

# FARMLAND REPORT

wingertlandservices.com

Apr 2026



## Celebrating 50 Years and Building What Comes Next

Wingert Land Services celebrates 50 years in business this year, a milestone that reflects both the legacy this business has built and the future it is actively preparing for.

Founded in 1976, Wingert Land Services began with Chuck Wingert's work in drainage engineering, soil and water conservation, and land improvement. The focus from the beginning was straightforward: help landowners improve their land.

Over the course of his career, Chuck designed more than 70 million feet of drainage systems, helping improve the

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**UPCOMING  
AUCTIONS**

### Farm Auction

160.00± Acres  
Wilmont Township  
Nobles County, MN  
Thursday, Jun 4, 2026

### Farm Auction

160.00± Acres  
Cameron Township  
Murray County, MN  
Thursday, Jun 4, 2026



**continued...**

productivity and long-term value of land for generations to come. Reflecting on that work, Chuck shared, “What first drew me to this work was the opportunity to help landowners improve the productivity of their land through tile drainage and erosion control. Over the years, I’ve learned that many landowners care deeply about leaving their land in better condition for the next generation. When I look back on 50 years, I’m proud of the land that has been improved and the long-term gains in productivity that landowners have been able to enjoy.”

In 1985, the business expanded into farmland real estate, and over the decades that followed, Chuck built a trusted name in serving landowners across southern Minnesota. That reputation was earned by helping landowners understand their options through expert guidance and always putting the clients best interests first.

That foundation still shapes how we serve clients today.

In 2025, Wingert Land Services entered a new chapter with Geoff Mead stepping into ownership of the business. Geoff began working alongside Chuck in 2018 and, under Chuck’s leadership, earned his Accredited Land Consultant designation and Minnesota broker’s license. This transition marked a continued investment in the future of the company while preserving the values and service standards that built its reputation.

Geoff shared, “It means a great deal to be trusted with this role. I feel a strong sense of purpose in carrying forward a business that has a long tradition of excellence.”

Chuck remains an important part of the team and continues serving landowners, while Geoff and his wife Anna lead the business forward with respect for what has been built and a clear vision for where it is going.

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## Geoff Mead Earns Regional Broker of the Year in Auction Land Sales



### **Geoff Mead, ALC**

Broker, Accredited Land Consultant  
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**Congratulations on  
being named Regional  
Broker of the Year.**

At the REALTORS® Land Institute National Land Conference in March 2026, Geoff was recognized through the APEX Awards Program as a Regional Broker of the Year in Auction Land Sales for Region 3, which includes Minnesota, North Dakota, South Dakota, and Wisconsin. The APEX Awards are based on qualifying production, and RLI requires auction transactions to be agency-based in order to count.

For landowners, this award is a sign of high-level experience and proven results in auction land sales. We are proud to see Geoff recognized and grateful for the opportunity to help clients navigate the sale of their land with clear guidance and a process they can trust. ■



## RECENTLY SOLD

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

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

**264.45± Acres**  
Pipestone County, MN

**160.00± Acres**  
Redwood County, MN

## SALE PENDING

**160.00± Acres**  
Freeborn County, MN

**274.00± Acres**  
Freeborn County, MN

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

**80.00± Acres**  
Dodge County, MN

**71.54± Acres**  
Redwood County, MN

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

**750.54± Acres**  
Faribault County, MN

**18.68± Acres**  
Freeborn County, MN

**107.50± Acres**  
Cottonwood County, MN

**83.18± Acres**  
Freeborn County, MN

## continued...

That next chapter is already taking shape. Spencer Mesman, Logan O'Rourke, Steve Kibble, and Dan Stensland have recently joined Wingert Land Services as licensed Land Specialists as part of a deliberate effort to build the team for the future. The goal is to continue serving landowners across more parts of Minnesota with the same quality of guidance this business has always stood for.

Geoff has also been clear about what he respects most in what Chuck built: "Over decades, he earned respect by doing the job well, serving others, and never compromising on what was right."

