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## Land Value Trends

June, 2011

First Quarter 2011

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We have now prepared the sale information to complete our general market analysis for the First Quarter of 2011 (January - March). The following map illustrates the locations where data has been obtained. The Q1, 2011 sales are summarized individually in the tables on the following page.

Our Regional Analysis and Cultivation Comparison are also included on the following pages. In Q1 2011 the average value for land in Northern Alberta was higher than in Q4 2010, but similar to other previous quarters, (Graph 1). The sales volume in Q1 2011 was also higher than in Q4 2010, but similar to other previous periods in 2010. Again, Central Alberta was relatively consistent to previous average land values (Graph 2), but with a higher sales volume than the previous two quarters. The average sale price for land in Southern Alberta was much lower than the previous two quarters (Graph 3). However, in Q3 and Q4, 2010 there were several properties with non agricultural uses that would have influenced the average price during these quarters. In Q1, 2011 the average sale price is considered reasonably consistent with the averages from 2009 and early 2010.

In Q1, 2011 the average provincial value for cultivated land was reasonably consistent (Graph 4). However, the average value for uncultivated land, although higher than Q4, 2010, was still much below previous quarters. The lower average price for non-cultivated land over the past two periods has significantly influenced the percent difference between cultivated and non-cultivated land,

including moving averages (Graph 5). A similar difference in non-cultivated land values is seen for Central Alberta (Graph 7).

The sale price as a percent of the list price remains relatively consistent with the previous quarters. (Graph

Indicates municipalities in which we have obtained

**Regional Analysis** Map of Area Divisions Northern Central Indicates municipalities in which an appraisal was completed information on at least one sale that occurred during Q1, 2011.

during Q1 2011.

#### **SALE SUMMARY**

## First Quarter (January - March) 2011 Bareland Sales

Central Alberta – Q1							
Municipality	Sale Price	Acres	\$/acre	Primary Land Use			
Camrose	\$256,127	125.00	\$2,049	Cultivated			
Camrose	\$263,873	131.00	\$2,014	Cultivated			
Clearwater	\$237,000	150.83	\$1,571	Bush, Pasture			
Clearwater	\$230,000	161.00	\$1,429	Bush			
Clearwater	\$305,000	155.00	\$1,968	Cultivated			
Flagstaff	\$221,000	155.15	\$1,424	Cultivated			
Lacombe	\$260,000	130.00	\$2,000	Hay			
Lacombe	\$425,000	114.80	\$3,702	Cultivated			
Lacombe	\$625,000	149.19	\$4,189	Cultivated			
Lacombe	\$650,000	125.44	\$5,182	Water Frontage			
Leduc	\$150,000	120.46	\$1,245	Hay			
Leduc	\$260,000	150.97	\$1,722	Cultivated			
Leduc	\$438,000	135.14	\$3,241	Cultivated, Bush			
Mountain View	\$380,000	159.00	\$2,390	Cultivated			
Paintearth	\$112,000	160.00	\$700	Cultivated			
Parkland	\$370,000	75.63	\$4,892	Cultivated			
Ponoka	\$212,500	160.00	\$1,328	Pasture			
Ponoka	\$230,000	149.46	\$1,539	Pasture			
Ponoka	\$320,000	160.00	\$2,000	Cultivated			
Red Deer	\$525,000	150.00	\$3,500	Cultivated			
Red Deer	\$109,650	320.00	\$343	Pasture, Cultivated			
Red Deer	\$210,000	143.11	\$1,467	Cultivated			
Red Deer	\$168,000	80.00	\$2,100	Cultivated			
Red Deer	\$240,000	147.00	\$1,633	Hay			
Red Deer	\$289,000	160.00	\$1,806	Pasture			
Red Deer	\$300,000	126.00	\$2,381	Cultivated, Pasture			
Red Deer	\$336,000	160.00	\$2,100	Cultivated			
Red Deer	\$385,000	125.00	\$3,080	Hay			
Red Deer	\$525,000	150.00	\$3,500	Cultivated			
Red Deer	\$790,000	157.94	\$5,002	Cultivated			
Rocky View	\$1,640,000	163.36	\$10,039	Urban Influence			
Rocky View	\$4,600,000	626.35	\$7,344	Urban Influence			
Stettler	\$280,000	151.00	\$1,854	Cultivated, Pasture			
Stettler	\$320,000	160.00	\$2,000	Cultivated			
Westaskiwin	\$175,000	159.00	\$1,101	Bush			
Wetaskiwin	\$147,000	80.00	\$1,838	Bush			
Wetaskiwin	\$210,000	80.00	\$2,625	Bush			
Wetaskiwin	\$195,000	152.00	\$1,283	Bush			
Wetaskiwin	\$175,000	159.00	\$1,101	Bush			
Wetaskiwin	\$210,000	160.00	\$1,313	Pasture			
Wetaskiwin	\$552,000	240.00	\$2,300	Cultivated			
Wetaskiwin	\$160,500	159.00	\$1,009	Pasture			

