

# FARMLAND UPDATE Feb 2026

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## Market Update: Trends & Direction

by Geoff Mead, ALC

February activity has been steady. Over the last 30 days, we've seen a consistent number of farms trade across southern Minnesota—a mix of auctions, listings, and private sales mostly in the 80-160 acre range. The strongest prices are still coming from quality farms that have good soils, clean layouts/access and good drainage/outlets. Where farms have mixed soils or layout challenges, we're seeing more selection from buyers. That gap between "high quality" and "average" ground is widening slightly. This affects how we approach the market.

### What's Coming to Market

Inventory has started to increase as sellers weigh their options before spring planting. We're seeing a mix of inherited farms and investors evaluating options. There's not a flood of supply, but there is more movement than we saw a month ago.

### Decision Trends Among Sellers and Buyers

Many sellers are considering the risk of waiting another growing season and continued discussion of land values evening out. Buyers are still active, but they are disciplined.

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### Southern Minnesota February Farmland Update

Geoff shares what we're seeing right now across farmland sales and auctions.

[Watch Our YouTube Short](#)



**UPCOMING AUCTIONS**

### Dorothy Bleckeberg Farm

80.00± Acres  
 Claremont Township  
 Dodge County, MN  
 Friday, Mar 20, 2026, 11:00 am

### Duane & Marlys Darnell Farms

750.54± Acres  
 Elmore Township  
 Faribault County, MN  
 Thursday, Mar 26, 2026, 1:00 pm

### Waseca County Farm

160.00± Acres  
 Waseca County, MN  
 TBD



## continued...

The aggressive bidding we saw on everything two years ago has narrowed to:

- Premium farms
- Contiguous ground
- Farms that fit an existing operation

Buyers are considering farms carefully. They're not chasing marginal land.

### Values

Right now, values feel stable. Top-end farms are holding very well in the \$12,000-\$14,000 per tillable acre range. Average farms will move if they are priced right and marketed correctly. The biggest mistake we see? Assuming every farm brings premium pricing. The market is rewarding quality and penalizing mediocrity more than it did 12 months ago.

### What This Means

If you own high-quality land, the market is still there. If you own average land, strategy matters more than ever. And if you're a buyer, there are opportunities, but you have to be patient and selective. ■



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Geoff Mead brings years of expertise guiding Minnesota landowners toward clear choices and successful outcomes.  
[Meet Geoff!](#)

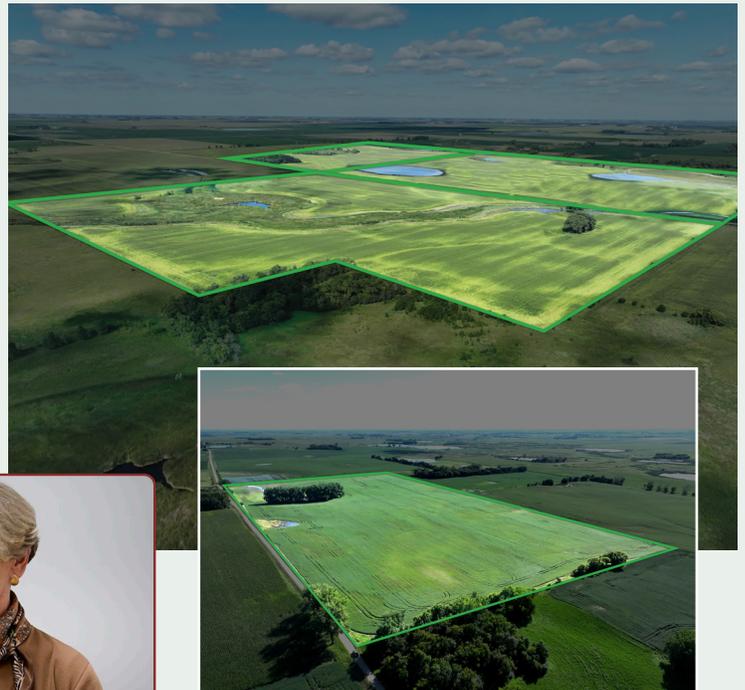
# A Family Decision After 100+ Years

For more than a century, these Minnesota farms were owned by one family. Last year, they were inherited by three siblings.

With ownership transferred to the three siblings, they began working through what to do next.

The farms carried meaning. The choice was not simple. But after working through the options together, they reached an agreement on the right path forward.

Holly recently shared what that process looked like, how they avoided costly missteps, and what gave them confidence along the way. ■