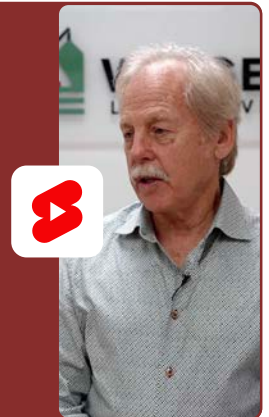
As we look ahead, our focus remains the same: help landowners make informed decisions, always do what's right for the client, and continue building relationships that last. We are proud of the legacy that brought us here and excited about the future we are building from that foundation.

If you are thinking about selling land, planning ahead, or simply want to better understand your options, we are here to help you take the next steps with confidence. ■

### What shaped Wingert Land Services from the very beginning?

Chuck shares how the company started in land drainage and erosion control, and how decades of field experience still guide client success today.

### [Watch Chuck Tell the Wingert Story](#)



# Now Serving Landowners in Southeast Minnesota



## Logan O'Rourke

Land Specialist, Licensed in MN  
507.995.2884  
[logan@wingertlandservices.com](mailto:logan@wingertlandservices.com)

**Now Serving Land Owners  
In: Rice, Steele, Dodge,  
Mower Counties**

## Welcome Logan O'Rourke

Land Specialist, Licensed in MN

We're pleased to introduce Logan O'Rourke, Land Specialist with Wingert Land Services. Logan works with landowners and buyers across southern Minnesota, with a focus on Rice, Steele, Dodge, and Mower counties, helping clients with the sale and purchase of farmland and rural property.

Logan is an agronomist by trade and brings a strong background in production agriculture and land sales. He has been a licensed real estate agent since 2024 and has experience with both public and private land transactions. In addition to his real estate work, Logan owns a seed and crop protection dealership that services much of south central Minnesota, giving him firsthand knowledge of farming practices, crop production, and the factors that influence land value. Prior to that, he served as a manager for a local cooperative.



Logan is licensed in Minnesota and is a member of the Southern Minnesota Realtors® Association. He and his wife, Michaela, live in Pemberton, Minnesota, with their two sons, Max and Mason.

If you own land in Rice, Steele, Dodge, or Mower counties and would like to visit about value, timing, or sale options, Logan would be glad to connect. ■

## Welcome Steve Kibble

Land Specialist, Licensed in MN

We're pleased to introduce Steve Kibble, Land Specialist with Wingert Land Services. Steve works with landowners and buyers across southern Minnesota, with a focus on Rice, Steele, Dodge, and Mower counties, helping clients with the sale and purchase of farmland and rural property.

Steve spent 30 years farming and owning a farm equipment business in the Mankato area. His experience gave him firsthand knowledge of production agriculture, the challenges farmers face, and the factors that affect land use and value. It also helped him build lasting relationships throughout southern Minnesota and develop a clear understanding of the local land market.

In 2019, Steve transitioned into real estate. He is also the developer of Siesta Hills Community in Mankato, giving him additional experience with residential development and land planning.

Steve is licensed in Minnesota and is a member of the Southern Minnesota Realtors® Association.

If you own land in Rice, Steele, Dodge, or Mower counties and would like to visit about value, timing, or sale options, Steve would be glad to connect. ■



## Steve Kibble

Land Specialist, Licensed in MN  
507.327.8411  
[steve@wingertlandservices.com](mailto:steve@wingertlandservices.com)

**Now Serving Land Owners  
In: Rice, Steele, Dodge,  
Mower Counties**

# Looking Beyond the Surface of Farmland Value

by Geoff Mead

When I evaluate a farm, I always want to understand more than just what is visible on the surface. Soils, productivity, location, and configuration all play an important role, but they do not tell the whole story. Some of the things that can influence value, buyer confidence, and future profitability are not always easy to see when you first look at a property.

That is why I believe it is important to take a deeper look before a farm goes to market.

