully evaluate risk alongside quality.

RECENTLY SOLD

147.99± Acres

Blue Earth County, MN

150.83± Acres

Blue Earth County, MN

155.86± Acres

Steele County, MN

131.97± Acres

Jackson County, MN

374.07± Acres

Cottonwood County, MN

54.30± Acres

Blue Earth County, MN

40.00± Acres

Watonswan County, MN

120.21± Acres

Redwood County, MN

199.80± Acres

Faribault County, MN

80.00± Acres

Faribault County, MN

416.37± Acres

Big Stone County, MN

79.53± Acres

Faribault County, MN

OUR WINGERT TEAM



Meet Ashley Sorenson

Intern

We're glad to welcome Ashley Sorenson to Wingert Land Services.

Ashley is a student at South Dakota State University in Brookings, SD, and is pursuing a degree in Agricultural Business, Land Valuation, and Rural Real Estate. She'll be working alongside our team as an intern and helping with day-to-day projects to keep things moving smoothly.

We're looking forward to having her perspective and help as we head into the spring!

Welcome to the team, Ashley. ■

Planning Ahead for a Farmland Sale: Taxes, 1031 Exchanges, and Long-Term Wealth

by Robert Tanhoff

For many farm families, land represents decades of stewardship, appreciation, and hard work. When that land is sold, however, it can trigger a significant taxable event—often larger than expected. Planning before a purchase agreement is signed can materially affect how much wealth is preserved, how income is generated after the sale, and how proceeds are ultimately passed on to the next generation.

Early planning provides flexibility. Once a transaction is under contract, options narrow and decisions are often driven by deadlines rather than strategy.

Every 1031 exchange is unique. Ownership structure, financing, timing, and debt replacement all matter. These details are why early conversations—before the sale process begins—are critical.

Why Delaware Statutory Trusts (DSTs) Are Often Used

A Delaware Statutory Trust (DST) allows investors to acquire a fractional interest in institutional-quality real estate while still qualifying as replacement property in a 1031 exchange. DSTs are commonly used by farmland sellers who want to remain invested in real estate without taking on active management responsibilities.



Understanding the 1031 Exchange

A 1031 exchange—named after Section 1031 of the Internal Revenue Code—allows owners of investment or business real estate, including farmland, to defer capital gains and depreciation recapture taxes by reinvesting sale proceeds into other qualifying “like-kind” real estate.

Rather than paying taxes at the time of sale, the seller reinvests 100% of the pre-tax equity into replacement property. This often results in meaningfully higher income potential compared to reinvesting the after-tax proceeds.

To qualify, several rules must be followed:

- Sale proceeds must be held by a **Qualified Intermediary**, not received by the seller.
- Replacement properties must be **identified within 45 days** and **acquired within 180 days** of closing.
- The replacement property must be of **equal or greater value and debt** to avoid taxable “boot.”

Key benefits often include:

- **Passive ownership** with professional property management
- **Monthly income** from net operating cash flow
- **Non-recourse financing** provides personal liability protection ►

What is a DST? Exploring Financial Options When Selling Land.

Geoff provides a brief overview of what a DST is while encouraging landowners to consult their financial and tax advisors well before a sale.

[Watch Our YouTube Short](#)



continued...

- **Debt-replacement flexibility** to match exchange requirements
- **Diversification** across properties, locations, or asset types

For sellers facing a sizable taxable gain, combining a 1031 exchange with DSTs can provide tax deferral, income continuity, and reduced management complexity.

When Capital Gains Are Minimal, Planning Still Matters

Not every farmland sale results in significant capital gains. Even so, selling land represents a major transition—from an illiquid asset to liquid capital—and creates an opportunity to reassess broader financial priorities.

Before closing, sellers should consider:

- **Income planning**, balancing near-term cash flow with long-term sustainability
- **Investment diversification**, including both traditional (stocks, bonds, etc.) and alternative strategies (real estate, private credit, etc.)
- **Estate plan updates**, reflecting new liquidity, evolving family goals, and legacy objectives

Having these conversations early allows for better decision-making—without pressure from closing deadlines or market timing.

Final Thought

A farmland sale is more than a real estate transaction—it is a financial turning point. Whether or not a 1031 exchange is used, early coordination among real estate professionals, tax advisors, estate attorneys, and financial planners can help landowners preserve wealth, reduce uncertainty, and move confidently into the next chapter. ■



Robert Tanhoff

President
Good Counsel Wealth Management
goodcounselwealth.com

Rob has been an independent financial advisor since 2016. His passion is providing value through comprehensive planning to individuals and families as they navigate their financial lives.