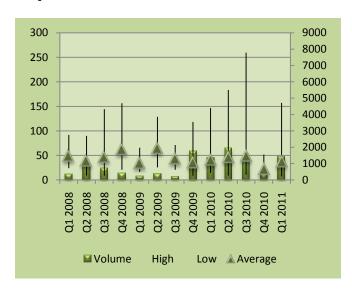
Northern Alberta – Q1								
Municipality	Sale Price	Acres	\$/acre	Primary Land Use				
Athabasca	\$120,000	160.00	\$750	Cultivated, Bush				
Athabasca	\$127,500	160.00	\$797	Pasture				
Athabasca	\$155,100	160.00	\$969	Bush				
Barrhead	\$127,000	80.00	\$1,588	Bush				
Barrhead	\$185,000	157.00	\$1,178	Cultivated, Bush				
Clear Hills	\$150,000	160.00	\$938	Cultivation				
Fairview	\$139,000	155.31	\$895	Hay				
Grande Prairie	\$150,000	159.00	\$943	Bush				
Grande Prairie	\$150,000	148.03	\$1,013	Hay, Pasture				
Grande Prairie	\$150,000	160.00	\$938	Cultivation				
Grande Prairie	\$104,900	146.00	\$718	Pasture, Bush				
Grande Prairie	\$50,000	159.00	\$314	Pasture				
Grande Prairie	\$90,000	160.00	\$563	Bush				
Grande Prairie	\$85,000	160.00	\$531	Bush				
Grande Prairie	\$90,000	138.00	\$652	Pasture				
Grande Prairie	\$217,000	159.00	\$1,365	Bush				
Grande Prairie	\$200,000	160.00	\$1,250	Cultivated				
Grande Prairie	\$215,000	150.59	\$1,428	Bush, Hay				
Greenview	\$331,000	154.90	\$2,137	Cultivated				
Greenview	\$95,000	138.00	\$688	Cultivated				
Greenview	\$95,000	158.00	\$601	Cultivated				
Greenview	\$185,000	294.00	\$629	Hay				
Greenview	\$100,000	159.00	\$629	Pasture, Bush				
Lac Ste Anne	\$190,000	74.75	\$2,542	Bush				
Lac Ste Anne	\$375,000	153.14	\$2,449	Cultivated				
Lamont	\$88,400	80.00	\$1,105	Cultivated				
Lamont	\$730,000	443.40	\$1,646	Pasture, Cultivated				
Lamont	\$240,000	160.00	\$1,500	Cultivated				
Lamont	\$95,000	74.42	\$1,277	Hay, Bush				
Minburn	\$157,000	165.00	\$952	Minburn				
Minburn	\$295,000	231.00	\$1,277	Cultivated				
Northern Lights	\$200,000	640.00	\$313	Pasture				
Northern Sunrise	\$55,000	160.00	\$344	Pasture				
Saddle Hills	\$70,000	320.00	\$219	Bush				
Smoky Lake	\$120,000	80.00	\$1,500	Cultivated				
Smoky Lake	\$125,000	159.88	\$782	Pasture, Bush				
Smoky Lake	\$205,000	160.00	\$1,281	Bush				
Smoky Lake	\$123,000	160.00	\$769	Bush				
Smoky River	\$1,290,000	274.00	\$4,708	Water Frontage				
Thorhild	\$139,000	313.00	\$444	Pasture				
Westlock	\$105,000	157.99	\$665	Bush, Pasture				
Westlock	\$200,000	154.02	\$1,299	Cultivated				
Yellowhead	\$540,000	277.77	\$1,944	Pasture				
Yellowhead	\$175,000	160.00	\$1,094	Hay, Bush				