**Drainage agreements** are a good example. A farm may appear to drain well, but I want to know how that drainage actually works and whether it depends on a shared system, a neighboring property, or an arrangement that is not clearly

documented. Others can affect access, farming efficiency, future improvements, or overall buyer comfort. The important thing is that these issues are not always obvious from an aerial map or a quick drive around the property. They need to be identified, understood, and explained clearly.

In my experience, buyers respond best when they feel like they understand the full picture. The more clarity they have, the more confidence they have. That confidence can make a real difference in how a farm is received when it hits the market.

At Wingert Land Services, that is an important part of how I evaluate and position farmland for sale. I work to understand



documented. If there is uncertainty around how water moves off a property, buyers pay attention to that. They start thinking about the possibility of future issues, changed relationships, or reduced performance over time. Even on a high-quality farm, that can affect how comfortable a buyer feels and how aggressive they are willing to be.

**Future assessments** are another area I look into closely. Sometimes a property may be tied to pending ditch, drainage, or other improvement costs that have not fully surfaced yet. Those items may not stand out right away, but they can affect how a buyer looks at the overall opportunity. Buyers are not just asking what the farm is worth today. They are also asking what ownership is going to look like going forward. If there are possible costs coming later, that can change how they view the property and the price they are willing to pay.

**Easements** are another piece of the picture. Utility easements, access easements, drainage easements, and other recorded rights can all affect how a farm is used and how it is viewed in the market. Some have very little

the details behind the property so landowners know what could influence value and buyers have the information they need to move forward with confidence. That kind of preparation helps put a farm in a stronger position when it is time to sell.

If you are thinking about selling land or would like help evaluating your property, I would be glad to visit with you. ■

## What affects farmland value beyond soils, yields and location?

Geoff provides a brief explanation of what landowners should identify on their property so it is marketed appropriately.

[Learn What Drives Value with Geoff](#)



# Understanding Section 1062 in a Farmland Sale

As landowners think through a possible farmland sale, tax implications are often part of the overall decision. One newer federal provision worth understanding is Section 1062. In some qualifying farmland sales, it allows the seller to pay the federal income tax tied to the gain in four equal annual installments instead of paying it all in the year of sale. For calendar-year taxpayers, 2026 is generally the first year this election is available.

## What it does

The key point is that Section 1062 does not reduce the tax owed. It does not lower the gain, lower the tax rate, or make the tax go away. What it may do is spread out the payment of the tax tied to that gain over four years. For some landowners, that may help with timing and cash flow.

## When it may apply

This provision is narrower than it may first sound. The property must be U.S. real estate that was used by the seller as a farm for farming purposes, or leased by the seller to a qualified farmer for farming purposes, during substantially all of the 10-year period up to the date of sale. The buyer must also be a qualified farmer, which the law defines as an individual actively engaged in farming.

**“TO QUALIFY, THE LAND MUST ALSO BE SUBJECT TO A WRITTEN COVENANT OR LEGALLY ENFORCEABLE RESTRICTION REQUIRING IT TO REMAIN IN FARMING USE FOR 10 YEARS AFTER THE SALE.”**

## One requirement that stands out

To qualify, the land must also be subject to a written covenant or legally enforceable restriction requiring it to remain in farming use for 10 years after the sale. This means Section 1062 is not simply a tax election made after closing. If the parties want this option to be available, the transaction needs to be set up properly and that restriction needs to be part of the sale. The IRS guidance also says a copy of that covenant must be included with the tax return.

