

1

What you will learn

1. Find available land for farming or ranching
 - 1.a. Identify potential locations for your farm or ranching operation based on your personal and business goals.
 - 1.b. Identify information about regional business and agricultural factors that may affect where you want to look for land.
 - 1.c. Identify real estate values/rental rates in the places you have identified.
 - 1.d. Identify different types of landowners and how their motivations may affect your land access options.
 - 1.e. Identify resources and strategies to locate available land.

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2

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Part 1: Identifying a Location

3

Finding Land Overview

- Select a target location for your land search based on your personal and business goals
- Know what you're looking for
- Find out about real estate/rental values
- Identify resources that might provide access to suitable land
- Develop a plan!



4

How to Choose a Target Location?

- Find out about agricultural and business conditions
- Does the state/community support agriculture?
- Consider your personal as well as business goals
 - Do you want to be near family and friends?
 - Near a city or big town or in a remote rural location?
 - Do you want to be near amenities like a university or hospital?



5

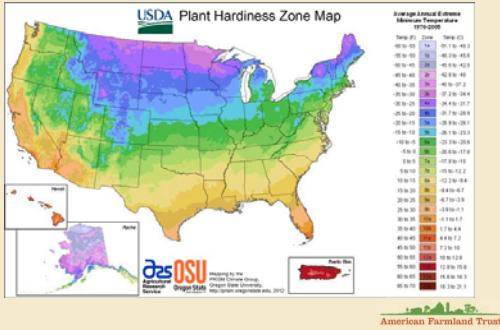
Research Ag and Market Conditions

- Climate, growing season, water availability/rights
- Types of agriculture in the area
- Land values and rental rates
- Population characteristics
- Markets/market competition
- Processing/distribution infrastructure
- Transportation patterns



6

Climate/Growing Conditions



7

What You Can Find in Census of Ag

- Number of farms
- Information on crops and livestock
- Market information, including on direct sales
- Farm economics
- Real estate value of land and buildings
- Operator demographics
- And more!
- The Census of Agriculture is available online at: <https://www.agcensus.usda.gov>

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8

How to See if There's Support for Ag

- Take a look at state policies:
 - Ag tax policies
 - Farmland protection programs
 - Right-to-Farm laws
- Find out if Ag is addressed at local level
 - Is it included in community plans?
 - Is local zoning "farm friendly"?
 - Does the community have a buy-local campaign?

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9

How to Find Out About Land Prices?

- [Census of Ag](#) and other [National Agricultural Statistics Service resources](#)
- [USDA-Farm Service Agency](#)
- [National Multiple Listing Services](#)
- Local real estate agents
- State departments of agriculture
- Talk to people in your community!



10

How To Find Out About Rental Rates?

- NASS cash rent survey
- Extension regional benchmark reports for various farm or ranch enterprises
- Local real estate agents
- Classified ads
- Talk to people in the community!



11

Part 2: Finding Land Strategies



12

How Can I Find Land to Rent or Buy?

- Word of mouth – e.g., from family and friends
- Real estate market
- Online resources, e.g., FarmLink programs
- Community networks



13

Types of Ag Landowners

- Owner Operators
- Operator landlords
- Non-operator landlords
 - Individuals – some of whom have farmed
 - Partnerships and trusts
 - Institutions and organizations, like land trusts
 - Federal government
 - State and local governments



14

Many Reasons Landowners Sell or Lease

- Financial
- Estate/succession planning
- Property maintenance
- Qualify for agricultural tax assessment
- Achieve a group/agency's mission – like supporting local food production
- Stewardship of natural resources



15

Tap the Real Estate Market

- Review classified ads in local papers or farm/ranch publications
- Find a real estate agent – preferably one who specializes in agricultural land
- Use web searches through Multiple Listing Service (MLS) and sites such as Realtor.com, Zillow, etc.



16

Use Online Resources

- Use FarmLink and other online listing, linking and match-making sites
- Use social media to communicate with potential organizations and landowners



17

Build your Community Social Network

- Tap community organizations
- Connect with an incubator or community farm
- Join a farm or beginning farmer organization
- Reach out to conservation organizations
- Reach out to other producers and agricultural organizations
- Agriculture-related business owners



18

Reach out to Government Agencies

- Cooperative Extension
- State Department of Agriculture
- USDA Natural Resources Conservation Service
- USDA Farm Service Agency
- Soil and Water Conservation District
- County or town commissions / departments that manage or plan land use



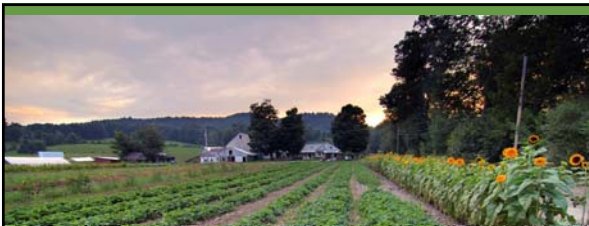
19



Let's make a plan and
find some land!



20



Saving the Land that Sustains Us



21