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MARKET UPDATE

January 2026 Farmland Market Update: What We're Seeing Across Southern Minnesota

Across southern Minnesota, farmland activity remains consistent as we begin the year, and pricing has largely held steady over the past several months. High-quality farms with strong soils, effective drainage, good access, and efficient field layouts continue to attract solid interest from motivated buyers.

Buyers are approaching decisions thoroughly, with greater attention paid to any factor that introduces uncertainty. Easements, drainage agreements, and potential special assessments are being closely reviewed—even on higher-quality farms—and can influence value when questions remain unresolved. Farms that are well-documented and straightforward to operate are consistently being rewarded in today's market.

Buyers are taking a more deliberate approach. Grain market pressure has kept producers more cautious, but crop insurance programs are providing meaningful stability for those who understand how to leverage them effectively.

For landowners considering selling farmland in 2026—especially those without a lease in place—early planning can create flexibility and allow adequate time to prepare the sale ahead of planting. We're always available to provide insight on market conditions, timing, and preparation when helpful. ■

What's Happening in the Minnesota Farmland Market? | January 2026

Geoff shares what we're seeing in the January farmland market across southern Minnesota as we head into 2026.

[Watch Our YouTube Short](#)



Minnesota Property Taxes in 2026: What Landowners Should Know

by Chuck Wingert

If you own land in Minnesota—whether you farm it yourself or rent it out—2026 property taxes are trending higher.

According to preliminary figures from the Minnesota Department of Revenue, statewide property tax levies for 2026 are projected to increase by approximately \$948 million, or about 6.9% compared to 2025. Final numbers will vary by county and township, but the statewide direction is clear: local governments are budgeting for higher revenue, and landowners will feel it.

What's driving the increase?

Property taxes rise primarily due to local levy decisions, not just land values. Across Minnesota, several pressures are pushing levies upward:

- Higher county and city operating costs
- Increased funding needs for schools and special taxing districts
- Ongoing inflation tied to labor, infrastructure, and mandated services

Even if your land's assessed value stays relatively flat, a higher levy alone can still increase your tax bill.

Why this matters—especially if you don't farm the land

For many landowners, farmland is a long-term investment, not an operating business. That makes property taxes especially important because they:

- Reduce net rental income
- Affect long-term holding costs
- Influence decisions around selling, gifting, or transferring land

A few Minnesota-specific factors are worth understanding in 2026:

How your property is classified—ag homestead, non-homestead ag, rural vacant, etc.—has a direct impact on your tax calculation. Ownership changes, trust transfers, parcel splits, or adding a building site can unintentionally change classification.

TAKEAWAY: ABSENTEE OWNERS SHOULD PERIODICALLY VERIFY THAT PARCELS ARE STILL CLASSIFIED CORRECTLY.

Rising values can increase taxes even without operational changes.

What Minnesota Landowners Should Understand About Property Taxes

Chuck explains why taxes continue to rise, how Minnesota's homestead vs. non-homestead system works, and what programs like Green Acres mean for farmland owners.

[Watch Our YouTube Short](#)



Minnesota uses a tiered system for agricultural homestead land. As values increase, more of a parcel's value may be taxed at higher rates over time—even if the land use hasn't changed.

TAKEAWAY: APPRECIATION IS GOOD FOR EQUITY, BUT IT CAN QUIETLY RAISE ANNUAL OWNERSHIP COSTS.

Lastly, development pressure can distort assessments. Land near growing towns, highways, or recreational areas may be assessed based on market demand rather than farm income.

Programs like Green Acres are designed to protect qualifying farmland by taxing it based on agricultural value instead of development pressure.

TAKEAWAY: IF YOUR LAND IS RENTED OUT AND NEAR GROWTH, CONFIRM ELIGIBILITY AND ENROLLMENT.

A quick checklist for 2026

When your proposed tax statement arrives:

- ✓ Look beyond the total dollar amount—whether increases are driven by levies, values, or both.
- ✓ Confirm parcel details—classification, acreage, and program enrollment matter.
- ✓ Watch for ownership or boundary changes—these can affect taxes more than expected.

Property taxes may not be the most visible cost of owning farmland—but they are one of the most consistent and steadily rising ones.