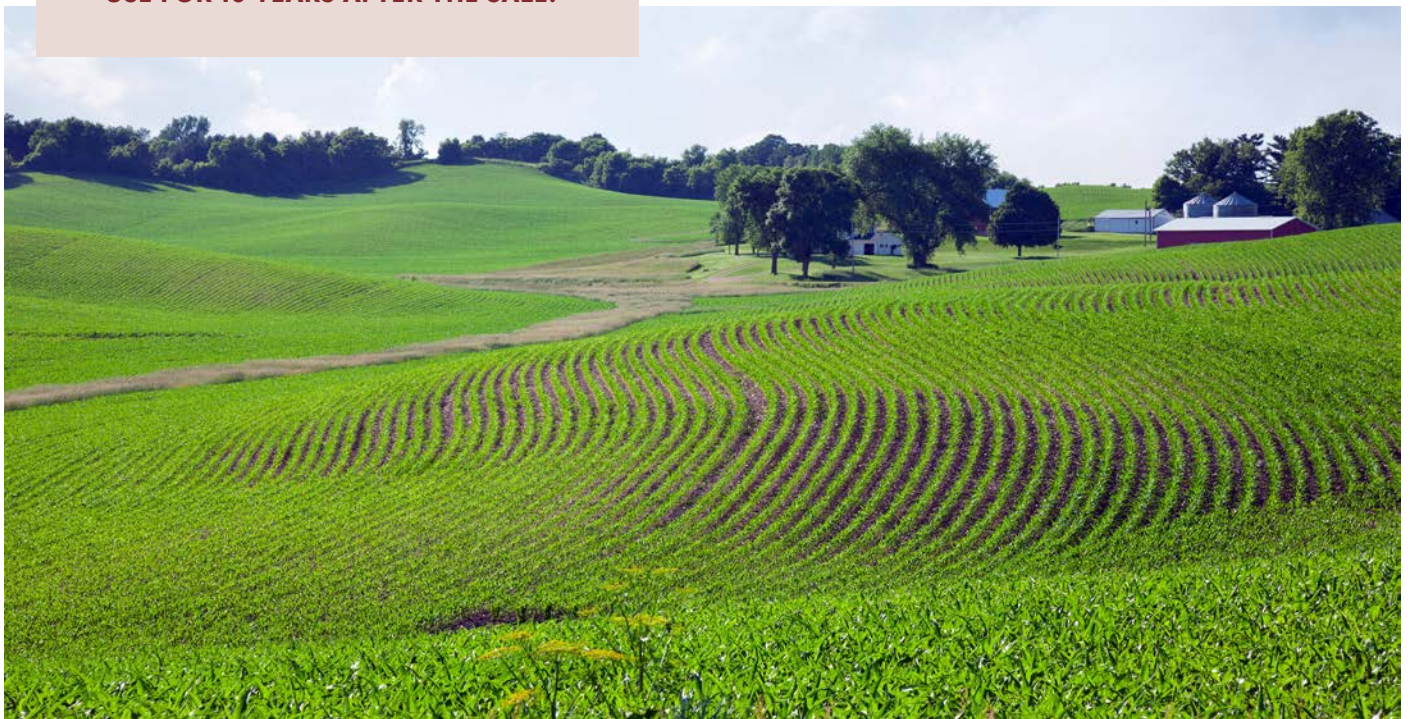
## How the payment timing works

If the election is made, the tax is paid in four equal installments. The first installment is still due by the original due date of the return for the year of sale, without regard to extensions, and the remaining three installments are paid with the next three annual returns.

## The bottom line

Section 1062 may create a useful planning option in the right situation, especially when farmland is being sold to an active farmer and the transaction can be structured to meet the required 10-year farming-use restriction. But it is not automatic, and it will not fit every sale. This is something landowners should talk through with their tax advisor and attorney early in the process, while the sale is still being planned. ■

*This article is for general educational purposes only and is not intended as legal or tax advice.*



# April 2026 Minnesota Farmland Market

by Anna Mead

The southern Minnesota farmland market remained steady over the past month. We continue to see a noticeable difference in how buyers respond to farm quality, tract size, and configuration.

Buyer interest has declined on smaller tracts and farms with non-square configuration. In this market, buyers are being more selective, and farms that raise questions about efficiency or long-term productivity are not seeing the same level of interest.

We are also seeing differences from county to county across southern Minnesota. In some areas, buyer interest is holding stronger than others. That continues to be influenced by the number of farms available in a given area, along with the impact last season's weather patterns had on buyer sentiment. Local conditions still matter, and they are affecting how confidently buyers respond.