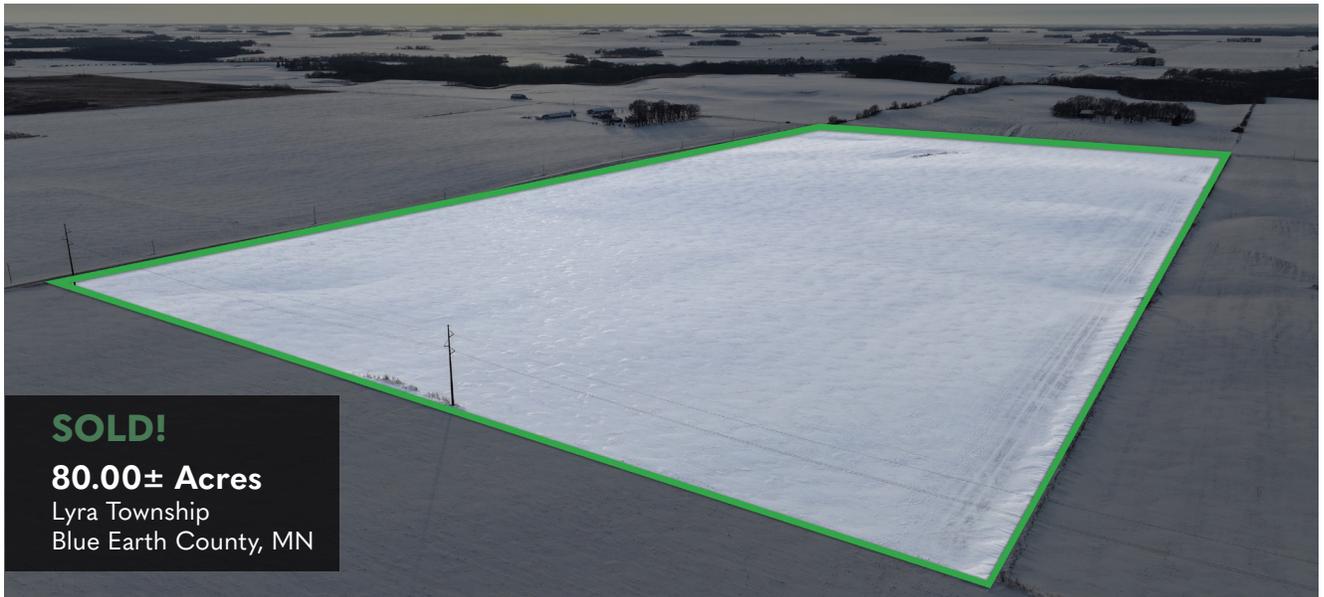


### [Click to Watch](#) [Holly's Family Story](#)

If you have inherited farmland and are unsure what comes next, hearing how another family approached it may bring clarity.



# JUST SOLD!



**SOLD!**

**80.00± Acres**

Lyra Township  
Blue Earth County, MN

## Good Fundamentals Deliver Competitive Sale

We brought this 80-acre tract in Lyra Township, Blue Earth County, to auction in early February. From a buyer's standpoint, it checked a lot of boxes. A clean, rectangular 80 with road access on two sides, no obstructions, and a layout that allows a farmer to pull in and go straight to work.

The soils are productive and common for the area, slightly on the heavier side, with moderate natural drainage and a county main outlet. There was also discussion around a potential county main improvement. That can be a long-term positive for drainage performance, but it can also bring added assessments. Buyers today are paying close attention to details like this and factoring them into their bidding decisions.

During the auction, we had a mix of expansion farmers and investors participating, but ultimately the farm was purchased by an expansion farmer.

In the end, the fundamentals carried it. The farm sold for \$12,189 per deeded acre and \$12,818 per tillable acre, including the buyer's premium. It is another example of how quality soils, good access, and a straightforward layout continue to bring competitive bidding, even in a market that is evaluating every factor more carefully. ■

## REAL RESULTS—FROM A CLIENT'S PERSPECTIVE



"We are very satisfied with the work that Wingert Land Services did for our family. We sold approximately 120 acres of farmland that was inherited through a two-part transaction, and Geoff and his staff provided excellent attention to detail, care over this matter, as well as patience and understanding as we navigated the process. He answered numerous questions we had, worked diligently, even after hours, to make sure that we understood all parts of this land sale. We feel that he and his staff explained the process well, negotiated well on our behalf, and we are very happy we chose to work with Wingert Land Services."

– Nikki R.

## RECENTLY SOLD

**264.45± Acres**

Pipestone County, MN

**80.00± Acres**

Blue Earth County, MN

**274.00± Acres**

Freeborn County, MN

**160.00± Acres**

Redwood County, MN

**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**

Watonwan County, MN

**120.21± Acres**

Redwood County, MN

**199.80± Acres**

Faribault County, MN

# UPCOMING AUCTIONS

Pre-Registration Required For All Auctions

Friday, March 20, 2026, 11:00 am

## Dorothy Bleckeberg Farm

80.00± Acres

Claremont Township, Dodge County, MN

For additional information, contact

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

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



## Multi-Parcel Choice Auction

Thursday, March 26, 2026, 1:00 pm

## Duane & Marlys Darnell Farms

750.54± Acres

Elmore Township, Faribault County, MN

For additional information, contact

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

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# FOR SALE

## Theodore & Laura Anderson Farms

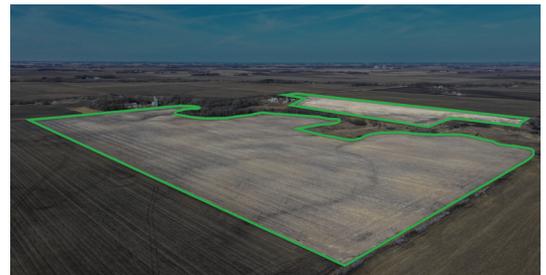
107.50± Acres located in

Ann Township, Cottonwood County, MN

For additional information, contact

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## Merry Jo Orr Farm

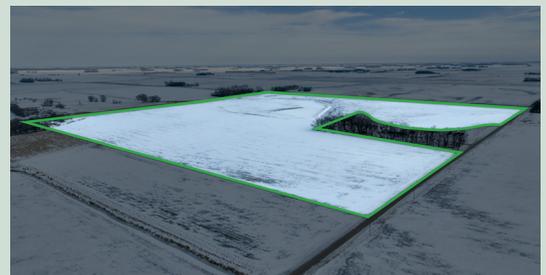
150.70± Acres located in

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)



## Adrianna Evers Recreational Property

160.44± Acres located in

Cambria Township, Blue Earth County, MN

For additional information, contact

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

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