

Marketing/Management

It's a seller's market

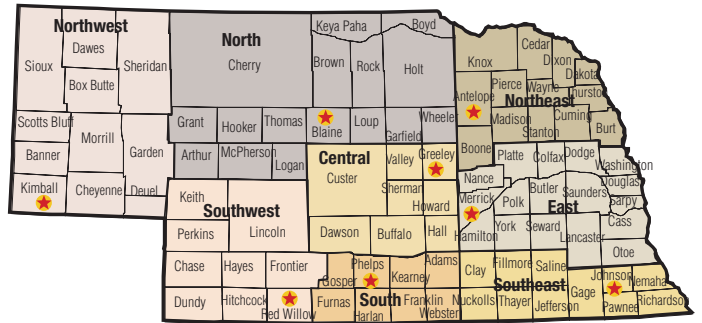
WHILE there are typically fewer land listings during summer, land has been selling well this year. Demand is strong.

The price of corn dictates the price of both dryland and irrigated cropland. Interest in pasture is strong, too. There are 200 buyers for every seller.



of CRP and 93 acres of grassland not in CRP. It brought \$166,000.

Stock Realty and Auction Co., based in St. Edward, compiled this material, but not all sales were handled by Stock. Call 800-WE-SELL-8.



A farm on the market will sell in approximately 60 days. Land that is offered to the entire buyer pool (investors and farmers) will bring the highest price.

Whether immediate possession is available doesn't seem to influence price at this time. Buyers will wait to take possession and are still willing to pay top market price and close in 30 or 60 days.

Northeast

Antelope County: Three tracts totaling 1,522 acres sold at auction. Tract 1 consists of 242 acres of mostly grassland with small portions of dryland cropland, a home, barn and corrals with feeding pens. It sold for \$1,460 an acre. Tract 2 consists of 1,040 acres with approximately 100 acres of dryland farm ground and the balance in grassland. It sold for \$655 an acre. Tract 3 consists of 240 acres of predominately pasture with good carrying capacity. It brought \$680 an acre.

East

Merrick County: A total of 305 acres of pasture ground sold for \$1,000 an acre, or \$305,000. This pasture ground is cross-fenced into four pastures with two cased wells and one windmill.

Southeast

Johnson County: 160 acres of Conservation Reserve Program land with some canyons and trees for hunting sold for \$1,890 per acre.

North

Blaine County: 1,416 acres of Sandhills rangeland sold at auction for \$435,000. This farm has an excellent location and access. It is cross-fenced and has wells and windmills.

Central

Greeley County: 434.10 acres sold for \$1,280,061. The farm is pivot-irrigated with three good wells and three pivots.

South

Phelps County: Approximately 172 acres sold at auction for \$370,000. Farm consists of good gravity-irrigated cropland with a small amount of dryland. The soils consist mostly of Class I and II Cozad and LeShara silt loams.

Southwest

Red Willow County: 570 acres near McCook sold at auction for \$431,000. These farms are pivot- and gravity-irrigated cropland with a little dryland.

Northwest

Kimball County: Two tracts of farm ground were sold at auction. Tract 1 has 640 acres of wheat and row-crop ground. It sold for \$190,000. Tract 2 is 640 acres