Looking ahead, sales volume appears to remain steady to strong going into the summer and fall based on the seller interest we are seeing today. As more farms come to market, we believe strong values will continue to hold for high-quality farms, especially those with high-rated CPI soils, square configuration, adequate drainage systems, and the kind of characteristics that give buyers confidence.

Overall, supply is good, demand is moderate, and prices remain steady. The land market continues to be stable. The farms bringing the strongest results are still the ones that offer quality, efficiency, and fewer question marks for the buyer. ■

## What are buyers looking for right now?

Chuck talks through the first things buyers tend to notice and what can help your property stand out when it goes to market.



[See What Buyers Want](#)

## FROM A CLIENT'S PERSPECTIVE

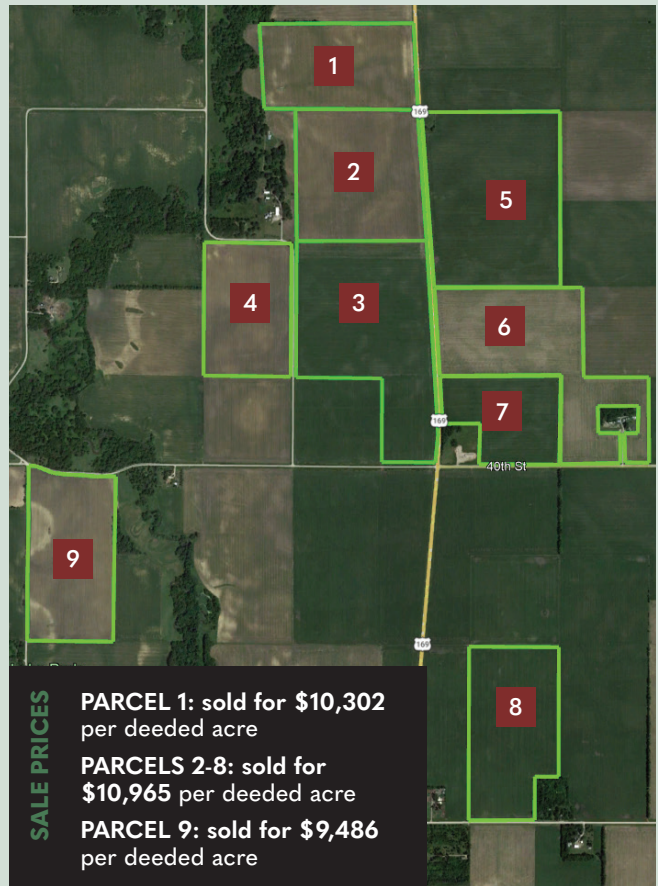
“I was involved in selling land while living in Florida. Chuck made the process so easy. He communicated every step along the way and handled everything professionally and in a timely manner. I would not hesitate to use his services again..”

– Lois M.

# FEATURE AUCTION RESULTS

## The Duane & Marlys Darnell Farm

The Duane & Marlys Darnell Farms auction delivered by choice auction format was held March 26 and included 750.54± acres in Elmore Township, Faribault County, offered in nine parcels.



Variations in value reflect the characteristics of the ground. Parcel 1 had quality soils but was designated highly erodible. Parcels 2 through 8 farms were varying open tract sizes with similar characteristics including county main outlets and tile and CPI ranges from 84.3 to 92.0. Parcel 9 had lower CPI rated soils and some erosion challenges on the west side of the tract. ■

# FOR SALE

## Legred Hog Barn Site

5.59± Acres  
Brush Creek Township  
Faribault County, MN

For additional information, contact  
**Geoff Mead, Broker, Accredited Land Consultant**  
[geoff@wingertlandservices.com](mailto:geoff@wingertlandservices.com)



## Wrucke Estate LLC

76.47± Acres  
Lyra Township  
Blue Earth County, MN

For additional information, contact  
**Geoff Mead, Broker, Accredited Land Consultant**  
[geoff@wingertlandservices.com](mailto:geoff@wingertlandservices.com)



