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## Land Value Trends

**Regional Analysis** 

Map of Area Divisions

November 2009

Third Quarter 09

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Welcome to the inaugural issue of the Serecon Valuations Inc. market update newsletter. Serecon completes appraisals for all types of agricultural and related property types, including intensive livestock operations, prospective development land, and industrial agribusinesses, in addition to benchmark valuations, market impact studies, and damage assessments.

The intent of this newsletter is to provide general information and discussion regarding recent real estate market activity for rural land in Alberta, that may assist in giving an indication of broad trends in land values. The information contained within the newsletter is not intended to be relied on for any financial purpose. However, it is prepared with the intent of giving a general idea of the activity in the rural real estate market. If you require an appraisal in any of the market areas it is hoped that you will consider using our services.

We will endeavor to complete this newsletter every quarter and summarize some of the market knowledge that we have obtained through our appraisal activities.

During the past three months our firm has completed appraisals in a number of Alberta municipalities and counties, including, M.D. of Rocky View, County of Lethbridge, County of Wetaskiwin, County of Mountain View, and M.D. of Foothills, and Counties of Leduc and Strathcona. We have attached tables summarizing a number of sales that we are aware of through our market research that occurred during the Third Quarter (July -September) of 2009. The sales included in the table are just a snapshot of the overall market activity and are by no means a complete listing of all the sales. The sales have been grouped based on three broad regions within the province (Northern, Central, and Southern).

Given the limited and frequently variable information in the rural real estate market it is often difficult to determine trends and quantify time adjustments in the market for agricultural properties. However, we have included several graphs that attempt to indicate the general movement and variation in land values, based on the high, low and average sale prices, from January, 2008 to September, 2009. These graphs are also divided into the three provincial regions.

**Central** Southern

Northern

With more extensive market research that we have completed for individual appraisals, it is considered that in many areas there is a very limited time adjustment during the third quarter of 2009. However, we have seen a strong demand for irrigated land in some areas of the County of Lethbridge and the most recent sales indicate that this area has experienced a continual increase in land values.

As a final analysis we have provided a graph illustrating the difference in cultivated land values compared to non-cultivated land. This graph is based on the average across the province and does not include irrigated land.

### SALE SUMMARY

#### Third Quarter (July - September) 2009 Sales

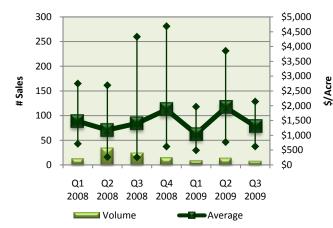
Central Alberta								
Municipality	Sale Price	Acres	\$/acre	Primary Land Use				
Brazeau	\$140,000	161.00	\$ 870	Pasture				
Clearwater	281,500	153.80	1,830	Pasture/Hay/Treed				
Clearwater	280,000	160.00	1,750	Treed/Hay/Pasture				
Clearwater	317,000	152.64	2,077	Treed/Pasture				
Clearwater	201,500	80.00	2,519	Pasture/Treed				
Leduc	145,000	80.00	1,813	Cultivated				
Leduc	171,500	80.00	2,144	Cultivated				
Mountain View	550,000	148.00	3,716	Cultivated/ Pasture				
Mountain View	575,000	150.00	3,833	Bush/ Pasture				
Mountain View	425,000	160.00	2,656	Cultivated/ Pasture				
Mountain View	425,000	152.92	2,779	Hay/Pasture				
Mountain View	296,000	154.18	1,920	Hay/ Pasture				
Mountain View	285,000	154.97	1,839	Cultivated/ Hay				
Ponoka	155,000	96.86	1,600	Hay				
Ponoka	190,000	159.00	1,195	Hay				
Ponoka	260,000	155.00	1,677	Pasture/Hay				
Ponoka	317,000	150.00	2,113	Cultivated				
Red Deer	365,000	160.00	2,281	Pasture/Cultivated				
Red Deer	345,000	160.00	2,156	Cultivated				
Red Deer	418,000	160.00	2,613	Treed				
Red Deer	430,000	160.00	2,688	Treed				
Stettler	130,000	83.00	1,566	Pasture				
Wetaskiwin	85,000	85.20	998	Pasture				
Wetaskiwin	474,000	632.00	750	Pasture				
Wetaskiwin	275,000	150.70	1,825	Cultivated				

Northern Alberta							
Municipality	Sale Price	Acres	\$/acre	Primary Land Use			
Greenview	\$100,000	160.00	\$ 625	Treed/Pasture			
Lac Ste Anne	115,000	80.00	1,438	Treed			
Parkland	132,000	80.00	1,650	Cultivated/Pasture			
Strathcona	170,000	40.10	4,239	Treed			
Sturgeon	150,000	70.00	2,143	Cultivated			
Thorhild	75,000	80.00	938	Treed/Pasture			
Thorhild	193,000	150.80	1,280	Treed			
Westlock	174,900	161.00	1,086	Pasture/Treed			

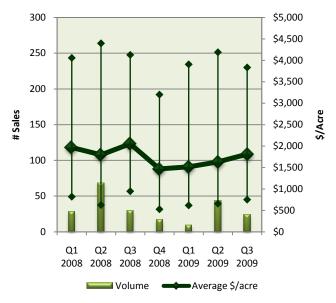
Southern Alberta							
Municipality	Sale Price	Acres	\$/acre	Primary Land Use			
Foothills	278,000	160.00	1,738	Pasture			
Lethbridge	4,200,000	947.53	4,100	Irrigated			
Lethbridge	2,000,000	474.19	3,796	Irrigated			
Pincher Creek	263,000	144.00	1,826	Pasture			
Pincher Creek	440,000	159.00	2,767	Treed/Pasture			
Rocky View	\$ 553,000	156.98	\$3,523	Treed/Pasture			
Rocky View	700,000	157.00	4,459	Treed/Pasture			
Rocky View	751,000	160.00	4,694	Hay/Cultivated			
Wheatland	400,000	157.00	2,548	Cultivated			
Wheatland	400,000	157.00	2,548	Pasture			
Willow Creek	228,000	160.00	1,425	Cultivated/Pasture			
Willow Creek	216,000	160.00	1,350	Cultivated			
Willow Creek	216,000	160.00	1,350	Cultivated			
Vulcan	576,000	320.00	1,800	Cultivated/Pasture			

## REGIONAL ANALYSIS

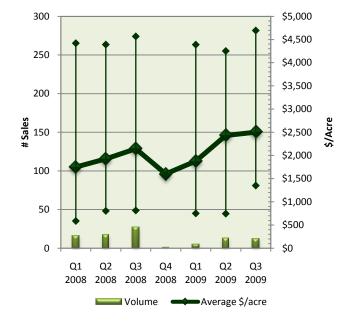
#### **Northern Alberta**



#### **Central Alberta**



Southern Alberta



Within each of the regions above, there are areas with different agricultural productivity. There is also variation with respect to population, urban development, or demand for country residential properties. Therefore, there is frequently a wide difference between the high and low value per acre.

# CULTIVATED VS NON-CULTIVATED COMPARISON

In the following graph we have attempted to only include sales with a value derived through agricultural use. Therefore, some sales that are considered to have been influenced by the proximity to urban centres, or have unique aesthetic features, have been removed.