For landowners who don't farm the ground themselves, staying informed is one of the simplest ways to protect returns and avoid surprises. ■

UPCOMING AUCTIONS

Pre-Registration Required For All Auctions

Wednesday, January 21, 2026

One Chance Sealed Bid

Must submit bid by 12:00 pm on auction day

Merry Jo Orr Farm

150.70± Acres

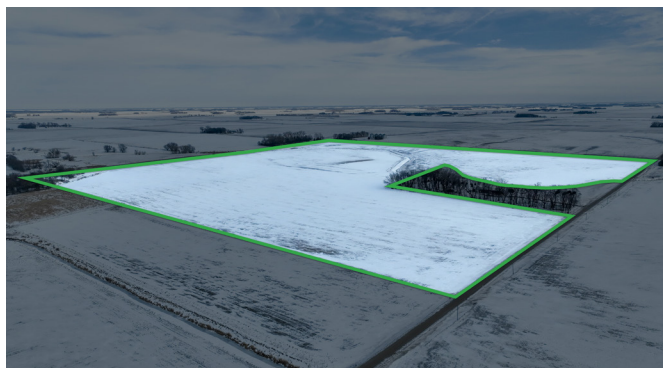
Delavan Township

Faribault County, MN

For additional information, contact

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

charles@wingertlandservices.com



Thursday, January 22, 2026

One Chance Sealed Bid Auction

Must submit bid by 12:00 pm on auction day

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



Wednesday, February 4, 2026, 11:00 am

Wrucke Estate LLC

80.00± Acres

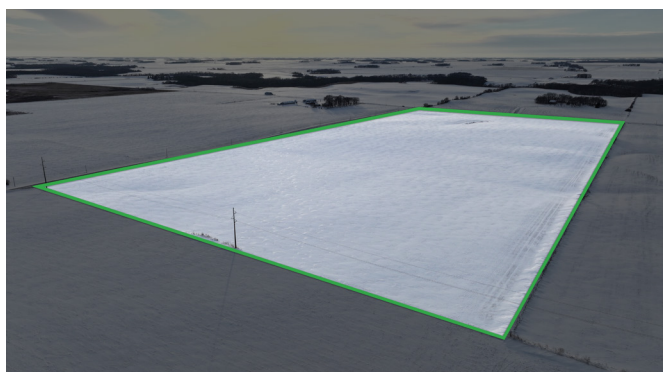
Lyra Township

Blue Earth County, MN

For additional information, contact

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

geoff@wingertlandservices.com



Friday, February 27, 2026, 11:00 am

Multi-Parcel Farm Auction

383.00± Acres

Decoria & McPherson Townships

Blue Earth County, MN

For additional information, contact

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

charles@wingertlandservices.com



wingertlandservices.com

WINGERT IN THE FIELD

A glimpse into our day-to-day.



AUCTION DAY



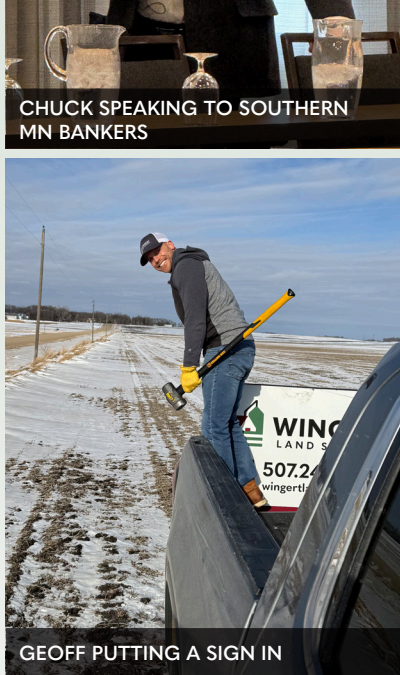
CHUCK SPEAKING TO SOUTHERN MN BANKERS



BEFORE AUCTION



GEOFF SENDING UP THE DRONE AT A FARM



GEOFF PUTTING A SIGN IN



LOOKING AT AN INTAKE



SPONSORSHIP OF ST. JAMES SAINTS



SPONSORSHIP OF GREENSEAM RURAL FORUM



AUCTION IN LAKEFIELD, MN



CHRISTMAS AT THE OFFICE



AUCTION HELD AT PIONEER BANK, MANKATO, MN



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