## Dvorak Property

77.02± Acres  
Helena Township  
Scott County, MN

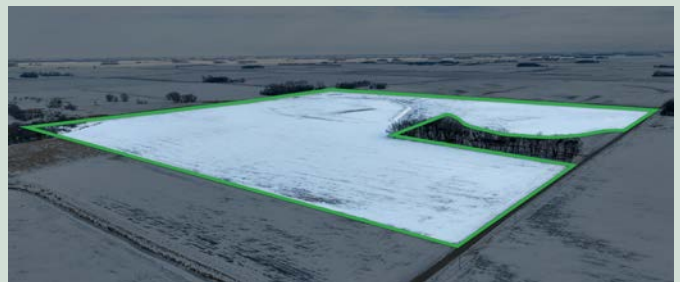
For additional information, contact  
**Geoff Mead ALC, Licensed Broker**  
[geoff@wingertlandservices.com](mailto:geoff@wingertlandservices.com)



## Merry Jo Orr Farm

150.70± Acres  
Delavan Township  
Faribault County, MN

For additional information, contact  
**Chuck Wingert, Broker, Accredited Land Consultant**  
[charles@wingertlandservices.com](mailto:charles@wingertlandservices.com)



## Adrianna Evers Recreational Property

160.44± Acres  
Cambria Township  
Blue Earth County, MN

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



[wingertlandservices.com](http://wingertlandservices.com)

Check our website for additional  
auction and sale listings.



# WINGERT IN THE FIELD

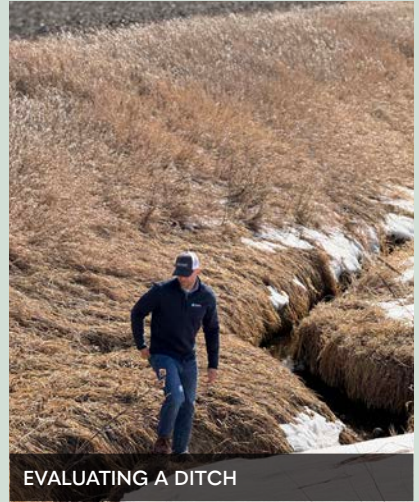
A glimpse into our day-to-day.



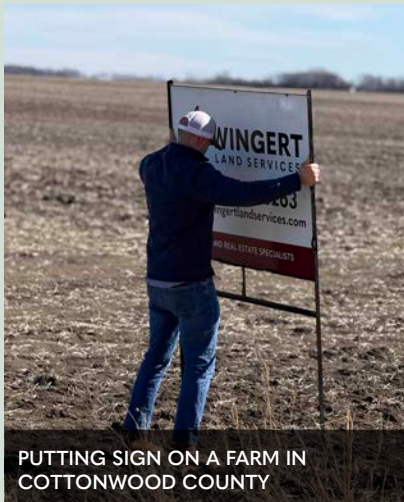
ANNA AT THE OFFICE



AUCTION DAY AT PIONEER BANK



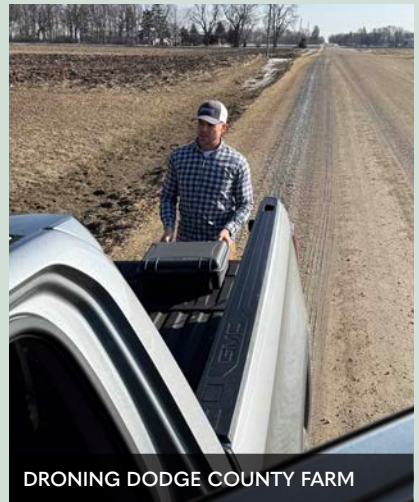
EVALUATING A DITCH



PUTTING SIGN ON A FARM IN COTTONWOOD COUNTY



CHUCK WORKING AT THE OFFICE



DRONING DODGE COUNTY FARM



AUCTION IN REDWOOD COUNTY



EVALUATING A FARM



DRONING REDWOOD COUNTY FARM



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