Southern Alberta – Q1							
Municipality	Sale Price	Acres	\$/acre	Primary Land Use			
Cardston	\$237,006	83.90	\$2,825	Cultivated, Irrigation			
Lethbridge	\$320,000	320.00	\$1,000	Cultivated, Bush			
Lethbridge	\$325,000	111.00	\$2,928	Irrigation			
Lethbridge	\$998,000	309.05	\$3,229	Irrigation			
Lethbridge	\$840,000	152.30	\$5,515	Irrigation			
Vulcan	\$528,000	480.00	\$1,100	Cultivated, Pasture			
Warner	\$710,000	170.00	\$4,176	Irrigation			
Willow Creek	\$880,000	959.00	\$918	Pasture			

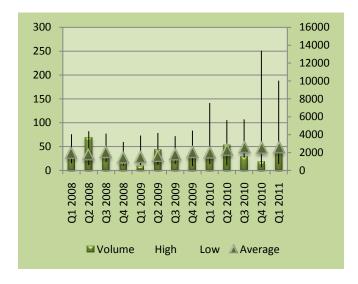
#### REGIONAL ANALYSIS

In the following graph we have excluded sales that we believe are expected to have significant urban influence.

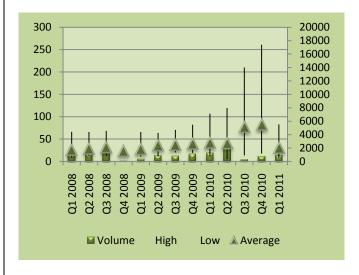
**Graph 1: Northern Alberta** 



**Graph 2: Central Alberta** 



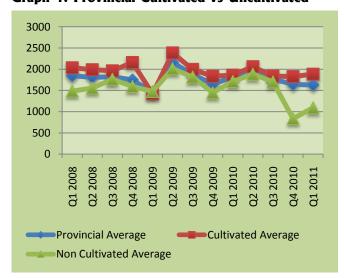
**Graph 3: Southern Alberta** 



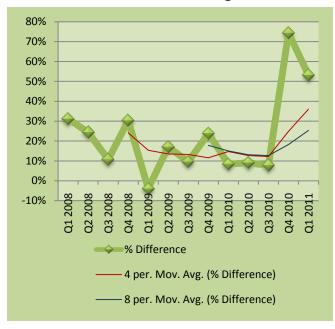
Within each of the above regions, there are areas with different agricultural productivity. There is also variation with respect to regional population, urban development, or demand for country residential properties. Therefore, there frequently is a wide difference between the range of high and low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

# CULTIVATED VS UNCULTIVATED COMPARISON

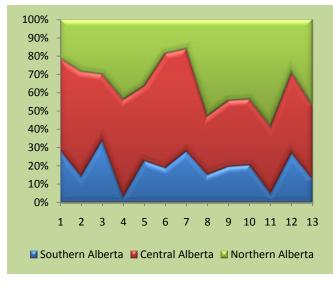
**Graph 4: Provincial Cultivated vs Uncultivated** 



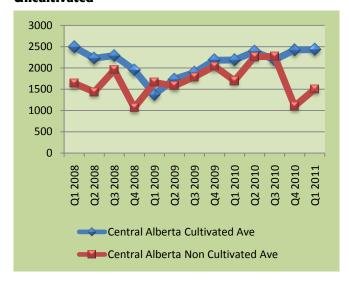
Graph 5: Percent Difference Cultivated vs Uncultivated Land – 2 Year Average



Graph 6: Proportion of Sales by Region



Graph 7: Central Alberta - Cultivated vs Uncultivated



Graph 8: Sale Price : List Price



Given the limited arm's-length sales data and variable information available in the rural real estate market, it is often difficult to determine trends and quantify time adjustments in the market for agricultural properties. Therefore, the information contained in this newsletter should not be relied upon solely for purchasing or financing decisions. It is prepared with the intent of providing a general indication of the activity in the rural real estate market. If an estimate of value is required for specific properties, it is recommended that an appraisal be obtained. Benchmark studies can also be completed if approximate land values are required for a specific area.